

# SGA International Growth SMA Overview



**Style:** International Growth  
**Benchmark:** MSCI ACWI ex USA Index (Net TR)

## Investment Objective

To generate long-term capital appreciation by identifying and owning the rare businesses which generate predictable, sustainable earnings and cash flow growth over time with lower variability, across the growth spectrum.

## Key Features

**Sustainable Growth** — Searches for companies that offer strong, predictable, and sustainable growth

**Benchmark Unconstrained** — A high-conviction, concentrated portfolio that invests based on opportunity, rather than index-relative weights

**Valuation Discipline** — Manages price risk through application of valuation tools focused on cash flow

## Investment Philosophy

SGA strives to generate excellent absolute and relative returns, over time, by using a fundamental, bottom-up process to identify businesses that the firm believes offer predictable, sustainable growth and have the ability to generate meaningful wealth.

## Research Process



Analysts present idea for analysis to Investment Committee (IC)  
Go/No Go decision

Deep fundamental analysis, 10-year financial projections  
Time: Two – six months

Investment concept presented to IC for inclusion on the buy list  
Requires approval of three of five Portfolio Management Committee Members

Relative to other QCL companies, based on cash flows and conviction

Concentrated 25-35 stock portfolio providing best combination of valuation, quality, and growth

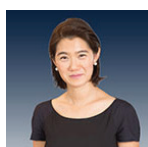
## Portfolio Construction

| Stock Level   | Benchmark Consideration   | Portfolio   |  |
|---|---|---|--|
| <ul style="list-style-type: none"> <li>■ Extensive, first-hand research</li> <li>■ Selective criteria</li> <li>■ Team vetting</li> <li>■ &gt;110 companies on SGA's Qualified Company List</li> <li>■ Valuation considerations</li> <li>■ Two of three PM approval</li> </ul> | <ul style="list-style-type: none"> <li>■ SGA never owns a neutral conviction stock for diversification or active risk objectives</li> <li>■ Bottom-up process with top-down review</li> </ul> | <ul style="list-style-type: none"> <li>■ 25 – 35 holdings</li> <li>■ Conviction based sizing                             <ul style="list-style-type: none"> <li>• 4 – 6% above-average weight</li> <li>• 3 – 4% average weight</li> <li>• &lt;3% below-average weight</li> </ul> </li> <li>■ 40% maximum sector exposure</li> </ul> | <ul style="list-style-type: none"> <li>■ 25% maximum industry exposure</li> <li>■ Focus on source of revenue generation</li> <li>■ 35% maximum emerging market domiciled company exposure</li> <li>■ 90 – 100% exposure to non-U.S. companies</li> </ul> |

## Investment Professionals



**Tucker Brown**  
Portfolio Manager and Analyst



**Alexandra Lee, M.D.**  
Portfolio Manager and Analyst



**Kishore Rao**  
Portfolio Manager and Analyst

## About Sustainable Growth Advisers

Founded in 2003, Sustainable Growth Advisers is a growth equity manager focused on high-conviction U.S., global, emerging markets, and international portfolios.

To learn more, please contact us at 800-243-4361, or visit [virtus.com](https://www.virtus.com).

### RISK CONSIDERATIONS

**Equity Securities:** The market price of equity securities may be adversely affected by financial market, industry, or issuer-specific events. Focus on a particular style or on small, medium, or large-sized companies may enhance that risk.

**Foreign & Emerging Markets:** Investing in foreign securities, especially in emerging markets, subjects the portfolio to additional risks such as increased volatility, currency fluctuations, less liquidity, and political, regulatory, economic, and market risk.

**Market Volatility:** The value of the securities in the portfolio may go up or down in response to the prospects of individual companies and/or general economic conditions. Local, regional, or global events such as war, terrorism, pandemic, or recession could impact the portfolio, including hampering the ability of the portfolio's manager(s) to invest its assets as intended.

**Limited Number of Investments:** Because the portfolio has a limited number of securities, it may be more susceptible to factors adversely affecting its securities than a portfolio with a greater number of securities.

**Industry/Sector Concentration:** A portfolio that focuses its investments in a particular industry or sector will be more sensitive to conditions that affect that industry or sector than a non-concentrated portfolio.

**ESG:** SGA integrates ESG factors, including ESG risks and opportunities, into its investment process. Investments are made with the objective of maximizing risk-adjusted financial returns to its clients. SGA does not place a premium on social returns, nor does SGA allocate its clients' capital based on thematic or top-down views. The portfolio's consideration of ESG factors could cause the portfolio to perform differently from other portfolios. ESG factors may not be considered for every investment decision and there is no guarantee that the integration of ESG factors will result in better performance.

**Currency Rate:** Fluctuations in the exchange rates between the U.S. dollar and foreign currencies may negatively affect the value of the portfolio's shares.

**Depository Receipts:** Investments in foreign companies through depository receipts may expose the portfolio to the same risks as direct investments in securities of foreign issuers.

The MSCI AC World ex USA Index (net) is a free float-adjusted market capitalization-weighted index that measures equity performance of developed and emerging markets, excluding the United States. The index is calculated on a total return basis with net dividends reinvested. The index is unmanaged, its returns do not reflect any fees, expenses, or sales charges, and is not available for direct investment.

There is no guarantee that the investment objective will be realized or that the strategy will generate a positive or excess return.