

EUROPEAN EQUITY STRATEGY

as at 31 March 2022

We have a highly selective, concentrated approach to investing in companies that can deliver sustainable wealth creation over the long term, because we believe that it is companies that create wealth, not equity markets.

INVESTMENT APPROACH

Company focus

Unconstrained, rigorous in-house company research is based on our consistently applied philosophy and process. We only select those businesses which meet our stringent investment criteria.

Team approach

We invest as a team. Our long-tenured, experienced investment team challenges and debates all proposals.

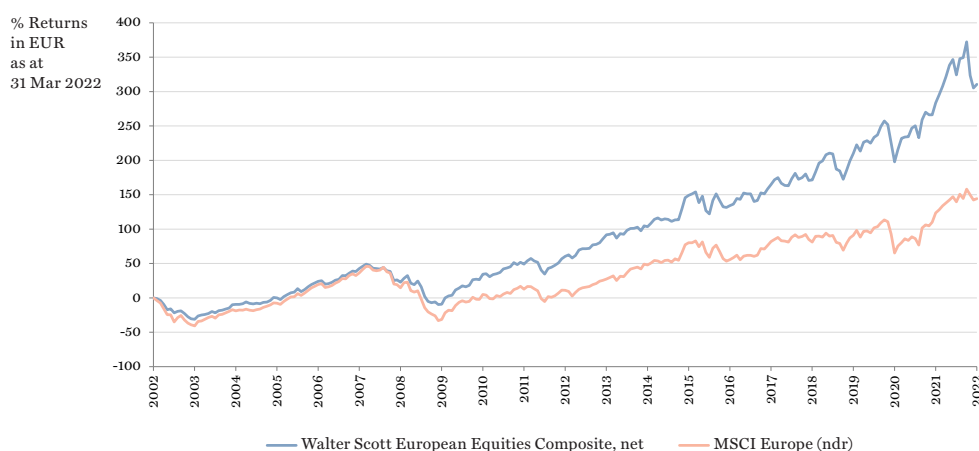
Long-term investment horizon

Our buy-and-hold approach is focused on sustainable growth. We invest for the long term in order to exploit the power of compound growth.

Sustainability

Analysis of environmental, social and governance factors is integrated into our investment process. We believe that good ESG practices and successful businesses typically go hand-in-hand.

20-YEAR CUMULATIVE PERFORMANCE



ANNUALISED PERFORMANCE

Returns in EUR % as at 31 March 2022	1 Year	3 Years	5 Years	10 Years	15 Years	20 Years
Walter Scott Europe Equities Composite, net	7.0	9.8	9.2	9.9	7.3	7.3
MSCI Europe (ndr)	9.3	8.6	6.1	8.2	4.0	4.6

CALENDAR YEAR PERFORMANCE

Returns in EUR % as at 31 March 2022	YTD	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Walter Scott Europe Equities Composite, gross	-12.9	28.6	4.4	32.1	-0.2	9.6	5.3	13.9	6.2	14.9	21.6
Walter Scott Europe Equities Composite, net	-13.1	27.7	3.6	31.1	-0.9	8.8	4.5	13.1	5.4	14.0	20.7
MSCI Europe (ndr)	-5.3	25.1	-3.3	26.0	-10.6	10.2	2.6	8.2	6.8	19.8	17.3
Excess Returns (net vs index)	-7.7	2.5	6.9	5.1	9.7	-1.4	1.9	4.9	-1.4	-5.8	3.4

Past performance is not a guide to future performance and returns may also increase or decrease as a result of currency fluctuations.

Source: Walter Scott (Strategy), MSCI (Index). Gross performance returns do not reflect the deduction of investment advisory fees which if applied would reduce returns but they do reflect the reinvestment of dividends and/or other earnings. Net performance returns show the deduction of a representative advisory fee at 0.75% per annum and reflect the reinvestment of dividends and/or other earnings. Further details of Investment advisor fees are described in Part 2 of our Form ADV and are available upon request.

MSCI Europe is used as a comparative index for this strategy for illustrative purposes. The strategy does not aim to replicate the composition or performance of the comparative index.

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STRATEGY OVERVIEW

The European Equity strategy aims to provide investors with a favourable real rate of return over the long term by investing in a portfolio of leading companies located in Europe, including the UK. Stocks are selected through fundamental, in-house company analysis.

The portfolio will typically consist of 40-60 world-class companies we consider capable of generating superior real returns over the long-term. These will be companies which we believe demonstrate high levels of sustainable growth and profitability, alongside strong balance sheets.

Our unconstrained approach typically leads to portfolios that bear little or no resemblance to any stock market index.

EUR €83.6bn firm wide AUM
EUR €0.7bn European equity strategy AUM
Composite inception date: 31 March 1991

PORTFOLIO CHARACTERISTICS

	Portfolio
Number of Securities	54
Operating Margin	16.5%
ROE	20.8%
Net Debt to Equity	43%
P/E Ratio	28.2x
Dividend Yield	1.7%
Active Share	74%
Portfolio Turnover (12 months)	9%

Source: Walter Scott, FactSet & MSCI. Portfolio Characteristics are subject to change and are based on a Walter Scott European Equity representative portfolio as at 31/03/22.

Net Debt to Equity figure excludes securities from the financial sector.

TOP TEN STOCKS

Stock	% of portfolio
ASML	4.2
LVMH	3.5
Novo Nordisk	3.3
Dassault Systèmes	3.1
Experian	2.9
L'Oréal	2.7
Merck	2.7
Big Yellow	2.6
Air Liquide	2.6
Diageo	2.4

SECTOR

Healthcare	18.9%	<div style="width: 18.9%;"></div>
Industrials	17.3%	<div style="width: 17.3%;"></div>
Information technology	16.5%	<div style="width: 16.5%;"></div>
Consumer staples	13.3%	<div style="width: 13.3%;"></div>
Consumer discretionary	12.3%	<div style="width: 12.3%;"></div>
Materials	11.1%	<div style="width: 11.1%;"></div>
Financials	2.7%	<div style="width: 2.7%;"></div>
Real estate	2.6%	<div style="width: 2.6%;"></div>
Communication services	2.2%	<div style="width: 2.2%;"></div>
Energy	1.7%	<div style="width: 1.7%;"></div>
Liquidity	1.4%	<div style="width: 1.4%;"></div>

COUNTRY

Switzerland	23.8%	<div style="width: 23.8%;"></div>
UK	23.0%	<div style="width: 23.0%;"></div>
France	14.4%	<div style="width: 14.4%;"></div>
Germany	11.4%	<div style="width: 11.4%;"></div>
Denmark	8.7%	<div style="width: 8.7%;"></div>
Italy	6.9%	<div style="width: 6.9%;"></div>
The Netherlands	5.3%	<div style="width: 5.3%;"></div>
Spain	2.5%	<div style="width: 2.5%;"></div>
Finland	1.8%	<div style="width: 1.8%;"></div>
Sweden	0.9%	<div style="width: 0.9%;"></div>
Liquidity	1.4%	<div style="width: 1.4%;"></div>

Source: Walter Scott European Equity representative portfolio as at 31/03/22 used to demonstrate Top Ten Stocks, Sector and Region information. The representative portfolio adheres to the same investment approach as the Walter Scott European Equity Strategy. All holdings are subject to change. Information is historical and may not reflect current or future portfolio's. Percentages may not equal 100% due to rounding.

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CONTACT

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EXPLANATORY NOTES

To receive a list of composite descriptions of Walter Scott and/or GIPS® reports, please email clientservice@walterscott.com or contact the Client Management team using the telephone number or address shown at the end of this document.

COMPOSITE DESCRIPTION

This composite includes all European portfolios. Portfolios within the composite typically hold 40 to 60 stocks.

PORTFOLIO CHARACTERISTICS DEFINITIONS

Please contact us on clientservice@walterscott.com for further information on the methodologies used in the calculation of the portfolio characteristics shown.

BENCHMARK DEFINITION

MSCI Europe: an equity benchmark that represents large and mid-cap equity performance across developed markets countries in Europe. It is not directly exposed to emerging markets. Further information can be found at www.msci.com.

KEY INVESTMENT RISKS

Equities are subject to market, market sector, market liquidity, issuer, and investment style risks, to varying degrees. **Small and midsized company stocks** tend to be more

volatile and less liquid than larger company stocks as these companies are less established and have more volatile earnings histories. Investing in **foreign denominated and/or domiciled securities** involves special risks, including changes in currency exchange rates, political, economic, and social instability, limited company information, differing auditing and legal standards, and less market liquidity. These risks generally are greater with emerging market countries.

Investment return and principal value of an investment will fluctuate, so that when an investment is sold, the amount returned may be less than that originally invested.

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