# Ariel investments





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### Firm Facts

- Founded in 1983 by John W. Rogers, Jr.
- Headquartered in Chicago, with offices in New York, San Francisco and Sydney
- **\$14.5 billion** in Assets Under Management<sup>•</sup>
- 94.5% 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

- Prioritize research using fundamental, quantitative, and country analysis.
- Seeks to own mispriced companies with discernable investment catalysts, offering attractive long-term earnings power.
- Strives to deliver favorable upside and downside participation.
- Aims to build concentrated, high conviction portfolios.



## Ariel International (DM)

#### Summary

OBJECTIVE	Long-term capital appreciation
INVESTMENT STYLE	International All Cap Intrinsic Value
INDEX	MSCI EAFE Net Index
INCEPTION DATE	December 31, 2011
TOTAL STRATEGY ASSETS	\$1.3 billion

Performance <sup>1</sup> (%)	i -	Annualized					
	QTD	YTD	1-Year	3-Year	5-Year	10-Year	Since Inception
Gross of Fees	9.12	13.19	22.02	5.31	6.24	5.01	6.56
Net of Fees	8.92	12.53	21.07	4.48	5.40	4.18	5.70
MSCI EAFE Net Index <sup>2</sup>	7.26	12.99	24.77	5.48	8.20	5.71	7.36
Additional Indexes							
MSCI EAFE Value Net Index <sup>2</sup>	8.89	13.79	23.14	8.94	8.27	4.56	6.56

Statistics <sup>3</sup>									
	Standard Deviation	Beta	Tracking Error	Information Ratio	Upside Capture	Downside Capture			
Ariel International (DM)	12.56	0.79	5.80	(0.14)	82.65	80.36			
MSCI EAFE Net Index	14.74	-	-	-	-	-			

Since Inception through September 30, 2024.

\*Assets under management include \$1.48 billion for Ariel Alternatives, a subsidiary of Ariel Investments, which reflects aggregate commitments and excludes fund specific leverage. Total strategy assets include all accounts and investment funds employing the strategy. All other information presented is for the Ariel International (DM) Composite and its representative account. Investments in non-U.S. securities may underperform and may be more volatile than comparable U.S. stocks because of the risks involving non-U.S. economies, markets, political systems, regulatory standards, currencies and taxes. The use of currency derivatives and exchange-traded funds (ETFs) 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 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. 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. Ariel Composite Net of Fees returns are calculated by deducting: (1) for the period from inception to August 31, 2024, the maximum advisory fee in effect for the respective period, applied on a monthly basis; and (2) for the period from September 1, 2024 onwards, the actual monthly advisory fee (on an asset-weighted basis) accrued for the accounts in the composite, using the fee rates in place as of the most recent calendar quarter-end. Gross returns do not reflect the deduction of advisory fees. Client returns will be reduced by advisory fees and such other expenses as may be incurred in the management of the account. Advisory fees are described in Part 2 of Ariel's Form ADV. Returns assume the reinvestment of dividends and other earnings. <sup>2</sup>MSCI EAFE® 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. <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	44	732
Price to Book	1.46	1.76
Forward Price/Earnings	10.05	14.01
Return on Equity (%)	15.28	17.90
Dividend Yield	3.68	2.96
Active Share (%)	93.01	_

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

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

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

	Weight	Net Index
Consumer Discretionary	24.61	10.98
Financials	22.33	20.59
Health Care	12.92	13.29
Information Technology	11.90	8.74
Industrials	9.64	17.34
Utilities	9.38	3.40
Consumer Staples	5.03	8.74
Communication Services	1.78	4.28
Real Estate	1.02	2.19
Energy	0.75	3.60
Cash	0.65	0.00
Materials	0.00	6.85

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**MSCIEAFE** 

## Contributors and Detractors $^{3}(\%)$

	Ending Weight	MSCI EAFE Net Index
France	21.40	11.38
Germany	17.05	9.02
Japan	12.08	22.34
Israel	5.86	0.78
United Kingdom	5.30	14.75
Italy	5.00	2.74
Spain	4.49	2.81
Belgium	4.35	1.01
China	3.55	0.00
South Korea	3.29	0.00
EM Exposure	10.21	0.00

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		Ending Weight
1	Michelin (CGDE)	6.57
2	Check Point Software Technologies, Ltd.	5.86
3	Sanofi	5.58
4	Fresenius Medical Care AG	4.45
5	Bandai Namco Holdings, Inc.	4.39
6	Siemens AG	4.36
7	KBC Group NV	4.35
8	AXA SA	4.17
9	Endesa SA	3.74
10	BNP Paribas SA	3.47
То	tal	46.92

		Average	Total	Currency	Total
Top Five Relative Contributors	GICS Sector	Weight	Return	Effect	Effect
JD.com, Inc.	Consumer Discretionary	1.73	58.29	-0.09	1.08
Check Point Software Technologies, Ltd.	Information Technology	5.77	16.85	-0.37	0.50
Sanofi	Health Care	5.35	19.14	-0.10	0.49
BAWAG Group AG	Financials	2.64	22.55	-0.06	0.36
Endesa SA	Utilities	3.68	16.57	-0.07	0.33
Bottom Five Relative Detractors					
Subaru Corporation	Consumer Discretionary	4.25	-16.91	0.25	-1.21
Stellantis NV	Consumer Discretionary	2.54	-30.04	-0.05	-1.05
Samsung Electronics Company, Ltd.	Information Technology	1.80	-20.22	-0.03	-0.56
Wizz Air Holdings plc	Industrials	0.82	-31.19	0.00	-0.46
Daimler Truck Holding AG	Industrials	3.03	-5.78	-0.07	-0.41

Source: FactSet. <sup>1</sup>Holdings categorized according to the MSCI Global Industry Classification Standard (GICS). Holdings not classified by GICS categorized according to FactSet. <sup>2</sup>Holdings categorized according to MSCI Country and at the discretion of the Advisor. <sup>3</sup>Holdings of the same issuer aggregated and if held as depositary receipts it is not so specified. The portfolio's 10 10 Positions ranked by issuer Total Effect (%) Fortal Effec

# Our Performance Attribution

For the Quarter Ended September 30, 2024

	Ariel	Internationa	(DM) (%)	MSC	I EAFE Net I	ndex (%)	Attribution (%)			
Country	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect (Local)	Selection Effect (Local)	Total Currency Effect	Total Effect
Africa/Mideast	6.78	15.34	1.00	0.76	12.40	0.09	0.67	0.20	-0.40	0.47
Israel	5.77	16.85	0.93	0.76	12.40	0.09	0.55	0.25	-0.33	0.47
United Arab Emirates	1.01	6.34	0.06	0.00	0.00	0.00	0.07	0.00	-0.07	0.00
Asia/Pacific Ex Japan	11.10	13.00	1.38	10.86	14.29	1.48	0.03	-0.02	-0.17	-0.16
Australia	0.00	0.00	0.00	7.50	11.52	0.82	-0.51	0.00	0.19	-0.32
China	2.81	54.38	1.29	0.00	0.00	0.00	1.35	0.00	-0.18	1.17
Hong Kong	2.70	10.68	0.29	1.79	24.43	0.41	0.20	-0.36	-0.06	-0.22
New Zealand	0.00	0.00	0.00	0.18	5.60	0.01	0.00	0.00	0.00	0.00
Singapore	0.20	2.35	0.01	1.39	17.58	0.23	-0.15	-0.02	0.02	-0.15
South Korea	3.94	-5.31	-0.21	0.00	0.00	0.00	-0.46	0.00	-0.05	-0.51
Taiwan	1.44	0.16	0.00	0.00	0.00	0.00	-0.04	0.00	-0.10	-0.13
Currency Forward	0.08	1.15	0.63	0.00	0.00	0.00	0.00	0.00	0.65	0.65
Currency Forward	0.08	1.15	0.63	0.00	0.00	0.00	0.00	0.00	0.65	0.65
Europe	65.48	8.00	5.27	65.63	6.58	4.39	0.00	1.30	-0.34	0.96
Austria	2.64	22.55	0.56	0.19	8.74	0.02	0.09	0.33	-0.06	0.36
Belgium	4.42	12.86	0.56	1.00	15.25	0.15	0.33	-0.10	-0.08	0.15
Denmark	2.04	3.81	0.14	3.74	-10.30	(0.38)	0.26	0.41	0.04	0.70
Finland	1.06	15.48	0.16	1.01	8.09	0.08	0.00	0.08	0.00	0.08
France	20.08	11.12	2.19	11.33	7.68	0.88	0.21	0.59	-0.19	0.61
Germany	16.40	5.74	0.95	8.72	10.73	0.92	0.44	-0.80	-0.18	-0.53
Hungary	0.82	-31.19	-0.40	0.00	0.00	0.00	-0.45	0.00	0.00	-0.46

Source: FactSet. Performance data quoted represents past performance and does not guarantee future results. Current performance may be lower or higher than the performance data quoted. Holdings are categorized according to MSCI Country and the discretion of the Advisor. The portfolio return for each category reflects the returns of the stocks in the category before the deduction of fees, charges, transaction costs or other expenses. Total portfolio return shown may be slightly different than reported returns for the period.

# Our Performance Attribution

For the Quarter Ended September 30, 2024

	Ariel	International	(DM) (%)	MSC	MSCI EAFE Net Index (%)			Attribution (%)			
Country	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect (Local)	Selection Effect (Local)	Total Currency Effect	Total Effect	
Ireland	0.00	0.00	0.00	0.30	13.93	0.04	-0.03	0.00	0.01	-0.02	
Italy	5.38	-7.69	-0.44	2.74	8.58	0.23	0.11	-0.95	-0.06	-0.89	
Netherlands	1.59	18.79	0.34	5.01	-4.54	(0.22)	0.31	0.53	0.09	0.93	
Norway	0.00	0.00	0.00	0.58	2.13	0.01	0.00	0.00	0.03	0.03	
Portugal	0.00	0.00	0.00	0.19	8.72	0.02	-0.01	0.00	0.00	0.00	
Spain	4.39	13.33	0.59	2.71	13.66	0.36	0.15	-0.03	-0.03	0.09	
Sweden	0.00	0.00	0.00	3.22	8.40	0.27	-0.10	0.00	0.06	-0.04	
Switzerland	1.83	15.53	0.25	9.91	8.51	0.81	-0.08	0.11	-0.01	0.01	
United Kingdom	4.81	8.69	0.37	14.99	7.94	1.20	-0.12	0.02	0.04	-0.06	
Funds: Developed Markets	0.29	1.31	0.00	0.00	0.00	0.00	0.02	0.00	-0.02	0.00	
Funds: Developed Markets	0.29	1.31	0.00	0.00	0.00	0.00	0.02	0.00	-0.02	0.00	
Japan	12.51	-0.89	-0.13	22.75	5.72	1.30	0.75	-0.87	-0.60	-0.72	
Japan	12.51	-0.89	-0.13	22.75	5.72	1.30	0.75	-0.87	-0.60	-0.72	
Latin America	0.53	15.99	0.06	0.00	0.00	0.00	0.06	0.00	-0.04	0.02	
Brazil	0.14	13.44	0.03	0.00	0.00	0.00	0.03	0.00	-0.01	0.02	
Peru	0.39	14.04	0.03	0.00	0.00	0.00	0.03	0.00	-0.03	0.00	
North America	2.80	5.90	0.16	0.00	0.00	0.00	0.15	0.00	-0.19	-0.04	
United States	2.80	5.90	0.16	0.00	0.00	0.00	0.15	0.00	-0.19	-0.04	
Cash	0.44	1.92	0.01	0.00	0.00	0.00	-0.04	0.00	-0.04	-0.07	
Total	100.00	8.37	8.37	100.00	7.26	7.26	1.64	0.62	-1.15	1.11	

Source: FactSet. Performance data quoted represents past performance and does not guarantee future results. Current performance may be lower or higher than the performance data quoted. Holdings are categorized according to MSCI Country and the discretion of the Advisor. The portfolio return for each category reflects the returns of the stocks in the category before the deduction of fees, charges, transaction costs or other expenses. Total portfolio return shown may be slightly different than reported returns for the period.

# Our Performance Attribution

For the Quarter Ended September 30, 2024

	Ariel International (DM) (%)			MSC	MSCI EAFE Net Index (%)			Attribution (%)			
GICS Sector	Average Weight	Total Return	Contribution to Return	Average Weight	Total Return	Contribution to Return	Allocation Effect (Local)	Selection Effect (Local)	Total Currency Effect	Total Effect	
Health Care	13.40	14.26	1.84	13.81	4.61	0.67	0.06	1.45	-0.20	1.32	
Currency Forward	0.08	1.15	0.63	0.00	0.00	0.00	0.00	0.00	0.65	0.65	
Information Technology	12.58	3.99	0.57	8.98	-2.43	-0.20	-0.35	1.50	-0.64	0.51	
Energy	0.71	-2.30	-0.02	3.94	-5.77	-0.23	0.41	0.03	0.03	0.47	
Utilities	9.23	15.29	1.38	3.32	14.93	0.47	0.52	0.20	-0.25	0.47	
Financials	23.21	11.65	2.78	20.24	10.38	2.04	0.12	0.65	-0.40	0.37	
Consumer Staples	3.80	23.47	0.75	8.71	10.58	0.88	-0.17	0.42	-0.03	0.22	
Funds	0.29	1.31	0.00	0.00	0.00	0.00	0.02	0.00	-0.02	0.00	
Cash	0.44	1.92	0.01	0.00	0.00	0.00	-0.04	0.00	-0.04	-0.07	
Communication Services	1.65	5.93	0.21	4.22	11.50	0.48	-0.07	0.13	-0.15	-0.09	
Real Estate	1.01	6.34	0.06	2.12	17.39	0.35	-0.10	-0.04	-0.06	-0.21	
Materials	0.00	0.00	0.00	6.54	10.69	0.67	-0.26	0.00	0.03	-0.23	
Industrials	9.58	0.75	0.02	17.02	9.37	1.60	-0.14	-0.69	-0.21	-1.03	
Consumer Discretionary	24.04	0.92	0.13	11.10	4.84	0.52	-0.47	-0.93	0.13	-1.27	
Total	100.00	8.37	8.37	100.00	7.26	7.26	-0.47	2.73	-1.15	1.11	

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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