

# Brown Advisory Small-Cap Fundamental Value Strategy

We believe that our strategy uses a differentiated investment approach that focuses on free cash flow, capital allocation and valuation to produce attractive risk-adjusted returns.

## March 2018 Monthly Report

### Performance Contributors

#### TOP FIVE CONTRIBUTORS\*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
DSW	DSW Inc. Class A	Consumer Discretionary	1.73	15.87	0.25
MGRC	McGrath RentCorp	Industrials	3.59	6.06	0.20
MFA	MFA Financial, Inc.	Financials	1.98	8.61	0.17
PRSC	Providence Service Corporation	Health Care	1.99	8.78	0.16
AIZ	Assurant, Inc.	Financials	2.20	6.95	0.15

#### BOTTOM FIVE CONTRIBUTORS\*

TICKER	NAME	SECTOR	AVG. WEIGHT (%)	MONTHLY RETURN (%)	CONTRIBUTION TO RETURN (%)
SATS	EchoStar Corporation Class A	Information Technology	4.22	-9.05	-0.38
CLNS	Colony NorthStar, Inc. Class A	Real Estate	0.96	-26.36	-0.34
NXST	Nexstar Media Group, Inc. Class A	Consumer Discretionary	2.82	-6.93	-0.19
TGNA	TEGNA, Inc.	Consumer Discretionary	1.21	-10.95	-0.13
RGS	Regis Corporation	Consumer Discretionary	1.95	-5.97	-0.12

### Top 10 Equity Holdings (%)

Cash and equivalents: 4.5%

1. Albany International Corp. Cl A	4.8	6. Virtus Investment Partners, Inc.	2.8
2. Linn Energy, Inc.	4.1	7. Nexstar Media Group, Inc.	2.6
3. EchoStar Corp.	3.8	8. Primerica, Inc.	2.6
4. McGrath RentCorp	3.5	9. BankUnited, Inc.	2.4
5. Simpson Manufacturing Co., Inc.	3.0	10. Continental Building Products, Inc.	2.4



**J. DAVID SCHUSTER**  
Portfolio Manager



**MICHAEL POGGI, CFA**  
Associate Portfolio Manager

#### INSIDE THE STRATEGY: FACTS & TYPICAL PORTFOLIO FIGURES

Inception: 12/31/2008
Benchmark: Russell 2000® Value Index
Portfolio: 45–60 Holdings
Position Size: 0.3%–5.0%

### Portfolio Comments

The Brown Advisory Small-Cap Fundamental Value Strategy rose 0.4% (net of fees) in March, less than its Russell 2000® Value Index benchmark, which rose 1.2% during the month.

The portfolio's performance for the month was largely driven by stock selection in the health care, industrials and financials sectors. The top performer for the month was a consumer discretionary holding, DSW Inc., which reported strong fourth quarter earnings. The company is a newer addition to the portfolio as it was added to the portfolio at the start of the fourth quarter. EchoStar Corporation had the largest negative contribution to the portfolio's performance. Investor concerns over increased competition from its largest competitor drove EchoStar down in March. This decline was amplified by our large weighting to the stock.

In March, the portfolio eliminated a consumer discretionary company and added two financial companies. [12](#)

\*Source: FactSet®. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients. Sectors are based on the Global Industry Classification Standard (GICS®) classification system. The security returns listed represent the period of when the security was held during the month. Top five and bottom five contributors exclude cash and cash equivalents. Contribution to return is calculated by multiplying a security's beginning weight in the portfolio by the security's return on a daily basis, and geometrically linking the return for the reporting period. The top 10 equity holdings include cash and equivalents. The portfolio information provided is based on a representative Small-Cap Fundamental Value account and is provided as supplemental information. This representative account may differ from specific client portfolios. The composite performance shown above reflects the Small-Cap Fundamental Value Composite, managed by Brown Advisory Institutional. Brown Advisory Institutional is a GIPS Compliant firm and is a division of Brown Advisory LLC. Please see the Brown Advisory Small-Cap Fundamental Value disclosure statement at the end of this presentation for a GIPS compliant presentation

## Brown Advisory Small-Cap Fundamental Value Composite

Year	Composite Total Gross Returns (%)	Composite Total Net Returns (%)	Benchmark Returns (%)	Composite 3-Yr Annualized Standard Deviation (%)	Benchmark 3-Yr Annualized Standard Deviation (%)	Portfolios in Composite at End of Year	Composite Dispersion (%)	Composite Assets (\$USD Millions)	GIPS Firm Assets (\$USD Millions)
2016	23.4	22.4	31.7	13.0	15.5	46	0.3	1660	30,417
2015	-4.6	-5.3	-7.5	12.3	13.5	45	0.2	1,186	43,746
2014	7.1	6.3	4.2	10.7	12.8	41	0.4	1,002	44,772
2013	42.0	41.0	34.5	14.1	15.8	32	0.3	693	40,739
2012	23.0	21.9	18.1	17.7	19.9	13	0.1	269	26,794
2011	2.9	1.9	-5.5	20.6	26.1	9	0.6	190	19,962
2010	28.3	26.7	24.5	NA	NA	Five or fewer	N/A	61	16,859
2009	25.7	24.0	20.6	NA	NA	Five or fewer	N/A	30	11,058

Brown Advisory Institutional claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brown Advisory Institutional has been independently verified for the periods from January 1, 1993 through December 31, 2016. The Verification reports are available upon request. 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. Verification does not ensure the accuracy of any specific composite presentation. GIPS® is a registered trademark owned by CFA Institute

- For the purpose of complying with the GIPS standards, the firm is defined as Brown Advisory Institutional, the Institutional and Balanced Institutional asset management divisions of Brown Advisory. As of July 1, 2016, the firm was redefined to exclude the Brown Advisory Private Client division, due to an evolution of the three distinct business lines.
- The Small-Cap Fundamental Value Composite includes all discretionary portfolios invested in the Small Cap Fundamental Value Strategy. The strategy invests primarily in U.S. smaller market capitalization equities that generate high levels of free cash flow and are currently undervalued by the market. The minimum account market value required for composite inclusion is \$1.5 million.
- This composite was created in 2009.

- The benchmark is the Russell 2000® Value Index. The Russell 2000® Value Index measures the performance of the small-cap value segment of the U.S. equity universe. It includes those Russell 2000® Index companies with lower price-to-book ratios and lower forecasted growth values. The Russell 2000® Value Index is constructed to provide a comprehensive and unbiased barometer for the small-cap value segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics. The Russell 2000® Value Index and Russell® are trademarks/service marks of the London Stock Exchange Group companies. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers.
- The dispersion of annual returns is measured by the equal weighted standard deviation of portfolio returns. The composite dispersion is not applicable (N/A) for periods where there were five or fewer accounts in the composite for the entire period.
- Gross-of-fees performance returns are presented before management fees but after all trading commissions, and gross of foreign withholding taxes (if applicable). Net-of-fee performance returns reflect the deduction of actual management fees and all trading commissions. Other expenses can reduce returns to investors. The standard management fee schedule is as follows: 1.00% on the first \$25 million; 0.90% on the next \$25 million; 0.80% on the next \$50 million; and 0.70% on the balance over \$100 million. Further information regarding investment advisory fees is described in Part II A of the firm's form ADV. Actual fees paid by accounts in the composite may differ from the current fee schedule.
- The three-year annualized ex-post standard deviation measures the variability of the composite (using gross returns) and the benchmark for the 36-month period ended on December 31. The 3 year annualized standard deviation is not presented as of December 31, 2009 and December 31, 2010 because 36 monthly returns for the composite were not available (NA).
- Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
- A complete list of composite descriptions, policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request..
- Past performance is not indicative of future results.
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The **Average Weight** of a position or sector refers to the daily average for the period covered in this report of a stock's value as a percentage of the portfolio. The **Total Return** of an equity security is the sum of the return from price movement and the return due to dividend payments or other sources of income. Standard benchmark-, sector- and portfolio-level returns are the sums of the weights of each security multiplied by its return, summed and calculated daily and summed over the period covered by the report or by an otherwise-noted period. **Contribution To Return** is calculated by multiplying a security's beginning portfolio weight by its daily return and geometrically linking the security's daily contribution to return over the entire reporting period.