

Technology Innovators (USD)

Flash Report - March 31, 2025



OVERVIEW

Technology Innovators leverages our deep domain knowledge to seek leading innovative businesses globally that are the key facilitators or beneficiaries of powerful secular shifts enabled by technologies.

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

30

Businesses

53%

Top Ten Weight

LONG-TERM INVESTMENT HORIZON

19%

Turnover-Annual Avg.

5+ Yrs

Expected Holding Period

ABOVE-AVERAGE EPS GROWTH FORECAST

17%

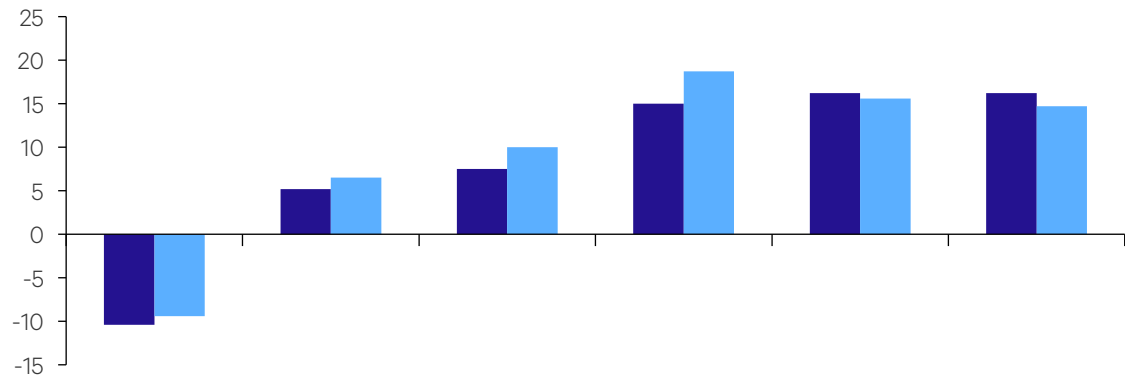
Technology Innovators

15%

MSCI ACWI Info Tech and
Communication Services Index

INVESTMENT RESULTS (%)

Technology Innovators vs MSCI ACWI Info Tech and Communication Services Index



Inception: 12/31/2010

● Portfolio (Net)

● Benchmark

Value Added (%)

QTD

1 Year

3 Years

5 Years

10 Years

Since Inception

-10.4

5.2

7.5

15.0

16.2

16.2

-9.4

6.5

10.0

18.7

15.6

14.7

-0.9

-1.3

-2.5

-3.8

0.6

1.5

CALENDAR YEAR RETURNS (%)

| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | YTD |
|-----------------|-------|------|------|------|------|-------|-------|------|------|-------|
| Portfolio (Net) | -2.3 | 46.5 | 12.8 | 41.4 | 76.0 | 9.7 | -47.9 | 50.8 | 37.7 | -10.4 |
| Benchmark | 12.2 | 41.8 | -4.6 | 38.5 | 38.3 | 22.4 | -32.3 | 47.7 | 31.6 | -9.4 |
| Value Added (%) | -14.5 | 4.7 | 17.4 | 2.9 | 37.8 | -12.6 | -15.6 | 3.2 | 6.1 | -0.9 |

Inception date is 12/31/2010. 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 Technology Innovators Composite. Net of fee performance was calculated by reducing Technology Innovator 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 | 30 | 439 |
| Active Share | 63% | n/a |
| 5-Year Historical EPS Growth | 43% | 26% |
| Consensus Long-Term EPS Growth | 17% | 15% |
| Consensus Forward P/E - Next 12 mos. | 30x | 21x |
| Strategy Assets | \$1.2B | n/a |
| Weighted Avg. Market Cap (USD) | \$967.3B | \$1.4T |
| Median Market Cap (USD) | \$82.0B | \$13.4B |
| Turnover - Trailing 12 mos. | 22% | n/a |
| Carbon Emissions (tCO _{2e} / \$M Invested) | 2 | 7 |
| Total Carbon Emissions (tCO _{2e}) | 2,300 | 6,800 |
| Carbon Intensity (tCO _{2e} / \$M Sales) | 20.7 | 34.0 |
| Wtd. Avg. Carbon Intensity (tCO _{2e} / \$M Sales) | 19.2 | 24.2 |
| Carbon Data Availability (Market Value) | 100% | 99% |

RETURN & VOLATILITY METRICS

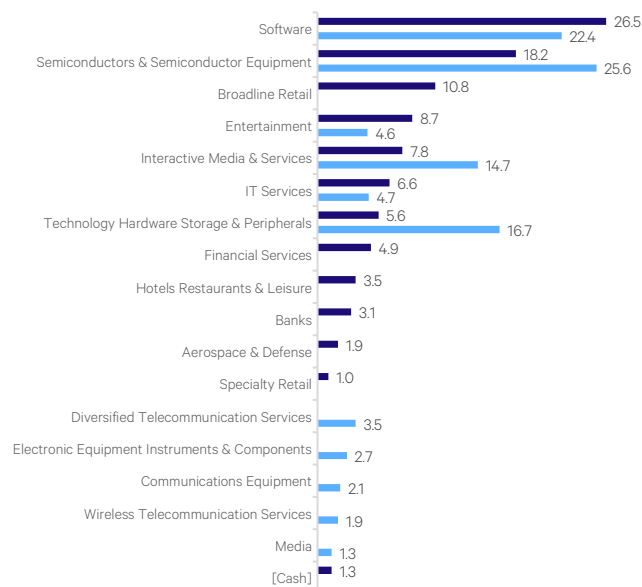
| (Trailing 5 Years Net of Fees) | Portfolio | Benchmark |
|--------------------------------|-----------|-----------|
| Annualized Excess Return | -3.8% | n/a |
| Beta | 1.21 | 1.00 |
| Information Ratio | -0.3 | n/a |
| R-Squared | 84.9% | 100.0% |
| Sharpe Ratio | 0.5 | 0.8 |
| Standard Deviation | 26.5% | 21.8% |
| Tracking Error | 11.1% | n/a |
| Up Capture | 115% | 100% |
| Down Capture | 123% | 100% |

TOP TEN HOLDINGS (52.7% OF ASSETS)

| Company | Sector | Domicile | Portfolio(%) | Owned Since |
|--|------------------------|---------------|--------------|-------------|
|  NVIDIA | Information Technology | United States | 10.5 | 2023 |
|  Meta Platforms | Communication Services | United States | 5.8 | 2023 |
|  Taiwan Semiconductor | Information Technology | Taiwan | 5.8 | 2016 |
|  Apple | Information Technology | United States | 5.6 | 2024 |
|  Microsoft | Information Technology | United States | 5.3 | 2023 |
|  Amazon | Consumer Discretionary | United States | 4.8 | 2015 |
|  ServiceNow | Information Technology | United States | 4.1 | 2016 |
|  Samsara | Information Technology | United States | 3.7 | 2021 |
|  Shopify | Information Technology | Canada | 3.6 | 2017 |
|  Atlassian | Information Technology | United States | 3.5 | 2018 |

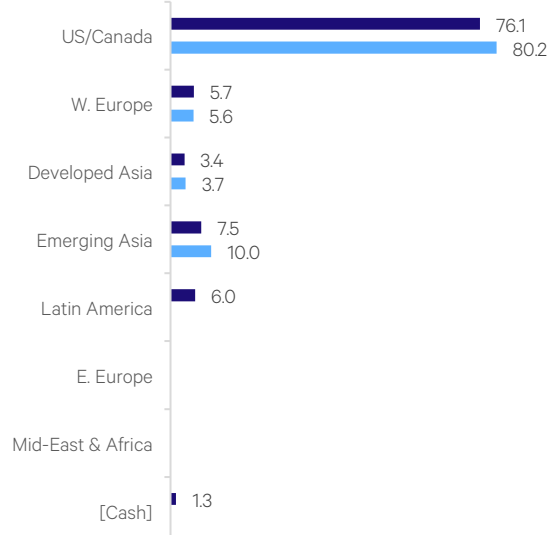
INDUSTRY EXPOSURE

● Portfolio ● Benchmark



REGION EXPOSURE

● Portfolio ● Benchmark



CONTRIBUTION ANALYSIS (NET %)

Top Absolute Contributors

Bottom Absolute Detractors

Quarter to Date

| Company Name | Average Weight | Return | Contribution | Company Name | Average Weight | Return | Contribution |
|--------------|----------------|--------|--------------|----------------------|----------------|--------|--------------|
| Okta | 2.4 | 33.2 | 0.6 | NVIDIA | 10.9 | -19.6 | -2.1 |
| Sea | 2.9 | 22.7 | 0.4 | AppLovin | 1.4 | -27.1 | -1.2 |
| MercadoLibre | 2.8 | 14.4 | 0.3 | ServiceNow | 4.4 | -25.2 | -1.1 |
| DoorDash | 3.4 | 8.7 | 0.2 | Taiwan Semiconductor | 5.9 | -16.0 | -0.9 |
| Visa | 2.7 | 10.8 | 0.2 | Klaviyo | 2.8 | -26.9 | -0.8 |

Trailing 1 Year

| Company Name | Average Weight | Return | Contribution | Company Name | Average Weight | Return | Contribution |
|----------------------|----------------|--------|--------------|--------------|----------------|--------|--------------|
| NVIDIA | 11.5 | 19.0 | 2.9 | ASML Holding | 3.9 | -32.2 | -1.5 |
| Sea | 2.4 | 142.0 | 1.9 | AppLovin | 0.4 | -27.1 | -1.2 |
| Netflix | 3.1 | 52.5 | 1.2 | Adyen | 0.6 | -29.7 | -1.1 |
| Taiwan Semiconductor | 5.2 | 22.4 | 1.0 | Block | 2.3 | -36.8 | -1.0 |
| MercadoLibre | 3.1 | 28.0 | 0.9 | Okta | 3.0 | -0.4 | -0.7 |

Trailing 3 Year

| Company Name | Average Weight | Return | Contribution | Company Name | Average Weight | Return | Contribution |
|--------------|----------------|--------|--------------|--------------|----------------|--------|--------------|
| NVIDIA | 5.6 | 176.7 | 9.8 | Atlassian | 3.6 | -30.7 | -4.4 |
| Netflix | 3.3 | 146.0 | 5.2 | Block | 2.8 | -62.8 | -4.1 |
| Samsara | 3.5 | 136.4 | 4.9 | Match Group | 0.6 | -59.4 | -3.5 |
| Lam Research | 3.1 | 43.9 | 3.6 | Adyen | 2.9 | -42.9 | -2.9 |
| Shopify | 3.6 | 38.4 | 3.4 | Cloudflare | 1.2 | -11.6 | -2.6 |

Trailing 5 Year

| Company Name | Average Weight | Return | Contribution | Company Name | Average Weight | Return | Contribution |
|--------------|----------------|--------|--------------|--------------|----------------|--------|--------------|
| NVIDIA | 3.4 | 176.5 | 9.8 | UiPath | 0.7 | -70.4 | -2.7 |
| Shopify | 4.1 | 123.5 | 8.4 | Cloudflare | 0.9 | -19.8 | -2.6 |
| ServiceNow | 5.6 | 172.3 | 8.3 | Snowflake | 2.5 | -24.7 | -2.3 |
| ASML Holding | 4.7 | 157.9 | 7.2 | Atlassian | 3.3 | 49.1 | -2.2 |
| Visa | 5.0 | 119.9 | 5.7 | Okta | 2.1 | -19.4 | -1.3 |

All values are those of the Technology Innovators Composite. The companies identified above represent a subset of current holdings in the Technology Innovators 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. 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. [QIPS Reports found here](#). Past performance is not indicative of future results.

Differences in account size, timing of transactions and market conditions prevailing at the time of investment may lead to different results, and clients may lose money. A company's fundamentals or earnings growth is no guarantee that its share price will increase. Forward earnings projections are not predictors of stock price or investment performance, and do not represent past performance. Characteristics, sector (and regional, country, and industry where applicable) exposure and holdings information are subject to change and should not be considered as recommendations. The specific securities identified and described do not represent all of the securities purchased, sold, or recommended for advisory clients. There is no assurance that any securities discussed will remain in the portfolio or that securities sold have not been repurchased. You should not assume that any investment is or will be profitable. Source: Benchmark data sourced from Benchmark providers. Company domicile, sector, industry, regional, and country classifications, where applicable, are sourced from MSCI. Other data sourced from FactSet.

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.

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 large holding of the strategy would adversely affect its performance more than if the strategy were invested in a larger number of companies. Due to its concentration in specific industries, the strategy's return could be more volatile than that of a strategy with a broader mandate. The strategy is also subject to large investor risk, whereby a large investor may impact Sands Capital's investment strategy by purchasing or selling interests in large amounts. 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. Additional risks that may impact the strategy include derivatives risk.

[Disclosures and definitions](#)
[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.

Technology Innovators Composite (TIC) GIPS Report

| YEAR END | NUM OF ACCTS | END OF PERIOD AUM (USD \$M) | TIC | | | MSCI ACWI IT COMM | | | NON-FEE PAYING % OF COMPOSITE | ASSET WGT'D STD. DEV. (GROSS) | FIRMS TOTAL ASSETS (USD \$M) |
|-------------|-----------------|-----------------------------------|----------------|------------------|----------------------------------|----------------------|-------------------------|------|-------------------------------------|-------------------------------------|------------------------------------|
| | | | NET RETURNS | GROSS RETURNS | ANN. 3 YR. STD. DEV. (NET) | MSCI ACWI IT COMM | ANN. 3 YR. STD. DEV. | | | | |
| 2023 | 6 | \$285.04 | 50.85 | 52.12 | 27.89 | 47.67 | 21.08 | 2.70 | | 0.28 | \$46,746.96 |
| 2022 | 6 | \$173.48 | -47.85 | -47.37 | 27.68 | -32.28 | 22.55 | 2.79 | | 0.13 | \$40,707.08 |
| 2021 | <5 | \$164.23 | 9.75 | 10.66 | 20.12 | 22.38 | 17.29 | 5.29 | | n.m. ¹ | \$75,340.29 |
| 2020 | <5 | \$173.98 | 76.01 | 77.46 | 21.25 | 38.25 | 19.32 | 4.25 | | n.m. ¹ | \$68,621.83 |
| 2019 | <5 | \$141.10 | 41.40 | 42.58 | 16.79 | 38.53 | 14.17 | 3.01 | | n.m. ¹ | \$44,636.85 |
| 2018 | <5 | \$118.18 | 12.78 | 13.73 | 17.18 | -4.59 | 14.28 | 2.55 | | n.m. ¹ | \$35,387.67 |
| 2017 | <5 | \$117.97 | 46.48 | 47.73 | 16.64 | 41.77 | 13.68 | 2.31 | | n.m. ¹ | \$41,331.26 |
| 2016 | <5 | \$122.94 | -2.32 | -1.48 | 18.56 | 12.20 | 13.32 | 1.52 | | n.m. ¹ | \$34,914.29 |
| 2015 | <5 | \$138.46 | 5.48 | 6.38 | 18.23 | 3.20 | 11.19 | 1.38 | | n.m. ¹ | \$44,192.42 |
| 2014 | <5 | \$149.69 | 4.37 | 5.24 | 17.98 | 15.20 | 11.32 | 1.21 | | n.m. ¹ | \$47,659.83 |

Net Returns

| As of 03/31/2025 | QTD | 1 Year | 3 Years | 5 Years | 10 Years | Since Inception (12/31/2010) |
|-------------------|-------|--------|---------|---------|----------|---------------------------------|
| TIC | -10.4 | 5.2 | 7.5 | 15.0 | 16.2 | 16.2 |
| MSCI ACWI IT COMM | -9.4 | 6.5 | 10.0 | 18.7 | 15.6 | 14.7 |

¹ n.m. – Not statistically meaningful, five or less accounts in the composite for the entire year. 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, 2023. 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 Technology Innovators Composite (TIC) has had a performance examination for the periods December 31, 2010 through December 31, 2023. The verification and performance examination reports are available upon request. The composite reflects information from all fee paying and non-fee paying accounts managed in the Technology Innovators strategy. The Technology Innovators strategy is a concentrated portfolio that normally consists of the equity securities of 20 to 35 primarily large and mid-capitalization growth businesses which are publicly or privately held, with a particular emphasis placed on companies facilitating or benefiting from powerful secular shifts enabled by technologies. Portfolio companies are domiciled in both developed and emerging markets. The portfolio may invest in U.S. listed securities, 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, sector focus risk and other economic risks that may influence the returns of this strategy. The benchmark for the TIC is the MSCI ACWI Info Tech and Communication Services Index ("ACWI ITCS"). The ACWI ITCS is an unmanaged capitalization-weighted index that measures the performance of the information technology and communication services sectors of the MSCI All Country World Index. The MSCI All Country World Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed and emerging markets. This composite may hold securities that are not included in the MSCI ACWI ITCS, and Sands Capital may invest in securities not covered by the ACWI ITCS. Performance results in presentations between April 30, 2012 and December 31, 2018 were measured against the MSCI All Country World Information Technology Index, which is shown for that period of time. The benchmark was changed to be more representative of the composite strategy, however, information regarding the comparison to the MSCI All Country World Information Technology Index is available upon request. Performance results in presentations prior to April 30, 2012 were measured against the S&P Composite 1500 Information Technology Index. The benchmark was changed to be more representative of the composite strategy, however, information regarding the comparison to the S&P Composite 1500 Information Technology Index is available upon request. 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 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 TIC was created on January 6, 2011 and the inception date for performance is December 31, 2010. MSCI is the source of all MSCI data presented. The MSCI data is comprised of a custom index calculated by MSCI for, and as requested by, Sands Capital Management. The MSCI data is for internal use only and may not be redistributed or used in connection with creating or offering any securities, financial products or indices. 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