

# Emerging Markets Growth (USD)

Flash Report - March 31, 2024



## OVERVIEW

Emerging Markets Growth seeks to selectively own what we view as premier emerging market growth businesses. The portfolio consists of businesses benefiting and driving secular change, including digitalization, industry consolidation and formalization, and life sciences innovation.

## 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 ATTRIBUTES

CONCENTRATED AND CONVICTION WEIGHTED

**39**

Businesses

**46%**

Top Ten Weight

LONG-TERM INVESTMENT HORIZON

**20%**

Turnover-Annual Avg.

**5+ Yrs**

Expected Holding Period

ABOVE-AVERAGE EPS GROWTH FORECAST

**17%**

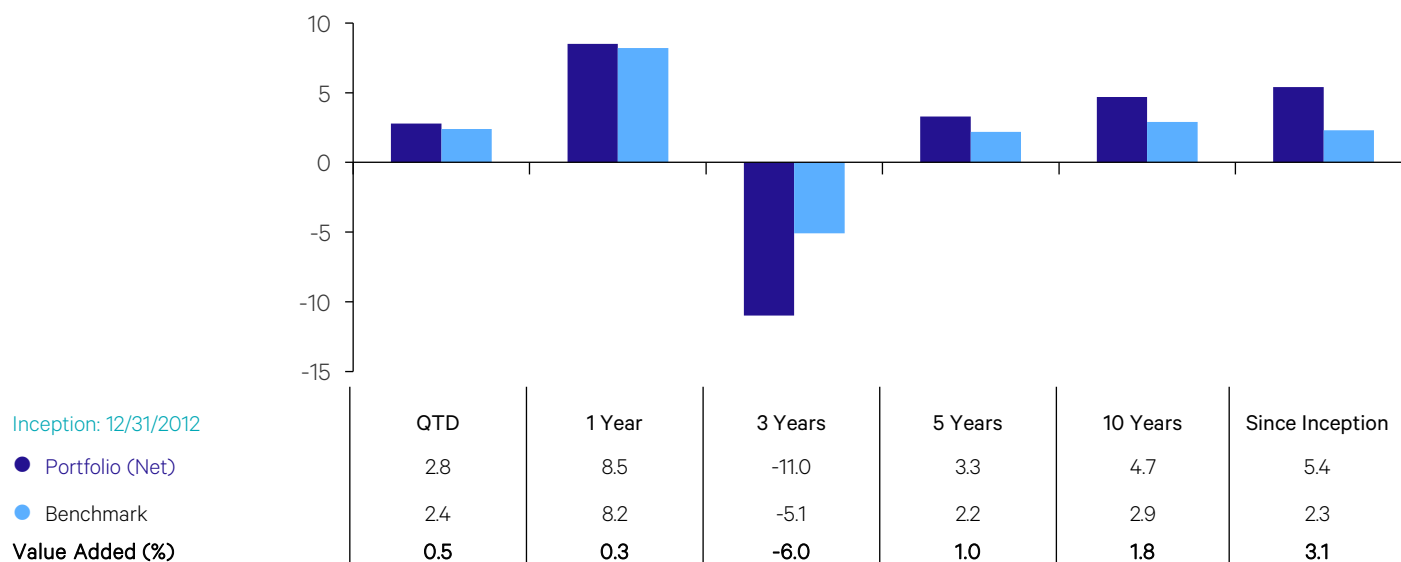
Emerging Markets Growth

**17%**

MSCI Emerging Markets Index

## INVESTMENT RESULTS (%)

Emerging Markets Growth vs MSCI Emerging Markets Index



## CALENDAR YEAR RETURNS (%)

	2015	2016	2017	2018	2019	2020	2021	2022	2023	YTD
Portfolio (Net)	-8.9	2.5	39.1	-14.0	28.2	54.8	-9.0	-34.2	11.7	2.8
Benchmark	-14.9	11.2	37.3	-14.6	18.4	18.3	-2.5	-20.1	9.8	2.4
Value Added (%)	6.0	-8.7	1.8	0.6	9.8	36.5	-6.5	-14.1	1.8	0.5

Inception date is 12/31/2012. Returns over one year are annualized. The investment results shown are net of advisory fees and expenses and reflect the reinvestment of dividends and any other earnings. The investment results are those of the Emerging Markets Growth Composite. Net of fee performance was calculated by reducing Emerging Markets Growth Composite's monthly gross 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 composite's monthly gross return by 1/12 of the highest applicable annual fee of 0.85%. Past performance is not indicative of future results. [GIPS Reports found here.](#)











## PORTFOLIO CHARACTERISTICS

	Portfolio	Benchmark
Portfolio Businesses	39	1,376
Active Share	81%	n/a
5-Year Historical EPS Growth	27%	15%
Consensus Long-Term EPS Growth	17%	17%
Consensus Forward P/E - Next 12 mos.	23x	12x
Strategy Assets	\$8B	n/a
Weighted Avg. Market Cap (USD)	\$130.6B	\$127.2B
Median Market Cap (USD)	\$31.9B	\$7.1B
Turnover - Trailing 12 mos.	18%	n/a
Weighted Average Carbon Intensity	57.4	319.0

## RETURN & VOLATILITY METRICS

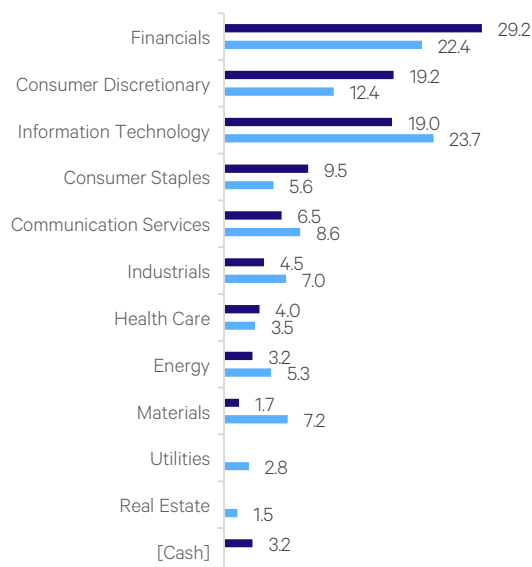
(Trailing 5 Years Net of Fees)	Portfolio	Benchmark
Annualized Excess Return	1.0%	n/a
Beta	0.97	1.00
Information Ratio	0.1	n/a
R-Squared	77.8%	100.0%
Sharpe Ratio	0.1	0.0
Standard Deviation	20.7%	18.9%
Tracking Error	9.8%	n/a
Up Capture	99%	100%
Down Capture	96%	100%

## TOP TEN HOLDINGS (46.1% OF ASSETS)

Company	Sector	Domicile	Portfolio(%)	Owned Since
 Taiwan Semiconductor	Information Technology	Taiwan	7.8	2015
 MercadoLibre	Consumer Discretionary	Argentina	6.3	2012
 Nu Holdings	Financials	Brazil	5.5	2021
 Bajaj Finance	Financials	India	5.1	2018
 HDFC Bank	Financials	India	4.0	2017
 Titan	Consumer Discretionary	India	3.9	2019
 Britannia	Consumer Staples	India	3.5	2016
 Anta Sports Products	Consumer Discretionary	China	3.3	2016
 ASML Holding	Information Technology	Netherlands	3.3	2023
 Apollo Hospitals	Health Care	India	3.3	2012

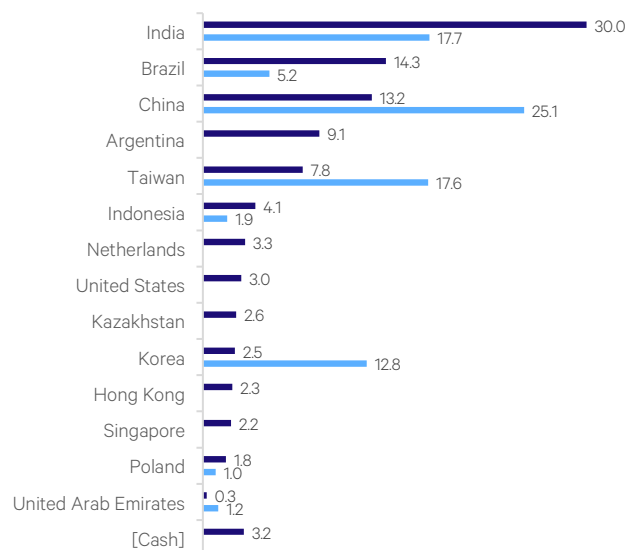
## SECTOR EXPOSURE

● Portfolio ● Benchmark



## COUNTRY EXPOSURE

● Portfolio ● Benchmark



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## CONTRIBUTION ANALYSIS (NET %)

### Top Absolute Contributors

### Bottom Absolute Detractors

#### Quarter to Date

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Taiwan Semiconductor	7.2	30.9	2.0	HDFC Bank	4.2	-15.8	-0.8
Nu Holdings	4.8	42.9	1.8	AIA	2.8	-23.3	-0.7
Lam Research	3.5	24.0	0.9	Globant	3.2	-15.5	-0.5
ASML Holding	3.1	28.1	0.8	Localiza	2.2	-16.9	-0.5
Kaspi	2.1	39.5	0.8	Jubilant Foodworks	1.7	-21.0	-0.4

#### Trailing 1 Year

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Nu Holdings	3.6	150.0	3.5	Sea	3.0	-38.5	-3.0
Taiwan Semiconductor	6.0	47.7	2.8	AIA	3.3	-35.5	-1.3
Lam Research	3.0	84.6	2.1	Foshan Haitian Flavoring	1.9	-41.2	-1.3
XP	2.9	127.8	2.0	Anta Sports Products	3.1	-26.2	-1.2
Apollo Hospitals	3.9	44.6	1.5	Tigermed	1.1	-59.9	-1.1

#### Trailing 3 Year

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Nu Holdings	1.8	23.9	2.8	Sea	5.0	-77.6	-6.4
Lam Research	1.4	88.4	2.4	Alibaba	2.9	-70.7	-3.3
MercadoLibre	6.7	1.0	2.1	Tencent	4.7	-47.4	-3.3
Apollo Hospitals	4.4	90.1	1.9	Wuxi Biologics	2.2	-83.9	-3.1
Titan	2.8	112.4	1.8	Yandex	1.2	-70.9	-2.4

#### Trailing 5 Year

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
Sea	5.5	123.4	10.6	Bandhan Bank	1.0	-77.5	-2.2
MercadoLibre	6.3	192.8	9.0	NAVER	0.6	-55.2	-2.0
Taiwan Semiconductor	5.4	263.9	5.2	Country Garden Services	0.3	-83.1	-1.9
Apollo Hospitals	3.9	327.1	3.3	Tigermed	1.1	-73.8	-1.6
Nu Holdings	1.1	22.9	2.8	Trip	1.1	-38.3	-1.6

All values are those of the Emerging Markets Growth Composite. The companies identified above represent a subset of current holdings in the Emerging Markets Growth portfolio and were selected based on the performance measures presented. With the exception of IPOs where actual transacted prices are used, contributions are calculated in FactSet Portfolio Analysis using FactSet 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. Security return and contribution are net of advisory fees and expenses and reflect the reinvestment of dividends and any other earnings. Attribution generated returns will not match actual performance because FactSet uses different exchange rate sources, the performance does not capture intra-day trading, and the analysis removes the impact of cash flows. Relative Return calculations do not incorporate risk or volatility impacts and should not be exclusively relied upon. A full description of the calculation methodology used for the attribution analysis may be found in the Definitions Glossary at <https://www.sandscapital.com/Disclosures>. To receive a description of the calculation methodology for the attribution analysis and a complete list detailing each holding's attribution please contact a member of the Client Relations Team at 703-562-4000. [GIPS Reports found here](#). Past performance is not indicative of future results.

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Sands Capital is an active, long-term investor in leading innovative growth 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	NUM OF ACCTS	END OF PERIOD AUM (USD \$M)	EMGC			MSCI EM			ASSET WGT'D STD. DEV. (GROSS)	FIRMS TOTAL ASSETS (USD \$M)
			NET RETURNS	GROSS RETURNS	ANN. 3 YR. STD. DEV. (NET)	MSCI EM	ANN. 3 YR. STD. DEV.	NON-FEE PAYING % OF COMPOSITE		
2022	16	\$6,626.47	-34.18	-33.60	24.23	-20.09	20.26	0.02	0.23	\$40,707.08
2021	23	\$13,014.02	-9.01	-8.23	21.42	-2.54	18.33	0.02	0.44	\$75,340.29
2020	10	\$6,521.97	54.79	56.05	22.43	18.31	19.60	0.04	0.17	\$68,621.83
2019	8	\$3,551.45	28.20	29.39	14.85	18.42	14.17	0.05	0.21	\$44,636.85
2018	10	\$2,432.63	-13.97	-12.86	15.97	-14.57	14.60	0.06	0.30	\$35,387.67
2017	9	\$2,010.72	39.12	40.82	14.51	37.28	15.35	0.08	0.28	\$41,331.26
2016	9	\$1,114.66	2.51	3.81	16.03	11.19	16.07	0.10	0.24	\$34,914.29
2015	8	\$776.57	-8.90	-7.76	15.43	-14.92	14.06	0.14	0.30	\$44,192.42
2014	<5	\$444.88	5.71	7.04	— <sup>2</sup>	-2.19	— <sup>2</sup>	0.34	n.m. <sup>1</sup>	\$47,659.83
2013	<5	\$1.17	12.64	14.02	— <sup>2</sup>	-2.60	— <sup>2</sup>	100.00	n.m. <sup>1</sup>	\$42,067.92

### Net Returns

As of 03/31/2024	QTD	1 Year	3 Years	5 Years	10 Years	Since Inception (12/31/2012)
EMGC	2.8	8.5	-11.0	3.3	4.7	5.4
MSCI EM	2.4	8.2	-5.1	2.2	2.9	2.3

<sup>1</sup> n.m. – Not statistically meaningful, five or less accounts in the composite for the entire year. <sup>2</sup> The 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, 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, 2022. 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, 2022. 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. Gross and net performance includes the reinvestment of all income and is presented net of expenses, 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 which will result in performance that may be higher or lower. 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