Artisan Partners Sustainable Emerging Markets Team

Authentic EM: Not Mining but Data Mining – VTEX and Brazil's Evolving Tech Landscape

A key feature of our investment strategy is identifying transformative opportunities in regions undergoing significant economic and technological shifts. Brazil, long renowned for its commodity-driven economy, is now emerging as a global technology hub. Our investment thesis for VTEX, a leading Brazilian e-commerce platform provider, reflects this evolution and the untapped potential in Latin America's digital economy.



Jessica Lin, CFA Analyst

19 Years Investment Experience

Driving E-Commerce in Latin America: VTEX

VTEX is the leading provider of enterprise e-commerce platforms in Latin America. It enables brands and retailers to establish online stores, manage orders across multiple channels and create marketplaces for third-party vendors.

Since its 2021 IPO, VTEX's strategic emphasis on growing its client base and boosting clients' gross merchandise value (GMV) has led to strong unit economics and the ability to scale regionally across Latin America. These efforts have driven strong revenue growth, operational efficiency and a resilient business model, positioning VTEX as the regional leader in e-commerce innovation.

With Latin America's e-commerce penetration currently at 11%—below North America's 14% and far below Asia-Pacific's 29%—the opportunity for rapid growth is substantial. Latin America is catching up with the rest of the world with e-commerce projected to grow more than 20% annually, the fastest pace across all global regions. VTEX is poised to capitalize on this trend through its position as Latin America's trusted e-commerce integration partner.

From Commodities to Code: Brazil's Economic Evolution

Brazil's shift from a commodity-driven economy to a technology-forward market is a testament to its adaptability and potential. With a rapidly growing middle class, increasing internet penetration and robust entrepreneurial energy, the country is becoming a hub for tech innovation. VTEX exemplifies this transformation, leveraging Brazil's skilled workforce with over 95,000 STEM graduates annually and evolving digital infrastructure to drive growth across the region.

Adjacent sectors like fintech have experienced remarkable growth as well. Companies such as Nubank, Creditas and Neon have revolutionized Brazil's financial services by offering digital banking solutions to millions, significantly advancing financial inclusion. Brazil's fintech success underscores its capacity to foster tech-driven enterprises that address local challenges and scale globally.

Additionally, the introduction of Pix, an instant payment system by Brazil's central bank, has transformed the payment landscape, reducing reliance on cash and traditional banking channels. Since launching in late 2020, Pix has already captured a 16% market share of e-commerce volume across Latin America, only behind credit cards as the preferred payment method. This innovation has enhanced consumer convenience and stimulated the digital economy, creating fertile ground for e-commerce platforms like VTEX to thrive.



Technology as an Economic Catalyst

As emerging markets investors, we hold a broader vision of supporting innovation and sustainability in the regions we invest in. VTEX is becoming a pivotal player in Latin America's digital transformation, and its journey reflects Brazil's broader evolution—a country not only rich in natural resources but also abundant in talent, innovation and digital opportunity.

Beyond its financial performance, VTEX enables small businesses and entrepreneurs to thrive in the digital economy. By fostering an inclusive e-commerce ecosystem, the company empowers local retailers, reduces inefficiencies in supply chains and democratizes economic development.

By embracing this shift from mining to data mining, we aim to deliver strong returns for our clients while contributing to a more connected and technologically empowered future for Brazil and the broader Latin American region.

For more information: Visit www.artisanpartners.com | Call 800.344.1770

Carefully consider the Fund's investment objective, risks and charges and expenses. This and other important information is contained in the Fund's prospectus and summary prospectus, which can be obtained by calling 800.344.1770. Read carefully before investing.

Current and future portfolio holdings are subject to risk. The value of portfolio securities selected by the investment team may rise or fall in response to company, market, economic, political, regulatory or other news, at times greater than the market or benchmark index. A portfolio's environmental, social and governance ("ESG") considerations may limit the investment opportunities available and, as a result, the portfolio may forgo certain investment opportunities and underperform portfolios that do not consider ESG factors. Investments in which the team has determined to have sustainable growth characteristics may underperform other securities and may not achieve their sustainable growth potential. Non-diversified portfolios may invest larger portions of assets in securities of a smaller number of issuers and performance of a single issuer may have a greater impact to the portfolio's returns. International investments involve special risks, including currency fluctuation, lower liquidity, different accounting methods and economic and political systems, and higher transaction costs. These risks typically are greater in emerging and less developed markets, including frontier markets. Such risks include new and rapidly changing political and economic structures, which may cause instability; underdeveloped securities markets; and higher likelihood of high levels of inflation, deflation or currency devaluations. Securities of small- and medium-sized companies tend to have a shorter history of operations, be more volatile and less liquid and may have underperformed securities of large companies during some periods.

This commentary represents the views of the Artisan Partners Sustainable Emerging Markets Team, as of 22 January 2025 and do not necessarily represent those of Artisan Partners. The views and opinions expressed are based on current market conditions, which will fluctuate, and those views are subject to change without notice. While the information contained herein is believed to be reliable, there is no guarantee to the accuracy or completeness of any statement in the discussion. Any forecasts contained herein are for illustrative purposes only and are not to be reliad upon as advice or interpreted as a recommendation.

For the purpose of determining the Fund's holdings, securities of the same issuer are aggregated to determine the weight in the Fund. The discussion of portfolio holdings does not constitute a recommendation of any individual security. These holdings comprise the following percentages of the Artisan Sustainable Emerging Markets Fund's total net assets as of 31 December 2024: VTEX 0.6%. Portfolio holdings are subject to change without notice and are not intended as recommendations of individual securities.

This material is provided for informational purposes without regard to your particular investment needs. This material shall not be construed as investment or tax advice on which you may rely for your investment decisions. Investors should consult their financial and tax adviser before making investments in order to determine the appropriateness of any investment product discussed herein.

Artisan Partners Funds offered through Artisan Partners Distributors LLC (APDLLC), member FINRA. APDLLC is a wholly owned broker/dealer subsidiary of Artisan Partners Holdings LP. Artisan Partners Limited Partnership, an investment advisory firm and adviser to Artisan Partners Funds, is wholly owned by Artisan Partners Holdings LP.

© 2025 Artisan Partners. All rights reserved.

