# International Investment Insights for 2025

## Mark Yockey—Portfolio Manager Brett Meyer—Chief Operating Officer Artisan Partners Global Equity Team

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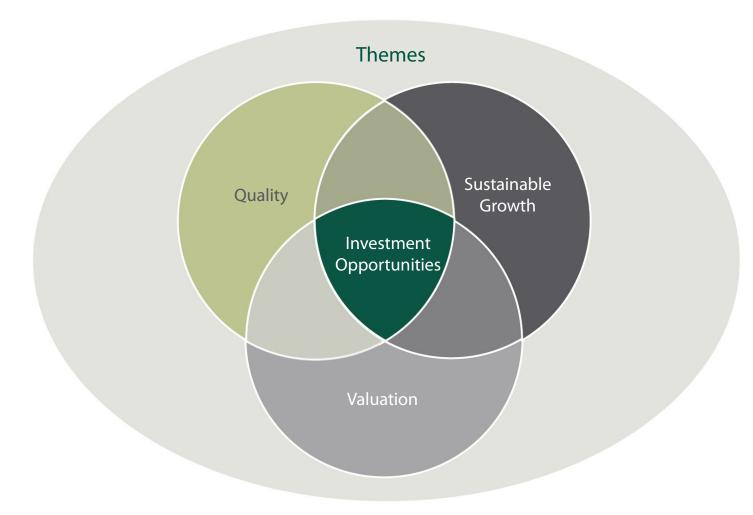
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# Investment Process — Quality, Growth and Valuation



# Investment Process—Idea Generation

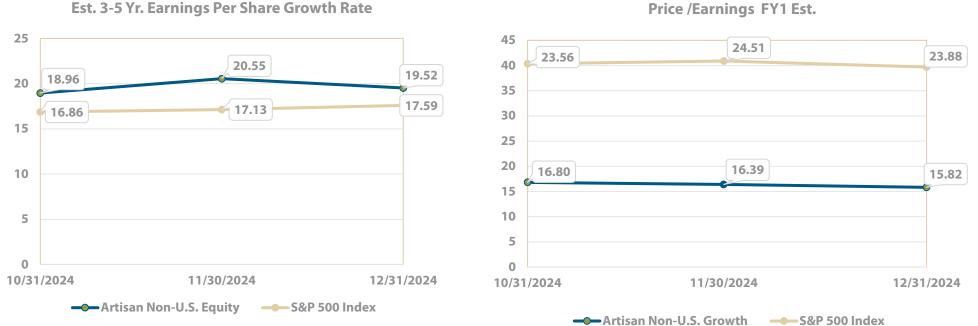
Identify long-term growth themes with the objective of investing in companies having meaningful exposure to these trends

Themes						
<b>Demographics</b> <ul> <li>Consumer Trends</li> <li>Health Care Innovation</li> </ul>	Technology <ul> <li>Artificial Intelligence</li> <li>E-commerce</li> <li>Secure Payments</li> </ul>	Environment <ul> <li>Energy Transition</li> <li>Energy Efficiency</li> </ul>				
Financial Services <ul> <li>Exchanges</li> <li>Insurance Brokerage</li> </ul>	Outsourcing = IT Services = Logistics	Infrastructure = Transportation = Defense = Real Estate				
Other Sources of Ideas	<ul> <li>Quantitative Screens</li> <li>Company Meetings</li> <li>Conferences</li> <li>Trade Press / Periodicals</li> </ul>	<ul> <li>Private Equity / Venture Capital Trends</li> <li>Sell-Sides Conversations</li> <li>Competitors / Suppliers / Distributors</li> </ul>				
	Qualified Research Cand	idatos				
Qualified Research Candidates						

In-Depth Analysis

#### Artisan Partners Global Equity Team

# Artisan Non-U.S. Equity Strategy Looks Relatively Cheap

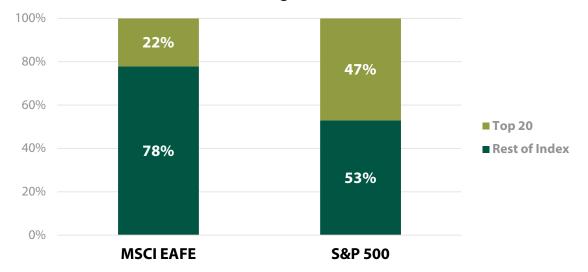


Est. 3-5 Yr. Earnings Per Share Growth Rate

Artisan Non-U.S. Growth Strategy had stronger growth at a lower P/E multiple than the S&P 500.

Source: Artisan Partners/FactSet/S&P as of 31 Dec 2024. An investment cannot be made directly in an index. Past performance does not guarantee and is not a reliable indicator of future results.

# International Equity Looks Compelling



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2024 Earnings Contribution

		MV Weight	Earnings Contrib**	5-Yr. Earnings Growth
MSCI EAFE	Тор 20	22.4%	22.1%	16.6%
MSCI EAFE	Rest of Index	77.6%	77.9%	13.1%
S&P 500	Тор 20	46.9%	37.3%	17.1%
3&F 300	Rest of Index	53.1%	62.7%	10.0%

\*\*Earnings Contrib = Stock Net Income / Index Total Net Income

International equity not as top-heavy as the S&P 500.

Source: Artisan Partners/MSCI/S&P as of 31 Dec 2024. Past performance does not guarantee and is not a reliable indicator of future results.

#### Artisan International Fund

## Investment Results (USD)



#### Calendar Year Returns (%)

	2020	2021	2022	2023	2024
Artisan Non-U.S. Growth Composite: Net	7.62	9.07	-19.21	14.47	10.74

Source: Artisan Partners/MSCI. Past performance does not guarantee and is not a reliable indicator of future results. Gross- and net-of-fees performance shown for the Composite. Current performance may be lower or higher than that shown. Returns less than one year are not annualized. Composite inception: 1 Jan 1996. MSCI ACWI ex USA Index performance represents the MSCI ACWI ex USA (Gross) Index from inception to 31 Dec 2000 and the MSCI ACWI ex USA (Net) Index from 1 Jan 2001 forward.

Investment Themes

# Demographics—Health Care Innovation

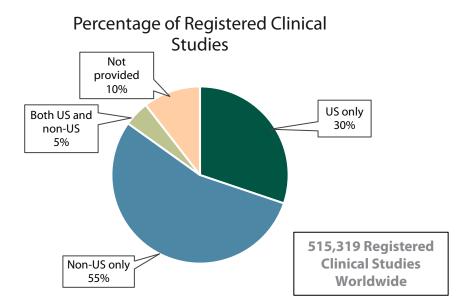
Seek high-conviction holdings with strong balance sheets, novel approaches for treatment and promising pipelines

## **Consumer-Driven Care**

- People living longer lives, requiring more care
- Patients becoming stakeholders in their own care
- Health systems moving toward patient-centric models

## Tech Driving Continued Improvement in R&D

- Increased collaboration bringing together multiple stakeholders to produce more targeted results
- Artificial Intelligence (AI) and deep learning advancing research and drug development
- Al helping to increase speed and effectiveness of clinical trials



Source: ClinicalTrials.gov, Oct 2024

## **Selected Holdings**

- Novo Nordisk
- Argenx
- UCB

- Otsuka Holdings
- Galderma

Source: Artisan Partners. As of 31 Dec 2024. Security examples and portfolio holdings are for illustrative purposes only and are subject to change without notice. The holdings mentioned comprised the following percentages of a representative account within the Artisan Non-U.S. Growth Strategy Composite's total net assets as of 31 Dec 2024: Novo Nordisk A/S 2.1%, Argenx SE 3.9%, UCB SA 2.9%, Otsuka Holdings Co Ltd 0.9% and Galderma Group AG 1.1%. Refer to Notes and Disclosures for additional information.

#### Artisan Partners Global Equity Team

# Demographics—Consumer Trends

Pursue leading brands that can provide pricing power and secular growth

## Traditional Premium Brands

- Brand equity and strong positioning provide pricing power
- "Premiumization" trend has led to market share growth for top brands
- Long-term growth opportunities in developing markets

## **Emerging Trends**

- Leaders in new markets or segments
- Long-term growth opportunities
- Differentiated offerings with inelastic prices, strong volumes and few strong competitors

#### Number of US Adults Betting on Sports Online 14% of US Adults 36.9 40 33.2 35 29.2 30 25.0 25 20 15 10 5 2022 2025\* 2023 2024\* Source: eMarketer USA, Mar 2023 14% Increase \*Projected Over \$450 Billion Spent on Sports in the US Since 2018

## Selected Holdings

- Anheuser-Busch InBev
- Reckitt Benckiser
- British American Tobacco

- Flutter Entertainment
- Tencent Music

Source: Artisan Partners. As of 31 Dec 2024. Security examples and portfolio holdings are for illustrative purposes only and are subject to change without notice. The holdings mentioned comprised the following percentages of a representative account within the Artisan Non-U.S. Growth Strategy Composite's total net assets as of 31 Dec 2024: Anheuser-Busch InBev SA/NV 1.4%, Reckitt Benckiser Group PLC 1.3%, British American Tobacco PLC 2.3%, Flutter Entertainment PLC 0.9%, Galderma Group AG 1.1% and Tencent Music Entertainment Group 0.9%. Refer to Notes and Disclosures for additional information.

# Financial Services—Durable Cash Flows

Invest in competitively advantaged financial intermediaries benefiting from economic and monetary tailwinds

## Asset Management & Insurance Brokerage

- Large and diversified asset base
- Source of recurring fee revenue
- Future capital return prospects

## Exchanges

- Increased volatility drives trade volume and revenues higher
- "Mini-monopolies" approved by regulators
- Mix shift toward data & services adding to recurring revenue streams



#### **Total Global Assets Under Management**

Source: Boston Consulting Group/PwC 2021

## Selected Holdings

- UBS
- Allianz
- Mitsubishi UFJ

Aon

- Deutsche Boerse
- London Stock Exchange

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# Infrastructure—Strategic Assets

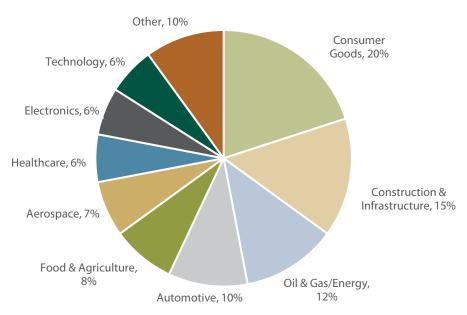
Research structurally advantaged companies with hard-to-replicate assets

## Tangible Asset "Moats"

- Ownership of essential, high-value assets with a natural monopoly can support durable cash flows
- Convergence of megatrends—such as digitalization, decarbonization, deglobalization—provide tailwinds
- Proximity advantages can lead to competitive advantages

## Testing, Inspection and Certification (TIC)

- High (90%+) recurring revenue driven by regulation
- Diverse customer base and high switching costs provide defensive quality
- Growth has accelerated for larger players supported by megatrends



## Revenues for TIC Industry End Markets

Source: Artisan Partners 2024

## Selected Holdings

- Aena
- CPKC
- Deutsche Telekom

Cemex

- SGS
- Bureau Veritas

Source: Artisan Partners. As of 31 Dec 2024. Security examples and portfolio holdings are for illustrative purposes only and are subject to change without notice. The holdings mentioned comprised the following percentages of a representative account within the Artisan Non-U.S. Growth Strategy Composite's total net assets as of 31 Dec 2024: Aena SME SA 1.8%, Canadian Pacific Kansas City Ltd 2.6%, Deutsche Telekom AG 4.2%, Cemex SAB de CV 0.7% and SGS SA 1.8% and Bureau Veritas SA 0.7%. Refer to Notes and Disclosures for additional information.

# Infrastructure—Defense

Research structurally advantaged companies with hard-to-replicate assets

## Growing number of conflicts fueling demand

- Continuing war in Ukraine increasing need for allies to replenish and increase stockpiles
- Turmoil in Middle East adding to global demand pressures
- Increasing threats in Far East as China flexes its military muscles

## Defense Spending on the Rise

- Record 23 NATO countries now spending ≥2% of GDP on defense
- NATO defense spending increased by 11% in 2024 from 3% in 2023
- Japan's defense budget up sharply; plans for 2% of GDP by 2027

## Annual Real Change in NATO Defense Spending



## Selected Holdings

- LIG Nex1
- Hanwha Aerospace
- Melrose Industries

Source: Artisan Partners. As of 31 Dec 2024. Security examples and portfolio holdings are for illustrative purposes only and is subject to change without notice. The holdings mentioned comprised the following percentages of a representative account within the Artisan Non-U.S. Growth Strategy Composite's total net assets as of 31 Dec 2024: LIG Nex 1 Co Ltd 1.0%, Hanwha Aerospace Co Ltd 1.0% and Melrose Industries PLC 2.9%. Refer to Notes and Disclosures for additional information.

#### Artisan Partners Global Equity Team

# Environment—Energy Efficiency and Clean Energy

Seek industry leaders that are providing the solutions to achieve the global energy transition

## **Energy Efficiency**

- Industrial gases—reduced emissions and natural resources consumption
- Smarter, more efficient buildings
- Heating technology

## **Alternative Energy**

- Integrating renewables
- Forward-thinking investments increasing productivity and growth
- Making electrical grids smarter



#### Share of Electricity Consumed in Net Zero Emissions 2050 Scenario

## Selected Holdings

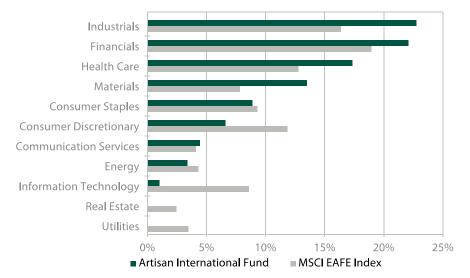
- National Grid
- Engie
- = NKT

Source: Artisan Partners. As of 31 Dec 2024. Security examples and portfolio holdings are for illustrative purposes only and are subject to change without notice. The holdings mentioned comprised the following percentages of a representative account within the Artisan Non-U.S. Growth Strategy Composite's total net assets as of 31 Dec 2024: National Grid PLC 4.9%, Engie SA 1.4% and NKT A/S 0.7%. Refer to Notes and Disclosures for additional information.

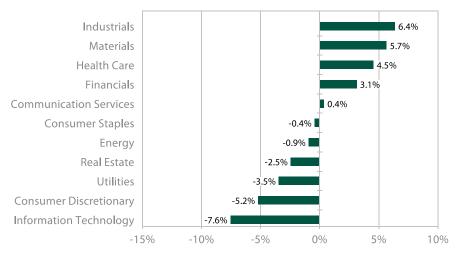
#### Artisan Non-U.S. Growth Strategy

# Sector Weights

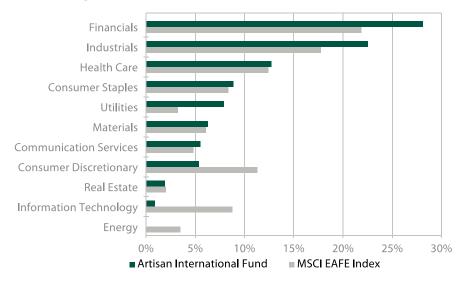
#### Sector Weights (31 Dec 2023)



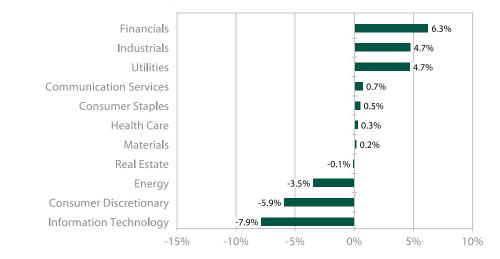
#### Relative Sector Weights (31 Dec 2023)



#### Sector Weights (31 Dec 2024)



#### Relative Sector Weights (31 Dec 2024)



Source: GICS/MSCI. Percentages shown are of the representative portfolio securities compared to the MSCI EAFE Index. Based on a representative portfolio. Cash represented 3.0% of the total representative portfolio at 31 Dec 2023 and 7.3% at 31 Dec 2024.

# Portfolio Holdings (% of total portfolio)

#### **Communication Services**

- 4.2 Deutsche Telekom AG
- 0.9 Tencent Music Entertainment Group

#### **Consumer Discretionary**

- 3.0 Amazon.com, Inc.
- 1.1 Accor SA
- 0.9 Flutter Entertainment Plc

#### **Consumer Staples**

- 2.3 British American Tobacco PLC
- Reckitt Benckiser Group plc 1.4
- 1.4 Anheuser-Busch InBev SA/NV
- 0.9 Nestle S.A.
- Wal-Mart de Mexico SAB de CV 0.7
- 0.6 Coca-Cola Bottlers Japan Holdings Inc.
- Pernod Ricard SA 0.6
- 0.4 Heineken NV

### **Financials**

- 5.4 UBS Group AG
- 3.3 Deutsche Boerse AG
- 2.7 Aon Plc Class A
- 2.0 Danske Bank A/S
- 1.9 Allianz SE
- 1.8 Mitsubishi UFJ Financial Group, Inc.
- 1.3 London Stock Exchange Group plc
- 1.3 Sumitomo Mitsui Financial Group, Inc.
- 1.1 AXA SA
- 1.0 Mediobanca Banca di Credito Finanziario 1.0 LIG Nex1 Co., Ltd.
- 1.0 BNP Paribas S.A. Class A
- 1.0 3i Group plc
- 0.9 BFF Bank SpA
- 0.8 Swiss Re AG
- 0.5 UniCredit S.p.A.
- 0.0 Sberbank Russia PJSC

#### **Health Care**

- 2.9 UCB S.A.
- 3.9 argenx SE ADR
- 2.1 Novo Nordisk A/S
- 1.1 Galderma Group AG
- 0.9 Otsuka Holdings Co., Ltd.
- 0.8 Medacta Group SA
- 0.2 EssilorLuxottica SA

#### Industrials

- 2.9 Melrose Industries PLC
- 2.6 Canadian Pacific Kansas City Limited
- 2.3 RELX PLC
- 2.0 Ryanair Holdings PLC
- 1.8 Safran SA
- 1.8 SGS SA
- 1.8 Aena SME SA
- 1.2 Compagnie de Saint-Gobain SA
- 1.0 Hanwha Aerospace Co., Ltd.
- 1.0 Wizz Air Holdings Plc
- 0.7 NKT A/S
- 0.7 Bureau Veritas SA

#### Information Technology

0.8 Samsung Electronics Co., Ltd.

#### Materials

- 3.0 Air Liquide SA
- 1.3 Nippon Sanso Holdings Corporation
- 0.8 Novonesis A/S
- 0.7 Cemex SAB de CV

#### **Real Estate**

1.8 Vonovia SE

#### Utilities

- 4.9 National Grid plc
- 1.4 ENGIE S.A.
- 0.5 TOKYO GAS Co., Ltd.
- 0.5 TransAlta Corporation

# Questions?

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