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# Nichols Asset Management, LLC

Small Cap Growth Equities

## Fall 2008

75 Federal Street  
Boston, MA 02110

*People ~ Process ~ Perspective*



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# Firm Overview

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- Registered Investment Advisor – est. 1992
  - Serving Individuals, Foundations, and Institutions
- Assets under management: \$88 million
  - Small Cap Growth: \$1 million
  - U.S. Equities: \$64 million
  - U.S. Fixed Income: \$23 million
- Expanded & reunited small cap team in 2005 & 2007



# Investment Team

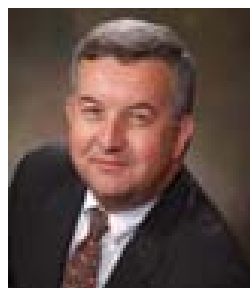
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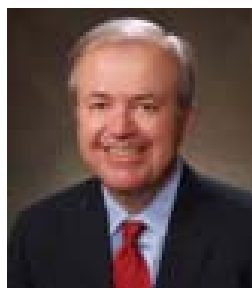
Patricia M. Nichols  
President & Chief Compliance Officer



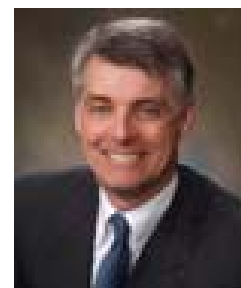
Charles Nichols II  
Chief Investment Officer



Christopher Ely, CFA  
Partner, Portfolio Manager & Analyst



Roland Gillis, CFA  
Partner, Portfolio Manager & Analyst

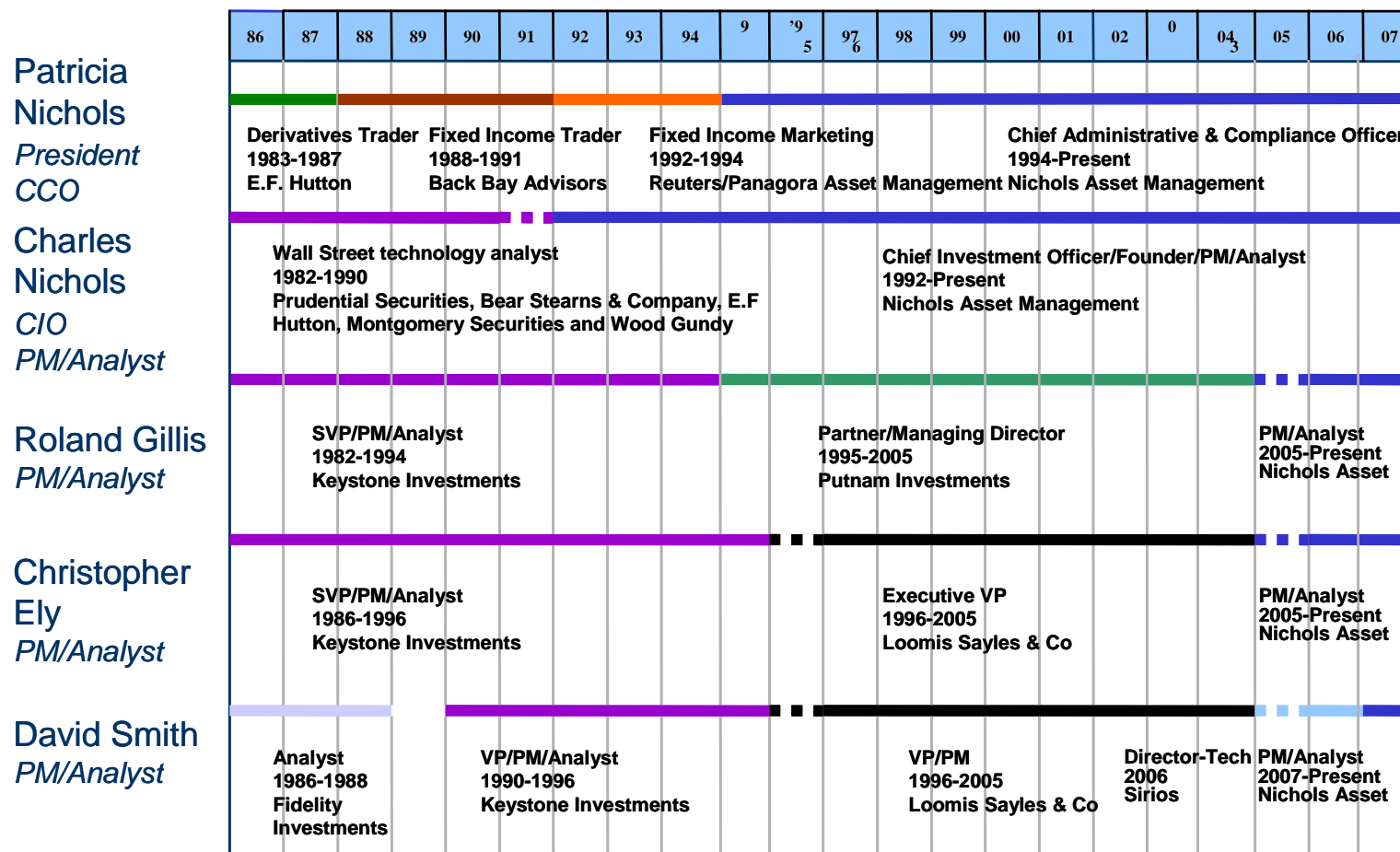


David Smith, CFA  
Partner, Portfolio Manager & Analyst

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# Professional Timeline



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# Small Cap Growth Overview

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- Market cap range at purchase: \$250 million to \$2 billion
- Holdings: 40-60
- Top ten holdings: 25% - 35% of portfolio
- Portfolio construction: bottom up stock selection
- Sector exposure: variable
- Portfolio objectives:
  - Excess return: 200 bps+ above R2000G
  - Tracking error: 5-7%



# Recent Performance

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|                        | Nichols Asset Management | Russell 2000 Growth Index | Value Added | Universe Rank |
|------------------------|--------------------------|---------------------------|-------------|---------------|
| Q3:2008                | - 1.06%                  | - 6.99%                   | 5.93%       | 4 of 245      |
| Year to Date           | -11.60%                  | -15.29%                   | 3.69%       | 8 of 239      |
| Latest 12 Months       | -12.59%                  | -17.07%                   | 4.48%       | 5 of 233      |
| Since Inception (4/07) | - 0.19%                  | - 7.82%                   | 7.63%       | 3 of 231      |

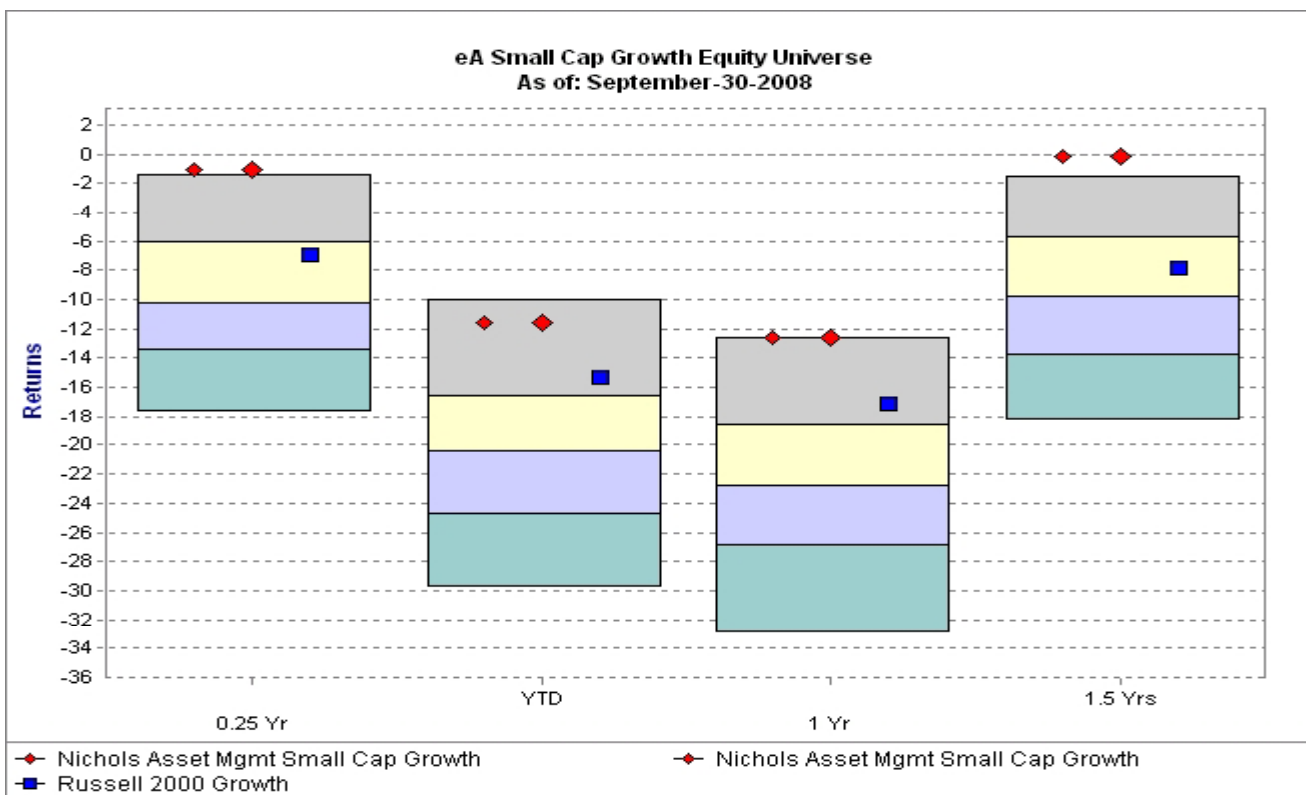
Note: The eVestment Alliance Small Cap Growth Universe referenced above includes between 231-245 self-identifying Small Cap Growth Equity managers who have reported returns for the periods in question. Returns for Nichols Asset Management displayed above are both gross and net as all management fees are currently being waived.

Source: eVestment Alliance, Nichols Asset Management. Returns annualized. See performance disclosure on pg. 29. Past performance is not indicative of future results. Information provided is supplemental only and complements the full disclosure on pg. 29.

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# Competitive Performance



Source: eVestment Alliance, Nichols Asset Management. Returns annualized. See performance disclosure on pg. 29. Past performance is not indicative of future results. Information provided is supplemental only and complements the full disclosure on pg. 29.

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# Attribution

|         | Returns                  |                     |             | Attribution |        |             |
|---------|--------------------------|---------------------|-------------|-------------|--------|-------------|
|         | Nichols Asset Management | Russell 2000 Growth | Value Added | Sector      | Stock  | Interaction |
| Q3:2008 | -1.06%                   | -6.99%              | 5.93%       | 3.63%       | 2.96%  | -0.66%      |
| Q2:2008 | 0.35%                    | 4.47%               | -4.12%      | -3.30%      | -5.47% | 4.65%       |
| Q1:2008 | -10.97%                  | -12.83%             | 1.86%       | -0.69%      | 0.51%  | 1.68%       |
| Q4:2007 | -1.11%                   | -2.10%              | 0.99%       | 0.32%       | 0.50%  | 0.17%       |
| Q3:2007 | 7.14%                    | 0.02%               | 7.12%       | -0.30%      | 5.85%  | 1.57%       |

Source: Nichols Asset Management. Attribution Statistics are actual. Returns for Nichols Asset Management displayed above are both gross and net as all management fees are currently being waived. See performance disclosure on pg. 29. Past performance is not indicative of future results. Information provided is supplemental only and complements the full disclosure on pg. 29.

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# Philosophy

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- Stock prices follow earnings growth over time
- A properly diversified portfolio of carefully selected stocks is key to building value for the long term
- The combination of quantitative tools, fundamental analysis, and experience can improve the security selection process
- Long-term performance can be enhanced by balancing exposure to Emerging, Stable, and Opportunistic growth categories over market cycles



# Balancing Exposure

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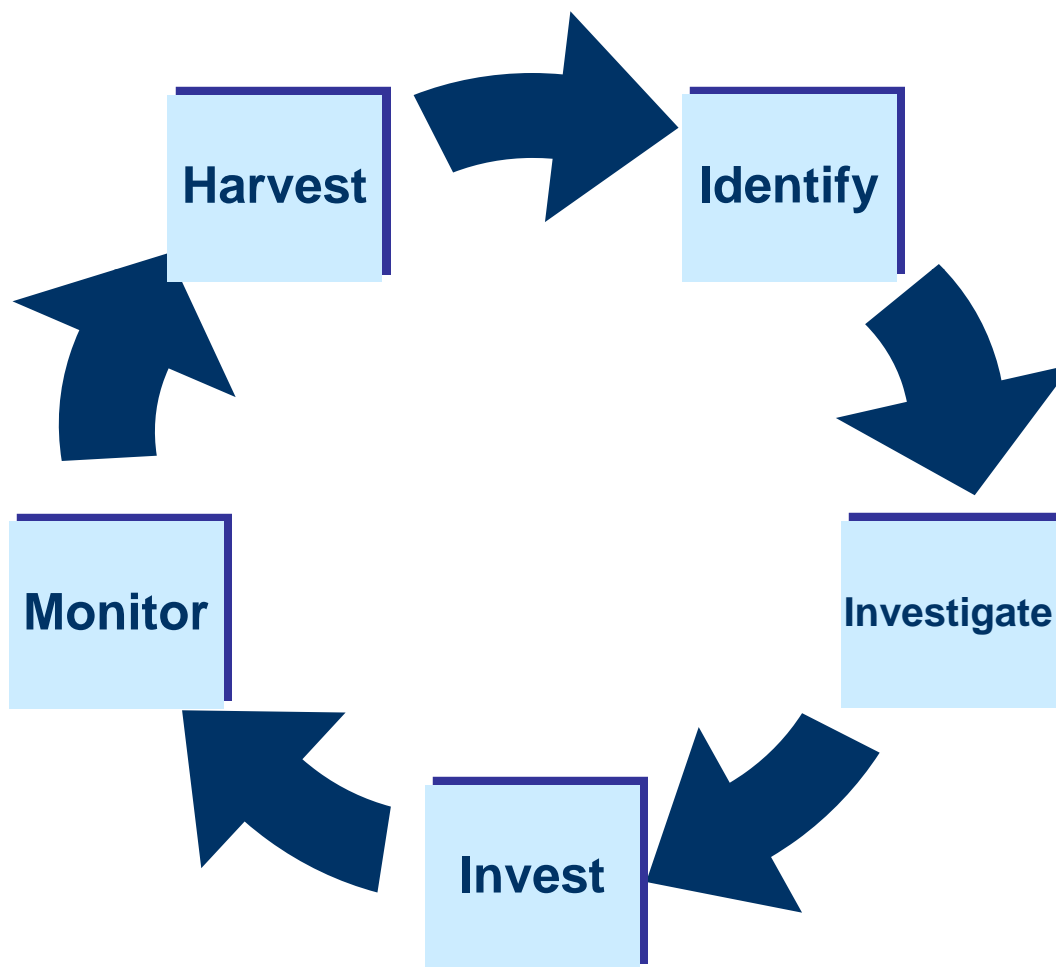
A balanced approach to small cap growth portfolio construction.

|                          |                         |                           |                           |
|--------------------------|-------------------------|---------------------------|---------------------------|
| Category Weight:         | 40%                     | 40%                       | 20%                       |
| Market's Risk Preference | Emerging Growth         | Stable Growth             | Opportunistic             |
| Higher Risk Tolerance    | Expect Outperformance   | Expect Inline Performance | Expect Inline Performance |
| Lower Risk Tolerance     | Expect Underperformance | Expect Inline Performance | Expect Outperformance     |



# Investment Process

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# Investment Process - Identify

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Fundamental Hybrid Model: A formal process and framework for ongoing fundamental analysis and portfolio management.

- Over 4700 Companies
- 6 Broad Industry Sectors: 84 Sub-sectors

|                              |    |
|------------------------------|----|
| Technology                   | 17 |
| Health Care                  | 10 |
| Consumer                     | 18 |
| Industrials                  | 13 |
| Materials, Energy, Utilities | 12 |
| Financials                   | 14 |

- Total Market Capitalization: \$33 Trillion
- Total Annual Revenues: \$21 Trillion



# Investment Process - Identify

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Fundamental Hybrid Model:

- Multi-Factor Model: 48 Factors (objective, subjective, & non-traditional metrics)
- Monthly Scoring of 6 Categories:
  - Valuation (21%): P/E, P/S, P/B, PEG & Non-traditional
  - Market (23%) : Beta, 50/200 Day MA, Sector Relative Strength
  - Growth (14%): Rev & EPS Trends & Revisions
  - Profitability (14%): Absolute/Relative/Trends
  - Capital Structure (10%): ROA, ROE, Debt/Equity, Cash
  - Subjective (18%): Industry, Sector, Management



# Investment Process - Identify

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Fundamental Hybrid Model:

- Updated monthly, applied real-time
- Model Output
  - High/Improving Scores = Targets of Opportunity
  - Low/Failing Scores = Areas of Risk
- Review portfolio holdings & consensus rankings
- Identify new candidates from:
  - Prior holdings
  - Previous candidate pool
  - New candidates from current model results
- Review specific factors affecting candidate scores



# Investment Process - Identify

## Model Output – June 30, 2008 Portfolio

| Company Name           | IC   | Current SCORL | Prior SCORL | Mkt Cap (\$MM) | Rev (\$MM) | Growth TTM/yr% | Recent Rctz | 30 Day Avg | Volatility 30 Day | FCFY1 LFS est | FCFY2 LFS est | FY1 PL  | FY2 PL | TTM P/S | FY0 P/D | Wall St Opinion | RANK SLM | YTYRG (JUN) |
|------------------------|------|---------------|-------------|----------------|------------|----------------|-------------|------------|-------------------|---------------|---------------|---------|--------|---------|---------|-----------------|----------|-------------|
| CHATEM INC             | CHTT | 0.5           | 1.0         | \$1,247.5      | \$49.3     | 39.7%          | \$6505      | \$64.60    | 0.7%              | \$3.94        | \$4.52        | 16.3    | 14.4   | 2.8     | 5.7     | 9               | 225      | 193%        |
| CLEAN HARBORS INC      | CLHB | 0.5           | 0.5         | \$1,657.7      | \$84.4     | 15.8%          | \$7106      | \$69.22    | 2.7%              | \$2.59        | \$3.08        | 27.4    | 23.1   | 1.5     | 6.9     | 1.8             | 262      | 183%        |
| BRKER CORP             | BRKR | 1.0           | 2.0         | \$2,099.1      | \$675.5    | 23.2%          | \$1285      | \$12.17    | 5.6%              | \$0.51        | \$0.70        | 25.2    | 18.4   | 3.1     | 7.2     | 1.3             | 194      | 145%        |
| CALGON CARBON CORP     | CCC  | 1.0           | 0.5         | \$632.5        | \$38.4     | 11.1%          | \$15.46     | \$17.07    | -9.4%             | \$0.43        | \$0.56        | 36.0    | 27.6   | 1.7     | 3.3     | 1.4             | 103      | 43%         |
| COMTECH TELECOMMUN     | CMTL | 1.0           | 0.5         | \$1,188.3      | \$23.0     | 22.2%          | \$4900      | \$44.85    | 9.3%              | \$2.62        | \$2.88        | 18.7    | 17.0   | 2.3     | 2.8     | 5               | 243      | 116%        |
| CRIBST PHARMACEUTICAL  | CBST | 1.0           | 1.0         | \$1,007.1      | \$23.4     | 51.0%          | \$1786      | \$18.63    | -4.1%             | \$0.99        | \$1.56        | 18.0    | 11.4   | 3.1     | 9.3     | 1.2             | 147      | 40.4%       |
| DIODES INC             | DIOD | 1.0           | 1.0         | \$1,121.7      | \$40.7     | 11.9%          | \$2764      | \$27.94    | -1.1%             | \$1.53        | \$1.88        | 18.1    | 14.7   | 2.8     | 2.9     | 0               | 238      | 19%         |
| EXPONENT INC           | EXPO | 1.0           | 1.0         | \$462.9        | \$12.5     | 21.2%          | \$31.41     | \$32.73    | -4.0%             | \$1.39        | \$1.54        | 22.6    | 20.4   | 2.2     | 3.2     | 1.0             | 203      | 151%        |
| PHASE FORWARD INC      | PFWD | 1.0           | 1.5         | \$768.8        | \$42.2     | 25.8%          | \$1797      | \$17.61    | 2.0%              | \$0.49        | \$0.63        | 36.7    | 28.5   | 5.4     | 3.5     | 9               | 204      | 26.4%       |
| POWELL INDUSTRIES INC  | POWL | 1.0           | 1.0         | \$569.9        | \$67.0     | 64.6%          | \$50.41     | \$49.08    | 2.7%              | \$2.07        | \$2.88        | 24.4    | 17.5   | 0.9     | 3.0     | 1.8             | 239      | 110%        |
| POWER INTEGRATIONS INC | POWI | 1.0           | 1.0         | \$960.9        | \$197.6    | 16.9%          | \$31.61     | \$32.59    | -3.0%             | \$1.53        | \$1.84        | 20.7    | 17.2   | 4.8     | 3.2     | 1.1             | 224      | 14.4%       |
| SPSS INC               | SPSS | 1.0           | 1.0         | \$648.1        | \$39.1     | 11.0%          | \$3637      | \$39.24    | -7.3%             | \$2.00        | \$2.23        | 18.2    | 16.3   | 2.2     | 3.3     | 1.2             | 179      | 11.5%       |
| TEAM INC               | TISI | 1.0           | 1.0         | \$633.5        | \$30.8     | 44.4%          | \$3432      | \$31.19    | 10.1%             | \$1.17        | \$1.50        | 29.3    | 22.9   | 1.5     | 6.0     | 2               | 243      | 46.5%       |
| VOLTEIRA SEMICONDUCT   | VLTR | 1.0           | 1.0         | \$497.5        | \$80.1     | 4.8%           | \$1726      | \$16.10    | 7.2%              | \$0.71        | \$0.88        | 24.3    | 19.6   | 5.0     | 6.2     | 1.6             | 289      | 31.1%       |
| WERSENSE INC           | WRSN | 1.0           | 1.5         | \$760.0        | \$34.1     | 36.2%          | \$1684      | \$18.36    | -8.3%             | \$1.23        | \$1.38        | 13.7    | 12.2   | 3.0     | 4.0     | 1.5             | 170      | 34.6%       |
| WOMIS INDUSTRIES INC   | WOMI | 1.0           | 0.5         | \$1,513.7      | \$622.5    | 23.4%          | \$29.77     | \$35.63    | -26.5%            | \$1.13        | \$1.48        | 26.3    | 20.8   | 2.4     | 3.0     | 1.3             | 109      | 26.5%       |
| WORLD WRESTLING ENTMT  | WWE  | 1.0           | 1.5         | \$978.4        | \$340.9    | 165.6%         | \$13.47     | \$16.46    | -6.0%             | \$0.79        | \$0.93        | 19.6    | 16.6   | 2.1     | 2.9     | 1.3             | 194      | 51.4%       |
| AMEDISYS INC           | AMED | 1.5           | 1.5         | \$1,335.9      | \$73.4     | 33.5%          | \$30.42     | \$30.66    | -0.5%             | \$2.75        | \$3.36        | 18.3    | 15.0   | 1.8     | 2.8     | 1.0             | 240      | 31.7%       |
| ANALOGIC CORP          | ALOG | 1.5           | 1.0         | \$845.2        | \$39.3     | 17.4%          | \$6307      | \$64.89    | -2.8%             | \$2.18        | \$2.84        | 28.9    | 22.2   | 2.2     | 2.0     | 1.0             | 177      | 21.5%       |
| BRISTOW GROUP INC      | BRS  | 1.5           | 1.5         | \$1,295.1      | \$112.8    | 20.1%          | \$49.49     | \$52.20    | -5.2%             | \$3.51        | \$3.93        | 14.1    | 12.6   | 1.2     | 1.6     | 1.3             | 87       | 20.1%       |
| KAYDON CORP            | KDN  | 1.5           | 1.0         | \$1,422.8      | \$47.8     | 14.3%          | \$51.41     | \$55.07    | -6.6%             | \$2.60        | \$3.14        | 19.8    | 16.4   | 3.0     | 2.9     | 9               | 166      | 15.3%       |
| MASIMO CORP            | MASI | 1.5           | 1.0         | \$1,922.6      | \$68.4     | 14.7%          | \$3435      | \$32.41    | 6.0%              | \$0.57        | \$0.71        | 60.3    | 48.4   | 7.2     | 11.4    | 1.0             | 215      | 20.6%       |
| NETSCOUT SYSTEMS INC   | NTCT | 1.5           | 1.0         | \$417.4        | \$189.0    | 64.9%          | \$10.68     | \$11.38    | -7.8%             | \$0.54        | \$0.68        | 19.8    | 15.7   | 2.4     | 2.1     | 6               | 149      | 11.2%       |
| OPTIONSPRES HOLDINGS   | OPPS | 1.5           | 2.0         | \$1,343.5      | \$39.3     | 30.8%          | \$22.34     | \$22.48    | -0.6%             | \$1.62        | \$1.88        | 13.8    | 11.9   | 5.2     | 5.6     | 1.7             | 206      | 9.5%        |
| SPARTAN STORES INC     | SPIN | 1.5           | 1.5         | \$303.2        | \$276.8    | 12.3%          | \$23.00     | \$22.29    | 3.2%              | \$1.66        | \$1.85        | 13.9    | 12.4   | 0.2     | 2.4     | 1.0             | 246      | 9.7%        |
| SYBASE INC             | SY   | 1.5           | 1.0         | \$332.3        | \$155.6    | 15.9%          | \$39.42     | \$30.74    | -4.3%             | \$1.97        | \$2.16        | 14.8    | 13.4   | 2.5     | 2.6     | 1.1             | 216      | 11.1%       |
| SYNAPTICS INC          | SYNA | 1.5           | 0.5         | \$855.1        | \$35.8     | 40.4%          | \$37.73     | \$39.69    | -4.9%             | \$1.92        | \$2.34        | 19.7    | 16.1   | 2.6     | 6.3     | 1.0             | 194      | 21.6%       |
| ULTIMATE SOFTWARE GROU | ULTI | 1.5           | 1.0         | \$876.6        | \$138.4    | 25.0%          | \$35.63     | \$36.20    | -1.6%             | \$0.65        | \$0.95        | 54.8    | 37.5   | 5.5     | 15.2    | 1.3             | 239      | 19.0%       |
| VNUS MEDICAL TECHNOLOG | VNUS | 1.5           | 1.5         | \$316.6        | \$74.1     | 37.3%          | \$20.01     | \$18.03    | 11.0%             | \$0.95        | \$0.89        | 21.1    | 22.5   | 4.3     | 4.3     | 9               | 259      | 20.6%       |
| ACTEL CORP             | ACTL | 2.0           | 2.0         | \$426.0        | \$33.2     | 4.8%           | \$16.85     | \$17.20    | -2.0%             | \$0.32        | \$0.60        | 52.7    | 28.1   | 2.1     | 1.6     | 1.0             | 251      | 11.7%       |
| ALLSCRIPTS HEALTHCARE  | MDRX | 2.0           | 2.0         | \$710.2        | \$39.0     | 15.2%          | \$12.41     | \$12.34    | 0.6%              | \$0.55        | \$0.76        | 22.6    | 16.3   | 2.4     | 2.1     | 1.3             | 183      | 10.9%       |
| ANALOGIC CORP          | ALOG | 2.0           | 1.0         | \$845.2        | \$39.3     | 17.4%          | \$6307      | \$64.89    | -2.8%             | \$2.18        | \$2.84        | 28.9    | 22.2   | 2.2     | 2.0     | 1.0             | 165      | 21.5%       |
| BIO REFERENCE LABS     | BRLI | 2.0           | 1.5         | \$307.5        | \$77.8     | 27.6%          | \$22.31     | \$24.31    | -8.2%             | \$1.12        | \$1.32        | 19.9    | 16.9   | 1.1     | 3.4     | 9               | 99       | 21.3%       |
| ESTERLINE TECHNOLOGIES | ESL  | 2.0           | 0.5         | \$1,453.3      | \$143.4    | 32.6%          | \$49.26     | \$55.27    | -10.9%            | \$3.60        | \$3.94        | 13.7    | 12.5   | 1.0     | 1.3     | 1.1             | 123      | 19.7%       |
| MJVI VETERINARY SUPPLY | MJVI | 2.0           | 2.5         | \$399.0        | \$72.3     | 16.8%          | \$33.11     | \$36.05    | -8.2%             | \$1.63        | \$1.90        | 20.3    | 17.4   | 0.5     | 2.4     | 5               | 115      | 11.4%       |
| PHOENIX TECHNOLOGIES   | LPTC | 2.0           | 3.0         | \$302.6        | \$62.7     | 66.8%          | \$11.00     | \$11.16    | -1.4%             | (\$0.13)      | \$0.06        | (\$4.6) | 183.3  | 4.8     | 4.4     | 1.5             | 162      | 85.5%       |
| SMART BALANCE INC      | SMBL | 2.0           | 2.5         | \$451.6        | \$161.8    | #DIV/0!        | \$7.21      | \$8.05     | -10.5%            | \$0.04        | \$0.22        | 180.3   | 32.8   | 2.8     | 1.1     | 1.0             | 125      | 60%         |
| LAZARD LTD             | LAZ  | 2.5           | 2.5         | \$1,767.1      | \$201.2    | 23.2%          | \$34.15     | \$36.89    | -7.4%             | \$2.00        | \$3.03        | 17.1    | 11.3   | 0.8     | 43.9    | 1.8             | 168      | -11.4%      |
| NETEZZA CORP           | NZ   | 2.5           | 2.0         | \$674.8        | \$140.9    | 51.6%          | \$11.55     | \$11.57    | -0.2%             | \$0.15        | \$0.26        | 77.0    | 44.4   | 4.7     | 4.9     | 1.8             | 158      | 56.2%       |
| ENTERCOM COMMUNICATI   | ETM  | 3.0           | 2.5         | \$221.4        | \$43.9     | 3.3%           | \$702       | \$9.43     | -25.6%            | \$1.31        | \$1.25        | 5.4     | 5.6    | 0.6     | 0.4     | 1.1             | 40       | -4.5%       |

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# Investment Process - Investigate

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## Fundamental Analysis

- Earnings models
- Management contact and evaluation
- Industry and competitive analysis
- Review of external research

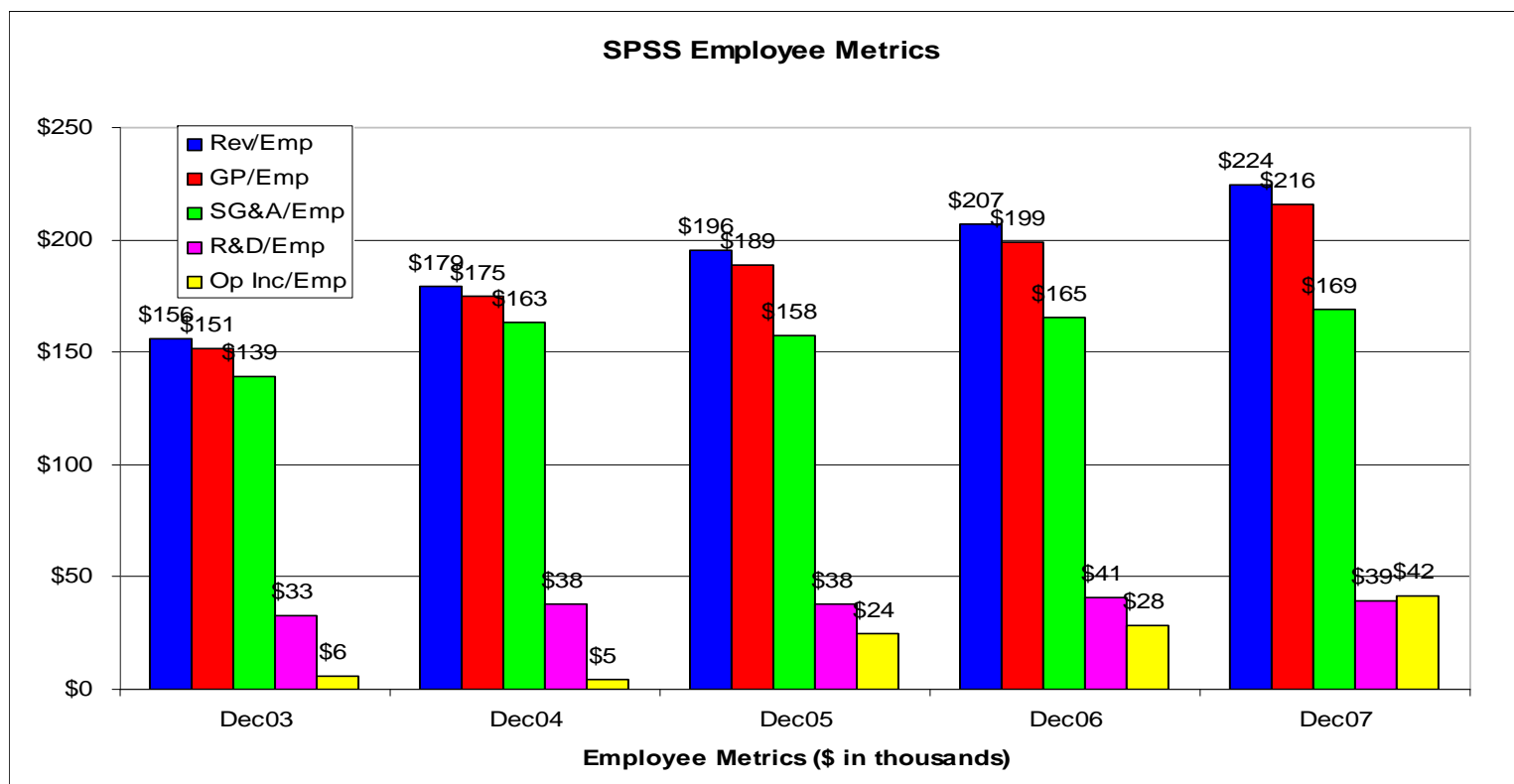
## Technical Analysis

-  Research Insight – Leveraging technology to improve productivity: Time Series Graphical Analysis & Review enhances efficiency and productivity



# Investment Process - Investigate

## Employee Metrics





# Investment Process - Invest

Small cap growth category characteristics:

| Characteristic   | Emerging Growth   | Stable Growth           | Opportunistic            |
|------------------|-------------------|-------------------------|--------------------------|
| Revenue Growth:  | >15%/yr           | 8-15%/yr                | Variable                 |
| Margins:         | Expanding rapidly | Stable to rising slowly | Recovery potential       |
| Earnings Growth: | >20%/yr           | 10-20%/yr               | Variable                 |
| Cash Flow:       | Using cash        | Generating cash         | Generating cash          |
| Balance Sheet:   | Unlevered         | Some leverage           | Catalyst for improvement |
| Valuation:       | > Market          | => Market               | < Market                 |



# Investment Process - Invest

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## Judgment Overlay

- 100+ years of combined investment experience
- Spanning four decades of market cycles
  - Researched and analyzed every major industry segment
  - Visited thousands of companies
  - Watched companies succeed, fail, and evolve
  - Observed and evaluated management teams



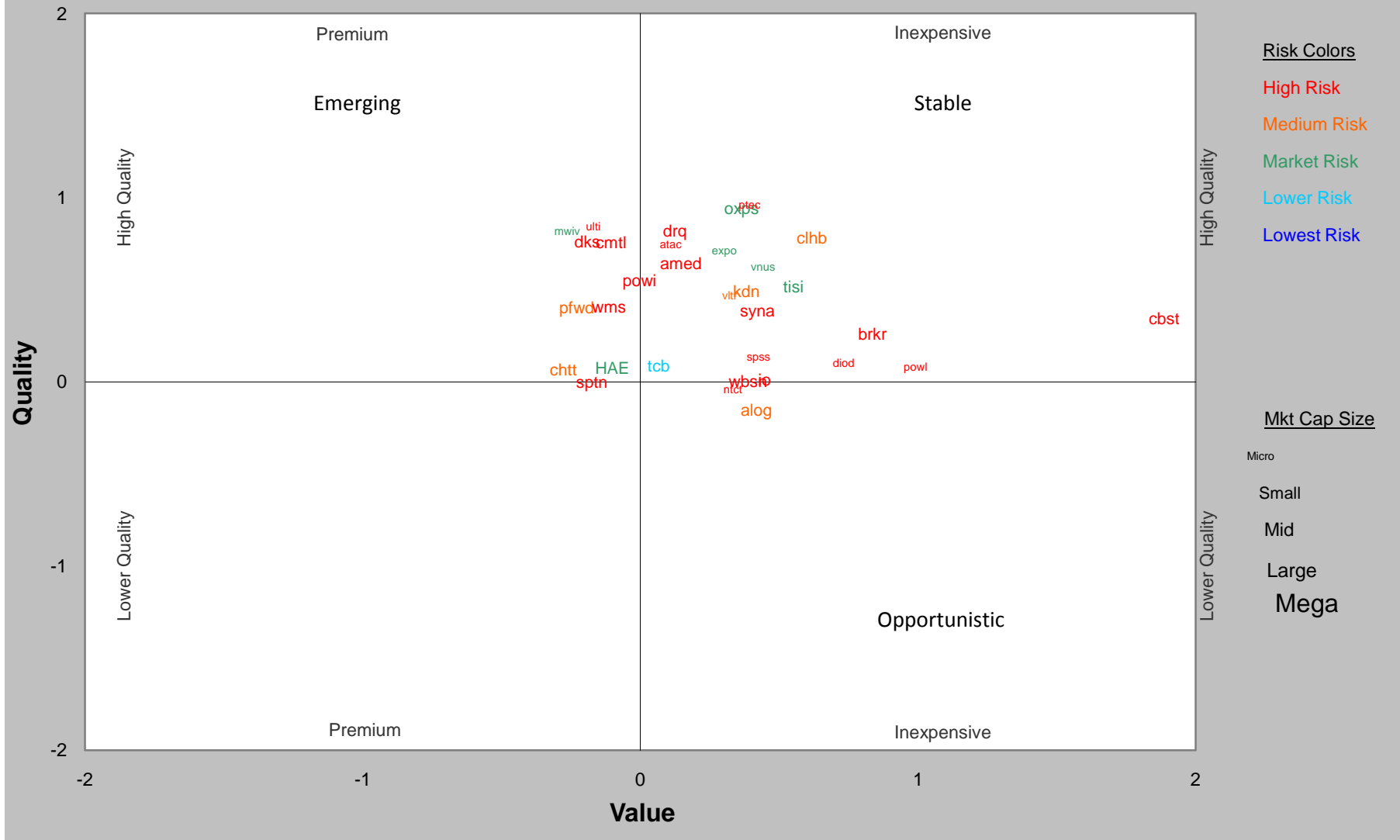
# Investment Process - Invest

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## Portfolio Construction

- Team managed
  - stock selection, sector exposure and growth style
- Consensus decision making process
- 40 - 60 stock portfolio
- Initial Position size 2%, Maximum Position size 5%
- Targeted Turnover: +/- 100%
- Targeted Time Horizon: 12-18 months

## Nichols Small Cap Growth Quality/Value Matrix Sept. 2008



Portfolio IQ Data: 03Nov08

Data Not Available for:

NZ, VOCS, MASI, BABY, APEI, SMBL, TNDM

Nichols Asset Management, LLC

Nichols Small Cap Sept 08 - 30/09/2008

Reported in US Dollars.



# Investment Process - Monitor

## Sector Weighting

| <b>Sector</b>          | <b>Nichols</b> | <b>Russell<br/>2000<br/>Growth</b> | <b>Guideline<br/>(relative to<br/>benchmark)</b> | <b>Over/Under</b> |
|------------------------|----------------|------------------------------------|--|-------------------|
| Energy                 | 3.70%          | 8.90%                              | 0.0-3X   | -5.20%            |
| Materials              | 0.00%          | 3.20%                              | 0.0-3X   | -3.20%            |
| Industrials            | 11.20%         | 18.30%                             | 0.5-2X   | -7.10%            |
| Consumer Discretionary | 10.20%         | 12.60%                             | 0.5-2X   | -2.11%            |
| Consumer Staples       | 8.30%          | 2.80%                              | 0.0-4X   | 5.50%             |
| Health Care            | 27.90%         | 24.80%                             | 0.5-2X   | 3.10%             |
| Financials             | 5.20%          | 5.20%                              | 0.0-2X   | 0.00%             |
| Information Technology | 27.50%         | 21.80%                             | 0.5-2X   | 5.70%             |
| Telecom Services       | 0.00%          | 1.20%                              | 0.0-3X   | -1.20%            |
| Utilities              | 0.00%          | 0.80%                              | 0.0-5X   | -0.80%            |
| Cash                   | 5.90%          |                                    |  |                   |

Source: Russell Investments, Nichols Asset Management. Sector weightings are subject to change. References to specific sectors are for informational purposes only and do not represent recommendations. See performance disclosure on pg. 29. Past performance is not indicative of future results. Information provided is supplemental only and complements the full disclosure on pg. 29. Columns may not sum to 100% due to rounding.

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# Investment Process - Monitor

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## Portfolio Characteristics September 30, 2008

|                            |               |
|----------------------------|---------------|
| Number of Holdings         | 40            |
| P/E                        | 18.7x         |
| Est. LT Growth             | 19.0%         |
| P/B                        | 3.60x         |
| Weighted Avg. Market Cap   | \$893 million |
| Median Market Cap          | \$671 million |
| ROE                        | 15.7%         |
| Dividend Yield (portfolio) | 0.44%         |

Source: Standard & Poors, First Call, via Nichols Asset Management. Averages are medians unless otherwise noted. See performance disclosure on pg. 29. Past performance is not indicative of future results. Information provided is supplemental only and complements the full disclosure on pg. 29.



# Investment Process - Monitor

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## Top Ten Holdings

| <b>Company</b>     | <b>Weight</b>       | <b>Sector</b> | <b>E/S/O</b> |
|--------------------|---------------------|---------------|--------------|
| Chattem Inc.       | <b>3.37%</b>        | Cons. Staple  | <b>E</b>     |
| Masimo Corp.       | <b>2.98%</b>        | Healthcare    | <b>E</b>     |
| Comtech Telecom    | <b>2.96%</b>        | Info Tech     | <b>E</b>     |
| MWI Veterinary     | <b>2.96%</b>        | Healthcare    | <b>E</b>     |
| Websense           | <b>2.91%</b>        | Info Tech     | <b>O</b>     |
| WMS Industries     | <b>2.91%</b>        | Cons. Discr.  | <b>S</b>     |
| TCF Financial      | <b>2.89%</b>        | Financial     | <b>O</b>     |
| Ultimate Software  | <b>2.84%</b>        | Info Tech     | <b>E</b>     |
| Phase Forward      | <b>2.83%</b>        | Healthcare    | <b>E</b>     |
| Bio Reference Labs | <b><u>2.75%</u></b> | Healthcare    | <b>S</b>     |
| Total              | <b>29.42%</b>       |               |              |

As of 9/30/08    E: Emerging, S: Stable, O: Opportunistic

Source: Nichols Asset Management. See performance disclosure on pg. 29. Information provided is supplemental only and complements the full disclosure on pg. 29.

***People ~ Process ~ Perspective***



# Investment Process - Harvest

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- Fundamental hybrid model rank erosion
- Fundamental concerns:
  - Income statement/balance sheet metrics deteriorate
  - Unexpected management changes
  - Changes to competitive environment
  - Macro factors affecting individual companies
- Excessive valuation
- Absolute and relative time series
- Stop loss (normal market conditions)
  - Decline of more than 20% below cost triggers:
    - Formal review (fundamentals, valuation, technical, etc.)
    - Decision to add to position or eliminate after review



# Summary

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- Experienced professionals who have managed small cap portfolios over multiple market cycles
- Unique proprietary fundamental hybrid model featuring custom metrics/non-traditional factors
- In-depth fundamental company analysis
- Balanced portfolio across emerging, stable, and opportunistic growth stocks
- Focused team in an entrepreneurial firm
- Available capacity in a constrained asset class



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# Disclosure

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- This presentation has been prepared solely to describe the investment approach utilized by Nichols Asset Management, LLC for small cap growth portfolios. As of September 30, 2008, accounts totaling approximately \$1 million are managed by Nichols Asset Management, LLC in the style described by this presentation.
- Presentation materials do not purport to contain all of the information relevant to evaluating the capabilities of Nichols Asset Management, LLC.
- An investment in small cap growth stocks can involve significant risk due to market fluctuations, portfolio allocations, individual stock selection and/or other factors and may not be appropriate for all investors.
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# Appendix

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Included:

Organizational Chart

Biographies

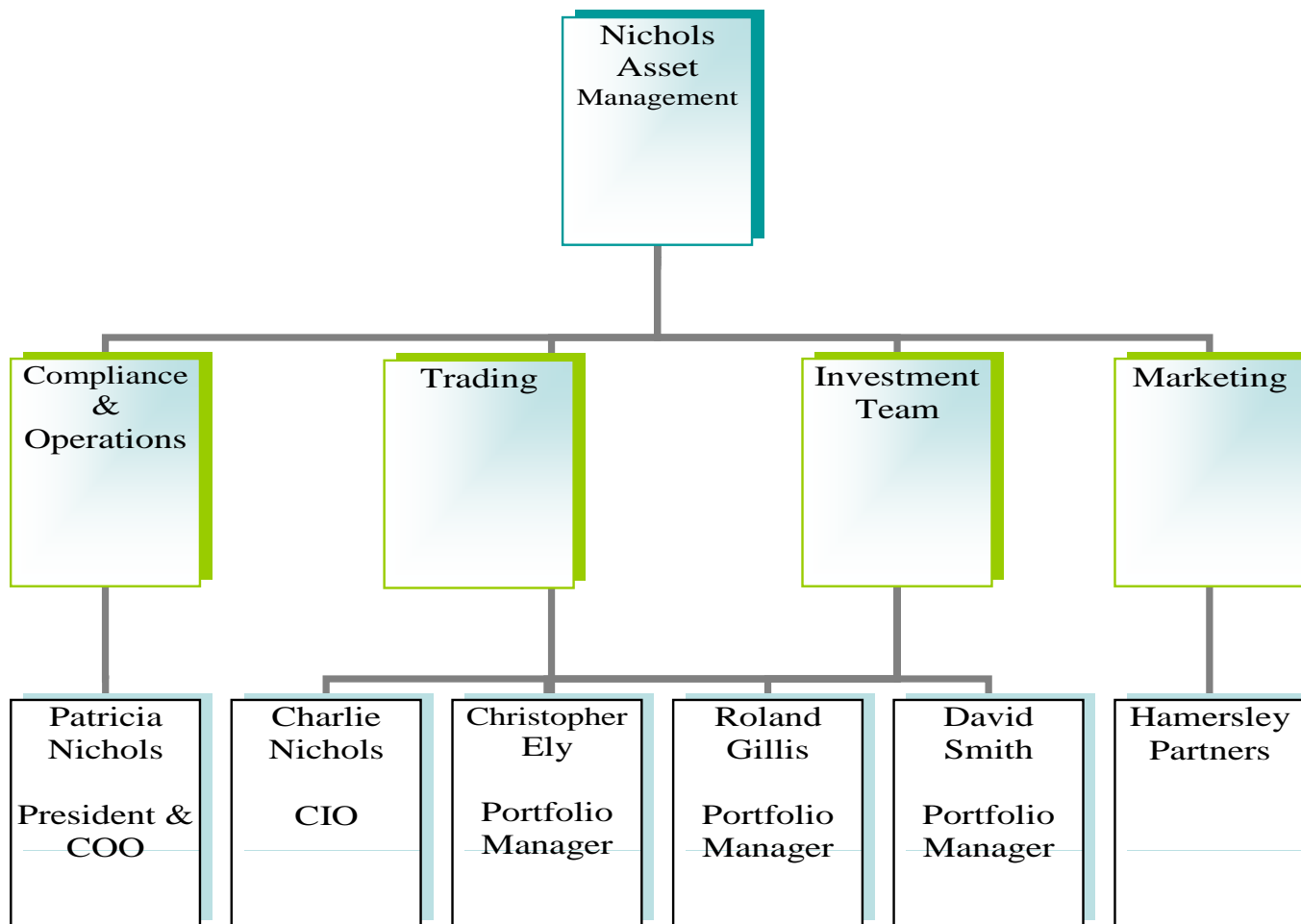
Additional Investment Process Examples

Holdings as of September 30, 2008

Stock Stories



# Organization Chart



*People ~ Process ~ Perspective*



# Biographies

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## **Patricia M. Nichols: President & Chief Compliance Officer**

Patricia M. Nichols has over 22 years experience in various aspects of the money management field. Currently Ms. Nichols co-manages Nichols Asset Management's diversified portfolios. Prior to joining Nichols in 1994, Ms. Nichols was a fixed income investment and marketing manager at PanAgora Asset Management. Since 1983, she has managed institutional money ranging from money markets and derivatives to mortgages, corporate, and treasury bonds as well as equity futures. At Back Bay Advisors from 1988-1990, she consistently outperformed her benchmark. At E.F. Hutton Asset Management from 1983-1987, she shared responsibility for redirecting the hedging strategy to profitability. In addition, she successfully expanded the reverse repo and bonds borrowed portfolio to \$2.2 billion; accounting for 12% of the daily portfolio income which helped boost the \$6.6 billion fund to the top of the Lipper Large Government fund rankings. Ms. Nichols also authored the quarterly economic commentaries on the outlook and activity of the E.F. Hutton fixed income, municipal, short-term, and equity portfolios. Ms. Nichols has extensive experience in the area of portfolio analytics and derivative products. Ms. Nichols has series 7, 3, and 63 registrations with the NASD. Ms. Nichols received her B.A. in Economics in 1979 from the University of Denver.

## **Charles Nichols II: Chief Investment Officer**

Charles Nichols has over 25 years experience in the investment business and technology fields. In early 1992, Mr. Nichols founded Nichols Asset Management. From 1982-1990, Mr. Nichols was a Wall Street telecommunications and technology analyst. In 1988-1989, Mr. Nichols was Vice President and telecommunications analyst at Prudential Securities and a Vice President and equity analyst at Bear Stearns & Company, responsible for research of the long distance, telecommunications equipment, and networking industries. From 1983 through 1987, Mr. Nichols was First Vice President and equity analyst at E.F. Hutton, responsible for coverage of the telecommunications equipment, networking, and long distance services industries. Mr. Nichols has also worked for Montgomery Securities and Wood Gundy as an analyst. Mr. Nichols has been involved in venture capital and investment banking activities during his career. As a Wall Street analyst, Mr. Nichols was frequently quoted in the Wall Street Journal, Business Week, Fortune, and numerous trade publications and appeared on CBS, NBC, CNN, and FNN, providing industry commentary. Mr. Nichols was a member of the prestigious *Institutional Investor* magazine "All Star" research team. From 1979-1981, he was a systems engineer at AT&T and StorageTek. He is a director of Ektron Inc., an Internet infrastructure software company he helped fund. Mr. Nichols received a B.S. in Economics & Finance from the University of Denver in 1978.

## **Christopher R. Ely, CFA: Partner, Portfolio Manager & Analyst**

Chris Ely has more than 25 years of investment experience as an analyst and portfolio manager. Most recently, he served as Executive Vice President of Loomis Sayles & Co., LP, and a member of its Board of Directors. Mr. Ely led the Specialty Growth team managing portfolios of small and mid-sized growth companies for institutions, mutual funds and high net worth clients. Mr. Ely and his team grew this business from its inception in July 1996 to a peak of over \$3 billion of assets under management. Prior to Loomis Sayles, Mr. Ely was a portfolio manager and analyst at Keystone Investments (Evergreen) where in his last position he was lead portfolio manager of the firm's small cap growth fund, S-4, and separately managed accounts utilizing the same investment style. He has appeared on CNBC and is an occasional guest on Bloomberg Radio's "On The Money". Mr. Ely began his investment career at Sun Life of Canada and continued in his analyst role at Fleet National Bank prior to joining Keystone in 1986. Mr. Ely earned his B.A. in Mathematical Economics from Brown University in 1978 and his MBA from Babson College in 1984. He holds a CFA and is a member of the Boston Security Analysts Society.

## **Roland W. Gillis, CFA: Partner, Portfolio Manager & Analyst**

Roland Gillis has 30 years of investment experience, most recently as a Partner of Putnam Investments where he was Managing Director and Director of their Specialty Growth Equity team. Mr. Gillis was the lead Portfolio Manager on the Putnam Voyager Fund from 1995-2000. He was responsible for investments in high-quality, rapidly growing small- and mid-cap companies. Mr. Gillis was the Portfolio Leader of the Discovery Growth Fund and a Portfolio Member on the Small Cap Growth Fund. Additionally, he managed Putnam Information Sciences Trust, an offshore small cap technology fund, since 1996. Prior to joining Putnam in 1995, Mr. Gillis was a Vice President, Portfolio Manager, and analyst with the Keystone Investments (Evergreen) from 1982-1994. From 1980-1982 Gillis was an analyst with Loomis Sayles & Company. Between 1978-1980 Mr. Gillis was an analyst at American Mutual Insurance. Mr. Gillis started his career as a trust officer at South Shore Bank & Trust Co. in 1975. Mr. Gillis received his MBA from Thunderbird, The Garvin School of International Business, and his B.A. from Northeastern University. Mr. Gillis has a CFA and Series 7, 65 and 63 registrations with the NASD.

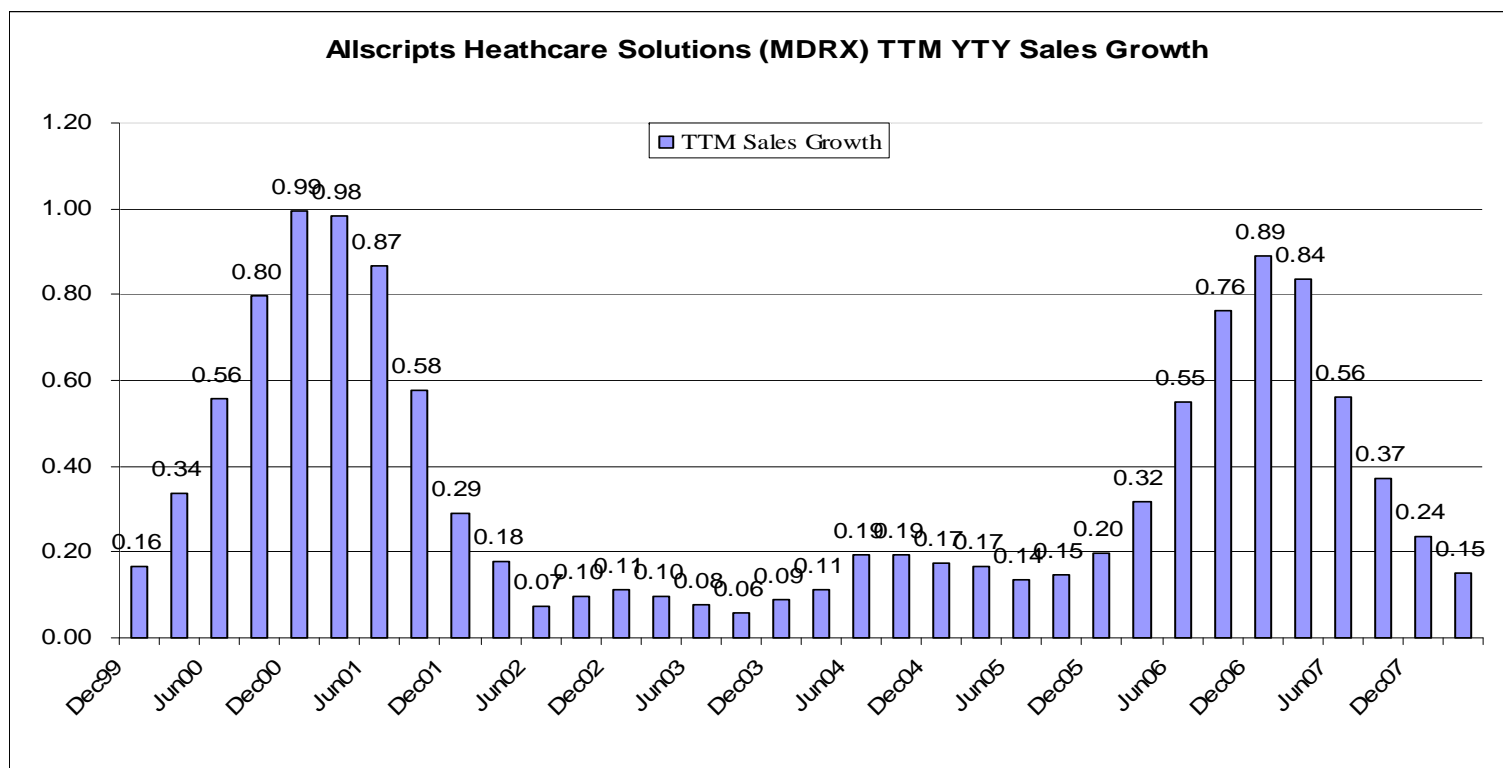
## **David L. Smith, CFA: Partner, Portfolio Manager & Analyst**

Dave Smith has more than 23 years experience as a securities analyst and portfolio manager. He comes to NAM from Sirios Capital Management, LP where he was Director, Technology Sector. Prior to joining Sirios, Smith served for nine years as a Vice President and Portfolio Manager on the Specialty Growth team at Loomis Sayles & Co., LP. There, he was instrumental in helping to build Loomis Sayles' specialty growth group to a peak of \$3 billion in assets under management. From 1990 through 1996, Smith was a Vice President, Portfolio Manager and analyst at Keystone Investments (Evergreen) working on the small cap growth team and its flagship Keystone S-4 Fund. Before Keystone, Smith was an analyst at Fidelity Investments from 1986 to 1988, focusing on the savings and loan industry and assisting on Fidelity's thrift sector fund. Smith started his career at Boston Safe Deposit and Trust Company as a trust services specialist in 1983. Smith earned an MBA from the Johnson School at Cornell University in 1990, a B.A. in Political Science (honors) from the University of Massachusetts/Amherst in 1982 and holds a CFA.



# Investment Process - Investigate

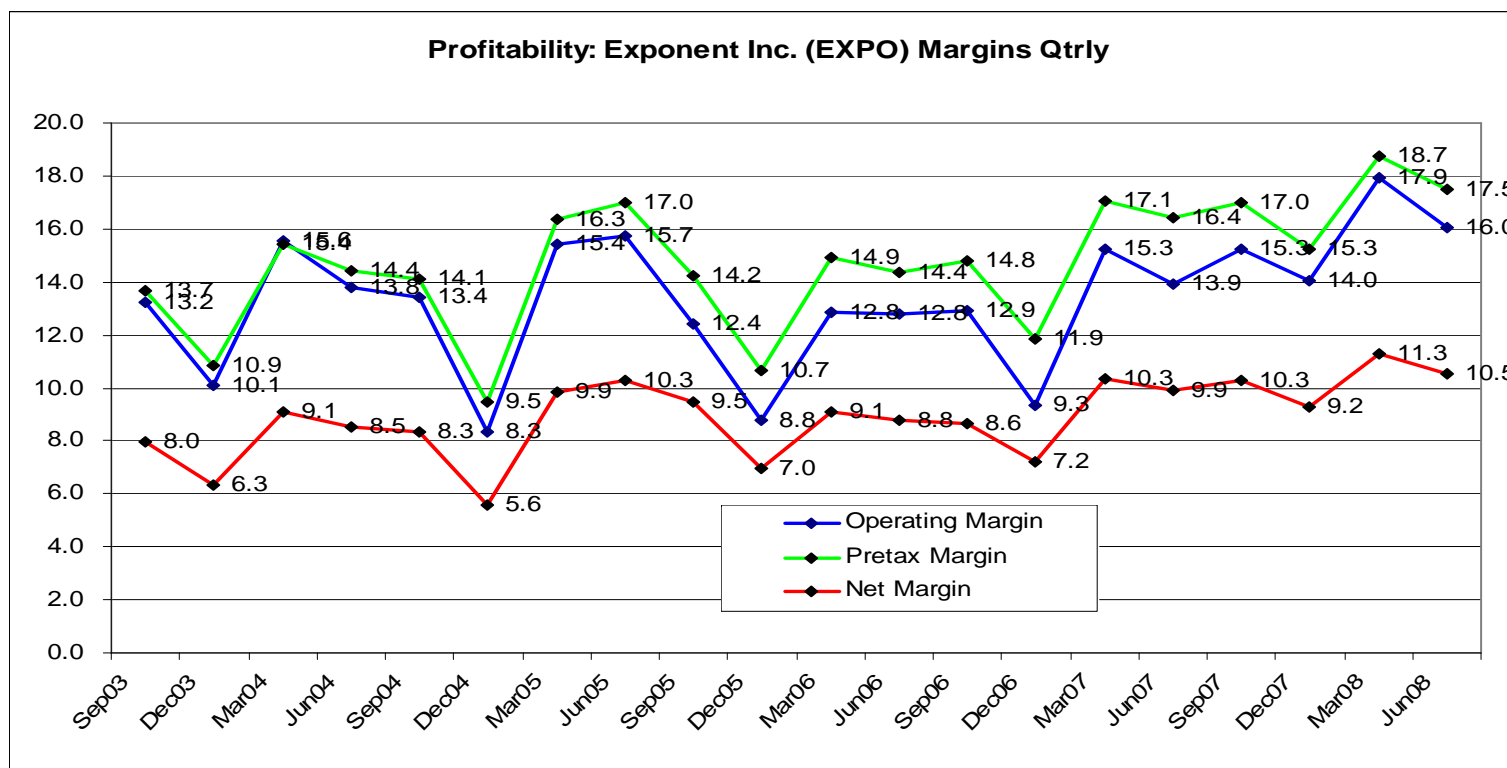
## Quarterly Sales Growth Rates





# Investment Process - Investigate

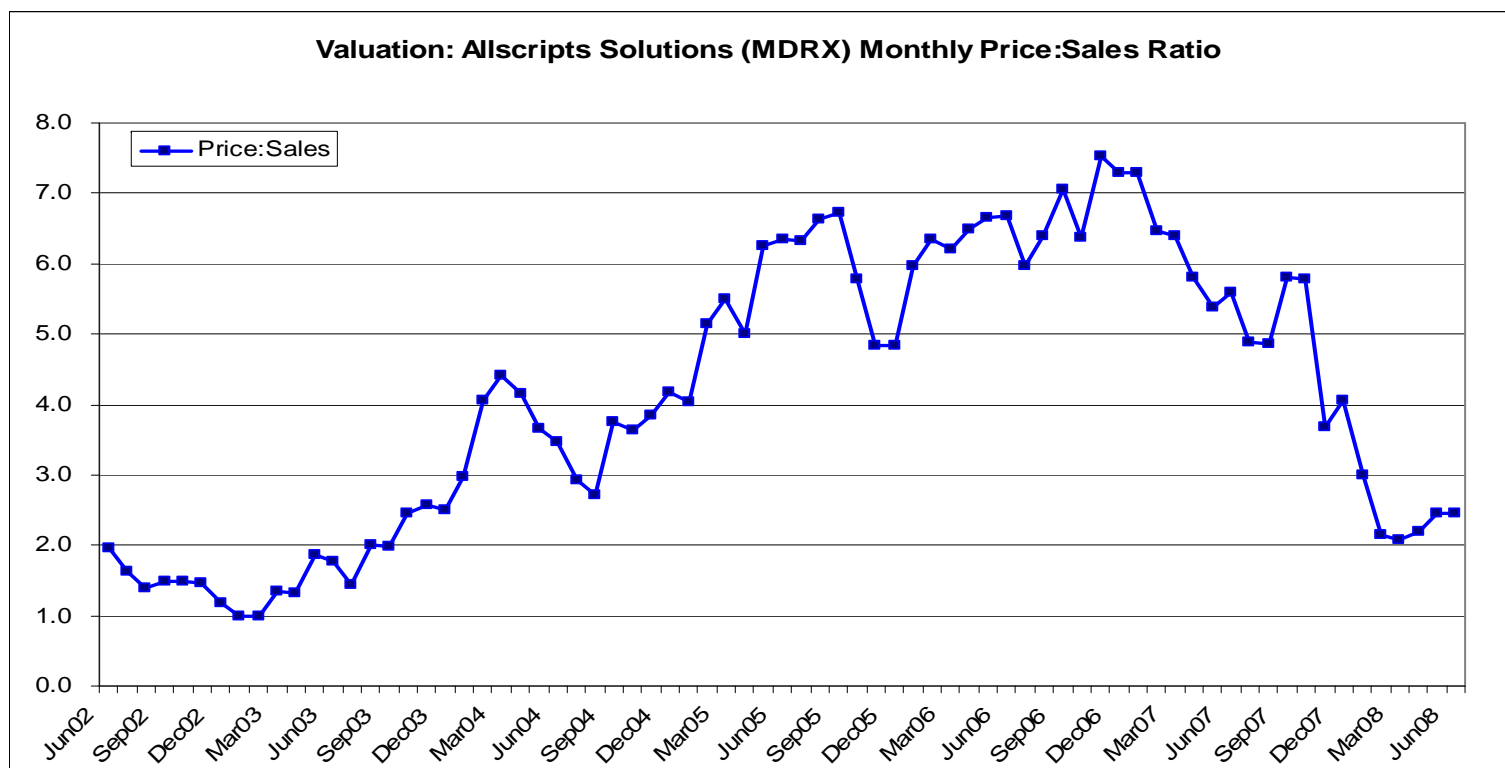
## Quarterly Profitability





# Investment Process - Investigate

Valuation - Price:Sales Ratio



*People ~ Process ~ Perspective*



# Holdings

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| <b>Energy</b>      | <b>Financials</b>             | <b>Healthcare</b>         | <b>Technology</b>          |
|--------------------|-------------------------------|---------------------------|----------------------------|
| Dril-Quip          | Options Express               | Amedisys                  | Comtech Telecommunications |
| ION Geophysical    | TCF Financial                 | Analogic                  | Diodes                     |
|                    |                               | Bio Reference Labs        | Netezza                    |
| <b>Industrials</b> | <b>Consumer Discretionary</b> | Bruker Biosciences        | Netscout Systems           |
| Clean Harbors      | ATC Technology                | Cubist Pharmaceuticals    | Neutral Tandem             |
| Exponent           | American Public Education     | Haemonetics               | Phoenix Technologies       |
| Kaydon             | Dicks Sporting Goods          | MWI Veterinary Supply     | Power Integrations         |
| Powell Industries  | WMS Industries                | Masimo                    | SPSS                       |
| TEAM               |                               | Natus Medical             | Synaptics                  |
|                    | <b>Consumer Staples</b>       | Phase Forward             | Ultimate Software          |
|                    | Chattem                       | VNUS Medical Technologies | Vocus                      |
|                    | Smart Balance                 |                           | Volterra                   |
|                    | Spartan Stores                |                           | Websense                   |

Source: Nichols Asset Management. See performance disclosure on pg. 29. Information provided is supplemental only and complements the full disclosure on pg. 29.



# Stock Story

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|                              |  |
|------------------------------|--|
| <b>Company:</b>              | Ultimate Software (ULTI)   |
| <b>Purchase Date:</b>        | July 2007  |
| <b>Purchase Price:</b>       | \$30.00/share  |
| <b>Purchase Category:</b>    | Emerging   |
| <b>Company Description:</b>  | Develops, markets and supports payroll and HR software. Primarily focused on mid-sized companies with a minimum of 100 employees. Ultimate has more than 1500 customers representing over three million employees.                                       |
| <b>Reasons For Purchase:</b> | Company is taking market share from two large competitors through pricing initiatives and providing better value proposition to their customers. Large and stable market should enable the company to grow earnings at 25% rate over the next 3-5 years. |





# Stock Story

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**Company:** Chattem Inc. (CHTT)

**Purchase Date:** September 2007

**Purchase Price:** \$66.81/share

**Purchase Category:** Emerging

**Company Description:**

Through its subsidiaries, the company manufactures and sells a portfolio of over-the-counter (OTC) healthcare products, toiletries and dietary supplements. The company has grown through timely acquisition of consumer brands that have been ignored by large companies and re-energizes them through aggressive marketing campaigns.

**Reasons For Purchase:**

Strong disciplined management team that has consistently beat consensus estimates and stays within its area of expertise.





# Stock Story

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**Company:** Sybase Inc (SY)

**Purchase Date:** April 2007

**Purchase Price:** \$25.18/share

**Purchase Category:** Opportunistic

**Company Description:** Provides enterprise and mobile software solutions for information management, development and integration worldwide. The company is exclusively focused on managing and mobilizing information. Sybase was one of the original players in the corporate database market and has a large and loyal set of customers, especially in the financial services industry.

**SYBASE**

**Reasons For Purchase:** The stock has languished over the past several years because several of its products are mature. However new releases and entry into the mobile arena should accelerate the overall growth rate. The company generates significant excess cash and would be a prime target for acquisition by a larger software company.



# Stock Story

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|                              |   |
|------------------------------|---|
| <b>Company:</b>              | MWI Veterinary Supply Inc (MWIV)  |
| <b>Purchase Date:</b>        | April 2007  |
| <b>Purchase Price:</b>       | \$33.76/share   |
| <b>Purchase Category:</b>    | Emerging  |
| <b>Company Description:</b>  | Distributes animal health products, including pharmaceuticals, vaccines, pet foods and other supplies. The company has been in business for over thirty years and delivers products to over 15,000 veterinary clinics nationwide. |
| <b>Reasons For Purchase:</b> | Twenty percent growth in earnings in a non-cyclical business. Reasonable valuation with strong financial metrics with no intention to move into other markets.  |

