

# International Growth Concentrated Strategy

# CALAMOS<sup>®</sup>

## INVESTMENTS

### PORTFOLIO MANAGEMENT

- » Nick Niziolek, CFA, Co-CIO, Head of International and Global Strategies, Senior Co-Portfolio Manager
- » Dennis Cogan, CFA, Co-Portfolio Manager

The team leverages the insights and analysis of the Calamos Investment Committee, as well as dedicated research, risk management, trading and portfolio specialist team support.

### CALAMOS PROFILE

- » Multi-disciplined, global asset manager
- » Headquartered in Chicago-metro area, offices in New York, San Francisco and London
- » Founded in 1977
- » AUM of U.S. \$23.6 billion
- » Institutional Assets<sup>1</sup> of U.S. \$10.5 billion
- » 327 employees<sup>2</sup>, 63 investment professionals

<sup>1</sup>Institutional Assets include institutional share classes of open-end funds as well as assets managed for institutions.

<sup>2</sup>Information as of 9/30/18. Total represents full-time employees of the operating subsidiaries of Calamos Asset Management, Inc. Part-time employees and consultants are excluded.

### Strategy Overview

A non-U.S. all-cap growth equity strategy that invests in common stocks of companies based outside the United States. The strategy's higher-conviction, concentrated portfolio of 35 to 45 holdings seeks to outperform the MSCI ACWI ex-U.S. Growth Index over a full market cycle.

### Key Features

Our depth of experience managing non-U.S. securities since the 1980s enhances our ability to recognize growth opportunities in the global economy.

- » Our quantitative process, based on proprietary analysis of ROIC and near-term catalysts, helps identify companies that possess competitive advantages and financial strengths.
- » We employ deep and targeted qualitative analysis to scrutinize a company's business model, competitive landscape and growth drivers, factors important in weighing a firm's durability.
- » We invest in a universe that spans geographies and market caps, providing a wide breadth of potential opportunities to investors
- » We emphasize alignment with key secular themes, such as investing in economies that promote structural reforms and economic freedoms.
- » By avoiding or capitalizing on familiar biases, we can potentially generate attractive, diversified results for investors.

### Investment Process

The strategy's investment process incorporates top-down, macroeconomic analysis and bottom-up research. Our Investment Committee, Co-CIOs and research professionals provide the broad macroeconomic and thematic framework as well as perspective on global risk factors and investment opportunities. Our research analysts leverage quantitative tools to narrow the opportunity set and conduct fundamental research to value the securities within a company's capital structure. They establish risk and return expectations through cash flow return on investment (CFROI) and discounted cash flow (DCF) analysis. To build higher conviction in investment candidates and holdings, and to stay abreast of industry fundamentals, the investment team travels extensively—meeting with company management, suppliers and competitors. This strategy typically will comprise an all-cap, higher quality and higher conviction portfolio. We expect alpha contributions from security selection and top-down positioning, while maintaining index-like beta.





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## ANNUALIZED TOTAL RETURNS

	1-YEAR	3-YEAR	SINCE INCEPTION (12/13)
Calamos International Growth Concentrated (gross of fees)	2.50%	9.49%	4.67%
Calamos International Growth Concentrated (net of fees)	1.57	8.44	3.65
MSCI ACWI ex-US Growth	3.44	10.98	5.11

## CALENDAR YEAR RETURNS

	YTD 2018	2017	2016	2015	2014
Calamos International Growth Concentrated (gross of fees)	-4.80%	37.17%	-5.82%	6.03%	-7.42%
Calamos International Growth Concentrated (net of fees)	-5.42	35.82	-6.75	4.99	-8.33
MSCI ACWI ex-US Growth	-2.23	32.44	0.49	-0.91	-2.29

## Portfolio Manager Biographies



### NICK NIZIOLEK, CFA

CO-CIO, HEAD OF INTERNATIONAL AND GLOBAL STRATEGIES, SENIOR CO-PORTFOLIO MANAGER

As a Co-Chief Investment Officer, Nick Niziolek is responsible for oversight of investment team resources, investment processes, performance and risk. As Head of International and Global Strategies, he manages investment team members and has portfolio management responsibilities for international, global and emerging market strategies. He is also a member of the Calamos Investment Committee, which is charged with providing a top-down framework, maintaining oversight of risk and performance metrics, and evaluating investment process. Nick joined the firm in 2005 and has 16 years of industry experience, including tenures at ABN AMRO and Bank One. He received a B.S. in Finance and an M.B.A. from DePaul University.



### DENNIS COGAN, CFA

SENIOR VICE PRESIDENT, CO-PORTFOLIO MANAGER

Dennis Cogan is responsible for portfolio management and investment research for the firm's global, international, and emerging market equity strategies. He joined the firm in 2005 and has 17 years of industry experience. Previously, Dennis worked for Accenture in Strategic Planning and Analysis. He received a B.S. in Finance from Northern Illinois University.

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Past performance does not guarantee or indicate future results. Current performance may be lower or higher than the performance quoted. Portfolios are managed according to their respective strategies which may differ significantly in terms of security holdings, industry weightings, and asset allocation from those of the benchmark(s). Portfolio performance, characteristics and volatility may differ from the benchmark(s) shown.

The results portrayed on the preceding pages are for the Calamos International Growth Concentrated Composite (inception date 12/2013). Representative holdings and portfolio characteristics are specific only to the portfolio shown at that point in time. Other portfolios will vary in composition, characteristics, and will experience different investment results. The representative portfolio shown has been selected by the advisor based on account characteristics that the advisor feels accurately represents the investment strategy as a whole.

The Calamos International Growth Concentrated Composite is an actively managed composite investing in a concentrated number of equity securities of non-U.S. domiciled companies. The Composite was created December 1, 2013 calculated with an inception date of December 1, 2013 and includes all fully discretionary fee paying accounts, including those no longer with the Firm. Fees include the investment advisory fee charge by Calamos Advisors LLC. Returns greater than 12 months are annualized. Chart Data Sources: Mellon Analytical Solutions, LLC and Calamos Advisors LLC.

The MSCI ACWI ex-U.S. Growth Index is a free float-adjusted market capitalization weighted index that is designed to measure the growth equity market performance of developed and emerging markets, excluding the United States. The index is calculated on a total return basis, which includes reinvestment of gross dividends before deduction of withholding taxes. Unmanaged index returns assume reinvestment of any and all distributions and do not reflect any fees, expenses or sales charges. Investors cannot invest directly in an index.

The information in this report should not be considered a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain in an account's portfolio at the time you receive this report or that securities sold have not been repurchased. The securities discussed do not represent the account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings.

Calamos Advisors LLC is a federally registered investment advisor. Form ADV Part 2A, which provides background information about the firm and its business practices, is available upon written request to:

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