

## INVESTMENT MANAGEMENT PHILOSOPHY

We invest client assets in outstanding companies with excellent growth or income prospects. To find them, we bring a rigorous analytical approach to our investment selection process, employing both qualitative and quantitative research techniques. We invest for the long term, but maintain disciplined risk management and sell criteria in the construction and management of client portfolios.

For **Core Growth** holdings, we look to identify the world's next great public companies that :

- Are innovative and growing.
- Focus on disruptive global macro trends.
- Have excellent management teams.
- Have promising revenue & earnings growth potential.
- We will hold long-term through multiple market cycles.

We are biased toward smaller companies, but can own large companies if growth prospects warrant.



	Total Return		Annualized Total Return						Cumulative	
	QTD	YTD	1 YEAR	2 YEAR	3 YEAR	5 YEAR	since inception <sup>1</sup>	since inception <sup>1</sup>		
TFCM Net	5.19%	19.58%	23.43%	15.33%	11.67%	9.98%	8.82%		147.19%	
TFCM Gross	5.50%	20.64%	24.89%	16.71%	13.00%	11.30%	10.18%		182.30%	
S & P 500	4.48%	14.24%	18.61%	16.98%	10.80%	14.22%	7.71%		121.46%	
Russell 2500	4.74%	11.00%	17.80%	16.08%	10.60%	13.86%	8.20%		132.42%	

<sup>1</sup>Inception date 1/19/07

Taylor Frigon Capital Management LLC claims compliance with the Global Investment Performance Standards (GIPS®) and is verified by Ashland Partners LP from 01/19/2007 to 12/31/2015, and by ACA Performance Services LLC for 01/01/2016 to 12/31/2016. **Please refer to back page for full GIPS® presentation.**

So that you may fully understand this quarterly performance report and the benefits that our clients receive, please contact us for a free consultation. Taylor Frigon Capital Management provides management services for individuals, families, and institutions.





GIPS® compliance indicates that a firm adheres to the overall guiding principles of the GIPS® standards: fair representation and full disclosure of a firm's investment performance. Participation in GIPS® is voluntary and regulators do not require investment management firms to follow it, signifying that those firms who undergo this process are truly committed to reporting and performance excellence.

Year End	Total Firm Assets (millions)	ANNUAL PERFORMANCE RESULTS									
		Composite Assets			S&P 3 Yr	Russell 3 Yr	TFCM Growth Composite			Composite Dispersion	
		USD (millions)	# of Accts	Non-fee Accts			S&P 500 Std Dev	Russell 2500 Std Dev	Gross	Gross Std Dev	Net
2017 YTD#	\$148.167	\$58.090	75	3.20%	14.24%	NA	11.00%	NA	20.64%	NA	19.58%
2016	\$128.752	\$50.199	81	3.39%	11.96%	10.59%	17.60%	13.67%	11.53%	11.00%	10.21%
2015	\$143.968	\$47.291	79	4.84%	1.38%	10.47%	-2.90%	12.45%	0.59%	9.86%	-0.60%
2014	\$142.181	\$53.896	80	4.15%	13.69%	8.98%	7.06%	11.67%	6.76%	10.97%	5.51%
2013	\$135.000	\$51.367	77	4.07%	32.40%	11.94%	36.82%	15.63%	18.95%	12.74%	17.52%
2012	\$105.217	\$40.648	77	1.38%	15.99%	15.09%	17.87%	18.97%	20.34%	17.01%	18.83%
2011	\$76.320	\$32.892	72	1.83%	2.11%	18.70%	-2.51%	23.40%	1.17%	20.13%	-0.09%
2010	\$74.585	\$34.521	70**	1.84%	15.07%	21.85%	26.70%	26.79%	31.03%	25.45%	29.39%
2009	\$61.088	\$25.376	91	3.04%	26.45%	NA	34.39%	NA	49.77%	NA	47.83%
2008	\$41.925	\$18.835	84	2.80%	-37.00%	NA	-36.78%	NA	-31.31%	NA	-32.24%
2007*	\$56.958	\$22.432	71	3.41%	4.50%	NA	1.38%	NA	0.09%	NA	-1.09%

NA - Information is not presented due to an insufficient number of portfolios in the composite period. In addition, the three-year annualized ex-post standard deviation of the composite and the benchmark are not presented because 36 monthly returns of the composite are not available.

\*Cumulative (non-annualized) since inception date 1/19/07

# Preliminary pending examination by ACA Performance Services LLC

\*\* As of 2010, for composite calculation, Core Growth Strategy accounts from the same Household were combined into one account.

**Core Growth Composite** contains fully discretionary Core Growth accounts which invest primarily in 30 - 50 growth stocks (mostly domestic and some foreign) with small components of cash, and for comparison purposes is measured against the S&P 500 and Russell 2500 indices. In March 2017, upon review of indices used for comparison in TFCM composites, it was determined that the Russell 2500 would be a more adequate index than the Russell 3000. Subsequently, we have retroactively to inception changed from using the Russell 3000 to the Russell 2500 as comparison index for this composite. The Russell 2500 Index measures the performance of the small to mid-cap segment of the U.S. equity market. The Russell 2500 Index includes 2500 of the smallest securities based on a combination of their market cap and current index membership.

The Core Growth Composite was created 01/1/2007.

Taylor Frigon Capital Management, LLC (TFCM) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. TFCM has been independently verified for the periods 01/19/2007 through 12/31/2015 by Ashland Partners LP, and for 01/01/2016 to 12/31/2016 by ACA Performance Services LLC. 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 GIPS standards. The Core Growth Composite has been examined for the periods 1/19/07 through 12/31/16. The verification and performance examination reports are available upon request.

TFCM is an independent registered investment adviser. The firm's list of composite descriptions is available upon request. Results are based on fully discretionary accounts under management, including those accounts no longer with the firm and past performance is not indicative of future results.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request. The investment management fee schedule for the composite prior to 2017 was 1.25% on the first \$5 million and 1.00% after \$5 million, with a minimum of \$15,000.00 annually. As of January 2017, management fee schedule is 1% with a minimum \$50,000 annually. Actual investment advisory fees incurred by clients may vary.

## CORE GROWTH STRATEGY

For core holdings, the TFCM Core Growth Strategy seeks to identify America's next great growth companies: the innovators that solve problems, create new markets, and improve our world. We seek strong, well-run businesses at the leading edge of global-macro trends, companies with promising revenue and earnings growth that are not yet well recognized or fully valued, and we own them long term through many market cycles.

## GROWTH SELECTION PROCESS

We don't trade stocks, we buy businesses we want to own - and our investment selection process reflects that philosophy. Our efforts are focused on identifying promising growth companies which clients can own for several years: companies whose financial strength and strategic vision provide maximum potential for long-term capital appreciation. Using traditional fundamental analysis and quantitative metrics, we assess a company's business strategy and market position; evaluate its prospects for earnings, revenue growth and margin expansion; and compare its attributes to others in its industry. We analyze management's ability to adapt to shifting market conditions, instill tight internal controls, and meet or exceed expectations; and we assess how the company will benefit from global macro trends and themes. Our objective is to purchase outstanding, high-growth businesses and own them for many years until their value is fully realized. We are biased towards smaller companies, but can own large companies if growth prospects warrant.

## DISCIPLINED SELL CRITERIA

We utilize clearly defined sell criteria to realize profits and maintain our portfolio risk profile. On the upside, we generally sell a position when it reaches our view of maturity - although that may occur years after the initial investment. Conversely, a position is generally sold if there is a negative change in the company's long-term outlook, or significant deterioration in any key performance measurement. An investment position may also be sold or reduced if a more attractive opportunity is identified.

## RISK MANAGEMENT

Risk management is as important as stock selection. Ownership of high-quality, well managed, growing companies over many years provides investors with an underlying margin of safety. Investment in companies with significant cash flows and/or growing dividends adds further downside protection. We also manage risk through portfolio diversification and position limits. We hold securities in a variety of industries and sectors, limit initial positions of portfolio holdings, and monitor client portfolios daily. We invest our capital alongside our clients', which underscores our commitment to managing risk.

Top 10 Holdings By Weighting	Market Cap (\$BIL)
QuickLogic	0.135
Tower Semiconductor	2.86
Nvidia	107.262
Silicom	0.427
Impinj	0.87
EPAM Systems	4.616
Fiserv	27.146
Mellanox	2.372
Arista Networks	13.747
Edwards Lifesciences	23.086

Portfolio Characteristics		
	TFCM	S&P 500
5 yr EPS Growth	11.4%	8.5%
5 yr Sales Growth	15.1%	5.0%
Return on Assets	8.2%	3.3%
Return on Equity	16.6%	15.6%
Avg. Market Cap	\$20,546M	\$45,644M
Median Market Cap	\$4,616M	\$21,031M
Projected 10yr Growth Rate	15.0%	9.0%
Net Profit Margin	14.7%	10.4%
Operating EPS Yield	1.9%	4.9%
Average Portfolio Turnover	32.0%	n/a

Industry Sector	TFCM	S&P 500
Consumer Discretionary	7.5%	11.9%
Financials	3.8%	14.6%
Health Care	15.0%	14.5%
Industrials	13.3%	10.2%
Info Technology	52.3%	23.2%



(805) 226-0280  
TaylorFrigon.com