

Emerging Markets Growth



Flash Report – March 31, 2021

OVERVIEW

As technology changes the opportunity set, Emerging Markets Growth seeks to own the best growth businesses benefiting from rising incomes, urbanization, growing local demand, and structural changes in many end markets.

INVESTMENT CRITERIA

1. Sustainable above-average earnings growth
2. Leadership position in a promising business space
3. Significant competitive advantage/unique business franchise
4. Clear mission and value-added focus
5. Financial strength
6. Rational valuation relative to the market and business prospects

KEY ATTRIBUTES³

CONCENTRATED AND CONVICTION-WEIGHTED

38

Businesses

54%

Top Ten Weight

LONG-TERM INVESTMENT HORIZON

19%

Turnover - Annual Avg.¹

5+ Yr

Expected Holding Period

ABOVE-AVERAGE EPS GROWTH FORECAST²

22%

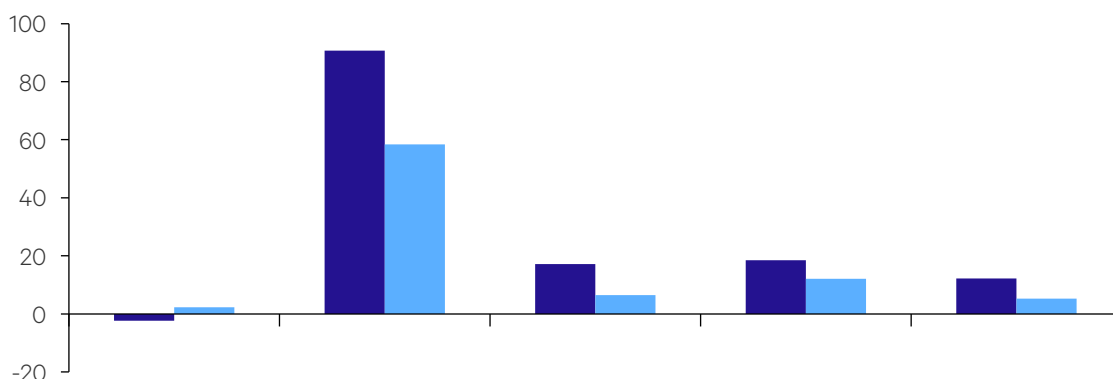
Emerging Markets Growth

18%

MSCI Emerging Markets Index

INVESTMENT RESULTS (%)

Emerging Markets Growth vs. MSCI Emerging Markets Index



Inception: 12/31/12

● Portfolio (Net)

● Benchmark

Value Added (bps)

1Q21

1 Year

3 Years

5 Years

Since Inception

-2.4

2.3

-470

90.7

58.4

3,230

17.2

6.5

1,070

18.5

12.1

640

12.2

5.2

700

CALENDAR YEAR RETURNS (%)

	2013	2014	2015	2016	2017	2018	2019	2020	YTD
Portfolio (Net)	12.6	5.7	-8.9	2.5	39.1	-14.0	28.2	54.8	-2.4
Benchmark	-2.6	-2.2	-14.9	11.2	37.3	-14.6	18.4	18.3	2.3
Value Added (bps)	1,520	790	600	-870	180	60	980	3,650	-470

Inception date is 12/31/12. Periods greater than one year are annualized. The investment results shown are net of advisory fees and reflect the reinvestment of dividends and any other earnings. The investment results are that of the Emerging Markets Growth Composite. GIPS®-compliant reports and additional disclosures for the related composites may be found at sandscapital.com/media/Sands_Capital_Annual_Disclosure_Presentation.pdf or at the end of this presentation. Past performance is not indicative of future results.

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PORTFOLIO CHARACTERISTICS³

	Portfolio	Benchmark
Portfolio Businesses	38	1,392
Active Share ⁴	86%	n/a
5-Year Historical EPS Growth	27%	14%
Consensus Long-Term EPS Growth	22%	18%
Consensus Forward P/E - Next 12 mos. ⁵	36x	14x
Weighted Avg. Market Cap (\$B)	177.4	173.9
Median Market Cap (\$B)	21.7	7.3
Turnover - Trailing 12 mos. ¹	20%	n/a
Weighted Average Carbon Intensity ¹⁴	46.3	263.7

PERFORMANCE METRICS³

(Trailing 5 Years Net of Fees)	Portfolio	Benchmark
Annualized Excess Return ⁶	6.5%	n/a
Information Ratio ⁷	0.7	n/a
Sharpe Ratio ⁸	0.9	0.7
Tracking Error ⁹	8.9%	n/a
Standard Deviation ¹⁰	18.6%	16.3%
R-Squared ¹¹	77.5%	100.0%
Up Capture ¹²	114%	100%
Down Capture ¹³	88%	100%

TOP TEN HOLDINGS (53.8% OF ASSETS)³



Company	Business Space ¹⁷	Domicile ¹⁵	Portfolio (%)	Owned Since
Sea	Internet Software and Services	Singapore	8.9	2017
Tencent	Internet Communications and Entertainment	China	7.7	2012
MercadoLibre	Online Marketplace and Payment Service	Argentina	6.8	2012
Taiwan Semiconductor	Semiconductors and Semiconductor Equipment	Taiwan	6.6	2015
Alibaba	Internet Retail	China	6.5	2014
Yandex	Internet Search and Media	Russia	4.1	2017
Apollo Hospitals	Hospital Owner/Operator, Pharmacy Owner/Operator	India	3.7	2012
Bajaj Finance	Consumer Durables Financing	India	3.4	2018
Anta Sports Products	Textile Apparel and Luxury Goods	China	3.2	2016
HDFC Bank	Commercial Banks	India	3.1	2017

SECTOR EXPOSURE^{3,19}

	Portfolio	Relative to Benchmark
Consumer Discretionary	28.8	11.1
Communication Services	22.6	10.9
Financials	17.6	-0.6
Information Technology	10.4	-10.5
Health Care	9.0	4.5
Consumer Staples	6.3	0.7
Materials	1.3	-6.8
Industrials	1.2	-3.1
Real Estate	0.6	-1.6
Energy	-	-4.8
Utilities	-	-2.0
[Cash]	2.1	2.1

REGIONAL EXPOSURE^{3,15}

	Portfolio	Relative to Benchmark
Emerging Asia	55.5	2.8
Asia/Pacific Ex Japan	18.2	-9.0
Latin America	15.0	7.7
Europe	7.7	3.2
Mid-East & Africa	1.5	-6.9
[Cash]	2.1	2.1

CONTRIBUTION (%)²⁰

Top Absolute Contributors

Top Absolute Detractors

QUARTER TO DATE

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	8.8	12.2	1.0	New Oriental Education	2.4	-24.7	-0.7
Apollo Hospitals	3.3	20.2	0.5	MercadoLibre	7.4	-12.1	-0.7
Tencent	8.4	7.9	0.4	PagSeguro Digital	2.2	-18.6	-0.5
Taiwan Semiconductor	6.2	8.8	0.4	Allegro	0.8	-38.1	-0.4
Anta Sports Products	3.4	2.9	0.2	Foshan Haitian Flavoring	1.7	-20.5	-0.3

TRAILING 1 YEAR

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	8.4	403.8	20.0	CD Projekt	0.2	-56.0	-0.6
MercadoLibre	6.6	201.3	10.2	Tencent Music	0.2	-24.7	-0.3
Tencent	8.7	60.4	5.8	Allegro	0.4	-23.6	-0.2
Taiwan Semiconductor	4.8	151.6	5.1	Maruti Suzuki	0.0	23.2	0.0
Wuxi Biologics	3.0	189.7	4.3	MakeMyTrip	0.0	10.8	0.1

TRAILING 3 YEAR

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	4.7	1880.7	25.8	Medy-Tox	1.2	-42.4	-3.0
MercadoLibre	4.7	313.1	12.3	MakeMyTrip	1.3	-61.8	-2.7
Anta Sports Products	3.5	237.3	6.6	Baidu	2.0	-39.0	-2.6
Tencent	7.1	51.5	6.5	Zee Entertainment	0.9	-61.4	-2.4
Taiwan Semiconductor	3.5	195.3	5.7	Trip	2.7	-15.0	-2.4

TRAILING 5 YEAR

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	2.9	1272.9	25.1	Amorepacific	0.9	-57.3	-3.2
MercadoLibre	4.3	1155.7	21.0	Hikma Pharmaceuticals	0.9	-50.7	-2.5
Alibaba	8.2	186.9	18.6	Grupo Aeroportuario	1.0	-41.5	-2.0
Tencent	5.7	289.3	13.0	Trip	2.7	-10.5	-2.0
Anta Sports Products	2.8	678.2	9.7	Baidu	3.2	-28.7	-2.0

Contribution and performance are calculated using end of day prices, and do not reflect actual purchase prices. This can affect the presentation of contribution and performance of IPOs and other transactions amid heightened volatility. Emerging Markets Growth may participate in IPOs in eligible accounts and purchase additional shares in the secondary market. ¹ Turnover Rate is calculated excluding cash using a Emerging Markets Growth model portfolio eliminating the effect of client directed cash flows in the calculation. Annual Turnover Rate reflects the previous calendar year. Annual Average Turnover Rate reflects the average value over the past five calendar years. ² Consensus long-term EPS growth forecast. ³ Emerging Markets Growth calculations are based on the Emerging Markets Growth Composite. ⁴ Active Share represents the share of portfolio holdings that differ from the benchmark, with 0% meaning perfect index replication and 100% indicating pure active management. ⁵ P/E forecasts are consensus estimates. ⁶ Annualized Excess Return represents the difference between the strategy's performance and the benchmark's performance. ⁷ Information Ratio is the ratio of excess return to risk, as measured by standard deviation. ⁸ The Sharpe Ratio measures excess return above the risk free rate to standard deviation of returns. ⁹ Tracking Error is the amount by which the performance of the strategy differed from that of the benchmark. ¹⁰ Standard Deviation is a measurement of dispersion of a set of data from its mean. ¹¹ R2 is a measurement of how much performance reflects the returns from the benchmark. ¹² The Up Capture is a measure of how a manager performed during phases of positive benchmark returns. ¹³ The Down Capture is a measure of how a manager performed during phases of negative benchmark returns. ¹⁴ Expressed as tons CO2 emissions/\$Million sales, this metric indicates the portfolio's exposure to potential climate change-related risks relative to the benchmark. At a business level, MSCI ESG Research calculates Carbon Intensity as carbon emissions per dollar of sales. The portfolio-level Weighted Average Carbon Intensity is the sum product of the business weights and their intensities. © 2021 MSCI ESG Research LLC. Reproduced by permission; no further redistribution. ¹⁵ Based on MSCI definitions. ¹⁶ Business Space is based on SCM classifications. ¹⁷ The Global Industry Classification Standard ("GICS") was developed by and is the exclusive property and a service mark of MSCI Inc. ("MSCI") and Standard & Poor's, a division of The McGraw-Hill Companies, Inc. ("S&P") and is licensed for use by Sands Capital Management, LLC. Neither MSCI, S&P nor any third party involved in making or compiling the GICS or any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim express or implied warranties or representations with respect to any such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling the GICS or any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages. ²⁰ Data presented is that of the Emerging Markets Growth Composite. Top and bottom absolute contribution figures were calculated by multiplying the security's average weight by the security's return. The investment results shown are gross of advisory fees and reflect the reinvestment of dividends and any other earnings. The client's return will be reduced by these fees and expenses in addition to any other costs incurred in the management of the account. To receive a complete list and description of the calculation methodology for the attribution analysis and complete list detailing each holding's attribution please contact a member of the Client Relations Team at 703-562-4000. 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 as a basis for other indices or any securities or financial products. This report is not approved, reviewed or produced by MSCI. The companies illustrated represent a sub-set of current holdings in the Emerging Markets Growth portfolio and were selected based on the performance measures presented.

At Sands Capital, we are active, long-term investors in leading innovative growth businesses, globally. Our approach combines rigorous fundamental analysis with inspired thinking to seek innovative, high-quality businesses that are creating the future. By enabling our clients to participate in the growth of these businesses, our mission is to add value and enhance their wealth with prudence over time.

ALL-IN CULTURE

We are one team dedicated to one mission and one philosophy. As a fully independent and staff-owned firm, we attract and retain strong talent, focus on long-term outcomes, and are highly aligned with our clients' interests.

GLOBAL PERSPECTIVE WITH LOCAL UNDERSTANDING

Innovation-driven growth knows no geographic boundaries. Neither does our research team. We are hands on, on-the-ground, deeply immersed in the ecosystems in which our businesses operate.

INSIGHT-DRIVEN

Businesses that can build a sustainable advantage are few and far between. To seek them, we apply six criteria to separate signal from noise, identify what matters most, and construct differentiated views on tomorrow's businesses, today.

HIGH CONVICTION FOR HIGH IMPACT

All our strategies concentrate investments in only our best ideas and avoid mediocrity. With the intent to own businesses for five years or longer, we seek to create value for clients through the compounding of business growth over time.

Emerging Markets Growth Composite (EMGC) GIPS Report

Year End	Number of Accounts	Assets at End of Period (USD Millions)	EMGC			MSCI Emerging Markets Index (MSCI EM)		Percentage of Firmwide Assets	Non-Fee Paying Assets as Percentage of Composite	Asset Weighted Standard Deviation of Gross Returns	Firm's Total Assets (USD Millions)
			Net Return	Gross Return	Annualized 3 Yr. Ex-Post Standard Deviation of Net Returns	MSCI EM	Annualized 3 Yr. Ex-Post Standard Deviation				
2020	10	\$6,521.97	54.79	56.05	22.43	18.31	19.6	9.50	0.04	0.17	\$68,621.83
2019	8	\$3,551.45	28.20	29.39	14.85	18.42	14.17	7.96	0.05	0.21	\$44,636.85
2018	10	\$2,432.63	-13.97	-12.86	15.97	-14.57	14.60	6.87	0.06	0.30	\$35,387.67
2017	9	\$2,010.72	39.12	40.82	14.51	37.28	15.35	4.86	0.08	0.28	\$41,331.26
2016	9	\$1,114.66	2.51	3.81	16.03	11.19	16.07	3.19	0.10	0.24	\$34,914.29
2015	8	\$776.57	-8.90	-7.76	15.43	-14.92	14.06	1.76	0.14	0.30	\$44,192.42
2014	<5	\$444.88	5.71	7.04	— ²	-2.19	— ²	0.93	0.34	n.m. ¹	\$47,659.83
2013	<5	\$117	12.64	14.02	— ²	-2.60	— ²	0.00	100.00	n.m. ¹	\$42,067.92

¹n.m. – Not statistically meaningful, five or less accounts in the composite for the entire year. ²The 3-year annualized standard deviation is not shown due to having less than 36 months of returns. Sands Capital Management ("Sands Capital" and "SCM") is an independent registered investment advisor. Sands Capital claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS® standards. Sands Capital has been independently verified for the periods February 7, 1992 through December 31, 2019. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. The Emerging Markets Growth Composite ("EMGC") has been examined for the periods December 31, 2012 through December 31, 2019. The verification and performance examination reports are available upon request. The EMGC reflects information from all fee-paying and non-fee paying accounts managed in the Emerging Markets Growth Strategy on a fully discretionary basis. The Emerging Markets Growth Strategy is a concentrated portfolio that typically includes 30 to 50 companies that are domiciled, listed, or that derive over half their revenues or profits from countries classified as MSCI Emerging and Frontier Market countries. Portfolio companies can be small, mid, or large capitalization companies that have attractive growth opportunities ahead of them and are leaders in their respective business spaces. The portfolio may invest in developed market businesses that derive a substantial portion of their revenues from emerging markets. The portfolio may invest in ADRs, foreign securities traded on foreign exchanges, and may include the use of derivative access products to gain exposure to certain foreign markets where direct investment is not always practical or cost efficient. There is no account minimum. The benchmark for the EMGC is the MSCI Emerging Markets Index ("MSCI EM"). The MSCI EM is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of emerging markets. The EMGC may hold securities not included in the MSCI EM and Sands Capital Management, LLC may invest in securities not covered by the index. The annual composite dispersion presented is an asset-weighted standard deviation calculated of performance dispersion for accounts in the composite for the entire year, using beginning of period values. The U.S. dollar is the currency used to express performance. Returns include the effect of foreign currency exchange rates. Returns are presented gross and net of management fees and include the reinvestment of all income. Composite performance is presented net of foreign withholding taxes on dividends, interest income, and capital gains. Withholding taxes may vary according to the investor's domicile. The benchmark return is net of withholding taxes from a Luxembourg tax perspective. Net of fee performance was calculated by deducting the model annual fee of 1.25% from the monthly gross composite return for the period from January 1, 2013 to March 31, 2019. 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