

# International Opportunistic Equity

## Objective

We seek to outpace the long-term performance of the MSCI All Country World ex-U.S. Index or the Russell Global ex-U.S. Index using a distinct process that leveraging top-down macroeconomic research to inform bottom-up fundamental analysis capturing diversified sources of return.

## Investment Process

Proprietary global macroeconomic research with fundamental equity views produce a holistic, comprehensive approach that helps identify and assess opportunities and risks that solely top-down or bottom-up strategies may miss.

**MACROECONOMIC INSIGHTS:** Macro analysis is supported by a comprehensive internal research framework analyzing proprietary econometric modeling and forecasts, economic indicators, valuation tools, and other inputs. The macro analysis provides primary global growth drivers and individual country business cycles, guiding the investment team's research and focus on countries, regions, or sectors poised to benefit from macroeconomic trends.

**CURRENCY VALUATION:** The investment process leverages the firm's insights on currency valuation levels and experience in actively managing currency exposures. Generally, currency exposures in stocks with attractive currency valuations are left unhedged while exposures with unattractive currency valuations are hedged using currency forwards.

**COMPANY RESEARCH & VALUATION:** Within each identified country, rigorous fundamental equity research is used to identify undervalued companies with solid balance sheets and strong free cash flow, favoring sectors believed to be well positioned to capitalize on key macro catalysts.

## Fundamental Analysis

Fundamental analysis seeks to identify undervalued companies. The team places an emphasis on cash flows and balance sheet characteristics, establishing an estimate of intrinsic value through a complete due diligence of business operations based on publicly available documents. We also speak with management and utilize knowledge of competitors, suppliers, and customers to better understand a company's business and risks.

## Macroeconomic Analysis

Top-down macroeconomic research is used to inform initial investment ideas by identifying key macro themes and countries deemed attractive due to a favorable macro outlook, typically in combination with undervalued currencies and stable inflationary and political environments. Macro analysis helps to efficiently focus additional fundamental research on these select countries and to formulate our currency strategy.

## Sell Discipline

We generally sell a stock when:

- The stock appreciates to our target price without commensurate gain in intrinsic value
- The anticipated catalysts fail to happen within a reasonable period
- An unanticipated event, change in fundamentals, or deterioration in intrinsic value undermines our thesis

## Our Competitive Advantage

The International Opportunistic Equity strategy effectively blends the firm's top-down, macroeconomic country and currency themes with rigorous, bottom-up fundamental analysis and stock selection. The strategy actively targets multiple sources of return, including seeking companies priced significantly below our estimation of intrinsic value.



## At a Glance

- Benchmark: MSCI ACWI ex-U.S. and/or Russell Global ex-U.S. Index
- Combines top-down macroeconomic guidance with rigorous bottom-up fundamental research in a comprehensive, integrated process
- Targets multiple sources of return by actively applying macro themes, currency analysis, and fundamental research in the strategy
- Seeks companies priced significantly below intrinsic value, with strong balance sheets, cash flow, and business models
- Typically invests in 40 to 100 companies with position size limited to 5% at purchase

## Characteristics<sup>1,2</sup>

	Strategy	Benchmark
Price-to-Earnings <sup>3</sup>	12.2	14.8
Price-to-Book	1.3	1.7
Price-to-Cash Flow	9.5	9.5
Dividend Yield (%)	2.9	3.0
Avg. Market Cap (\$B)	70.3	10.9
Current # of Securities	42	2,312
Turnover (% LTM)	34.3	-

## Country & Currency Allocations<sup>1,2,4</sup> (%)

	Country	Currency	Benchmark
European Union	30.5	-	21.6
Japan	13.6	13.6	14.4
Hong Kong	10.6	-	6.3
United Kingdom	10.5	10.5	9.6
South Korea	6.2	6.2	3.6
Brazil	5.6	5.6	1.5
Sweden	4.7	4.7	2.2
Canada	3.8	3.9	7.3
Taiwan	3.2	6.5	4.5
Norway	3.0	3.0	0.4
Switzerland	2.5	2.5	6.6
Chile	1.5	1.5	0.1
United States	1.2	7.3	1.2
China	-	10.7	2.0
Other Countries	-	0.0	17.6

## Assets Under Management (M) (Shown in USD)

Brandywine Global, Firmwide	59,468
Fundamental Equity Product Group <sup>†</sup>	7,448
International Opportunistic Equity	102

## Calendar Year Returns<sup>2</sup> (%) (Results shown in USD)

	Gross	Net	ACWI-RGXUS	ACWI-XUS
2023	21.50	20.61	15.62	15.62
2022	-13.83	-14.48	-16.00	-16.00
2021	9.41	8.60	7.82	7.82
2020	-1.90	-2.63	10.65	10.65
2019	25.24	24.32	21.51	21.51
2018	-13.32	-13.97	-14.05	-14.20
2017	28.44	27.50	27.82	27.19
2016	12.03	11.20	4.39	4.50
2015	-6.84	-7.54	-4.40	-5.66
2014	2.38	1.62	-3.58	-3.87
2013	12.92	12.08	16.23	15.29

## Risk Characteristics<sup>2</sup> (Composite Net of Fees) (Since Inception)

Sharpe Ratio	0.21
Sortino Ratio	0.31
Information Ratio	0.01

## Top Ten Holdings<sup>1,2</sup> (%)

Cie De Saint-gobain Sa	5.1
Bnp Paribas Sa	4.4
Banco Santander Sa	4.3
Baidu Inc	4.2
Deutsche Telekom Ag	4.0
Alibaba Group Holding Ltd	4.0
Tesco Plc	3.5
Aercap Holdings Nv	3.3
Taiwan Semiconductor Manufacturing Co Ltd	3.3
Itau Unibanco Holding Sa	3.2

## Lead Portfolio Managers



### James J. Clarke

Portfolio Manager & Director of Fundamental Research  
32 Years of Experience



### Sorin Roibu, CFA

Portfolio Manager & Research Analyst  
19 Years of Experience

<sup>†</sup> Includes \$2,868M in Fundamental Equity assets for which Brandywine Global provides non-discretionary investment management services. Nondiscretionary assets are reported on one month lag.



## Annualized Returns (%) (Results shown in USD)

	Gross	Net	ACWI-RGXUS	ACWI-XUS
QTD	8.61	8.42	9.75	9.75
YTD	21.50	20.61	15.62	15.62
1 Year	21.50	20.61	15.62	15.62
3 Year	4.63	3.85	1.55	1.55
5 Year	7.07	6.28	7.08	7.08
7 Year	6.63	5.83	6.43	6.33
10 Year	5.29	4.50	4.05	3.83
Since Inception	5.96	5.17	5.11	4.82

Inception Date: 1/1/2013

## GIPS Information (% , unless otherwise noted) (Results shown in USD)

Year or YTD	Gross		ACWI-RGXUS		# of Accounts	Market Value (M)	Total Firm Assets (M)	Composite Dispersion	Composite Rolling 3Y SD	ACWI-RGXUS Rolling 3Y SD	ACWI-XUS Rolling 3Y SD
	Gross	Net	ACWI-RGXUS	ACWI-XUS							
2023	21.50	20.61	15.62	15.62	2	70	59,468	-	18.81	16.07	16.07
2022	-13.83	-14.48	-16.00	-16.00	2	56	52,601	-	27.25	19.26	19.26
2021	9.41	8.60	7.82	7.82	2	74	67,356	-	26.78	16.79	16.79
2020	-1.90	-2.63	10.65	10.65	2	66	63,872	-	26.90	17.91	17.93
2019	25.24	24.32	21.51	21.51	2	91	74,024	-	14.75	11.31	11.34
2018	-13.32	-13.97	-14.05	-14.20	2	10	70,070	-	13.38	11.30	11.38
2017	28.44	27.50	27.82	27.19	2	11	74,382	-	13.25	11.64	11.87
2016	12.03	11.20	4.39	4.50	1	4	65,498	-	13.19	12.28	12.51
2015	-6.84	-7.54	-4.40	-5.66	1	3	68,819	-	10.61	11.98	12.13
2014	2.38	1.62	-3.58	-3.87	1	3	63,375	-	-	-	-
2013	12.92	12.08	16.23	15.29	1	1	50,050	-	-	-	-

Data as of December 31, 2023 ACWI-RGXUS = MSCI ACWI xUS linked to Russell Global xUS (prior to Apr18) ACWI-XUS = MSCI ACWI ex US Net (USD) Disclosure Notes: Benchmark results presented are a combination of two indices. Russell Global ex US Index was used prior to April 30 2018; The MSCI ACWI ex U.S. Index is used subsequently. This change was made to better align the benchmark with the composite's investment universe. Organization: Brandywine Global Investment Management, LLC (the "Firm") is a wholly owned, independently operated, subsidiary of Franklin Resources, Inc. Brandywine Global Investment Management, LLC claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Brandywine Global Investment Management, LLC has been independently verified for the periods January 1, 1993 through June 30, 2022. 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. The International Opportunistic Equity Composite has had a performance examination for the periods January 1, 2013 through June 30, 2021. The verification and performance examination reports are available upon request. Policies for valuing investments, calculating performance, and preparing GIPS Reports are available upon request. Disclosed total firm assets represent the total market value of all discretionary and nondiscretionary, fee-paying and non-fee-paying assets under the Firm's management. 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. Composite Description: International Opportunistic Equity Composite (the "Composite") Inception date: January 1, 2013. Creation date: July 1, 2016. The Composite includes all fully discretionary, actively managed accounts with no minimum market value requirement and no investment restrictions within the International Opportunistic Equity strategy. The strategy invests in international stocks across all capitalization ranges (consistent with the capitalization range of the Russell Global ex U.S. Index) that are, in the portfolio team's opinion, inexpensive relative to the company's intrinsic value and results in approximately 40 - 100 positions. The Composite utilizes over-the-counter forward exchange rate contracts and currency futures to manage its currency exposure. These contracts are valued daily using closing forward exchange rates. Brandywine uses WM/Reuters daily FX rates taken at 4 p.m. London time. Portfolio returns are net of all foreign withholding taxes. This composite includes one non-fee paying portfolio which represents 100% of the composite assets. Effective April 1, 2018, the composite's primary index changed from the Russell Global ex US Index to the MSCI All Country World ex US Index. Primary Benchmark Description: The MSCI ACWI ex U.S. Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed, excluding the United States, and emerging markets. Secondary Benchmark Description: The MSCI ACWI ex U.S. Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed, excluding the United States, and emerging markets. Performance Calculation: Preliminary data, if so noted, reflects unreconciled data for the most recent reporting period. Portfolios are valued daily on a trade date basis and include dividends and interest as well as all realized and unrealized capital gains and losses. Return calculations at the portfolio level are time-weighted to account for periodic contributions and withdrawals. Performance results are calculated on a before tax, total return basis. The Composite returns consist of size-weighted portfolio returns using beginning of period values to weight the portfolio returns. Monthly linking of interim performance results is used to calculate quarterly and annual returns. Composite's valuations and returns are computed in U.S. Dollars ("USD"). The results are presented in USD or in other currencies (to accommodate overseas investors), the latter by converting monthly USD returns into other currency returns using the appropriate currency exchange rate returns. Gross returns reflect the deduction of trading expenses. Net-of-fees returns is calculated using a model approach whereby we use the current highest tier of the appropriate strategy's fee schedule as disclosed in the Form ADV. Composite dispersion is calculated using the asset-weighted standard deviation method for all portfolios that were in the Composite for the entire year. Composite dispersion is not presented for periods with five or fewer portfolios. The number of accounts and market values are as of the end of the period. The three-year annualized standard deviation, calculated using gross-of-fee returns, measures the variability of the composite and the benchmark returns over the preceding 36-month period. Gross-of-fees returns are used to calculate the presented risk measures. A complete list of composites, and limited distribution pooled funds descriptions as well as a list of broad distribution pooled funds is available upon request. Fee Schedule: The Institutional Client Separate Account Management Fee Schedule (minimum initial investment: \$20 million): 0.750% on the first \$50 million; 0.6500% on the next \$50 million; 0.550% on the next \$100 million; 0.450% on any portion of assets in excess of \$200 million. Institutional Client Commingled Account Management Global Investment Trust Fee Schedule (minimum initial investment: \$1 million): 0.750% on the first \$50 million; 0.6500% on the next \$50 million; 0.550% on the next \$100 million; 0.450% on any portion of assets in excess of \$200 million. Additional information on the Firm's fee schedule can be found in Form ADV Part 2A which is available upon request. The management fee schedule and total expense ratio for International Opportunistic Equity Portfolio - BIT, which is included in the composite, are 0.75% on all assets and 0.85%, respectively. **Past performance is no guarantee of future results.**

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## Disclosures

Benchmark = ACWI-RGXUS

ACWI-RGXUS = MSCI ACWI xUS linked to Russell Global xUS (prior to Apr18) ACWI-XUS = MSCI ACWI Ex-U.S. Index

- 1 The data represent the aggregate characteristics of all securities held in the respective Representative Portfolio, an actual commission account not subject to taxation, and are included for informational purposes only. The Portfolio Characteristics of any particular account may vary based on any investment restrictions applicable to that account.
- 2 Supplemental Information to the attached International Opportunistic Equity GIPS report.
- 3 Portfolio characteristics calculation uses weighted harmonic average methodology.
- 4 USD includes international companies denominated in USD with the exception of ADRs.

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**Past performance is no guarantee of future results.**

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