

Smart ESG™ ADR Strategy

Q4 2023 Fact Sheet | Sustainable, Responsible and Impact Investing

Investment Approach

The investment philosophy of the Bailard Smart ESG™ ADR Strategy is to combine a robust ESG framework with low tracking error to the MSCI EAFE Index, a broad developed international market benchmark. We utilize Bailard's proprietary ESG Capture® methodology¹ to seek out ESG leaders and avoid ESG laggards. We believe incorporating ESG factors in this way mitigates long-term risk in the portfolio. We also seek to avoid investments in fossil fuels, controversial weapons and a number of products that adversely affect women, girls, and disadvantaged communities. This Smart ESG™ strategy¹ typically holds 35-45 American depository receipts (ADRs) on average, diversified across industry sectors.

Performance²

TRAILING PERFORMANCE total return for periods ending 12/31/2023

	Quarter	Year to Date	1 Year	3 Year	5 Year	Since Inception
Portfolio (Gross)	14.13%	23.99%	23.99%	6.67%	10.71%	7.13%
Portfolio (Net)	13.98%	23.35%	23.35%	6.11%	10.08%	6.53%
MSCI EAFE Index	10.42%	18.24%	18.24%	4.02%	8.16%	4.68%
+/- (Gross vs. Index)	3.71%	5.75%	5.75%	2.66%	2.55%	2.45%

CALENDAR YEAR RETURNS total return

	2H 2018	2019	2020	2021	2022	2023
Portfolio (Gross)	-11.58%	23.47%	10.99%	14.99%	-14.86%	23.99%
Portfolio (Net)	-11.90%	22.65%	10.32%	14.36%	-15.32%	23.35%
MSCI EAFE Index	-11.35%	22.01%	7.82%	11.26%	-14.45%	18.24%
+/- (Gross vs. Index)	-0.22%	1.46%	3.17%	3.73%	-0.41%	5.75%

Portfolio Statistics³ as of 12/31/2023

10 LARGEST HOLDINGS

	% of Portfolio
SCHNEIDER ELECTRIC (SBGSY)	4.0%
DNB BANK ASA (DNBBY)	3.7%
SAP SE (SAP)	3.7%
ASML HLDG (ASML)	3.4%
SIEMENS AG-SPONS (SIEGY)	3.3%
ASAHI KASEI CORP (AHKSY)	3.2%
SEKISUI HOUSE (SKHSY)	3.2%
AXA (AXAHY)	3.0%
ASTRAZENECA GROUP PLC (AZN)	3.0%
NESTLE SA (NSRGY)	3.0%

SECTOR ALLOCATION

	Portfolio	MSCI EAFE	+/-
MATERIALS	14.5%	7.8%	6.7%
UTILITIES	7.8%	3.5%	4.3%
FINANCIALS	22.4%	18.9%	3.4%
INFORMATION TECHNOLOGY	10.1%	8.6%	1.5%
REAL ESTATE	2.5%	2.5%	0.0%
INDUSTRIALS	15.5%	16.4%	-0.9%
COMMUNICATION SERVICES	2.7%	4.1%	-1.4%
HEALTH CARE	10.2%	12.8%	-2.6%
CONSUMER DISCRETIONARY	9.1%	11.8%	-2.8%
CONSUMER STAPLES	5.3%	9.3%	-4.0%
ENERGY	0.0%	4.3%	-4.3%

¹ Please see disclosures for definitions. ² Sources: INDATA, Bailard. Since inception (6/30/2018) returns are annualized. The Smart ESG™ ADR Strategy (the "Strategy") is implemented in the international equity segment of accounts in the ESG ADR Composite. The composite consists of portfolios that invest their international equity assets in the Strategy, utilizing 35-45 American depository receipts (ADRs), diversified across countries and industry sectors, benchmarked to the MSCI EAFE Index. **Past performance is no indication of future results.** All investments have the risk of loss. Please see following page for important disclosures and market index definitions. ³ Data regarding specific security holdings reflect information as of December 31, 2023 and are not intended to represent any past, present or future investment recommendations. Holdings are subject to change.

TOP 5 OVERWEIGHT VS. EAFE

	Portfolio	MSCI EAFE	+/-
NORWAY	3.7%	0.7%	3.1%
SPAIN	4.9%	2.7%	2.2%
FRANCE	14.1%	12.1%	2.1%
SINGAPORE	2.9%	1.4%	1.5%
NETHERLANDS	6.1%	4.6%	1.5%

CHARACTERISTICS

	Portfolio	MSCI EAFE
Price/Earnings	19.8	15.7
Price/Book	1.8	1.8
Return on Equity	9.9	12.4
Beta	0.89	N/A

⁴ Sources: MSCI, INDATA, Bailard. Data regarding holdings reflect ownership information as of December 31, 2023 and are not intended to represent any past, present or future investment recommendations. Holdings are subject change.

Risks

The Bailard Smart ESG™ ADR Strategy is only suitable for clients that can handle the risk of investing in international large cap equities. The application of various environmental, social and governance screens as part of a socially responsible investment strategy may result in the exclusion of securities that might otherwise merit investment, potentially resulting in lower returns than a similar investment strategy without such screens or other strategies that use a different methodology to exclude issuers or evaluate ESG criteria. Investors can differ in their views of what constitutes positive or negative ESG characteristics. As a result, the strategy may invest in issuers that do not reflect the ESG beliefs and values of any particular investor.

Adherence with strategy's ESG criteria is determined at the date of purchase. Individual equity holdings in the strategy may cease to meet the relevant ESG criteria after the initial purchase but may nevertheless remain in the strategy until a future review or rebalance by the Bailard. In addition, individual account management and construction, which vary depending on each client's investment needs and objectives, including liquidity needs, tax situation, risk tolerance, and investment restrictions, may result in the holding of securities that would not otherwise have been selected under the strategy. As a result, certain securities in the strategy or the client's account as a whole, may not meet the strategy's ESG criteria and goals at all times.

In evaluating a security or issuer based on ESG criteria, we are dependent upon certain information and data from third party providers of ESG research, which may be incomplete, inaccurate or unavailable. As a result, there is a risk that we may incorrectly assess a security or issuer. There is also a risk that we may not apply the relevant ESG criteria correctly or that the strategy could have indirect exposure to issuers that do not meet the relevant ESG criteria used by the strategy. We do not make any representation or warranty, express or implied, with respect to the fairness, correctness, accuracy, reasonableness or completeness of such ESG assessment. There may be limitations with respect to availability of ESG data in certain sectors, as well as limited availability of investments with positive ESG assessments in certain sectors. Our evaluation of ESG criteria is subjective and may change over time.

The market value of an investment will fluctuate as the stock securities markets fluctuate. International investments – including investments in ADRs – may involve the risk of capital loss from unfavorable fluctuations in foreign exchange rates, from differences in generally accepted accounting principles, or from economic or political instability in other countries. Emerging markets may have heightened risk as well as increased volatility and lower trading volumes. There can be no assurance that this or any investment strategy will achieve its investment objectives. All investments have the risk of loss.

Performance Disclosures

Composite Definition: The Bailard Smart ESG™ ADR Strategy (the "Strategy") is implemented in the international equity segment of accounts in the ESG ADR Composite. The composite consists of portfolios that invest their international equity assets in the Strategy, utilizing 35-45 American depository receipts (ADRs), diversified across countries and industry sectors, benchmarked to the MSCI EAFE Index. This Smart ESG strategy seeks to invest in companies with above average environmental, social and governance (ESG) characteristics, while incorporating traditional socially responsible investing avoidance screens. Additionally, this strategy seeks to avoid investments in fossil fuels, controversial weapons and a number of products that adversely affect women, girls, and disadvantaged communities. The Strategy predominantly invests in ADRs from international developed markets

TOP 5 UNDERWEIGHT VS. EAFE

	Portfolio	MSCI EAFE	+/-
FINLAND	0.0%	1.1%	-1.1%
HONG KONG	0.8%	2.2%	-1.3%
UNITED KINGDOM	13.3%	14.7%	-1.5%
GERMANY	7.0%	8.6%	-1.6%
SWITZERLAND	8.3%	10.0%	-1.7%

MARKET CAPITALIZATION

	Portfolio	MSCI EAFE
Less than \$1.5B	0.0%	0.0%
\$1.5B - \$5B	5.3%	0.9%
\$5B and up	94.7%	99.1%

and may also invest in ADRs from emerging markets.

Return Calculation Methodology: Composite returns shown are for the international equity segment of the composite accounts, and are total returns including the effect of dividends. Returns are presented both gross and net of investment advisory fees, and net of trading commissions. Each account may be subject to separately arranged custodial fees and other account-related charges not payable to Bailard, which will reduce net return to the client. In addition, results do not reflect the impact of taxes, which can reduce returns for taxable investors. Net of fee returns reflect the deduction of actual investment advisory fees. Composite returns are a dollar weighted average of the total returns for each account, and include the effect of a cash allocation. Cash is allocated alongside an account's equity segment according to the proportion of cash in the total portfolio. As of 12/31/2023, the composite included 8 accounts with \$6.99 million in assets.

Market Indices and Category Definitions: The MSCI EAFE Index (MSCI EAFE) is a free float-adjusted market capitalization index designed to measure equity market performance of international developed markets. The index is presented in U.S. dollar terms on a total return basis, reinvesting dividends after the deduction of withholding taxes (if any), and is unmanaged, uninvestable, and does not reflect transaction costs. The Bailard Smart ESG™ ADR Strategy's total account holdings will differ materially from the index as the Strategy invests in emerging markets and ADRs, employing different country, sector, and security weights in varying proportions over time. As a result, the index is not indicative of the past or future performance of the Strategy.

Past performance is no indication of future results. All investments have the risk of loss.

Other Definitions

ESG Capture Definition: ESG Capture® is Bailard's proprietary process of scoring ESG attributes at the individual security, sector, and/or total portfolio level.

Smart ESG™ Definition: Smart ESG™ utilizes ESG Capture® to create the investable universe of stocks, then optimization software to construct a portfolio designed to have low tracking error to the benchmark.

Other Disclosures

The information in this publication is based primarily on data available as of December 31, 2023, has been obtained from sources believed to be reliable, but its accuracy, completeness and interpretation are not guaranteed. Bailard undertakes no duty to update any of the information contained herein. We do not think this publication should be relied upon as a sole source of information and opinion. This publication is not a recommendation of, or an offer to sell or solicitation of an offer to buy any particular security or investment product. It does not take into consideration the particular investment objectives, financial situations or needs of individual clients. Bailard cannot provide investment advice in any jurisdiction where it is prohibited from doing so.

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