

# Midcap Difference

3Q17

**DF DENT**  
AND COMPANY, INC.

## The DF Dent Difference:

- Focus on internal research enables independent thinking and conviction
- Disciplined approach identifies exceptional growth companies
- Concentrated portfolio enables only “Best-in-Class” companies to make the cut
- Time tested process has produced strong results in both up and down markets
- Low turnover, minimal transaction costs and long-term investment horizon results in tax efficient portfolios
- Employee ownership and independence aligns our interests with clients
- Diversity of backgrounds and experience creates differences in opinion that help to evaluate investments from multiple perspectives of personnel

## What We Look For in Investments:

1. Best-in-class operators that are **masters or creators of a market niche**
2. **Enduring franchises** with superior long-term growth opportunities and returns on investment
3. **Talented, ethical management teams** that are visionaries, strong operators AND skilled capital allocators

### Equity Performance (as of 09/30/17)

Period Ending	DF Dent Midcap Gross Returns	DF Dent Midcap Net Returns	Russell Midcap Growth Index Gross Returns
1995	48.8%	47.7%	34.0%
1996	24.8%	24.0%	17.5%
1997	35.5%	34.7%	22.5%
1998	25.1%	24.3%	17.9%
1999	17.2%	16.5%	51.3%
2000	17.9%	17.3%	-11.8%
2001	-5.1%	-5.6%	-20.2%
2002	-15.6%	-16.1%	-27.4%
2003	43.8%	43.0%	42.7%
2004	18.2%	17.6%	15.5%
2005	19.7%	19.1%	12.1%
2006	13.0%	12.4%	10.7%
2007	30.5%	29.8%	11.4%
2008	-36.5%	-36.9%	-44.3%
2009	26.9%	26.1%	46.3%
2010	35.0%	34.2%	26.4%
2011	6.2%	5.6%	-1.7%
2012	19.8%	19.2%	15.8%
2013	44.5%	43.5%	35.7%
2014	3.8%	3.1%	11.9%
2015	2.0%	1.5%	-0.2%
2016	5.2%	4.6%	7.3%
3Q17	23.7%	23.3%	17.3%
<b>Cumulative Returns</b>	<b>2,777.2%</b>	<b>2,422.1%</b>	<b>796.7%</b>

Results from 12/31/94 – 06/30/17 represent the DF Dent Midcap Composite and have been examined by an outside third party and are available upon request. Returns are gross and net of fees and include reinvestment of dividends and income. Gross returns are used because the Russell Midcap Growth Index is an index and is not directly investable. Past performance is not indicative of future results.