

Aviva Investors Global Equity Endurance

June 2021



Distinctive characteristics



















Resilient capital growth

Aims for strong risk-adjusted performance with attractive capture ratio



Active Management

A focused portfolio unlike any index with active ownership



Complementary

Differentiated investment approach results in low overlap with industry peers

A process that exploits our philosophy and investment edge

Capital preservation

We believe this puts us in the top decile of risk adjusted performance*

Capture ratio: Upside 1.3x capture ratio: 103% Downside capture ratio: 81%

Source: Aviva Investors as at 30 April 2021. Aviva Investors Global Equity Endurance versus MSCI AC World Index since inception, gross of fees. Inception date of the Aviva Investors Global Equity Endurance fund is 21 November 2016. *Based on proprietary analysis of top twenty UK based global equity funds in Broadridge database using comparative data since Fund inception.

How has this been achieved



Identifying an Endurable

Durable returns	"What's it got?"
Sustainable growth	"Will it be worth more in a decade?"
Re-investment	"Do they spend wisely?"
Predictability	"Can we put a value on it?"

	Endurance	MSCI ACWI	
Durability			
RETURN ON CAPITAL	13%	8%	Higher
PROFIT MARGINS	18%	13%	Higher
FINANCIAL LEVERAGE	1.7x	1.9x	Lower
Sustainability			
MSCI ESG	А	BBB	Better
MORNINGSTAR	High	Medium	Better

Source: Aviva Investors, as at 15 January 2021

Identifying cheap



CASH

Free cash flow the only driver of fundamental value



GROWTH

More attention to terminal value than current multiple



MODELLING

Attention on forecasting what is predictable with degree of safety



VALUATION

Relative to existing holdings and other equities, with absolute hurdle

Source: Aviva Investors

Investment process



Idea generation

Discover

>12,000 global universe

Minimum liquidity and size criteria

~2,500 investable universe

Qualitative filter for endurable companies

Baseline exclusions applied



Fundamental analysis

Debate

~250 endurable candidates

Deeper research directed to most promising areas

6 member global equity team, 40+ other equity investors, plus ESG analysts

Positive and negative externalities identified



Stock selection

Decide

~100 active watchlist

Valuation assessed relative to existing holdings and other equities, with absolute hurdle



Portfolio construction

Design

20-40 'Cheap Endurables'

Constructing the optimal combination of business durability and intrinsic value

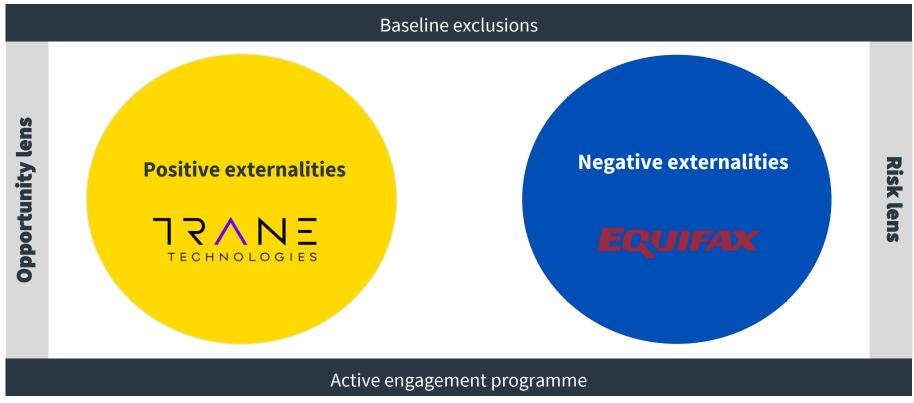
Positive and negative externalities quantified

Active engagement programme designed

Non-binding ESG considerations integrated throughout the investment process

Non-binding ESG factors are integrated into the investment process but the Investment Manager retains discretion over asset or stock selection in accordance with the Baseline Exclusions Policy and objectives of the fund or strategy.

How we think about ESG issues





Wolters Kluwer

Alphabet





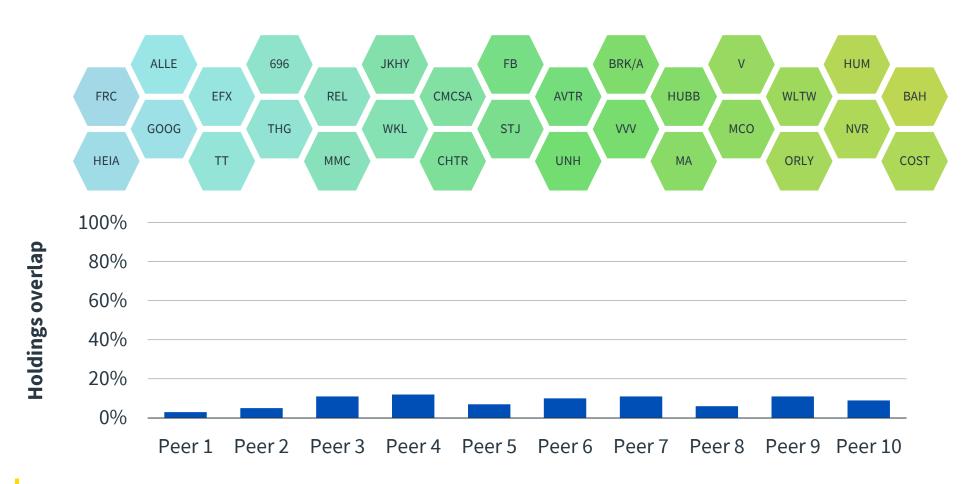
For illustrative purposes only not intended to be an investment recommendation.

Source, Aviva Investors as at 31 March 2021, the stocks shown are current strategy holdings.

Please note Al's ESG baseline exclusions policy on controversial weapons and civilian firearms is binding on the strategy. Further to this, non-binding exclusions at industry level are considered by the portfolio manager and can be applied at their discretion in accordance with the strategy objectives.

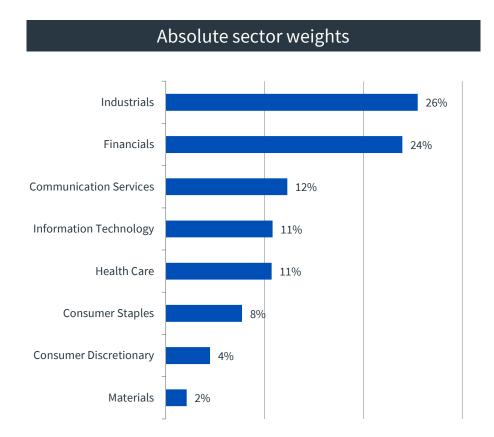
Differentiated portfolio

No narrow investment universe, complementary to peers

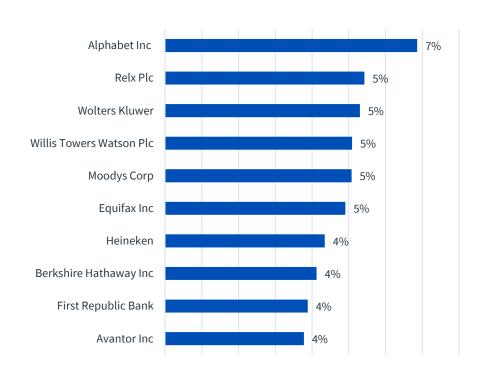


Source: Aviva Investors Aladdin for Strategy Holdings and Morningstar for holding overlap, as at 27 May 2021, Peer group selected based on Morningstar ratings, sales activity, net fund flows and AUM.

Portfolio positioning: absolute



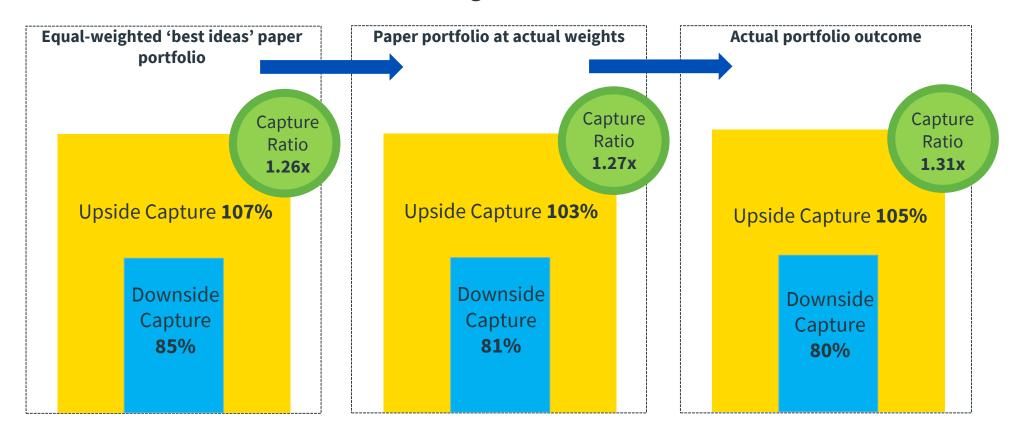
Absolute top ten stock weights



 $Source: BlackRock\ Aladdin,\ Aviva\ Investors,\ as\ of\ 31\ May\ 2021.\ Not\ intended\ to\ be\ an\ investment\ recommendation.$

Implementing the approach

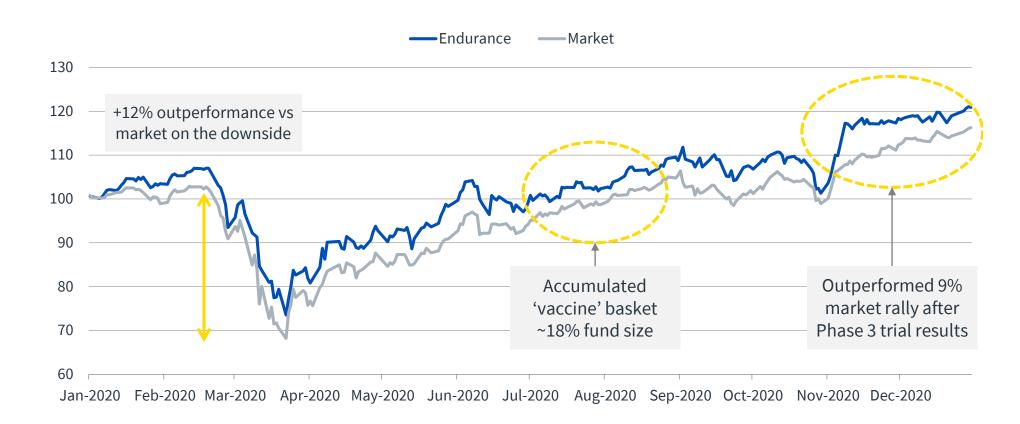
Portfolio construction and behavioural edge add value



Source: Aviva Inventors, as at 30 April 2021. Aviva Investors Global Equity Endurance versus MSCI AC World Index, since inception.

Resilient return outcome from Cheap Endurables

Endurance protected the downside without compromising the upside



Current positioning





Travel & leisure normalisation









'Data is the new oil'

Alphabet

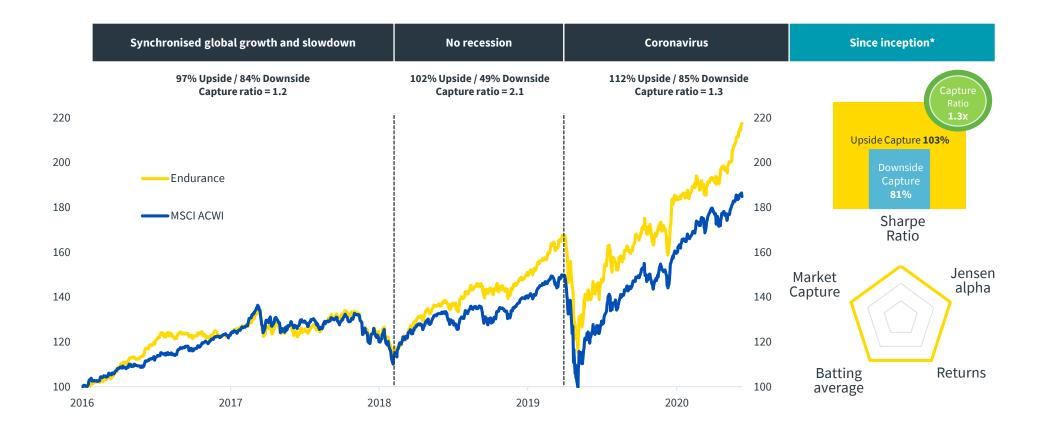


UnitedHealth Group



illustrative purposes only not intended to be an investment recommendation. Source, Aviva Investors as at 31 March 2021.

Resilient returns in a variety of environments



Past performance is no guarantee of future results.

Source: Bloomberg, eVestment, as at 30 April 2021. Performance chart uses a representative fund0 for our Global Equity Endurance strategy shown net of fees in US\$ terms. Evestment analytics uses GIPs composite performance, gross of fees in US\$ terms. *Strategy inception was 21 November 2016.

Distinctive characteristics



















Resilient capital growth

Aims for strong risk-adjusted performance with attractive capture ratio



Active Management

A focused portfolio unlike any index with active ownership



Complementary

Differentiated investment approach results in low overlap with industry peers

A process that exploits our philosophy and investment edge

Key risks

The value of an investment and any income from it can go down as well as up and can fluctuate in response to changes in currency and exchange rates. Investors may not get back the original amount invested.

Investments can be made in emerging markets. These markets may be volatile and carry higher risk than developed markets.

Some investments could be hard to value or to sell at a desired time, or at a price considered to be fair (especially in large quantities). As a result their prices can be volatile.

Investments can be made in a small portfolio of securities. Losses from a single investment may be more detrimental to the overall performance than if a larger number of investments were made.



Thank you

Giles Parkinson, CFA Portfolio Manager

giles.parkinson@avivainvestors.com

avivainvestors.com







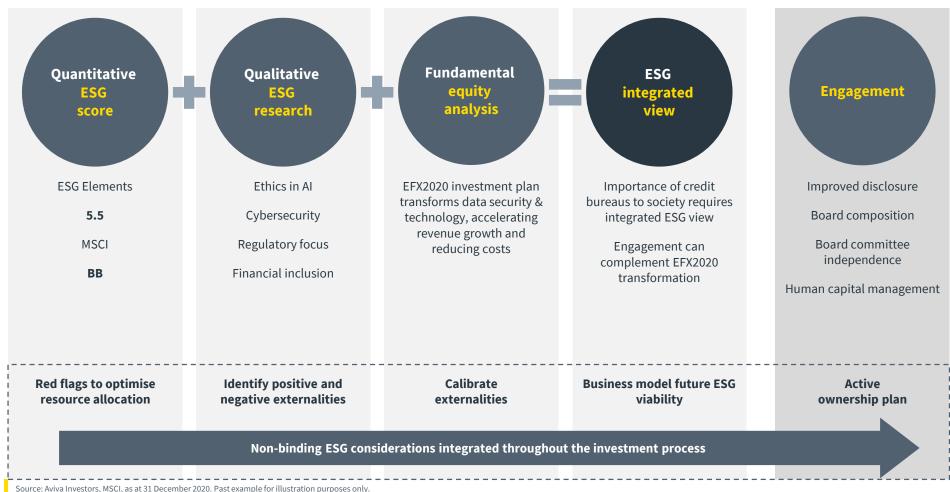
Key Strategy characteristics

Aviva Investors Global Equity Endurance		
Portfolio manager	Giles Parkinson	
Investment approach	The strategy seeks to achieve resilient returns over the long-term by investing in a high-conviction, low turnover portfolio of 'cheap endurables', predictable and sustainable businesses acquired at attractive cash-based valuations.	
Outperformance target	3% p.a. (gross of fees)	
Benchmark	MSCI All Countries World Index net return USD	
Recommended investment time horizon	5 years+	
Strategy size	\$1,428	
Liquidity	Daily	
Typical no. of stocks	20-40	
Concentration limits	Max. 10% single security, UCITS 5/10/40 rules apply	
Strategy inception	21 November 2016	

Source: Aviva Investors as at 31 May 2021. The target return figure which is illustrated gross of fees is a forecast which may or may not be achieved and is provided for information purposes only, it is not an indication of future returns.

Non-binding ESG integration in research:





Source: Aviva investors, MSCI, as at 31 December 2020. Past example for illustration purposes only

Non-binding ESG factors are integrated into the investment process but the Investment Manager retains discretion over asset or stock selection in accordance with the Baseline Exclusions Policy and objectives of the fund or strategy.

Team structure

Global sector research backed by scale and collaboration



Global Equity team			
РМ	Years in Industry	Sector	
Mikhail Zverev	23	TMT, Oil & Gas	
Jaime Ramos Martin	22	Financials, Autos	
Giles Parkinson	15	Consumer	
Richard Saldanha	15	Industrials, Utilities	
Julie Zhuang	7	MedTech & H/care services, China coverage	
Matt Kirby	5	Pharma/Biotech & Life Sciences, Materials	
45+ Equity inves Regional & global s specialists		25+ ESG professionals Corporate & thematic research, engagement and governance	

Integrated research approach across regional desks with structured sector responsibility

Source: Aviva Investors as at 31 March 2021.

Biography



Giles ParkinsonPortfolio Manager, Global Equities

Joined investment industry: 2006 Joined Aviva Investors: 2015

Main responsibilities

Giles manages the Global Equity Endurance Fund.

Experience and qualifications

Prior to joining Aviva Investors, Giles was at Artemis Investment Management where he managed global mandates. Before this he was part of the global equities business at Newton Investment Management.

Giles holds a BA in History from Durham University and an MPhil in Historical Studies from Cambridge University. He is also a CFA® charterholder.



Important information

IMPORTANT INFORMATION

Except where stated as otherwise, the source of all information is Aviva Investors Global Services Limited ("Aviva Investors"). Unless stated otherwise any views, opinions and future returns expressed are those of Aviva Investors and based on Aviva Investors internal forecasts. They should not be viewed as indicating any guarantee of return from an investment managed by Aviva Investors nor as advice of any nature. The value of an investment and any income from it may go down as well as up and the investor may not get back the original amount invested. Past performance is not a guide to future returns.

In Europe this document is issued by Aviva Investors Luxembourg S.A. Registered Office: 2 rue du Fort Bourbon, 1st Floor, 1249 Luxembourg. Supervised by Commission de Surveillance du Secteur Financier. An Aviva company. In the UK Issued by Aviva Investors Global Services Limited. Registered in England No. 1151805. Registered Office: St Helens, 1 Undershaft, London EC3P 3DQ. Authorised and regulated by the Financial Conduct Authority. Firm Reference No. 119178.

In Switzerland, this document is issued by Aviva Investors Schweiz GmbH.

D007016