# **Granahan US Focused Growth UCITS**

31 October 2019

# **Investment Summary**

The Fund primarily invests in Equities of Small Cap Companies located in or having substantial business ties to the United States. Typically the Fund's assets will be invested in securities of approximately 40 companies from various sectors including: technology services, internet, consumer, and business services. At the time of investment the Fund may invest up to 7% of its assets in a security, the value of which may increase to up to 10% of the Fund's assets after purchase.

### **Fund Highlights**

- We believe that investing in businesses with <u>sustainable growth</u> helps to mitigate the risk of significant capital loss.
- We seek exceptional businesses those with solid balance sheets, high incremental margins and strong customer value propositions.
- Our expected return methodology is a mechanism for mispricing and has helped us to generate alpha for clients over several investment cycles.
- We believe conviction leads to outperformance, 60%-80% portfolio held in top 15 holdings.



# Portfolio Manager Andrew L. Beja, CFA

**35 Yrs. Experience** Drew Beja is a Senior Vice President and Managing Director of the firm. Mr. Beja is the Portfolio Manager of the GIM Small Cap Focused Growth strategy, and he also manages a portion of the multi-managed portfolios. Mr. Beja joined Granahan Investment Management at the end of 2011 bringing 30 years industry experience to the firm. From 2000 to 2011, Mr. Beja was with LMCG in Boston, a firm he co-founded and where he managed several small and SMID cap growth equity strategies, including the Focused Growth strategy that he continues to manage at Granahan. Prior to LMCG, Mr. Beja was a portfolio manager with Standish, Ayer & Wood, and before moving to the buy-side, he was an equities analyst for Advest. Mr. Beja received his BA from Miami University.

#### **About Granahan Investment Management**

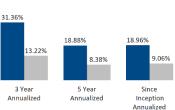
Founded in 1985, Granahan Investment Management, Inc. is a 100% employee-owned firm specializing in smaller cap equity investments for large institutions and wealthy individuals. The firm utilizes fundamental, bottom-up research to uncover and invest in fast growing companies under \$6 billion in market cap.

#### **Annualized Performance**

1.25% 2.85% October 2019

As of 31 October 2019





— US Focused Growth (Class A Acc USD)

Russell 2000 Growth

#### Calendar Year Performance

	Year to Date	2018	2017	2016	2015	Since Inception Cumulative
US Focused Growth (Class A Acc USD)	34.49%	23.86%	33.60%	15.88%	-9.61%	162.40%
Russell 2000 Growth	18.62%	-9.31%	22.17%	11.32%	-1.38%	61.92%
Inception Date: 04/11/2014						

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### Fund Facts

#### Fund Assets: \$267 Mil (Strategy Assets: \$988 Mil)

Fund Launch Date: 11 April 2014 Asset Class: US Equities

Market Cap: \$200 Mil - \$3 Bil at purchase

Benchmark: Russell 2000 Growth

Structure: UCITS
Domicile: Ireland
UK Reporting Status: Yes
Pricing: Daily

Deal Cut Off: 1700 Dublin Time
Year End: 31 December

Custodian & Admin: RBC Investor & Treasury Svs. Ireland Ltd.

Website: www.granahanfunds.com

### Share Class Information

US Focused Growth Fund Class I Acc (USD) IE00BF5KD889 **GUSFIUA** Class A Acc (USD) IE00BGH16Q55 **GUSFGAA** Class A Dist (USD) IE00BDRK8L01 **GUSFGAD** Class A Acc (GBP IE00BGHH8D43 GUSFAGA IE00BGHH8F66 **GUSFFEA** Class F Acc (EUR)

Granahan Investment Management

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# GRANAHAN INVESTMENT MANAGEMENT INC

0.00%

100.00%

1,598

#### Sector Diversification

Sector	Portfolio	Russell 2000 Growth
Consumer Discretionary	16.40%	14.22%
Consumer Staples	0.00%	3.10%
Energy	2.53%	1.11%
Financial Services	5.26%	11.46%
Health Care	3.94%	27.41%
Materials & Processing	0.00%	6.96%
Producer Durables	17.11%	16.71%
Technology	50.07%	16.54%
Utilities	0.94%	2.49%

3.75%

100.00%

### **Top 10 Positions**

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Security	Percent of Portfolio			
LIVEPERSON	9.1%			
COSTAR CORP	7.7%			
PAYLOCITY HOLDINGS CORP	7.1%			
PAYCOM SOFTWARE	5.1%			
SPS COMMERCE	5.0%			
ETSY INC	4.5%			
CHEGG INC	4.4%			
EHEALTH INC	4.3%			
VIRTUSA CORP	4.1%			
ONESPAWORLD HOLDINGS LTD	3.8%			
TOTAL	55.0%			

#### **Growth of \$1,000**

[Cash]

**TOTAL** 



#### **Characteristics**

Characteristic	Portfolio	Russell 2000 Growth	
Weighted Avg. Market Cap	\$4,824.7 mil	\$2,550.8 mil	
Active Share	95.64%	-	
Est 3-5 Yr EPS Growth	23.2%	16.7%	
Forward P/E Ratio	34.5x	21.4x	
LT Debt/Capital	19.3%	33.3%	
Dividend Yield	0.05%	0.74%	
Price to Book	5.32x	3.92x	

### **Monthly Commentary**

— Russell 2000 Growth

Major U.S. stock market indexes hit new highs in October as concerns that had been weighing on the markets since early August receded. Rising productivity, strength in consumer spending, optimism for positive outcomes in both BREXIT and the US-China trade discussions, and this past year's monetary easing all helped to propel the markets upward. The Russell 2000 Growth benchmark returned +2.85%. The US Focused Growth Fund was also up but underperformed the benchmark with a return of +1.25%. Strong stock selection in technology was not enough to offset poor selection in consumer discretionary and producer durables. The well-positioned sustainable growth companies that encompass the Focused Growth Fund have the power of compounding growth in their favor, though there will be times when this potential is relatively ignored by the market. Our strict expected-return methodology guides us to invest in fast growing companies when risk/reward is attractive, as we believe this will provide our clients with strong long term performance.

#### Important Information for Investors

This material is directed at professional/sophisticated investors for their informational purposes only. It is not intended to be investment advice and does not constitute an offer to sell or solicitation to invest. Opinions contained herein reflect the judgment of GIM and are subject to change at any time. The Granahan US Focused Growth Fund and the Granahan US Small Cap Discoveries Fund are sub-funds of the Granahan Funds plc (the "Company"), a public limited company (registered number 533587) authorized and regulated by the Central Bank of Ireland as an Undertaking for Collective Investment in Transferable Securities ("UCITS"). Authorization of the Company by the Central Bank of Ireland is not an endorsement or guarantee, nor is the Central Bank of Ireland responsible for the contents of any marketing material or the Company's offering documents. Shares of the Funds are only available for certain non-U.S. persons outside the United States and are restricted in certain jurisdictions. Any entity forwarding this material to other parties takes full responsibility for ensuring compliance with applicable securities laws in connection with its distribution.

