



**Rupal J. Bhansali**  
Portfolio Manager

### Firm Facts

- Founded in 1983 by John W. Rogers, Jr.
- Headquartered in Chicago, with offices in New York, San Francisco and Sydney
- \$16.2 billion in Assets Under Management\*
- 95.2% owned by employees and board members

### Our Patient Investment Philosophy

#### Active Patience

We take the long-term view.

#### Independent Thinking

We invest to our convictions, not to benchmarks.

#### Focused Expertise

We specialize in bottom-up, fundamental research.

#### Bold Teamwork

We work collaboratively with a shared commitment to excellence.

### Our Value Approach

- Strives to build concentrated, high-conviction portfolios.
- Embeds risk management throughout the investment process.
- Applies a business analyst mindset with in-depth sector and industry expertise.
- Aims to generate strong absolute and relative risk-adjusted returns over a full market cycle.



### Summary

<b>OBJECTIVE</b>	Long-term capital appreciation
<b>INVESTMENT STYLE</b>	International All Cap Intrinsic Value
<b>INDEX</b>	MSCI EAFE Net Index
<b>INCEPTION DATE</b>	December 31, 2011
<b>TOTAL MARKET VALUE</b>	\$1,719.1 million

### Performance<sup>1</sup> (%)

	Annualized						
	QTD	YTD	1-Year	3-Year	5-Year	10-Year	Since Inception
Gross of Fees	13.93	-10.69	-10.69	0.58	1.29	5.23	5.39
Net of Fees	13.70	-11.40	-11.40	-0.22	0.49	4.38	4.53
MSCI EAFE Net Index <sup>2</sup>	17.34	-14.45	-14.45	0.87	1.54	4.67	5.76
<b>Additional Indexes</b>							
MSCI EAFE Value Net Index <sup>2</sup>	19.64	-5.58	-5.58	0.65	0.17	3.51	4.72

### Statistics<sup>3</sup>

	Standard Deviation	Beta	Tracking Error	Information Ratio	Upside Capture	Downside Capture
Ariel International (DM)	12.28	0.76	6.01	(0.06)	79.84	76.07
MSCI EAFE Net Index	14.92	-	-	-	-	-

Since Inception through December 31, 2022.

\*Assets under management include \$1.35 billion for Ariel Alternatives, a subsidiary of Ariel Investments, which reflects aggregate commitments and excludes fund specific leverage.

Total Market Value reflects the total assets of the Composite as of the report date.

<sup>1</sup>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, and foreign currencies and taxes. The use of derivatives, exchange-traded funds (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. The intrinsic value of the stocks in which the portfolios invest may never be recognized by the broader market. The portfolios are often concentrated in fewer sectors than their benchmarks, and their 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.

**Past performance does not guarantee future results.** 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 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.

<sup>2</sup>MSCI EAFE<sup>®</sup> Index is an equity index of large and mid-cap representation across 21 Developed Markets (DM) countries around the world, excluding the U.S. and Canada. Inception of this benchmark was May 31, 1986. The MSCI EAFE Value Index captures large and mid-cap securities exhibiting overall value style characteristics across Developed Markets countries around the world, excluding the US and Canada. Inception 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.

<sup>3</sup>Definitions for the metrics below are detailed on page 2 under the section entitled Quantitative Measures.

## Characteristics

	Ariel International (DM)	MSCI EAFE Net Index
Number of Holdings	56.00	796.00
Return on Equity (%)	17.88	18.27
Net Debt/Equity	0.30	0.40
Dividend Yield	4.30	3.29
Turnover (%)	15.41	–
Active Share (%)	92.06	–

Sector Weightings<sup>1</sup> (%)

	Ending Weight	MSCI EAFE Net Index
Financials	20.03	18.66
Health Care	16.82	13.55
Consumer Staples	13.24	10.47
Consumer Discretionary	12.91	11.07
Utilities	12.01	3.48
Communication Services	9.76	4.51
Cash	7.66	0.00
Information Technology	4.09	7.81
Industrials	2.74	15.06
Energy	0.65	4.95
Real Estate	0.10	2.63
Materials	0.00	7.80

Top Country Exposure<sup>2</sup> (%)

	Ending Weight	MSCI EAFE Net Index
Germany	13.58	8.15
United Kingdom	12.77	15.27
Japan	10.94	21.94
France	10.32	11.85
Switzerland	8.35	10.14
United States	6.79	0.00
Spain	5.84	2.42
Italy	4.96	2.35
Netherlands	4.57	4.25
China	4.25	0.00
<b>Total EM exposure</b>	<b>6.30</b>	<b>0.00</b>

Top 10 Positions<sup>3</sup> (%)

	Ending Weight
1 Deutsche Boerse AG	8.70
2 Roche Holding AG	7.00
3 Philip Morris International, Inc.	6.79
4 Michelin (CGDE)	5.52
5 GSK plc	5.27
6 Endesa SA	5.20
7 Koninklijke Ahold Delhaize NV	4.57
8 Direct Line Insurance Group plc	4.10
9 Snam SpA	3.95
10 Baidu, Inc. ADR	3.88
<b>Total</b>	<b>54.98</b>

Contributors and Detractors<sup>3</sup> (%)

Top Five Relative Contributors	GICS Sector	Average Weight	Total Return	Total Effect
Direct Line Insurance Group plc	Financials	3.89	28.55	0.41
Philip Morris International, Inc.	Consumer Staples	6.70	23.00	0.36
Endesa SA	Utilities	5.00	24.59	0.34
Michelin (CGDE)	Consumer Discretionary	5.42	22.26	0.25
Nestle SA	Consumer Staples	0.21	6.44	0.25
Bottom Five Relative Detractors				
Roche Holding AG	Health Care	7.66	-4.45	-1.40
Deutsche Boerse AG	Financials	9.02	4.51	-1.18
Baidu, Inc.	Communication Services	3.45	-2.65	-0.75
Subaru Corporation	Consumer Discretionary	3.89	2.98	-0.55
CLP Holdings, Ltd.	Utilities	1.91	-2.38	-0.41

Source: FactSet. <sup>1</sup>Holdings are categorized according to the MSCI Global Industry Classification Standard (GICS). Holdings not classified by GICS are categorized according to FactSet. <sup>2</sup>Holdings are categorized according to MSCI Country. Holdings not classified by MSCI are categorized according to Bloomberg Country of Risk. <sup>3</sup>Holdings of the same issuer are aggregated and if held as depository receipts it is not so specified. The portfolio's Top 10 Positions are ranked by issuer Ending Weight. Contributors and Detractors are ranked by issuer Total Effect (%). Total Effect (%) represents the opportunity cost of the investment decisions in a portfolio relative to the overall benchmark. Holdings of the same issuer are aggregated and may include depository receipts. The holdings shown do not represent all of the securities purchased, sold or recommended for investors. **Quantitative Measures: Standard Deviation** is a statistical measure of the volatility of the portfolio's returns. **Beta** measures the portfolio's risk relative to the benchmark. **Tracking Error** is an active risk measure that represents the standard deviation of the excess returns between the portfolio and the index since inception. **Information Ratio** is the ratio of annualized residual return to residual risk. **Upside / Downside Capture** is the measure of the portfolio's performance in both up and down markets relative to the benchmark. **Ending Weight** is the value of the holding relative to the portfolio's total assets as of the report date. **Average Weight** is the average value of the holding relative to the portfolio's total assets over the period. **Return on Equity** is a profitability measure that represents return on average total equity for the period. Holdings are summarized at the portfolio level using weighted average. **Net Debt/Equity** is a financial leverage measure that represents total net debt as a percentage of total equity for the period. Holdings are summarized at the portfolio level using weighted average. **Dividend Yield** is the aggregate weighted average of the portfolio's equity holdings and their respective dividend yield. Dividend Yield shown does not represent any actual yield of the strategy, does not in any way represent the portfolio's total return, and does not reflect the deduction of strategy expenses. **Active Share** measures the degree the portfolio deviates from the benchmark. **Turnover**, a measure of portfolio change, is the lesser of purchases or sales divided by the average value of portfolio assets over the trailing one-year period; the metric is sourced from Ariel's portfolio accounting system Eagle. The sectors shown for the Global strategies are the Global Industry Classification Standard ("GICS"). GICS was developed by and is the exclusive property and service mark of MSCI Inc. and Standard & Poor's (S&P), a division of The McGraw Hill Companies, Inc. GICS is licensed for use by Ariel Investments, LLC. Neither MSCI, S&P nor any third party involved in making or compiling GICS or any GICS classifications makes any express or implied warranties or representations with respect to such standard or classification (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability and fitness for a particular purpose with respect to any such standard or classification. Without limiting any of the foregoing, in no event shall MSCI, S&P, any of their affiliates or any third party involved in making or compiling the GICS or any GICS classifications have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

# Our Performance Attribution

For the Quarter Ended December 31, 2022

GICS Sector	Ariel International (DM) (%)			MSCI EAFE Net Index (%)			Attribution (%)		
	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect	Selection + Interaction	Total Effect
Consumer Staples	13.17	18.75	2.44	10.66	10.63	1.13	-0.15	1.08	0.94
Real Estate	0.10	9.46	0.01	2.63	11.03	0.27	0.17	-0.00	0.17
Energy	0.57	65.59	0.29	5.05	19.78	1.03	-0.11	0.20	0.09
Cash	6.85	1.75	1.18	0.00	0.00	0.00	0.07	0.00	0.07
Utilities	11.92	17.18	2.05	3.37	19.43	0.64	0.17	-0.26	-0.09
Information Technology	4.22	10.63	0.47	8.11	14.90	1.26	0.11	-0.20	-0.10
Materials	0.00	0.00	0.00	7.63	20.73	1.53	-0.25	0.00	-0.25
Consumer Discretionary	13.29	14.30	2.05	11.20	17.82	2.01	0.03	-0.48	-0.45
Industrials	2.91	4.55	0.15	15.23	19.04	2.92	-0.21	-0.44	-0.64
Communication Services	9.25	6.07	0.38	4.58	10.05	0.49	-0.32	-0.42	-0.74
Health Care	17.30	8.49	1.57	13.60	14.19	1.94	-0.14	-0.99	-1.12
Financials	20.42	16.48	3.32	17.93	23.91	4.12	0.14	-1.45	-1.32
<b>Total</b>	<b>100.00</b>	<b>13.90</b>	<b>13.90</b>	<b>100.00</b>	<b>17.34</b>	<b>17.34</b>	<b>-0.48</b>	<b>-2.96</b>	<b>-3.44</b>

Source: FactSet. Total Return (%) does not represent the performance of the Composite for the period. The portfolio holdings are of a representative account and not reflective of the portfolio holdings of the Composite, of clients as a whole, or of the strategy. The representative account was selected because it has no client-imposed restrictions and minimal planned contributions and withdrawals. The portfolio holdings would differ from those of another client account if different client-imposed restrictions were applied, and also may vary from other differences such as cash flow. Holdings are categorized according to the MSCI Global Industry Classification Standard (GICS). Holdings not classified by GICS are categorized according to FactSet. The portfolio return for each category reflects the percentage returns of the stocks in each category.

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