



# SMID Cap Growth Equity

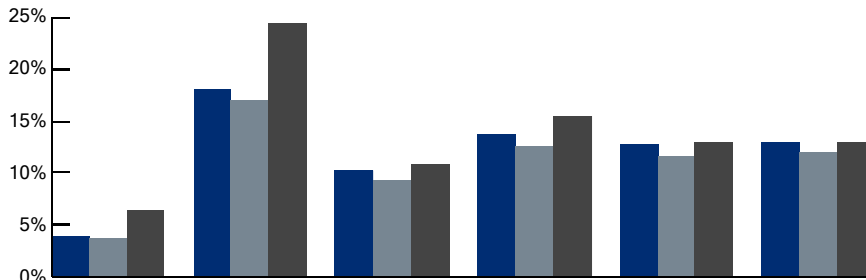
## Quarterly Commentary

A combination of a synchronized global economy, strong US economic data, and the late December passage of the much anticipated tax reform bill all helped US equities notch another strong quarter and infused investors with optimism heading into the New Year. Passage of the tax reform bill, the largest overhaul of the US tax system in more than 30 years, capped off a tremendous year for US equities, with all the major indices posting solid double-digit gains. The \$1.5 trillion tax bill, which goes into effect in 2018, will cut the corporate tax rate from 35% to 21%, reduce individual tax rates, and will likely provide a jump start to accelerate an already improving US economy. Lower corporate tax rates will also likely cause overall corporate earnings growth for 2018 to be revised higher by 5%-9%, with somewhat higher revisions for smaller cap stocks given that these companies tend to have the highest tax rates. In addition to tax reform, positive business and consumer sentiment, bolstered by the second straight quarter of 3.0% plus GDP growth and a 17-year low unemployment rate of 4.1% gave investors ample reason to continue to increase equity allocations.

Within the Russell 2500 Growth Index, all sectors posted low to high single digit returns for the quarter. The three best-performing index sectors were financials, industrials, and consumer staples, while the least attractive sectors were telecommunications, real estate, and health care.

Performance was helped by stock selection in technology and a sector overweight in financials. Performance was hurt by a sector overweight and stock selection in health care, by a sector underweight and stock selection in industrials, and by stock selection in financials.

## Investment Performance



	QTR (%)	1YR (%)	3YR (%)	5YR (%)	7YR (%)	SI (%)
Strategy (Gross)	3.87	18.07	10.32	13.70	12.70	12.94
Strategy (Net)	3.63	16.96	9.28	12.63	11.71	11.98
Benchmark	6.35	24.46	10.88	15.47	12.95	12.98

Past performance is not indicative of future results.

Source: RBC Global Asset Management, Russell, FactSet

Inception of the performance record is 10.1.08.

Returns are presented in gross and net of fees and include the reinvestment of all income. All returns for periods greater than one year are shown on an annualized basis. Performance and composite information presented is supplemental to the "GIPS® Compliant Presentation" which contains additional information regarding calculation of performance data.

## Strategy Overview

- \$154 Million Assets Under Management
- Inception: October 2008
- Benchmark: Russell 2500 Growth Index
- Vehicles: Separate Account, US Mutual Fund

## Investment Philosophy & Style

- Belief in a strong correlation between a company's earnings growth and its stock price appreciation
- Focus on companies that exhibit consistent growth characteristics, a solid balance sheet and a strong management team
- Belief that companies with steady revenue and earnings growth contribute to low portfolio volatility and long term out performance

## Investment Process

- High conviction, bottom-up fundamental approach built around a long investment horizon
- Uniquely qualified PMs, with CPAs in addition to CFAs, drive deeper analyses of company accounting issues to distinguish high quality earnings from unsustainable earnings
- Low volatility and downside protection through a bottom-up fundamental analysis targeting profitable companies generating more consistent financial results

## Portfolio Construction

- Broad industry and sector exposure across 70-90 holdings with no large sector bets
- Maximum exposure to any one company will be 2.5% at cost and 4.0% at market
- Fully invested in equities; no market timing
- Regular industry and sector attribution reviewed by investment team
- Low portfolio turnover: 15-20% annual average

## Investment Team

**Kenneth A. Tyszko, CPA, CFA**, Lead Portfolio Manager  
Industry Experience: 33 years

**Ryan H. Smith, CPA, CFA**, Portfolio Manager  
Industry Experience: 13 years

**Richard J. Drage, CPA, CFA**, Portfolio Manager  
Industry Experience: 23 years

**Jeff Nevins, CFA**, Senior Equity Analyst  
Industry Experience: 19 years

**Taham S. Mahimwalla, CFA**, Institutional Portfolio Manager  
Industry Experience: 11 years

## Sector Allocation<sup>1</sup>

	Strategy (%)	Benchmark (%)
Information Technology	24.2	25.3
Health Care	20.9	17.6
Industrials	19.9	19.4
Consumer Discretionary	11.3	15.0
Financials	10.7	7.6
Materials	5.1	6.4
Consumer Staples	4.4	2.3
Real Estate	2.1	3.5
Energy	1.4	1.6
Telecommunication	0.0	0.8
Services		
Utilities	0.0	0.4

## Top Ten Holdings<sup>1</sup>

Company Name	Strategy (%)
MercadoLibre Inc	2.2
Raymond James Financial Inc	2.2
Synopsis Inc	2.1
Global Payments Inc	2.0
Cantel Medical Corp	2.0
Waters Corp	1.9
Woodward Inc	1.8
ABIOMED Inc	1.8
WEX Inc	1.8
Tractor Supply Co	1.8

## About RBC Global Asset Management

- Over \$330 billion Assets Under Management
- Offices in North America, Europe and Asia
- Over 300 investment professionals globally
- Part of Royal Bank of Canada (RBC), one of the highest rated and largest banks in the world\*

\*Ratings: S&P: AA-, Moody's: A1 (Bloomberg, 12.31.17). Ranked 5th largest bank in North America and 10th globally based on market capitalization (Bloomberg, 12.31.17).

Past performance is not indicative of future results.  
Source: RBC Global Asset Management, Russell, FactSet

<sup>1</sup>Supplemental information complements the "GIPS® Compliant Presentation" as provided. The information presented are those of the representative account in the strategy. There is no guarantee that every account will be identical to the information presented here.

This presentation should not be construed as a recommendation to buy or sell any financial instruments. The information contained herein should not be relied upon as the sole investment-making decision.

GUS/12.31.17/ST011/MAY18/A

## Risk Characteristics

Since Inception Through 12.31.17

	Alpha (%)	Beta	Standard Deviation (%)	R-Squared (%)	Upside Capture (%)	Downside Capture (%)	Sharpe Ratio
Strategy (Gross)	1.7	0.8	16.5	94.8	63.7	89.8	0.8
Benchmark	-	1.0	19.0	100.0	100.0	100.0	0.7

## Portfolio Characteristics<sup>1</sup>

	Strategy	Benchmark
<b>Profitability</b>		
Return on Equity (Trailing 12 Months)	13.2%	12.1%
Net Profit Margin	9.0%	5.3%
<b>Fundamentals</b>		
Long-Term Debt/Total Capitalization (Trailing 12 Months)	31.1%	35.6%
Sales Growth (Trailing 5 Years)	11.6%	13.9%
EPS Growth (Trailing 5 Years)	8.9%	11.8%
<b>Earnings Stability</b>		
	19.5%	28.2%
<b>Valuation</b>		
Price/Earnings Ratio (FY1)	25.9	25.3
Price/Earnings Ratio (FY2)	22.1	22.4
Long-Term Future EPS Growth Rate	14.0%	13.2%
Price/Cash Flow Ratio (Trailing 12 Months)	18.9	19.1
Price/Sales Ratio (Trailing 12 Months)	3.6	3.4
<b>Other</b>		
Weighted Average Market Capitalization (Millions)	\$6,226	\$5,651
Median Market Capitalization (Millions)	\$5,018	\$1,416
Number of Holdings (Excluding Cash)	78	1428
Active Share	91.8%	-

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# GIPS® Compliant Presentation, as of December 31, 2017

## RBC GAM U.S. Equity - SMID Cap Growth

Inception Date: October 1, 2008

Benchmark: Russell 2500 Growth Index

Currency: USD

Annual Returns	Composite Gross Return (%)	Composite Net Return (%)	Benchmark Return (%)	Composite 3-Yr St Dev (%)	Benchmark 3-Yr St Dev (%)	Number of Portfolios	Internal Dispersion (%)	Composite Assets (millions)	Firm Assets (millions)
2008/10 - 2008/12	-27.29	-27.40	-27.77	n/a	n/a	1	-	9.5	164,090.1
2009	36.31	35.16	41.66	n/a	n/a	2	-	72.8	228,136.6
2010	34.72	33.73	28.86	n/a	n/a	2	0.04	88.6	252,397.6
2011	2.82	2.11	-1.57	18.88	22.94	3	0.27	89.4	244,857.4
2012	18.17	17.33	16.13	16.35	19.82	3	0.37	84.4	279,416.3
2013	36.29	35.00	40.65	13.58	16.48	2	0.22	109.2	296,003.0
2014	3.85	2.86	7.05	11.06	12.54	2	-	92.6	302,064.4
2015	1.33	0.37	-0.19	11.13	13.29	3	0.01	153.2	276,979.3
2016	12.22	11.16	9.73	11.84	14.67	2	0.02	134.5	289,538.6
2017	18.07	16.96	24.46	10.64	13.04	2	0.02	139.5	331,885.2

**Description of the Firm:** For the purposes of Global Investment Performance Standards (GIPS®), RBC Global Asset Management is the asset management division of Royal Bank of Canada (RBC), operating under the following brands: RBC Global Asset Management (RBC GAM) in Canada, the U.S. (institutional), the U.K. and Hong Kong; Phillips, Hager & North Investment Management (institutional); and BlueBay Asset Management (institutional). With offices around the world, RBC GAM offers a full range of global investment solutions in cash management and fixed income, equity, balanced, alternative and specialty investment strategies through mutual funds, hedge funds, pooled funds and separately managed accounts. The RBC GAM group of companies has more than C\$388 billion (US\$289 billion) in assets under management as at December 31, 2016. RBC purchased Phillips, Hager & North Investment Management, including the assets of BonaVista Asset Management, on May 1, 2008, and BlueBay Asset Management on December 17, 2010. A complete list and description of the firm's composites and performance results is available upon request.

**Compliance Statement:** RBC GAM claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. RBC GAM has been independently verified for the periods January 1, 2002 through December 31, 2016. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS® standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS® standards. The U.S. Equity - SMID Cap Growth composite has been examined for the periods October 1, 2008 - December 31, 2016. The verification and performance examination reports are available upon request.

**Composite Description:** The SMID Cap Growth Equity Composite consists of accounts that primarily invest in high-quality small and mid cap growth companies that we believe will outperform the market over the longer-term.

**Benchmark:** The benchmark for this composite is the Russell 2500 Growth Index, which measures the performance of the small to mid-cap growth segment of the U.S. equity universe. It includes those Russell 2500 companies with higher price-to-book ratios, forecasted growth values, and historical sales per share. Index returns are provided for comparison purposes to represent the investment environment existing during the time periods shown. An index is fully invested, includes the reinvestment of dividends and capital gains, but does not include any transaction costs, management fees, or other costs. Holdings of each separately managed account in a composite will differ from the index. An investor may not invest directly in an index.

**Gross of Fees:** Gross of fees performance returns are presented before management fees, but after all trading expenses. Returns are presented net of withholding taxes on dividends, interest income and capital gains where applicable.

**Net of Fees:** Net of fee performance is calculated using the maximum stated annual fee of 0.95% applied monthly. Prior to January 1, 2013 net of fee performance was calculated using actual fees.

**Performance Calculations:** Results are based on all fully discretionary accounts meeting the composite definition, including those accounts no longer with the firm. Returns are shown in U.S. Dollars, and include the reinvestment of all income. Additional information regarding policies for valuing portfolios, calculating performance, and preparing presentations is available upon request. Past performance is not indicative of future results.

**Composite Dispersion:** The composite dispersion of annual returns is indicated by the performance of individual accounts representing the equal weighted standard deviation of returns. Dispersion of returns is calculated for portfolios included in the composite for the full year.

**3-Year Standard Deviation:** Periods with less than 3 years of data will show "n/a".

**Derivatives, Leverage and Short Positions:** None of these strategies are currently employed by any accounts in this composite.

**Cash Flow Policy:** As of April 1, 2015 the significant cash flow policy was removed from the composite. Prior to that date, composite policy required the temporary removal of any portfolio incurring a client-initiated significant cash inflow or outflow of at least 10% of portfolio assets. The temporary removal of such an account occurred at the beginning of the month in which the significant cash flow occurred and the account re-entered the composite the first full month of being fully invested.

**Fee Schedule:** 0.95% on first \$10 million; 0.85% on next \$15 million of assets; 0.75% on next \$25 million of assets; and 0.65% on assets exceeding \$50 million. Advisory fees are described on this page and in Form ADV Part 2A. RBC GAM reserves the right to negotiate all advisory fees.

**Minimum Account Size:** There is no minimum account size for this composite.

**Creation Date:** This composite was created on and has an inception date of October 1, 2008.

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