

THE GLACIER LONG TERM GLOBAL GROWTH FEEDER FUND

Glacier Management Company

The Glacier Management Company seeks to provide investors with unique opportunities and solutions that will complement those existing in the broader South African market

We identified an opportunity in partnering with the Long Term Global Growth team at Baillie Gifford, who has a radically different approach in its quest to deliver exceptional returns.

Baillie Gifford's truly long-term approach means that their investment time horizon spans decades instead of quarters, they hold a global and diverse investment perspective and their approach to investing has an emphasis on the upside instead of loss aversion. They pursue superlative returns through a concentrated portfolio of high growth companies.

We have therefore joined forces with Baillie Gifford to bring our investors the opportunity to invest in a world-class global equity fund via our local platform.

The Glacier Long Term Global Growth Feeder Fund

In partnership with global asset manager Baillie Gifford, we bring investors the opportunity to invest in a truly long-term growth fund with exposure to high growth companies in both developed and emerging markets.

The Fund is a feeder fund that invests in the FSCA-approved Baillie Gifford Worldwide Long Term Global Growth Fund, managed by Baillie Gifford. The objective of the fund is to provide superior long-term growth of capital through exposure to high growth companies in developed markets as well as some exposure to emerging markets.

The fund is especially suitable for investors seeking strong upside potential over the long term and can best be used as pure growth exposure in a diversified portfolio.



The Baillie Gifford Worldwide Long Term Global Growth Fund

The Baillie Gifford Worldwide Long Term Global Growth Fund is a UCITS (Undertakings for the Collective Investment in Transferable Securities) structured fund, domiciled in Ireland.

The Fund's objective is to achieve superior long-term capital growth through exposure to high growth companies globally, which might include companies in both developed and emerging markets such as China.

The Fund has a global equity mandate that allows it to have 100% global equity exposure.

Investment strategy

The Long Term Global Growth strategy is a purely stock-driven, unconstrained global equity strategy focused on investing in exceptional growth companies from around the world. The approach is committed and expressly long-term because the team believes that investing in companies with the scope to grow to many multiples of their current size over the next decade will transform the returns achieved

for investors over time. The investment horizon is 10 years and beyond.

The Fund is benchmark-agnostic, which means it doesn't reference a benchmark or index to make investment decisions. It rather focuses on high conviction, bottom-up fundamentals in its investment approach, consisting of 30 to 60 companies with an investment horizon of 10 years and beyond.

Supporting the strategy

The stable, experienced and committed investment team spend the vast majority of their time finding and researching stocks. Their 10-Question Stock Research Framework is at the heart of their investment process. The ten questions identifies the scale of the opportunity, focusing on the longer term prospects beyond the next five years. The team sets a high bar in terms of the quantum of growth they aspire to, focusing on identifying companies with the potential to grow to many multiples of their current size.

10-Question Stock Research Framework

Industry background	1. Is there room to at least double sales over the next 5 years? 2. What happens over 10 years and beyond?
Competitive advantage	3. What is your competitive advantage? 4. Is your business culture clearly differentiated? Is it adaptable? 5. Why do your customers like you? What societal considerations are most likely to prove material to the long-term growth of the company?
Financial strength	6. Are your returns worthwhile? 7. Will they rise or fall?
Management attitudes	8. How do you deploy capital?
Valuation	9. How could it be worth five times as much, or more? 10. Why doesn't the market realise this?

Investment philosophy

- **Long-term investment decisions:** The investment team takes a long-term approach to investment. Experience has taught that results are determined less by bell curves in equity investment than by exposure to extreme positive events. Long-term success requires risk taking and ambition, not caution and downside protection.
- **A global and purely stock driven approach to investment:** The benchmark agnostic approach means that the portfolio holding sizes are based purely on the magnitude of the potential upside and the associated level of conviction.
- **Growth investors:** The team looks for companies that have the potential to grow to many multiples of their current size.

- **Environmental, social and governance (ESG) considerations are embedded in their approach:** The team looks for companies that have the foundations in place for longevity, which in turn requires an ability to unlock sustainable growth opportunities in order to deliver superior returns.

Features of the fund that appealed to Glacier

The Fund will offer aggressive and patient investors exposure to high growth companies that are expected to grow their multiples significantly over a long term. The Fund invests in large capitalisation companies over the long term, without being concerned about short-term performance. The Fund is highly concentrated, and therefore can be used as a pure growth exposure in a diversified portfolio.

ABOUT BAILLIE GIFFORD

Partnership

Baillie Gifford is an independent investment management partnership established over 100 years ago. The firm is based in Edinburgh and wholly owned by their current partners, who all work within the firm. Staff continuity is very high, allowing them to retain investment expertise within the firm and to take a truly long-term approach to investing.

Focus

Baillie Gifford's Long Term Global Growth team pride themselves on being active, not passive, investors. They have been investing in global equities for over a century and take the same long-term approach to investment. Their investment universe is global. Their approach to portfolio construction is stock driven and expressly growth oriented. They invest for the long term and pay no attention to short-term performance.

Clients come first

At Baillie Gifford, existing clients' interests are paramount and they frequently close to new business to ensure that the integrity of their strategies and quality of their client service are maintained. Their single-minded approach has enabled them to enjoy truly long-term relationships with clients.

HOW DO YOU INVEST IN THE GLACIER LONG TERM GLOBAL GROWTH FEEDER FUND?

Investors can access the fund via the Glacier investment platform by using the standard fund selection process. This may involve completing an application form for new business or simply completing a switch form – depending on whether it is a new or existing client – or switching funds electronically via the secure services web.

The fund may also be made available on other investment platforms.

Which type of investor should invest in the Glacier Long Term Global Growth Feeder Fund?

The fund is suitable for all investors seeking a fund that aims to deliver capital growth over a long-term investment horizon.

The fund may not be suitable for investors who are concerned about short-term volatility and performance, seeking a regular source of income and investing for less than five years.

Risks associated with the Glacier Long Term Global Growth Feeder Fund

Market fluctuation:

Financial markets are unpredictable and fluctuate daily. The value of your investment can therefore rise and fall, and there is no guarantee, either with respect to the capital or the return on the investment.

Currency risk:

Also referred to as exchange-rate risk, it arises from the change in price of one currency in relation to another. It is important for South African investors to keep in mind that the rand can be a volatile currency, which could lead to significant fluctuations in the rand value of this fund.

- The Fund has exposure to emerging market equities which may be more volatile at times and therefore impact on the performance profile of the Fund
- The Fund's concentrated portfolio relative to similar funds may result in large movements in the share price in the short term.
- The Fund has exposure to foreign currencies and changes in the rates of exchange will cause the value of any investment, and income from it, to fall as well as rise and you may not get back the amount invested.

Disclaimer: Collective investments are traded at ruling prices and can engage in borrowing and scrip lending. Collective investments are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any deductible expenses such as audit fees, brokerage and service fees. Actual investment performance of the portfolio and the investor will differ depending on the initial fees applicable, the actual investment date, and the date of reinvestment of income as well as dividend withholding tax. Forward pricing is used. The Manager does not provide any guarantee either with respect to the capital or the return of a portfolio. The performance of the portfolio depends on the underlying assets and variable market factors. Performance is based on NAV to NAV calculations with income reinvestments done on the ex-div date. Lump sum investment performances are quoted. All the portfolio options presented are approved collective investment schemes in terms of Collective Investment Schemes Control Act, No 45 of 2002 (CISCA). The fund may from time to time invest in foreign instruments which could be accompanied by additional risks. The Manager has the right to close any portfolios to new investors to manage them more efficiently in accordance with their mandates. A feeder fund is a portfolio that invests in a single portfolio of collective investment schemes, which levies its own charges and which could result in a higher fee structure for the feeder fund. Standard Bank of South Africa Ltd is the appointed trustee of the Glacier Collective Investments Scheme.

This document should be read in conjunction with the minimum disclosure document (MDD). It is intended for use by clients, alongside their financial intermediaries. For more information, please speak to your financial intermediary, or contact our Communication Centre: client.services@glacier.co.za.

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