

GQG PARTNERS LLC AND SUBSIDIARIES
(A Delaware Limited Liability Company)

Consolidated Financial Statements

December 31, 2020

(With Independent Auditors' Report Thereon)

GQG PARTNERS LLC AND SUBSIDIARIES
(A Delaware Limited Liability Company)

Consolidated Financial Statements

December 31, 2020

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KPMG LLP
345 Park Avenue
New York, NY 10154-0102

Independent Auditors' Report

The Members of GQG Partners LLC:

We have audited the accompanying consolidated financial statements of GQG Partners LLC and its subsidiaries, which comprise the consolidated statement of financial condition as of December 31, 2020, and the related consolidated statements of operations, changes in members' equity, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with U.S. generally accepted accounting principles; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of GQG Partners LLC and its subsidiaries as of December 31, 2020, and the results of their operations and their cash flows for the year then ended in accordance with U.S. generally accepted accounting principles.

KPMG LLP

New York, New York
February 26, 2021

GQG PARTNERS LLC AND SUBSIDIARIES
(A Delaware Limited Liability Company)
Consolidated Statement of Financial Condition
December 31, 2020

Assets

Current assets:

Cash	\$ 17,753,125
Advisory fee receivable from affiliates	4,740,233
Advisory fee receivable	45,641,494
Other current assets	1,337,812
Total current assets	<u>69,472,664</u>

Non-current assets:

Property and equipment, net of accumulated depreciation and amortization of \$551,086	545,559
Investment in funds, at fair value (cost \$3,325,495)	3,674,629
Security deposits	443,256
Total non-current assets	<u>4,663,444</u>

Total assets	<u><u>\$ 74,136,108</u></u>
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Liabilities and members' equity

Current liabilities:

Compensation accrual	\$ 4,461,947
Due to affiliates	285,640
Accounts payable	6,439,107
Other current liabilities	510,360
Total current liabilities	<u>11,697,054</u>
Total liabilities	11,697,054

Members' equity	<u>62,439,054</u>
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Total liabilities and members' equity	<u><u>\$ 74,136,108</u></u>
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The accompanying notes are an integral part of these consolidated financial statements.

GQG PARTNERS LLC AND SUBSIDIARIES**(A Delaware Limited Liability Company)****Consolidated Statement of Operations****For the year ended December 31, 2020****Net revenue**

Management fees	
net of \$5,036,523 of waived management fees	\$ 220,614,537
Performance fees	6,930,976
Total net revenue	<u>227,545,513</u>

Operating expenses

Payroll and payroll related	15,899,982
Bonus compensation	23,405,695
Commissions	5,626,871
General and administrative	6,242,113
Professional fees	2,738,598
Business development	837,433
Computer, research and market data	3,522,207
Total operating expenses	<u>58,272,899</u>

Net operating income

169,272,614

Non-operating income

Net gain on investments in funds

268,154

Income before income taxes169,540,768

Income tax expense

1,632,384

Net income\$ 167,908,384

The accompanying notes are an integral part of these consolidated financial statements.

GQG PARTNERS LLC AND SUBSIDIARIES
(A Delaware Limited Liability Company)
Consolidated Statement of Changes in Members' Equity
For the year ended December 31, 2020

	<u>Common A Units</u>	<u>Common B Units</u>	<u>Common C Units</u>	<u>Total Members' Equity</u>
Members' equity, December 31, 2019	\$ 3,328,454	\$ 24,518,505	\$ 2,318,836	\$ 30,165,795
Distributions	(7,079,901)	(116,059,805)	(12,495,419)	(135,635,125)
Net income	7,938,373	144,539,690	15,430,321	167,908,384
Members' equity, December 31, 2020	<u>\$ 4,186,926</u>	<u>\$ 52,998,390</u>	<u>\$ 5,253,738</u>	<u>\$ 62,439,054</u>

The accompanying notes are an integral part of these consolidated financial statements.

GQG PARTNERS LLC AND SUBSIDIARIES
(A Delaware Limited Liability Company)
Consolidated Statement of Cash Flows
For the year ended December 31, 2020

Operating activities

Net income	\$ 167,908,384
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation and amortization	195,860
Net gain on investments in funds	(268,154)
Changes in operating assets and liabilities:	
Advisory fee receivable from affiliates	(2,023,049)
Advisory fee receivable	(24,985,340)
Security deposits	(58,253)
Other current assets	(1,337,812)
Compensation accrual	3,033,640
Due to affiliates	(993,811)
Accounts payable	2,445,147
Other current liabilities	(85,886)
Net cash provided by operating activities	<u>143,830,726</u>

Investing activities

Purchase investments in funds	<u>(3,075,495)</u>
Net cash used in investing activities	<u>(3,075,495)</u>

Financing activities

Distributions	<u>(135,635,125)</u>
Net cash used in financing activities	<u>(135,635,125)</u>

Net increase in cash	5,120,106
Cash - beginning of year	<u>12,633,019</u>
Cash - end of year	<u><u>\$ 17,753,125</u></u>

Supplemental cash flow information

Income taxes paid	\$ 1,165,416
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The accompanying notes are an integral part of these consolidated financial statements.

GQG PARTNERS LLC AND SUBSIDIARIES

(A Delaware Limited Liability Company)

Notes to Consolidated Financial Statements

December 31, 2020

(1) Organization and Business

GQG Partners LLC (the “Company”) was formed on April 4, 2016 in the state of Delaware as a limited liability company. The Company is registered with the Securities and Exchange Commission as an investment advisor and provides investment advisory and asset management services to a number of investment funds and managed accounts for US and Non-US investors.

The Company acts as investment manager or sub-adviser for investment funds (the “Funds”) and multiple managed accounts that invest in global and emerging markets equities as of December 31, 2020.

During 2018, the Company formed three wholly owned subsidiaries registered in the United Kingdom, Australia and Ireland, respectively.

Subsidiaries

- GQG Partners (UK) Ltd.
- GQG Partners (Australia) Pty Ltd.
- GQG Partners (Ireland) Ltd. (closed January 5, 2020)

(2) Summary of Significant Accounting Policies

a. Basis of Presentation

The consolidated financial statements are prepared in accordance with U.S. generally accepted accounting principles (“GAAP”).

b. Principles of Consolidation

The consolidated financial statements include the accounts of GQG Partners LLC and its subsidiaries. As of December 31, 2020, GQG Partners LLC owned 100% of GQG Partners (UK) Ltd, GQG Partners (Australia) Pty Ltd., and GQG Partners (Ireland) Ltd (through the date of closure). All material intercompany transactions have been eliminated in consolidation.

c. Accounting Pronouncements Adopted in 2020

In May 2014, the FASB issued ASU No. 2014-09, "Revenue from Contracts with Customers (Topic 606)." The core principle of the revenue model is that an entity recognizes revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for the goods or services. The Company completed its overall assessment of its revenue streams and review of related contracts potentially affected by the new standard, including management fees, and performance fees. Based on this assessment, the Company concluded that ASU No. 2014-09 did not change the method in which the Company currently recognizes revenue. The Company adopted ASU No. 2014-09 as of January 1, 2020 using a modified retrospective approach. As the implementation of the new standard did not impact the measurement or recognition of

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December 31, 2020

revenue a cumulative effect adjustment to opening retained earnings was not deemed necessary.

d. Management Fees

The Company enters into investment management agreements with investment funds and managed accounts to provide investment advisory services. Based on these agreements, the Company earns management fees. The Company's performance obligation is a series of services that form part of a single performance obligation satisfied over time. Management fees are generally calculated based on the Net Asset Value ("NAV") of the investment funds or managed accounts over applicable periods such as daily, monthly or quarterly. The management fees are presented net of management fee waivers and rebates. Management fees are paid to the Company quarterly or monthly and are accrued ratably.

e. Performance Fees

Performance fees are calculated as a percent of investment returns that exceed certain benchmark returns during the period, in accordance with the respective terms set out in each governing agreement. Performance fees will not be recognized as revenue until (a) it is probable that a significant reversal in the amount of cumulative revenue recognized will not occur, or (b) the uncertainty associated with the variable consideration is subsequently resolved. Performance fees are presented as a component of net revenue when realized at the end of the measurement period.

f. Use of Estimates

The preparation of the consolidated financial statements in accordance with U.S. GAAP requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the consolidated financial statements, and the reported amounts of income and expenses for the period. Actual results could differ from those estimates.

g. Income and Expense Recognition

Income and expenses are recorded on an accrual basis as incurred.

h. Cash

The Company defines cash as cash at bank and highly liquid investments, invested overnight in a cash account. From time to time the cash balance exceeds the federally insured limit of \$250,000. As of December 31, 2020, the Company only held cash at banks.

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Notes to Consolidated Financial Statements

December 31, 2020

i. *Investment in Funds, at fair value*

As of December 31, 2020, investments in funds, at fair value, included the following:

Investments in mutual funds, at fair value	\$2,325,495
Investments in affiliated funds, at fair value	<u>1,349,134</u>
	<u>\$3,674,629</u>

Investments in mutual funds are carried at fair value at their quoted net asset values as of the valuation date. These investments are classified within Level 1 of the fair value hierarchy established by ASC 820, Fair Value Measurement and Disclosures. Investments in affiliated funds, for which market prices or quotations are not readily available, are measured at fair value using the Company's proportionate share of the net asset value of the fund as a practical expedient. Investments in affiliated funds using net asset value as a practical expedient are not categorized within the fair value hierarchy.

All such investments are recorded at fair value, with net unrealized gains recognized as a component of Net gain on investments in funds in the consolidated statement of operations.

j. *Property and Equipment*

Property and equipment are carried at cost and are reported in the consolidated statement of financial condition net of accumulated depreciation and amortization. Depreciation and amortization are recorded on a straight-line basis over estimated useful lives between 3 to 6 years, or non-cancelable lease terms, as appropriate. Maintenance and repairs are charged as an expense as incurred.

	Estimated lives (ranges in years)	<u>December 31,</u> <u>2020</u>
Leasehold improvements	5-6	\$ 890,566
Computer equipment	3	<u>206,079</u>
		1,096,645
Less accumulated depreciation and amortization		<u>(551,086)</u>
		<u>\$ 545,559</u>

Depreciation expense was \$195,860 for the year ended December 31, 2020, and is included in general and administrative expenses on the consolidated statement of operations.

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k. Advisory Fee Receivable

Advisory fees receivable include management fees earned and billed but not yet collected, net of allowances if any. Allowances for doubtful accounts, if any, related to advisory fees are determined through analysis of the aging of receivables, assessments of collectability based on historical trends, and other qualitative and quantitative factors. During the year, there were no allowances recorded.

l. Equity Based Compensation

Equity based compensation is accounted for in accordance with ASC 718, which requires that the cost of employee services received in exchange for an award of equity instruments generally be measured based on the calculated value of the award on grant date. Equity based awards that do not require future service (i.e., vested awards) are expensed immediately. Equity based employee awards that require future service are expensed over the relevant vesting period.

(3) Income Taxes

Under the laws of the United States, the Company is not subject to federal income taxes and have elected to be treated as a partnership for federal and state purposes. The Company is subject to state and local taxes in certain jurisdictions, a provision for income taxes has been made for these state and local jurisdictions in the accompanying consolidated financial statements. Individual members may be taxed on their proportionate share of the Company's tax basis income based on their individual circumstances.

The Company is subject to New York City Unincorporated Business Tax ("UBT"). The Company files its tax return using the accrual basis of accounting for this purposes. Income taxes are provided for the tax effects of transactions reported in the consolidated financial statements and consist of taxes currently due. As of December 31, 2020 and for the year then ended, the UBT income tax recorded in the consolidated financial statements amounts to \$1,151,709.

The Company applies the provisions of Accounting Standards Codification No. 740, *Income Taxes* (ASC 740). ASC 740 provides guidance for how uncertain tax positions should be recognized, measured, presented and disclosed in the consolidated financial statements. ASC 740 requires the evaluation of tax positions taken or expected to be taken in the course of preparing the Company's consolidated financial statements to determine whether the tax positions are "more-likely-than-not" of being sustained by the applicable tax authority. Tax positions not deemed to meet the "more-likely-than-not" threshold would be recorded as a tax benefit or expense in the current year. The Company has no uncertain tax positions at December 31, 2020.

The major tax jurisdiction for the Company is the United States and the earliest tax year subject to examination is 2017.

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(4) Compensation Plans

On April 22, 2020 the Company established a Supplemental Award Program to provide certain employees of and other providers of services to the Company and its affiliates (“Participants”) with a special one-time bonus award. A bookkeeping account was established for each Participant and shall accrue the rate of return earned by GQG Partners Global Equity Fund, a series of GQG Partners Series LLC (“Fund”). The Participant will vest in the account on April 21, 2025, subject to the Participant’s continued service with the Company and its affiliates. In connection with this program the Company invested \$750,000 into the reference Fund on April 22, 2020.

The Company recognized \$310,939 of expense related to the Supplement Award Program in Bonus compensation, which includes the rate of return earned by the Fund. The accrued liability of \$310,939 is reported in Compensation accrual on the Consolidated Statement of Financial Condition.

Effective December 31, 2020, the Company established an Investment Alignment Plan (“Plan”) to better align our compensation program of employees and other providers of services to the Company (“Participant”) with our clients’ long-term investment objectives. Under the Plan, a portion of the Participants compensation will be paid in cash and the remainder will be allocated to the Plan. A bookkeeping account was established for each Participant and shall accrue the rate of return earned by GQG Partners Global Quality Equity Fund mutual fund during the deferral period. The Participant will vest 33-1/3% on each of three year anniversaries subject to the Participant’s continued service to with the Company. If the Participants service with the Company terminates on or prior to any applicable vesting date the unvested portion of the Participants account will be forfeited in its entirety. In connection with this program the Company invested \$2,325,495 into the reference mutual fund on December 31, 2020.

(5) Variable Interest Entities

Our investments at December 31, 2020, include interests in variable interest entities that we do not consolidate as we are not deemed the primary beneficiary. Our maximum risk of loss related to our involvement with these entities is as follows:

Advisory fee receivable from affiliates	\$4,738,046
Investment in affiliated funds, at fair value	<u>1,349,134</u>
	<u>\$6,087,180</u>

(6) Commitments and Contingencies

In the normal course of business, the Company enters into contracts that contain a variety of representations and warranties which provide general indemnifications related to certain risks service providers undertake in performing services. The Company’s maximum exposure is unknown, as any such exposure would result from future claims that may be, but have not been made against the

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Company, based on events which have not occurred. Any such exposure against the Company is also unknown as potential exposure only arises in the event that future claims are made.

Lease Commitments

The Company's significant long-term non-cancelable lease commitments relate to office space at its Ft. Lauderdale, FL, New York, NY and Seattle, WA offices. At December 31, 2020, future net minimum lease payments for non-cancelable operating leases are as follows:

Year ended December 31, 2021	1,103,697
Year ended December 31, 2022	801,755
Year ended December 31, 2023	823,224
Year ended December 31, 2024	433,013
Thereafter	<u>263,894</u>
	<u>\$ 3,425,583</u>

Rental expense for operating leases was \$1,538,687 for the period ended December 31, 2020, and is included in general and administrative expenses on the consolidated statement of operations.

In March 2020, the World Health Organization declared the outbreak of a novel coronavirus ("COVID-19") a global pandemic, which has resulted in significant disruption and uncertainty in the global economic markets. Given the amount of uncertainty currently regarding the scope and duration of the COVID-19 pandemic, it is currently not possible to predict the precise impact it will have on the Company's financial statements.

(7) Related Party Transactions

The Company considers its principal owners, members of management and members of their immediate families, as well as entities under common control, to be related parties to the Company.

NLCG Distributors, LLC ("NLCG"), an affiliate of the Company, provided the Company with certain sales and marketing services as a finder and solicitation agent in North America. As compensation for NLCG's services the Company agreed to pay a referral fee between 10% and 25% (depending on strategy and holding period) of the first three years management fees that the Company actually receives with respect to all the assets invested by the introduced clients. Effective April 30, 2017, the sales and marketing services agreement was terminated without cause. The referral fee will continue for three years on all clients who invested prior to September 30, 2017.

The Company has recorded an expense of approximately \$431,730 related to the NLCG marketing services, included in commissions, \$53,923 of which remained outstanding as of December 31, 2020 and is included in due to affiliates on the consolidated statement of financial condition.

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Treasury Group Investment Services Limited (“TGIS”), an affiliate of the Company, provided the Company with certain sales and marketing services as a finder and solicitation agent in Australia. As compensation for TGIS’s services the Company agreed to pay a referral fee between 10% and 25% (depending on strategy and holding period) of the first three years management fees that the Company actually receives with respect to all the assets invested by the introduced clients. On May 4, 2018, the Company amended its agreement with TGIS to provide that (i) the Company will not pay referral fees to TGIS with respect to persons who become clients of the Company after July 26, 2018 and (ii) the Company will pay a monthly retainer to TGIS equal to US\$4,167 from December 26, 2017 to July 26, 2018 and thereafter until May 31, 2019 a monthly retainer of US\$41,667, each prorated during any partial month.

The Company has recorded an expense of approximately \$532,043 related to the TGIS marketing services, included in commissions, \$231,717 of which remained outstanding as of December 31, 2020 and is included in due to affiliates on the consolidated statement of financial condition.

The Company has recorded revenue of approximately \$40,140,957 related to management fees from affiliated Funds, included in management fee income, \$4,740,233 of which remains outstanding as of December 31, 2020 and is included in advisory fee receivable from affiliates on the consolidated statement of financial condition.

(8) Members’ Equity

Members’ equity consists of three classes of membership units: Common A Units, Common B Units and Common C units. The members’ interests are governed by the Second Amended and Restated Limited Liability Company Agreement of GQG Partners LLC dated August 31, 2018 (the “Agreement”).

Common A Units

The Company is authorized to and has issued 2.5 million Common A Units as of December 31, 2020. The holders of Common A Units have no voting rights except for certain protective covenants, as defined in the Agreement. The number of Common A Units held by each Member will be automatically adjusted to the extent necessary so that the percentage interest of each Member in respect of their Common A Units is the same immediately following the issuance or forfeiture of any Common C Units as it was immediately prior to such issuance or forfeiture.

Common B Units

The Company is authorized to issue 44 million Common B Units, 43.0 million Common B Units have been issued as of December 31, 2020. The holders of Common B Units have voting rights.

Common C Units

The Company is authorized to issue 10.0 million non-voting Common C Units, 4.5 million have been issued as of December 31, 2020, subject to vesting as described in the applicable grant agreements.

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Provided that no termination has occurred prior to the applicable vesting date, the grants vest with varying percentages between the grant date and the completion of the vesting schedule described in the applicable grant agreement. Of the 4.5 million Common C Units issued 1.6 million have vested as of December 31, 2020.

The Company's manager may authorize the issuance of further non-voting Common C Units pursuant to restricted unit grant agreements. As long as the aggregate percentage interest of all Common C Unit Holders is twenty percent (20%) or less of Common B Units, the issuance of further Common C Units will reduce the percentage interest of the holders of Common B Units pro rata but will not reduce the percentage interest of the holders of the Common A Units.

Common C Units are issued to employees of the Company that vest over five years. The number of units awarded are determined periodically at the discretion of the Company manager. The Company did not issue any Common C Units during the year.

A holder of Common C Units may not sell, assign, transfer, exchange, pledge, encumber, gift, or otherwise alienate in any way, whether or not by operation of Law, all or any of such holder's Common C Units without the consent of the Company manager. If a holder terminates their employment with the Company, subject to conditions of termination and vesting, the Company may, but shall not be obligated to, to purchase some or all of the Common C Units.

Allocation of Net Profit or Loss

The Agreement provides for net profits and net losses during any fiscal year to be allocated to the persons who were Members during such fiscal year, equal to hypothetical distribution (if any) that such Member would receive if, on the last day of the fiscal year, the Company were to liquidate, adjusted for any contribution obligation and share of the Company's minimum gain under IRC regulations.

Distributions

The Agreement provides for annual distributions, to extent possible of distributable cash. Distributions are made following a prescribed priority as detailed in the Agreement.

(9) Subsequent Events

Management has evaluated subsequent events through February 26, 2021, the date the consolidated financial statements were available to be issued. There were no material events noted during this period that would impact the results reflected in these consolidated financial statements, except as discussed below.

Subsequent to December 31, 2020, the Company paid distributions to common unit holders in the amount of \$0.4 million to Common A Unit holders, \$16.3 million to Common B Unit holders and \$1.7 million to Common C Unit holders. Distribution amounts include 2020 allocated income.