

## SilverCross Global Small-Cap Fund

SilverCross Global Small Cap Fund (the “fund”) is an alternative investment fund managed by IBS Fund Management BV (“IBS FM”). The fund aims at institutional investors and sophisticated private investors who have sufficient knowledge and experience to assess the characteristics and risks of the fund and make an initial investment of at least EUR 100.000. The fund invests in around 30 well-managed smaller companies (“small-caps”) that have temporarily fallen out of favour or are misunderstood. The portfolio managers have a strong track record in small-cap investments and are dedicated exclusively to scouring the globe for underappreciated, excellent businesses. The goal is to achieve a long-term total return of 3% in excess of the MSCI World Small-Cap index.

### What makes small-caps attractive

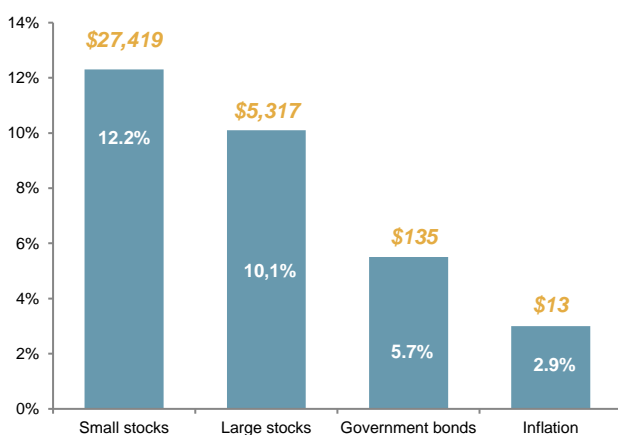
**It is easier to grow from a small base.** A small company with a superior proposition in its market has many opportunities to sustain its growth for a long time. This is the basis for long term value creation.

**Small companies tend to fly below the radar.** Small companies are covered by far fewer analysts than large companies, and hardly ever make the newspapers. The resulting information scarcity frequently causes the stock price to diverge from the value an informed investor would be willing to pay for a business. This offers investment opportunities for a specialised small-cap investor to select undervalued companies.

**Management is more often an owner-operator.** Small-caps are often managed by people with a significant equity stake in their company. This ensures the interests of management and external shareholders are aligned and that management is prepared to invest for long-term growth, even at the cost of short-term profits. That’s why we focus on companies where the founder, a family or a CEO has a significant equity stake.

**Small companies have significantly outperformed large companies.** Since 1926, small-caps outperformed large-caps by 2% annually<sup>1</sup>. This apparently insignificant outperformance makes a huge compounded difference in the growth of your capital in the long-term.

Hypothetical value of \$1 invested from 1926-2014<sup>1</sup>



### Why invest global

SilverCross’ goal is to invest in leading companies in specific market segments. Where these companies are headquartered is no limitation. A global orientation allows the manager to navigate political or economic risks while benefiting from sometimes significant valuation difference per region. Investing without geographical constraints creates opportunities and flexibility that cannot be offered by a regionally focused fund.

### Experienced Team

The Fund is managed by David Simons and Chris Andrews, portfolio managers that worked together successfully on small-cap equity portfolios totalling more than Eur 1 billion. They have a strong track record. The investment team, which is expected to remain tight-knit with a likely maximum of three analysts, has an international background.

The infrastructure provided by IBS FM ensures the investment team can focus entirely on managing investments.

The team at the helm of the fund invests a considerable amount of its own money in the fund. Also, several IBS associates invest in the fund. *We eat our own cooking.* As such, the fund is a partnership, focused on the long-term and on shared success.

### Common-sense investment approach

The portfolio managers apply an investment approach that is based on four core concepts: value creation, compounding, undervaluation, and avoidance of permanent capital loss.

Value creation is determined by the quality of the business model and management. A solid balance sheet, recurring revenues like subscriptions, strong brands, high barriers to entry and market leadership are important elements to achieve high return on invested capital and long term growth. There is a strong focus on companies with management teams with a proven track record that are aligned with minority shareholders via equity ownership.

The fund invests in companies in which the managers anticipate ownership of at least five years. Only so-called ‘compounders’ meet this criterion – companies that can grow for many years thanks to a defensible, distinctive proposition executed in a market that has secular growth dynamics. This results in a stable portfolio of investments, which benefits returns thanks to low transaction costs. Risk is reduced as the managers have time to closely monitor the companies in the portfolio. The portfolio managers meet management teams in their own country, wherever they are based, be it Tokyo or a small Texas town.

Undervaluation is the basis for strong long term returns. Well-managed companies are rarely undervalued however. Every company is, nevertheless, faced with temporary setbacks which can cause it to fall out of favour. Undervaluation can also occur as a result of a general misunderstanding of a company’s value drivers. Patiently waiting for this type of opportunity and the discipline to act on the basis of a calculated fair value is essential for success.

Avoiding permanent capital loss is key to achieving strong investment returns. Aside from quality and undervaluation as elements that reduce risk, the fund will never invest in companies with an unproven business model, rely on a single-product, experience frequent management change, or are in need of reinventing themselves every five years as a result of technological advancement.

Environmental, social and governance (ESG) issues are fully integrated into the stock selection process. IBS has signed the UN PRI and supports the principles of the ‘UN Global Compact.’ There is a strong preference for investing in companies whose business model helps solve societal challenges our globe faces.

The market cap of companies in the investment universe ranges between EUR 250 million and 5.0 billion. We are unconstrained regarding geographical & sector allocations, yet avoid extremes.

Investing globally in unknown yet excellent smaller listed companies is now possible with SilverCross Global Small-Cap Fund.

Performance	QTD (%)	YTD (%)	1-year (%)	3-year* (% per year)	5-year* (% per year)	Since Inception* (% per year)
SilverCross Global Small-Cap Fund (Net)	0.5	0.5	41.5	16.3	17.3	18.6
MSCI World Small-Cap Total Return (Net)	-1.0	-1.0	15.6	7.1	8.6	10.5

As per NAV of January 31, 2020. \*return is annualised. After all costs. Index: MSCI World Small-Cap Total Return Net. Fund inception: 30 July 2014

## Disclaimer

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All information provided by the fund herein is for information purposes only and does not constitute an offer to enter into any form of securities services, and cannot be considered to be investment advice or an investment recommendation. Past profits are no guarantee for the future. An information leaflet is also available for this product with information about the product, the costs and the risks involved. Ask for the Key Investor Information Document. Read it before you buy the product. The prospectus, the information leaflet, the Key Investor Information Document (in Dutch only) and other information about the fund is available on [www.silvercross-im.com](http://www.silvercross-im.com).

ISIN code: NL0010832242

## Risk Indicator



The risk indicator assumes you keep the product for 5 years. The actual risk can vary significantly if you cash in at an early stage and you may get back less. You may not be able to sell your product easily or you may have to sell at a price that significantly impacts on how much you get back.

The summary risk indicator is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because we are not able to pay you. We have classified this product as "5" out of 7, which is a medium-high risk class.

<sup>1</sup>Source: Ibbotson Associates