

# ERSX

## ERSHARES NON US SMALL CAP ETF

**INVESTMENT STRATEGY**> The ERShares ERSX ETF selects the most entrepreneurial, primarily Non-US Small Cap companies, that meet the thresholds embedded in their proprietary Entrepreneur Factor.

**APPROACH**> The Entrepreneur Factor incorporates a bottom-up investment orientation, powered by artificial intelligence ("AI"), that stands above other investment factors such as: momentum, sector, growth, value, leverage, market cap (size) and geographic orientation. Moreover, with the aid of AI and Thematic Research, ERShares incorporates a macro-economic, top-down approach that integrates changing investment flows, innovation entry points, sector growth and other characteristics into a dynamic, global perspective model.

	3 Month	1 Year	ETF Inception
ERSX NAV Price	22.62%	35.22%	25.06%
ERSX Market Price	23.22%	34.61%	24.82%
Entrepreneur Non-US Small Cap Index	23.44%	43.78%	31.03%
FTSE Global ex-US Small Cap Index	17.92%	11.76%	17.06%

Performance quoted represents past performance and is no guarantee of future results. Current performance may be lower or higher than the performance data quoted. Investment return and principal value will fluctuate so that an investor's shares, when redeemed, may be worth more or less than original cost. Performance data current to the most recent month end may be obtained by calling 1-833-368-7383 or visiting [ershares.com](http://ershares.com). ETF shares are bought and sold at market price (not NAV) and are not individually redeemed from the Fund. The market price used to calculate the Closing Market Price is the last trade as of the time that the Fund's NAV is calculated. If you trade your shares at another time, your return may differ.

### Joel Shulman Ph.D., CFA

#### Founder & CIO

Joel Shulman, founder of ERShares, is a global asset manager that has successfully managed professional assets for ultra-high net worth, pension funds and other institutional investors for 15+ years. He is a frequent contributor to major news networks and print media commenting on Market issues.



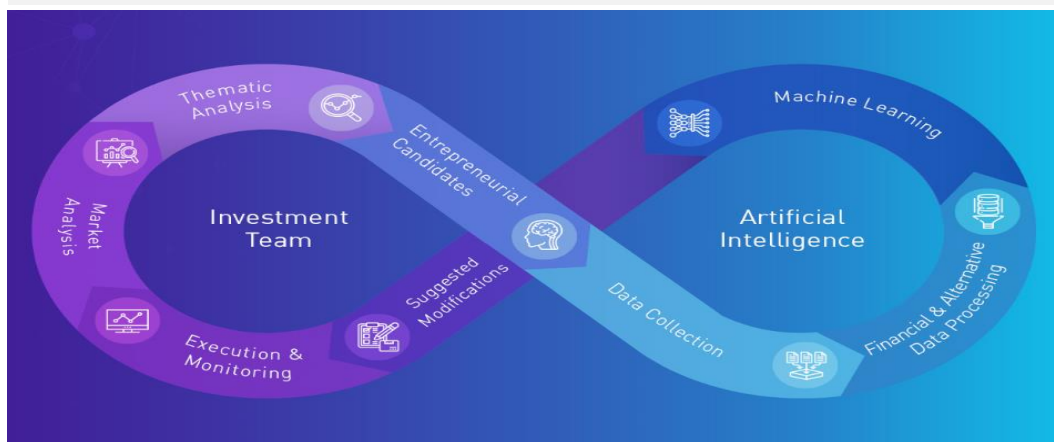
### Fund Information

Strategy AUM	\$37.92 mm
Number of Holdings	51
Ticker Symbol	ERSX
CUSIP	293828885
Inception Date	12/27/2018
Gross Expense Ratio	0.75%
Rebalanced	Quarterly
Avg. Mkt. Cap.	5,595 mm

**The fund's investment objectives, risks, charges and expenses must be considered carefully before investing. The prospectus contains this and other important information about the investment company, and it may be obtained by calling 1-833-3687-383 or by visiting our website [www.ershares.com](http://www.ershares.com). Read it carefully before investing. Distributed by Foreside Fund Services, LLC.**

The ERShares Non-US Small Cap ETF risks can include and are not limited to: Absence of Prior Active Market Risk, Index Risk, Index Tracking Risk, Indexing and Passive Investment Risk, New ETF Provider, Common Stock Risk, Market Risk, Concentration Risk, American Depositary Receipts, Early Closing Risk, Exchange Trade Fund Risk.

**Index performance** does not represent actual fund or portfolio performance and such performance does not reflect the actual investment experience of any investor. An investor cannot invest directly in an index. In addition, the results actual investors might have achieved would have differed from those shown because of differences in the timing, amounts of their investments, and fees and expenses associated with an investment in a portfolio invested in accordance with an index.



#### Publications:

##### **Leadership Matters: Crafting a Smart Beta Portfolio with a Founder-CEO Twist**

**Source:** Shulman, Joel M. "Leadership Matters: Crafting a Smart Beta Portfolio with a Founder-CEO Twist." *The Journal of Index Investing*, vol. 8, 2017, doi:

<https://entrepreneurshares.com/wp-content/themes/ers/inc/docs/Leadership.pdf>

##### **Entrepreneurs Breed ESG-Rich Companies: Reap Exceptional Returns as Harvest Byproduct**

**Source:** Shulman, Joel M. "Entrepreneurs Breed ESG-Rich Companies: Reap Exceptional Returns as Harvest Byproduct." *The Journal of Index Investing*, vol. 9, 2019, doi:

<https://www.ijournalseprint.com/JII/EntrepreneurS/Spring19EntrepreneursBreedESRichCompanies77q/index.html>

In the process of evaluation over 55,000 global public companies for entrepreneurial characteristics, the advisor seeks to exploit state-of-the-art machine learning techniques to develop a more sophisticated assessment of targeted investments. The net result is intended to create an edge in delivering their one-of-a-kind, proprietary, alpha-generating, Entrepreneur Factor.

Dr. Shulman's research, developed at Harvard University, has been widely disseminated in leading investment journals around the world and has surpassed independent peer review. This proprietary research, and the portfolio manager's long-standing position as one of the first (if not the first) thematic investment managers (established in 2005), enables them to maintain their leadership status within the community of disruptive, innovative and Entrepreneurial investment strategies.

Companies deemed to meet the threshold of the Entrepreneur Factor, show the potential to experience unique cost efficiencies and demand explosions, through disruptive innovation adjustments in their respective industries. The fund seek to exploit these demand expansions/cost utilizations through its investment methodology applied across a multitude of industrial sectors though historically has concentrated primarily on sectors within Information Technology, HealthCare, Communication Services and Consumer Discretionary. Portfolio constituents include world class entrepreneurs who have the potential to drive disruptive innovation and wealth creation in emerging growth companies. Leadership cohorts often include relatively unknown entrepreneurs who the advisor believe represent the next generation of exceptional global leaders.

**Alpha** compares the risk-adjusted performance of a portfolio to a benchmark index. A positive alpha means the portfolio has outperformed the index on a risk-adjusted basis. **Beta** is a measure of the volatility of a portfolio in comparison to a benchmark index. Less than one means the portfolio is less volatile than the index, while greater than one indicates more volatility than the index. Standard deviation measures historical volatility. Higher **Standard Deviation** implies greater volatility. **Sharpe Ratio** measures risk-adjusted performance by dividing the portfolio's excess returns (returns above a "risk-free" rate such as a Treasury bill) by the standard deviation of those returns. The higher the ratio, the better the portfolio's return per unit of risk. The **Up Capture** ratio is the statistical measure of an investment manager's performance in up-markets. The **Down Capture** ratio is the statistical measure of an investment manager's performance in down-markets. **Information Ratio** is a ratio of portfolio returns above the returns of a benchmark compared to the volatility of those returns. The **P/E (or Price/Earnings)** ratio is the ratio of a company's share price to its earnings per share. Earnings before interest, tax, depreciation and amortization (**EBITDA**) is a measure of a company's operating performance.

#### Top 10 Holdings

CRISPR Therapeutics AG	4.57%
Bilibili Inc	4.36%
Afterpay Ltd	3.79%
Kingdee International Software	3.18%
Sinch AB	3.18%
Fiverr International Ltd	2.82%
SEEK Ltd	2.81%
SolarEdge Technologies	2.76%
Bosideng International Holding	2.64%
Evolution Gaming Group	2.57%

#### Entrepreneurs by Sector

Information Technology	31.38%
Consumer Discretionary	21.26%
Health Care	13.36%
Communication Services	12.71%
Industrials	8.65%
Financials	5.35%
Consumer Staples	3.15%
Real Estate	2.14%
Materials	0.00%
Energy	0.00%
Utilities	0.00%

#### Entrepreneurs by Country

CHINA	17.12%
AUSTRALIA	14.62%
ISRAEL	12.20%
SWEDEN	10.67%
JAPAN	10.63%
BRITAIN	10.19%
SWITZERLAND	4.57%
HONG KONG	3.66%
CANADA	3.24%
ARGENTINA	2.44%
CAMBODIA	2.08%
BELGIUM	2.02%
BERMUDA	2.01%
FRANCE	1.18%
LUXEMBOURG	1.05%
SINGAPORE	0.35%