# SUSTAINABLE INTERNATIONAL LEADERS **REVIEW AND OUTLOOK**



Third Quarter 2023

Our key belief is that competitively advantaged businesses that earn high returns on invested capital (ROIC), are run by capable management teams and are attractively valued, have the ability to generate attractive through-the-cycle shareholder returns.

The strategy underperformed its benchmark, the MSCI All Country ex-U.S. Index, in the third guarter of 2023. Financials and health care were the main drivers of underperformance, primarily driven by payment provider Adyen which we exited during the quarter. Another meaningful detractor was Hong Kongbased insurance company AIA Group; after thorough review, we added to our position in August.

We have seen the shares of both our health care investments, Roche and Coloplast, come under pressure this quarter. We believe that short-term, idiosyncratic issues are impacting the share price performance for these businesses. In the case of Roche, it has had some disappointing trial readouts in higher-risk treatment or therapy areas such as the Alzheimer's drug gantenerumab or the anti-TIGIT therapy in oncology, which should be expected given just how innovative some of these potential treatments are. These have, however, been a source of headline risk for Roche over the last year. We believe that Roche's core research and development (R&D) engine remains strong. The company grew through one of the largest patent cliffs in the pharmaceutical industry in recent years, and has produced blockbuster drugs across multiple therapy areas in the last ten years. The company has a well-diversified portfolio today and R&D excellence was reiterated as a key strategic priority at the company's recent Pharma Day in London. Our other health care holding, Coloplast, has executed well on both growth and margins despite ongoing raw material inflation, increased energy costs and demand impact from its Chinese end market which constitutes just under 10% of revenues. However, the shares were weak on what we view as temporarily depressed margins, amidst ongoing inflationary headwinds.

Our portfolio was not immune from the impact of the economic slowdown in China this year. Our only direct portfolio investment in China is through the Hong Kong-listed insurance company AIA Group. We believe that the long-term opportunity for AIA Group is compelling. A large part of the company's future growth should come from premiums underwritten today in mainland China. AIA operates in a regulatory environment that supports its positive outcome on financial inclusion.

This translates into the approval to start new businesses in one or two provinces each year over a multiyear period. We believe that our investment thesis for AIA is very much intact and took advantage of the current weakness to add to the position.

In the face of ongoing macroeconomic volatility, we are focused on investing in companies that have the potential to thrive in multiple future scenarios. Whilst our holdings are not immune to macroeconomic slowdowns, we expect them to typically outperform their peers coming out the other side of those slowdowns. Our investments in Rentokil, Compass Group, LVMH, LSE Group and Waste Connections demonstrate examples of companies whose excellent execution has exceeded our expectations.

In August, we exited our investment in the Dutch payment provider Adyen, one of our original investments in the strategy. We liked Adyen's strong competitive positioning in the electronic payment industry where its technological leadership enabled its customers to receive higher authorization rates for credit transactions versus peers. We have seen a recent change in the competitive position of Adyen, particularly in the U.S. market. As Adyen expanded its business in the U.S., it started to increasingly come up against strong incumbents delivering what seem to be comparable outcomes at lower fees. This reduced our confidence in the company's ability to reach its growth and margin targets.

Towards the end of the quarter, the Global Equity Team came together for its seventh annual offsite. The offsite is an important part of our process as it allows us to re-evaluate all components of the investment process and reflect on areas of improvement. For Sustainable International Leaders, we discussed several ideas for ensuring a high bar on management quality as our search for new investments expands.

Looking at the portfolio today, as of September 30, 2023, we see what we believe to be attractive portfolio characteristics in key areas such as return on invested capital (20% ROIC), sales growth (6.9% 3 year sales growth) and free cash flow yield (4.3%) (see table on page 7). We believe the current portfolio is positioned well to drive future long-term returns.

#### SECTOR DIVERSIFICATION

**Third Quarter 2023** 



- Sector and country diversification in our strategy is primarily an output of stock picking, with the team more focused on strong business models and end-market economics.
- At the same time, the strategy seeks differentiated exposures but will not compromise philosophically. We are comfortable having no exposure in certain areas, such as energy, real estate or utilities, when they do not satisfy our investment criteria.
- The strategy's overweight positions in industrials and financials are a function of several high-quality franchises, (such as Swedish air compressor and vacuum pump manufacturer Atlas Copco, and Brazilian securities exchange B3) categorized within these sectors.
- The strategy's exposure to financials (its second-largest exposure) is via companies with strong, structural growth trends and predominantly though securities exchanges and differentiated financials in emerging markets.

SECTOR	BROWN ADVISORY SUST. INT'L LEADERS REP. ACCOUNT (%)	MSCI ACWI EX-US INDEX (%)	DIFFERENCE (%)	BROWN ADVISORY SUST. INT'L LEADERS REP. ACCOUNT (%)
	Q3'23	Q3'23	Q3'23	Q2'23
Communication Services	3.37	5.48	-2.11	3.36
Consumer Discretionary	11.26	11.89	-0.64	10.47
Consumer Staples	2.89	8.37	-5.48	3.72
Energy		6.00	-6.00	
Financials	22.94	21.21	1.73	26.68
Health Care	7.22	9.65	-2.43	7.47
Industrials	35.26	13.07	22.19	32.64
Information Technology	11.15	11.31	-0.16	10.42
Materials	3.65	7.87	-4.21	3.69
Real Estate		2.02	-2.02	
Utilities		3.13	-3.13	

## ATTRIBUTION DETAIL BY SECTOR





	BROWN ADVISORY SUST. INT'L LEADERS REP. ACCOUNT	MSCI ACWI EX-US INDEX		ATTRIBUTION ANALYSIS	
SECTOR	AVERAGE WEIGHT (%)	AVERAGE WEIGHT (%)	ALLOCATION EFFECT (%)	SELECTION & INTERACTION EFFECT (%)	TOTAL EFFECT (%)
Communication Services	3.51	5.50	0.02	-0.16	-0.14
Consumer Discretionary	10.94	12.11	0.01	-0.21	-0.20
Consumer Staples	3.09	8.53	0.13	0.08	0.21
Energy		5.67	-0.66	0.00	-0.66
Financials	25.06	20.80	0.10	-4.34	-4.24
Health Care	7.34	9.58	-0.03	-0.75	-0.78
Industrials	33.64	13.19	-0.39	0.11	-0.28
Information Technology	10.57	11.57	0.06	-0.09	-0.03
Materials	3.79	7.86	-0.02	-0.27	-0.29
Real Estate		2.03	-0.05		-0.05
Utilities		3.16	0.13		0.13
Unassigned		0.01	-0.003		-0.003
Total	100.00	100.00	-0.63	-5.63	-6.25

<sup>•</sup> Financials and health care were the main drivers of underperformance, primarily driven by the performance of Dutch payment provider Adyen, which we exited during the quarter.

Source: FactSet. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients. The portfolio information provided is based on a representative Sustainable International Leaders account and is provided as Supplemental Information. Sectors are based on the Global Industry Classification Standard (GICS) classification system. Sector attribution excludes cash and cash equivalents. Attribution Analysis shown is calculated on a gross of fees basis. Please see the end of this presentation for a GIPS Report, important disclosures and a complete list of terms and definitions.

Within financials, Hong Kong based insurance company AIA Group was a meaningful detractor. We re-underwrote our investment during the quarter and added to our position in August.

## TOP FIVE CONTRIBUTORS TO RETURN



Third Quarter 2023 Sustainable International Leaders Representative Account Top Five Contributors

SYMBOL	NAME	DESCRIPTION	AVERAGE WEIGHT (%)
BKNG	Booking Holdings Inc.	Provides online travel reservation, merchant payment and advertising services	3.46
055768	Howden Joinery Group PLC	Manufactures kitchens and joinery products	3.27
B01NPJ	Tata Consultancy Services Limited	Provides computer programing, IT services, consulting and business solutions	2.43
B058TZ	Safran SA	Designs, manufactures and markets aircraft, defense and communication equipment	4.73
NXPI	NXP Semiconductors NV	Manufactures, designs and provides mixed-signal semiconductor solutions	2.74

- Booking saw strong travel trends and take-rate revenues. The company raised its forward-looking guidance on the back of strong activity across all channels.
- Howden Joinery Group's cost advantage and scale allowed it to take market share despite the uncertain macro environment. The company also continues to invest in its stock management capabilities to enable further availability and range extension for its trade customers.
- Tata Consultancy Services' deal pipeline and ramp-up of large-scale projects remained healthy throughout the quarter. This has been positive in the context of an industry wide slowdown in IT spending. The company continues to go through a CEO transition which we believe to cause little disruption to the business.
- Safran continues to benefit from a sustained traffic recovery. LEAP engine deliveries, spare part pricing and shop visit volumes for both LEAP and CFM56
  engines drive the strong FCF growth profile for Safran.
- We believe that NXP Semiconductors executed well through a challenging cycle, especially for automotive. Inventory normalization in this channel and stabilization and recovery across the wider portfolio led to an uplift of mid-term guidance.

Source: FactSet. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. To the extent specific securities are mentioned, they have been selected by the author on an objective basis to illustrate views expressed in the commentary and do not represent all of the securities purchased, sold or recommended for advisory clients. Past performance is not indicative of future results. The portfolio information provided is based on a representative Sustainable International Leaders account and is provided as Supplemental Information. Commentary regarding an investment's contribution to return and relative performance has been assessed on a gross performance basis. Contributors are sorted in order of their contribution to return on a gross basis. Please see the end of this presentation for a GIPS Report, important disclosures and a complete list of terms and definitions.

## **BOTTOM FIVE CONTRIBUTORS TO RETURN**



Third Quarter 2023 Sustainable International Leaders Representative Account Bottom Five Contributors

SYMBOL	NAME	DESCRIPTION	AVERAGE WEIGHT (%)
BZ1HM4	Adyen NV	Operates as a global payments technology company	2.27
406141	LVMH Moet Hennessy Louis Vuitton SE	Operates as a holding company with interests in manufacturing beverages and other luxury goods	3.80
BG36ZK	B3 SA - Brasil, Bolsa, Balcao	Provides exchange trading, clearing and other trade services	3.84
B4TX8S	AIA Group Limited	Provides life and health insurance services	3.57
B8FMRX	Coloplast A/S Class B	Manufactures, supplies and markets medical and health care products.	4.01

- Adyen's competitive position is being challenged, particularly in the U.S. market. As discussed, it is increasingly competing against strong incumbents delivering
  what seem to be comparable outcomes at lower fees. We exited our position in August.
- LVMH saw a slowdown in sales growth to the Chinese end market and a softening of demand for its more aspirational brands, where affordability has become a larger issue across its European and U.S. customer base. We believe LVMH's brand portfolio is built for the long term and more skewed to high-end customers.
- B3 performed well and appears to be successfully managing a volatile business and macro environment in Brazil. It is the sole financial markets infrastructure
  provider in Brazil and thus well-positioned to benefit from secular growth drivers, in our view.
- AIA Group's share price has, in our view, been impacted by a recalibration of "China risk" for companies with exposure to China. AIA's fundamentals appear solid, and the company has been able to pay out dividends from China to shareholders over past couple of years, even whilst reinvesting in new offices for growth.
- Coloplast, has executed well on both growth and margins despite ongoing raw material inflation, increased energy costs and demand impact from its Chinese end
  market. However, the shares remain weak on what we view as temporarily depressed margins amidst ongoing inflationary headwinds.

## ADDITIONS/DELETIONS



Third Quarter 2023 Sustainable International Leaders Representative Account Portfolio Activity

In August, we exited our investment in the Dutch payment provider Adyen, one of our original investments in the strategy. Our thesis was centered around Adyen's strong competitive positioning in the structurally growing electronic payment industry where its technological leadership enabled its customers to receive higher authorization rates for credit transactions versus peers. We have seen a recent change in the competitive position of Adyen, particularly in the US market. As Adyen expanded its business in the US, it has started to increasingly come up against strong incumbents delivering what seem to be comparable outcomes at lower fees. This reduced our confidence in the company's ability to reach its growth and margin targets and therefore in our ability to generate an attractive IRR from the investment over the next five to seven years.

SYMBOL	ADDITIONS	SECTOR
	None	
SYMBOL	DELETION	SECTOR
BZ1HM4	Adyen NV	Financials

Source: FactSet. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. References to specific securities are for illustrative purposes only and do not represent all of the securities purchased, sold or recommended for advisory clients. Sectors are based on the Global Industry Classification Standard (GICS) classification system. The portfolio information provided is based on a representative Sustainable International Leaders account and is provided as Supplemental Information. Please see the end of this presentation for a GIPS Report, important disclosures and a complete list of terms and definitions.

## **PORTFOLIO CHARACTERISTICS**



Third Quarter 2023 Sustainable International Leaders Representative Account as of 09/30/2023

	SUSTAINABLE INTERNATIONAL LEADERS REPRESENTATIVE ACCOUNT	MSCI ACWI EX-US INDEX
ROIC (LFY ex. financials) Median (%)	20.0	9.3
Sales Growth (%, 3 Year Median)	6.9	6.9
FCF Yield ex. financials (NTM Median) (%)	4.3	4.1
Active Share	94.1	
Net Debt to EBITDA* (ex. financials)	0.9	1.1

# **COMPOSITE PERFORMANCE**







# **TOP 10 PORTFOLIO HOLDINGS**



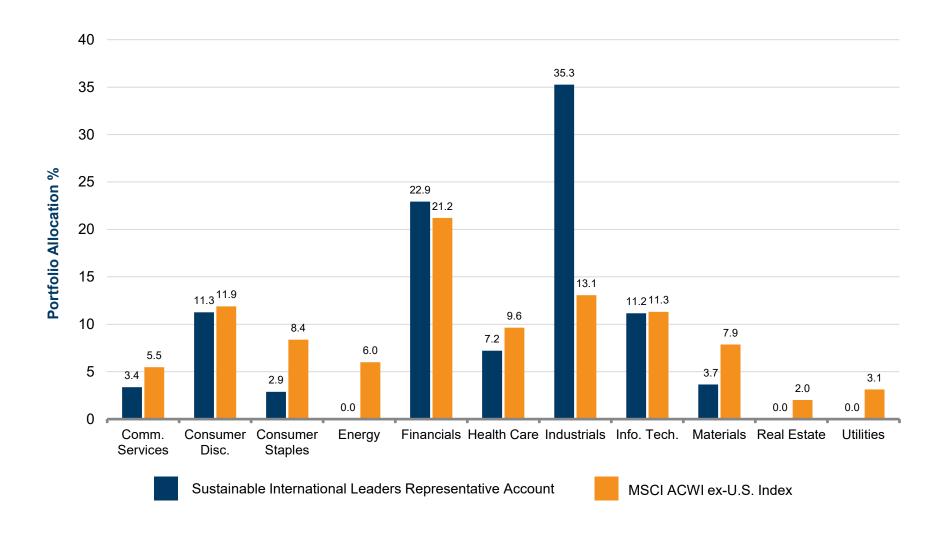
Sustainable International Leaders Representative Account as of 09/30/2023

TOP 10 HOLDINGS		% OF PORTFOLIO	
Rentokil Initial plc		5.6	
Safran SA		4.9	
Waste Connections, Inc.		4.6	
Deutsche Boerse AG		4.4	
London Stock Exchange Group plc		4.3	
Wolters Kluwer N.V.		4.2	
Compass Group PLC		4.1	
Atlas Copco AB Class B		3.9	
Coloplast A/S Class B		3.8	
HDFC Bank Limited Sponsored ADR		3.7	
	Total	43.5	

## **SECTOR DIVERSIFICATION**



Third Quarter 2023 Global Industry Classification Standard (GICS) as of 09/30/2023



#### **DISCLOSURES**



For institutional investors and professional clients only.

Past performance may not be a reliable guide to future performance and investors may not get back the amount invested. All investments involve risk. The value of the investment and the income from it will vary. There is no guarantee that the initial investment will be returned.

The views expressed are those of the author and Brown Advisory as of the date referenced and are subject to change at any time based on market or other conditions. These views are not intended to be and should not be relied upon as investment advice and are not intended to be a forecast of future events or a guarantee of future results. Past performance is not a guarantee of future performance and you may not get back the amount invested. The information provided in this material is not intended to be and should not be considered to be a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell, or hold any of the securities mentioned. It should not be assumed that investments in such securities have been or will be profitable. To the extent specific securities are mentioned, they have been selected by the author on an objective basis to illustrate views expressed in the commentary and do not represent all of the securities purchased, sold or recommended for advisory clients. The information contained herein has been prepared from sources believed reliable but is not guaranteed by us as to its timeliness or accuracy, and is not a complete summary or statement of all available data. This piece is intended solely for our clients and prospective clients, is for informational purposes only, and is not individually tailored for or directed to any particular client or prospective client.

All investments involve risk. The value of the investment and the income from it will vary. There is no guarantee that the initial investment will be returned.

ESG considerations are one of multiple informational inputs into the investment process, alongside data on traditional financial factors, and so are not the sole driver of decision-making. ESG analysis may not be performed for every holding in the strategy.

ESG considerations that are material will vary by investment style, sector/industry, market trends and client objectives. The strategy seeks to identify companies that it believes may have desirable ESG outcomes, but investors may differ in their views of what constitutes positive or negative ESG outcomes. As a result, the strategy may invest in companies that do not reflect the beliefs and values of any particular investor. The strategy may also invest in companies that would otherwise be screened out of other ESG oriented funds. Security selection will be impacted by the combined focus on ESG assessments and forecasts of return and risk. The strategy intends to invest in companies with measurable ESG outcomes, as determined by Brown Advisory, and seeks to screen out particular companies and industries. Brown Advisory relies on third parties to provide data and screening tools. There is no assurance that this information will be accurate or complete or that it will properly exclude all applicable securities. Investments selected using these tools may perform differently than as forecasted due to the factors incorporated into the screening process, changes from historical trends, and issues in the construction and implementation of the screens (including, but not limited to, software issues and other technological issues). There is no guarantee that Brown Advisory's use of these tools will result in effective investment decisions.

The MSCI ACWI (All Country World Index) ex USA Index captures large and mid cap representation across Developed Markets (DM) countries (excluding the US) and Emerging Markets (EM) countries. The index covers approximately 85% of the global equity opportunity set outside the US. All MSCI indexes and products are trademarks and service marks of MSCI or its subsidiaries.

Factset® is a registered trademark of Factset Research Systems, Inc..

Global Industry Classification Standard (GICS®) and "GICS" are service makers/trademarks of MSCI and Standard & Poor's.

Figures shown on sector diversification and quarterly attribution by detail slides may not total due to rounding.

The use of Second party screening is account specific and not inherent in the strategy's investment approach, but may be used as requested by clients on a case by case basis.

## **TERMS AND DEFINITIONS**



The Average Weight of a position or sector refers to the daily average for the period covered in this report of a stock's value as a percentage of the portfolio.

Allocation Effect measures the impact of the decision to allocate assets differently than those in the benchmark.

**Active Share** is calculated by taking the sum of the absolute value of the differences of the weight of each holding in the manager's portfolio versus the weight of each holding in the benchmark index and dividing by two.

**Selection and Interaction Effect** reflects the combination of selection effect and interaction effect. Selection effect measures the effect of choosing securities that may or may not outperform those of the benchmark. Interaction effect measures the effect of allocation and selection decisions (i.e., did we overweight the sectors in which we underperformed).

Total Effect reflects the combination of allocation, selection and interaction effects. Totals may not equal due to rounding.

**RoIC** is a measure of determining a company's financial performance. ROIC = NOPAT / IC. NOPAT = EBIT + Amortization of acquired intangibles - Cash tax paid. IC = Total Debt + Total Equity + Total unfunded pension liabilities - Excess Cash. ROIC ex financials excludes Banks and Insurance companies.

**Free Cash Flow (FCF) yield** is a measure of financial performance calculated as operating cash flow minus capital expenditures. FCF yield calculations presented use the median NTM (Next Twelve Months) and exclude Banks and Insurance companies.

Free Cash Flow (FCF) is a measure of financial performance calculated as operating cash flow minus capital expenditures. Free cash flow (FCF) represents the cash that a company is able to generate after laying out the money required to maintain or expand its asset base. Free cash flow is important because it allows a company to pursue opportunities that enhance shareholder value. Without cash, it's tough to develop new products, make acquisitions, pay dividends and reduce debt.

Sales growth rate is based on reported company revenue for the past three years at the end of the current quarter, provided as a historical average.

**Net debt-to-EBITDA** (earnings before interest depreciation and amortization) ratio is a measurement of leverage, calculated as a company's interest-bearing liabilities minus cash or cash equivalents, divided by its EBITDA. The calculation presented excludes Banks and Insurance companies.



# SUSTAINABLE INTERNATIONAL LEADERS COMPOSITE

Year	Composite Total Gross Returns (%)	Composite Total Net Returns (%)	Benchmark Returns (%)	Composite 3-Yr Annualized Standard Deviation (%)	Benchmark 3-Yr Annualized Standard Deviation (%)	Portfolios in Composite at End of Year	Composite Dispersion (%)	Composite Assets (\$USD Millions)*	GIPS Firm Assets (\$USD Millions)*
2022	-16.5	-17.2	-16	N/A	N/A	Five or fewer	N/A	17	58,575
2021**	-1.6	-1.9	-1.4	N/A	N/A	Five or fewer	N/A	1	79.715

<sup>\*\*</sup>Return is for period September 1, 2021 through December 31, 2021.

Brown Advisory Institutional claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brown Advisory Institutional has been independently verified for the periods from January 1, 1993 through December 31, 2022. The Verification reports are available upon request. A firm that claims compliance with the GIPS standards must establish policies and procedures for complying with all the applicable requirements of the GIPS standards. Verification provides assurance on whether the firm's policies and procedures related to composite and pooled fund maintenance, as well as the calculation, presentation, and distribution of performance, have been designed in compliance with the GIPS standards and have been implemented on a firm-wide basis. Verification does not provide assurance on the accuracy of any specific performance report. GIPS® is a registered trademark of CFA Institute. CFA Institute does not endorse or promote this organization, nor does it warrant the accuracy or quality of the content contained herein.

- 1. \*For the purpose of complying with the GIPS standards, the firm is defined as Brown Advisory Institutional, the Institutional and Balanced Institutional asset management divisions of Brown Advisory. As of July 1, 2016, the firm was redefined to exclude the Brown Advisory Private Client division, due to an evolution of the three distinct business lines.
- 2. The Sustainable International Leaders Composite (the Composite) includes all discretionary portfolios invested in the Sustainable International Leaders strategy. The Sustainable International Leaders strategy aims to achieve capital appreciation by investing primarily in international equities. The strategy intends to invest in equity securities of companies that the portfolio manager believes are leaders within their industry or country, as demonstrated by an ability to deliver high relative return on invested capital over time
- 3. ESG considerations that are material will vary by investment style, sector/industry, market trends and client objectives. The strategy seeks to identify companies that it believes may have desirable ESG outcomes, but investors may differ in their views of what constitutes positive or negative ESG outcomes. As a result, the strategy may invest in companies that do not reflect the beliefs and values of any particular investor. The strategy may also invest in companies that would otherwise be screened out of other ESG oriented funds. Security selection will be impacted by the combined focus on ESG assessments and forecasts of return and risk. The strategy intends to invest in companies with measurable ESG outcomes, as determined by Brown Advisory, and seeks to screen out particular companies and industries. Brown Advisory relies on third parties to provide data and screening tools. There is no assurance that this information will be accurate or complete or that it will properly exclude all applicable securities. Investments selected using these tools may perform differently than as forecasted due to the factors incorporated into the screening process, changes from historical trends, and issues in the construction and implementation of the screens (including, but not limited to, software issues and other technological issues). There is no guarantee that Brown Advisory's use of these tools will result in effective investment decisions.
- 4. The Composite creation date is October 6, 2021. The Composite inception date is September 1, 2021.
- 5. The benchmark is the MSCI ACWI ex U.S. Net Index rebalanced quarterly. The MSCI ACWI ex U.S. Net Index captures large and mid cap representation across Developed Markets (DM) countries (excluding the U.S.) and Emerging Markets (EM) countries. The Index covers approximately 85% of the global equity opportunity set outside the U.S. All MSCI indexes and products are trademarks and service marks of MSCI or its subsidiaries. An investor cannot invest directly into an index. Benchmark returns are not covered by the report of the independent verifiers.
- 6. As of September 1, 2022, the Composite benchmark was changed from the FTSE All-World ex-U.S. Net Index to the MSCI ACWI ex U.S. Net Index. The change was applied retroactively from the Composite inception date. The Advisor determined that MSCI indices are more widely used for global products, and thereby provide more relevant data to shareholders and prospects as well as comparisons to competitors.
- 7. Composite dispersion is an equal-weighted standard deviation of portfolio gross returns calculated for the accounts in the Composite for the entire calendar year period. The composite dispersion is not applicable (N/A) for periods where there were five or fewer accounts in the Composite for the entire period.
- 8. Gross-of-fees performance returns are presented before management fees but after all trading commissions, and gross of foreign withholding taxes (if applicable). Net-of-fees performance returns are calculated by adjusting the gross-of-fees performance return by the highest fee for the institutional strategy as outlined in Part 2A of the firm's Form ADV, applied on a monthly basis. Certain accounts in the Composite may pay asset-based custody fees that include commissions. For these accounts, gross returns are also net of custody fees. Other expenses can reduce returns to investors. The standard management fee schedule is as follows: 0.80% on the first \$50 million; 0.55% on the next \$50 million; and 0.40% on the balance over \$150 million. Further information recarding investment advisory fees is described in Part 2A of the firm's Form ADV. Actual fees paid by accounts in the Composite may differ from the current fee schedule.
- 9. Effective July 1, 2023, the firm transitioned from using actual account fees in the calculation of net performance returns to applying the highest fee for the institutional strategy as outlined in Part 2A of the firm's Form ADV. The net performance track record was revised back to Composite inception.
- 10. The investment management fee for the Investor Shares of the Brown Advisory Sustainable International Leaders Fund (the Fund), which is included in the Composite, is 0.75%, and represents the highest fee charged excluding Advisor Shares. The total expense ratio for the Investor Shares of the Fund is 1.00%. Further information regarding investment management fees and expenses is described in the fund prospectus and annual report.
- 11. The three-year annualized ex-post standard deviation measures the variability of the Composite (using gross returns) and the benchmark for the 36-month period ended on December 31. The 3 year annualized standard deviation is not presented as of December 31. 2021 and December 31. 2022 because 36 month returns for the Composite were not available (N/A).
- 12. Valuations and performance returns are computed and stated in U.S. Dollars. All returns reflect the reinvestment of income and other earnings.
- 13. A complete list of composite descriptions and broad distribution and limited distribution pooled funds is available upon request.
- 14. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request.
- 15. Past performance is not indicative of future results.
- 6. This is not an offer to sell securities. That may only be accomplished by the issuance of a private offering memorandum/subscription documents.
- 17. This piece is provided for informational purposes only and should not be construed as a research report, a recommendation or suggestion to engage in or refrain from a particular course of action or to make or hold a particular investment or pursue a particular investment strategy, including whether or not to buy, sell or hold any of the securities mentioned, including any mutual fund managed by Brown Advisory.