



# Artisan International Explorer Strategy

QUARTERLY  
Commentary

As of 30 June 2022

## Investment Process

We seek to invest in high-quality, undervalued businesses that offer the potential for superior risk/reward outcomes. The investment universe is generally non-US equities with market caps below \$5 billion.

### Undervaluation

Determining the intrinsic value of a business is the heart of our research process. Intrinsic value represents the amount that a buyer would pay to own a company's future cash flows. We seek to invest at a significant discount to our estimate of the intrinsic value of a business.

### Business Quality

We seek to invest in companies with histories of generating strong free cash flow, improving returns on capital and strong competitive positions in their industries.

### Financial Strength

We believe that investing in companies with strong balance sheets helps to reduce the potential for capital risk and provides company management the ability to build value when attractive opportunities are available.

### Shareholder-Oriented Management

Our research process attempts to identify management teams with a history of building value for shareholders.

## Portfolio Management



Beini Zhou, CFA  
Co-Portfolio Manager



Anand Vasagiri  
Co-Portfolio Manager

N. David Samra  
Managing Director

## Investment Results (% USD)

As of 30 June 2022	Average Annual Total Returns						
	QTD	YTD	1 Yr	3 Yr	5 Yr	10 Yr	Inception <sup>1</sup>
<b>Composite — Gross</b>	<b>-12.57</b>	<b>-13.02</b>	<b>-12.93</b>	—	—	—	<b>16.94</b>
<b>Composite — Net</b>	<b>-13.65</b>	<b>-15.26</b>	<b>-15.35</b>	—	—	—	<b>13.55</b>
MSCI All Country World ex USA Small Cap Index	-17.55	-22.92	-22.45	—	—	—	3.58

## Annual Returns (% USD) 12 months ended 30 June

	2018	2019	2020	2021	2022
<b>Composite — Gross</b>	—	—	—	—	<b>-12.93</b>

Source: Artisan Partners/MSCI. Returns for periods less than one year are not annualized. Composite performance has been presented in both gross and net of investment management fee (0.75%) and performance-based fee (20% above the benchmark). <sup>1</sup>Composite inception: 1 November 2020.

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 near the back of this document, which should be read in conjunction with this material.



### Idea Sourcing

One of the most frequent questions we receive is, well, how can the two of us cover the entire non-US small-cap space, which includes a few tens of thousands of companies. Let us explore this question.

It is important to note we do not need to have an opinion on every business in our investible universe. Our focus is on ensuring we form an opinion on a very small collection of the businesses in our universe. Most importantly, we have strong conviction in the even smaller collection of businesses held in our portfolio, to which we concentrate capital by design.

Idea generation comes from a variety of sources: research trips, Bloomberg screens, interactions with management and industry contacts and a watchlist built up over the years. None of which is proprietary—running Bloomberg screens, for example, is a common tool in our business. Some of our favorite screens, run biweekly or monthly, include buybacks, spin-offs, as well as recent management changes. More than the type of screens run, we believe our unique value lies in how we filter through hundreds of query results—we call it our frog-kissing process. Over the years, we've honed our process, so we are able to pass on most ideas from the screens very quickly. We do not get everything right and have mistaken a prince as a frog and passed on it, but we want to make sure we're much more right than wrong over time and keep improving our odds.

To summarize our idea generation process, we'd simply call it "knowing your markets." We have been investing in global markets for many years through all the sourcing channels previously mentioned. Knowledge is cumulative in this business. And what we learned 15 years ago is still applicable today. We have accumulated a large database of businesses and management contacts over the years—this helps us identify a good business model from a bad one, and differentiate a quality management team from a mediocre one. Along the way, we have collected many cautionary tales, involving people as well as business models. Knowing where bodies are buried, so to speak, is critical as we believe investing in non-US small caps is like walking into a landmine, so avoiding blow-ups is more important than hitting home runs.

There is no better way to know your markets than traveling to those countries, meeting with management face-to-face and kicking the tires on the ground. We spend considerable time performing in-person due diligence. In fact, we traveled to Europe in the back half of the quarter and met with more than 30 companies spanning three countries and several industries. On trips like this, we meet with businesses whose valuations have fallen but also some that are seemingly expensive. The latter is a crucial part of our process. We identify high-quality businesses in our universe and aim to connect with as many as possible—even if current valuations are unattractive. We know expensive businesses are unlikely to be immediately actionable, but we want to get to know them as well as management, develop relationships, determine the company's value and add those

to our watchlist that are potentially actionable at a lower future price. The result? A large bench of high-quality businesses under our purview that we then actively monitor so that we are well-positioned for an opportunity if the company's share price falls into our actionable range.

We opportunistically seek value, so while our portfolio might appear to be comprised of ad-hoc holdings, our idea generation process is anything but—every step along the way is well choreographed. For example, trip meetings are only the tip of the iceberg. We spend an enormous amount of time preparing for management meetings before each trip as well as crystalizing our thoughts in post-meeting notes which are shared with colleagues. After a recent meeting in Oslo, Norway, the CEO stood up and could not help but remark: "This is our first meeting and you introduced yourself as a generalist, but you already knew more about us than most visiting industry specialists, and I very much appreciate that." It just so happens this name is now on our watchlist.

Last but not least, what tends to be lost in a discussion on idea sourcing is that, while it is fun to work on fresh ideas, and new idea generation is no doubt important, let's not forget the other important variable—position sizing. Once a good idea has been sourced and added to the portfolio, it makes a big difference whether it is 1% or 5% of the portfolio. Generating good ideas is not enough. Each idea must count.

### What We Bought and Sold in the Quarter

We did not initiate any materially new positions in the first half of the year. Our watchlist has been growing longer in the meantime, however. Rather than buying new names, we have taken advantage of market volatility in the quarter and added to several of our existing positions. Unless we find a compelling new business at the right price, we would rather buy more of the known devils in our portfolio.

On the sale side, we exited Germany-based Brockhaus Capital at a loss. This has been a mistake. We initiated the name about a year ago in Q2 2021. Brockhaus is an investment holding company founded by a former private equity investor, Marco Brockhaus, that invests in private German Mittelstand (i.e., small-to-medium enterprises). When we became involved, it owned two German small-to-medium enterprises (SMEs) with significant cash on the balance sheet. We thought at the time that, one, the two businesses Brockhaus owns are of decent quality; two, Mr. Brockhaus had a successful investment track record of over 20 years; three, the balance sheet was solid; and four, it was trading at mid-teen times earnings excluding cash. In other words, it had all four key criteria we always look for in a business. Subsequent to our purchase, the business bought another German SME—an online bike-leasing platform providing employers with the ability to offer their employees a digital application to purchase bikes on installment plans. This cash-based deal, however, was much bigger in size than we (or even Mr. Brockhaus) anticipated. Its balance sheet became more levered than we feel comfortable with

as a result of the deal, not to mention the acquisition came with a sizable leasing receivables portfolio, which aggravated our balance sheet concern. We thus decided to sell our position in this business.

### Top Contributors and Detractors

Our top two largest contributors in Q2 are Euromoney Institutional Investor (contributed 135bps) and Mitra Adiperkasa (contributed 20bps).

Euromoney is a UK-based B2B business information service provider. It sells various kinds of data-based solutions to corporate customers across many sectors. The business consists of many assets, but we regard its Fastmarkets business as Euromoney's crown jewel. Fastmarkets is a global price reporting agency (PRA) that publishes and sells pricing data, primarily through subscription, on all kinds of commodities such as iron ore, oil and gas, agriculture, forestry and metals. Its products and solutions are deeply embedded in its corporate customers' daily workflows, which makes a well-established PRA a very sticky and resilient business. As certain commodities become more widely used, PRAs develop new products that can be traded and settled on major exchanges. For example, a year ago, with dawning of the electric vehicle era, Fastmarkets partnered with the CME Group, one of the world's largest exchanges, to launch a cash-settled lithium futures contract that will be settled against its pricing mechanism.

Besides Fastmarkets, Euromoney has an asset management division that owns the well-known Institutional Investor (II) brand and runs related II-branded events. Within that division, Euromoney also owns Ned Davis and BCA, which are primarily macro research it sells through subscription to asset managers and allocators.

We initiated this position in early November 2020, not long after the inception of our portfolio. Euromoney was severely hobbled under COVID as a material chunk of its revenue had come from events and conferences. We saw an opportunity to buy a business with some excellent underlying assets such as Fastmarkets when the entire business' earnings power was temporarily depressed. At our initiation, it was trading at low-teen times what we consider normal net earnings power of this business. We also thought at the time that its various business units didn't have much synergy, so it could be a break-up story one day in order for its value to be fully unlocked. Earlier in Q2, since its share price had not moved much from our initiation price, we materially added to the holding and it became one of our biggest positions.

Euromoney received a preliminary takeover bid from a consortium of two local private equity businesses. Its share price surged. The bidders, undergoing a "put up or shut up" period per UK takeover rule, are expected to put forward a formal offer soon. There is, however, a possibility other bidders might surface. Even though we are delighted this bid has validated our thesis, we regard the latest offer price as materially undervaluing this franchise.

Mitra Adiperkasa (MAPI) is an omni-channel retailer and local operator in Indonesia for over 150 well-known international brands in food and beverage (e.g., Starbucks), fashion (e.g., Zara), and health and beauty categories to name a few. When an international brand enters an emerging market like Indonesia, it's not uncommon to see the foreign brand owner partnering with a local operator that has larger local channel resources and intimate knowledge of the country. MAPI has proven to be a trusted local partner for many international consumer brands over the years. Its share price took a major dive as it had to shut down stores when COVID first hit as well as late last year when the omicron variant surfaced. As the country emerges from COVID, MAPI has resumed normal store operations, and its share price has recovered.

Despegar.com and Glenveagh Properties were the two biggest detractors: Despegar.com (detracted 138bps) and Glenveagh (detracted 136bps).

Despegar is the largest online travel agency in Latin America. Post-omicron optimism reflected in a rising share price in the prior quarter quickly evaporated in Q2. We can only attribute Despegar's recent share price weakness to potentially some distressed sellers driven by recent market volatility. Fundamentally, as far as we can tell, its operational as well as financial metrics have all been moving in the right direction. With Despegar's cost actions in recent years as well as some astute acquisitions it did close to the trough of the COVID travel downturn, we fully expect the business to emerge from COVID as a much stronger competitor. Importantly, Despegar started to generate positive cash flow recently and continues to have a very liquid balance sheet. We materially added to the position in the quarter.

Glenveagh is one of the largest home builders in Ireland. Before you potentially dismiss it as another cheap homebuilder trading at a single digit price-to-earnings, you should consider that the housing supply/demand imbalance in Ireland is one of the most extreme we have seen in developed parts of the world. After going through a period of excesses in housing in the mid-2000s and the industry's subsequent implosion during the financial crisis, Ireland's pendulum swung completely to the other direction in the past decade, which has led to extreme tightness in housing and rental supply in the country. Yet on the demand side, unbeknownst to many, Ireland has been one of the fastest growing developed countries through COVID and in recent years with a positive population trend, thanks to its favorable corporate tax regime. Many multi-national companies have a growing young employee base in the country, which bodes well for the local housing market.

At the industry level, the Irish homebuilding industry remains highly fragmented with Glenveagh, despite being one of the largest names in a relatively small country, occupying only single-digit market share. So it's competing with many mom-and-pop businesses that simply don't have the scale benefit Glenveagh enjoys in sourcing, manufacturing, staffing and in particular, dealing with local regulators

and utilities for permits. Its core business is selling suburban starter homes for around \$300k, which should be a relatively resilient spot in a potential housing downturn with rising interest rates. Glenveagh completed around 1,000 units last year and is aiming for 3,000 by 2025, which we believe is a realistic target.

We are not aware of any fundamental news in the quarter that we regard negatively. Glenveagh has been selling non-core assets on its balance sheet, which we view as a positive move, but some market participants, including some sell-side analysts, interpret that to mean lower growth over the next several years due to elimination of earnings contribution from those assets it sold. Let us just say this argument is beyond our fathom. Management has been using the sales proceeds as well as cash on Glenveagh's liquid balance sheet to aggressively buy back its shares. We expect Glenveagh to buy back close to one third of its total shares outstanding over a span of two years by the end of 2022. We love it, to say the least. Because we always aim for long-term value creation, we actually prefer Glenveagh's share price to remain depressed in the short term while the business continues to buy back its shares. We added to the position in the quarter.

---

#### ARTISAN CANVAS

Timely insights and updates from our investment teams and firm leadership

Visit [www.artisancanvas.com](http://www.artisancanvas.com)

---

---

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

---

**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. Such risks include new and rapidly changing political and economic structures, which may cause instability; underdeveloped securities markets; and higher likelihood of high levels of inflation, deflation or currency devaluations. 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. References to individual security performance relate to a representative account in the composite. Individual holding periods may differ.

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. For a representative account managed within the Artisan International Explorer Composite, the following holdings represent the top 10 largest holdings by percentage of net assets as of 30 Jun 2022: Euromoney Institutional Investor PLC 6.2%, Glenveagh Properties PLC 5.2%, Hensoldt AG 4.9%, Despegar.com Corp 4.6%, Steadfast Group Ltd 4.4%, ATS Automation Tooling Systems Inc 4.0%, Mitra Adiperkasa Tbk PT 4.0%, IDOX PLC 3.4%, Zuken Inc 3.0%, Signify NV 2.9%. Securities named in the Commentary, but not listed here or in the top/bottom contributors table below are not held in the portfolio as of the date of this report. Portfolio holdings are subject to change without notice and are not intended as recommendations of individual securities. Totals may not sum due to rounding.

Attribution is used to evaluate the investment management decisions which affected the portfolio's performance when compared to a benchmark index. Attribution is not exact, but should be considered an approximation of the relative contribution of each of the factors considered.

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 All Country World ex USA Small Cap Index measures the performance of small-cap companies in developed markets 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.

MSCI makes no express or implied warranties or representations and shall have no liability whatsoever with respect to any MSCI data contained herein. The MSCI data may not be further redistributed or used to create indices or financial products. This report is not approved or produced by MSCI.

The Global Industry Classification Standard (GICS<sup>®</sup>) is the exclusive intellectual property of MSCI Inc. (MSCI) and Standard & Poor's Financial Services, LLC (S&P). Neither MSCI, S&P, their affiliates, nor any of their third party providers ("GICS Parties") makes any representations or warranties, express or implied, with respect to GICS or the results to be obtained by the use thereof, and expressly disclaim all warranties, including warranties of accuracy, completeness, merchantability and fitness for a particular purpose. The GICS Parties shall not have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of such damages.

This summary represents the views of the portfolio manager as of 30 Jun 2022. Those views and portfolio holdings are subject to change and Artisan Partners disclaims any obligation to advise investors of such changes. The discussion of portfolio holdings does not constitute a recommendation of any individual security. For a list of the top and bottom contributors to return for the strategy, refer to the Contributors to Return chart.

**Price-to-Earnings (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.

This material is provided for informational purposes without regard to your particular investment needs and 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. In no event shall Artisan Partners have any liability for direct, indirect, special, incidental, punitive, consequential (including, without limitation, lost profits) losses or any other damages resulting from the use of this material.

Artisan Partners Limited Partnership (APLP) is an investment adviser registered with the U.S. Securities and Exchange Commission (SEC). Artisan Partners UK LLP (APUK) is authorized and regulated by the Financial Conduct Authority and is a registered investment adviser with the SEC. APEL Financial Distribution Services Limited (AP Europe) is authorized and regulated by the Central Bank of Ireland. APLP, APUK and AP Europe are collectively, with their parent company and affiliates, referred to as Artisan Partners herein. Artisan Partners is not registered, authorised or eligible for an exemption from registration in all jurisdictions. Therefore, services described herein may not be available in certain jurisdictions. This material does not constitute an offer or solicitation where such actions are not authorised or lawful, and in some cases may only be provided at the initiative of the prospect. Further limitations on the availability of products or services described herein may be imposed.

This material is only intended for investors which meet qualifications as institutional investors as defined in the applicable jurisdiction where this material is received, which includes only *Professional Clients* or *Eligible Counterparties* as defined by the Markets in Financial Instruments Directive (MiFID) where this material is issued by APUK or AP Europe. This material is not for use by retail investors and may not be reproduced or distributed without Artisan Partners' permission.

In the United Kingdom, issued by APUK, 25 St. James's St., Floor 3, London SW1A 1HA, registered in England and Wales (LLP No. OC351201). Registered office: Reading Bridge House, Floor 4, George St., Reading, Berkshire RG1 8LS. In Ireland, issued by AP Europe, Fitzwilliam Hall, Fitzwilliam Pl, Ste. 202, Dublin 2, D02 T292. Registered office: 70 Sir John Rogerson's Quay, Dublin 2, D02 R296 (Company No. 637966).

**Australia:** This material is directed at wholesale clients only and is not intended for, or to be relied upon by, private individuals or retail investors. Artisan Partners Australia Pty Ltd is a representative of APLP (ARBN 153 777 292) and APUK (ARBN 603 522 649). APLP and APUK are respectively regulated under US and UK laws which differ from Australian laws and are exempt from the requirement to hold an Australian financial services license under the Australian Corporations Act 2001 in respect to financial services provided in Australia.

**Canada:** This material is distributed in Canada by APLP and/or Artisan Partners Distributors LLC, which conduct activities in Canada under exemptions from the dealer, portfolio manager and investment fund manager registration requirements of applicable Canadian securities laws. This material does not constitute an offer of services in circumstances where such exemptions are not available. APLP advisory services are available only to investors that qualify as "permitted clients" under applicable Canadian securities laws.

© 2022 Artisan Partners. All rights reserved.

For Institutional Investors – Not for Onward Distribution



# Artisan International Explorer Strategy

Quarterly Contribution to Return (% USD)

As of 30 June 2022

Top 5 Contributors	Average Weight	Contribution to Return	Ending Weight	Bottom 5 Contributors	Average Weight	Contribution to Return	Ending Weight
Euromoney Institutional Investor PLC	4.04	1.17	6.21	Despegar.com Corp	4.14	-1.58	4.64
Mitra Adiperkasa Tbk PT	3.28	0.22	3.96	Glenveagh Properties PLC	5.00	-1.45	5.18
Impro Precision Industries Ltd	2.06	0.13	1.74	Undisclosed Holding	1.40	-1.41	0.79
Cash	14.74	0.07	16.37	ATS Automation Tooling Systems Inc	3.78	-0.90	3.97
M&C Saatchi PLC	7.72	0.02	2.60	Signify NV	2.43	-0.68	2.88

Source: Artisan Partners/FactSet. Performance is historical and is not a reliable indicator of future results. As of 30 Jun 2022. These investments made the greatest contribution to, or detracted most from, performance during the period based on a representative account within the strategy Composite. Upon request, Artisan will provide: (i) the calculation methodology and/or (ii) a list showing the contribution of each holding to overall performance during the measurement period. Securities of the same issuer are aggregated to determine the weight in the portfolio. % Contribution to Return is calculated by FactSet by multiplying a security's weight in the portfolio by its in portfolio return for the period referenced and does not take into account expenses of the portfolio. Contribution to return is not exact, but should be considered an approximation. Issuers with portfolio weights of less than 1.45% as of the period end may be shown as undisclosed holdings.