

OVERVIEW

Global Focus is an extra-concentrated "best ideas" portfolio that primarily draws from Sands Capital's flagship global equity portfolios.

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

20

Businesses

60%

Top Ten Weight

LONG-TERM INVESTMENT HORIZON

26%

Turnover-Annual Avg.

5+ Yrs

Expected Holding Period

ABOVE-AVERAGE EPS GROWTH FORECAST

22%

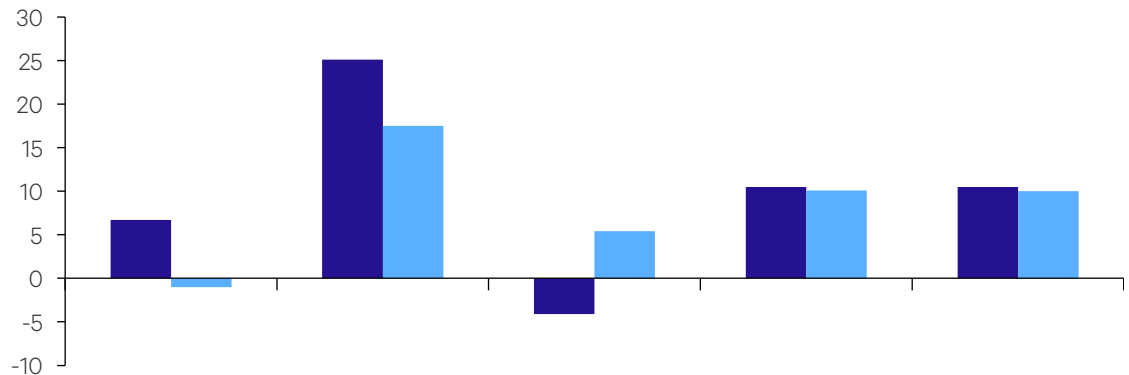
Global Focus

13%

MSCI All Country World Index

INVESTMENT RESULTS (%)

Global Focus vs MSCI All Country World Index



Inception: 06/30/2018

● Portfolio (Net)

● Benchmark

Value Added (%)

	QTD	1 Year	3 Years	5 Years	Since Inception
Portfolio (Net)	6.7	25.1	-4.1	10.5	10.5
Benchmark	-1.0	17.5	5.4	10.1	10.0
Value Added (%)	7.6	7.6	-9.6	0.4	0.4

CALENDAR YEAR RETURNS (%)

	2018	2019	2020	2021	2022	2023	2024
Portfolio (Net)	-12.1	32.2	62.0	15.1	-50.1	41.0	25.1
Benchmark	-9.0	26.6	16.3	18.5	-18.4	22.2	17.5
Value Added (%)	-3.1	5.6	45.7	-3.4	-31.7	18.8	7.6

CARBON INTENSITY

	PORTFOLIO	BENCHMARK
Carbon Emissions	1.6	69.3
Total Carbon Emissions	1,640	69,290
Carbon Intensity	16.2	154.7
Weighted Average Carbon Intensity	11.6	113.8

Inception date is 6/30/2018. 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 Institutional Global Focus Equity Composite. Net of fee performance was calculated by reducing Institutional Global Focus Equity 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](#). Carbon Emissions are calculated as Scope 1 & Scope 2 carbon emissions per \$1 million invested. Portfolio and Benchmark Carbon Intensity is defined as the portfolio or benchmark carbon emissions per \$1 million of portfolio or benchmark sales. At a business level, carbon intensity is calculated as carbon emissions per unit of sales (tons/\$ 1 million sales). Weighted averages are computed as the sum product of the portfolio or benchmark companies' respective carbon values and portfolio or benchmark companies' weights.











PORTFOLIO CHARACTERISTICS

	Portfolio	Benchmark
Portfolio Businesses	20	2,647
Active Share	90%	n/a
5-Year Historical EPS Growth	22%	16%
Consensus Long-Term EPS Growth	22%	13%
Consensus Forward P/E - Next 12 mos.	37x	18x
Weighted Avg. Market Cap (USD)	\$529.2B	\$749.7B
Median Market Cap (USD)	\$77.9B	\$13.3B
Turnover - Trailing 12 mos.	15%	n/a

RETURN & VOLATILITY METRICS

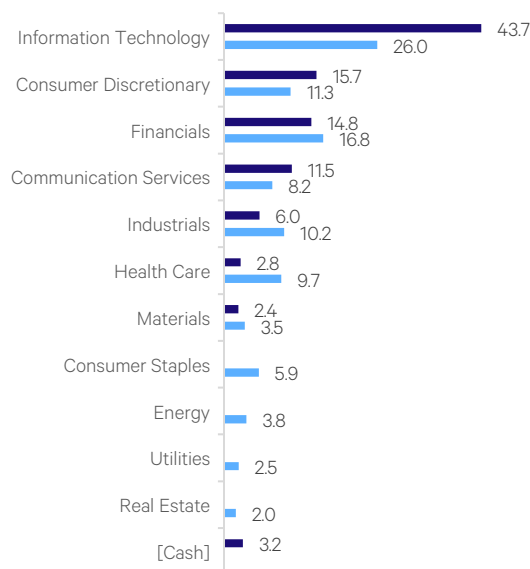
(Trailing 5 Years Net of Fees)	Portfolio	Benchmark
Annualized Excess Return	1.0%	n/a
Beta	1.27	1.00
Information Ratio	0.1	n/a
R-Squared	66.8%	100.0%
Sharpe Ratio	0.3	0.4
Standard Deviation	27.0%	17.3%
Tracking Error	16.3%	n/a
Up Capture	129%	100%
Down Capture	120%	100%

TOP TEN HOLDINGS (60.0% OF ASSETS)

Company	Sector	Domicile	Portfolio(%)	Owned Since
 Amazon	Consumer Discretionary	United States	6.8	2018
 NVIDIA	Information Technology	United States	6.8	2023
 Visa	Financials	United States	6.6	2018
 Netflix	Communication Services	United States	6.5	2018
 ServiceNow	Information Technology	United States	6.2	2018
 Axon Enterprise	Industrials	United States	6.0	2023
 Constellation Software	Information Technology	Canada	5.9	2023
 Roper Technologies	Information Technology	United States	5.3	2023
 Formula One	Communication Services	United Kingdom	5.0	2022
 MercadoLibre	Consumer Discretionary	Argentina	4.9	2020

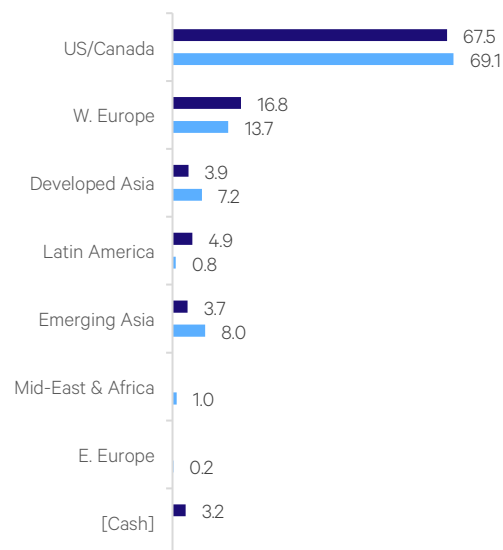
SECTOR EXPOSURE

● Portfolio ● Benchmark



REGION 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
Axon Enterprise	7.0	48.5	3.2	Sika	2.8	-28.5	-1.0
Shopify	5.1	32.5	1.6	MercadoLibre	5.7	-17.3	-1.0
Netflix	6.1	25.5	1.4	ASML Holding	4.4	-16.9	-0.9
Cloudflare	3.9	32.9	1.2	Keyence	4.2	-14.2	-0.7
Amazon	6.4	17.5	1.0	Entegris	3.3	-12.1	-0.5

Trailing 1 Year

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
NVIDIA	7.2	169.6	8.4	Dexcom	4.0	-38.9	-2.4
Axon Enterprise	5.1	128.5	5.7	Sika	3.2	-27.5	-1.2
Netflix	5.4	81.5	3.5	CoStar Group	2.3	-17.4	-0.9
Amazon	6.3	42.8	2.4	Entegris	4.2	-18.6	-0.8
Shopify	4.2	34.9	2.3	Roper Technologies	4.9	-5.7	-0.3

Trailing 3 Year

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
NVIDIA	2.5	176.8	8.6	Sea	2.6	-84.9	-11.1
Axon Enterprise	1.8	133.8	5.8	Atlassian	3.3	-41.7	-6.5
MercadoLibre	5.1	23.2	4.4	Block	2.8	-56.0	-6.0
ServiceNow	6.6	60.4	4.2	Twilio	0.7	-63.3	-4.5
Visa	7.4	46.4	4.2	DoorDash	0.9	-68.1	-4.4

Trailing 5 Year

Company Name	Average Weight	Return	Contribution	Company Name	Average Weight	Return	Contribution
ServiceNow	7.1	268.0	12.4	DoorDash	0.7	-79.6	-5.5
Shopify	4.7	208.5	12.4	Block	3.1	-56.3	-5.0
Netflix	5.0	168.0	9.9	Twilio	1.3	-68.5	-4.4
ASML Holding	6.1	135.7	9.6	HDFC Bank	1.9	-41.5	-4.3
NVIDIA	1.5	176.2	8.6	Snowflake	1.9	-29.7	-2.6

All values are those of the Institutional Global Focus Equity Composite. The companies identified above represent a subset of current holdings in the Global Focus 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.

All investments are subject to market risk, including the possible loss of principal. The strategy is concentrated in a limited number of holdings. As a result, poor performance by a single holding of the strategy would adversely affect its performance more than if the strategy were invested in a larger number of companies. The strategy's growth investing style may become out of favor, which may result in periods of underperformance. International investments can be riskier than US investments due to the adverse effects of currency exchange rates, differences in market structure and liquidity, as well as specific country, regional and economic developments. Investments in emerging markets are subject to abrupt and severe price declines. The economic and political structures of developing nations, in most cases, do not compare favorably with the US or other developed countries in terms of wealth and stability, and their financial markets often lack liquidity.

[Notice for non-US Investors.](#)

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.

Institutional Global Focus Equity Composite (GFEC) GIPS Report

YEAR END	NUM OF ACCTS	END OF PERIOD AUM (USD \$M)	GFEC			MSCI ACWI			NON-FEE PAYING % OF COMPOSITE	ASSET WGTD STD. DEV. (GROSS)	FIRMS TOTAL ASSETS (USD \$M)
			NET RETURNS	GROSS RETURNS	ANN. 3 YR. STD. DEV. (NET)	MSCI ACWI	ANN. 3 YR. STD. DEV.				
2023	<5	\$579.62	41.03	42.18	29.44	22.20	16.27	0.16	n.m. ¹	\$46,746.96	
2022	<5	\$500.78	-50.05	-49.60	28.77	-18.36	19.86	0.13	n.m. ¹	\$40,707.08	
2021	<5	\$946.34	15.13	16.09	20.20	18.54	16.84	0.13	n.m. ¹	\$75,340.29	
2020	<5	\$572.57	62.00	63.32	— ²	16.26	— ²	0.19	n.m. ¹	\$68,621.83	
2019	<5	\$443.16	32.20	33.32	— ²	26.60	— ²	0.15	n.m. ¹	\$44,636.85	
2018 ³	<5	\$221.89	-11.83	-11.75	— ²	-9.02	— ²	0.00	n.m. ¹	\$35,387.67	

Net Returns

As of 12/31/2024	QTD	1 Year	3 Years	5 Years	Since Inception (6/30/2018)
GFEC	6.7	25.1	-4.1	10.5	10.5
MSCI ACWI	-1.0	17.5	5.4	10.1	10.0

¹ n.m. – Not statistically meaningful, five or less accounts in the composite for the entire year. ² The 3-year annualized standard deviation is not shown due to the composite having less than 36 months of returns. ³ Returns are calculated from 6/30/18 to 12/31/18 for both the composite and the index. 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, 2023. The verification report is available upon request. 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. Verification does not provide assurance on the accuracy of any specific performance report. The GFEC reflects information from all fee paying and non-fee paying institutional accounts managed in the Global Focus strategy. Prior to July 31, 2022, the GFEC was named the Institutional Focus 20 Equity Composite. The Global Focus strategy is a concentrated portfolio that normally consists of the equity securities of 10 to 20 primarily large and mid-capitalization growth businesses. Portfolio companies are selected from Sands Capital's other equity strategies. Portfolio companies are domiciled in both developed and emerging markets. The portfolio may invest a significant percentage of its assets in U.S. listed securities, ADRs, and 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 GFEC is the MSCI All Country World Index ("MSCI ACWI"). The MSCI ACWI is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. The GFEC may hold securities that are not included in the MSCI ACWI, and Sands Capital may invest in securities not covered by the MSCI ACWI. The U.S. dollar is the currency used to express performance. Returns may 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 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 all assets. 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. Net of fee returns displayed on GIPS Reports produced prior to October 31, 2022 displayed actual net of fee returns. Actual investment advisory fees incurred by clients may vary which will result in performance that may be higher or lower. The GFEC was created on June 12, 2018 and the inception date for performance is June 30, 2018. MSCI is the source of all MSCI data presented. 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