



International Growth Strategy

Our History

Hansberger Growth Investors, L.P. (HGI) was formed in the summer of 2014 by Madison Asset Management, parent of Madison Investment Advisors, and the Toronto-based international growth equity team of Hansberger Global Investors, Inc. The HGI team, led by CEO & CIO Tom Tibbles, has been working together since 1996 with a focus on growth-oriented international equity mandates.

As of September 30, 2018, the HGI employees (through Oakville Management Group, Inc.) have now increased their ownership of the L.P. interests to 51% of Hansberger Growth Investors, L.P.

HGI aims to provide the finest international equity investment management and client service to the institutional investment marketplace. HGI's goal is to consistently provide clients with superior risk-adjusted returns through employing a disciplined, fundamental, bottom-up approach to research and portfolio management.

Our Philosophy

International equity management is our only business. A multi-cultural, multi-national "lens" allows us to distinctively uncover, examine and invest in dynamic opportunities throughout the world.

We seek to truly and intricately understand the companies we invest in. We scrutinize current valuations and historic fundamentals, meet with management, and study a company's competitors. We focus on adding value to client portfolios through bottom-up stock selection, rather than relying on the precarious fortunes of market timing or currency hedging.

HGI operates on a single principle: Invest in extraordinary industry-leading companies with sustainable competitive advantage.

We serve our investors' needs by offering a growth investment style. The essential elements that define our approach are:

- Bottom-up fundamental research
- Focus on quality
- Hands-on international markets experience in both boom and bust cycles
- Time-tested consistent methods
- An infrastructure custom-built for international investing, encompassing electronic trading, administration, marketing, legal and compliance support

The Long-Term View

We are patient, long-term investors—ever wary of fads and the predictions of financial "experts." We are more concerned with the inherent value of stable companies, strong products and sound management than with the movements of share prices and market trends. Consequently, we concentrate on the underlying economic and business fundamentals of each investment. This strategy minimizes portfolio turnover and typically allows us to hold positions for an average of two to five years.

Investment Strategy

Strategy Overview

HGI's International Growth Strategy seeks to outperform the MSCI ACWI ex USA benchmark by investing in extraordinary companies - industry leaders that generate sustainable earnings growth. This Strategy invests principally in equity securities of international companies, including emerging markets. Securities selected are generally those of large-cap companies with a market capitalization of over \$1 billion. Securities purchased are from ideas generated by the team's bottom-up research efforts. The Strategy does not use derivatives to hedge currency exposure. Cash and cash equivalents are generally less than 5% of the portfolio.

Regional/Sector Allocation

The Strategy's major regions are Developed Europe, Other Developed and Emerging Markets. This Strategy controls basis risk by centering its model portfolio over its benchmark with modest regional and sector tilts from the benchmark weight. Thus, exposure to any sector or region will fluctuate depending on the benchmark weight and the Team's CIO's determination on how much to deviate the portfolio from the benchmark weight.

Portfolio Construction

The Strategy results in a portfolio that typically holds 40-70 securities. The team's growth discipline has typically resulted in a portfolio diversified among companies, regions and sectors, with no single position usually exceeding 5% of the portfolio at time of purchase.

The MSCI ACWI ex USA Index captures large and mid cap representation across 22 of 23 Developed Markets countries (excluding the US) and 23 Emerging Markets countries. With 1,843 constituents, the index covers approximately 85% of the global equity opportunity set outside the US.

The Madison organization consists of its holding company, Madison Investment Holdings, Inc. and its affiliates: Madison Asset Management, LLC; Madison Investment Advisors, LLC and Hansberger Growth Investors, LP. Asset information presented includes non-discretionary assets. Refer to each entity's Disclosure Brochure for more information.

Madison claims compliance with the Global Investment Performance Standards (GIPS®). To receive a list of the firm's composite descriptions and/or a presentation that complies with the GIPS standards, contact Madison Business Development by calling 888.971.7135, or write to Madison, 550 Science Drive, Madison, WI 53711. ©October 24, 2018.