William Blair

First Quarter 2023

William Blair Emerging Markets Leaders Fund
Fund Manager Commentary

Market Review

Global equities advanced in the first quarter (the MSCI ACWI IMI returned +6.95% for the quarter in USD terms), despite a volatile period amid turmoil in the banking industry. From a global sector perspective, information technology and communication services rallied during the period (+19.97% and +16.50%, respectively, as measured by the MSCI ACWI IMI index), while energy lagged on weaker energy prices (-3.24% as measured by the MSCI ACWI IMI index). Growth equities outperformed value-oriented equities (the MSCI ACWI IMI Growth returned +12.95% for the quarter, while the MSCI ACWI IMI Value returned +1.30%) as the concerns over banking contagion and resulting drop in bond yields caused a shift in market leadership toward growth segments of the market.

U.S. equities advanced during the period (+7.21% for the quarter as measured by the MSCI USA IMI) propelled primarily by technology stocks, while financials remained under pressure. With a turbulent quarter that stemmed from the demise of Silicon Valley Bank, investor sentiment was boosted by the swift coordinated actions of the Federal Reserve and central banks to help restore confidence in the banking system, coupled with hopes that the Federal Reserve could ease monetary policy tightening earlier than anticipated as a result of the financial instability and potential impact to the U.S. economy. While the Fed further slowed the pace of rate hikes to 25 basis points, Powell flagged the need to do more work to combat inflationary pressures, reiterated the higher-for-longer messaging, and noted that the labor market remains too tight.

European equities outperformed global markets for the quarter (+10.24% for the quarter as measured by the MSCI Europe IMI). While the ECB's interest rate hike of 50 basis points was higher than expectations given the uncertainty after the collapse of Silicon Valley Bank, European stock markets rallied on President Lagarde signaling that the ECB would be cautious about further rate increases. The European banking sector sold off during March following UBS's acquisition of Credit Suisse. The Swiss regulator's decision to write down Credit Suisse's additional tier 1 bonds also sparked a decline in the banking sector. Within the U.K., equities advanced (+5.89% for the quarter as measured by the MSCI United Kingdom IMI) after GDP showed a 0.1% expansion in the fourth quarter, narrowly avoiding recession. Similarly, Europe ex-U.K. advanced (+11.63% for the quarter as measured by the MSCI Europe ex-UK IMI), as Euro area CPI plunged to 6.9% in March, down from 8.5% in the previous month.

Emerging markets gained (+3.94% for the quarter as measured by the MSCI EM IMI index) with mixed performance across regions. Within Asia, Chinese equities advanced (+4.32% for the quarter as measured by the MSCI China IMI index) on continued momentum in its economic recovery in March, as the non-manufacturing PMI rose to 58.2 alongside a notable increase in activity in the construction sector. Taiwan and Korea were the strongest contributors to performance within EM Asia, on a relative basis (+14.88% and +10.35%, respectively as measured by MSCI Taiwan IMI and MSCI Korea IMI). Similarly, Latin America returns gained (+4.12% for the quarter as measured by the MSCI EM Latin America IMI), driven primarily by strength in Mexico (+20.47% for the quarter as measured by MSCI Mexico IMI). EMEA declined (-1.17% for the quarter as measured by the MSCI EM EMEA IMI) stemming from broad weakness across countries, particularly Turkey (-12.56% during the quarter as measured by MSCI Turkey IMI).

Top 10 Holdings[1] as of 3/31/2023

Company	*% of Fund*
Taiwan Semiconductor Mfg. Co. Ltd.	7.4
Tencent Holdings Limited	5.0
Alibaba Group Holding Limited	4.8
PT Bank Central Asia Tbk	4.2
Samsung Electronics Co.	4.0
Wal-Mart de Mexico, S.A.B. de C.V.	3.7
MercadoLibre, Inc.	3.4
Reliance Industries Limited	3.0
WEG S.A.	2.7
Kweichow Moutai Co., Ltd.	2.6
Total Top 10	**40.8**

Fund Performance

The William Blair Emerging Markets Leaders Fund (Class N shares) underperformed its benchmark, the MSCI Emerging Markets index (net), during the first quarter. The slight underperformance against the MSCI Emerging Markets (net) during the quarter was partly due to style headwinds amid strong outperformance of low valuation stocks. From a sector perspective, the underperformance was driven by negative stock selection within financials, information technology, and

[1]Listed holdings are presented to illustrate examples of the securities that the Fund has bought and do not represent all of the Fund's holdings or future investments. Information about the Fund's holdings should not be considered investment advice. There is no guarantee that the Fund will continue to hold any one particular security or stay invested in any one particular sector. Holdings are subject to change at any time and are as of the date shown above. Top ten holdings are shown as a percentage of total net assets.

energy. Within financials, B3 of Brazil and Capitec of South Africa were notable detractors to relative results.

B3 operates an effective monopoly in the exchange and clearing businesses and it remains uniquely positioned to capitalize on the structural development of capital markets in Brazil. The company delivered fourth-quarter results that trailed consensus expectations primarily due to higher costs (wages and one-offs). This combined with renewed concerns about increased competition following Mubadala's acquisition of a majority stake in ATG (the electronic trading platform), high interest rate environment, and weaker sentiment toward Brazil post recent elections drove the stock underperformance. Capitec is a financial services disruptor in the South African market. The company continues to leverage its cost leadership, product expansion, and digital advantage to attract new retail customers and support its outlook for growth and returns. The challenging operating environment in South Africa with electricity outages, weaker macroeconomic backdrop, and higher interest rates weighed on Capitec's near-term earnings and pressured the stock price.

Despite strong performance by semiconductor names, information technology underperformed due to poor performance by Locaweb Servicos de Internet. The company is a leading platform providing diverse business-to-business solutions for the digital transformation of SMEs in Brazil. Locaweb's continued investments for growth including consolidating the market has weighed on near-term returns, and fourth-quarter results trailed consensus expectations driving the weak stock performance. We believe a recovery in margins will be key going forward, but the risk/reward is skewed to the upside based on current share price level.

Energy relative performance was hampered by weak performance by Reliance Industries of India. We believe Reliance's transformation from an asset heavy, cyclical energy business to more diversified, end-consumer businesses with a large and expanding total addressable market will continue to drive strong growth and returns over the long term, while commodity business will continue to provide earnings support in the near term. The recent stock underperformance was driven by broad weakness in Indian equities coupled with investor concerns about Reliance Industries' increased capex and raising debt level as well as slower retail growth.

Partially offsetting these effects was positive stock selection within consumer discretionary, industrials, and consumer staples, coupled with the lack of exposure to utilities as the sector underperformed.

MercadoLibre bolstered relative performance within the consumer discretionary sector. The company is a leading e-commerce platform in Latin America with a best-in-class ecosystem of services such as logistics and payments, which allows the company to exploit attractive growth opportunities of the large and underpenetrated total addressable market. MercadoLibre continued to deliver strong results in the fourth quarter of 2022 with robust improvement in profitability that exceeded consensus expectations on the back of its expanding market share in commerce and fintech and increasing traffic monetization and user engagement.

Within industrials, Grupo Aeroportuario del Pacifico and Airtac were notable contributors to relative results. Grupo Aeroportuario del Pacifico is the operator of key Mexican airports such as Los Cabos and Tijuana. Continued strong passenger traffic momentum with domestic and international traffic growing at 20% and 22% year-over-year, respectively, in the fourth quarter 2022 and 17 new routes opening. In addition, rate adjustments from inflation helped boost revenue growth and share price performance. Airtac is the second largest pneumatics company in China with a 20% market share. The stock outperformed amid recovering China factory automation demand post China's reopening and favorable growth outlook.

Wal-Mart de Mexico (Walmex) drove positive results within consumer staples. Walmex is Mexico's largest retailer with a substantial runway for growth given the underpenetrated and slowly formalizing retail in Mexico. The stock performance was underpinned by positive sentiment toward Mexico, coupled with the company's continued strong execution driving increased widening of its price gap versus competitors and higher same-store sales.

Positioning

During the period, information technology and consumer discretionary weightings were increased. These changes were the result of additions to existing holdings, in particular, Alibaba and JD.com in consumer discretionary and Samsung Electronics within information technology.

These increases were funded by reductions to financials and energy. Energy exposure experienced a net decrease due to trims to Reliance Industries partly offset by the purchase of Saudi Arabian Oil (Aramco). Financials weighting decreased amid trims to Indian financial holdings and B3 of Brazil.

Aramco has the highest quality hydrocarbon assets of any publicly listed company. Its resource base supports the lowest operating cost in the industry and the longest reserve life. We believe the supply-driven upcycle in oil markets will be persistent for the next few years which should result in material upward earnings revisions. Aramco should continue to earn best-in-class returns and gain market share in the near-term due to challenges within the core of OPEC to meet production quotas as well as restrained capital investment from western oil companies.

From a geographic perspective, notable adjustments were a decrease to India via trims to existing positions in energy, financials, and information technology as well as the sale of Motherson Sumi Wiring in industrials. We exited the position due to weaker near-term fundamental outlook. These reductions helped fund increases to South Korea and Taiwan primarily resulting from increased weightings to technology holdings in both countries.

Outlook

The collapse of Silicon Valley Bank and Credit Suisse's demise have exposed some of the feared risks related to the severity of central banks' monetary tightening. Despite U.S. regional banks still facing headwinds and signs of stress in the system not fully

subsided, we do not believe that full contagion across the banking sector is a likely outcome. We are, however, monitoring the private debt and commercial real estate markets for signs of systemic risk.

As we settle into the second quarter of 2023, we reassess our projections for the remainder of the year and analyze how these implications will affect our outlook on risks of recession, central banks' likelihood to pivot away from restrictive monetary policy sooner than expected, and revised corporate earnings expectations.

Despite the instability in the financial sector, the Federal Reserve and global central banks remain vigilant in their fight against inflation, as evidenced by the ECB's and U.S. Fed's further rate increases in March. We believe the Fed will be reluctant to move back on its monetary policy settings by lowering interest rates, however that does not mean it will not provide liquidity, which we have seen over the last several weeks.

In this tighter economic environment, the likelihood of recession is increasing. Banking stress is unambiguously negative because it creates difficulties in lending to small and midsize companies, which tend to utilize smaller banks due to the ease of access to credit as opposed to larger banks. In the current environment, the balance sheets of many regional banks are suffering from the mismatch of assets and liabilities. As long as this mismatch persists, we can expect to see a curtailing of lending and other forms of credit activity, which will dampen growth of regional and local economies.

As a result, we are likely to see a deceleration in economic activity (approximately 1% of GDP growth). This slowdown in economic growth will also have downward pressure on corporate earnings. Our base case assumed a deceleration in corporate earnings through third quarter and we now expect additional downward pressure, how far it extends toward the end of the year we believe is still too early to tell. Consensus for 2023 corporate profit growth expectations now stands at a touch below +2%, down from about +10% one year ago.

Despite lowering expectations of economic and corporate profit growth, earnings multiples for the most part have expanded this year. This is a bit of a surprise to us, and likely due to the assumption that real rates and inflation have peaked. We would not expect valuations to further rerate materially until there is some confidence of at what level growth troughs.

We also think it is relevant to highlight China given its earlier-than-expected reopening during the first quarter. While the reopening brought renewed optimism and the beginning phases of recovery, the pace of growth could be slow in the near term given the time needed to repair consumer confidence, which dropped to a 20-year low in late December. The government continues to deliver supportive yet measured initiatives on both fiscal and monetary fronts to stimulate the economy, including stabilizing the property market (which fell 30%-40% last year) while considerate of persistent structural issues.

The government is also keen to support consumption and youth employment, where unemployment rates went up substantially last year to 20% versus 5-6% for the general population due to covid lockdowns and internet industry regulations. Recent messaging has also indicated a boost in supportive measures in the private sectors and the platform economy (signaling the regulatory measures are easing and stabilizing) and continue to push for technology advancement and energy transition. Additionally, the excess savings in China over the last two to three years should support the recovery of consumption, the property market and investment.

While U.S.-China relations and geopolitical risks have not abated and continue to weigh on market valuation, policy support, a stabilizing regulatory environment, and the potential for earnings recovery due to the reopening could be supportive for investors in 2023.

As previously discussed, inflation and rates have shifted upward, and the forces that caused this may be beyond just this current pandemic-influenced economic cycle. We believe the environment has changed enough that market leadership will be broader in the coming years as compared to the pre-pandemic era. Our focus remains to identify a diversity of mis-priced value-creating companies across the wide array of our opportunity set.

INVESTMENT PERFORMANCE (AS OF 3/31/23)

	QTR	YTD	1 Y	3 Y	5 Y	10 Y
Class I (SI: 03/26/08)	3.97%	3.97%	-15.11%	6.33%	-0.86%	1.90%
Class N (SI: 05/03/10)	3.86%	3.86%	-15.41%	6.02%	-1.15%	1.62%
MSCI Emerging Markets Index (net)	3.96%	3.96%	-10.70%	7.83%	-0.91%	2.00%

Performance cited represents past performance. Past performance does not guarantee future results and current performance may be lower or higher than the data quoted. Returns shown assume reinvestment of dividends and capital gains. Investment returns and principal will fluctuate with market and economic conditions and you may have a gain or loss when you sell shares. For the most current month-end performance information, please call +1 800 742 7272, or visit our Web site at www.williamblairfunds.com. Class N shares are available to the general public without a sales load. Class I shares are available only to investors who meet certain eligibility requirements.

EXPENSE RATIOS

	Gross Expense	Net Expense
Class I	1.12%	0.99%
Class N	1.40%	1.24%

Expenses shown are as of the most recent prospectus. The Fund's Adviser has contractually agreed to waive fees and/or reimburse expenses to limit fund operating expenses until 4/30/23.

IMPORTANT DISCLOSURES

The Fund involves a high level of risk and may not be appropriate for everyone. You should only consider it for the aggressive portion of your portfolio. The Fund's returns will vary, and you could lose money by investing in the Fund. The Fund holds equities which may decline in value due to both real and perceived general market, economic, and industry conditions. Investing in securities of smaller companies tends to be more volatile and less liquid than securities of larger companies. International investing involves special risk considerations, including currency fluctuations, higher volatility, lower liquidity, economic and political risk. Investing in emerging markets can increase these risks. The securities of emerging market companies may be subject to greater volatility and less liquidity than companies in more developed markets. Individual securities may not perform as expected or a strategy used by the Adviser may fail to produce its intended result. Currency rates may fluctuate significantly over short periods of time and may reduce the returns of a portfolio. Convertible securities may be called before intended, which may have an adverse effect on investment objectives.

The Morgan Stanley Capital International (MSCI) Emerging Markets Index (net) is a free float-adjusted market-capitalization-weighted index that is designed to measure equity market performance of emerging markets. The Index is unmanaged, does not incur fees or expenses, and cannot be invested in directly.

This content is for informational and educational purposes only and not intended as investment advice or a recommendation to buy or sell any security. Investment advice and recommendations can be provided only after careful consideration of an investor's objectives, guidelines, and restrictions.

Please carefully consider the Fund's investment objectives, risks, charges, and expenses before investing. This and other information is contained in the Fund's prospectus and summary prospectus, which you may obtain by calling +1 800 742 7272. Read the prospectus and summary prospectus carefully before investing. Investing includes the risk of loss.

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