

Joint Adviser Forum 2022

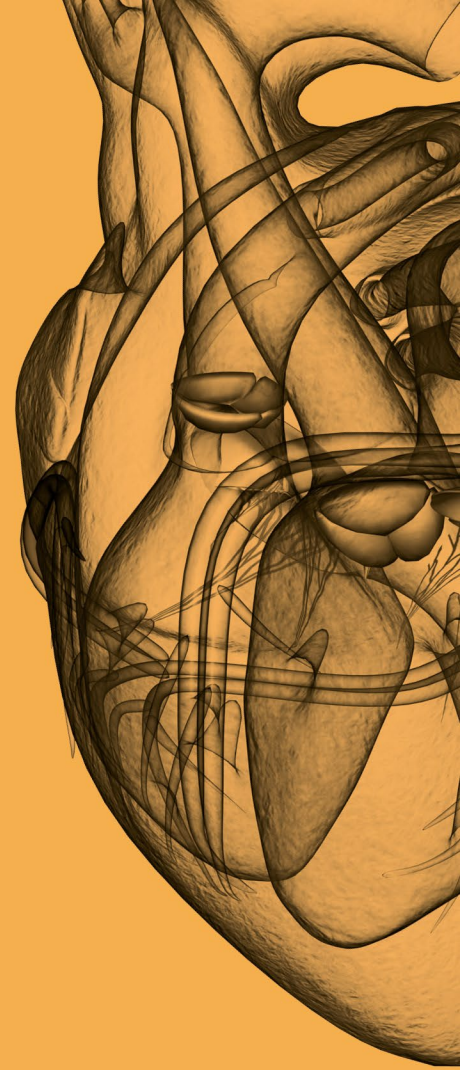


Joint Adviser Forum 2022

Rose Nguyen



Health Innovation



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Past Performance

Past performance is not a guide to future returns. Changes in investment strategies, contributions or withdrawals may materially alter the performance, strategy and results of the portfolio.

Potential for Profit and Loss

All investment strategies have the potential for profit and loss.

Stock Examples

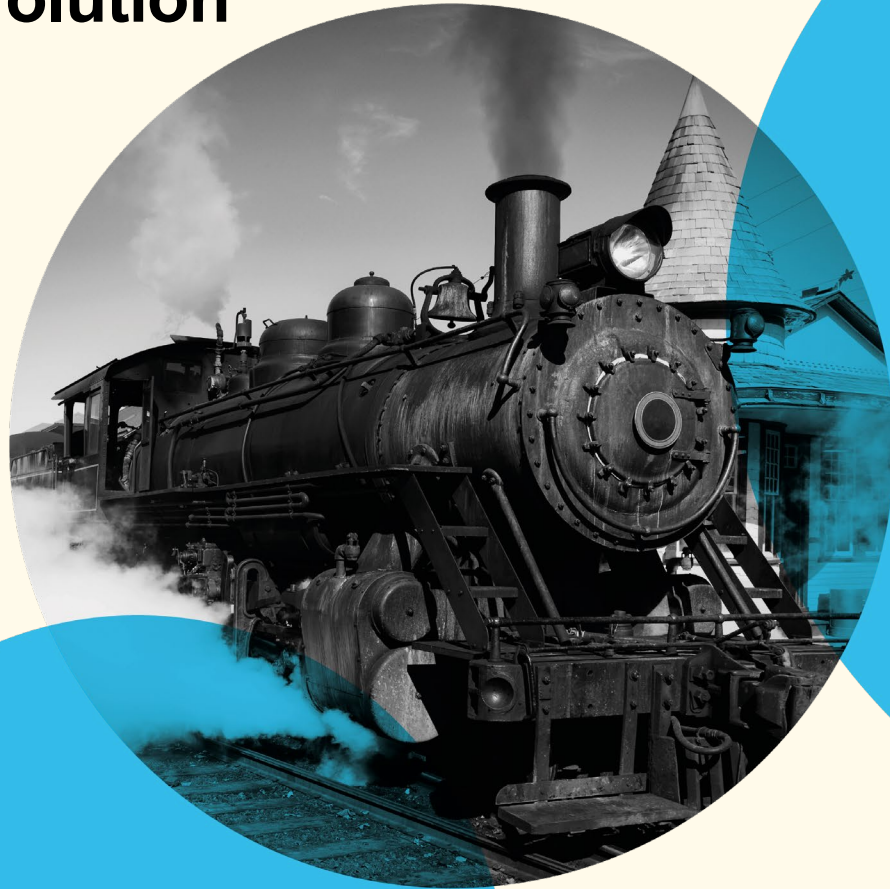
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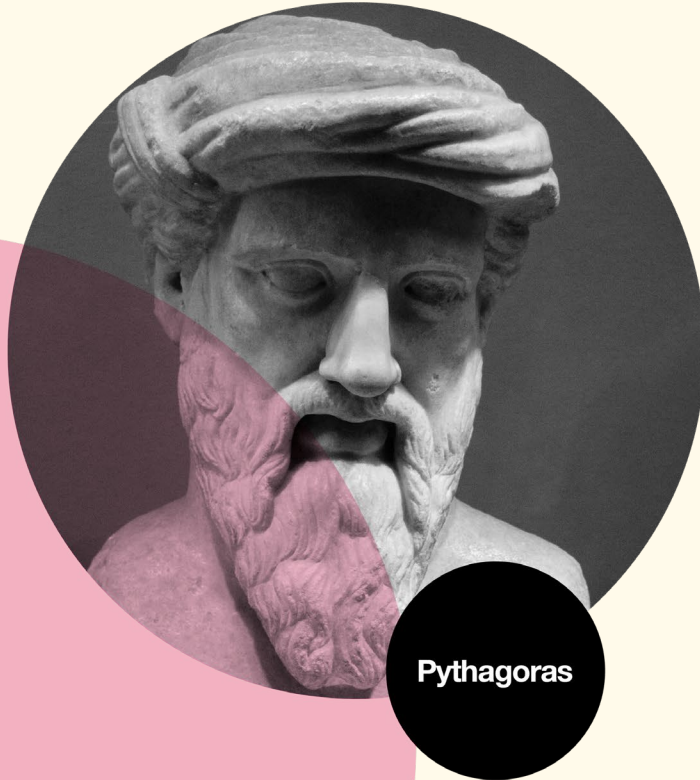
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The industrial revolution



The study of life



Pythagoras

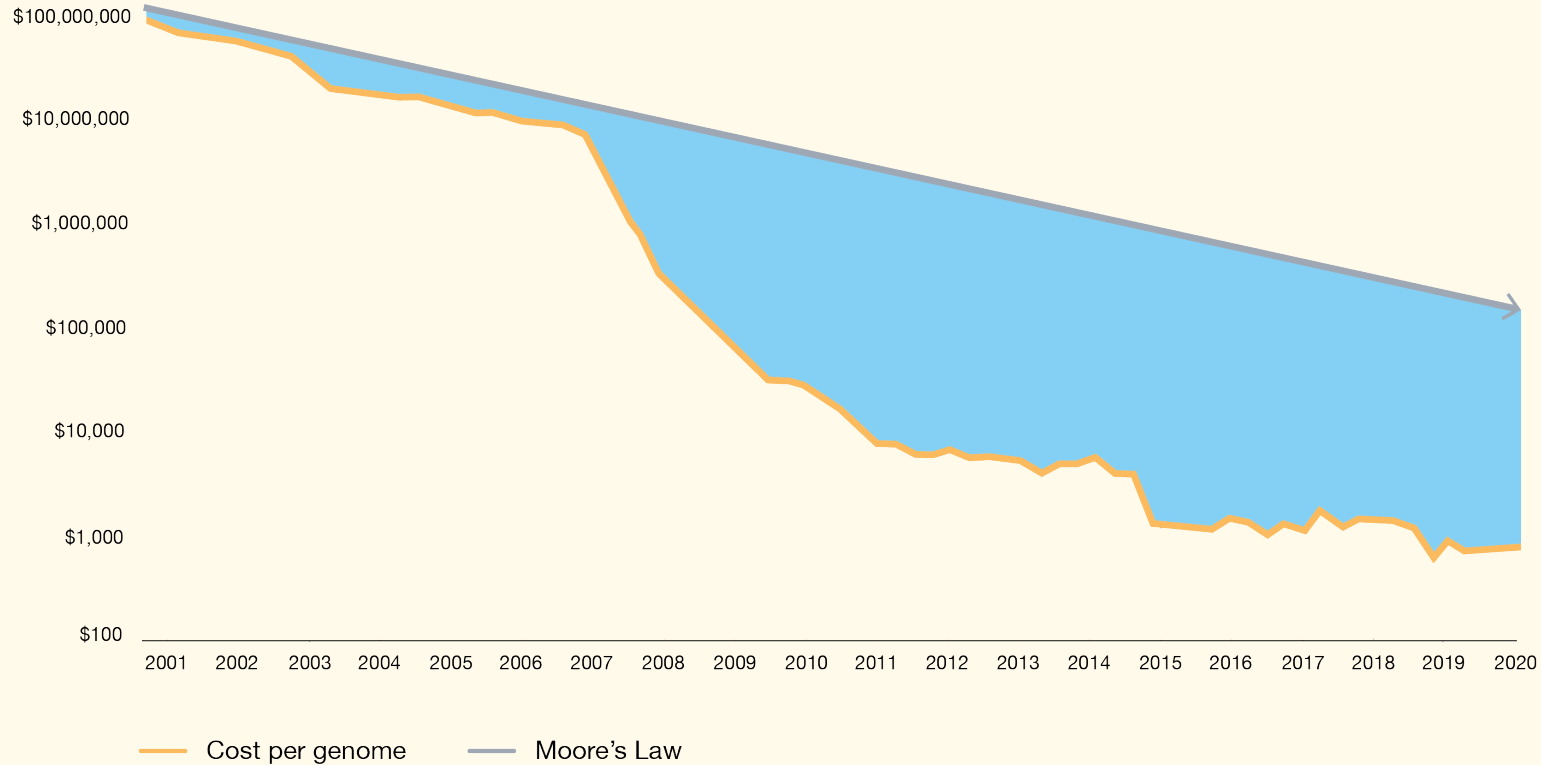


Aristotle

Light switch



Sequencing the genome



Source: National Human Genome Research Institute.

Asymmetry of returns

Observations

Fear of uncertainty

Long term outlook

Our Philosophy

Search for transformational growth

Search for businesses transforming human health

As technology converges, the best ideas won't always be in healthcare indices

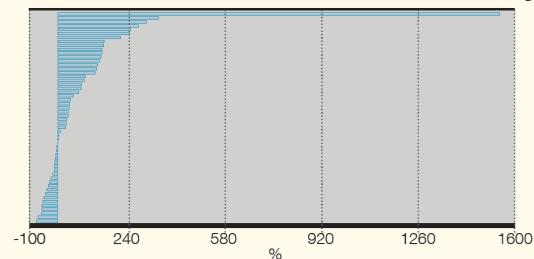
Uncertainty provides opportunity for the long-term investor

Retain ownership of thriving businesses

Bringing impact to our holdings with patient capital

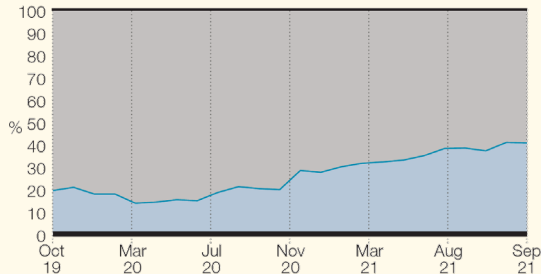
Outcome

Absolute return of Health Innovation holdings*



Active share = 99%**

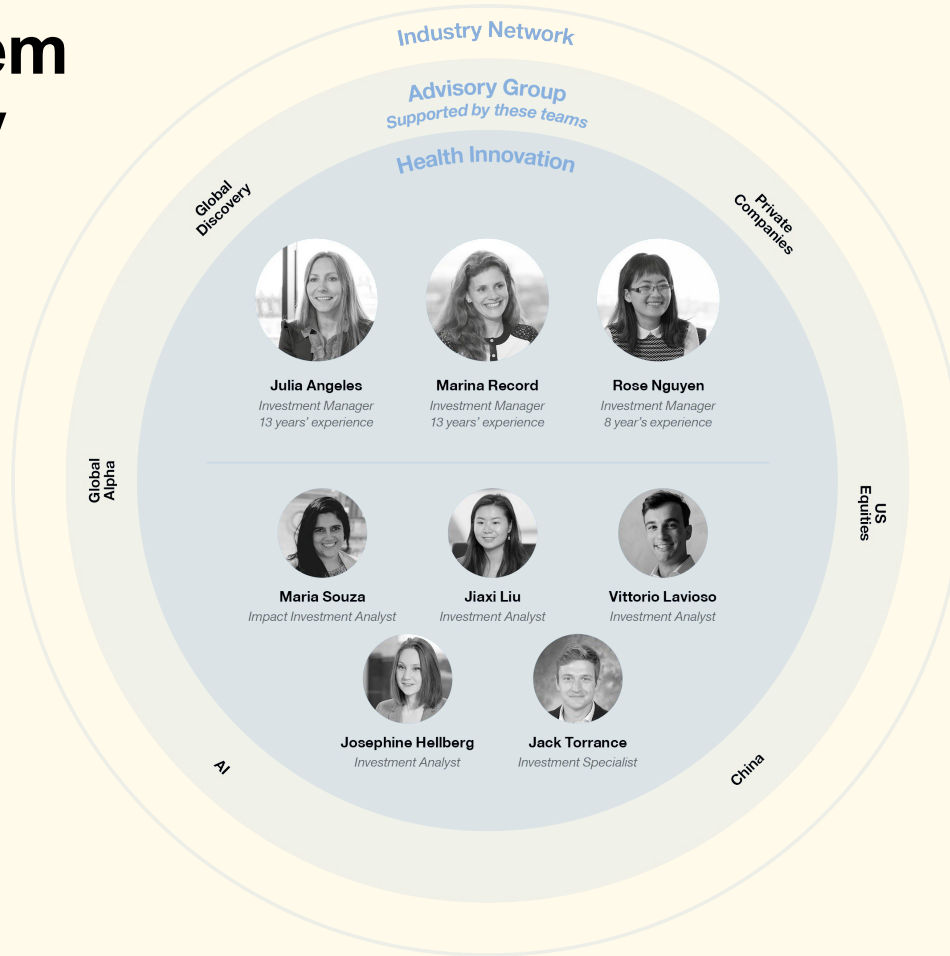
Annual turnover



*Source: StatPro. US dollars. Absolute return of Health Innovation composite since inception (31 October 2018) to 30 September 2021. Some stocks were only held for part of the period.

**Source: Source: Baillie Gifford & Co and MSCI. As at 30 September 2021. Based on a representative portfolio. Relative to MSCI ACWI Index.

An ecosystem of discovery



Our industry network

Leading scientists

Thought leaders and writers, who can help us gain a better understanding of changing times

Entrepreneurs, who are at the centre of innovating change across the globe

Public companies, private companies and venture capital funds



Investment framework

A repeatable process to find the most exciting companies engaged in human health

Q1 What problem does the company solve for the healthcare system?

Q2 What are the other ways to address the problem?

Q3 What is the market opportunity?

Q4 Why should the company remain relevant in the future?
How repeatable is its success?

Q5 Does it have a differentiated culture?

Q6 What is the evidence that the company cares about patients?

Q7 What is a long-term level of profitability? How does it allocate capital?

Q8 How confident are we that this company can deliver at least 2.5x return over 5 years?

Q9 Does this company have potential to be an outlier?

Q10 How do we monitor progress?

The impact of our ecosystem

Maria Souza joined the team in July from UNICEF as a dedicated Impact Analyst.

Impact already embedded in the philosophy, and explicit in the 10Q research process:

- Q1 What problem does the company solve for the healthcare system?
- Q2 What are the other ways to address the problem?
- Q6 What is the evidence the company cares about patients?

This role will enable us to:

- Evolve our approach to impact
- Develop impact assessment framework
- Facilitate and advance engagement within the life sciences ecosystem

Our impact within the ecosystem of life sciences

Direct

- Providers of primary capital to companies
- Facilitate access to innovation through connecting our network
- Influence policies
- Encourage companies to increase access to their products

Indirect

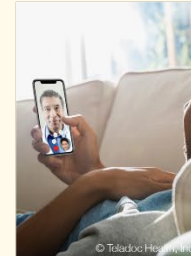
Backing companies that are transforming human health



Moderna



Illumina



Teladoc

Portfolio

01 Understanding of Diseases

	%
10x Genomics	4.8
Illumina	4.6
	9.4

02 Diagnostics

	%
Ambu	4.3
Dexcom	2.3
Butterfly Network	1.5
Exact Sciences	1.5
	9.6

03 Treatment

Clinical drugs		%	Devices		%
Moderna		8.9	ShockWave Medical		4.2
Genmab		4.5	Edwards Lifesciences		3.6
Alnylam Pharmaceuticals		4.2	Abiomed		2.2
Argenx		3.8	Novocure		2.1
BridgeBio		2.3	Glaukos Corporation		0.8
Alk-Abello		2.3			
Recursion Pharmaceuticals		1.9			13.0
Denali Therapeutics		1.7			
Ascendis Pharma		1.4			
Ionis Pharmaceuticals		1.1			
Zai Lab		1.0			
Alector		0.8			
Lyell Immunopharma		0.8			
Vir Biotechnology		0.8			
Relay Therapeutics		0.7			
Sage Therapeutics		0.4			
		36.5			

04 Prevention

	%
ResMed	2.6
Masimo	2.5
Sana Biotechnology	0.4
	5.5

05 Operational Efficiency

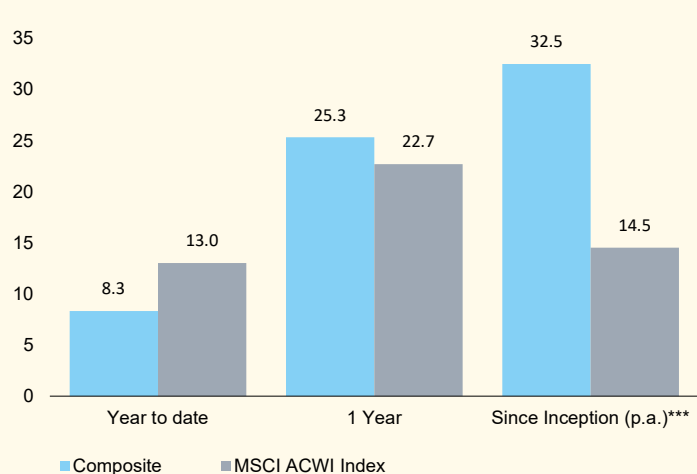
	%
M3	6.4
Sartorius Group	4.6
WuXi Biologics	3.2
Teladoc	2.9
Health Catalyst	2.0
Veeva Systems	1.2
Berkeley Lights	1.0
Ping An Healthcare & Tech	0.9
Oscar Health	0.5
Amwell	0.5
	23.2

[New buy](#). Complete sales: Chr Hansen. Cash: 2.8%.

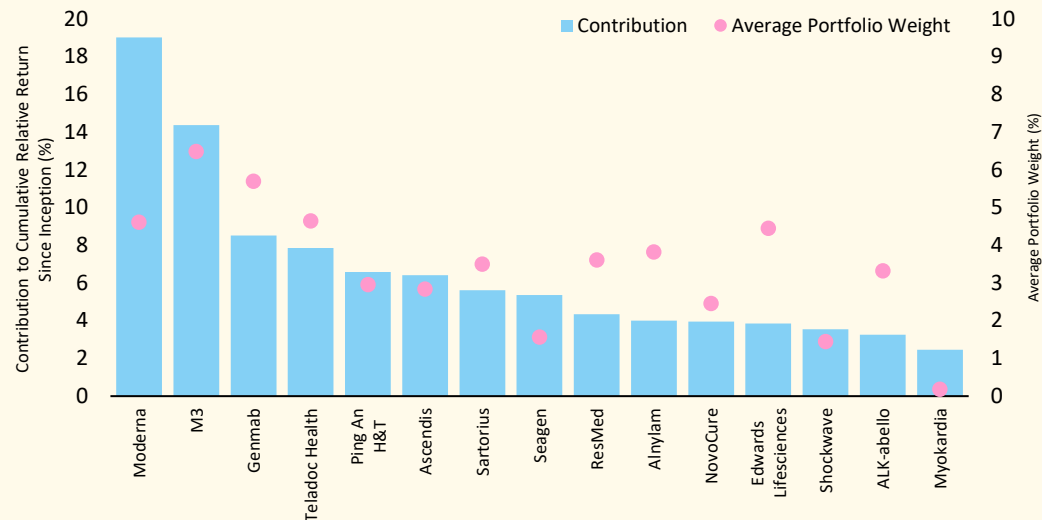
Based on a representative portfolio. Totals may not sum due to rounding. Transactions 6 months to 30 September 2021. New client portfolios may not mirror the representative portfolio exactly.

Performance

Composite returns*



Top 15 Portfolio holdings contribution**



Fund objective – To outperform (after deduction of costs) the MSCI ACWI Index, as stated in sterling, by +2.5% per annum over rolling five-year periods.

Seeking to maximise investment returns for our clients

Past performance is not a guide to future returns. We have included past performance information for the Health Innovation Composite as an example of our track record. Please note that this is not a guide to future returns of the Health Innovation Fund. The Composite does not have a target benchmark. There is no guarantee that this performance objective will be achieved over any time period and actual investment returns may differ from this objective, particularly over shorter time periods. The manager believes the MSCI ACWI Index +2.5% is an appropriate target benchmark given the investment policy of the Fund and the approach taken by the manager when investing. In addition the manager believes an appropriate performance comparison for this Fund is the Specialist Investment Association sector.

*Source: StatPro, MSCI. As at 30 September 2021. Sterling.

*Source: StatPro, Factset. Gross returns, US dollars. 31 October 2018 to 30 September 2021.

***31 October 2018.

Legal notices and annual discrete performance

MSCI

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Annual discrete performance – net of fees

	30/09/16 -30/09/17	30/09/17 - 30/09/18	30/09/18 - 30/09/19	30/09/19 - 30/09/20	30/09/20 - 30/09/21
Health Innovation Composite (%)	-	-	-	59.0	25.3
MSCI ACWI Index (%)	-	-	-	5.8	22.7

Source: StatPro, MSCI. As at 30 September 2021. Sterling.

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Questions