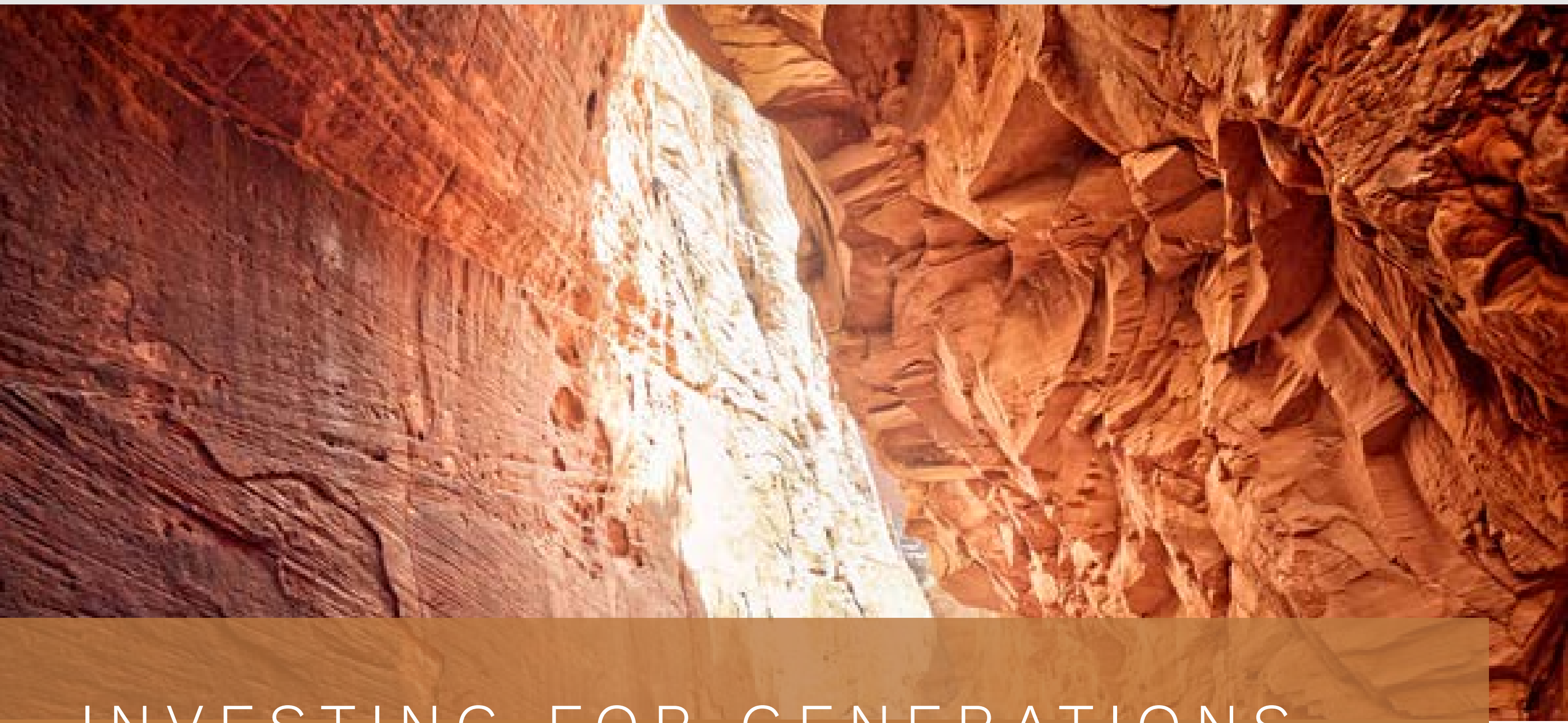
QUARTERLY NEWSLETTER • SUMMER 2020

CONNECTION



INVESTING FOR GENERATIONS

By Ian Cowie, Sunday Times and interactive investor columnist

Individuals and families looking to invest for financial independence throughout all life's stages, from raising children to buying a home and enjoying retirement, need a strategy we can trust. The coronavirus crisis has demonstrated the danger that unexpected events can present to our best-laid plans in the short term.

However, medium to long-term savers and investors can take some comfort from the lessons of more than a century of returns from a variety of assets. Since 1899, shares reflecting the changing composition of the London Stock Exchange have delivered higher returns than bonds or deposits in about three out of four periods of five years or more.[3]

It is important to be aware that the past is not a guarantee of future performance. Share prices can fall without warning – as they have done several times this year – and you might get back less than you invest in the stock market.

That's why it makes sense for individuals and families to consider carefully what we aim to achieve by investment and our attitudes to risk and reward. All these factors are likely to change over time.

Younger people typically require less investment income, because they are earning a living and may be willing to tolerate more asset price volatility in pursuit of capital growth. People in this age group should consider obtaining adequate exposure to the businesses of tomorrow, with the greatest potential for capital growth, even if they pay low or no income today.

ALLIANCE TRUST: DIVERSIFIED, HIGH-CONVICTION

Research shows that active equity managers add most value through a small number of their highest-conviction positions[1]. Yet, the performance of concentrated portfolios can also be highly volatile.

The Alliance Trust portfolio mitigates this risk by blending together the best ideas of nine best-in-class[2] stock pickers, each with different, complementary styles. We believe our diversified, high-conviction, global equity strategy should deliver more consistent outperformance and lower volatility than a strategy run by a single manager. Returns from single-manager strategies are often prone to sharp up and down moves; we aim to provide investors with a smoother ride.

1. Sebastian & Attaluri, Conviction in Equity Investing, The Journal of Portfolio Management, Summer 2014.
2. As rated by Willis Towers Watson.
3. Shares' outperformance over five consecutive years since 1899: 76% versus cash and 72% over gilts. Source Barclays Equity Gilt Study 2019.

Middle-aged people, including those planning for a long and enjoyable retirement, may require a mixture of both: income and growth.

"Bear in mind that dreams of capital gains can disappear in a puff of smoke – or a profits warning – but the discipline of dividends can deliver real returns in an uncertain world."

It is important that investment returns should be sustainable; there is no point in buying a high-yielding share, if the price of good income today is bad capital losses tomorrow.

Older people in retirement may see maintained income and capital preservation as their priorities, because they cannot increase their earnings to make good any losses. Professional stock selection can help to identify businesses with strong balance sheets that can not only sustain dividend distributions, but raise them over time. Bear in mind that dreams of capital gains can disappear in a puff of smoke – or a profits warning – but the discipline of dividends can deliver real returns in an uncertain world.

Whatever our age, it is important to keep a beady eye on costs. The more of our money that fund managers or financial advisers take for themselves, the less that will be left to work for us. There is no need for fund managers' fees to absorb 1% of our capital every year; professional fund management of a globally diversified portfolio can be obtained for 0.65% per annum.

Pension freedoms introduced five years ago gave everyone more choice about how we enjoy our life savings. But it is important to be aware of potential risks as well as rewards, if we choose to remain invested to fund retirement.

The biggest risk to bear in mind, is that our savings might expire before we do. Remember that people who have already retired are investing irreplaceable capital, and so it is essential to manage and minimise risk, including potential setbacks we might not have expected.

For example, the coronavirus crisis is a global threat to health and wealth that few, if any, individuals or institutions foresaw. While the future of the Covid-19 threat remains uncertain, the past does provide some comfort.

There have been global pandemics before – worst of all, the 'Spanish flu' that the World Health Organization (WHO) estimates caused between 20m and 50m deaths in 1918-19. Since then, there were the 'Asian flu' in 1957-58; the 'Hong Kong flu' in 1968; and 'swine flu' in 2009-10.[4] In each case, life and business eventually returned to normal.

Here and now, Alliance Trust is a tried-and-tested way to help meet our changing aims and needs over a lifetime of investment. Founded in 1888, this Trust, with assets of more than £2.9bn, has survived all the pandemics mentioned above – plus the First and Second World Wars, the Great Depression of the 1930s and the Global Financial Crisis of 2008. These historical facts may help us to keep current uncertainties in perspective.

How did the Trust ride out those stock market storms and still deliver the real returns investors seek? Alliance Trust provides professionally managed global diversification to diminish risk; the principle is the same as the adage about not putting too many eggs in one basket.

More positively, its global portfolio provides plenty of exposure to the technologies of tomorrow, to maximise rewards. For example, its three biggest holdings are Alphabet – the holding company for the search engine, Google; Microsoft – the software giant; and Amazon – the internet retailer.[5]

Similarly, Alliance Trust's multi-manager structure reduces the risk of putting too much faith in so-called 'star' Stock Pickers. Several former high-flying fund managers have plunged to earth in recent years.

Most unusually, Alliance Trust has an impressive record of raising dividends for more than 50 years. It also has sufficient reserves to

4. World Health Organization: https://www.euro.who.int/en/health-topics/communicable-diseases/influenza/pandemic-influenza/past-pandemics
5. As of June 30 2020.

maintain its current dividend for more than two years and four months, even if it doesn't make a penny from investment returns. No unit trust or exchange-traded fund (ETF) can say the same.

In highly uncertain times, dividends pay investors to be patient. Because of the way this form of income can compound – or roll up over time – it may also produce pleasant surprises.

For example, if Alliance Trust succeeds in raising its dividend by the same average rate of increase it delivered over the last five years, its dividend will double over the next decade.

There is no guarantee that dividends or share prices will rise in future. The coronavirus crisis is merely the latest in a series of events that shocked stock markets in recent years, including Britain's departure from the European Union.

But a tried-and-tested global portfolio of professionally managed assets, can help individual investors and families face an uncertain future with a strategy that has survived for more than a century.

Explore more investment expertise

WHAT DOES COVID-19 MEAN FOR RESPONSIBLE INVESTORS?

By Craig Baker, Global CIO of Willis Towers Watson

A crisis on the scale we are currently attempting to navigate, comes with many risks. Clearly, the risk to public health is paramount, but it also carries risks for the economy, for jobs, for relationships, as well as overshadowing other global concerns, such as the environment.

Prior to the Covid-19 pandemic, ESG (Environmental, Social, Governance) investment was experiencing a boom. Investors flocked to specialist ESG funds, those that prioritise investment on ethical, social and good governance lines, and demanded more from their fund managers.

However, when priorities change to securing economic recovery, to looking for income after dividends have been scrapped by many companies, do we risk ESG matters being neglected and forgotten?

Recent figures from management consultants, Boston Consulting Group, found nine out of ten professional investors would now prioritise a company's business capability over its commitment to ESG aims. There is certainly a risk that ESG considerations will take a back seat, at least in the short term. Some go further and argue that ESG will cease to matter to investors, as we grapple with years of expected uncertainty.

At Willis Towers Watson, Alliance Trust's investment manager, we maintain that ESG continues to be of upmost importance, and will have even greater significance both during this crisis and for long after the virus has abated.

While markets and investors may be distracted now and focused on the short term, we believe that, despite the survey's findings, ESG will be placed high on the agenda of responsible investors over the coming years.

UK and European legislation will demand it be so, and as the real effects of changes to our climate become more tangible, the public will too. Not simply because it will be the right thing to do for the planet, but because action to combat climate change will also have a significant impact on future investment returns. A marked increase in carbon pricing could significantly impact the profitability of some businesses, and call into question the resilience of an investment portfolio to climate-related risks.

While the focus on the impact of carbon emissions on our climate will persist, other environmental concerns could come to the fore.

The damage inflicted on global biodiversity will increasingly be considered by investors. The Australian wildfires, deforestation and the debilitating palm oil industry, all show us how issues of biodiversity can grab public attention.

As the wide-scale public lockdown has shown, individuals can change habits very quickly, if there is good reason to do so. This throws up the possibility that post-lockdown we will continue to see fewer people travelling, and fewer people on an emission-heavy commute, which could in turn accelerate the push to combat climate change.

We also believe there is the chance that future governments could decide to direct stimulus and support to companies doing the right thing by ESG, which would in turn highlight them as solid opportunities for investors to back.

The S part of ESG is often the hardest area to grapple with, as it encompasses a range of softer measures such as the impact on communities, and management of employee wellbeing. However, if the crisis has done one thing, it has thrown into sharp contrast those businesses seen to be doing the right thing by their workforce and the global efforts to limit the spread of the virus, and those that appear to be putting profit ahead of people. This will surely have a lasting impact on people's approach to judging a company. No more will it be a case of studying simply the balance sheet, but also the employees, its charitable efforts, and its commitment to doing good in wider society.

We believe companies are likely to double down on their purpose in the wake of the pandemic, rather than simply seeking to restore short-term profitability, irrespective of the long-term cost. Especially during crises, companies benefit by articulating their purpose to their employees, investors and customers. The most effective companies also make tough decisions and communicate them properly, clearly and in a manner that is consistent with their purpose and values.

As investors, our responsibility to the wider world is to support businesses that contribute to the E, S or G, and to support businesses trying to improve. The world is set to become one where more people – not just investors – demand greater action from companies and their stakeholders. Rather than quelling this growth, the virus could well leave us more aware and considerate of the wider implications of the actions we take and decisions we make.

Read more investment **insights** ⟶

EQUITY MANAGER SPOTLIGHT

GLOBAL QUALITY GROWTH (GQG)

AN INTRODUCTION FROM OUR INVESTMENT MANAGER, WILLIS TOWERS WATSON

GQG stands for Global Quality Growth which encapsulates the characteristics sought by Rajiv Jain, the lead portfolio manager and key founder of the business. Rajiv Jain founded GQG Partners in 2016 with Tim Carver (CEO). It is built on the successful investment principles he employed at Vontobel Asset Management where he worked from 1994, becoming CEO and CIO of this business prior to establishing GQG. For Alliance Trust, Rajiv manages a portfolio comprised of a concentrated global equity section and a slightly more diversified emerging markets section. Whilst at Vontobel, Rajiv built successful strategies with excellent performance in both of these areas and we were excited to be able to deploy his skills across both developed and emerging markets.

The philosophy is focused on the long-term and seeks to identify high quality businesses that can generate long-term sustainable earnings growth. Portfolios are relatively concentrated, benchmark insensitive and will exhibit a strong quality and growth style bias and large cap orientation. We believe the valuation awareness and ability to rotate the portfolio is a relative strength.

RAJIV'S MARKET VIEW

Rajiv Jain
Founder
Global Quality Growth

The first half of 2020 has been challenging thus far, not only as investors, but also as global citizens. We hope this finds you in good health and spirit. As investors, 2020 brought us back to the question - as market crises often do - how do we maintain clarity in chaos? For us at GQG Partners, that means leaning into our core investment beliefs. One of our core beliefs is that instead of attempting to predict the future, it is better to adapt to markets, which experience perpetual change. While we did not predict a global pandemic in the first quarter, nor large-scale social unrest in the second, we believe our forward-looking focus on high-quality companies has helped all our GQG strategies preserve client capital relative to their benchmarks so far in 2020.

Another long held tenet of ours is that in order to understand developed markets, it is necessary to have an equal understanding of emerging markets. Our local knowledge of, and research effort in China helped us react more quickly to early developments during the spread of the Coronavirus.

While challenging across multiple fronts, 2020 has furthered my trust in our investment process and investment team. The research insights being generated, coupled with my own portfolio management experience spanning more than two decades, allows us to build conviction-weighted portfolios containing our best ideas. We expect that this approach will help us in our efforts to achieve the dual objectives of achieving growth and offering some defence on the downside even in the face of an uncertain future.

Watch Rajiv's interview on his investment style and meet other managers →

STOCK SPOTLIGHT: ASTRAZENECA (AZN)

RAJIV'S VIEW

At GQG Partners, we invest in companies we believe will display sustainable earnings over the next five years. AstraZeneca (AZN) is a great example of that type of company. AZN is a UK-based global healthcare company that discovers, develops, and manufactures drugs for human diseases. The firm produces drugs that span many therapeutic areas, including many best-in-class cancer drugs. Of particular importance is Tagrisso, a once-daily pill for non-small cell lung cancer (NSCLC) patients containing mutations in the EGFR gene. About 80%-85% of lung cancer cases are of the NSCLC variety, and in the Western world 15% of NSCLC patients have the abnormal EGFR mutation. In Asia, this mutation rate is 40%-50% of all NSCLC. Currently, and into the foreseeable future, we believe this is the best-in-class drug on the market to treat this patient population and should provide highly visible earnings for AZN over the next 3-5 years. In Asia, the use of Tagrisso is just starting to gain acceptance providing AZN substantial room for future growth.

From a portfolio perspective, AZN provides attractive defensive growth at a reasonable valuation. We believe that high barriers to entry and the sustained commitment to R&D is leading to innovation in the healthcare sector that is underappreciated by the market.

AZN FAST FACTS

1992 Founded in 1992 as Zeneca Group PLC and changed its name to AstraZeneca PLC in 1999	Revenue of $24bn in 2019	Speciliast pharmaceutical company	UK headquarters in Cambridge
167 projects in the pipeline	CEO is Pascal Soriot	More than 61,000 employees	FTSE 100 constituent

Reference to specific securities should not be construed as a recommendation to buy or sell these securities and is included for the purposes of illustration only.

EQUITY MANAGER SPOTLIGHT

JUPITER ASSET MANAGEMENT

AN INTRODUCTION FROM OUR INVESTMENT MANAGER, WILLIS TOWERS WATSON

Ben Whitmore and his colleague Dermot Murphy manage a concentrated global equities mandate for Alliance Trust, containing no more than 20 of their best investment ideas. Ben, who has 25 years' experience in asset management, joined Jupiter in 2006 from Schroders. He is supported by Dermot Murphy, who has worked at Jupiter since 2014.

Ben is well known as a long-standing practitioner of contrarian value investing, investing in companies he considers to be out of favour and undervalued. Since 2011, Ben has been investing in global companies and considers, that by investing globally, there is a far greater opportunity set for him to select lowly valued businesses with high returns and strong balance sheets. He also feels that value as a style has had an unusually poor ten-year return, and believes the next ten years should be much better than the last ten years.

BEN'S MARKET VIEW

Ben Whitmore
Co-Portfolio Manager
Jupiter Asset Management

We are value investors and look for lowly valued companies. A century of financial history shows that on average the starting valuation at which you purchase a security or index has the greatest impact on future returns. Low valuations lead to higher future returns and conversely high valuations lead to lower future returns. These lowly valued stocks do not grow as fast as highly valued stocks, but because the starting valuation and expectations of future profitability are so low this translates into a superior investment return.

However, the last five years for value investing have been particularly difficult. Value investing has lagged growth investing (stocks with strong near-term growth) by the widest margin since the five years spanning the Great Depression in the early 1930s. This is a difficult time for value investors and their customers as people are rightly calling into question whether this value effect still exists. Value investing has coped with many changes over the last 100 years and we believe that despite the significant change taking place in the world economy the discipline of buying low to deliver attractive investment returns is unlikely to have been completely eradicated.

Watch Ben's interview on his investment style and meet other managers →

"The future, on average, is not as bleak as the stock market envisages."

STOCK SPOTLIGHT: BOOKING HOLDINGS

BEN'S VIEW

As we explained in our investment philosophy, we are looking for lowly valued companies that have strong business franchises, a sound balance sheet and turn profit in to cash. The curtailment of travel during lockdown has meant that shares in Booking holdings, an online travel agent (trading as booking.com), fell very sharply. The company is the world's largest online travel agent and competes with Expedia, Airbnb and with traditional travel agents, and hotel and car rental companies' direct offerings. The company entered the downturn with almost no net debt and significant investments. This means that it should not only be able to weather the storm but that more importantly it will continue to invest in improving its offering to consumers enabling it to emerge in a stronger relative position. The business is likely to break even at best this year, but we believe that this is an attractive time to purchase this world leading franchise. The timing of any recovery in leisure travel is hugely uncertain and impossible to forecast. However, with a low valuation and strong balance sheet this more than compensates the investor for the uncertainty.

BOOKING HOLDINGS FAST FACTS

Founded in 1996	Founded by Jay S. Walker	**26,400** employees	Operates websites in 40 languages across 200 countries
845m nights of accommodations booked in 2019	Flagship website is Booking.com	Based in Norwalk, Connecticut	President and CEO is Glenn D. Fogel

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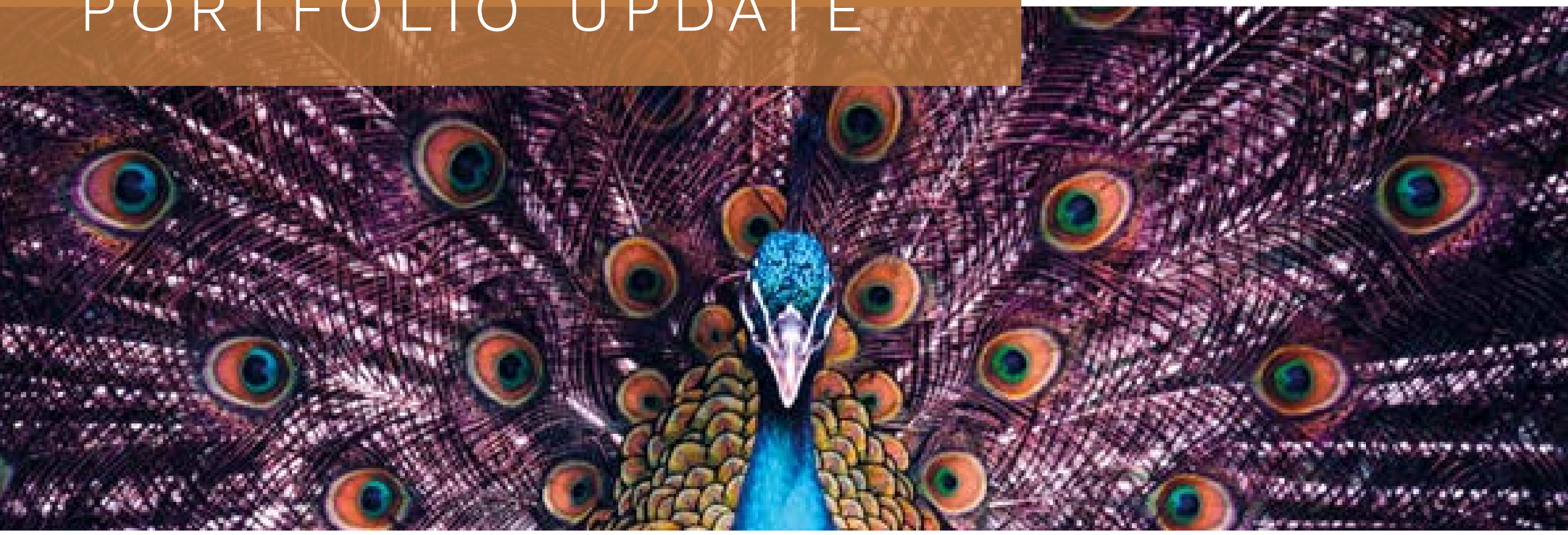
PORTFOLIO UPDATE



Willis Towers Watson

A look at what has occurred in the Trust's portfolio over the last quarter

Over the second quarter of 2020, the Trust's total shareholder return and NAV total return were 22.5% and 21.9% respectively, outperforming the benchmark MSCI All Country World Index (ACWI) which returned 19.6% over the period.

In contrast to the steep decline in the first quarter of 2020, the second quarter saw the largest combined stimulus packages in peacetime, with the market dutifully responding by delivering one of the largest market rallies in history. This recovery puts the MSCI ACWI index 0.5% above its starting point at the beginning of the year (in Sterling terms).

Furthermore, while the first quarter saw acceleration of already established trends with large cap and quality/growth/technology driven stocks generally outperforming and mid-small cap and value meaningfully underperforming, the second quarter was more nuanced. While we saw continued outperformance of growth as a style (+25.6%, MSCI ACWI Index), value returned 13.1%. In addition, small cap experienced high returns of +25.3%, whilst mid and large caps delivered returns of +23.2% and +19.0% respectively.

We remain true to our approach of high conviction stock selection and diversifying styles, sectors and geographies. As such, we have not tried to time the market recovery, nor are we betting on a change in market dynamics or a reversal of styles – these always prove difficult to get right in a consistent manner. As is typical, and expected, we had a mix of managers outperforming and underperforming during the quarter. Notably, given the market context discussed above, it was not so clearly split by manager styles (ie not the case that all growth managers outperformed and all value managers underperformed). As these factor effects were less extreme, stock selection was able to play a more significant role. These are the conditions in which our managers stock selection skill can come to the fore.

There is a lot of discussion in the market about whether growth will continue to outperform or whether value will finally come back. Our approach remains the same, that we do not need to bet on either but can perform well if we see a broader set of companies delivering performance going forward. It feels like we caught a glimpse of a broader market in the second quarter with mid and small sized companies recovering (perhaps due to the central bank actions and market concerns about liquidity easing), giving the opportunity for our high-conviction stock selection to prove its worth. Some of the underlying managers delivered some exceptional results over the quarter and we are pleased to report that the Trust's NAV outperformed the market by 2.3%. The Trust's NAV is still lagging the benchmark year to date but we are confident that our diversified but high conviction approach will continue to make up lost ground in the months ahead, although we remain wary about the economic outlook and anticipate further market volatility.

Against that backdrop, we made some small adjustments to manager weightings, slightly increasing the capital allocations to GQG, SGA and Veritas to provide more resilient, large cap exposure and trimming the allocations to BlackCreek, FPA, Jupiter and to GQG's emerging markets, to manage regional exposure. Gearing was also reduced given the strength of the market rally in Q2 and the risk of a market reversal. There is a total of £75.1m in cash available to be deployed if new investment opportunities arise.

The biggest relative contributor to the Trust's performance over the quarter was Graphics Processing Unit designer nVIDIA, delivering a return of 44%. The company's May earning report showed revenues up 39% on the previous year, with nVIDIA citing significantly higher demand for computing, AI and online gaming amidst the Coronavirus

Past performance is not a reliable indicator of future returns. Please refer to the next page for important past performance information. Reference to specific securities should not be construed as a recommendation to buy or sell these securities and is included for the purposes of illustration only.

pandemic. Qorvo Inc. the American semiconductor company that produces radio-frequency systems for applications that drive wireless and broadband communications, as well as foundry services, was another material contributor to the Trust's performance, as the 5G growth trend remains intact despite lowered company estimates to account for the Coronavirus impact. Autodesk shares also rallied on the back of a convincing analyst day presentation, which highlighted the strong, and growing opportunity ahead for the company, driven by its cloud products and rising adoption of their applications, particularly in the manufacturing sector. The company also emphasized new and more sophisticated measures they are implementing to minimize piracy users.

The biggest detractors to performance relative to the index were not holding Apple or Tesla stocks in the Trust's portfolio, with

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those stocks rallying 44% and 107% respectively. Our holding in BAE Systems plc, the aerospace company, also detracted value, given the impact the pandemic has had on its civilian aerospace division and some disruptions to the defence business.

Over the quarter, a position was initiated in Bureau Veritas, a world leader in testing, inspection and certification. It has been expanding its reach in different industries and capitalising on the move to digitisation, whilst experiencing an exponential rise in demand from international governments to implement nationwide medical tests for COVID-19. A new position in Linde, a global leading American-German industrial gas company, was established, as the company's extensive international production network and diversified customer base provides a strong competitive advantage within the industry. Approximately 90% of Linde's business has the potential for a recurring revenue stream given the long-term contractual and essential nature of their products, and hence double-digit earnings growth over a 3-5-year investment horizon is expected.

In contrast, the Trust's position in global brewer Heineken was liquidated given the impact of the closure of restaurants and bars in key geographies as lockdown measures took effect. Similarly, airlines such as Ryanair suffered substantially as travel bans were imposed, and as such the holding in Ryanair was exited at the beginning of the quarter. Our position in Nike was also liquidated over the quarter on the back of strong price appreciation.

We remain in a period of great uncertainty and it's unclear whether equities will rise of fall from here. However, no one truly knows the answer to that question. Our task is to build a robust portfolio that can deliver excellent long-term returns, irrespective of the short-term market backdrop.

It is certainly true that, after the strong recovery in Q2, equity markets today look 'somewhat' elevated given the weak fundamentals of the economy. In the UK, we are starting to see more lay-offs and redundancies rather than all furloughed staff being able to return straight to work. As such, there is a risk that economic weakness leads to equities re-testing their lows of earlier in the year. That said, the central bank stimulus has been truly enormous. With that amount of money buying assets, it is no surprise that asset prices are rising and bond yields are falling. In this context, it is not that remarkable to see equity valuations where they are and they could still rise further.

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Our approach remains consistent. We seek to add value through diverse and high-conviction stock selection where we believe we have competitive advantage and to shun risk where we don't believe there is sufficient reward (in timing markets or styles, for example). Particularly because we are in a time of great uncertainty, we think the long-term opportunities available for skilled Stock Pickers is high right now. It feels like the right time to be utilising skilled active management and we believe we are capitalising on that in the portfolio today. In the short-term, the portfolio is buffeted by 'factor risks' where the market may suddenly decide that a move one way or the other is correct. We try to keep this buffeting as small as possible but that hasn't been easy when the market gyrations have been as extreme as they have been. Nevertheless, we believe our portfolio construction and risk management has protected investors from large swings in outperformance/underperformance and will continue to do so. We are more convinced than ever that in the long-run, owning the right businesses, that can out-compete their rivals will deliver superior returns to our investors.

Learn more about the latest portfolio price and performance here →

BIGGEST POSITIONS SOLD AND ACQUIRED OVER THE QUARTER

10 largest purchases - second quarter 2020	% of Equity Portfolio	Value of position (£m)
Linde	1.1	26.9
Novo-Nordisk	1.0	24.8
Raytheon Technologie	0.8	19.8
Equinix	0.7	16.8
Proctor & Gamble	0.7	16.6
Paypal	0.7	16.5
Bureau Veritas	0.6	14.9
XPO Logistics	0.5	13.3
Newmount	0.5	12.8
Electrocomponents plc	0.5	12.6

10 largest sales - second quarter 2020	% of Equity Portfolio	Value of position (£m)
Heineken	0.6	17.7
Nike	0.6	17.5
Raytheon	0.5	13.8
Air Liquide	0.5	13.4
Alphabet	0.5	13.3
Microchip Technology	0.4	12.6
Oracle	0.4	12.3
ServiceNow	0.4	12.0
Coca-Cola	0.4	11.8
HDFC Bank	0.3	10.1

UPDATE ON BUYBACKS

At the AGM in April, shareholders approved the proposal by the Company to purchase and cancel up to 14.99% of the issued share capital. At the end of May the discount started to increase, and the Company commenced share buybacks. In the period, the Company purchased 2.3 million shares at a cost of £17.5 million. The shares were purchased across a discount range of 4.4% to 6.9%, with an average discount of 5.9%. The discount narrowed slightly from 6.9% as at 31 March 2020 to 6.5% as at 30 June 2020. In that period, the discount ranged between 3.1% and 8.2%, with an average of 5.5%. The Trust continues to watch the discount closely, and will carry out further buybacks if the discount shows signs of widening significantly over sustained period.

DISCRETE PERFORMANCE (%)

From To	30-Jun-19 30-Jun-20	30-Jun-18 30-Jun-19	30-Jun-17 30-Jun-18	30-Jun-16 30-Jun-17	30-Jun-15 30-Jun-16
Total shareholder return	0.3	8.4	8.8	36.4	10.9
NAV total return	1.9	7.3	8.7	27.9	10.8
MSCI ACWI total return	5.2	9.7	8.9	22.2	13.3

IMPORTANT INFORMATION AND RISK WARNINGS

This section contains important regulatory disclosures and risk warnings that are relevant to the material in this document. You should read this section carefully, as it is intended to inform and protect you.

Towers Watson Investment Management Limited ('TWIM') has approved this communication for issue to Retail Clients. Past performance is not a reliable indicator of future returns.

The value of all investments and the income from them can go down as well as up; this may be due, in part, to exchange rate fluctuations. Investment trusts may borrow to finance further investment (gearing). The use of gearing is likely to lead to volatility in the Net Asset Value (NAV), meaning that a relatively small movement, down or up, in the value of a trust's assets will result in a magnified movement, in the same direction, of that NAV. This means that potential investors could get back less than the amount originally invested.

Investors should be capable of evaluating the risks and merits of such an investment and should have sufficient resources to bear any loss that may result.

No investment decisions should be based in any manner on the information and opinions set forth above. You should verify all claims, do your own due diligence, and/or seek advice from your own professional adviser(s) before investing in any securities mentioned.

The Alliance Trust Board has appointed Towers Watson Investment Management Limited (TWIM) as its Alternative Investment Fund Manager (AIFM). TWIM is part of Willis Towers Watson. Issued by Towers Watson Investment Management Limited. Towers Watson Investment Management Limited, registered office Watson House, London Road, Reigate, Surrey RH2 9PQ is authorised and regulated by the Financial Conduct Authority, firm reference number 446740.

Notes: All data is provided as at 30 June 2020 unless otherwise stated. All figures may be subject to rounding errors. Sources: Investment performance data is provided by BNY Mellon Performance & Risk Analytics Europe Limited, Morningstar and MSCI Inc; key trades data is provided by BNYM Fund Services (Ireland) Limited. Equity portfolio return is the return achieved by the equity managers and so includes the effect of any of their cash holdings (gross of their fees). Returns are quoted net of withholding taxes (some of which are potentially recovered at a later date) and therefore potentially underestimate the managers' relative performance.

Past performance is not a reliable indicator of future returns.

USEFUL INFORMATION

SHARE INVESTMENT

Alliance Trust PLC invests primarily in equities and aims to generate capital growth and a progressively rising dividend from its portfolio of investments.

Alliance Trust currently conducts its affairs so that its shares can be recommended by Independent Financial Advisers (IFAs) to ordinary retail investors in accordance with the Financial Conduct Authority's rules in relation to non-mainstream investment products, and intends to continue to do so for the foreseeable future. The shares are excluded from the FCA's restrictions which apply to non-mainstream investment products, because they are shares in an investment trust.

The shares in Alliance Trust may also be suitable for institutional investors who seek a combination of capital and income return. Private investors should consider consulting an IFA who specialises in advising on the acquisition of shares and other securities before acquiring shares.

REGISTRARS

Our registrars are:
Computershare Investor Services PLC, Edinburgh House, 4 North St. Andrew Street, Edinburgh, EH2 1HJ

Telephone: 0370 889 3187

Change of address notifications and registration enquiries for shareholdings registered in your own name should be sent to the Company's registrars at the above address. You should also contact the registrars if you would like the dividends on shares registered in your own name to be sent to your bank or building society account. You may check your holdings and view other information about Alliance Trust shares registered in your own name at computershare.com

HOW TO INVEST

There are a growing number of savings and investment platforms where you can purchase shares in Alliance Trust direct. They are primarily for investors who understand their personal attitude to risk and those related to equity-based products.

Start your investment journey here →

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