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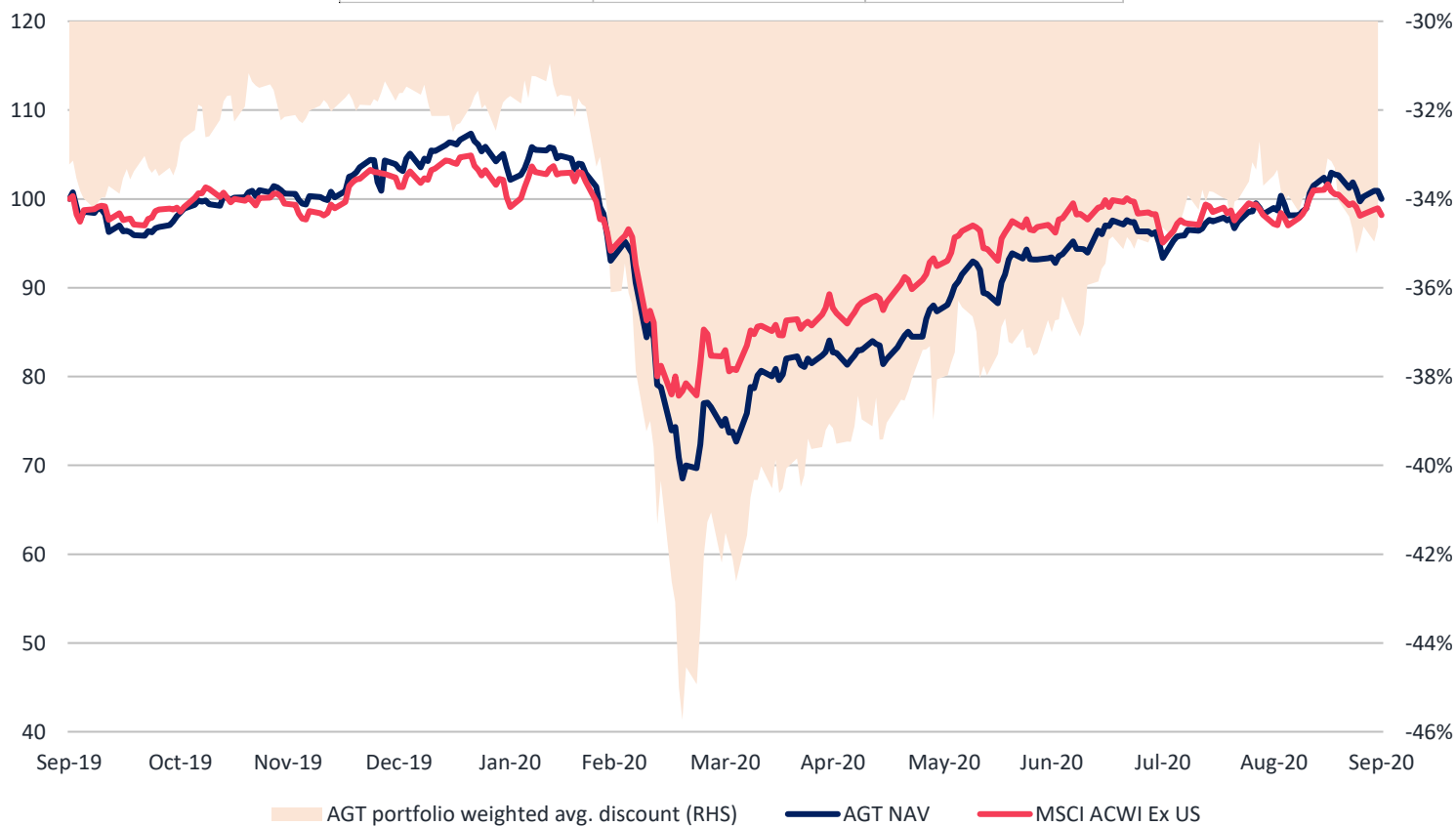
AGT  
AVI GLOBAL TRUST

Annual General Meeting 2020

# Performance in FY20



	AGT	MSCI ACWI ex-US
First-Half 2020 <sup>1</sup>	-24.7%	-17.0%
Second-Half 2020 <sup>1</sup>	32.9%	18.3%
Full Year <sup>1</sup>	0.0%	-1.8%



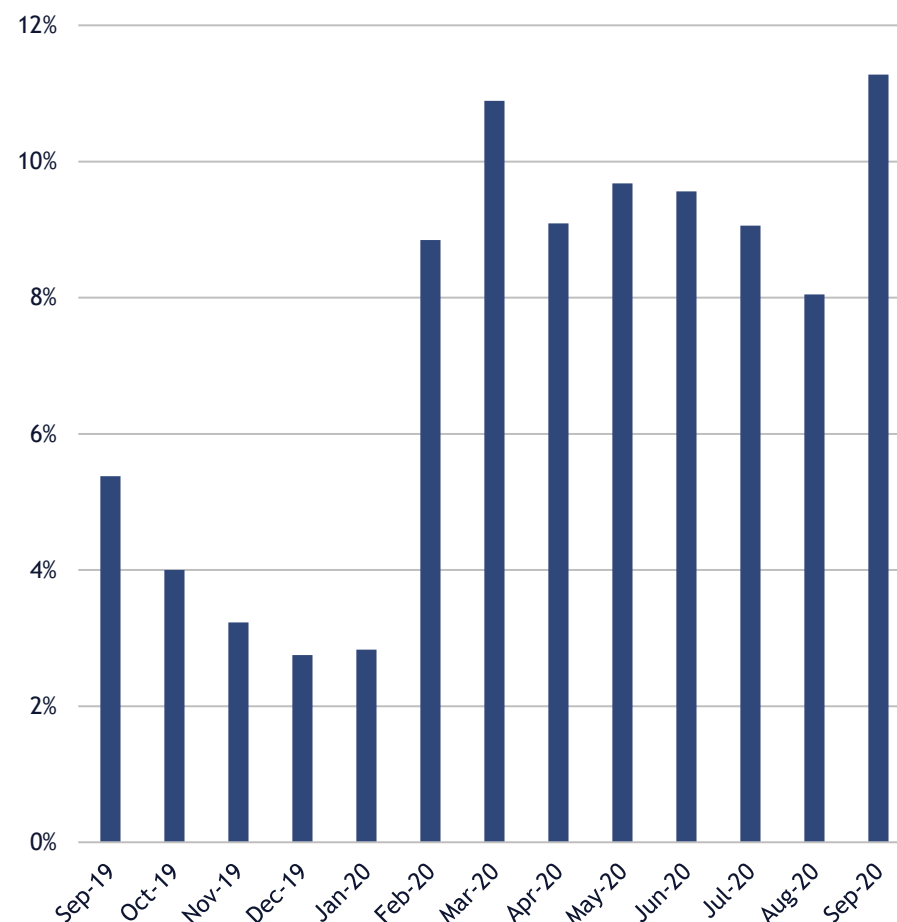
Source: AVI, Morningstar (at 30/09/2020). <sup>1</sup>First-Half period = 30/09/2019 to 31/03/2020; Second-Half period = 01/04/2020 to 30/09/2020. Full year is the fiscal period from 30/09/2019 – 30/09/2020

# What We've Been Doing

- Leading into the crisis AGT had reduced gearing
- Coupled with active portfolio management, this gave us freedom to take advantage of the set back in markets, improving the quality of the portfolio
- Turnover in FY20 was 39.5% (FY19: 26.8%)

AGT debt	Currency	Amount	Cost	Maturity
Series A Sterling Unsecured Note	£	30,000,000	4.18%	2036
Series B Euro Unsecured Note	€	30,000,000	3.25%	2036
Unsecured Note	€	20,000,000	2.93%	2037
Revolving Credit Facility <sup>1</sup>	¥	9,000,000,000	1.05%	-

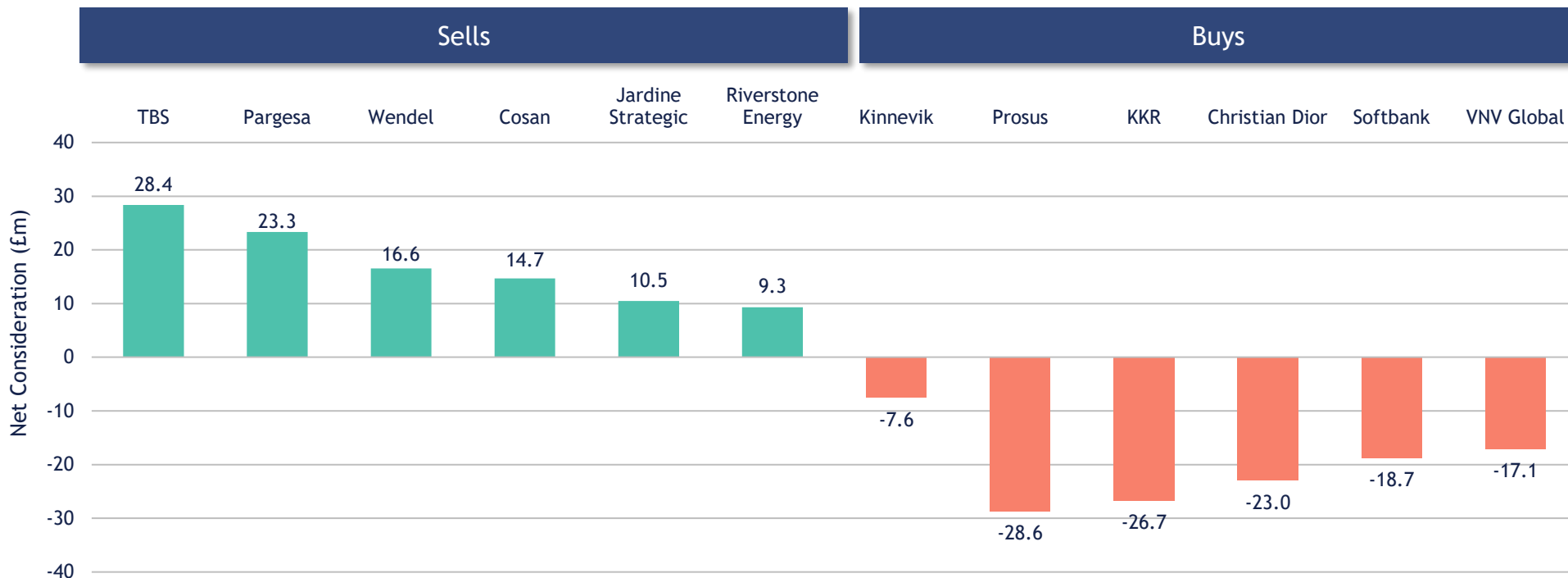
AVI Global Trust - Net Gearing<sup>2</sup>



Source: AVI (at 30/09/2020). Note: 1. multi currency facility denominated in JPY. Rate is LIBOR plus 1.025%. 2. Debt at fair value

# What We've Been Doing

- We added to our highest conviction ideas and built positions in new names by re-applying gearing and recycling capital from asset sales



- This reduced our cyclical exposure and increased exposure to higher growth companies
- Our active portfolio management has significantly added to returns, versus the pre-sell-off portfolio

# AVI Global Trust Investment Themes

Digitally-Enabled Growth	Quality Category Leaders	Japanese Corporate Governance	Cyclical Recovery

Source: AVI (at 30/09/2020). Note: 1. Direct Holding

# AGT Lookthrough Portfolio Repositioning

30<sup>th</sup> September 2019

Underlying Asset	% NAV	Holding Company
Swire Properties	2.9%	Swire Pacific Ltd 'B'
doValue	2.3%	Eurocastle
Minor International	2.3%	Symphony
Sony Playstation	1.8%	Sony
Fujitec	1.7%	Fujitec
Hidroelectrica SA	1.7%	Fondul Proprietatea GDRs
Benefit One	1.6%	Pasona
Partner RE	1.6%	EXOR
Kato Sangyo	1.5%	Kato Sangyo
Ferrari	1.4%	EXOR
Kanaden	1.4%	Kanaden
Cosan Logistica	1.4%	Cosan Ltd
SK Kaken	1.3%	SK Kaken
TFG Asset Management	1.3%	Tetragon Financial
Bureau Veritas	1.2%	Wendel
Fiat Chrysler Autos	1.2%	EXOR
Daiwa Industries	1.2%	Daiwa Industries
Aker BP ASA	1.2%	Aker
Toshiba Plant	1.2%	Toshiba Plant
Sony Music	1.2%	Sony



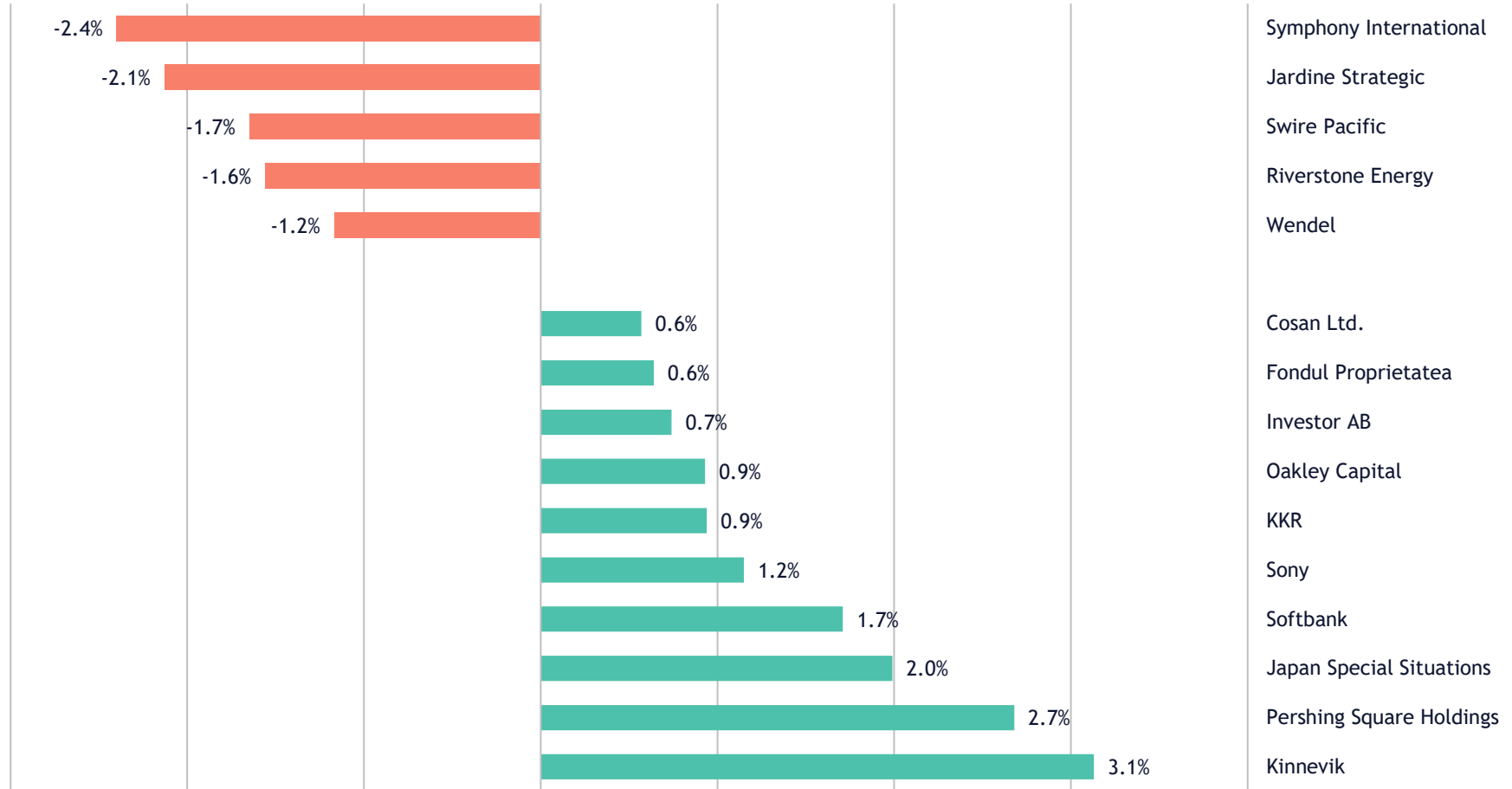
30<sup>th</sup> September 2020

Underlying Asset	% NAV		Holding Company
Alibaba	5.7%	New	Softbank
Tencent	3.9%	New	Prosus / Naspers <sup>1</sup>
Fujitec	2.9%	↑	Fujitec
LVMH	2.8%	New	Christian Dior SE
Hidroelectrica SA	2.4%	↑	Fondul Proprietatea
Sony Technologies	2.0%	↑	Sony
Zalando	2.0%	↑	Kinnevik B
Benefit One	1.8%	↑	Pasona
SK Kaken	1.8%	↑	SK Kaken
Sony Playstation	1.8%	*	Sony
Lowe's	1.7%	↑	Pershing Square Holdings
Swire Properties	1.7%	↓	Swire Pacific Ltd 'B'
Godrej Consumer Products	1.5%	↑	Godrej Industries
Kanaden	1.5%	↑	Kanaden
Restaurant Brands	1.5%	↑	Pershing Square Holdings
Aker BP ASA	1.5%	↑	Aker
Chipotle Mexican Grill	1.5%	↑	Pershing Square Holdings
Ferrari	1.3%	↓	EXOR
Agilent	1.3%	↑	Pershing Square Holdings
Hilton	1.2%	↑	Pershing Square Holdings

Source: AVI (at 30/09/2020). Note: Arrows indicate positions which AGT either added to or sold out from in FY20 period. \*position unchanged. "New" New position not held for entire period. <sup>1</sup>Prosus exposure of 3.0% and 0.9% from Naspers

# AGT Contributors & Detractors in FY20

Contribution to Overall Fund Return



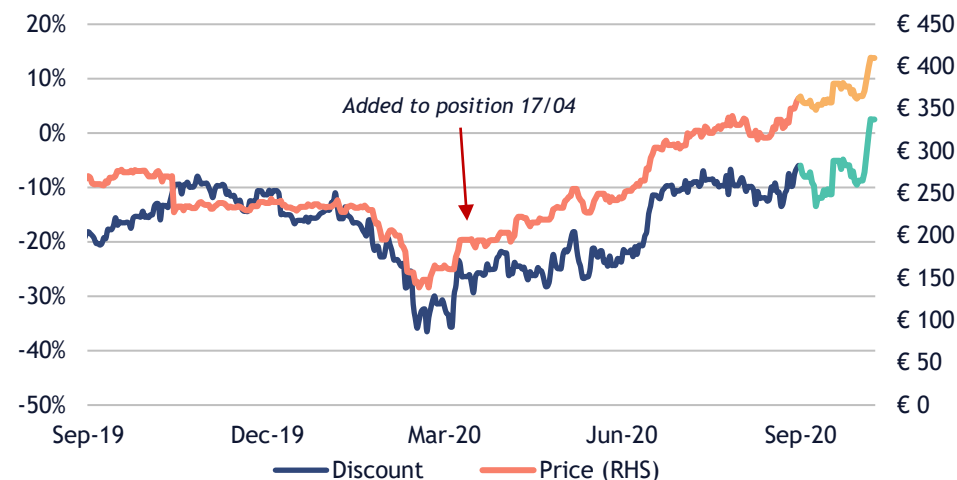


# Increased Position: Kinnevik (4.7% of NAV)

- Increased position by 28% from 17-Apr to 31-Aug, ROI to date of 72% (GBP)
- Swedish-listed holding company, with record of strong returns - 10 year TSR of +18% p.a.
- Value creation in early stage investments - with estimated +36% IRR on unlisted portfolio since 2016<sup>1</sup>
- Strong growth from portfolio companies
  - Zalando +22% sales growth in 3Q20
  - Livongo +126% sales growth in 3Q20
  - Babylon sales forecast to grow 4x in 2020



Kinnevik - Discount & Share Price<sup>2</sup>



Holdings	% of NAV	Sector
Zalando	43%	E-commerce
Tele2	22%	Telecoms
Livongo	15%	Health care technology
Other listed	4%	-
Healthcare Services	5%	Healthcare technology
Consumer Services	4%	Consumer technology
Financial Services	3%	Fintech

Source: AVI (at 30/09/2020). ROI calculated to 30/09/2020. 1. DNB Markets estimate. 2. Discount & share price post FY20 denoted by change in line colour. Note Livongo has subsequently completed merger with Teladoc.

# New Position: Prosus (4.4% of NAV<sup>1</sup>)

- Bought in on 06-May, ROI to date of 9% (GBP)
- Attractive way to gain exposure to explosive Tencent growth at a heavily discounted valuation
- Recent announcement of buybacks across the Prosus/Naspers structure highlight extreme discount



Holdings	% of NAV	Sector
Tencent	87%	Technology & Media
Other Listed	3%	Internet & Direct Marketing
Avito	2%	Classifieds
OLX	2%	Classifieds
PayU	2%	Payments
Other Unlisted	2%	Internet & Direct Marketing

Prosus Discount



Tencent - Share Price (\$HKD)



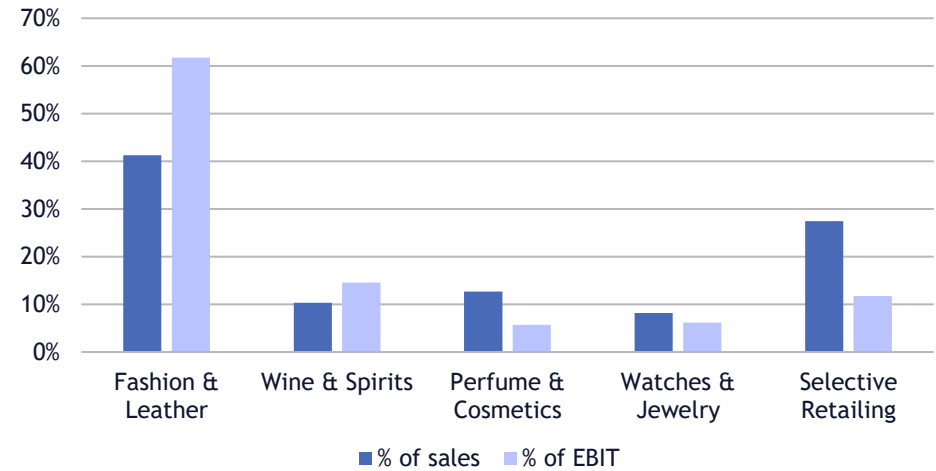
Source: AVI (at 30/09/2020). ROI calculated to 30/09/2020. Note: 3.5% direct holding, 0.9% lookthrough exposure from Naspers.

# New Position: Christian Dior (2.7% of NAV)

- Bought in on 24-Mar, ROI to date of 2% (GBP)
- Exposure to LVMH unique mega brands with strong growth characteristics, attractive margins and returns on capital
- Sell off led to dislocation in CDI's discount
- Possible collapse of CDI structure over time



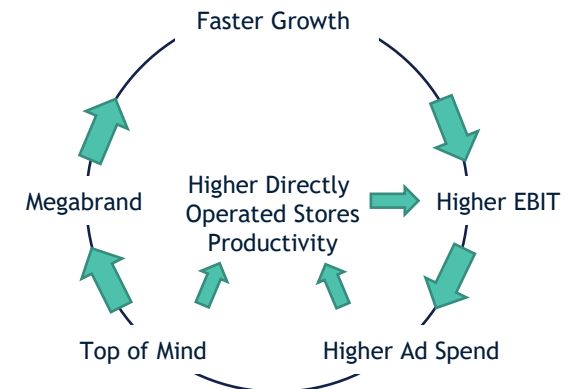
LVMH Sales & EBIT Breakdown (2019)



Christian Dior (CDI) Discount



The Virtuous Cycle of Luxury Fashion & Mega Brands



Source: AVI (at 30/09/2020). ROI calculated to 30/09/2020

# Key Idea: Fujitec (2.9% of NAV)

- AVI's approach to shareholder activism in Japan is showing signs of success

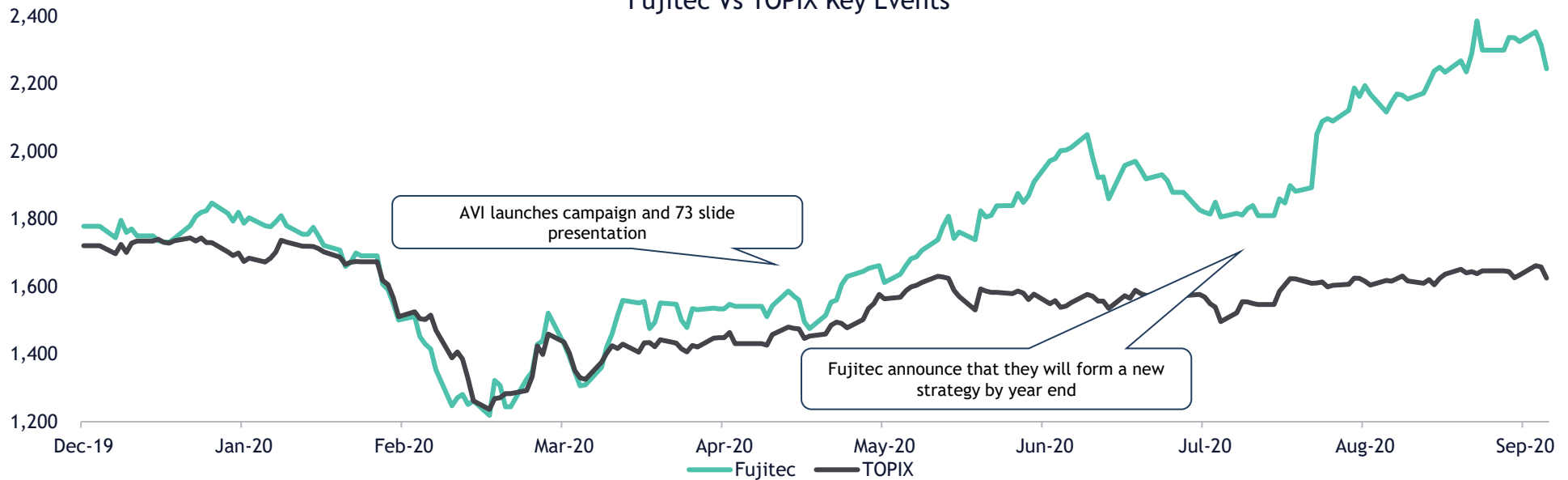
## Taking Fujitec to the Next Level

- AVI have been shareholders in Fujitec since July 2018
- We published recommendations in May, releasing a presentation titled: 'Taking Fujitec To The Next Level'
- Since publication, Fujitec's share price has been performing strongly (+39% vs TOPIX +9%)

## What's Next?

- AVI have been in dialogue with Fujitec since our campaign began
- We will keep meeting and engaging behind the scenes to keep up the pressure
- AVI will wait for Fujitec's announcement of revised strategic plan

Fujitec Vs TOPIX Key Events



Source: AVI, Capital IQ (at 30/09/2020).

# AVI Global Trust Portfolio Holdings



Name	% NAV	Discount
Japan Special Situations <sup>1</sup>	18.9%	-39%
Pershing Square Holdings	9.7%	-30%
Oakley Capital Investments	8.1%	-29%
SoftBank Group	7.6%	-56%
Sony	5.9%	-42%
Fondul Proprietatea	5.2%	-19%
Kinnevik B	4.7%	-6%
Third Point Offshore Investors	4.7%	-23%
KKR	4.0%	-29%
EXOR	3.5%	-43%
Prosus	3.5%	-34%
Investor AB 'A'	3.2%	-17%
Jardine Strategic	3.1%	-49%
Godrej Industries	2.9%	-57%
Christian Dior	2.7%	-24%

Name	% NAV	Discount
Tetragon Financial	2.7%	-62%
VNV Global	2.8%	-13%
doValue	2.5%	-47%
Aker ASA	2.3%	-9%
Swire Pacific Ltd 'B'	2.3%	-64%
JPEL Private Equity	2.2%	-35%
Symphony International Holdings	1.9%	-57%
Hipgnosis Songs	1.5%	6%
Naspers	0.9%	-30%
GP Investments	0.8%	-58%
Vietnam Phoenix Fund - PE	0.7%	-15%
Better Capital 2009	0.3%	-41%
Ashmore Global Opportunities	0.0%	-49%
Eurocastle Investment	0.0%	-24%

A high conviction portfolio

Top 10 = 56.8%

Top 20 = 84.1%

Weighted Avg. Discount = 34.6%

Source: AVI (as at 30/09/2020). Note: <sup>1</sup>A basket of 15 stocks: Kato Sangyo, Pasona Group, Fujitec, Daiwa Industries, Kanaden, SK Kaken, Teikoku Sen-I, Sekisui Jushi, Toagosei Co, Digital Garage, Konishi, DTS Corp, NS Solution Corp, Bank of Kyoto, Toshiba.

- AGT invests in high quality, world-class businesses trading on wide discounts to NAV due to their complex, misunderstood and mispriced ownership structures
- In early 2020 AGT shifted exposure towards higher quality companies with greater liquidity
- Resulting in very strong performance since the end of March, outperforming the benchmark by 18.7%
- The portfolio is well positioned, with strong upside potential from the underlying holdings
- Discounts remain at elevated levels versus history
- Creating the prospective of attractive returns

Thank you

We welcome questions at [AGM@aviglobal.co.uk](mailto:AGM@aviglobal.co.uk)