



JUNE 30, 2022

Ariel Global Concentrated Separate Account



Rupal J. Bhansali
Co-Portfolio manager



Micky Jagirdar
Co-Portfolio manager

About the portfolio

The portfolio pursues long-term capital appreciation by investing primarily in companies both within and outside the U.S., in developed or emerging markets.

Portfolio facts

Investment style	Concentrated global all cap intrinsic value
Inception	December 31, 2019
Assets	NZ\$315.3 million
Average market cap (\$ weighted)**	NZ\$529.67 billion
Number of holdings	23

** Market capitalization is a dollar-weighted average. Source: FactSet.

Portfolio characteristics***

	Ariel Global Concentrated	MSCI ACWI Index
Return on equity (5 year avg)	23.4	22.5
Debt/equity	0.48	0.69
Active share	94.9	N/A
One-year turnover	16.0%	N/A
Tracking error	N/A	N/A

***Ending Weight is the value of the position relative to the Fund's total assets as of the report date. Average Weight is the average value of the position relative to the Fund's total assets over the period. Source: FactSet. Return on Equity, a profitability measure, represents return on average total equity for the period. The holdings are summarized at the portfolio level using weighted average. Debt/Equity, a financial leverage measure, represents total debt as a percentage of total equity for the period. The holdings are summarized at the portfolio level using weighted median. Active Share measures the degree of active management by a portfolio manager. Active Weight measures the percentage of Fund holdings that differ from the index. Tracking Error, an active risk measure, is the population standard deviation of the excess returns between the portfolio and the index for the trailing three-year period as of the report date. Source: FactSet. Turnover, a measure of portfolio change, is the lesser of purchases or sales divided by the average value of Fund assets over the trailing one-year period as of the report date. Source: Eagle.

Our patient investment philosophy

Ariel Investments is headquartered in Chicago, Illinois, with offices in New York, San Francisco, and Sydney. We serve institutional investors through separate accounts. As of June 30, 2022, firm-wide assets under management are NZ\$26.0 billion.* Since our founding in 1983, we have been disciplined, long-term investors. This defining characteristic is the cornerstone of our investment philosophy, and symbolized by our turtle logo and the firm's motto, "Slow and steady wins the race."

Patience

We take the long-term view.

Independence

We invest to our convictions, not to benchmarks.

Expertise

We specialize in bottom-up, fundamental research.

Teamwork

We work collaboratively with a shared commitment to excellence.

*Assets under management as of June 30, 2022 include NZ\$1.90 billion for Ariel Alternatives, a subsidiary of Ariel Investments, which reflects aggregate commitments and excludes fund specific leverage.

Ariel Global Concentrated Composite performance (%) as of 6/30/22

	Quarter	1-year	Annualized Since incept.
Gross of fees	7.34	9.94	8.83
Net of fees	7.12	9.07	7.97
MSCI ACWI Index (net)^	-5.65	-5.32	7.33
MSCI ACWI Value Index (net)^	-0.99	3.25	5.16

Past performance does not guarantee future results. Investments in foreign securities may underperform and may be more volatile than comparable U.S. stocks because of the risks involving foreign economies and markets, foreign political systems, foreign regulatory standards, foreign currencies and taxes. The use of currency derivatives, ETFs and other hedges may increase investment losses and expenses and create more volatility. Investments in emerging markets present additional risks, such as difficulties in selling on a timely basis and at an acceptable price. A concentrated portfolio is more risky and may be subject to greater volatility than a more diversified investment. The intrinsic value of the stocks in which the portfolio invests may never be recognized by the broader market. The portfolio is often concentrated in fewer sectors than its benchmarks, and its performance may suffer if these sectors underperform the overall stock market. Investing in equity stocks is risky and subject to the volatility of the markets.

Current performance may be lower or higher than the performance data quoted. Performance results may be preliminary, are net of transaction costs and reflect the reinvestment of dividends and other earnings. Net performance has been reduced by the amount of the highest fee charged to any client in the Ariel Global Concentrated Composite during the performance period. Actual fees may vary depending on, among other things, the applicable fee schedule and portfolio size. Fee information is available upon request and may also be found in Ariel Investments LLC's Form ADV, Part 2. Returns are calculated in New Zealand dollars. Gross Excess Returns: amount that gross returns exceed the benchmark return. Net Excess Returns: amount that net returns exceed the benchmark return.

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Slow and steady wins the race.

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Sector weightings^{1,2†} (%)

	Ariel Global Concentrated	MSCI ACWI Index
Health Care	22.06	12.95
Communication Services	18.73	7.93
Information Technology	17.43	20.86
Consumer Staples	11.88	7.61
Financials	10.91	14.46
Consumer Discretionary	6.72	11.06
Real Estate	5.68	2.81
Utilities	2.36	3.17
Industrials	0.00	9.40
Energy	0.00	4.99
Materials	0.00	4.77

Top ten companies³ (% of net assets)

1. Microsoft Corp.	12.9
2. Philip Morris Intl, Inc.	11.9
3. Baidu, Inc. ADR	8.9
4. GSK plc ADR	8.2
5. Gilead Sciences, Inc.	7.9
6. Equity Commonwealth	5.7
7. Telefonica Deutschland Holding	5.7
8. Subaru Corp. ADR	3.6
9. Roche Holding AG ADR	3.6
10. BB Seguridade Participacoes SA ADR	3.5

Countries² (%)

1. United States	44.94
2. United Kingdom	10.39
3. China	9.59
4. Germany	7.73
5. Brazil	5.15
6. Japan	4.56
7. Switzerland	3.56
8. Peru	3.12
9. France	2.46
10. Spain	2.36

Market cap exposure* (%)

	Ariel Global Concentrated	MSCI ACWI Index	Difference
Large capitalization	77.4	84.4	- 7.0
Medium capitalization	20.3	15.6	+ 4.7
Small capitalization	2.3	0.0	+ 2.3

* Market cap exposure (%). Source: FactSet.

¹ Holdings are categorized according to the MSCI Global Industry Classification Standard (GICS). Holdings not classified by GICS are categorized according to FactSet classification. Source: FactSet.

² Holdings are categorized according to MSCI Country. Holdings not classified by MSCI are categorized according to Bloomberg Country of Risk. Source: FactSet. Sector and country weightings are calculated based on equity holdings as a percentage of total net assets. Source: Eagle.

³ The MSCI ACWI (All Country World Index) Index is an equity index of large and mid-cap representation across 23 Developed Markets (DM) and 24 Emerging Markets (EM) countries. Inception of this benchmark was January 1, 2001. The MSCI ACWI Value Index captures large and mid-cap securities exhibiting overall value style characteristics across 23 Developed Markets countries and 24 Emerging Markets (EM) countries. Inception date of this benchmark was December 8, 1997. All MSCI Index net returns reflect the reinvestment of income and other earnings, including the dividends net of the maximum withholding tax applicable to non-resident institutional investors that do not benefit from double taxation treaties. MSCI uses the maximum tax rate applicable to institutional investors, as determined by the company's country of incorporation. MSCI makes no express or implied warranties or representations and shall have no liability whatsoever with respect to any MSCI data contained herein. The MSCI data may not be further redistributed or used to create indices or financial products. This report is not approved or produced by MSCI. Source: MSCI.

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Ariel Investments, LLC is a money management firm headquartered in Chicago, Illinois, with offices in New York, San Francisco, and Sydney. Taking a long-term view and applying independent thinking to our investment decisions, we span the market cap spectrum from small to large and cover the globe with our international and global offerings. The Ariel Global Concentrated strategy seeks long-term capital appreciation as a primary objective. The strategy's secondary objective is to seek long-term capital preservation, to generate attractive absolute and risk-adjusted returns, and to attain higher relative returns compared to its benchmark over a full market cycle. The strategy invests primarily in equity securities of both U.S. and foreign (non-U.S.) issuers, including issuers in developed or emerging markets with highly concentrated positions, such that the portfolio typically will hold large positions of 10-30 stocks. The Ariel Global Concentrated Composite differs from its benchmark because it has dramatically fewer holdings. Index returns reflect the reinvestment of income and other earnings. Indexes are unmanaged, and investors cannot invest directly in an index.

Contributors³

	% of portfolio	% return
Philip Morris Intl, Inc.	11.9	+ 18.63
Baidu, Inc. ADR	8.9	+ 25.76
Telefonica Deutschland Holding	5.7	+ 24.21
Gilead Sciences, Inc.	7.9	+ 17.34
GSK plc ADR	8.2	+ 12.65

Detractors³

	% of portfolio	% return
Credicorp Ltd.	3.1	- 19.61
Microsoft Corp.	12.9	- 6.65
Michelin (CGDE)	2.5	- 8.60
NetApp, Inc.	1.4	- 11.68
Telefonica Brasil SA ADR	1.6	- 7.54

³ Holdings of the same issuer are aggregated and if held as depositary receipts it is not so specified. This list excludes ETFs. To determine the Fund's Top 10 Positions, holdings are ranked by issuer Ending Weight (% of net assets). To determine the Fund's Contributors and Detractors, holdings are ranked by issuer total effect and isolated to securities held in the portfolio. The holdings shown do not represent all of the securities purchased, sold or recommended for investors.