



Dynamic Growth - SMID

Maximize long-term total return over time by holding a portfolio of industry leading smaller capitalization companies which are believed to possess significant potential for growth. The strategy seeks a total return that exceeds the Russell 2000 Growth and Russell 2500 Growth indices over time.

"The companies we invest in are not yet well known household names... We believe, in time, many will be discovered as the next generation of great growth companies."

Purchase disciplines

- Above average EPS or revenue growth
- Catalyst for stock to appreciate
- Initial position 2-4%
- Usually 25-35 stocks within a portfolio

Sell regimen

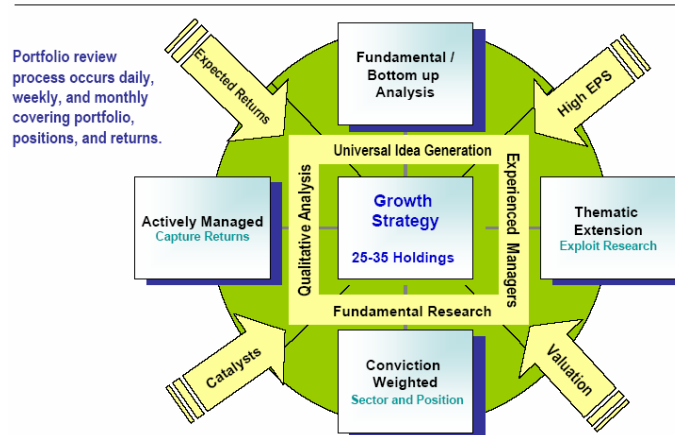
- When investment rationale changes
- The projected growth rate has a negative change
- The catalyst we identified no longer exists
- Valuation becomes less attractive
- A stronger candidate replaces it
- Trim to manage stock-specific risk

"We invest in those few companies whose unique or proprietary advantages offer the best prospects for substantial increases revenue and earnings growth."

Our Investment Philosophy and Principles

1. We invest in small and mid sized companies with sustainable & superior long-term growth.
2. Earnings growth is the key determinant of excess returns over time.
3. Accelerating near term growth is a powerful element of price appreciation.
4. We seek to compound earnings growth with price earnings multiple expansion.
5. Identify catalysts to spur investor recognition independent of market conditions.

Hartwell Approach



J.M. Hartwell L.P.

Portfolio structure: 25-35 Holdings; 10 Industry groups or more
Minimum account size: \$1 Million
Fees: 1% per annum of assets under management

Benchmark: Russell 2000 Growth Index
 Russell 2500 Growth Index

About J.M. Hartwell LP & their Portfolio Managers

J.M. Hartwell L.P. was founded in 1961 and is based in New York City. The firm has a diversified clientele including corporate, employee benefit and Taft Hartley plans, charitable institutions, endowment funds and personal accounts.

Adrian S. Dawes, Principal & Portfolio Manager - Adrian holds a B.A. degree in Industrial Economics, Accountancy and Insurance from the University of Nottingham, England. He started his career with Ivory & Sime PLC, a Scottish based firm of international investment managers. Adrian joined J.M. Hartwell in 1994 and is a Principal of the firm.