

Emerging Markets Growth (USD)



Flash Report – March 31, 2022

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

49%

Top Ten Weight

LONG-TERM INVESTMENT HORIZON

20%

Turnover - Annual Avg.¹

5+ Yr

Expected Holding Period

ABOVE-AVERAGE EPS GROWTH FORECAST²

27%

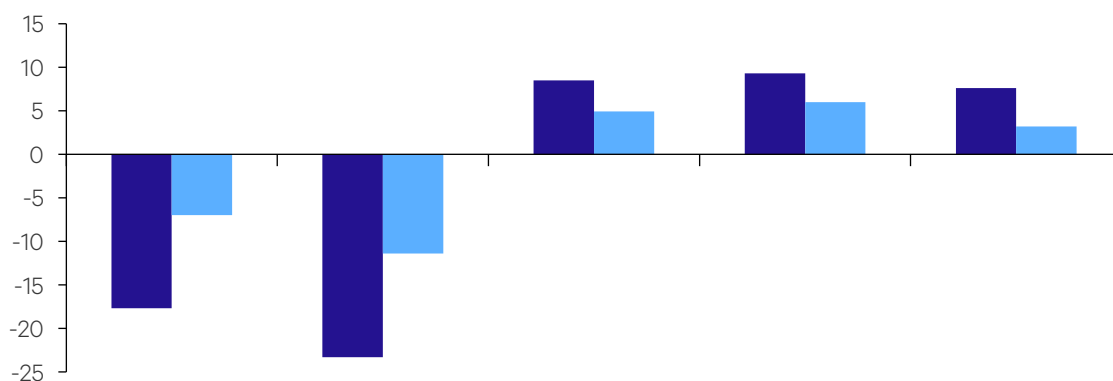
Emerging Markets Growth

16%

MSCI Emerging Markets Index

INVESTMENT RESULTS (%)

Emerging Markets Growth vs. MSCI Emerging Markets Index



Inception: 12/31/12

● Portfolio (Net)

● Benchmark

Value Added (bps)

1Q22

1 Year

3 Years

5 Years

Since Inception

-17.7

-7.0

-1,070

-23.3

-11.4

-1,190

8.5

4.9

360

9.3

6.0

330

7.6

3.2

440

CALENDAR YEAR RETURNS (%)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	YTD
Portfolio (Net)	12.6	5.7	-8.9	2.5	39.1	-14.0	28.2	54.8	-9.0	-17.7
Benchmark	-2.6	-2.2	-14.9	11.2	37.3	-14.6	18.4	18.3	-2.5	-7.0
Value Added (bps)	1,520	790	600	-870	180	60	980	3,650	-650	-1,070

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® Reports and additional disclosures for the related composites may be found at <https://www.sandscapital.com/GIPS-Report> 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	1,399
Active Share ⁴	81%	n/a
5-Year Historical EPS Growth	20%	15%
Consensus Long-Term EPS Growth	27%	16%
Consensus Forward P/E - Next 12 mos. ⁵	28x	11x
Weighted Avg. Market Cap (\$B)	115.6	123.8
Median Market Cap (\$B)	23.6	7.4
Turnover - Trailing 12 mos. ¹	26%	n/a
Weighted Average Carbon Intensity ¹⁴	55.0	399.8

RETURN & VOLATILITY METRICS³

(Trailing 5 Years Net of Fees)	Portfolio	Benchmark
Annualized Excess Return ⁶	3.3%	n/a
Beta ¹⁶	1.05	1.00
Information Ratio ⁷	0.3	n/a
R-Squared ¹¹	74.6%	100.0%
Sharpe Ratio ⁸	0.4	0.3
Standard Deviation ¹⁰	20.1%	16.5%
Tracking Error ⁹	10.2%	n/a
Up Capture ¹²	120%	100%
Down Capture ¹³	104%	100%

TOP TEN HOLDINGS (49.0% OF ASSETS)³



Company	Sector ¹⁹	Domicile ¹⁵	Portfolio (%)	Owned Since
Taiwan Semiconductor	Information Technology	Taiwan	7.6	2015
MercadoLibre	Consumer Discretionary	Argentina	7.0	2012
Sea	Communication Services	Singapore	5.6	2017
Bajaj Finance	Financials	India	5.3	2018
Tencent	Communication Services	China	5.2	2012
Apollo Hospitals	Health Care	India	4.6	2012
HDFC Bank	Financials	India	3.8	2017
Alibaba	Consumer Discretionary	China	3.7	2014
Globant	Information Technology	Argentina	3.1	2020
Anta Sports Products	Consumer Discretionary	China	3.1	2016

SECTOR EXPOSURE^{3,19}

	Portfolio	Relative to Benchmark
Financials	22.9	0.8
Consumer Discretionary	21.1	8.8
Communication Services	14.4	4.3
Information Technology	13.4	-8.2
Health Care	9.5	5.6
Consumer Staples	8.0	2.2
Materials	1.9	-7.6
Industrials	1.8	-3.6
Energy	1.6	-3.2
Real Estate	1.2	-0.9
Utilities	-	-2.6
[Cash]	4.4	4.4

REGIONAL EXPOSURE^{3,15}

	Portfolio	Relative to Benchmark
Emerging Asia	57.1	8.1
Asia/Pacific Ex Japan	19.4	-9.3
Latin America	18.2	9.0
Mid-East & Africa	1.0	-10.5
Europe	-	-1.6
[Cash]	4.4	4.4

CONTRIBUTION (%)²⁰

Top Absolute Contributors

Top Absolute Detractors

QUARTER TO DATE

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Localiza Rent a Car	1.4	35.5	0.4	Sea	5.4	-46.5	-2.8
Raia Drogasil	1.2	15.5	0.2	Yandex	1.9	-68.7	-2.2
Bank Central Asia	2.4	10.1	0.2	TCS Group	1.2	-57.3	-1.5
Bandhan Bank	1.2	19.3	0.2	Kaspi	1.8	-56.8	-1.5
Bajaj Finance	4.9	2.1	0.1	Taiwan Semiconductor	8.0	-13.0	-1.2

TRAILING 1 YEAR

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Apollo Hospitals	4.7	50.1	1.1	Tencent	5.9	-37.2	-2.6
Bajaj Finance	4.2	36.0	0.9	Yandex	3.7	-70.4	-2.5
Titan	2.1	57.1	0.7	Alibaba	4.4	-51.1	-2.2
Globant	2.3	26.2	0.5	Sea	7.9	-46.3	-2.2
Bank Central Asia	1.8	34.0	0.4	TCS Group	1.2	-57.5	-1.6

TRAILING 3 YEAR

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	6.9	409.3	16.3	Trip	1.8	-35.9	-1.6
MercadoLibre	5.9	134.3	7.2	TCS Group	0.4	-57.5	-1.6
Taiwan Semiconductor	4.9	174.0	3.7	Bandhan Bank	0.9	-49.2	-1.4
Apollo Hospitals	3.6	236.3	2.7	MakeMyTrip	0.6	-52.0	-1.3
Anta Sports Products	3.6	90.0	2.7	Tencent Music	0.3	-83.0	-1.1

TRAILING 5 YEAR

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	4.5	688.7	17.3	Trip	2.4	-43.1	-2.4
MercadoLibre	4.9	463.4	11.9	MakeMyTrip	1.2	-61.7	-2.0
Alibaba	7.7	2.7	8.2	Hikma Pharmaceuticals	0.3	-44.0	-1.8
Anta Sports Products	3.2	394.6	6.1	Zee Entertainment	1.0	-58.6	-1.6
Tencent	6.3	73.6	5.8	TCS Group	0.2	-57.5	-1.6

With the exception of IPOs where actual transacted prices are used, contributions are calculated using end of day prices, and do not reflect actual purchase prices. This can affect the presentation of contribution and performance of transactions amid heightened volatility. Emerging Markets Growth may participate in IPOs in eligible accounts and purchase additional shares in the secondary market. ¹Turnover Rate is calculated excluding cash using a Emerging Markets Growth model portfolio eliminating the effect of client directed cash flows in the calculation. 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, grouped at company level, with 0% meaning perfect index replication and 100% indicating no overlapping holdings. 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. © 2022 MSCI ESG Research LLC. Reproduced by permission; no further redistribution. ¹⁵ Based on MSCI definitions. ¹⁶ Beta is a measure of an asset's risk in relation to the market, as typically represented by a broad index. ¹⁹ 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 contribution figures were calculated in Factset Portfolio Analysis, using geometrically-linked daily holdings and security returns. 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 of 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.

Sands Capital is an active, long-term investor in leading innovative businesses globally. Our approach combines analytical rigor and creative thinking to identify high-quality growth businesses that are creating the future. Through an integrated investment platform spanning venture capital, growth equity and public equity, we provide growth capital solutions to institutions and fund sponsors in more than 40 countries. Sands Capital is an independent, staff-owned firm founded in 1992 with offices in the Washington, D.C. area, London, and Singapore.

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)		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		
2021	23	\$13,014.02	-9.01	-8.23	21.42	-2.54	18.33	0.44	\$75,340.29
2020	10	\$6,521.97	54.79	56.05	22.43	18.31	19.6	0.17	\$68,621.83
2019	8	\$3,551.45	28.20	29.39	14.85	18.42	14.17	0.21	\$44,636.85
2018	10	\$2,432.63	-13.97	-12.86	15.97	-14.57	14.60	0.30	\$35,387.67
2017	9	\$2,010.72	39.12	40.82	14.51	37.28	15.35	0.28	\$41,331.26
2016	9	\$1,114.66	2.51	3.81	16.03	11.19	16.07	0.24	\$34,914.29
2015	8	\$776.57	-8.90	-7.76	15.43	-14.92	14.06	0.30	\$44,192.42
2014	<5	\$444.88	5.71	7.04	— ²	-2.19	— ²	n.m. ¹	\$47,659.83
2013	<5	\$117	12.64	14.02	— ²	-2.60	— ²	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. As of October 1, 2021, the firm was redefined to be the combination of Sands Capital Management, LLC and Sands Capital Ventures, LLC. Both firms are registered investment advisers with the U.S. Securities and Exchange Commission in accordance with the Investment Advisers Act of 1940, as amended. The two registered investment advisers are combined to be one firm for GIPS purposes and are doing business as Sands Capital. Sands Capital operates as a distinct business organization, retains discretion over the assets between the two registered investment advisers, and has autonomy over the total investment decision making process. Prior to October 1, 2021, the firm was defined as Sands Capital Management, LLC, is an independent registered investment adviser. 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, 2020. 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 had a performance examination for the periods December 31, 2012 through December 31, 2020. 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. The Emerging Markets Growth strategy is a concentrated portfolio that normally consists of the equity securities of 30 to 50 primarily large and mid-capitalization growth businesses. Portfolio companies are domiciled, listed, or have significant exposure (e.g. substantial portion of revenues, profits, or productive assets) to emerging and frontier markets. The portfolio may invest in ADRs, foreign securities traded on foreign exchanges, and may include the use of derivative access products including Low Exercise Price Warrants ("LEPWs") and Participation Notes ("P-Notes") to gain exposure to certain foreign markets where direct investment is restricted or not always practical or cost efficient. The strategy may experience losses as it is subject to equity securities risk, market and issuer risk, selection risk, growth style risk, concentration risk, currency exchange risk, foreign company risk, derivatives risk and other economic risks that may influence the returns of this strategy. 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 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 the maximum withholding tax rate of the constituent company's country of incorporation applicable to institutional investors. Net of fee performance was calculated by reducing the monthly gross composite return by 1/12 of the highest applicable annual fee of 1.25% for the period from January 1, 2013 to March 31, 2019. Beginning on April 1, 2019, the highest applicable annual fee was lowered and net of fee returns were calculated by reducing the monthly gross composite return by 1/12 of the highest applicable annual fee of 0.85%. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. A list of composite descriptions, pooled fund descriptions for limited distribution pooled funds, and broad distribution funds is available upon request. Past performance is not indicative of future results. The investment management fee schedule for separate accounts is 0.85% on the first \$50 million, 0.65% on the next \$200 million and 0.55% on all assets above \$250 million. The Sands Capital Emerging Markets Growth Master Fund LP, which is included in the composite, has an investment management fee schedule of 0.85% on all assets and the total expense ratio is 1.00%. Accounts may also pay a performance-based fee that consists of a base fee plus a percentage of the annualized excess return versus the benchmark. Additional information regarding performance fees is available upon request. Actual investment advisory fees incurred by clients may vary. The EMGC was created on May 28, 2013 and the inception date for performance is December 31, 2012. 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