### JENNISON ASSOCIATES

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# Growth Equities: Fact vs. Fiction... Is The Party Over?

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# **Executive Summary**

- Early identification of secular shifts and innovative companies.
- Growth is difficult to sustain and is increasingly scarce.
- Out-performance of growth equities in context.
- The impact of the pandemic
- Repeat of the TMT bubble?
- Opportunities and risks.
- Sell discipline is key.

# A History of Capitalizing on Secular Growth Opportunities

For more than 50 years, Jennison has invested in disruptive, high-growth companies, often in their nascent stages

For more than 50 years, Jennison has The world is constantly evolving with the This consistent bottom-up approach has constructed high-conviction growth portfolios fastest-growing areas changing over time uncovered emerging secular themes early based on deep, fundamental research 1970s 1980s 2010s 2000s 1990s THE NEXT THE ONE-STOP THE IMMUNOLOGY INTERNET GENERATION THE DIGITAL **SHOPPING ERA ECONOMY DECADE** & THE HUMAN GENOME **REVOLUTION** Significant consumer demand due Massive research and development Internet becomes publicly Completion of genome sequencing Disruptive technologies are to lower prices and more to combat diseases like lupus, accessible, creating significant drove medicine and biotech changing the world through convenience due to broader product rheumatoid arthritis, and HIV and demand for semiconductor chips innovations while rapid Internet innovation and rapid adoption, availability **AIDS** and high-speed networking systems adoption created a boom in evolving development, deep smartphones due to rising Internet learning and connectivity, and search and e-commerce demand integration into business models Investment focus Investment focus Investment focus Investment focus Investment focus ON-DEMAND CONSUMPTION. **BIG BOX RETAILERS BIG PHARMA, BIOTECH** PC. NETWORK. BIOTECH, SEARCH, E-ENTERPRISE TECHNOLOGIES. SEMICONDUCTOR CHIPS COMMERCE, MOBILITY **GLOBAL CONSUMER, DIGITAL PAYMENTS, ROBOTICS & AUTONOMY, HEALTH TECH &** 

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The views expressed herein are those of Jennison investment professionals at the time the comments were made. They may not be reflective of their current opinions, are subject to change without prior notice, and should not be considered investment advice. See Portfolio Notes in the Appendix.

**THERAPIES** 

# **Current Tectonic Shifts in the Investment Landscape**

Our fundamental research continues to identify disruptors that offer compelling growth opportunities



#### **ON-DEMAND CONSUMPTION**

Increased mobile Internet usage and shift to on-demand customized consumption models is leading to new delivery formats and business models



#### **ENTERPRISE TECHNOLOGIES**

Exponential growth in digital data is driving massive growth in cloud technologies and network optimization through more intelligent and connected software and infrastructure



#### **GLOBAL CONSUMER**

Large younger demographic populations with growing disposable incomes, particularly in emerging markets, is creating significant demand for premium products



#### **DIGITAL PAYMENTS**

The irreversible long-term shift from cash to electronic credit and debit transactions is resulting in expansive growth of integrated payment platforms



#### **ROBOTICS & AUTONOMY**

A new generation of advanced robotic devices that combines deep intelligence with virtual/augmented reality tools is finding broad applications



#### **HEALTH TECH & THERAPIES**

A new innovation cycle with an integrated ecosystem that combines consumer relevance, artificial intelligence, and digital supply chains for quicker, more accurate diagnoses and treatments

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# Faster Growth is Becoming More Difficult to Find

Capturing high earnings growth in portfolios is critical to investment success





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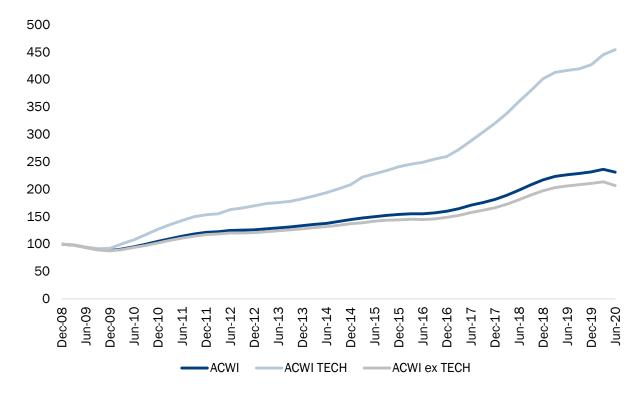
#### Data for periods ending 31 December 1997 to 31 December 2019.

Source: FactSet and MSCI. Charts were created by Jennison using FactSet data for the MSCI All Country World Index. The right chart above reflects the median avg. annualized (rolling 5-Year) returns from 1997-2019. Data as of 31 December 2019 is preliminary. These are based on the Historical 5-Year Earnings Growth Quintiles 1-5; Quintile 1 represents the highest growth quintile while Quintile 5 represents the lowest growth quintile. See Portfolio Notes for index definitions.

# Earnings Growth Is Being Driven by the Technology Sector

**Trailing quarter-over-quarter EPS growth:** 

MSCI All Country World Index (ACWI) vs. ACWI Technology Sector vs. ACWI ex-Technology Sector Indexed at 100 from 31 December 2008



 With accelerating adoption of cloud -computing; digital business-to-business applications; and online retail, health care, education/learning, and business services, technology-related company earnings are driving overall earnings growth.

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Data from 1 January 2009 to 30 June 2020.

Source: Jennison, FactSet, MSCI. See Portfolio Notes in the Appendix for index definitions and GICS classification.

# Impact on GEO Portfolio Weight

**GEO Portfolio: FAANG + BAT Weights** 



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#### As of 30 June 2020.

Information is supplemental to the Global Equity Opportunities (GEO) Composite presentation as provided. Source: FactSet and MSCI. FAANG stocks include Facebook, Amazon.com, Apple, Netflix, and Alphabet (Google). BAT stocks include Baidu, Alibaba, and Tencent. The specific securities identified and described do not represent all of the securities purchased, sold or recommended by Jennison during the time period shown and should not be assumed that investments in the securities identified and disclosed were or will be profitable. A complete list of holdings and how each contributed to the portfolio's return is available upon request. Jennison does not currently manage a GEO Portfolio excluding FAANG + BAT. See Portfolio Notes for holdings information.

# **Next Economy Disruptors**

<b>On-Demand</b>	Enterprise	Global	Digital	Healthcare
Consumption	Technology	Consumer	<b>Payments</b>	Innovation
Amazon.com Tencent Alibaba Shopify MercadoLibre Netflix MasterCard Adyen Facebook	Amazon.com Tencent Alibaba Microsoft NVIDIA Dynatrace Twilio CrowdStrike Coupa Software RingCentral Atlassian	Amazon.com Tencent Alibaba Apple Netflix Tesla MercadoLibre Meituan Dianping	MasterCard Tencent Alibaba Adyen MercadoLibre	DexCom Wuxi Biologics Cayman Teladoc Edwards Lifesciences

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#### As of 30 June 2020.

The companies listed are currently held in the Global Equity Opportunities representative portfolio and are a small representative sample of companies Jennison believes fall in the identified categories. Information is supplemental to the Global Equity Opportunities Composite presentation as provided in the Appendix. See Full Holdings slide for more information. The views expressed herein are those of Jennison investment professionals at the time the comments were made. They may not be reflective of their current opinions, are subject to change without prior notice, and should not be considered investment advice. See Portfolio Notes in the Appendix for holdings information.

# **Old Economy Companies Disrupted or Displaced**

**Digital** 

Companies slow to adapt and innovate lag or are displaced by disruptors

Cloud	Product		
Computing	Innovation	Δ	
Cisco Systems	General Motors	Y	
Hewlett Packard	Ford	l	
Diebold	General Electric	T	
Oracle	Blackberry	C	
IBM	Nokia	V	
	Motorola	L	

# Entertainment, Content, Advertising Yahoo! Universal Twenty-First Century Fox Comcast Viacom Liberty Media Houghton Mifflin Harcourt Publicis WPP

#### **E-commerce**

Sears
Kmart
Macy's
JC Penney
Federated Department Stores

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#### As of 30 June 2020.

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## What About Valuations?

- Innovation and growth has led to increasing stock prices
- Driven by fundamentals: a dramatic acceleration of earnings growth, and greater adoption during the pandemic
- Growth is increasingly scarce
- In part this is driven by a re-rating
- Ultra low rates increase the present value of rapidly growing future cash flows, driving up multiples
- Sustainability of earnings growth in innovative companies is not a macro call

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# Q&A

### **Notes**

Unless otherwise noted, all non-performance portfolio data provided is based on a representative Jennison Global Equity Opportunities portfolio. The representative portfolio was selected because it is in the composite and we believe the holdings, characteristics and risk profile are representative of this strategy.

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Holdings Information: The securities discussed do not represent an account's entire portfolio and in the aggregate may represent only a small percentage of an account's portfolio holdings. Please note that certain securities of foreign issuers may be held as ADRs. Additionally, different classes of securities from the same issuer may be combined for illustrative purposes. Please see Portfolio Holdings page for a complete list of the securities held in the Jennison Global Equity Opportunities portfolio.

The MSCI All Country World Index is a free float-adjusted market capitalization weighted index designed to measure the equity market performance of developed and emerging markets. It comprises approximately 24 developed and 21 emerging market country indexes. The net benchmark return is reported net of reclaimable and non-reclaimable withholding taxes. Withholding tax rates used for the benchmark differ from, and may be higher than, the withholding tax rates used when calculating the composite return. The financial indices referenced herein are provided for informational purposes only. When comparing the performance of a manager to its benchmark(s), please note that the manager's holdings and portfolio characteristics may differ from those of the benchmark(s). Additional factors impacting the performance displayed herein may include portfolio-rebalancing, the timing of cash flows, and differences in volatility, none of which impact the performance of the financial indices. Financial indices are unmanaged and assume reinvestment of dividends but do not reflect the impact of fees, applicable taxes or trading costs which may also reduce the returns shown. All indices referenced in this presentation are registered trade names or trademark/service marks of third parties. References to such trade names or trademark/service marks and data is proprietary and confidential and cannot be redistributed without Jennison's prior consent. Investors cannot directly invest in an index.

## **Notes**

#### Portfolio (continued)

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# **Holdings by Sector and Region**

Jennison Global Equity Opportunities

**DEVELOPED EUROPE &** 

	<b>GEO</b> (%)	BM+ (%)	MIDDLE EAST		<b>DEVELOPED NORTH AMER</b>	ICA_	DEVELOPED ASIA/PACIFIC	EMERGING MARKETS	
INFORMATION TECHNOLOGY	39.0	20.7	Adyen			5.1			
			ASML	1.5	' ' '	4.5			
						4.0			
						3.2			
						3.1			
						2.1			
						2.0			
						1.9			
						1.8			
						1.4			
						1.2			
						1.0			
					Coupa Software	0.6			
CONSUMER DISCRETIONARY	33.8	11.8	LVMH	3.5	Amazon.com	6.8		MercadoLibre	4.2
			Ferrari	2.7		4.4		Meituan Dianping	4.2
			Kering	1.6	Lululemon Athletica	3.1		Alibaba - ADR	1.9
			Hermes International	1.2					
COMMUNICATION SERVICES	9.8	9.4				4.3		Tencent	2.7
						1.9			
					Match	8.0			
HEALTH CARE	8.7	12.9	Roche			1.7		Wuxi Biologics Cayman	2.1
			Alcon	1.3		1.4			
					Edwards Lifesciences	8.0			
CONSUMER STAPLES	4.1	0.4	L'Oreal	17					
CONSUMER STAPLES	4.1	8.1	Remy Cointreau	1.7 1.3					
			Pernod Ricard	1.1					
			T CITIOU MICUIU						
MATERIALS	2.2	4.6	Givaudan	2.2					
INDUCTORALC	0.0	0.4	Function	2.0					
INDUSTRIALS	2.0	9.4	Experian	2.0					
EQUITY	99.5	100.0							
CASH	0.5		GEO TOTAL:	27.1		57.3	0.0		15.1
TOTAL	100.0	100.0	BM+ TOTAL:	17.6		59.9	10.3		12.2

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Information is supplemental to the Global Equity Opportunities (GEO) Composite presentation as provided in the Appendix and is based on a Jennison Global Equity Opportunities representative account. Source for MSCI All Country World Index data: MSCI. Regional breakdowns are defined by Jennison using MSCI Developed, Emerging and Frontier Market country and region classifications. \*While the MSCI All Country World Index does not include Frontier Market countries, Frontier Market exposure within Jennison Belobal Equity Opportunities included in the Emerging Markets breakdown. The weights for the Financials, Energy, Utilities, and Real Estate sectors held in the benchmark are not reflected above as the Jennison Global Equity Opportunities portfolio did not own securities in these sectors for the time period shown. See Portfolio Notes in the Appendix for additional holdings information, GICS classification, and region descriptions.

# **Global Equity Opportunities Composite**

April 30, 2011 to December 31, 2019

	Composite Gross of Fee	Composite Net of Fee	MSCI All Country World Index (Net)	Composite Gross of Fee 3-Yr Std Dev	MSCI All Country World Index (Net) 3-Yr Std Dev	Composite Assets	# of	Internal Dispersion	Total Firm Assets
Year Ended	Returns (%)	Returns (%)	Returns (%)	(%)	(%)	(\$ in Millions)	Accounts	(Equal-Weighted)	(\$ in Millions)
Inception to 12/31/11	-13.15	-13.59	-14.76	N/A	N/A	225.3	2	N/A	135,729.3
2012	23.41	22.49	16.13	N/A	N/A	865.3	4	N/A	156,514.8
2013	38.55	37.52	22.80	N/A	N/A	1,289.5	5	N/A	175,312.2
2014	0.37	-0.38	4.16	14.30	10.50	1,048.5	5	N/A	184,048.8
2015	13.82	12.97	-2.36	13.42	10.79	1,664.9	8	0.20	174,180.3
2016	-3.97	-4.69	7.86	14.47	11.06	1,483.9	10	0.10	159,780.6
2017	44.77	43.69	23.97	13.38	10.36	2,815.9	9	0.17	175,421.4
2018	-1.91	-2.64	-9.42	15.57	10.48	4,930.6	12	0.38	160,734.1
2019	31.77	30.78	26.60	15.51	11.23	7,879.6	14	0.11	173,202.0

- Jennison Associates LLC (Jennison or the Firm) claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Jennison has been independently verified for the period from January 1, 1993 through December 31, 2019. Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. The Global Equity Opportunities Composite (Composite) has been examined for the period from May 1, 2011 through December 31, 2019. The verification and performance examination reports are available upon request.
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- The Composite inception date was April 30, 2011 and the creation date under the GIPS standards was May 2011. The Global Equity Opportunities strategy seeks long-term growth of capital by investing in stocks of companies throughout the world that we believe have the potential to generate attractive long-term earnings growth and price appreciation. A list of Jennison's composite descriptions is available upon request. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.
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- The annual composite dispersion presented is an equal weighted standard deviation calculated for the accounts in the composite for the entire year. For annual periods with less than 6 accounts included for the entire year, dispersion is not presented. The three-year annualized ex-post standard deviation is not required to be presented prior to 2011 or when 36 monthly composite returns are not available.
- The Benchmark for the Strategy is the MSCI All Country World Index (Net). Prior to April 1, 2018, the MSCI All Country World Index (Gross) was presented as secondary benchmark. The benchmark was removed as it was determined that the primary benchmark is considered most representative of the strategy.