

Discovery Global Income Share Portfolio

October 2022

The strategy follows a fundamental, bottom-up approach to investing in high quality companies where there is a gap between what we believe is the intrinsic value of a company and its share price. The strategy is concentrated, highly active, has a low turnover and a long-term investment horizon. The strategy aims to generate a higher yield than its benchmark, MSCI World (Net Total Return), with lower volatility and some capital appreciation over a complete economic cycle.

Proprietary, bottom-up research is the key driver of our investment process, and we seek to generate the vast majority of our alpha from our rigorous stock selection. We believe that a focus on quality is of utmost importance while managing a strategy with a long-term investment horizon. We seek to invest in high quality companies with industry leading market shares, strong free cash flows, robust balance sheets, excellent managements, and sustainable competitive advantages. As active managers, we seek companies where there is a gap between what we believe is the intrinsic value of a company and its share price. We also look beyond the next twelve months, conduct analysis using appropriate valuation metrics for each sector and look for underappreciated assets within a company. Due to our emphasis on quality, we expect the strategy to be resilient in down markets.

The strategy is managed by Goldman Sachs Asset Management's Global Equity team, comprising eight Global Sector Leads, and led by the Head of International Developed Markets. We employ a team-based approach to investing and every stock that is selected for the portfolio is thoroughly discussed and debated among all the team members before being included. Our Global Sector Leads host regular sector calls with their Fundamental Equity counterparts based in local markets, allowing them to take a global view across their sector. We believe that this team-based structure is efficient for stock selection and ensures that the Lead Portfolio Manager, who has the final buy/sell authority, stays informed at all times.



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Market Review

Global equities rallied in the month of October returning 7.18% (total returns in USD). Markets continued to be volatile and under pressure from macro-economic headwinds including inflationary pressures and interest rate hikes as the odds of a recession continued to grow. US equities recovered some ground in October, after several weeks of declines. The rise came despite the Federal Reserve (Fed) confirming that tighter monetary policy is still needed to contain elevated inflation. UK assets reacted positively to Rishi Sunak being appointed leader of the Conservative Party and, by extension, becoming the country’s new prime minister. In Europe, the European Central Bank raised interest rates by a further 75 basis points and acknowledged that the eurozone economy may be heading for recession. Inflation hit a new record high of 10.7% year-on-year, with energy the largest contributor to the rise. As a result, the European Commission proposed new regulation to cap energy prices and introduce measures such as joint gas purchasing. Worries over gas shortages eased with storage facilities close to capacity after a ramp-up in imports and lower demand amid mild weather and energy-saving measures. The Japanese stock market regained some ground in October, ending the month with a total return of 5.1%. The yen continued to weaken against the US dollar, especially in the first half of the month. Japanese Governor Kuroda remained downbeat on the sustainability of inflation numbers into 2023, citing the negative output gap in particular. Asia ex Japan equities were weaker in October, driven lower by sharp selloffs in China and Hong Kong. This followed confirmation that Chinese Premier Xi Jinping would remain as leader for a historic third five-year term. Technology companies fell sharply in China and Hong Kong.

During the month, all sectors generated positive returns, with the Energy and Industrials sectors contributing the most to total returns while the Real Estate and Communication Services sectors contributing the least.

Performance Overview

- On a yield basis, the portfolio’s current yield (gross of tax) of 3.5% in the trailing 1-year period is higher relative to the index yield of 2.17%. The Goldman Sachs Asset Management’s Global Equity Income Strategy returned 6.44% in October, underperforming the MSCI World Index by 74 bps (gross of fees, USD).
- At the sector level, our positioning in Financials and Information Technology contributed the most to absolute returns. Real Estate and Utilities detracted the most from absolute returns.
- As of October month end, the strategy has over \$71mm in assets under management.



Periods Ending 31-Oct-2022	Global Equity Income Strategy (%)	MSCI World (%)	Excess Return (bps)
October 2022	6.44	7.18	-74
YTD 2022	-15.29	-20.07	+477
Trailing 1 year	-12.28	-18.48	+620
Trailing 2 years	9.63	6.99	+264
Trailing 3 years	3.62	6.10	-249

Source: Goldman Sachs Asset Management. Inception Date: January 01, 2019. The returns are gross and do not reflect the deduction of investment advisory fees, which will reduce returns. Our investment advisory fees are described in Part 2 of our Form ADV. See additional disclosures. **Past performance does not guarantee future results, which may vary.** The holdings and/or allocations shown may not represent all of the portfolio's investments. Future investments may or may not be profitable.



Performance Commentary

Some of the top contributors and detractors for the month include:

- **Honeywell International (Contributor)** – Honeywell International, an American multinational engineering and technology company, was the top contributor to absolute returns during the period. During the month, Honeywell reported 3Q earnings in which it met and exceeded the company's guidance which benefitted the share price. The company reported third quarter sales growth of 6% and organic sales growth of 9%.
- **AT&T Inc (Contributor)** – AT&T, an American multinational telecommunication holding company, was a top contributor to absolute returns over the month. During the month, AT&T reported strong Q3 earnings in which it noted that it added 708,000 post-paid phone subscribers, bringing its total year-to-date additions to more than 2.2 million. Post-paid subscribers pay monthly bills and are generally the most profitable customers for telecom companies.
- **Taiwan Semiconductor Manufacturing Company (Detractor)** – Taiwan Semiconductor Manufacturing Company, the largest semiconductor foundry with ~60% market share, detracted the most from absolute returns. The stock continued to be impacted by demand weakness across the globe. The company maintains the view that the inventory correction cycle will continue into 1H23. The stock was also impacted from the new restrictions announced by the US Departments of Commerce's BIS. We continue to believe that the company is well positioned to be a primary beneficiary of vehicular electrification, increasing mobile penetration and increasing adoptability of cloud-based computing. We believe that the company would retain its competitive advantages over long time period as few of its peers can afford to build factories that would give them the ability to compete for the company's clients.
- **American Tower (Detractor)** – American Tower, the US-based operator of telecommunications infrastructure, was the biggest detractor from absolute returns during the month. The company saw a decline in share price though having reported 3Q results in-line with the consensus estimates, while seeing growth in organic tenant billings. Management maintains their 2022 outlook for organic growth of ~1% in the US and ~3% overall. We continue to like the company given its strong fundamentals and the ability to generate strong cash flows, which can be utilized to fund future capital expenditures around 5G technologies. We believe the company is also expected to benefit from its exposure to international emerging markets with low current mobile data penetration along with growth in mobile data traffic in developed countries.

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Effect of Fees:

The following table provides a simplified example of the effect of management fees on portfolio returns. Assume a portfolio has a steady investment return, gross of fees, of 0.5% per month and total management fees of 0.05% per month of the market value of the portfolio on the last day of the month. Management fees are deducted from the market value of the portfolio on that day. There are no cash flows during the period. The table shows that, assuming all other factors remain constant, the difference increases due to the compounding effect over time. Of course, the magnitude of the difference between gross-of-fee and net-of-fee returns will depend on a variety of factors, and this example is purposely simplified.

Period	Gross Return	Net Return	Differential
1 year	6.17%	5.54%	0.63%
2 years	12.72	11.38	1.34
10 years	81.94	71.39	10.55

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