



# Artisan Non-U.S. Value Strategy

## QUARTERLY Fact Sheet

As of 31 March 2019

For Institutional Investors Only — Not for Onward Distribution

### Investment Process Highlights

The investment team seeks to invest in high-quality, undervalued businesses that offer the potential for superior risk/reward outcomes.

#### Undervaluation

- Determine the intrinsic value of the business
- Invest at a significant discount to intrinsic value

#### Business Quality

- Strong free cash flow
- High/improving returns on capital
- Strong competitive positions

#### Financial Strength

- Strong balance sheets reduce potential for capital risk
- Provides management ability to build value

#### Shareholder-Oriented Management

- History of building shareholder value

### Portfolio Details

Composite Inception	1 July 2002
Total AUM (Millions)	\$19,872

### Portfolio Statistics

	Strategy	EAFE <sup>1</sup>
Median Market Cap (Billions)	\$25.4	\$10.2
Weighted Avg. Market Cap (Billions)	\$60.2	\$61.5
Weighted Harmonic Avg. P/E (FY1)	13.9X	13.6X
Weighted Harmonic Avg. P/E (FY2)	12.5X	12.6X
Weighted Avg. Net Debt/Capital	9.8%	16.8%
Median Price/Book Value	1.9X	1.7X
Weighted Avg. ROA	6.6%	6.7%
Active Share	91.4%	—
Portfolio Turnover Rate <sup>2</sup>	23.1%	—
Number of Securities	46	920
Number of Countries	16	21

Source: Artisan Partners/FactSet (MSCI). <sup>1</sup>MSCI EAFE Index. <sup>2</sup>For the 12 months ended 31 Dec 2018.

### Top 10 Holdings (% of total portfolio)

Samsung Electronics Co Ltd (Korea)	6.2
Compass Group PLC (United Kingdom)	4.7
Arch Capital Group Ltd (United States)	4.5
UBS Group AG (Switzerland)	3.7
RELX PLC (United Kingdom)	3.6
ABB Ltd (Switzerland)	3.6
ING Groep NV (Netherlands)	3.5
Baidu Inc (China)	3.3
Tesco PLC (United Kingdom)	3.2
Telefonica Brasil SA (Brazil)	2.9
<b>TOTAL</b>	<b>39.5%</b>

Source: Artisan Partners/FactSet (MSCI).

Sector Diversification (% of total portfolio equities)	Strategy	EAFE <sup>1</sup>	Index
Communication Services	14.4	5.4	
Consumer Discretionary	12.5	11.0	
Consumer Staples	7.9	11.8	
Energy	3.1	5.8	
Financials	25.2	18.9	
Health Care	7.5	11.3	
Industrials	12.3	14.4	
Information Technology	13.2	6.3	
Materials	3.8	7.5	
Real Estate	0.0	3.9	
Utilities	0.0	3.7	
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	

Source: Artisan Partners/FactSet (GICS)/MSCI. Cash and cash equivalents represented 9.6% of the total portfolio. <sup>1</sup>MSCI EAFE Index.

### Investment Results (%)

As of 31 March 2019	Average Annual Total Returns						
	QTD	YTD	1 Yr	3 Yr	5 Yr	10 Yr	Inception
<b>Composite — Gross</b>	<b>10.35</b>	<b>10.35</b>	<b>-2.82</b>	<b>7.63</b>	<b>4.63</b>	<b>13.77</b>	<b>11.60</b>
<b>Composite — Net</b>	<b>10.11</b>	<b>10.11</b>	<b>-3.72</b>	<b>6.64</b>	<b>3.67</b>	<b>12.72</b>	<b>10.56</b>
MSCI EAFE Index	9.98	9.98	-3.71	7.27	2.33	8.95	5.89
MSCI All Country World ex USA Index	10.31	10.31	-4.22	8.09	2.57	8.84	6.49

### Annual Returns (%) 12 months ended 31 March

	2015	2016	2017	2018	2019
<b>Composite — Gross</b>	<b>4.03</b>	<b>-3.33</b>	<b>12.96</b>	<b>13.59</b>	<b>-2.82</b>

### Calendar Year Returns (%)

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
<b>Composite — Gross</b>	<b>35.29</b>	<b>20.18</b>	<b>-6.07</b>	<b>23.76</b>	<b>32.35</b>	<b>1.10</b>	<b>-0.64</b>	<b>6.44</b>	<b>25.34</b>	<b>-14.71</b>
<b>Composite — Net</b>	<b>34.05</b>	<b>19.09</b>	<b>-6.95</b>	<b>22.63</b>	<b>31.15</b>	<b>0.17</b>	<b>-1.56</b>	<b>5.46</b>	<b>24.20</b>	<b>-15.51</b>
MSCI EAFE Index	31.78	7.75	-12.14	17.32	22.78	-4.90	-0.81	1.00	25.03	-13.79
MSCI All Country World ex USA Index	41.45	11.15	-13.71	16.83	15.29	-3.87	-5.66	4.50	27.19	-14.20

Source: Artisan Partners/MSCI. Returns for periods less than one year are not annualized.

Past performance does not guarantee and is not a reliable indicator of future results. Current performance may be lower or higher than the performance shown. Composite performance has been presented in both gross and net of investment management fees.

**Investment Risks:** Investments will rise and fall with market fluctuations and investor capital is at risk. Investors investing in strategies denominated in non-local currency should be aware of the risk of currency exchange fluctuations that may cause a loss of principal. These risks, among others, are further described on the next page, which should be read in conjunction with this material.

# Artisan Non-U.S. Value Strategy

## Team Leadership

Portfolio Manager	Years of Investment Experience
N. David Samra (Lead)	26
<b>Co-Portfolio Managers</b>	
Ian P. McGonigle, CFA	16
Joseph Vari	20

## Region/Country Allocation (% of total portfolio equities)

REGION	Strategy	EAFE <sup>1</sup>
<b>EUROPE</b>	<b>63.8</b>	<b>62.9</b>
Switzerland	23.6	8.9
United Kingdom	22.8	17.1
Netherlands	6.8	3.6
France	5.0	11.3
Belgium	2.7	1.0
Spain	1.5	3.0
Denmark	0.9	1.8
Germany	0.3	8.6
Norway	0.2	0.7
<b>EMERGING MARKETS</b>	<b>21.8</b>	<b>—</b>
Korea	10.8	—
India	4.1	—
China	3.7	—
Brazil	3.3	—
<b>AMERICAS</b>	<b>13.2</b>	<b>—</b>
United States	10.8	—
Canada	2.3	—
<b>PACIFIC BASIN</b>	<b>1.2</b>	<b>36.6</b>
Japan	1.2	24.0
<b>MIDDLE EAST</b>	<b>—</b>	<b>0.5</b>
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>

Source: Artisan Partners/FactSet (MSCI). <sup>1</sup>MSCI EAFE Index. Countries held in the index, but not held in the portfolio, are not listed. Stocks classified as U.S. are incorporated outside of the U.S.

## Portfolio Construction

- Typically 40-60 holdings
- Maximum position size 10%<sup>1,2</sup>
- Maximum of 35% in any one country<sup>1</sup>
- Maximum of 30% in emerging markets<sup>1</sup>
- Typically less than 15% cash

Based on a model portfolio. <sup>1</sup>Limitations apply at the time of purchase. <sup>2</sup>With respect to 75% of total assets, the portfolio limits single security sizes to 5%; as to the other 25%, the portfolio may invest up to 10% in a single security.

**Investment Risks:** International investments involve special risks, including currency fluctuation, lower liquidity, different accounting methods and economic and political systems, and higher transaction costs. These risks typically are greater in emerging markets. Securities of small- and medium-sized companies tend to have a shorter history of operations, be more volatile and less liquid and may have underperformed securities of large companies during some periods. Value securities may underperform other asset types during a given period. These risks, among others, are further described in Artisan Partners Form ADV, which is available upon request.

Unless otherwise indicated, the Artisan Strategy characteristics relate to that of an investment composite or a representative account managed within a composite. It is intended to provide a general illustration of the investment strategy and considerations used by Artisan Partners in managing that strategy. Individual accounts may differ, at times significantly, from the reference data shown due to varying account restrictions, fees and expenses, and since-inception time periods, among others. Where applicable, this information is supplemental to, and not to be construed with, a current or prospective client's investment account information.

Securities of the same issuer are aggregated to determine a holding's weight in the portfolio. Securities referenced may not represent all of the securities in the portfolio. If certain information is unavailable for a particular security Artisan Partners may use data from a related security to calculate portfolio characteristics. All information in this report is as of the date shown in the upper right hand corner unless otherwise indicated and is subject to change without notice. Totals may not sum due to rounding.

Net-of-fees composite returns were calculated using the highest model investment advisory fees applicable to portfolios within the composite. Fees may be higher for certain pooled vehicles and the composite may include accounts with performance-based fees. All performance results are net of commissions and transaction costs, and have been presented gross and net of investment advisory fees. Dividend income is recorded net of foreign withholding taxes on ex-dividend date or as soon after the ex-dividend date as the information becomes available to Artisan Partners. Interest income is recorded on the accrual basis. Performance results for the Index include reinvested dividends and are presented net of foreign withholding taxes but, unlike the portfolio's returns, do not reflect the payment of sales commissions or other expenses incurred in the purchase or sale of the securities included in the indices.

MSCI EAFE Index measures the performance of developed markets, excluding the US and Canada. MSCI All Country World ex USA Index measures the performance of developed and emerging markets, excluding the US. The index(es) are unmanaged; include net reinvested dividends; do not reflect fees or expenses; and are not available for direct investment. Country exposure percentages reflect country designations as classified by MSCI as of the date shown. Securities not classified by MSCI reflect country designations as of the date the report was generated. Sector exposure percentages reflect sector designations as currently classified by GICS.

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**Market Cap** is the aggregate value of all of a company's outstanding equity securities. **Price-to-Earnings Ratio (P/E Ratio)** measures how expensive a stock is. Earnings figures used for FY1 and FY2 are estimates for the current and next unreported fiscal years. **Price-to-Book Ratio (P/B Ratio)** measures a company's stock price in relation to its book value (the total amount a company would be worth if it liquidated its assets and paid back all its liabilities). **Return on Assets (ROA)** is a profitability ratio that measures the amount of net income returned as a percentage of total assets. **Active Share** is defined as the percentage of a portfolio that differs from its benchmark index. Active Share can range from 0% for an index fund that perfectly mirrors its benchmark to 100% for a portfolio with no overlap with an index. **Portfolio Turnover** is a measure of the trading activity in an investment portfolio—how often securities are bought and sold by a portfolio. **Net Debt/Capital** reflects a company's financial leverage as measured by its net debt (total debt minus cash & cash equivalents) divided by total capital. The aggregate calculation excludes companies classified by GICS as banks, consumer finance and capital markets to focus on nonfinancial liabilities. **Free Cash Flow** is a measure of financial performance calculated as operating cash flow minus capital expenditures. **Return on Capital (ROC)** is a measure of how effectively a company uses the money (borrowed or owned) invested in its operations.

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