Alliance Witan Investor Forum

Autumn 2024



What does the merger mean for shareholders?



Continuity of approach



Increasing dividend



Lower costs



No NAV dilution



Greater liquidity



Higher profile

A one-stop-shop at the heart of your ISA or Pension Portfolio



Portfolio update

Craig Baker Stuart Gray

The objective hasn't changed!



The Trust's objective is to be a core investment that delivers a real return over the long term through a combination of capital growth and a rising dividend.

Alliance Witan investment committee







Global Operations and Support
Associates

Alliance Witan Portfolio
Management Team Associates

\$163
Billion*

Research & Portfolio Management

Craig Baker Global CIO Chair of Investment Committee

Stuart Gray
Co-Portfolio Manager
Investment Committee Member

Mark Davis
Co-Portfolio Manager
Investment Committee Member

Source: WTW, as of 31 December 2023 Team headcounts exclude administrative staff, temporary staff, contractors and interns where known. *WTW Investments global AuM as of 31 December 2023 176

How have we done? Performance to end September 2024

Resilient performance through testing times

Absolute returns (as of end September 2024)	1 Year	3 Years	5 Years	Since Inception*
Total Shareholder Return	+17.5%	+8.0%	+10.6%	+9.8%
NAV Total Return**	+17.4%	+8.0%	+10.5%	+9.8%
NAV ex. Non-Core**	+17.4%	+8.0%	+10.5%	+10.0%

NAV Total Return outperformance versus: (as of end September 2024)	1 Year	3 Years	5 Years	Since Inception*
Index benchmark	-2.5%	-0.3%	+0.2%	+0.0%
Investment trust peer group	-0.8%	+5.8%	+2.6%	+0.7%
Wider peer group	+0.9%	+2.9%	+2.4%	+1.7%

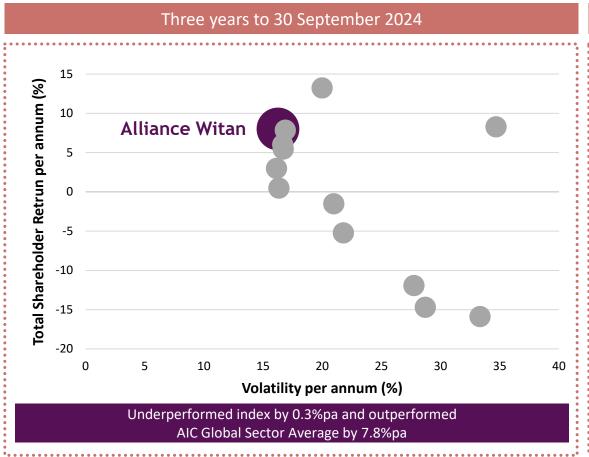
Discrete annual performance	30 Sep 23 - 30 Sep 24	30 Sep 22 - 30 Sep 23	30 Sep 21 - 30 Sep 22	30 Sep 20 - 30 Sep 21	30 Sep 19 - 30 Sep 20
Total Shareholder Return	+17.5%	+15.4%	-7.0%	+26.5%	+3.9%
MSCI ACWI NDR	+19.9%	+10.5%	-4.2%	+22.2%	+5.3%

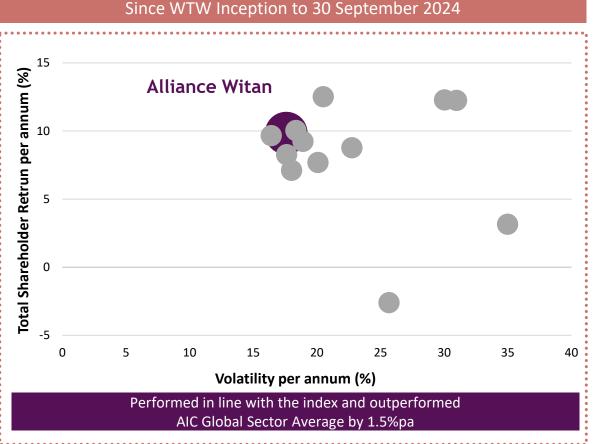
Past performance does not predict future returns.

Notes: All data is provided as of 30 September 2024. *WTW appointment date, 1st April 2017. **NAV and NAV (excluding Non-Core Assets) Total Return figures are based on NAV including income with debt at fair value. Non-Core Assets consist of assets the Company held previously including mineral rights and a number of private equity holdings. All performance figures for periods over a year are annualised. The index benchmark shown is the MSCI ACWI Net Dividends Reinvested. Source: Investment Performance data is provided by Juniper Partners Limited, Morningstar and MSCI Inc; NAV and NAV (excluding Non-Core Assets) Total Returns are after all manager fees (including WTW's fees) and allow for any tax reclaims when they are achieved. The investment trust peer group is the AIC Global Sector Average NAV Total Return (Global Sector as defined by the Association of Investment Companies (AIC) at the end of the period referred to) and the wider peer group total return is for the Morningstar universe of UK retail global equity funds (open ended and closed ended) with returns after fees. All figures may be subject to rounding differences.

Alliance Witan vs AIC Peers

Total shareholder returns versus volatility





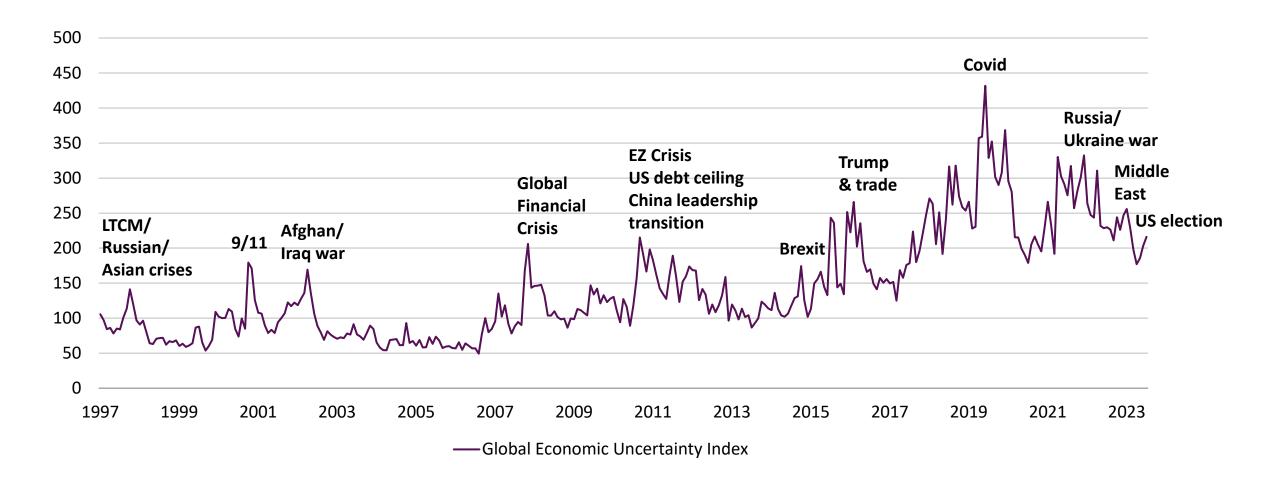
Past performance does not predict future returns.

Source: Morningstar. *Comparison versus AIC Global Sector peer group Total Shareholder Return – 3 years and since inception to 30 September 2024. AIC Global Sector Average Total Shareholder Return is unweighted





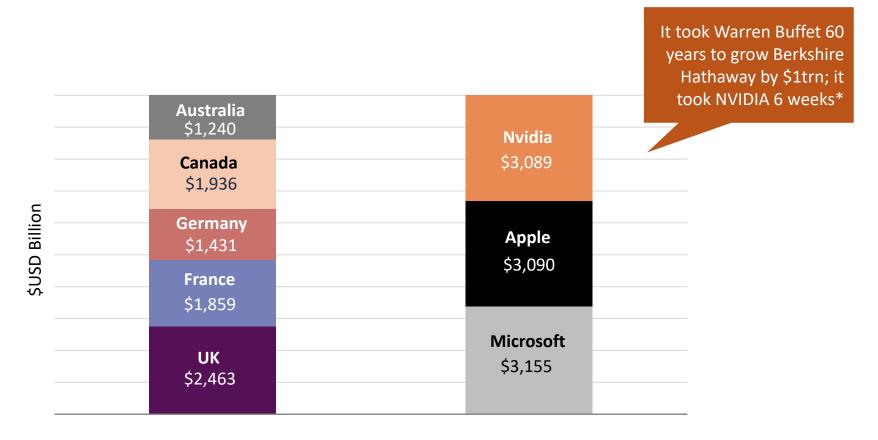
The global economy is an uncertain place



Source: Economic Policy Uncertainty, as of 30 June 2024

Yet equities have done well, driven by technology

Giant technology stocks dwarf some countries' benchmark indices

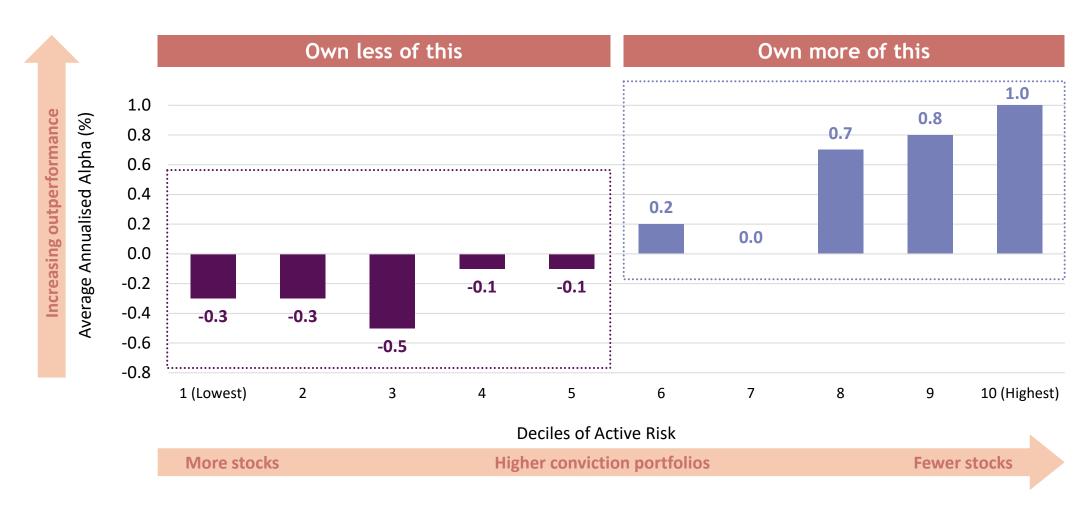


Source: MSCI Inc, *Guardian. Market capitalisations are in USD billions as of 30 June 2024. Countries stated above are represented by the following indices: MSCI United Kingdom, MSCI France, MSCI Germany, MSCI Canada, MSCI Australia.





High conviction stock picking drives outperformance



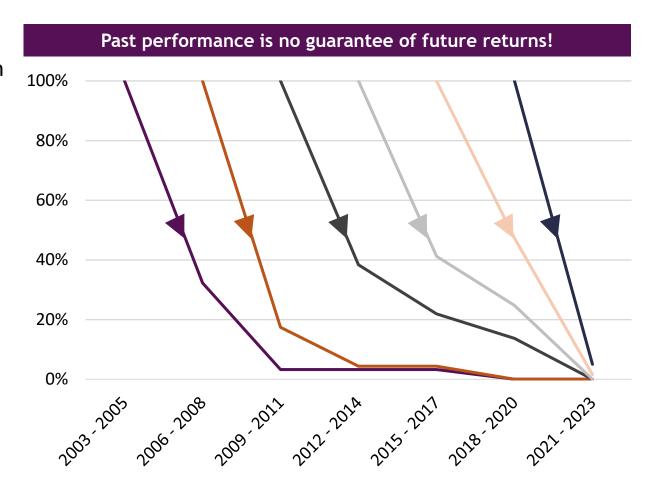
Past performance does not predict future returns.

Source: Sebastian & Attaluri, Conviction in Equity Investing, The Journal of Portfolio Management, Summer 2014



The Power of a style-neutral multi-manager approach

- Top performing single-manager funds rarely maintain their relative strength over time
- Blending managers with complementary approaches irons out the peaks and troughs of performance, giving investors a smoother ride
- Focusing on managers who diverge from the index increases the ability to outperform
- Taking profits from relative outperformers and giving capital to relative underperformers keeps style exposures in balance



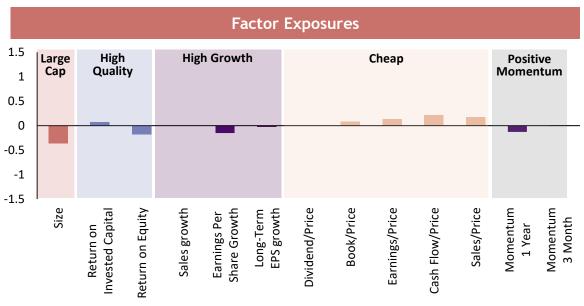
Past performance does not predict future returns.

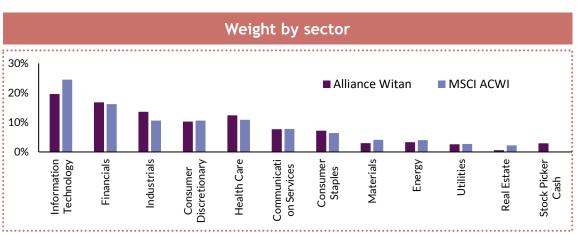
Percentage of top quartile funds that remain consistently top quartile over subsequent 3-year periods, up to 31 December 2023 Source: eVestment (global universe), WTW

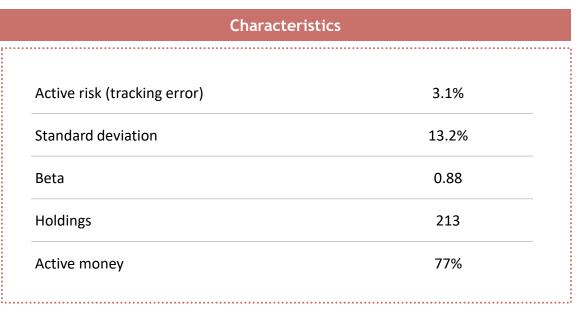


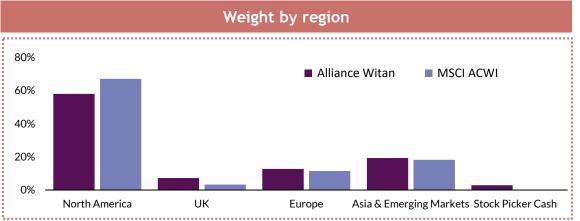


Sector, geography and style exposures kept broadly neutral







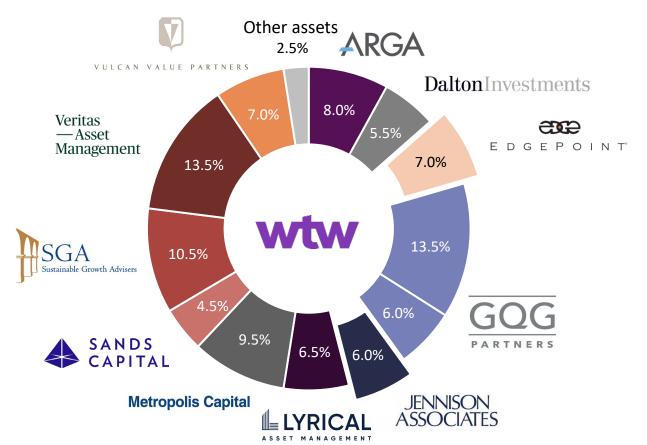






Future manager line-up: Diversified by style

Giving investors access to the world's best stock pickers¹



Manager	Style
ARGA	Deep value relative to sustainable earnings
Dalton	Japan all cap value and engagement
EdgePoint	Quality and value
GQG	Quality growth at reasonable price
Jennison	Seeking exceptional growth
Lyrical	US value with quality tilt
Metropolis	Quality and value
Sands	High quality long term structural growth
SGA	Predictable, sustainable growth
Veritas	Thematic and quality
Vulcan	Capital preservation quality and value

¹As rated by WTW. Subject to rounding and change. Approximate expected allocation of the Company's portfolio, reflecting the appointment of Jennison Associates on 9 October 2024 and switch from BlackCreek to EdgePoint.

Source: WTW, Juniper Partners Limited. GQG comprises a global portfolio and an Emerging Markets portfolio.





Introducing Jennison

Innovation and disruption



Mark Baribeau MD, Head of Global Equity Strategies

Experience: 30+ years



Tom Davis
Head of Global and
International Equity
Strategies
Experience: 30+ years



Rebecca Irwin
Portfolio Manager,
Global Equity &
Sustainable Strategies
Experience: 25+ years

JENNISON ASSOCIATES

- Jennison is a global investment adviser with \$210bn in assets under management, as of 30 June 2024
- It has a significant investment resource with around 85 investment professionals stationed across the US and the UK

Approach

- Jennison seeks to identify companies with unique business models, positively inflecting growth rates and long duration sustainable competitive advantages
- Strong portfolio growth bias, balancing the team's highest conviction names with diversifying risk exposure

Introducing EdgePoint



Tye Bousada
President and co-CEO of
EdgePoint Investment Group
Inc.
Experience: 28 years



Geoff MacDonald
CIO and co-CEO of
EdgePoint Investment
Group Inc.
Experience: 30 years

EDGEPOINT

- EdgePoint Wealth Management is an investment boutique based in Toronto,
 Canada. It has £20bn of assets under management, as of 30 June 2024.
- A team of 15 portfolio managers and analysts is led by Tye and Geoff, who have 28 and 30 years of experience respectively.

Approach

- EdgePoint has a long-term focus on underpriced investments, the intrinsic value of which are expected to be realised within 5 to 10 years.
- EdgePoint's investment approach is based on identifying companies with two main characteristics – defendable barriers to entry and competitive business characteristics leading to long term growth prospects. And then buying those businesses when investor behavioural biases cause them to be mispriced.
- Following a company for years and meeting different levels of management is crucial for EdgePoint, alongside industry analysis of opportunity and competitors.





ARGA Investment Management, LP

Alliance Trust Investor Forum

ARGA Global Concentrated Equity Strategy

25 October 2024

Robert Mitchell, Ph.D. +1.203.614.0807 mitchell@argainvest.com



ARGA Overview

- Global value manager
 - Across environments and geographies
 - Global Concentrated launched in 2016; Alliance Trust partner in 2024
- Experienced investment team
 - Business analysts
- Global perspective
 - Developed and emerging market locations
- Alignment of interests
 - Employee-owned

We bring experience and discipline to global equity investing



Our Philosophy

Overreaction creates market anomalies

- Temporary stress disproportionately impacts valuations
- As conditions normalize, valuations recover

This inefficiency is persistent and exploitable

- Behavioral biases drive near-term focus
- News adds fear and uncertainty
- Exploitation requires long-term focus and research

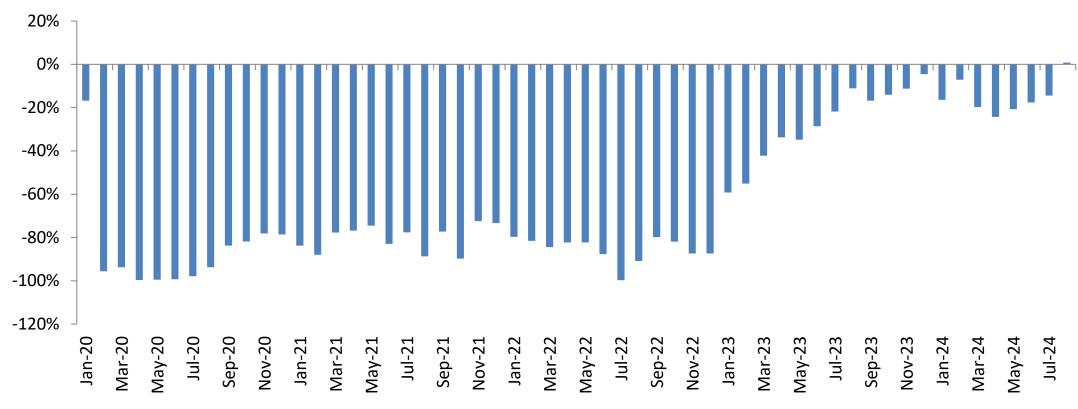
Fear and uncertainty create opportunity

Source: ARGA Analysis. See <u>Risks and Limitations</u> and <u>Material Disclosures</u>.



Sands: Macau's Recovery Continues

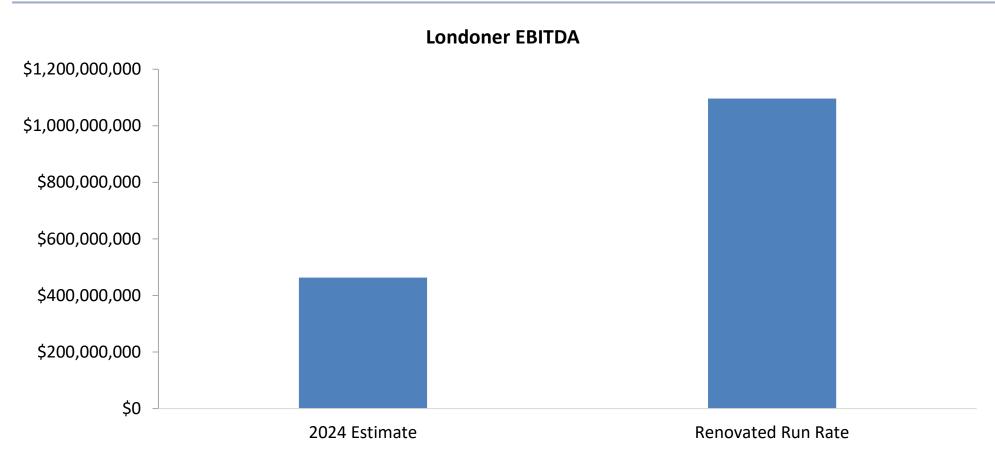




Source: Company Reports, DICJ, ARGA Analysis. Any referenced companies are selected based on non-performance-based criteria and presented for illustrative and information purposes only to provide insights into ARGA's process. They are subject to change at any time without notice, may not be representative of current holdings and are subject to risk. It should not be assumed that an investment in any referenced company, or in accounts holding any referenced company, was or will be profitable or that any investment decision we make in the future will be profitable. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. Charts/graphs contain inherent limitations and are presented for illustrative purposes only. See <u>Risks and Limitations</u> and <u>Material Disclosures</u>.



Sands: Londoner Renovation Adds To Profitability



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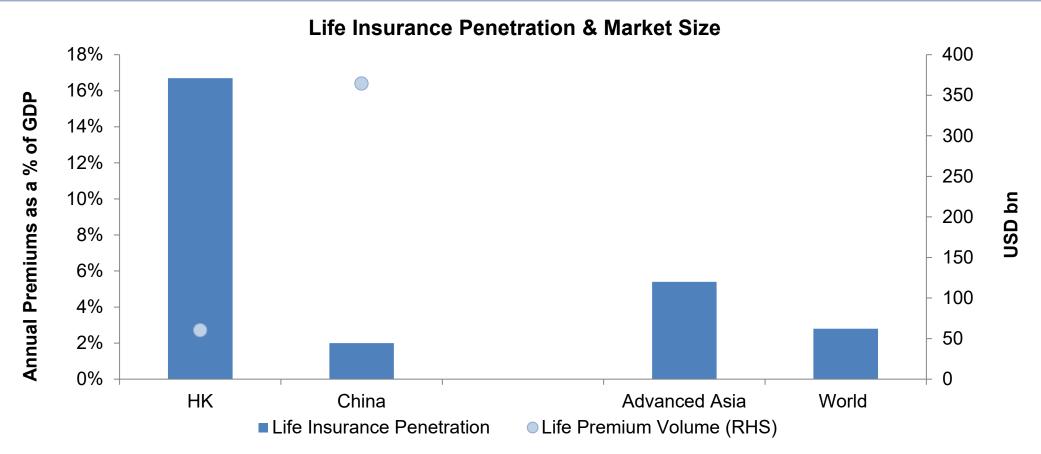
Prudential: Premiums Above Pre-COVID Levels

Prudential Annualized Premium Equivalent & New Business Profit Trend 7,000 6,000 5,000 4,000 3,000 2,000 1,000 0 2015 2016 2017 2018 2019 2020 2021 2022 2023 2024F ■ Prudential APE Prudential NBP

Source: Company Reports, Visible Alpha, ARGA Analysis. Any referenced companies are selected based on non-performance-based criteria and presented for illustrative and information purposes only to provide insights into ARGA's process. They are subject to change at any time without notice, may not be representative of current holdings and are subject to risk. It should not be assumed that an investment in any referenced company, or in accounts holding any referenced company, was or will be profitable or that any investment decision we make in the future will be profitable. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. Charts/graphs contain inherent limitations and are presented for illustrative purposes only. See Risks and Limitations and Material Disclosures.



Prudential: Strong Fundamental Demand Drivers



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Portfolio Characteristics

As of 9/30/2024

	Global Concentrated	MSCI ACWI Index
P/E IBES FY1	12.0x	19.0x
Price/Book	2.0x	3.2x
Return on Equity—5 Yr Average	12.5%	19.8%
Dividend Yield	2.9%	1.8%
Market Cap—Weighted Average	\$65.5B	\$648.7B
Market Cap—Median	\$19.8B	\$14.2B
Number of Holdings	20	2,687
Active Share	99%	

Source: ARGA Data. Portfolio characteristics are derived from a representative account selected based on objective, non-performance-based criteria, taking into account consistently the weighting of every holding in the representative account as of the last trading day of the previous, full calendar month. They are subject to change without notice, may not be current, and are subject to risk. Portfolio characteristics may not be the same across all accounts; individual portfolios may vary. It should not be assumed that an investment in accounts with these characteristics was or will be profitable. The representative account is the first account managed to the strategy. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. See <u>Risks and Limitations</u> and <u>Material Disclosures</u>.



Sector Exposure

As of 9/30/2024	Global Concentrated	MSCI ACWI Index
Communication Services	7%	8%
Consumer Discretionary	30%	11%
Consumer Staples	4%	6%
Energy	4%	4%
Financials	11%	16%
Health Care	5%	11%
Industrials	21%	11%
Information Technology	4%	24%
Materials	14%	4%
Real Estate	0%	2%
Utilities	0%	3%

Source: ARGA Data. Referenced sector weightings are derived from a representative account selected based on objective, non-performance-based criteria, taking into account consistently the weighting of every holding in the representative account as of the last trading day of the previous, full calendar month. They are subject to change without notice, may not be current, and are subject to risk. They may not represent all the exposures recommended for client accounts; individual portfolios may vary. It should not be assumed that an investment in these exposures, or in accounts with these exposures, was or will be profitable. The representative account is the first account managed to the strategy. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. See Risks and Limitations and Material Disclosures.



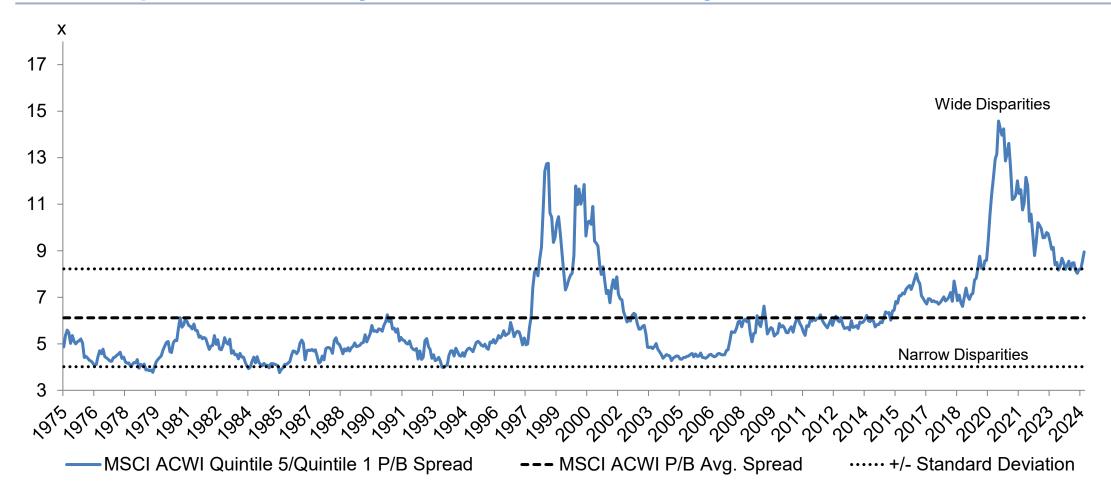
Regional Exposure

As of 9/30/2024	Global	
	Concentrated	MSCI ACWI Index
Africa/Middle East	0%	1%
Asia ex-Japan	25%	9%
Australia	0%	2%
Europe-Euro	15%	8%
Europe-Other	5%	4%
Japan	4%	5%
Latin America	5%	1%
North America	42%	67%
United Kingdom	4%	3%
Emerging Markets (included above)	30%	11%

Source: ARGA Data. Referenced regional exposures are derived from a representative account selected based on objective, non-performance-based criteria, taking into account consistently the weighting of every holding in the representative account as of the last trading day of the previous, full calendar month. They are subject to change without notice, may not be current, and are subject to risk. They may not represent all the exposures recommended for client accounts; individual portfolios may vary. It should not be assumed that an investment in these exposures, or in accounts with these exposures, was or will be profitable. The representative account is the first account managed to the strategy. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. See <u>Risks and Limitations</u> and <u>Material</u> Disclosures.



Global Spreads Currently Wide Relative to History

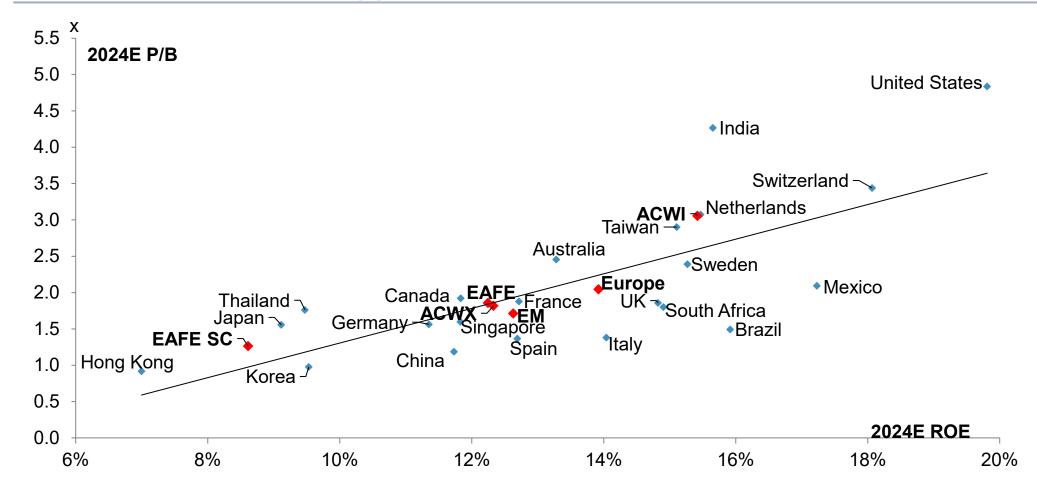


As of 9/30/2024. Dataset starts 12/31/1975.

Source: Bernstein Data, ARGA Analysis. For illustrative purposes only. Charts/graphs have inherent limitations. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. See <u>Risks and Limitations</u> and Material Disclosures.



Several EM Countries Appear Undervalued



As of 9/30/2024

Source: UBS Data, ARGA Analysis. For illustrative purposes only. Charts/graphs have inherent limitations. Third-party data is derived from sources ARGA believes to be reliable but has not been independently confirmed and ARGA expressly disclaims any liability for any errors or omissions in such third-party data. See <u>Risks and Limitations</u> and Material Disclosures.



Lyrical Asset Management: At a Glance

- NYC-based, equity investing boutique
- Founded in 2008 by Andrew Wellington and Jeff Keswin
- Oversee \$7.7 billion in assets (as of September 30, 2024)
- Manage U.S. Value, International Value, and Global Value strategies
- Founders and employees substantially invested in Lyrical portfolios
- "Gems Amid the Junk" investment approach



U.S. Market Has Been Dominated by Mega-Cap Growth Stocks

	S&P 500 Contributors: 12/31/22 – 6/30/24					
Ticker	Company	Average Weight	Total Return	Relative Contribution	NTM Price to Earnings	
NVDA	NVIDIA Corporation	3.3%	745.8%	6.6%	43.6x	
MSFT	Microsoft Corporation	6.7%	88.7%	2.5%	35.4x	
AAPL	Apple Inc	6.8%	63.4%	1.3%	20.6x	
GOOGL	Alphabet Inc	3.8%	106.7%	1.6%	38.5x	
AMZN	Amazon.com, Inc	3.2%	130.1%	1.9%	23.7x	
META	Meta Platforms Inc	1.9%	319.9%	2.0%	30.6x	
TSLA	Tesla Inc	1.5%	60.6%	0.2%	71.2x	

S&P 500 S&P 500 ex Mag Seven S&P 500 Equal Weight 100.0%45.6%72.8%24.4%n/a19.7%

21% of S&P 500 constituents outperformed during this period



U.S. Mega-Cap Growth Stocks Have Also Dominated the Global Index

	MSCI Global Contributors: 12/31/22 – 6/30/24					
Ticker	Company	Average Weight	Total Return	Relative Contribution	NTM Price to Earnings	
NVDA	NVIDIA Corporation	2.2%	745.8%	4.3%	43.6x	
MSFT	Microsoft Corporation	4.2%	88.7%	1.6%	35.4x	
META	Meta Platforms Inc Class A	1.2%	319.9%	1.3%	20.6x	
AMZN	Amazon.com, Inc.	2.2%	130.1%	1.3%	38.5x	
GOOGL	Alphabet Inc. Class A	2.5%	106.7%	1.2%	23.7x	
AAPL	Apple Inc.	4.8%	63.4%	1.0%	30.6x	
TSLA	Tesla, Inc.	1.0%	60.6%	0.1%	71.2x	

MSCI World
MSCI World ex Mag Seven
MSCI World Equal Weight

100.0% 40.7% 81.2% 28.0% n/a 19.8%

24% of MSCI World constituents outperformed during this period



Mega-Cap Growth Performance Reversed in 3Q24

	S&P 500 Contributors – 3Q 2024				
Ticker	Company	Start Weight	Total Return	Relative Contribution	NTM Price to Earnings
AAPL	Apple Inc.	6.9%	10.8%	0.3%	31.8x
META	Meta Platforms Inc	2.4%	13.6%	0.2%	23.1x
TSLA	Tesla, Inc.	1.3%	32.2%	0.3%	94.9x
AMZN	Amazon.com, Inc.	3.6%	-3.6%	-0.4%	34.4x
NVDA	NVIDIA Corporation	6.2%	-1.7%	-0.5%	36.1x
GOOGL	Alphabet Inc.	3.9%	-8.8%	-0.7%	20.5x
MSFT	Microsoft Corporation	6.8%	-3.6%	-0.7%	33.0x

5.9%

7.9%

9.6%

 S&P 500
 100.0%

 S&P 500 ex Mag Seven
 68.8%

 S&P 500 Equal Weight
 n/a

65% of S&P 500 constituents outperformed in 3Q24



Lyrical Portfolio by Sector and Industry

Consumer	13.3%
Used Goods Marketplace	4.3%
Innerwear Retail Auto	4.9%
Retail Auto	4.1%

eBay Expedia Lithia Motors

Financials	25.5%
Airplane Leasing	6.3%
Software	5.6%
Asset Management	2.0%
Financial Advisory	4.6%
Digital Payment Processing	7.1%

Aercap
FISERV
30% Ameriprise
70% Ameriprise
Global Payments, WEX

Health Care	11.7%
Managed Care	2.5%
Pharma Benefits Mgmt	2.5%
Hospitals	6.8%

50%	Cigna
50%	Cigna
HCA	Healthcare

Utilities	6.9%
Electric Utilities	6.9%

Industrials	16.8%
Auto Production	3.1%
Building Solutions	4.9%
Commerical Services	1.8%
Equipment Rental	7.1%

Information Technology	25.3%
Semi Distribution	3.3%
Software	5.0%
IT Distribution	5.6%
Consumer Cybersecurity	4.8%
IT Hardware Design/Manufacturing	6.5%

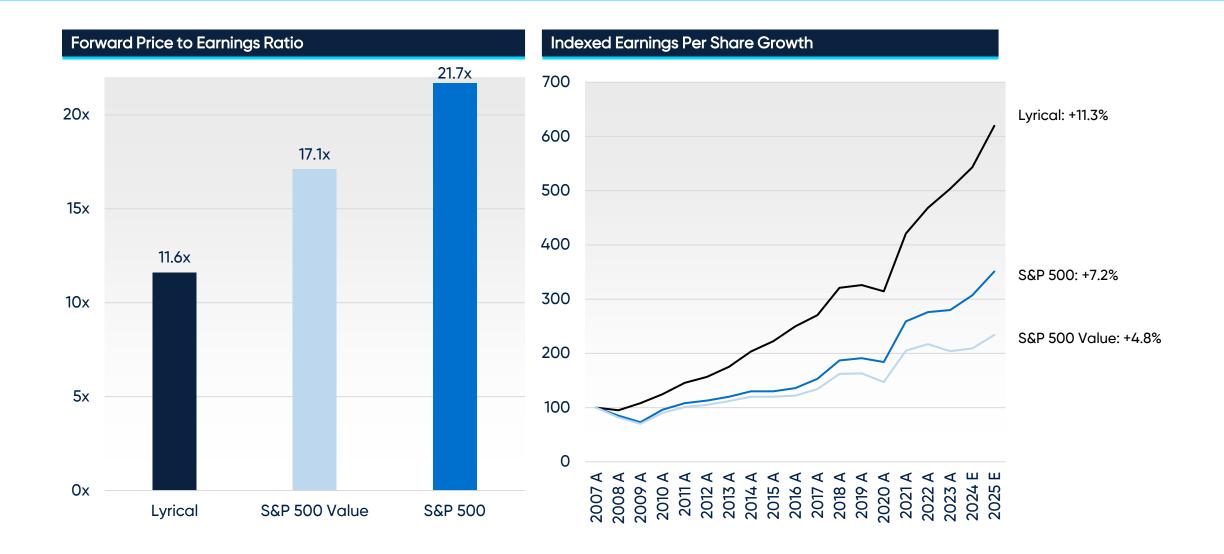
NRG Energy

Lear
Johnson Controls
Concentrix
United Rentals

70% Arrow Electronics F5 Synnex, 30% Arrow Electronics Gen Digital Flex



Our Uncommon Combination of Deep Value and Growth





Lyrical Performance: Top Contributors & Detractors

1 Year Trailing (9/30/24)			
Ticker	Net Performance	Net Contribution	
Top 3			
NRG Energy	+143.1%	+7.2%	
United Rentals	+84.1%	+5.6%	
Flex Ltd	+67.0%	+3.8%	
Bottom 3			
Whirlpool	-26.7%	-1.5%	
Adient Plc	-12.3%	-0.9%	
Lear Corp	-16.7%	-0.7%	



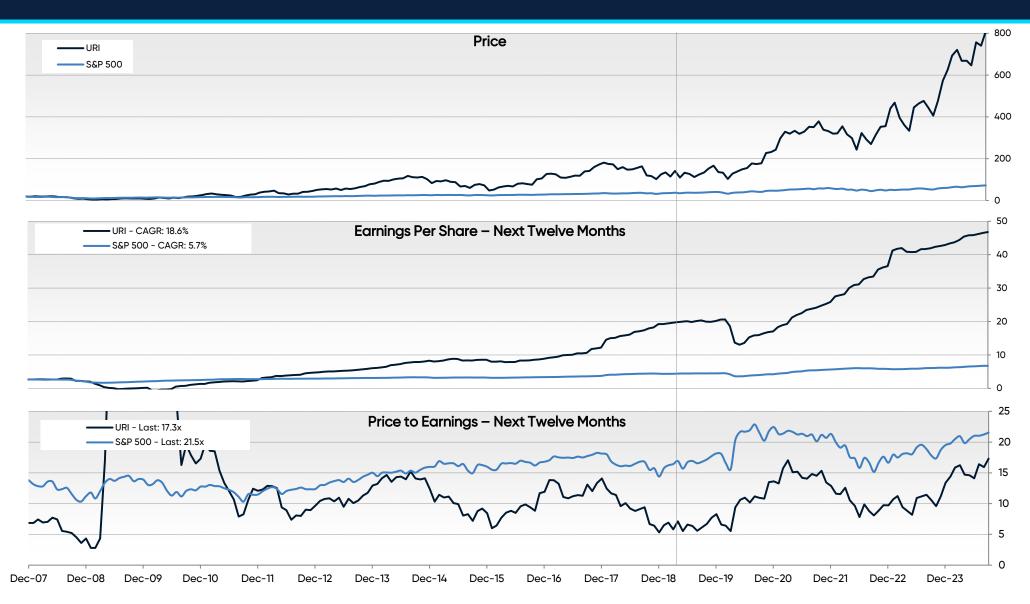
United Rentals Inc (URI)





United Rentals

United Rentals Inc (URI)





Source: FactSet

Lear Corp (LEA)

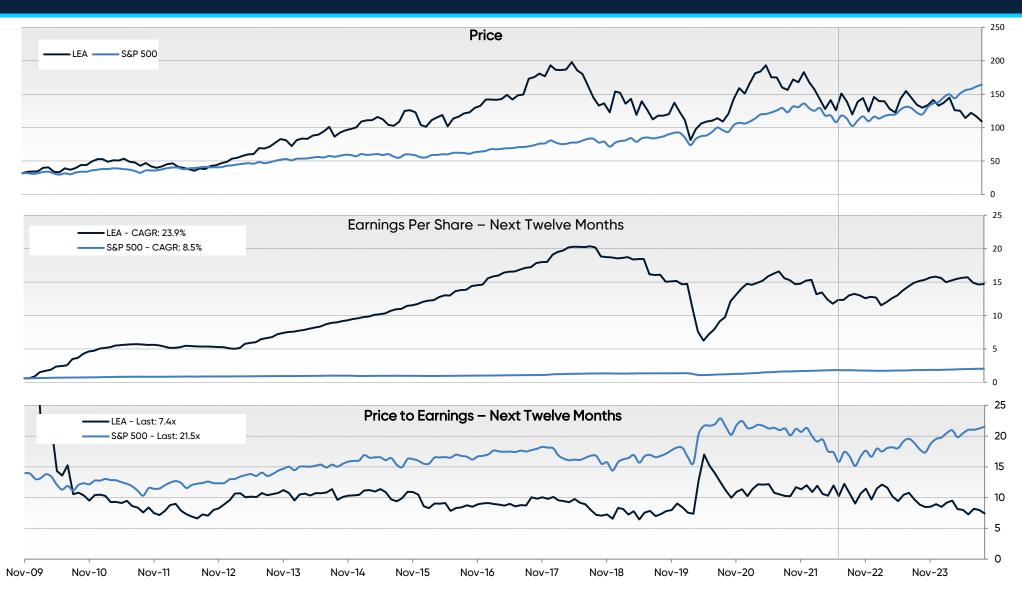








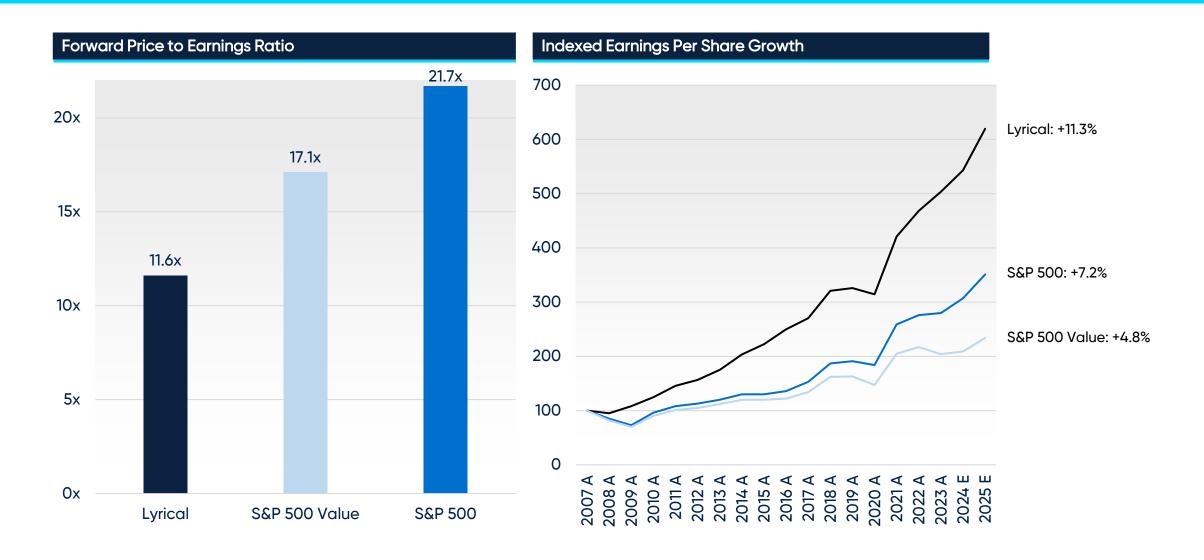
Lear Corp (LEA)





Source: FactSet

Our Uncommon Combination of Deep Value and Growth





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For more information, please reach out to ir@lyricalpartners.com or visit our website at www.lyricalam.com



Q&A

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