



EASTERN SHORE
CAPITAL MANAGEMENT
A Division of Moody Aldrich Partners

Small Cap Equity

First Quarter 2020

FACT SHEET



Strategy Highlights

Style: U.S. Small Cap, Valuation Sensitive Quality

Holdings range: 70-100

Strategy Assets*: \$435 million

Inception Date: March 1, 2007

Objective:

Outperform the Russell 2000 Index over a complete market cycle with lower overall risk.

Philosophy:

- High-quality companies tend to outperform the market.
- Positive change can be as profitable as persistent excellence.
- Valuation discipline enhances returns.

Approach: Fundamental, Bottom-up

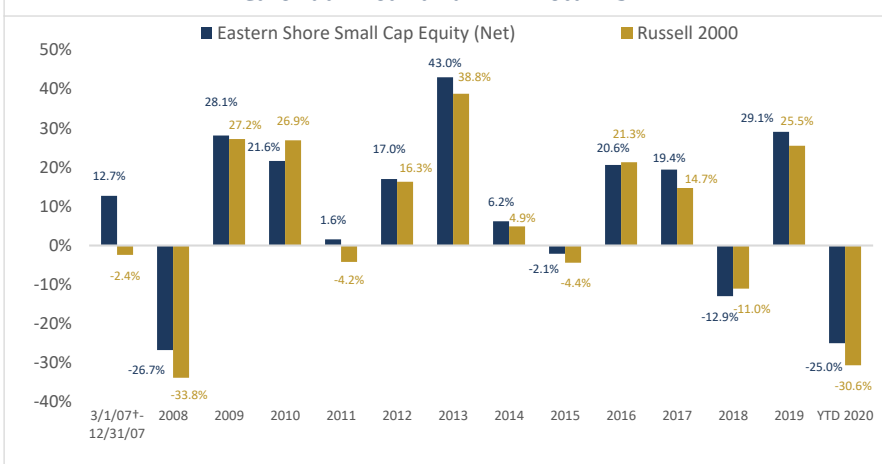
Firm Overview:

- An investment boutique specializing in long-only U.S. Small and Smid cap equities.
- Privately owned, 73.6% by active partners.
- A division of Moody Aldrich Partners, an SEC registered investment advisor formed in 1988.

Performance Statistics as of 3/31/2020**

| | 3 Years | 5 Years | Since Inception† |
|--------------------|---------|---------|------------------|
| Alpha (Annualized) | 2.9 | 2.8 | 4.6 |
| Beta | 0.9 | 0.9 | 0.9 |
| Upside Capture | 97.5 | 96.4 | 98.7 |
| Downside Capture | 90.1 | 88.8 | 86.8 |
| Batting Average | 0.6 | 0.5 | 0.6 |
| Sharpe Ratio | -0.2 | 0.1 | 0.4 |
| Information Ratio | 0.7 | 0.7 | 0.9 |

Calendar Year and YTD Returns**



Portfolio Characteristics*

| | Small Cap Equity | Russell 2000 |
|-----------------------------|------------------|--------------|
| Wtd. Average Market Cap | \$2,990.6M | \$2,053.0M |
| 5-Year Earnings Growth Est. | 7.7% | 11.1% |
| Dividend Yield (LTM) | 1.2% | 1.9% |
| Price/Earnings (FY1) | 17.9x | 13.8x |
| Price/Book | 2.4x | 1.6x |
| Standard Deviation (SI)† | 18.2 | 20.3 |
| Sharpe Ratio (SI)† | 0.4 | 0.2 |
| Active Share | 86.2% | -- |
| # of Holdings | 89 | 1,979 |

Performance Summary (through 3/31/2020)**

| | ESCM Small Cap Equity | ESCM Small Cap Equity | Russell 2000 | Strategy Excess Return | Strategy Excess Return |
|-------------------------------|-----------------------|-----------------------|--------------|------------------------|------------------------|
| | GROSS (%) | NET (%) | (%) | GROSS (%) | NET (%) |
| 1Q 2020 | -24.9 | -25.0 | -30.6 | 5.8 | 5.7 |
| 1 Year | -14.4 | -14.9 | -24.0 | 9.6 | 9.1 |
| 3 Year (Annualized) | -1.2 | -1.6 | -4.6 | 3.5 | 3.0 |
| 5 Year (Annualized) | 2.7 | 2.3 | -0.3 | 2.9 | 2.5 |
| 10 Year (Annualized) | 9.8 | 9.2 | 6.9 | 2.9 | 2.3 |
| Since Inception† (Annualized) | 8.8 | 8.1 | 4.3 | 4.4 | 3.7 |

*This information is presented as supplemental to the fully compliant GIPS® presentation, which is available upon request at information@eshorecap.com or by calling (781) 639-2750. Statistics are calculated using gross of fee performance. Performance Statistics are calculated using the Russell 2000 Index. As of March 31, 2020 Eastern Shore Capital Management manages or advises \$435 Million for its small cap equity clients, with \$390 Million in assets under management and \$45 Million in advisory-only Unified Managed Account ("UMA") business.

**Past performance is no guarantee of future results. Please see the reverse side of this document for additional required GIPS® disclosures.

† Inception date is 03/01/07. 2007's return represents a partial year beginning at the inception of the fund on 3/01/2007 and is not annualized. Performance from March 1, 2007 through October 26, 2012 occurred while Robert Barringer was the strategy's sole Portfolio Manager at FBR Asset Management.



EASTERN SHORE
CAPITAL MANAGEMENT
A Division of Moody Aldrich Partners

Small Cap Equity

First Quarter 2020

FACT SHEET



PORTFOLIO MANAGERS



Robert Barringer, CFA

- Chief Investment Officer, Partner, Founder of Eastern Shore
- Creator of the Eastern Shore's investment process while at a prior firm. In 2012, founded Eastern Shore and brought his track record.
- Over 30 years of investment experience
- Wesleyan University
- Harvard Business School



James O'Brien, CFA

- Partner, Founder of Eastern Shore
- Over 25 years of investment experience
- Bentley University, Masters Certificate in Accountancy and a B.S. Degree in Economics and Finance



Sarah Westwood, CFA, CMT

- Partner
- Over 20 years of investment experience
- Veteran, Operation Iraqi Freedom
- Wellesley College

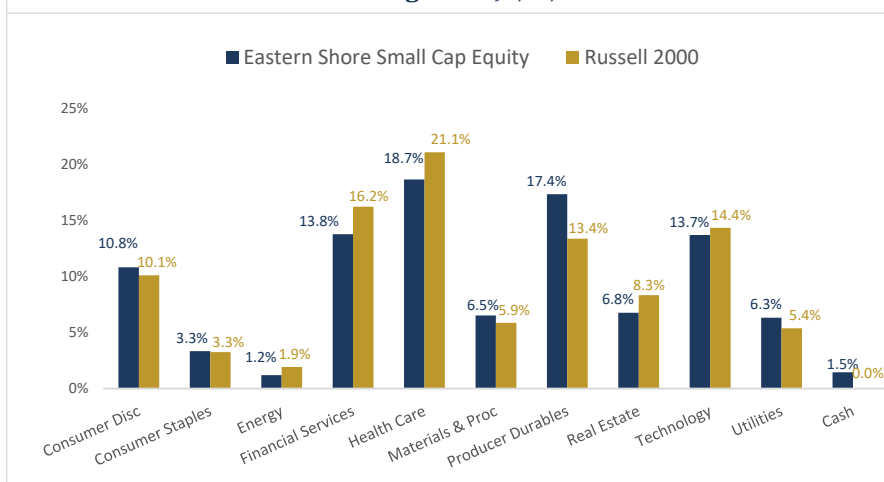
OFFICE CONTACT

18 Sewall Street
Marblehead, MA 01945

Phone
(781) 639-2750

Fax
(781) 639-2751

Sector Weights as of 3/31/2020**



Top Ten Holdings**

| Name | Symbol | Weight (%) |
|--------------------------------------|--------|-------------|
| Mesa Laboratories, Inc. | MLAB | 2.8 |
| Exponent, Inc. | EXPO | 2.5 |
| QTS Realty Trust, Inc. Class A | QTS | 2.5 |
| Balchem Corporation | BCPC | 2.4 |
| Terreno Realty Corporation | TRNO | 2.4 |
| Nomad Foods Ltd. | NOMD | 2.2 |
| Independent Bank Corp. | INDB | 2.2 |
| Five9, Inc. | FIVN | 2.0 |
| IAA, Inc. | IAA | 1.9 |
| Rexford Industrial Realty, Inc. | REXR | 1.9 |
| Percentage of Total Portfolio | | 22.8 |

The Eastern Shore Capital Management Small Cap Equity Composite contains all fully discretionary equity accounts managed in the Small Cap Equity style which seeks capital appreciation through stock selection by investing in 70-100 stocks with market capitalizations approximating those of the Russell 2000 index at purchase. For comparison purposes, the Eastern Shore Capital Management Small Cap Equity composite performance is measured against the Russell 2000 index. There is no minimum account size for this composite. Previous to July 1, 2014 The Eastern Shore Capital Management Small Cap Equity Composite was known as The Eastern Shore Capital Management Small Cap Core Composite. The strategy is managed by Eastern Shore Capital Management, a division of Moody Aldrich Partners.

Moody Aldrich Partners, LLC claims compliance with the Global Investment Performance Standards (GIPS®). The long only divisions include Eastern Shore Capital Management effective 10/29/2012 and Global Value Advisors effective 03/31/2018. Moody Aldrich Partners, LLC is an independent SEC registered investment adviser. The firm maintains a complete list and description of composites, policies for valuing portfolios, calculating performance and preparing compliant presentations, which is also available upon request.

Past performance is not necessarily indicative of future results. This document includes returns for the Russell 2000 index. The Russell 2000 Index measures the performance of the small-cap segment of the U.S. equity universe. The Russell 2000 is a subset of the Russell 3000® Index representing approximately 10% of the total market capitalization of that index. It includes approximately 2000 of the smallest securities based on a combination of their market cap and current index membership. This index is not intended to be a direct benchmark for a particular strategy, nor is intended to be indicative of the type of assets in which a particular strategy may invest. The assets invested in on behalf of a client will likely be materially different from the assets underlying this index, and will likely have a significantly different risk profile. Performance statistics, portfolio characteristics, portfolio holdings and other information included in this presentation are targets only and may change without notice to the client. The value of investments can go down as well as up. A client may not get back the amount invested.

*Inception date is 03/01/07. For the period of March 1, 2007 through October 26, 2012, the performance presented occurred while Robert Barringer was the strategy's sole Portfolio Manager at FBR Asset Management. There is no guarantee that returns achieved by FBR Asset Management will be generated by Eastern Shore Capital Management.

Returns are presented gross and net of management fees and include the reinvestment of all income. Beginning March 1, 2007, net of fee performance was calculated by retroactively applying the composite fee schedule. Net of fee performance after October 26, 2012 is calculated using actual management fees. More information about such fees and expenses applicable to a client's investment are generally available in the Form ADV Part 2A of Moody Aldrich Partners, LLC, which is publicly available and upon request and provided to every client (along with Form ADV Part 2B) prior to investment. Actual returns may vary from the performance information presented. All performance numbers are expressed in US Dollars. This product does not use leverage, derivatives or short positions in its portfolio. † 2007's return represents a partial year beginning at the inception of the fund on 3/01/2007 and is not annualized.

The information contained in this document is subject to updating and verification and may be subject to amendment. No representation or warranty is expressed as to the accuracy of the information contained in this document and no liability is given by Eastern Shore Capital Management as to the accuracy of the information contained in this document and no liability is accepted for any such information. This document and the information contained within it are confidential and intended solely for the use of the individual or entity to whom they are addressed. If you are not the named addressee you should not disseminate, distribute or copy this document or any of the information contained within it. If you are not the intended recipient you are notified that disclosing, copying, distributing or taking any action in reliance on the contents of this information is strictly prohibited.

** This information is presented as supplemental to the fully compliant GIPS® presentation, which is available upon request at information@eshorecap.com or by calling (781) 639-2750. The securities identified and described do not represent all of the securities purchased, sold or recommended for client accounts. The reader should not assume that an investment in the securities identified was or will be profitable. Statistics are calculated using gross of fee performance.