

## 3Q 2018 Update

# William Blair International Developed Plus Fund

### OBJECTIVE

Capital Appreciation

### CHARACTERISTICS

The Fund seeks to invest in foreign companies with superior quality and growth characteristics relative to competitors, emphasizing large and medium cap companies, with limited small cap and emerging markets exposure.

### WHY CONSIDER THIS FUND?

- Provides a high quality portfolio emphasizing mid and large cap companies with strong corporate performance
- Focuses on developed markets while also providing some exposure to emerging markets
- Applies comprehensive research systematically in an international peer context

### EXPENSE RATIOS (%)

|         | Gross Expense | Net Expense |
|---------|---------------|-------------|
| Class I | 1.16          | 1.00        |
| Class N | 1.44          | 1.25        |

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 4/30/19.

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

|                                  |        |
|----------------------------------|--------|
| Total Net Assets (\$MM)          | \$108  |
| Number of Holdings               | 56     |
| Wgt'd Avg Mkt Cap (\$BB)         | \$50.1 |
| Unwgt'd Median Mkt Cap (\$BB)    | \$18.2 |
| P/E Ratio (Next 12 Months)       | 17.5   |
| EPS Growth (Long-Term Projected) | 11.7   |
| Trailing 1-Year Turnover (%)     | 61.5   |
| Cash (%)**                       | 2.7    |
| Standard Deviation (% 10YR)      |        |
| Fund - Class I                   | 16.39  |
| Index <sup>2</sup>               | 17.28  |

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

### INVESTMENT PERFORMANCE % (as of 09/30/18)

|  | QTR   | YTD   | 1Y   | 3Y    | 5Y   | 10Y  |
|--|-------|-------|------|-------|------|------|
| Class I (SI: 05/24/04)                                 | -0.12 | -2.57 | 1.02 | 7.86  | 4.92 | 5.57 |
| Class N (SI: 05/24/04)                                 | -0.19 | -2.77 | 0.78 | 7.58  | 4.65 | 5.30 |
| MSCI World ex-U.S. (net) Index <sup>2</sup>            | 1.31  | -1.50 | 2.67 | 9.32  | 4.24 | 5.18 |
| Morningstar Foreign Large Growth Category <sup>3</sup> | 0.21  | -0.20 | 4.08 | 10.28 | 5.74 | 6.41 |

### CALENDAR YEAR PERFORMANCE %

|   | 2017  | 2016  | 2015  | 2014  | 2013  | 2012  | 2011   | 2010  | 2009  | 2008   |
|---|-------|-------|-------|-------|-------|-------|--------|-------|-------|--------|
| Class I (SI: 05/24/04)                      | 23.72 | -0.02 | 1.80  | -2.80 | 19.74 | 17.89 | -12.68 | 11.19 | 32.93 | -48.61 |
| Class N (SI: 05/24/04)                      | 23.43 | -0.27 | 1.54  | -3.09 | 19.47 | 17.57 | -12.87 | 10.92 | 32.69 | -48.75 |
| MSCI World ex-U.S. (net) Index <sup>2</sup> | 24.21 | 2.75  | -3.04 | -4.32 | 21.02 | 16.41 | -14.31 | 8.95  | 33.67 | -43.56 |

**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 |         | 85  | 86  | 72  | 77  |
| Class N Percentile Ranking |         | 87  | 88  | 76  | 83  |
| # of Funds in Category     |         | 426 | 347 | 313 | 222 |

\***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   |
|-----------------------------------|-------------------------------|----------------|-------------|
| AstraZeneca PLC                   | Pharmaceuticals               | United Kingdom | 3.7         |
| Compass Group PLC                 | Hotels, Restaurants & Leisure | United Kingdom | 3.6         |
| AIA Group Limited                 | Insurance                     | Hong Kong      | 3.3         |
| Diageo plc                        | Beverages                     | United Kingdom | 3.2         |
| The Toronto-Dominion Bank         | Commercial Banks              | Canada         | 3.2         |
| Unilever NV.                      | Personal Products             | United Kingdom | 3.1         |
| Royal Dutch Shell plc             | Oil, Gas & Consumable Fuels   | Netherlands    | 3.1         |
| MTU Aero Engines AG               | Aerospace & Defense           | Germany        | 2.9         |
| Capgemini SE                      | IT Services                   | France         | 2.7         |
| Canadian National Railway Company | Road & Rail                   | Canada         | 2.7         |
| <b>Total Top 10</b>               |                               |                | <b>31.5</b> |

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

| Sector Type            | Fund | Index <sup>2</sup> |
|------------------------|------|--------------------|
| Industrials            | 21.3 | 14.0               |
| Financials             | 18.1 | 21.6               |
| Information Technology | 17.5 | 6.6                |
| Consumer Staples       | 10.9 | 10.5               |
| Health Care            | 9.9  | 10.2               |
| Consumer Discretionary | 8.5  | 11.5               |
| Energy                 | 7.4  | 7.5                |
| Materials              | 5.4  | 8.2                |
| Real Estate            | 1.0  | 3.1                |
| Communication Services | 0.0  | 3.6                |
| Utilities              | 0.0  | 3.2                |

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

| Region                      | Fund | Index <sup>2</sup> |
|-----------------------------|------|--------------------|
| Asia Ex-Japan               | 5.8  | 10.5               |
| Japan                       | 14.1 | 22.4               |
| Europe Ex-U.K., Middle East | 37.5 | 43.5               |
| United Kingdom              | 21.0 | 14.2               |
| Western Hemisphere          | 13.7 | 9.2                |
| Emerging Markets Totals     | 7.9  | 0.2                |
| Asia                        | 6.7  | 0.1                |
| Europe, Mid-East, Africa    | 0.0  | 0.1                |
| Latin America               | 1.2  | 0.0                |

### PORTFOLIO MANAGEMENT



**David Merjan, CFA**  
Started in Industry: 1987  
Education: M.I.M., American School of International Mgmt.; B.A., Dickinson College



**Jack Murphy, CFA**  
Started in Industry: 1996  
Education: B.A., Villanova University

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

| Market Cap       | Fund | Index <sup>2</sup> |
|------------------|------|--------------------|
| > \$15.0B        | 69.8 | 70.3               |
| \$4.0B - \$15.0B | 23.3 | 25.4               |
| < \$4.0B         | 6.9  | 4.3                |

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

- 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.
- The MSCI World Ex-US (net) Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of developed markets outside the US. It is not possible to directly invest in an unmanaged index.
- The Morningstar Foreign Large Growth Category represents the average annual composite performance of all mutual funds listed in the Foreign Large Growth Category by Morningstar.
- 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.
- 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'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. International investing involves special risk considerations, including currency fluctuations, lower liquidity, economic and political risk. Investing in emerging markets can increase these risks, including higher volatility and lower liquidity. Investing in smaller and medium capitalization companies involves special risks, including higher volatility and lower liquidity. Small and mid-cap stocks are also more sensitive to purchase/sale transactions and changes in the issuer's financial condition. Diversification does not ensure against loss.

**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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