

LO Funds

Golden Age

Newsletter

Thematic Equities • Equities

31 October 2024

MARKET REVIEW

October was a volatile month for markets, with equities moving lower after a strong rally during the first nine months of the year. Growth risks remained the primary concern for investors, despite signs of resilience, particularly in the US economy. Uncertainty was also heightened due to the upcoming US election and the potential implications of a policy shift on inflation and interest rates. The MSCI World posted a negative return of 2.0%. Growth stocks outperformed their value counterparts but fell 1.8% on the month. Small caps retraced by 3.7% as slowing economic momentum continued to weigh on the segment.

Our ageing strategy had a negative month, declining by 4.0%, worse than the 2.0% decline in the general market index, the MSCI World. The best sectors during the month were Communication Services (+1.3%), Energy (+0.2%) and Financials (+0.6%), while the worst performers were Materials (-5.8%), Healthcare (-4.8%) and Consumer Staples (-4.5%). Due to our significant positions in Healthcare and no exposure to Communication Services or Energy, sector allocation had a negative effect of 81 bps on the Fund's relative performance vs the reference index. Compared to other ageing strategies, we performed in the middle of the list but lagged behind the iShares Ageing Populations ETF.

PERFORMANCE REVIEW

Just one of the strategy's four underlying trends outperformed the market index in October – Pension Providers (+0.3%) – while Baby Boomer Brands (-3.2%), eHealth (-6.4%) and Healthy Ageing (-6.6%) underperformed, mostly due to third-quarter earnings reports.

The Fund's negative relative performance versus the reference index was due to a negative allocation effect of 71 ppts in the ageing theme, combined with a larger negative stock selection effect of 122 ppts. Our over-exposure to smaller pure-play ageing companies and under-exposure to mega-cap technology conglomerates remain the dominant factors behind swings in relative performance versus the general index.

Of the three stocks that contributed most to the Fund's performance, two reported their Q3 results – Ameriprise Financial (+9%) and Royal Caribbean Cruises (+16%) – while the third, CI Financial (+21%), will report in November. Ameriprise is a life insurer with a large asset management division and a strong book of pension products in both the cumulation and decumulating phase, combined with a derisked balance sheet. It reported 12% sales and 30% EPS growth in the third quarter, beating consensus numbers. The cruise company Royal Caribbean also reported its Q3 results in October and beat analyst expectations with 17% sales and 35% earnings growth. The company is almost sold out for 2025 and expects that the growth demonstrated after the reopening following lockdowns across the world will continue. Demand from a growing pool of wealthy retirees but also from young families remains strong. CI Financial shares have been rallying ever since the bid to acquire its own shares for CAD 18.25 at the end of September failed. The company has conducted a few such share buy-backs for a fixed price, and every time, save for the last one, it has been oversubscribed.

All three stocks that detracted most from performance also reported Q3 earnings during the month: Smith & Nephew (-20%), IQVIA (-13%) and Option Care (-26%). Smith & Nephew only reported sales numbers, and despite its 4.1% sales growth being just 90 bps shy of expectations, it was the lowering of its 2025 guidance that caused the stock to tumble. The 2025 outlook was decreased from 5-6% top-line growth with 20% margins to 5% growth at margins of 19-20%. Management's main reason for the downgrade was the decline they saw in the surgery business in China. It had offered large discounts on central procurement in China, theoretically in exchange for much higher volumes, though the latter never materialised. Despite China being less than 5% of total revenues, the share price reaction was huge, falling 20%. IQVIA was sold down after two of its peers reported disappointing results. IQVIA itself also reported, with results beating prior expectations at 4.3% sales

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growth and 14% earnings growth, 100 bps and 110 bps above consensus. The company did lower its 2024 guidance as two research projects were delayed to 2025, which probably means that expectations for 2025 need to increase by the same amount as the decline in 2024 expectations.

Option Care is a company that delivers infusion therapy for patients outside the hospital, either at home or at smaller infusion centres across the US. The company reported 17% sales growth and flat earnings growth, both beating prior expectations. On top of that, it increased revenue guidance for 2024 and left earnings guidance intact despite hurricanes in Florida that halted the supply of infusion bags. Management warned about uncertainty around the numbers in 2025. One of the largest branded infusion drugs supplied to its patients, Stelara, was forced by the Inflation Reduction Act (IRA) to lower prices just one year before the product is due to lose patent protection and biosimilar products are allowed to compete. Probably to save on margins, Stelara's producer, J&J, is pushing to lower the fee for infusion therapy providers. Although Option Care is still in negotiations with the producer, a lower fee would impact its margin in 2025. It is estimated that the fee on Stelara is roughly 5% of its revenues and this would have a once-off effect at the end of 2025 when the product goes off-patent. The stock market punished the company with a 25% decline in market value, which to us seems an overreaction.

PORTFOLIO ACTIVITY

The only large portfolio changes we made during the month were to double our position in Ctrip to 2% by slightly reducing other positions. Ctrip is a Chinese leisure company known for its market-leading internet site holiday bookings and is experiencing strong growth from the shift into consumer services and away from consumer goods.

THIRD QUARTER RESULTS

In October, 27 of our 47 company holdings reported quarterly sales and earnings updates. The median result for these 27 companies was 10.5% sales and 11.4% earnings growth, in line with our expectation of 5-10% underlying sales driven by our ageing society. The average of the reported sales growth was 12.6% and 46.2% for reported earnings; however, this was distorted by the pharmaceutical company Eli Lilly, which demonstrated over 1000% earnings growth. The highest sales growth was seen by biotech companies Halozyme Therapeutics (34%) and Intra-Cellular Therapies (+39%), while nursing home REIT Welltower (24%) reported excellent results. By contrast, the cyclical

nature of leisure boats from Brunswick (-20%) and gardening equipment from Husqvarna (-7%) had a negative impact on the average sales growth of the entire portfolio.

OUTLOOK

Ageing is an investment theme that has been extremely out of favour in recent years, and especially during the first half of this year, as the strategy's investment return has lagged both underlying earnings growth and general equity indices like the MSCI World. To us, this seems odd as ageing itself is actually speeding up. The number of 65+ year-olds, and especially the number of 80+ year-olds, is steadily increasing in all major economies – North America, Europe, Japan and China. Combined, these countries will see a yearly increase of 2.6% in 65+ year-olds and 3.7% in 80+ year-olds over the next decade. More and more governments have started to adjust their financing models as the outlook for lower tax income and higher pension and healthcare expenses is becoming a cause for concern. The first pension reforms and changes to the healthcare system have been announced in countries like France, the Netherlands, South Korea, China and the US, and we expect more to follow. Ageing societies will provide a strong growth driver for companies focused on wealthy retired customers and elderly patients or companies able to benefit from pension reforms. Our portfolio of ageing-focused companies provides secular growth of 5-10% sales and 10% earnings per year for decades to come. While 10% growth is perhaps less than Technology and AI-driven companies are promising, it is available at a substantial discount. Our ageing strategy is currently on valuation multiples more than 25% lower than the general indices, let alone compared to the large Technology stocks.

In the second half of 2024, we see two drivers that could unlock the value offered by ageing companies. For the first time this decade, H2 will see normal growth rates return to Healthcare companies as the pandemic no longer plays a role in the comparable base. Additionally, structurally higher interest rates, away from the 0-1% of the past decade, are providing pension companies with a solid opportunity to speed up growth, and on much better terms.

Yours sincerely,

The Golden Age Investment Team

Henk Grootveld, Christian Vondenbusch & Alice de Lamaze

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PERFORMANCE

31.10.2024	INCEPTION	AUM	MONTH-TO-DATE	YEAR-TO-DATE	SINCE MANAGEMENT CHANGE [4]	2023	2022	2021	2020	2019
LO Funds – Golden Age PA [1]	29 February 2012	USD 332 mn	-4.07%	3.36%	149.99%	5.68%	-20.51%	14.55%	20.36%	22.03%
LO Funds – Golden Age NA [2]			-4.01%	4.10%	178.97%	6.58%	-19.83%	15.52%	21.39%	23.07%
Benchmark [3]			-1.98%	16.50%	252.62%	23.79%	-18.14%	21.82%	15.90%	27.67%

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 [1] Dividend accumulated private client share class, net performance in USD.
 [2] Dividend accumulated institutional client share class, net performance in USD.
 [3] MSCI World; ND performance in USD (hedged between 31 May 2012 and 30 September 2015).
 [4] Since management change, which took place on 1 March 2012.

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The following risks may be materially relevant but may not always be adequately captured by the synthetic risk indicator and may cause additional loss:

Concentration risk: To the extent that the fund's investments are concentrated in a particular country, market, industry, sector or asset class, the fund may be susceptible to loss due to adverse occurrences affecting that country, market, industry, sector or asset class.

Emerging market risk: Significant investment in emerging markets may expose to difficulties when buying and selling investments. Emerging markets are also more likely to experience political uncertainty and investments held in these countries may not have the same protection as those held in more developed countries.

Active management risk: Active management relies on anticipating various market developments and/or security selection. There is a risk at any given time that the fund may not be invested in the highest-performing markets or securities. The fund's net asset value may also decline.

Before taking any investment decision, please read the latest version of the prospectus, the articles of incorporation, the Key Information Documents (KIDs) and the latest annual report and semi-annual report. Please pay attention to the Appendix B "Risk Factors Annex" of the prospectus.

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Germany. Representative: DekaBank Deutsche Girozentrale, Mainzer Landstraße 16, D-60325 Frankfurt am Main, Supervisory Authority: Bundesanstalt für Finanzdienstleistungsaufsicht (BaFin).

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