

# Buffalo Early Stage Growth Fund

QUARTERLY  
FACT SHEET

December 31, 2023

## Fund Facts

	Investor	Institutional
Ticker:	BUFOX	BUIOX
Inception Date:	5/21/04	7/1/19
Expense Ratio:	1.50%	1.35%
Fund Assets:	\$80.21 Million	
Category:	Small Cap Growth	
Benchmark:	Russell 2000 Growth Index	

## Portfolio Characteristics

# of Holdings:	59
Median Market Cap:	\$1.57 B
Weighted Average Market Cap:	\$2.58 B
3-Year Annualized Turnover Ratio:	25.52%
% of Holdings with Free Cash Flow:	66.10%
Active Share:	94.91%

## 3-Year Risk Metrics

(BUFOX vs. Russell 2000 Growth Index)

Upside Capture:	95.36
Downside Capture:	103.86
Alpha:	-2.99
Beta:	0.98
Sharpe Ratio:	-0.39

## Morningstar Rating

★★

Overall Morningstar Rating™ of BUFOX based on risk-adjusted returns among 563 Small Growth funds as of 12/31/23

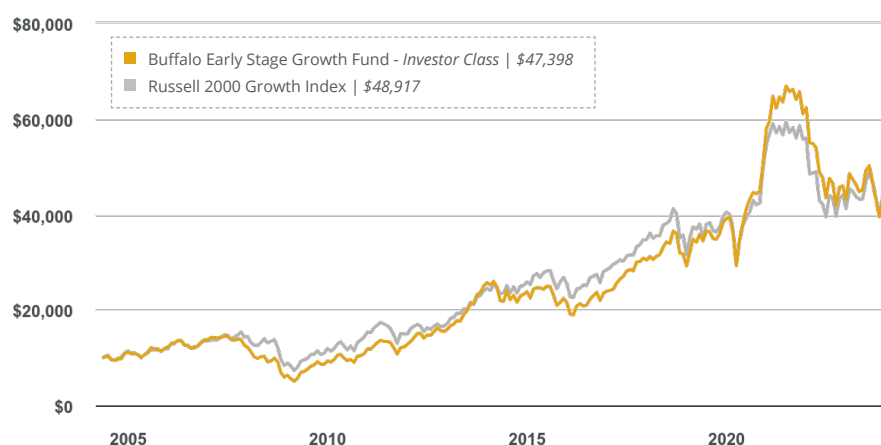
## Investment Strategy

- Utilize long-term, measurable secular growth trends we anticipate to continue for 3-5 years.
- Identify premier growth companies with a focus on those with strong management teams, little or no debt, free cash flow, scalable business models with a competitive advantage, a history of high and increasing margins, and attractive valuations.
- 50-70 positions with market cap below the median of the Russell 2000 Growth Index at time of purchase.

## Investment Style

	Value	Blend	Growth
Large			
Mid			
Small			

## Growth of \$10,000



This chart illustrates the performance of a hypothetical \$10,000 investment made in the Fund on the Inception Date through 12/31/23. Assumes reinvestment of dividends and capital gains. This chart does not imply future performance.

## Market Capitalization

Micro Cap (<\$1.5B)	44.97%
Small Cap (\$1.5B - \$4.5B)	32.88%
Mid Cap (\$4.5B - \$30B)	22.15%



## Performance (%)

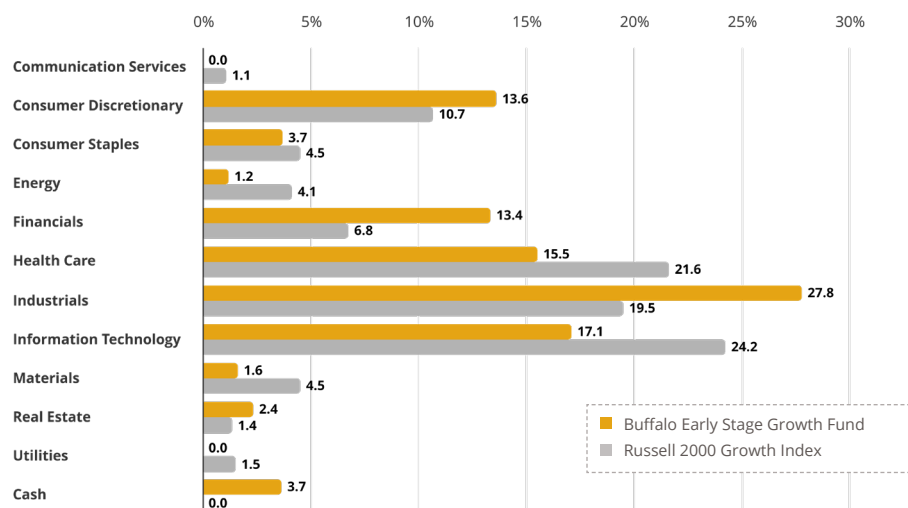
AVERAGE ANNUAL RETURNS	3 MO	YTD	1 YR	3 YR	5 YR	10 YR	15 YR	Since Inception
Investor Class - BUFOX	9.75	9.83	9.83	-6.41	10.16	6.33	14.42	8.26
Institutional Class - BUIOX <sup>1</sup>	9.75	9.98	9.98	-6.28	10.33	6.48	14.59	8.42
Russell 2000 Growth Index	12.75	18.66	18.66	-3.50	9.22	7.16	12.07	8.55

Average annual total return represents past performance and is no guarantee of future results. Investment return and principal value will fluctuate and redemption value may be more or less than original cost. Fund performance current to the most recent month-end may be lower or higher than the performance quoted and can be obtained by visiting [buffalofunds.com](http://buffalofunds.com). <sup>1</sup>For performance prior to 7/1/19 (Inception Date of Institutional Class), performance of the Investor Class shares is used and includes expenses not applicable and lower than those of Investor Class shares.

CALENDAR YEAR RETURNS	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Investor Class - BUFOX	-7.38	-9.41	11.05	27.18	-3.95	34.03	47.69	7.79	-30.76	9.83
Institutional Class - BUIOX <sup>1</sup>	-7.24	-9.28	11.22	27.37	-3.81	34.20	47.96	7.94	-30.66	9.98
Russell 2000 Growth Index	5.60	-1.38	11.32	22.17	-9.31	28.48	34.63	2.83	-26.36	18.66



## Sector Weights (%)



## Top 10 Holdings\*

Kinsale Capital Group, Inc.	3.45%
Calix, Inc.	3.28%
Transcat, Inc.	2.94%
Compass Diversified Holdings	2.82%
Cadre Holdings, Inc.	2.82%
Federal Signal Corporation	2.76%
ICF International, Inc.	2.73%
Bowman Consulting Group, Ltd.	2.65%
Hamilton Lane Inc. Class A	2.63%
Verra Mobility Corp. Class A	2.58%
<b>Top 10 Holdings Total</b>	<b>28.64%</b>

## Management Team



**Craig Richard, CFA**

Co-Manager since 2013  
M.B.A. – University of Kansas  
B.S. – Kansas State Univ.



**Doug Cartwright, CFA**

Co-Manager since 2015  
M.B.A. – Univ. of WI-Madison  
B.S. – Baylor University

*The Fund's investment objectives, risks, charges, and expenses must be considered carefully before investing. The summary and statutory prospectuses contain this and other important information about the investment company and may be obtained by calling (800) 49-BUFFALO or visiting [buffalofunds.com](http://buffalofunds.com). Read them carefully before investing.*

**Mutual fund investing involves risk. Principal loss is possible. The Fund invests in small and mid-cap companies, which involve additional risks such as limited liquidity and greater volatility than large-cap companies. The Fund invests in foreign securities which involve greater volatility and political, economic, and currency risks as well as differences in accounting methods.**

The Morningstar Rating™ for funds, or “star rating”, is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchange-traded funds, closed-end funds, and separate accounts) with at least a 3-year history. Exchange-traded funds and open-ended mutual funds are considered a single population for comparative purposes. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating™ for a managed product is derived from a weighted average of the performance figures associated with its 3-, 5-, and 10-year (if applicable) Morningstar Rating™ metrics. The weights are: 100% 3-year rating for 36-59 months of total returns, 60% 5-year rating/40% 3-year rating for 60-119 months of total returns, and 50% 10-year rating/30% 5-year rating/20% 3-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent 3-year period actually has the greatest impact because it is included in all 3 rating periods. The Buffalo Early Stage Growth Fund (BUFOX) received 2 stars among 563 for the 3-year, 3 stars among 528 for the 5-year, and 2 stars among 405 Small Growth funds for the 10-year period ending 12/31/23. © 2024 Morningstar, Inc. All Rights Reserved. The information contained herein: (1) is proprietary to Morningstar; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. **Past performance is no guarantee of future results.**

The Russell 2000 Growth Index measures the performance of those Russell 2000 Index companies with higher price-to-book ratios and higher forecasted growth values. One cannot invest directly in an index. Market Cap is the market price of an entire company, calculated by multiplying the number of shares outstanding by the price per share. Free Cash Flow is a measure of how much cash a business generates after accounting for capital expenditures. Active Share is a measure of the percentage of stock holdings in a manager(s) portfolio that differ from the benchmark index. Market Capture Ratio is a statistical measure of the Fund's overall performance in up-markets (positive return periods) and down-markets (negative return periods). The market capture ratios are used to evaluate how well an investment performed relative to an index during periods when that index has risen or fallen. Alpha is an annualized return measure of how much better or worse a fund's performance is relative to an index of funds in the same category, after allowing for differences in risk. Beta measures the volatility of the fund, as compared to that of the overall market. The Market's beta is set at 1.00; a beta higher than 1.00 is considered to be more volatile than the market, while a beta lower than 1.00 is considered to be less volatile. The Sharpe Ratio is a measure for calculating risk-adjusted return. Each Morningstar category average represents a universe of funds with similar objectives. Sector Allocation may not equal 100% due to rounding. The Morningstar Style Box™ reveals a fund's investment strategy by showing its investment style and market capitalization based on the fund's portfolio holdings.

\*Top Ten Holdings for the quarter are not disclosed until 60 days after quarter end. Those listed are as of 9/30/23. Fund holdings and sector allocations are subject to change and are not recommendations to buy or sell any securities.

Kornitzer Capital Management is the advisor to the Buffalo Funds, which are distributed by Quasar Distributors, LLC.

