

## 4Q 2017 Update

# William Blair Emerging Markets Growth Fund

### OBJECTIVE

Capital Appreciation

### CHARACTERISTICS

The Fund seeks to invest in emerging markets companies across the market cap spectrum with superior quality and growth characteristics relative to competitors.

### WHY CONSIDER THIS FUND?

- Provides a diversified all cap portfolio with consistent small cap exposure and a broad allocation to sectors and countries – including frontier markets
- Historically consumer-focused, reflecting a growing opportunity set
- Managed by a seasoned team with decades of emerging markets experience

### EXPENSE RATIOS (%)

	Gross Expense
Class I	1.41
Class N	1.65

Expenses shown are as of the most recent prospectus.

### FUND FACTS AND STATISTICS<sup>1</sup>

Total Net Assets (\$MM)	\$1,319
Number of Holdings	134
Wgt'd Avg Mkt Cap (\$BB)	\$76.2
Unwgt'd Median Mkt Cap (\$BB)	\$4.5
P/E Ratio (Next 12 Months)	18.3
EPS Growth (Long-Term Projected)	27.1
Trailing 1-Year Turnover (%)	91.3
Cash (%)**	0.9
Standard Deviation (% 10YR)	
Fund - Class I	23.00
Index <sup>2</sup>	22.83

\*\* Cash represents cash and any short-term or overnight investments held by the Fund.

### INVESTMENT PERFORMANCE % (as of 12/31/17)

	QTR	YTD	1Y	3Y	5Y	10Y
Class I (SI: 06/06/05)	6.99	48.83	48.83	8.84	6.26	1.20
Class N (SI: 06/06/05)	6.97	48.53	48.53	8.60	6.00	0.94
MSCI Emerging Markets IMI Index (net) <sup>2</sup>	7.67	36.83	36.83	9.01	4.47	1.85
Morningstar Diversified Emerging Mkts Category <sup>3</sup>	6.27	34.17	34.17	7.95	4.09	1.63

### CALENDAR YEAR PERFORMANCE %

	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
Class I (SI: 06/06/05)	48.83	1.73	-14.83	3.65	1.36	21.01	-17.00	23.77	74.18	-61.60
Class N (SI: 06/06/05)	48.53	1.49	-15.03	3.40	1.05	20.70	-17.29	23.44	73.85	-61.71
MSCI Emerging Markets IMI Index (net) <sup>2</sup>	36.83	9.90	-13.86	-1.79	-2.20	18.68	-19.49	19.90	82.36	-53.78

**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](http://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.**

### MORNINGSTAR RATINGS AND RANKINGS\*

	Overall	1Y	3Y	5Y	10Y
Class I Rating	★★★★	—	★★★★	★★★★★	★★
Class N Rating	★★★★	—	★★★★	★★★★★	★★
Class I Percentile Ranking		1	41	17	59
Class N Percentile Ranking		2	46	20	65
# of Funds in Category		806	647	467	186

\***Morningstar Rating**<sup>®</sup>: The Morningstar Rating for funds, or "star rating", is calculated for managed products (including mutual funds, variable annuity and variable life subaccounts, exchange-traded funds, closed-end funds, and separate accounts) with at least a three-year history. Exchange-traded funds and open-ended mutual funds are considered a single population for comparative purposes. It is calculated based on a Morningstar Risk-Adjusted Return measure that accounts for variation in a managed product's monthly excess performance, placing more emphasis on downward variations and rewarding consistent performance. The top 10% of products in each product category receive 5 stars, the next 22.5% receive 4 stars, the next 35% receive 3 stars, the next 22.5% receive 2 stars, and the bottom 10% receive 1 star. The Overall Morningstar Rating for a managed product is derived from a weighted average of the performance figures associated with its three-, five-, and 10-year (if applicable) Morningstar Rating metrics. The weights are: 100% three-year rating for 36-59 months of total returns, 60% five-year rating/40% three-year rating for 60-119 months of total returns, and 50% 10-year rating/30% five-year rating/20% three-year rating for 120 or more months of total returns. While the 10-year overall star rating formula seems to give the most weight to the 10-year period, the most recent three-year period actually has the greatest impact because it is included in all three rating periods. **Morningstar Ranking**: Morningstar Percentile Rankings are based on the Fund's total return (excluding sales charge) relative to all the funds in the same Morningstar category, where 1 is the highest and 100 is the lowest percentile rank. Ratings and rankings are one measure of performance. Some of our Funds have experienced negative performance for the time periods shown. For the most current performance, please visit [williamblairfunds.com](http://williamblairfunds.com).

### TOP TEN HOLDINGS (%)<sup>4,5</sup>

Company	Industry	Country	% of Fund
Tencent Holdings Limited	Internet Software & Services	China	6.4
Alibaba Group Holding Limited	Internet Software & Services	China	5.7
Samsung Electronics Co., Ltd.	Technology Hardware & Equipment	Korea	5.0
Naspers Limited	Media	South Africa	3.5
HDFC Bank Limited	Commercial Banks	India	2.8
Taiwan Semiconductor Manufacturing Company, Ltd.	Semiconductors & Semiconductor Equipment	Taiwan	2.7
Ping An Insurance (Group) Company of China, Ltd.	Insurance	China	2.6
Housing Development Finance Corporation Limited	Thriffs & Mortgage Finance	India	2.2
Maruti Suzuki India Limited	Automobiles	India	2.0
YES BANK Limited	Commercial Banks	India	1.7
<b>Total Top 10</b>			<b>34.6</b>

### SECTOR DIVERSIFICATION (%)<sup>4,5</sup>

Sector Type	Fund	Index <sup>2</sup>
Information Technology	31.5	26.2
Financials	27.9	21.6
Consumer Discretionary	17.9	11.0
Industrials	6.6	6.4
Consumer Staples	6.1	6.6
Materials	3.9	8.0
Health Care	3.1	3.5
Real Estate	1.1	3.6
Energy	0.8	6.2
Telecommunication Services	0.7	4.3
Utilities	0.4	2.6

### GEOGRAPHIC DIVERSIFICATION (%)<sup>4,5</sup>

Region	Fund	Index <sup>2</sup>
Emerging Asia	77.4	74.0
Emerging Europe, Mid-East, Africa	10.8	14.5
Emerging Latin America	11.8	11.5

### PORTFOLIO MANAGEMENT



**Todd McClone, CFA**  
Started in Industry: 1992  
Education: B.A., Univ. of Wisconsin-Madison



**Casey Preyss, CFA**  
Started in Industry: 1999  
Education: M.B.A., Univ. of Chicago; B.A. B.S., The Ohio State Univ.



**Jeff Urbina, CFA**  
Started in Industry: 1985  
Education: M.M., Northwestern Univ.; B.A., Northwestern Univ.

### MARKET CAP DIVERSIFICATION (%)<sup>4,5\*</sup>

Market Cap	Fund	Index <sup>2</sup>
> \$15.0B	41.4	39.6
\$4.0B - \$15.0B	36.5	29.4
< \$4.0B	22.1	31.0

\* These amounts are calculated using float-adjusted market capitalizations

- 1 Weighted Average Market Capitalization:** The Weighted Average Market Capitalization for a portfolio is calculated as the average market capitalization of the stocks within the portfolio, weighted by the amount of each stock owned. **Unweighted Median Market Capitalization:** This calculation represents the median market capitalization of the stocks in the portfolio, regardless of the amount of each stock owned. **P/E (Price/Earnings) Ratio:** A stock with a higher P/E ratio would be considered more expensive relative to another stock with a lower P/E. An investor may pay a higher P/E for a stock for several reasons including, but not limited to, an expectation that the company possesses higher returns on invested capital, less economic sensitivity, higher consistency of earnings and/or higher earnings growth potential. **EPS Growth (Long-Term Projected):** This measure represents the weighted average of forecasted growth in earnings expected to be experienced by stocks within the portfolio over the next 3-5 years. This projected earnings growth should not be considered an indication of future fund performance. **Trailing 1-Year Turnover:** This figure reflects the portfolio's trading activity by calculating the amount of the portfolio's holdings bought or sold over the prior year, expressed as a percentage of the portfolio's average market value. Turnover figures may be related to the amount of trading costs experienced by the portfolio. **Standard Deviation:** A higher standard deviation represents a greater dispersion of returns, and thus, a greater amount of risk. Standard deviation returns shown are annualized and calculated using monthly returns. Funds without a 10-year history are reported against the Fund's inception date. If the Fund's inception date does not fall on the first day of a given month, the annualized standard deviation is calculated based on the first day of the month following the Fund's inception date.
- 2** The Morgan Stanley Capital International (MSCI) Emerging Markets IMI Index (net) is a free float-adjusted market capitalization index that is designed to measure equity market performance of emerging markets. This series approximates the minimum possible dividend reinvestment. It is not possible to directly invest in an unmanaged index.
- 3** The Morningstar Diversified Emerging Markets Category represents the average annual composite performance of all mutual funds listed in the Diversified Emerging Markets Category by Morningstar.
- 4** Top ten holdings are shown as % of total net assets. Sector, Market Cap, and Geographic Diversification charts show % of investments for the Fund and its benchmark Index and exclude cash equivalents.
- 5** 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.

**Risks: 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 foreign denominated and/or domiciled securities may involve heightened risk due to currency fluctuations, and economic and political risks, which may be enhanced in emerging markets. 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 Fund is expected to incur operating expenses that are higher than those of mutual funds investing exclusively in U.S. equity securities due to the higher custodial fees associated with foreign securities investments.

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

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.

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