

# Why Global Discovery?

Artisan Partners Growth Team

PORTFOLIO MANAGER  
Viewpoints

November 2017

## What led you to launch your newest fund, Artisan Global Discovery?

**Jason:** The Global Discovery Fund allows us to build the portfolio that, in many ways, we would have started with 20 years ago at the team's founding if we had had the capability. It follows the same philosophy and process our team has followed since its inception, and our aim in Global Discovery, as with all the portfolios we manage, is to identify quality companies on the cusp of a compelling profit cycle based on catalysts we can understand, that are selling at a discount to our estimate of their private market values.

I believe Global Discovery is best thought of as a global, unconstrained version of our team's founding product, the Artisan Mid Cap Fund, which celebrated its 20-year anniversary in 2017. We've always believed the mid-cap space represents a compelling intersection of quality, competitively advantaged businesses with still-ample growth runways. We often say "mid cap is a state of mind"—a belief that is embedded in the team's DNA—and Global Discovery gives us more freedom to find those companies that fit the criteria that align with that mindset.

The Global Discovery Fund also builds on our 10 years' experience investing globally—we will celebrate 10 years managing Artisan Global Opportunities Fund in 2018—and we had been evolving our global research platform since well before launching that portfolio.

## How does Artisan Global Discovery Fund differ from the Global Opportunities and Mid Cap Funds on a tactical level?

**Jason:** We believe Global Discovery will differ from the Mid Cap Fund by virtue of its global focus and unconstrained nature—meaning while we will seek companies that exemplify the mid-cap franchises we are attracted to, we intend to hold those companies through the duration of their profit cycle, even if that means their capitalizations reach points beyond which we would normally sell them in the Mid Cap Fund. In terms of how it varies from Global Opportunities, the Global Discovery Fund will be more focused on mid-cap companies at the time of initial investment.

An example of the type of company we believe is a good fit for the new Global Discovery portfolio is Techtronic, which is the global leader in power tools with well-established and fast-growing brands, including Milwaukee, Ryobi and AEG. Techtronic is capitalizing on first-mover advantages in the ongoing evolution toward cordless, lithium ion battery-operated power tools to drive what we find a compelling profit cycle. Key to successfully capitalizing on the rising popularity of cordless tools is leveraging a company's network effect to lock in new and existing users within its lithium ion battery ecosystem, since the batteries cannot be used interchangeably among brands. Techtronic has aggressively expanded its product offerings over the last several years in order to accordingly lock in its user base, expanding from primarily drilling tools into non-drilling tools, with applications beyond housing that include infrastructure, commercial and industrial usage. Helmed by a capable management team and with a powerful, but early innings, secular trend, we believe Techtronic is attractively positioned for the period ahead. As a foreign-domiciled company that currently sits in the sweet spot of what most consider mid cap, Techtronic is the type of franchise that would previously not have been a natural fit in any of our strategies—but which we believe is a compelling opportunity for Global Discovery.



Portfolio Managers (L-R):

**Jason L. White, CFA**  
Portfolio Manager

18 Years Investment Experience

**James D. Hamel, CFA**  
Portfolio Manager

21 Years Investment Experience

**Craig A. Cepukenas, CFA**  
Portfolio Manager

29 Years Investment Experience

**Matthew H. Kamm, CFA**  
Portfolio Manager

18 Years Investment Experience

A R T I S A N



P A R T N E R S

## What do you mean by “mid cap is a state of mind”?

**Matt:** This notion that mid cap is a state of mind was really the genesis of the team in many ways. What we mean is, over the years we’ve learned that there’s a point—and it differs from company to company and industry to industry—at which businesses are mature enough to be high-quality franchises with solid competitive advantages, to be financially sound with the capacity to generate cash flow to fund future growth and to have experienced, savvy management teams.

But we also want to find companies at an inflection point—where they are on the cusp of an interesting profit cycle based on a compelling internal or external catalyst or some combination thereof. Perhaps because they have invested ahead of the curve, and are poised to reap the benefit of those growth-related investments. Or they have developed some proprietary product or service that is difficult to replicate. Or they have commanding market share giving them attractive scale advantages and/or a defensible brand. In other words, they’ve outgrown some of the challenges that come with being less mature, but they’re not yet so mature that they’ve outgrown their innovative profit cycle potential.

Companies of this sort needn’t be a specific market-cap size, however. They can be found up and down the market-cap spectrum, which is why we think of it more as a state of mind. Over the years, our research platform has evolved to have the capability to identify these kinds of companies, regardless of current size or where they are located geographically.

## For a team that started 20 years ago investing primarily in US mid-cap stocks, can you talk about how you evolved a fully global research platform?

**Jim:** Part of our research process involves talking to the suppliers, customers and competitors of the companies we are interested in. Over the years, as global markets have become increasingly interwoven, we found many of those conversations were leading us outside the US. And in doing so, we were increasingly finding companies that were good fits as investment candidates based on our philosophy and process. We were finding in our quest to find growth wherever it occurs that growth knows no domicile.

That evolution of course led to a couple of shifts—one being the team’s expansion and evolution in order to broaden our perspective. Over the years, we’ve brought on several talented analysts who have diversified perspectives with backgrounds in Brazil, India and China in order to better align our research capability with the increasingly globalized nature of markets. The result of this evolution has been a research team that we believe is highly qualified and capable at identifying good investment candidates across the world and capitalization spectrums.

These developments led naturally to the launch of the Global Opportunities Fund, which gave us greater degrees of freedom in an attempt to capitalize on the research we were doing anyway to support the Small Cap and Mid Cap Funds.

## Are there other examples of the types of franchises you’re finding for the Global Discovery Fund?

**Jason:** In addition to Techtronic, another holding we’re currently excited about in the portfolio is Sartorius, a Germany-based leading international laboratory and process technology provider for the biotech, pharmaceutical and food industries. Its innovative products and services help customers implement complex biomanufacturing and laboratory processes. From a competitive standpoint, we view Sartorius as well positioned to capitalize on several durable, long-term trends, given its already high market share—including the ongoing shifts toward biologic drugs and single-use technology (SUT). In terms of biologic drug production, Sartorius’ products are critical components of the drug manufacturing processes. The cost of switching to another supplier is high and time consuming, helping insulate Sartorius’ business from competitors. SUT, or the use of bags, filters and membranes instead of multi-use stainless steel containers, offers companies reduced cleaning and validations costs, lower contamination risks and allows for the production of smaller amounts of drugs. We believe the ongoing shift toward biosimilar drugs will drive manufacturers toward SUT adoption as it provides increased flexibility and lower costs—creating an attractive recurring revenue stream for Sartorius.



---

For more information: Visit [www.artisanpartners.com](http://www.artisanpartners.com) | Call 800.344.1770

---

Carefully consider the Fund's investment objective, risks and charges and expenses. This and other important information is contained in the Fund's prospectus and summary prospectus, which can be obtained by calling 800.344.1770. Read carefully before investing.

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. Growth securities may underperform other asset types during a given period.

This material represents the views of the manager as of 31 Oct 2017 and do not necessarily represent those of Artisan Partners. The views and opinions expressed are based on current market conditions, which will fluctuate and those views are subject to change without notice. While the information contained herein is believed to be reliable, there is no guarantee to the accuracy or completeness of any statement in the discussion. Any forecasts contained herein are for illustrative purposes only and are not to be relied upon as advice or interpreted as a recommendation.

For the purpose of determining the Fund's holdings, securities of the same issuer are aggregated to determine the weight in the Fund. The holdings mentioned comprise the following percentages of the Artisan Global Discovery Fund's total net assets (including all classes of shares) as of 31 Dec 2017: Techtronic Industries Co Ltd 1.6%, Sartorius AG 0.8%. The holdings mentioned comprise the following percentages of the Artisan Global Opportunities Fund's total net assets (including all classes of shares) as of 31 Dec 2017: Techtronic Industries Co Ltd 1.6%. Portfolio holdings are subject to change without notice and are not intended as recommendations of individual securities.

This material is provided for informational purposes without regard to your particular investment needs. This material shall not be construed as investment or tax advice on which you may rely for your investment decisions. Investors should consult their financial and tax adviser before making investments in order to determine the appropriateness of any investment product discussed herein. We expressly confirm that neither Artisan Partners nor its affiliates have made or are making an investment recommendation, or have provided or are providing investment advice of any kind whatsoever (whether impartial or otherwise), in connection with any decision to hire Artisan Partners as an investment adviser, invest in or remain invested in any funds to which we serve as investment adviser or otherwise engage with Artisan Partners in a business relationship.

Artisan Partners Funds offered through Artisan Partisan Distributors LLC (APDLLC), member FINRA. APDLLC is a wholly owned broker/dealer subsidiary of Artisan Partners Holdings LP. Artisan Partners Limited Partnership, an investment advisory firm and adviser to Artisan Funds, is wholly owned by Artisan Partners Holdings LP.

© 2018 Artisan Partners. All rights reserved.

A R T I S A N



P A R T N E R S