# Focused International Growth SMA



#### Investment Strategy

Seeks to invest in companies outside the U.S. demonstrating early and sustainable accelerating growth.

### Key Differentiators

Focus on accelerating, sustainable growth

- Collaborative team
- Seeks alpha through stock selection

#### Portfolio Management Team

	Start Date		
Name	Industry	Company	
Rajesh Gandhi, CFA	1993	2002	
Jim Zhao, CFA	1999	2009	

#### erformance (%)

Performance (%)										
								Since	Ince	ption
	Qtr	1	Yr	3 Yr	5 Yr	10	Yr I	Inception	D	ate
Focused International Growth SMA										
(Gross)	8.27	11.	73	1.05	9.08	6.7	75	10.94	4/1	1/09
Focused International Growth SMA										
(Net)	7.48	8.4	47	-1.90	5.88	3.6	52	7.69		-
MSCI ACWI ex-US Index	4.69	13.	.26	1.94	5.97	4.2	25	7.88		-
Calendar Year Returns (%)										
	2015	2016	2017	2018	2019	2020	2021	2022	2023	YTD

	2015	2010	2017	2018	2019	2020	2021	2022	2023	Ϋ́́́́́́
Focused International Growth SMA										
(Gross)	-0.57	-3.89	35.06	-12.82	31.18	28.66	9.24	-22.37	14.13	8.27
Focused International Growth SMA										
(Net)	-3.51	-6.75	31.17	-15.40	27.30	24.85	6.06	-24.63	10.80	7.48

Data presented reflects past performance. Past performance is no guarantee of future results. Current performance may be higher or lower than the performance shown. Investment return and share value will fluctuate, and redemption value may be more or less than original cost. Data assumes reinvestment of dividends and capital gains. Returns for periods less than one year are not annualized.

DUE TO MARKET VOLATILITY, CURRENT PERFORMANCE MAY BE DIFFERENT THAN THE FIGURES SHOWN.

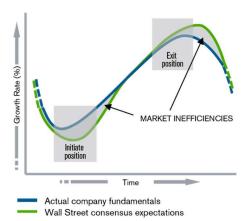
Focused International Growth SMA net of fee shown is equal to the highest anticipated wrap fee charged by a program sponsor (3.00% annually which is, inclusive of up to a maximum investment advisory fee of 0.75%). This total wrap fee includes all charges for trading costs, portfolio management, custody and other administrative fees. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size.

Prior to 10/1/2018, the composite's gross performance is that of the Firm's Non-U.S. Concentrated Growth Equity composite. Net performance prior to 10/1/2018 was derived by taking the gross return for each account within the Non-U.S. Concentrated Growth Equity composite and applying the 3% wrap fee.

#### Investment Philosophy

We believe that accelerating, sustainable growth in revenues and earnings, driven by an inflection in business fundamentals, results in stock price outperformance.

- We focus on inflection points in companies' fundamentals because we believe markets are inefficient at identifying these changes.
- Our process is designed to uncover stocks that outperform as earnings growth accelerates, market expectations rise and multiples expand.



Note: sample illustration

**Investment Process** 

#### Investment Universe

Market capitalization > \$3B Sufficient trading liquidity

# STEP 1

#### Idea Generation

- Identify companies exhibiting accelerating growth and improving fundamentals
- Fundamental information
- Quantitative screens

# STEP 2

### **Fundamental Analysis**

- Team determines if they believe acceleration is genuine and sustainable
- Stock selection criteria:
  - I Inflection
- S Sustainability
- G Earnings Gap
- V Valuation / Risk-Reward

# STEP 3

#### **Portfolio Construction**

- Focus portfolio on best ideas identified by team
- Monitor risk controls and guidelines

## Focused International Growth SMA

Portfolio Characteristics				
	Portfolio	Index		
Wtd Avg Market Cap	\$167.7B	\$83.2B		
Price/Earnings Ratio	29.76x	15.19x		
Price/Book Ratio	4.49x	1.92x		
Price to Cash Flow	20.24x	8.70x		
Number of Holdings	40	2,231		

### Top 10 Holdings (%)

Top TU Holdings (%)	
Novo Nordisk A/S	5.29
Taiwan Semiconductor	5.27
Manufacturing Co Ltd	
ASML Holding NV	4.64
SAP SE	3.97
LVMH Moet Hennessy Louis Vuitton	3.88
SE	
ICON PLC	3.35
RELX PLC	3.14
Air Liquide SA	3.10
SMC Corp	2.84
London Stock Exchange Group PLC	2.83
Total Percent in Top 10 Holdings	38.31

The holdings listed should not be considered recommendations

grouped to include common shares, depository receipts, rights

and warrants issued by the same company. Portfolio holdings

to purchase or sell a particular security. Equity holdings are

subject to change.



Top Countries (%)	
France	15.45
Japan	14.59
United Kingdom	12.05
Germany	9.05
Netherlands	7.22

Consumer Discretionary	16.86	11.81
Materials	11.03	7.43
Industrials	13.52	13.84
Communication Services	3.81	5.09
Consumer Staples	5.77	7.45
Real Estate	0.00	1.96
Utilities	0.00	3.00
Energy	0.00	5.53
Financials	13.83	21.41

Regional Exposure (%)	
Europe	61.82
Asia Pacific	31.74
Latin America	4.07
North America	2.37

#### A Note About Risk

Sector Weights (%)

The value and/or returns of a portfolio will fluctuate with market and economic conditions. Different investment styles tend to shift in and out of favor depending upon market and economic conditions, as well as investor sentiment. A portfolio may outperform or underperform other portfolios that employ a different investment style, and the stocks selected by the portfolio manager may not increase in value as predicted. Because this portfolio may, at times, concentrate its investments in a specific area, during such times it may be subject to greater risks and market fluctuations than when the portfolio represents a broader range of securities. Non-U.S. investing involves special risk considerations, including economic and political conditions, inflation rates and currency fluctuations. There is no guarantee that the investment objectives will be met. Dividends and yields represent past performance and there is no guarantee that they will continue to be paid. The information is not intended as a personalized recommendation or fiduciary advice and should not be relied upon for investment, accounting, legal or tax advice.

Sector

Health Care

Information Technology

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Key Terms: Alpha: Typically used to represent the value added or subtracted by active investment management strategies. It shows how an actively managed investment portfolio performed compared with the expected portfolio returns produced simply by benchmark volatility (beta) and market changes. A positive alpha shows that an investment manager has been able to capture more of the upside movement in the benchmark while softening the downswings. A negative alpha means that the manager's strategies have caught more benchmark downside than upside. Weighted Average Market Capitalization: The average of the weighted capitalizations of a portfolio's holdings. Price/Earnings Ratio (P/E): The price of stock divided by its annual earnings per share. Price/Book Ratio (P/B): The ratio of a stock's price to its book value per share. Standard Deviation: Defines how widely returns varied from an average over a given period of time. A higher standard deviation means a more volatile portfolio. For example, a portfolio with a standard deviation of 6 and an average annual return of 10% saw annualized monthly returns fall within 6 percentage points of that average (or between 4% and 16%) two-thirds of the time. Dispersion: A measure of the amount of uncertainty and risk associated with a portfolio.

Source: FactSet Research Systems, Inc.

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QUARTERLY FACT SHEET 3.31.2024

Portfolio

19.85

15.33

Index

13.30

9.19

IN-FFS-94702 2404