

Market Environment

In a sharp reversal from the fourth quarter, domestic equity markets produced above average gains in the first quarter. The Russell 2000 Index's gain was the largest since the fourth quarter of 2011. Outside the U.S., developed and emerging markets also rose, but less so than domestic markets. Treasury yields declined. Longer-dated maturities fell further than shorter ones, compressing spreads along the curve. The Volatility Index (VIX) ended the quarter lower. Gold (+1%) and Oil (+25%) also appreciated. The Federal Reserve's more cautious stance gave investors more comfort to be invested in equities and increased optimism in global trade.

Category Performance

- The benchmark Russell 2000 Index rose 14.58% during the first quarter. The small cap index gained more than the larger Russell 1000 Index (+14.00%) but trailed the Russell Midcap Index (+16.54%).
- The factor landscaped was mixed during the first quarter's market rally. Returns to momentum and valuation were negative, while capitalization returns within the small cap universe were largely flat.
- On average, higher beta, and less attractively valued companies outperformed across all market capitalization ranges.

Strategy Characteristics

Inception	12/31/07
Benchmark	Russell 2000 Index
Number of Securities	90-150
Maximum Cash	5%
Position Size	Equal weighted, at cost
Strategy Assets	\$518M as of 03/31/19
Vehicles Available	Separate Account Mutual Fund

Manager Comments (1Q19)

- Our strategy aims to create a portfolio of companies that exhibit positive behavioral characteristics. This manifests in owning stocks with attractive analyst sentiment and those believed to be able to generate positive earnings surprises. Our research indicates that, over time, a portfolio of companies ranked highest on these behavioral characteristics outperforms those with the opposite characteristics.
- The strategy's exposure to the top quintile of our two main alpha models averaged 70.56% and 64.67%. Exposure to both annual and quarterly revisions decreased from last quarter. We held stocks with attractive behavioral characteristics, however, our alpha models did not produce positive return spreads for quintile 1 (Q1) minus quintile 5 (Q5). Returns of the top-ranked stocks (Q1) were mostly even with or below those with the least attractive ranks (Q5). This flat-to-negative spread is a reflection that behavior was not a significant contributor to excess portfolio returns.
- Analyst sentiment deteriorated for the fourth consecutive quarter. The percentage of positive revisions fell to 38.2%—the lowest since the first quarter of 2009. Among our holdings, 49.2% of revisions were positive. Our process generated a portfolio that received 38 net negative revisions. This is 408 greater than would be expected by randomly creating a similar-sized portfolio from the same universe.

Portfolio Management



John Riddle, CFA

- Chief Investment Officer, Portfolio Manager
- 38 years of experience



Mark Jaeger, CFA, CPA

- Managing Director, Portfolio Manager
- 32 years of experience

Performance

Total Returns %	1Q19	1 Yr.	3 Yr.	5 Yr.	10 Yr.	Since Inception
Gross	12.20%	-1.97%	11.77%	8.75%	18.88%	11.38%
Net	12.10%	-2.25%	11.05%	7.85%	17.72%	10.27%
Russell 2000 Index	14.58%	2.05%	12.92%	7.05%	15.36%	7.90%

Performance information constitutes supplemental information for the purposes of Global Investment Performance Standards (GIPS).

Statistics

	Since Inception
Alpha	3.57
Tracking Error	4.09
Information Ratio	0.79
Beta	0.94
Upside Capture	101.51
Downside Capture	88.61

- The investor response rate to upward revisions increased from last quarter. Responses to downward revisions were less negative compared to Q4.
- Our process generated a portfolio of stocks that exhibited a larger percentage of positive earnings surprises and fewer negative surprises relative to our universe. Sixty-eight percent of portfolio holdings announced a significant positive surprise compared to 50% of the universe. Eight percent of holdings fell short of expectations versus 22% of the universe. The response rate for companies with large positive surprises was greater than last quarter, while companies with earnings significantly below expectations had a lower positive response rate compared to last quarter, although it was still positive.
- Our portfolio is constructed to be sector-neutral compared to the benchmark, therefore picking stocks that are in the top deciles of our model's behavioral ranks is a key contributor to performance. The two sectors that contributed most positively were Real Estate and Consumer Discretionary. Selections in Health Care and Industrials detracted the most from performance. The top two contributing stocks were Boot Barn Holdings and Upland Software. Boot Barn Holdings preannounced above-consensus earnings and same-store sales in January. The company was viewed with favorable fundamentals, due in part to less sensitivity to commodity sector volatility. Upland Software's earnings results were minimally greater than "noise," but the company issued above-consensus guidance, contributing to very positive sentiment for the stock. Two biotech companies—Vanda Pharmaceuticals and Acorda Therapeutics—were the biggest detractors from performance. Prior to earnings, analyst sentiment deteriorated on Vanda Pharmaceuticals prompting negative revisions. Subsequently, an influential research provider published a negative report on the company. Acorda Therapeutics reported very significant earnings beat, but concerns surrounding a successful launch of a new therapy pressured the stock.
- Our philosophy and portfolio construction create exposure to factors that have proven to provide excess returns over time. Our security selection process looks to identify companies with an attractive mix of reasonable valuations and improving expectations. Our valuation sub-model produced a negative return spread. This created a headwind for performance.
- This strategy tends to have an incidental exposure to momentum, which is a result of the positive behavior underlying the top-ranked securities in our models. Risk mitigation techniques seek to reduce excess exposure to this factor. Negative momentum returns early in the quarter detracted from performance. Capitalization returns were generally flat and did not produce any material contribution to the portfolio.

U.S. Small Cap Equity Composite

For the 10 years ended December 31, 2018

	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
Composite Annual Net-of-Fees Return (%)	-15.17	16.70	20.08	0.93	9.96	51.30	12.72	1.01	33.24	28.29
Benchmark: Russell 2000 Index Return (%)	-11.01	14.65	21.31	-4.41	4.89	38.82	16.35	-4.18	26.85	27.17
Composite Internal Dispersion (%)	0.37	0.06	0.26	0.22	0.28	0.08	0.00	0.10	0.07	0.46
Composite 3 Year Standard Deviation (%)	16.79	13.84	15.40	14.59	13.46	16.67	18.70	23.18	25.09	-
Benchmark 3 Year Standard Deviation (%)	15.79	13.91	15.76	13.96	13.12	16.45	20.20	24.99	27.69	-
Composite Number of Portfolios	17	17	6	14	12	12	11	12	11	11
Total Composite Assets (US Millions)	203.0	210.0	3.0	5.9	5.3	5.4	3.7	3.4	4	3
Composite Assets with a Bundled Fee (%)	2	1.1	49.6	78.3	76.2	74.9	70.5	62.6	66.2	67.6
Total Firm Assets (US Millions)	1,553.7	1,509.8	1,789.6	Historical assets are not reported due to 361 Capital acquiring BRC Investment Management on 10/31/16. Please contact 361 Capital at info@361capital.com for asset numbers or for additional information.						
Supplemental Information										
Composite Annual Gross-of-Fees Return (%)	-14.95	17.59	21.44	2.08	11.16	53.01	14.12	2.13	34.78	29.69

361 Capital LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. 361 Capital has been independently verified for the periods January 1, 2001 through December 31, 2017. 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 verification and performance examination reports are available upon request by contacting 361 at info@361capital.com. Performance shown prior to 11/1/2016 include results achieved by a portfolio management team while it was a part of BRC Investment Management.

NOTES

1. The Firm, 361 Capital LLC, is an independent investment adviser registered under the Investment Advisers Act of 1940.
2. The 361 U.S. Small Cap Equity Composite was created on October 31, 2016. The composite was previously the BRC Small Cap Concentrated Composite. Performance results prior to 361 Capital LLC's acquisition of BRC on 10/31/2016 represent accounts managed by the firm's employees and members who made up substantially all the investment decision makers at BRC. This composite includes all U.S. Small Cap Equity accounts over \$100 thousand that have been under management for at least one month. All accounts have target allocations to small-cap securities of at least 90%. Any account that has a cash flow larger than 10% of the composite is removed from the composite. Beginning January 1, 2010 composite policy also requires the temporary removal of any portfolio incurring a significant cash flow larger than 50% of portfolio assets. Beginning January 1, 2013, composite policy requires the temporary removal of any portfolio incurring a significant cash flow larger than 10% of portfolio assets. The temporary removal of such an account occurs at the beginning of the month in which the significant cash flow occurs and the account re-enters the composite in the month following the cash flow or full investment in the strategy. Additional information regarding the treatment of significant cash flows and a complete list and description of firm composites is available upon request by contacting 361 at info@361capital.com.
3. The composite benchmark is the Russell 2000 Index. The benchmark and composite returns include the reinvestment of income, but the composite does not include trading costs, management fees or other costs.
4. All returns are expressed in U.S. dollars.
5. Net-of-fees performance returns are calculated by deducting the actual management fees and trading costs, or a bundled (WRAP) fee, from the gross composite return. Bundled fee accounts make up a portion of the composite for all periods shown, as disclosed above. Wrap fee schedules are provided by independent wrap sponsors and are available upon request from the respective wrap sponsor.
6. The standard management fees range 0.95% to 0.70%. Please refer to the ADV for additional details. In addition to a management fee, some accounts pay an all-inclusive fee to a wrap sponsor which is based on a percentage of assets under management. Along with brokerage commissions, this fee may include portfolio monitoring, consulting services, and custodial services.
7. Composite Internal dispersion is calculated using the asset-weighted standard deviation of all portfolios that were included in the composite for the entire year.
8. Supplemental Information - Gross-of-fees performance returns are presented before management, custodial fees and trading expenses on bundled fee accounts.
9. Performance figures are based upon historical information and do not guarantee future results. Investing involves risk, including possible loss of principal. Actual results may differ from composite results depending upon multiple factors including the size of the account, investment objectives and restrictions, the amount of transaction and related costs, significant cash flows into or out of the account, and the inception date of the account. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request (info@361capital.com).