



Artisan U.S. Mid-Cap 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 cash-producing businesses in strong financial condition that are selling at undemanding valuations.

Attractive Valuation

- Distinct discount to intrinsic value
- Low expectations
- Favorable risk/reward

Sound Financial Condition

- Focus on financial flexibility and liquidity
- Evaluate on- and off-balance sheet liabilities
- Allows management to pursue value-enhancing initiatives

Attractive Business Economics

- Focus on free cash flow and return on capital capabilities
- Ability to grow underlying business value
- Avoid “value traps”

Sector Diversification (% of total portfolio equities)	Strategy	RMCV ¹	Index
Communication Services	13.9	3.1	○
Consumer Discretionary	12.8	8.7	○
Consumer Staples	3.0	5.0	○
Energy	5.3	6.1	○
Financials	26.8	17.1	○
Health Care	4.8	7.1	○
Industrials	15.4	12.1	○
Information Technology	6.5	8.9	○
Materials	8.0	6.0	○
Real Estate	3.5	14.5	○
Utilities	0.0	11.4	○
TOTAL	100.0%	100.0%	

Source: Artisan Partners/FactSet (GICS)/Russell. Cash and cash equivalents represented 6.4% of the total portfolio. ¹Russell Midcap® Value Index.

Investment Results (%)

As of 31 March 2019	Average Annual Total Returns						
	QTD	YTD	1 Yr	3 Yr	5 Yr	10 Yr	Inception
Composite — Gross	12.22	12.22	0.27	9.09	4.88	14.32	12.52
Composite — Net	11.96	11.96	-0.66	8.08	3.91	13.27	11.46
Russell Midcap® Value Index	14.37	14.37	2.89	9.50	7.21	16.38	9.55
Russell Midcap® Index	16.54	16.54	6.47	11.82	8.80	16.87	9.32

Annual Returns (%) 12 months ended 31 March

	2015	2016	2017	2018	2019
Composite — Gross	2.98	-5.08	19.91	7.96	0.27

Calendar Year Returns (%)

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Composite — Gross	41.24	15.75	7.67	12.73	37.46	2.70	-8.77	23.87	13.69	-12.53
Composite — Net	39.96	14.68	6.67	11.70	36.22	1.76	-9.62	22.74	12.64	-13.36
Russell Midcap® Value Index	34.21	24.75	-1.38	18.51	33.46	14.75	-4.78	20.00	13.34	-12.29
Russell Midcap® Index	40.48	25.48	-1.55	17.28	34.76	13.22	-2.44	13.80	18.52	-9.06

Source: Artisan Partners/Russell. 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.

Portfolio Details

Composite Inception	1 April 1999
Total AUM (Millions)	\$4,733

Portfolio Statistics

	Strategy	RMCV ¹
Median Market Cap (Billions)	\$10.8	\$7.4
Weighted Avg. Market Cap (Billions)	\$14.0	\$14.9
Weighted Harmonic Avg. P/E (FY1)	12.8X	14.3X
Weighted Harmonic Avg. P/E (FY2)	11.7X	13.2X
Median Price/Book Value	1.7X	2.1X
Median ROE	11.9%	10.9%
Median Fixed Charge Coverage Ratio	5.5X	4.4X
Active Share	92.3%	—
Portfolio Turnover Rate ²	21.7%	—
Number of Securities	50	589

Source: Artisan Partners/FactSet/Russell. ¹Russell Midcap® Value Index. ²For the 12 months ended 31 Dec 2018.

Top 10 Holdings (% of total portfolio)

Celanese Corp (Materials)	3.5
Analog Devices Inc (Information Technology)	3.0
AMERCO (Industrials)	2.8
Air Lease Corp (Industrials)	2.8
Torchmark Corp (Financials)	2.8
M&T Bank Corp (Financials)	2.8
The Kroger Co (Consumer Staples)	2.8
DENTSPLY SIRONA Inc (Health Care)	2.7
Arch Capital Group Ltd (Financials)	2.6
IAC/InterActiveCorp (Communication Services)	2.6
TOTAL	28.3%

Source: Artisan Partners/FactSet (GICS).

Artisan U.S. Mid-Cap Value Strategy

Team Leadership

Portfolio Managers	Years of Investment Experience
James C. Kieffer, CFA	30
Thomas A. Reynolds IV	20
Daniel L. Kane, CFA	20
Craig Inman, CFA	19

Market Cap Distribution (% of total portfolio equities)

\$ in billions	Strategy	RMCV ¹
21.0+	19.1	25.0
14.5–21.0	19.7	19.7
10.5–14.5	14.5	18.3
6.5–10.5	14.2	18.2
0–6.5	32.5	18.8
TOTAL	100.0%	100.0%

Source: Artisan Partners/FactSet/Russell. ¹Russell Midcap® Value Index.

Portfolio Construction

- Typically 40-60 holdings
- Maximum position size generally 5%¹
- Position sizes determined in part by how well a company meets the team's margin of safety criteria
- Attention to economic exposure
- Market capitalization range generally within that of the Russell Midcap® Index²
- Typically less than 10% cash

Based on a model portfolio. ¹Limitations apply at the time of purchase. **Margin of Safety**, a concept developed by Benjamin Graham, is the difference between the market price and the estimated intrinsic value of a business. A large margin of safety may help guard against permanent capital loss and improve the probability of capital appreciation. Margin of safety does not prevent market loss—all investments contain risk and may lose value. ²Market capitalization range determined as of the most recent calendar year end.

Investment Risks: 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.

Russell Midcap® Value Index measures the performance of US mid-cap companies with lower price/book ratios and forecasted growth values. Russell Midcap® Index measures the performance of roughly 800 US mid-cap companies. The index(es) are unmanaged; include net reinvested dividends; do not reflect fees or expenses; and are not available for direct investment.

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). **Fixed Charge Coverage Ratio** indicates a firm's ability to satisfy fixed financing expenses, such as interest and leases. **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. **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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