

# Magellan Global Trust

ARSN: 620 753 728

ASX code: MGG

## Fund Facts

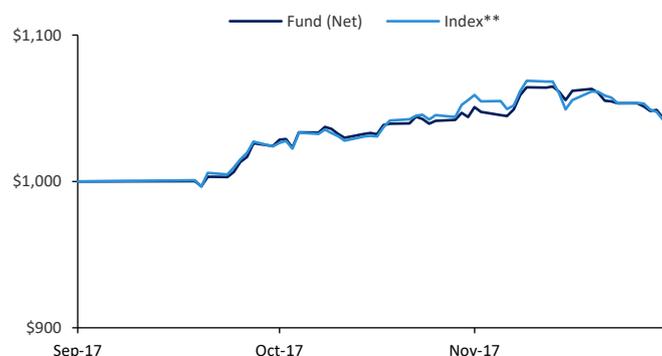
Portfolio Manager	Hamish Douglass and Stefan Marcionetti		
Structure	Listed Investment Trust		
Inception Date	18 October 2017		
Management & Administration Fee <sup>1</sup>	1.35% per annum		
Fund Size	AUD \$1,613.4 million		
Distribution Frequency	Six Monthly		
Performance Fee <sup>1</sup>	10.0% of the excess return of the units of the Fund above the higher of the Index Relative Hurdle (MSCI World Net Total Return Index (AUD)) and the Absolute Return Hurdle (the yield of 10-year Australian Government Bonds). Additionally, the Performance Fees are subject to a high water mark.		
iNAV tickers	Bloomberg Thomson Reuters IRESS	MGG AU Equity MGG.AX MGG.AXW	MGGIV Index MGGAUiv.p MGGINAV.ETF

<sup>1</sup>All fees are inclusive of the net effect of GST<sup>2</sup>Includes unlisted Class A units subscribed for by Magellan to facilitate issue of Loyalty Units

## Fund Features

- ASX listed investment trust
- Trust is an actively managed global equities fund
- Target Cash Distribution yield of 4% per annum paid semi-annually
- An attractive distribution reinvestment plan with a 5% discount to the NAV per Unit in respect of the Target Cash Distribution. The discount will be paid by the Magellan Group
- Currency exposure to be managed by Magellan
- Minimum administration for investors; no paperwork needed to trade
- Units can be bought or sold on the ASX like any other listed security
- Settlement via CHES
- Ability to actively hedge currency exposures, currently 43% hedged to AUD

## Performance Chart growth of AUD \$1,000\*



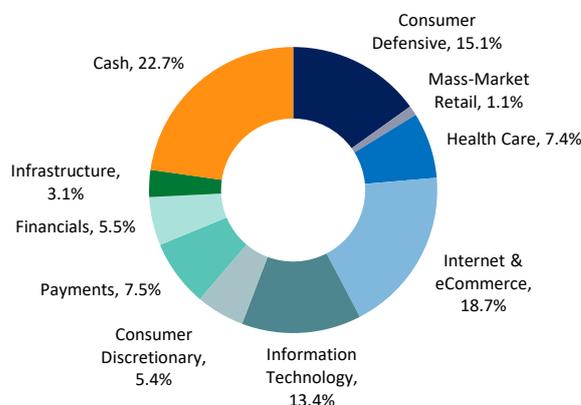
## Fund Performance\*

	Fund (%)	Index (%)**	Excess (%)
1 Month	-0.7	-1.6	0.9
Since Inception (% p.a.)	4.3	4.2	0.1

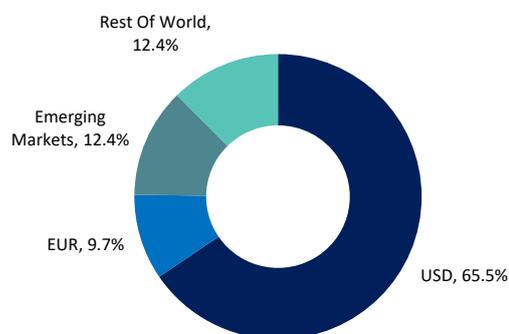
## Top 10 Holdings

	Sector <sup>#</sup>	%
Facebook Inc-A	Internet & eCommerce	8.0
Alphabet Inc	Internet & eCommerce	6.8
Apple Inc	Information Technology	6.2
Lowe's Co Inc	Consumer Discretionary	5.4
Kraft Heinz Co	Consumer Defensive	5.4
Starbucks Corp	Consumer Defensive	5.0
HCA Holdings Inc	Health Care	4.5
Visa Inc	Payments	4.3
Wells Fargo & Co	Financials	4.2
Oracle Corp	Information Technology	4.1
TOTAL:		53.9

## Sector Exposure by Source of Revenue<sup>#</sup>



## Geographical Exposure by Source of Revenue<sup>#</sup>

<sup>†</sup>The Fund is currently exercising its ability to hedge some of the capital component of the foreign currency exposure of the Fund arising from investments in overseas markets back to Australian dollars.

\*Calculations are based on the monthly ASX released net asset value with distributions reinvested, after ongoing fees and expenses but excluding individual tax, member fees and entry fees (if applicable). Fund Inception 18 October 2017.

\*\* MSCI World Net Total Return Index (AUD).

<sup>#</sup> Sectors are internally defined. Geographical exposure is calculated on a look through basis based on underlying revenue of individual companies.

## Market Commentary

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Global stocks set record highs as they rose for a seventh straight quarter in the December quarter as US companies overall posted higher-than-expected earnings, the internet giants surged on strong results and their upbeat outlooks, US Congress slashed the corporate tax rate, the Federal Reserve projected that it would only tighten US monetary policy slowly, and the world's major economies grew in unison for the first time in about a decade. European stocks, however, slid on political uncertainty. Ten of the 11 industry classifications within the MSCI World Index rose in US-dollar terms over the quarter. IT and materials were the best-performing sectors while utilities fell.

US stocks reached unprecedented heights as Amazon, Alphabet and Microsoft were among tech stocks that surged after posting better-than-expected earnings. The biggest rewriting of tax laws since 1986 lowered the corporate tax rate from 35% to 21%. The Fed in December raised the cash rate by 25 basis points to between 1.25% and 1.5% and maintained a projection of three rate increases over 2018. The Fed made its fifth post-crisis rate increase – and third for 2017 – on signs that the US economy is growing at close to capacity. The third reading of GDP showed the US economy expanded 3.2% over the September quarter, a pace not achieved since the first quarter of 2015, while the unemployment rate stayed at a 17-year low of 4.1% in November.

European equities struggled after Chancellor Angela Merkel's Christian Democratic Union of Germany Party was unable to form a coalition after indecisive elections in September, Italy's president in December dissolved parliament and called for elections in March that populist euro-sceptic parties are expected to do well at, and pro-independence parties won a slender majority in elections in Catalonia in December, to leave unresolved the Catalonian drive for independence from Spain.

In Asia, Japanese stocks rose after Japan's Prime Minister Shinzō Abe won a snap general election in October that signalled the country's fiscal and monetary stimulus would continue and Japan's economic expansion reached seven consecutive quarters of growth. In China, stocks rose after the Communist party's 19th congress in October cemented the leadership of Xi Jinping across all levers of the government and a report showed China's economy expanded 6.8% in the September quarter from a year earlier.

## Fund Commentary

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The portfolio recorded a positive return from its inception on 18 October 2017 to the end of the December quarter. The largest contributors to performance included the investments in Lowe's, HCA Healthcare and Wells Fargo. Lowe's gained after announcing higher-than-expected earnings growth for the third quarter and the US's second-largest home-improvement chain was seen as a major beneficiary of lower corporate taxes because it sources all its revenue in the US. HCA rose after the biggest for-profit healthcare group in the US raised earnings and revenue guidance for fiscal 2017, boosted its share-buyback program by US\$2 billion, and the company was seen as another big winner from lower US corporate taxes as only six of its more than 170 hospitals are located outside the US. Wells Fargo gained after its new CEO reiterated that cost savings were being pursued and the bank was judged another big beneficiary from the lower US corporate tax rate.

Since inception, stocks that lagged included investments in Sanofi and Oracle. Sanofi fell amid ongoing disputes regarding patent protections of its diabetes products and after third-quarter revenue missed estimates due to pressure on drug prices in the US. Oracle slid as guidance for next quarter's cloud-computing sales fell short of estimates. Despite lower-than-expected growth, Oracle has made significant progress transitioning to cloud computing in recent years, particularly in applications, increasing its total addressable market.



### Starbucks – Cafés offering personalised choice that have gone global

Feel like a coffee? At a Starbucks café in the US you could try the Eggnog Latte or the Gingerbread Latte or one of the Frappuccino® cold coffees. If you want a hot chocolate, the choices include the new Toffee Almondmilk or the Snickerdoodle. Prefer a tea? Perhaps you could try the Teavana® Apple Joyful Medley option or the Emperor's Cloud and Mist® Green selection. You can instead opt for a Fizzio™ 'handcrafted' soda. You can grab a bite to eat as well. Whatever you select, your choice is personalised, delivered with a smile in a café with a localised décor that styles itself as a 'neighbourhood gathering place', somewhere to escape home and work. Such is the formula behind the world's largest chain of coffee shops.

From a store in Pike Place Market that overlooks Seattle's waterfront, Starbucks has ballooned into a chain that serves about 90 million customers a week across its 27,339 company-owned and licensed outlets in 75 countries. The company, named after the first mate on the whaler Pequod in Herman Melville's novel Moby Dick, earned revenue of US\$22.4 billion in fiscal 2017, up 7% from a year earlier.

The key to the Starbucks juggernaut is the company's success in making people want to come back for the beverages and food in its cafés. To encourage customers to return, Starbucks runs stylish cafés in key locations where people are free to hang around. As eclectic music plays, baristas greet regulars by name and customise their drinks from the vast number of combinations available worldwide. The company is making mobile order and pay widely available to speed up service and it operates the Starbucks Rewards™ loyalty program to give people a financial incentive to order again.

The habitual nature of coffee, Starbucks's loyal customers, their appreciation for Starbucks as a destination in itself, which limits disruption risk, the company's aggressive focus on expanding its chain, especially in China, its ability to generate healthy same-store-sales growth, a renewed focus on controlling costs, steady product innovation and the prized brand represented by the twin-tailed-siren logo make Starbucks a compelling company from an investor's point of view.

Starbucks has its challenges including that it is part of a competitive industry in which a number of up-starts and established companies are trying to replicate Starbucks'

success. The pace of growth slipped in fiscal 2017 when same-store-sales growth only rose 3% compared with 5% in fiscal 2016. However, even allowing for the slower growth rate over the past 12 months, sales growth averaged 10% p.a. over the past four fiscal years while earnings-per-share growth averaged 17% p.a. So the company's operating history is strong and is likely to stay that way.

### Growth focus

While Starbucks traces its history to 1971, the pivotal moment occurred 10 years later when Howard Schultz walked into a Starbucks store and tried a cup of Sumatra. Impressed by the operation, Schultz joined a year later to become director of retail operations and marketing. Schultz's vision for Starbucks emerged from a trip to Italy in 1983 when he saw how influential cafés were in Italian community life. In 1984, he convinced the Starbucks founders to mimic the coffeehouse concept and the first Starbucks Caffè Latte was served in Seattle. After leaving Starbucks in 1985 to start an Italian-style coffeehouse named Il Giornale, Schultz returned in 1987 when Il Giornale purchased Starbucks. Total stores at the time numbered 17.

Schultz became chief executive and chair of the revamped Starbucks and infused the chain's cafés with the feel of the Italian coffee bars. While Schultz stepped down as CEO in April of 2017, he remains chairman and owns about 3% of the company that was listed in 1992 when Starbucks had 165 stores.

The company's café chain, which expanded by 2,254 outlets in fiscal 2017, brings in about 90% of the company's revenue while consumer-packaged goods and 'foodservice' (wholesale sales of whole bean and ground coffee etc.) drive the remainder. Away from its cafés, Starbucks's ambitions include gaining a share of the 'at-home coffee' market by selling coffee machines and associated pods, now available from other outlets as well as Starbucks stores. Other revenue comes from ready-to-drink beverages such as Frappuccino® and Starbucks Doubleshot® sold worldwide through channels such as grocery and convenience stores.

Starbucks remains focused on growth, especially in the US and China, and on expanding its profit margins. The company aims to deliver high single-digit revenue growth each year over the long term by driving more volume through existing stores and expanding the global footprint. Its target for earnings-per-share growth is 12% per annum, or better.

Starbucks has robust plans for China, which is its fastest-growing market. It achieved same-store sales of 7% in fiscal 2017 compared with 3% overall and in the US. In fiscal 2018, the company plans to open nearly 600 outlets in China, and recently bought out the partner of its Chinese joint venture that operates around 1,300 stores. When the transaction is completed, the company will control about 2,900 locations in China. As with every Starbucks café, each will offer personalised choice with a smile in a café with localised décor that doubles as a neighbourhood gathering place.