



# END NOTES TO PERFORMANCE

The Global Investment Performance Standards (GIPS®) compliant performance results shown represent the investment performance record for the Lord, Abbett & Co. LLC (Lord Abbett) **Small Cap Growth Equity Institutional Composite**. This composite is comprised of all fully discretionary portfolios managed on behalf of institutional investors investing primarily in small-capitalization equity securities that Lord Abbett deems to have long-term growth potential. Effective January 2018, accounts funded on or before the 15<sup>th</sup> of the month will be included in the Composite effective the first day of the first following month. Accounts funded after the 15<sup>th</sup> of the month will be included effective on the first day of the second following month. Prior to January 2018, other than registered investment companies sponsored by Lord Abbett, accounts opened/funded on or before the 15<sup>th</sup> day of the month were included in the Composite effective the first day of the second following month and accounts opened/funded after 15<sup>th</sup> of the month were included effective on the first day of the third following month. Registered investment companies sponsored by Lord Abbett are included in the Composite in the first full month of management. Closed accounts are removed from the Composite after the last full month in which they were managed in accordance with the applicable objectives, guidelines and restrictions. Performance results are expressed in U.S. dollars and reflect reinvestment of any dividends and distributions. The Composite was created in 1999. A complete list of Lord Abbett composites and a description of the investment strategies is available on request. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

For GIPS® purposes, the firm is defined as Lord, Abbett & Co. LLC (“Lord Abbett”). Total Firm Assets are the aggregate fair value of all discretionary and non-discretionary assets for which the Firm has investment management responsibility. Accordingly, Total Firm Assets include, but are not limited to, mutual funds (all classes of shares), privately placed investment funds, non-U.S. domiciled investment funds, separate/institutional portfolios, individual portfolios and separately managed accounts (“Wrap Fee/SMA Portfolios”) managed by Lord Abbett. Total Firm Assets also include any collateralized, structured investment vehicle, such as a collateralized debt obligation or collateralized loan obligation, for which Lord Abbett has been appointed as the collateral manager. For the period prior to January 1, 2000, the definition of the Firm does not include any hedge fund or SMA program accounts where Lord, Abbett & Co. LLC did not have the records so long as it is impossible for Lord, Abbett & Co. LLC to have the records (within the meaning of relevant GIPS® standards interpretations). Total Firm Assets also exclude separately managed program accounts that involve model delivery.

The number of portfolios and total assets in the Composite, and the percentage of total “firm” assets represented by the Composite at the end of each calendar year for which performance information is provided are as follows:

Calendar Year Ended	2018	2017	2016	2015	2014	2013	2012	2011	2010	2009
# of Portfolios	13	14	17	19	19	19	17	17	10	5
Total Assets (\$M)	\$2,139	\$2,574	\$2,929	\$4,022	\$4,785	\$4,567	\$2,872	\$2,645	\$2,019	\$1,176
Percentage of Firm Assets	1.33%	1.65%	2.18%	3.24%	3.52%	3.36%	2.20%	2.50%	1.90%	1.30%
Total Firm Assets (\$M)	\$161,055	\$156,110	\$134,565	\$124,007	\$135,945	\$135,786	\$127,753	\$107,449	\$106,528	\$88,895
Dispersion	0.53	0.26	0.19	0.13	0.21	0.29	0.10	0.15	N/A	N/A
Lord Abbett Small Cap Growth Equity Institutional Composite Gross (Annual)	6.04%	31.13%	-1.72%	-8.00%	4.33%	58.82%	11.60%	-0.62%	38.23%	48.71%
Lord Abbett Small Cap Growth Equity Institutional Composite Gross (3 year Annualized Return)	10.97%	5.84%	-1.93%	15.10%	22.74%	20.76%	15.30%	26.90%	3.06%	2.83%
Lord Abbett Small Cap Growth Equity Institutional Composite Gross (3 year Annualized Ex-Post Standard Deviation)	18.79%	15.78%	18.06%	16.94%	15.19%	17.01%	19.83%	22.82%	28.60%	26.54%
Lord Abbett Small Cap Growth Equity Institutional Composite Net (Annual)	5.12%	29.95%	-2.60%	-8.83%	3.32%	57.17%	10.45%	-1.64%	36.89%	47.28%
Lord Abbett Small Cap Growth Equity Institutional Composite Net (3 year Annualized Return)	9.99%	4.89%	-2.83%	13.98%	21.49%	19.52%	14.14%	25.65%	2.03%	1.81%
Russell 2000® Growth Index (Annual)	-9.31%	22.17%	11.32%	-1.38%	5.60%	43.30%	14.59%	-2.91%	29.09%	34.47%
Russell 2000® Growth Index (3 year Annualized Return)	7.24%	10.28%	5.05%	14.28%	20.14%	16.82%	12.82%	19.00%	2.18%	-4.00%
Russell 2000® Growth Index (3 year Annualized Ex-Post Standard Deviation)	16.69%	14.80%	16.91%	15.16%	14.02%	17.52%	21.01%	24.65%	28.09%	25.20%



# END NOTES TO PERFORMANCE

Dispersion is represented by the asset-weighted standard deviation, a measure that explains deviations of portfolio rates of return from the asset-weighted composite return. Only portfolios that have been managed within the Composite style for a full year are included in the asset-weighted standard deviation calculation. The measure may not be meaningful (N/A) for composites consisting of five or fewer portfolios or for periods of less than a full year.

The performance of the Composite is shown net and gross of advisory fees, and reflects the deduction of transaction costs. The deduction of advisory fees and expenses (and the compounding effect thereof over time) will reduce the performance results and, correspondingly, the return to an investor. For all periods through December 31, 2010, net performance of the Composite as presented in the table on the previous page reflects the deduction of a “model” advisory fee, calculated as the highest advisory fee, borne by any account (without giving effect to any performance fee that may be applicable) in the Composite (an annual rate of 1.00% of assets) and other expenses. For all periods beginning January 1, 2011, the table on the previous page includes net performance for the Composite and reflects the deduction of the actual advisory fee borne by each account in the Composite and other trading expenses and performance incentive fees. Portfolio incentive fees are applied on a cash basis in the period in which they are paid. The effect of fees and expenses on performance will vary with the relative size of the fee and account performance. **For example, if \$10 million were invested and experienced a 10% compounded annual return for 10 years, its ending dollar value, without giving effect to the deduction of the advisory fee, would be \$25,937,425. If an advisory fee of 1.00% of average net assets per year for the 10-year period were deducted, the annual total return would be 8.91% and the ending dollar value would be \$23,673,637. The management fee schedule is as follows: 1.00% on the first \$10 million, 0.75% on the next \$40 million, 0.625% on the next \$50 million and 0.50% on all assets over \$100 million.** Certain securities held in portfolios contained in this composite may have valuations determined using both subjective observable and subjective unobservable inputs. The Firm’s valuation hierarchy does not materially differ from the hierarchy in the GIPS Valuation Principles.

Lord Abbett claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Lord Abbett has been independently verified for the periods 1993 through 2017. 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 the GIPS standards. The Small Cap Growth Equity Institutional composite has been examined for the periods 1993 through 2017. The verification and performance examination reports are available upon request.

The Russell 2000® Index measures the performance of the small-cap segment of the U.S. equity universe. The index consists of the 2,000 smallest companies in the Russell 3000® Index, which represents approximately 10% of the total market capitalization of the Russell 3000® Index. The Russell 2000® Growth Index measures the performance of those Russell 2000® companies with higher price-to-book ratios and higher forecasted growth values. The benchmarks have not been examined by Deloitte & Touche LLP.

**Past performance is not a reliable indicator or a guarantee of future results.** Differences in account size, timing of transactions, and market conditions prevailing at the time of investment may lead to different results among accounts. Differences in the methodology used to calculate performance also might lead to different performance results than those shown. Composite performance is compared to that of an unmanaged index, which does not incur management fees, transaction costs, or other expenses associated with a managed account.