

## Mid Cap Growth Equity

Bottom-up, research-intensive approach to build diversified portfolios of companies with projected strong earnings growth on an intermediate-term basis

### Strategy Overview

<b>Firm AUM:</b>	\$173.2B
<b>Strategy AUM:</b>	\$2.6B
<b>Inception Date:</b>	December 31, 1996
<b>Number of Holdings:</b>	Typically 80-90
<b>Benchmark:</b>	Russell Midcap® Growth Index
<b>Available Vehicles:</b>	<ul style="list-style-type: none"> <li>▪ Institutional Separate Account</li> <li>▪ US Mutual Fund</li> <li>▪ Managed Account</li> </ul>

### Team Members

#### Portfolio Managers

Average Industry Experience: 26 years

John P. Mullman, CFA      Benjamin F. Bryan, CFA

Sheetal M. Prasad, CFA

#### Dedicated Analysts: 6

Average Industry Experience: 17 years

### Highlights

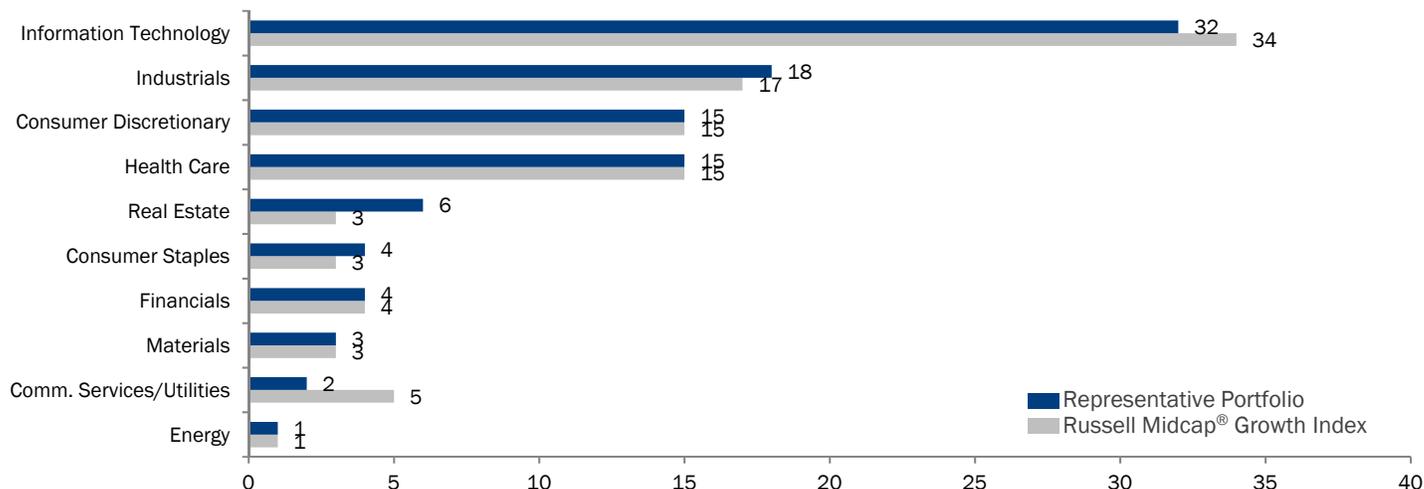
- We have a deep and experienced team dedicated to our small and midcap strategies, focused on understanding business models and investing in companies with long-term appreciation potential.
- We believe we can outperform by owning businesses with above average EPS growth that generally have the following characteristics:
  - Sustainable and/or improving earnings growth over the investment horizon
  - Strong business fundamentals
  - Stable and enduring franchise value
- We look for companies transitioning from early-stage growth to a more mature, seasoned level of performance.
- We seek to own these “high quality” businesses at attractive valuations. In our opinion, the market often under-appreciates the performance of steady growth companies.
- A research-intensive approach is used to build diversified portfolios with stocks in a variety of industries and sectors.
- We conduct a hands-on qualitative assessment of the company’s business model that typically includes meetings with company management, suppliers, customers and other industry experts.
- Our underlying philosophy is to buy businesses rather than just stocks.

Performance	4Q19	Full Year 2019	3 Years	5 Years	10 Years	Since Inception
Mid Cap Growth Equity Composite (Gross)	6.6%	38.5%	16.5%	10.3%	13.0%	11.4%
Mid Cap Growth Equity Composite (Net)	6.5	38.1	16.2	10.0	12.7	11.1
Russell Midcap® Growth Index	8.2	35.5	17.4	11.6	14.2	9.4

Past performance does not guarantee future results. Source: Jennison/Mellon Analytical Solutions. Inception of Mid Cap Growth Equity Composite: 12/31/96. Periods greater than one year are annualized. See disclosures for important information.

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Sector Allocation



Source: Jennison/Melon Analytical Solutions. Cash excluded. See disclosures for important information.

Equity Characteristics

	Representative Portfolio	Russell Midcap® Growth Index
EPS Growth 2019E	10%	12%
EPS Growth 2020E	16%	11%
P/E 2019E	28x	29x
P/E 2020E	25x	26x
Weighted Avg. Market Cap	\$25.51 bil.	\$19.86 bil.
Median Market Cap	\$18.44 bil.	\$9.49 bil.
Dividend Yield	0.71%	0.73%
Number of Holdings	77	403

Source: Jennison/Melon Analytical Solutions. See disclosures for important information.

Largest Holdings

Fidelity National Information Services	2.7%
Fiserv	2.6
Marvell Technology	2.5
Global Payments	2.4
AMETEK	2.3
IQVIA	2.2
CBRE	2.1
Hill-Rom	2.1
Quanta Services	2.0
Centene	2.0
	23.0%

Source: Jennison. See disclosures for important information.

Largest Absolute Impact (4Q19)

Top Five	Average Weight	Total Return	Contribution to Return	Bottom Five	Average Weight	Total Return	Contribution to Return
Centene	1.7%	45%	66 bps	Sage Therapeutics	0.3%	-51%	-24 bps
DexCom	1.1	47	49	Dollar Tree	1.0	-18	-22
Splunk	1.6	27	37	Pinterest	0.5	-30	-18
Hilton Worldwide	1.7	19	33	Proofpoint	1.4	-11	-18
Global Payments	2.2	15	32	Arista Networks	0.2	-22	-15

Past performance does not guarantee future results. Source: FactSet. The holdings identified do not represent all of the securities purchased, sold or recommended by Jennison during the time period shown. A complete list of holdings and how each contributed to the representatives portfolio's return is available upon request. See disclosure for important information.

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## Performance Review

The Mid Cap Growth Equity Composite (composite) underperformed in the fourth quarter as our lower beta strategy did not keep pace with the very strong 8.2% return of the Russell Midcap® Growth Index's (index). Midcap stocks underperformed small and large caps, while growth outperformed value across capitalizations. In the index, health care and information technology gained the most ground, while materials declined.

In the representative portfolio (portfolio), stock selection in industrials, information technology, and consumer discretionary detracted the most from performance. In information technology, semiconductors drove the shortfall while our retail names hurt results in consumer discretionary.

Holdings in materials and consumer staples were the largest source of relative gain driven respectively by names in chemicals and food products.

Despite giving back some relative performance in the fourth quarter, the composite outperformed the Russell Midcap® Growth Index's (index) very strong 35.5% gain in 2019.

## Key Contributors

**Centene** focuses on serving people who receive health care through publicly sponsored programs, primarily Medicaid. The company has what we consider an impressive track record of expanding its Medicaid business and significant additional opportunities in high-acuity programs that serve senior and disabled populations. In addition, Centene's Affordable Care Act (ACA)-related commercial exchange business is highly profitable, and the company is increasingly focused on the Medicare market. The firm recently acquired WellCare, another leading managed-care provider focused on government programs. In our view, Centene's best-in-class Medicaid and Exchange platform combined with WellCare's scale in Medicare position the combined company for sustainable, long-term organic revenue and earnings growth. A shift in political rhetoric away from Medicare-for-All as well as better than expected Wellcare performance drove shares higher.

**DexCom** designs, develops, and sells continuous glucose monitoring (CGM) systems that eliminate the need for people with diabetes to test their blood glucose levels through finger sticks. CGMs measure glucose levels every few minutes through a tiny sensor inserted under the skin and wirelessly transmit the information to a monitor. With the launch of the G6 CGM last year, DexCom is a clear technological leader in the industry. As US CGM penetration is in its nascent stages (only about 10-15% penetrated), the market has significant room to grow. Opportunities are likewise attractive outside the US, where penetration rates are even lower. We expect the company's focus on margins and profitability to drive mid-teens operating margins over the next several years. Third-quarter earnings and revenue surpassed expectations by wide margins, and DexCom raised its full-year revenue guidance above consensus forecasts.

**Splunk** makes software that allows businesses to mine and analyze burgeoning amounts of digital data ("big data") from a vast array of sources, including applications, servers, mobile devices, and websites. We view the company as well positioned to benefit from the emergence of operational intelligence, which has the potential to disrupt traditional information technology spending. We expect long-term growth to be driven by the company's evolving use cases and expanding platform. Splunk's fiscal third-quarter earnings, revenue, license revenue, and billings all exceeded expectations. Guidance for fourth-quarter and full-year revenue likewise surpassed consensus forecasts.

## Key Detractors

**Sage Therapeutics** fell on news that in a Phase 3 clinical trial in major depression (MDD), SAGE-217 failed to meet the study's primary endpoint of a statistically significant reduction in patient Hamilton Rating Scale for Depression scores. In early 2019, the company reported highly positive topline data from a Phase 3 study of Sage-217 in post-partum depression (PPD). The drug's statistically significant efficacy and strong safety profile in PPD were thought to bode well for its commercial applications in MDD. MDD represents a much larger unmet medical need than PPD, and the promise of SAGE-217 in the MDD market was a key element of our investment rationale.

**Dollar Tree**, an off-price retailer, declined on disappointing margin performance despite solid top-line results. Mix toward lower margin consumables, payroll pressures, and higher costs associated with freight and shrink were reasons given for the shortfall. Same store sales in both brands - Dollar Tree and Family Dollar - remain consistent, which is cornerstone to our investment thesis. The valuation is also very attractive in our view.

**Pinterest (PINS)** is a visual discovery engine people use to find inspiration for their lives, including recipes, home, style, and travel ideas. Third quarter results were disappointing as revenues came in below expectations, driven by slower than expected growth in monetization and in-line growth in the number of MAU (monthly active users). In our view, PINS should continue to outpace growth in the broader digital ad market through advertiser diversification and improved measurement capabilities. Steady global MAU growth and international expansion should also support above average industry growth.

## Portfolio Positioning & Outlook

The resolution of trade and other issues affecting US-China relations remains uncertain, but progress is likely to create a more stable backdrop for business investment planning and reduce the threat of recession. The US economy, and the US consumer in particular, remain on firm ground. Unemployment is low, wage gains are driving consumption, housing activity is improving, and corporate profits are forecast to grow in the mid to high single digits in 2020. However, the US political landscape remains unsettled and is apt to weigh on business and consumer confidence and spend, as impeachment proceedings against President Trump begin and the 2020 election cycle ramps up. For the time being the market appears to be looking through the political maelstrom.

As economic and market uncertainty rise, we continue to identify those companies that have strong fundamentals and can outgrow market averages. We believe this favors our disciplined and bottom-up investment approach that focuses on identifying these above average growers with reasonable valuations.

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