

## FUND FACTS

Fund	LF Blue Whale Growth Fund
Fund Launch Date	11 September 2017
Lead Fund Manager	Stephen Yiu
Co-Manager (October 2019)	Daniel Allcock
Fund Size	£563m
IA Sector	Global
Fund Type	UK OEIC
Base Currency	GBP
Dividend Dates	End of February, August
ACD	Link Fund Solutions (LF)
Depository	Northern Trust Global Services
Dealing	Daily at Noon
Initial Charge	0.0%
Performance Fee	0.0%

## PORTFOLIO FACTS

No. of holdings	27
Avg. market cap	>£100bn

Top 10 Holdings %		53.0
Adobe	Mastercard	
Autodesk	Microsoft	
Boston Scientific	PayPal	
Facebook	Stryker	
Intuit	Visa	

Geographical Breakdown %	
US	69.0
Europe	20.7
UK	1.8
Asia Pacific	1.6
Cash	6.9

Sector Breakdown %	
Technology	55.2
Healthcare	14.9
Communication Services	8.7
Consumer Staples	6.9
Consumer Discretionary	6.4
Industrials	1.0
Cash	6.9

## SHARE CLASS DETAILS

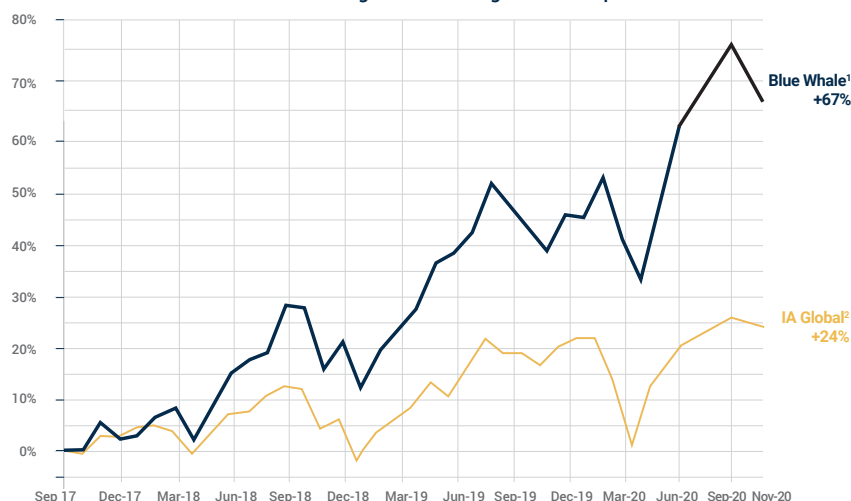
Share Class	OCF	Minimum	SEDOL	ISIN
I Acc (GBP)	0.89%	£10m	BD6PG56	GB00BD6PG563
I Inc (GBP)	0.89%	£10m	BD6PG67	GB00BD6PG670
R Acc (GBP)	1.14%	£1,000	BD6PG78	GB00BD6PG787
R Inc (GBP)	1.14%	£1,000	BD6PG89	GB00BD6PG894
R Acc (EUR)	1.64%	€1,000	BYVQ1C3	GB00BYVQ1C38

## PLATFORM AVAILABILITY



## PERFORMANCE

"Committed to delivering consistent significant outperformance"



	To Date 2020	2019	2018	Since Launch	Annualised
Blue Whale <sup>1</sup>	+17.2%	+27.6%	+8.6%	+67.1%	+17.8%
IA Global Average <sup>2</sup>	+3.0%	+22.1%	-5.6%	+24.0%	+7.1%
<b>Outperformance</b>	<b>+14.2%</b>	<b>+5.5%</b>	<b>+14.2%</b>	<b>+43.1%</b>	<b>+10.7%</b>

Past performance is not a guide to future performance.

<sup>1</sup>I class Acc shares, net of fees priced at midday UK time, source: Bloomberg. <sup>2</sup>IA Global Sector average, source: Lipper.<sup>3</sup>Performance of I class Acc shares relative to funds in IA Global Sector, source: Lipper. Chart data plotted at monthly intervals; data as at the last day of the calendar month.

## WHAT WE DO

- Aim to buy and hold high quality businesses at an attractive price.
- In-house research underpinning a high-conviction portfolio of 25-35 stocks.
- Significant resources dedicated to internal financial modelling and proprietary valuation metrics.
- Focus on a genuinely active, valuation-driven approach.

## Investment Objective

The Investment Objective of the Fund is to achieve capital growth over any five year period, after all costs and charges have been taken.

## Investment Strategy

In selecting investments for the portfolio, the Investment Manager will identify companies which, based on its analysis, meet the following criteria:

- have the ability to grow and improve profitability over the long term;
- have a current valuation that is attractive relative to their future growth and profitability;

The Investment Manager will select companies from a broad range of geographies and sectors with no particular sector or style bias.

## Risk Management

- UCITS-compliant.
- Assessment of company specific risk factors, including those related to ESG, that might materially impact the business's sustainable return on investment.



## A PORTFOLIO THAT TRANSCENDS ELECTIONS - HOW BLUE WHALE MANAGES COUNTRY EXPOSURE BY STEPHEN YIU



At Blue Whale our focus is, and always will be, the quality of the companies within our portfolio. We believe that great companies should transcend the outcome of elections and we therefore only invest where we believe this to be the case.

But as we invest on a global basis, we have to keep an eye on the macro environment as well. Should we see the potential outcome of any election as being detrimental to our portfolio holdings, we will act accordingly. Investing globally gives us this freedom, but it does come with challenges, which I explain below.

### Why we Invest Globally

When Peter and I co-founded Blue Whale Capital, we wanted our flagship fund to have a global mandate. Peter was keen on offering UK savers and pensioners a fund that invests beyond just the UK stock market while I wanted to consistently seek the best opportunities for investor returns without being constrained by geography.

A question we've been asked recently was how we might deal with our US exposure given the uncertainty from the upcoming, potentially tumultuous, presidential elections.

In this article, we outline how we view country exposure and discuss how we manage it.

### How Blue Whale Views and Manages Country Exposure

One of the great joys of running a global fund is that the world is truly our oyster. There are certain hurdles that any good global investor must overcome – differences in language, currencies, time zones, and accounting standards – but country exposure is an issue that is perhaps more complex than might first appear.

Take Unilever for instance, even though the company is listed in the UK and the Netherlands, with most of its brands being European or American, the majority of revenue contribution – and revenue growth – comes from Asia. The same goes for other consumer staples companies and many luxury goods brands.

### *How do we determine country allocations for the fund?*

For an active fund, the right place to determine country exposure is at the business level: what makes a company outperform are its growing revenues and cash flows, not necessarily where it's listed.

We do this by selecting companies based on their own merit, using [our independent, bottom-up research](#) and applying a [strict valuation discipline](#). We do not operate any rigid geographical allocation framework or trade based on geopolitical views.

Whenever we add a new stock to our portfolio, we ask ourselves two questions relating to its geography: from what countries or regions does the company generate the majority of its revenues, and could this company outperform its peers and the broader global market in an economic downturn?

### *Investing in the best the world has to offer*

For the majority of our portfolio, the companies we hold have global demand for their products and services while their business models make them more resilient to economic downturns. For example, Adobe Photoshop is the number one photo editing software in almost every country it operates in. What is more, it has a diversified geographic presence in terms of revenues and therefore faces less individual country exposure than, for example, Apple, which is heavily exposed to China for its sales growth as well as for its supply chain.

Adding to the resilience of companies like Adobe is their position as a provider of key tools and services in the running and continuation of business activity – especially where employees and freelancers are required to work from home. In a downturn, creative professionals would probably rather live on Pot Noodles than cancel their Adobe subscriptions!

### How do we manage our US exposure?

We are not concerned by the impact of elections on our US holdings.

Although our portfolio is about two-thirds invested in US-listed companies, our underlying economic exposure is less than 50%. This is because global companies like Adobe, Microsoft and Visa have about 50% of their revenues coming from the US while being 100% listed in New York.

Additionally, due to their high quality business models, the growth trajectories for their earnings and cash flows are largely unaffected by national politics, whether it be the ongoing negotiations around a transition deal between the UK and the EU due in December or the US elections in November.

Whatever happens with the presidential election in November, for us, one thing is - Adobe Photoshop will still be used to smooth out Donald Trump and Joe Biden's wrinkles!

*This is a continuing part of our ongoing series on How We Invest at Blue Whale. In [part 1](#) we talk about the companies we avoid, in [part 2](#) we talk about what we look for in a company, in [part 3](#) we talk about our tech exposure, and [part 4](#) is about valuation.*

*Please note that the information provided in this article is not to be construed as advice and any views we express on holdings do not constitute investment recommendations and must not be viewed as such. If you are unsure as to the suitability of an investment for your circumstances, please seek independent financial advice. Investments can go down in value as well as up so you may get back less than you invested. Your capital is at risk. Past performance is not a guide to future performance.*

## IMPORTANT NOTICE - REGULATORY INFORMATION AND RISK WARNINGS

This document is issued Blue Whale Capital LLP ("Blue Whale") which is authorised and regulated by the UK Financial Conduct Authority.

**If you are unsure of the suitability of the Fund to your needs or if you feel that you do not fully understand the risks of investing in it, you should contact a reputable professional financial adviser.**

The document does not constitute an offer by Blue Whale to enter into any contract/agreement. The contents are aimed at all categories of client including Eligible counterparties, Professional clients and Retail clients. As the Fund is a concentrated equity fund with international exposure, Blue Whale's preference is that less experienced Retail clients gain exposure to it through the professional advice channel (Blue Whale does not advise retail investors itself) or the discretionary management channel. The Fund (as a UCITS and hence non-complex) is available to retail investors on an execution-only basis. Blue Whale believes that whilst better suited to a more experienced audience, the Fund represents a suitable investment for those new to equity investing. You must be aware that unlike holding cash in a bank account, your capital is at risk of market movement and you should not assume that your investment will be profitable. Equity investment should be seen as a long term investment normally of at least 5 years. The value of your investment can fall as well as rise so you could get back less than you invested, especially in the shorter term.

The contents of this document are based upon sources of information believed to be reliable, however, save to the extent required by applicable law or regulations, no guarantee, warranty or representation (express or implied) is given as to its accuracy or completeness and, Blue Whale, its members, officers and employees do not accept any liability or responsibility in respect of the information or any views expressed herein. All data is sourced from Blue Whale unless otherwise stated.

The document may include or may refer to documents that include forward-looking statements that are based upon our current opinions, expectations and projections. We undertake no obligation to update or revise any forward-looking statements. Actual results could differ materially from those anticipated in the forward-looking statements. Please note that the views we express on companies do not constitute Investment Recommendations and must not be viewed as such.

There are significant risks associated with investment in the Fund referred to in the document. Investment in the Fund is intended for investors who understand and can accept the risks associated with such an investment including potentially a substantial or complete loss of their investment. Past performance is not a guide to future performance.

The value of investments and any income derived from them can go down as well as up and the value of your investment may be volatile and be subject to sudden and substantial falls.

Investment in a Fund with exposure to emerging markets involves risk factors and special considerations which may not be typically associated with investing in more developed markets. Political or economic change and instability may be more likely to occur and have a greater effect on the economies and markets of emerging countries. Adverse government policies, taxation, restrictions on foreign investment and on currency convertibility and repatriation, currency fluctuations and other developments in the laws and regulations of emerging countries in which investment may be made, including expropriation, nationalisation or other confiscation could result in loss to the Fund.

Income from investments may fluctuate. Changes in rates of exchange may have an adverse effect on the value, price or income of investments. Fund charges may be applied in whole or part to capital, which may result in capital erosion. The Authorised Corporate Director may apply a dilution adjustment as detailed in the Prospectus. The Fund is not traded on an exchange or recognised market.

The foregoing list of risk factors is not complete and reference should be made to the Fund's Prospectus, KIID and application form.

### Complaints

Blue Whale maintains a complaint handling policy and procedures in accordance with which it handles complaints, including complaints made by complainants who are eligible to bring a complaint to the Financial Ombudsman Service, the independent statutory dispute-resolution body for the financial services industry in the United Kingdom.

### Advice

No information contained in this site should be deemed to constitute the provision of financial, investment, taxation or other professional advice in any way. You should consider obtaining professional financial advice before proceeding with any investment.

### Taxation

Taxation will depend on individual financial circumstances and the country of residence. You should consider obtaining professional advice on taxation where appropriate before proceeding with any investment.