# Allianz Technology Trust PLC<sup>1</sup>

**Annual General Meeting** 

True innovation on a scale not seen for over a decade

8 April 2015









Walter Price, Fund Manager

<sup>1</sup>Previously known as RCM Technology Trust PLC

Understand, Act.



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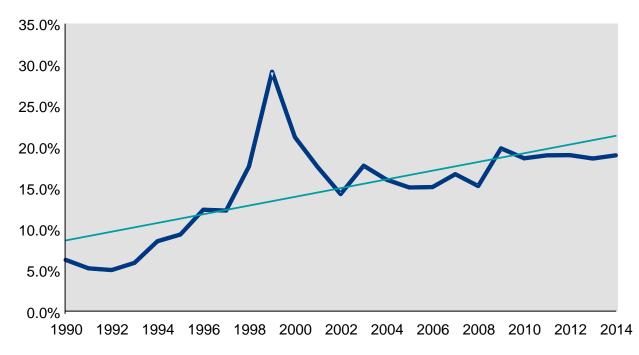
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# Why invest in a Technology Fund Technology's share of the market has tripled since 1990

#### **S&P 500 – Technology Sector Weight Over Time**



- Technology is broadening it's reach into more and more industries
- Tech's command of value creation has increased steadily over time
- Following the pause over the past few years, we think key tech trends will soon drive the sector's share of the market higher
- Enterprise is going through a huge shift



# 2

### Allianz Technology Trust We want to own winners. What we focus on.

- Identify major growth trends within technology, especially 'disruptive' innovations, ahead of the crowd and invest in the profitable market leaders in these growth segments
- Look at subsector in technology and look for the best company within the world
- High conviction concentrated portfolio in which we are willing to take zero bets
- Sweet spot in the mid caps space and underweight large caps
- We are benchmark aware not benchmark driven
- Grassroots<sup>SM</sup> research\* beneficial with consumer related products e.g. Netflix and Tesla
- Apply risk control through diversification across trends, products cycles, subsectors and through achieving global exposure



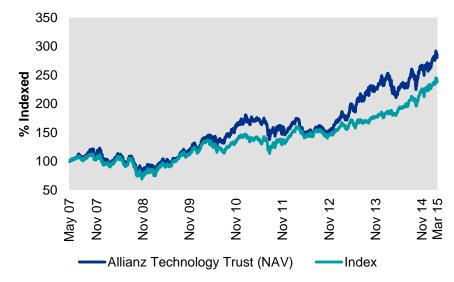


# Relative and absolute performance of Allianz Technology Trust

To 30 November 2014	1 Year	3 Years	5 Years	Since 30/04/07 <sup>1</sup>
Allianz Technology Trust PLC (NAV)	18.0	70.2	123.4	167.1
Dow Jones World Technology Index	27.3	67.5	102.2	126.3

30 November 2014 to 31 March 2015	
Allianz Technology Trust PLC (NAV)	5.5
Dow Jones World Technology Index	5.6

#### **ATT NAV Performance Since AllianzGI's Appointment**







#### **Key Technology Trends**

#### Cloud Computing – Software as a service

- A golden era of opportunity
- A multi-year journey and still in the early innings of adoption
- Every part of technology stack will get impacted -- hardware, software, networking, services, etc.
- Vendor takes responsibility for your upgrade. Value is longevity of clients' subscription

#### Mobile Internet & applications

- Rapid transition from desktop to mobile due to the proliferation of smartphones & tablets
- Value is shifting from mobile devices to new Internet services and local commerce
- Lifestyle Apps becoming convenient, easy to use, provide feel good factor

#### **Internet of Things**

- A new layer of devices, sensors, and computing power that overlays the entire consumer, business-to-business, and government industries over the Internet
- Paradigm shift will require a lot of investment and open up a wave of new services
- Early examples of products include the Apple Watch, Nest Thermostat, and the Harman connected car infotainment system

#### **Security Spending**

- Recent high profile data breaches
- Becoming increasingly impactful as more personal data stored online
- Total security market expected to grow at a rate of 2x overall technology spending



The technology industry is going through a period of great innovation and rapid change





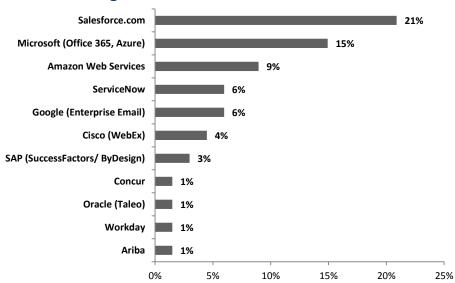
# Key Technology Trends I. Cloud computing: Outlook

#### A multi-year journey and still in the early innings of adoption

#### Transformational shift from Client-Server to Cloud



#### CIOs have moved on-premise applications / infrastructure to the following Cloud vendors



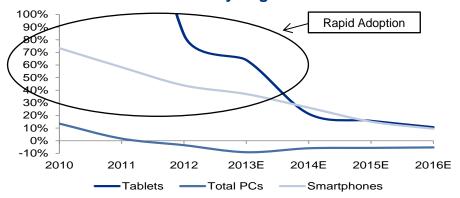




### Key Technology Trends II. Mobile device outlook

Rapid adoption of smartphones and tablets in recent years, but growth starting to moderate

#### **YoY Mobile Device Growth by Segment**



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(in millions of units)	2011	2012	2013E	2014E	2015E	2016E
Feature & Basic Phones	1,303	1,066	877	676	538	428
Y/Y Change	0%	-18%	-18%	-23%	-20%	-21%
Smartphones	473	680	954	1,240	1,445	1,590
Y/Y Change	58%	44%	40% <	30%	17%	10%
Total Handsets	1,776	1,746	1,831	1,916	1,983	2,018
Y/Y Change	11%	-2%	5%	5%	4%	2%
Smartphone Penetration	27%	39%	52%	65%	73%	79%

# Convertible Smartphone Tablet Convertible Ultrabook™ Notebook Creation/Productivity Creation/Productivity

#### Global PC Shipments 2011-2016E

(in millions of units)	2011	2012	2013E	2014E	2015E	2016E
Desktops	155	149	135	127	119	113
Y/Y Change	-1%	-4%	-9%	-6%	-6%	-6%
Notebooks	209	202	177	159	148	140
Y/Y Change	4%	-3%	-13%	-10%	-7%	-5%
Total PCs	364	351	312	287	267	252
Y/Y Change	2%	-4%	-11%	-8%	-7%	-6%
Tablets	70	136	209	245	284	311
Y/Y Change	289%	94%	54% <b>&lt;</b>	17%	16%	10%

As of December 2013. Source: IDC, Gartner, Intel, Barclays Research Estimates.

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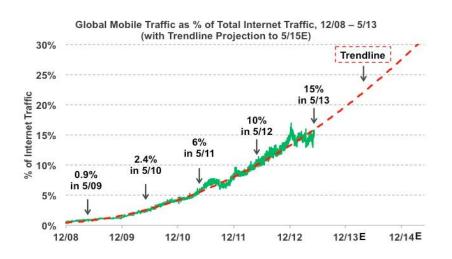


# Key Technology Trends II. Mobile internet still in the early innings

Mobile advertising monetisation has not kept pace with the growth in mobile usage

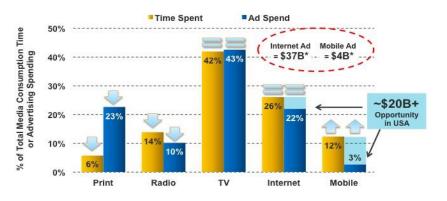
#### Mobile Traffic as % of Global Internet Traffic =

Growing 1.5x per Year & Likely to Maintain Trajectory or Accelerate



#### Material Upside for Mobile Ad Spend vs. Mobile Usage

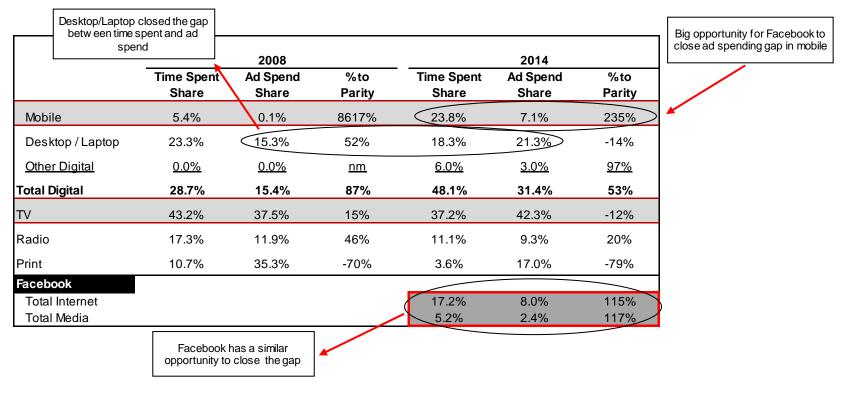
#### % of Time Spent in Media vs. % of Advertising Spending, USA 2012







# Key Technology Trends III. Facebook: Potential Beneficiary of Narrowing Time Spent vs. Ad Spend Share Gap



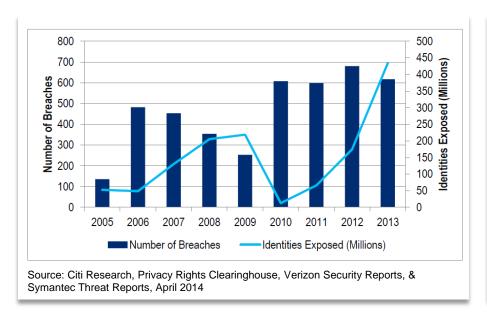
As of December 2014. Source: MAGNA GLOBAL, eMarketer, Macquarie Research.

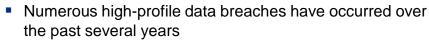
Not all investment decisions made by AllianzGI US resulted in profitable outcomes. Upon request, a list of all AllianzGI US recommendations is available for the immediately preceding one-year period or from the time of the earliest recommendation discussed, whichever is longer



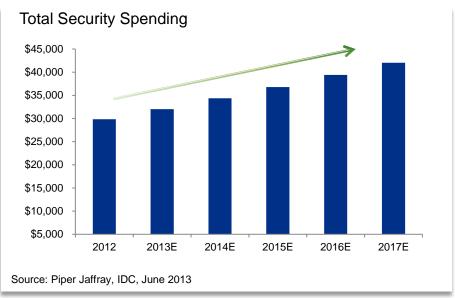


# Key Technology Trends IV. Security Spending





 These attacks are becoming increasingly impactful as more personal data is stored online



- Firms are compelled to increase their spending on security solutions
- The total security market is expected to grow at a rate nearly 2x overall tech spending



# 5

#### Allianz Technology Trust plc How we construct the portfolio

- Technology provides opportunities in all market environments
- Balanced risk-adjusted performance

- Different groups emphasised with different market environments
- 2. & 3. less affected by fall in tech markets

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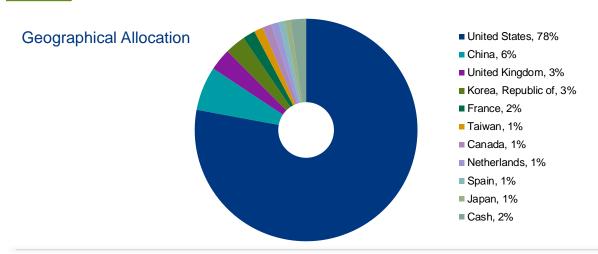
Types of Technology Companies	Characteristics of Group	Examples
1. High-growth, innovators  Over 25% earnings growth a year 25% - 30% of portfolio	<ul> <li>Secular growth</li> <li>Emerging/transformative areas within technology</li> <li>Current and projected sales growth &gt;50%</li> <li>Mid-capitalization</li> <li>Evaluation based on industry-specific metrics (customer value focus)</li> <li>Long-term price targets based on sustained growth over investment horizon indicate healthy upside</li> </ul>	<ul><li>Facebook</li><li>ServiceNow</li><li>Palo Alto Networks</li><li>Salesforce.com</li></ul>
2. Reasonable valuation relative to growth (GARP)  Moderate growth 10% - 25% 30% - 35% of portfolio	<ul> <li>Secular growth</li> <li>Established markets but still huge expansion potential</li> <li>Current and projected sales/earnings growth &gt;15%</li> <li>Mid-/large-capitalization</li> <li>Valued on price multiple-to-growth basis</li> <li>Price appreciation as earnings/cash flow growth more-than-compensates for multiple contraction</li> </ul>	<ul><li>Avago Technologies</li><li>Visa</li><li>Alibaba</li><li>Autodesk</li></ul>
3. Attractively valued with optionality  10% growth  30% - 35% of portfolio	<ul> <li>Total return</li> <li>Technology incumbents – market share established and potentially under threat</li> <li>Steady-growth, very attractive valuation</li> <li>Large-/mega-capitalization</li> <li>Total return potential through dividends/buybacks and off-consensus view that could result in multiple re-rate</li> </ul>	<ul><li>Western Digital</li><li>SanDisk</li><li>Microsoft</li><li>Apple</li></ul>

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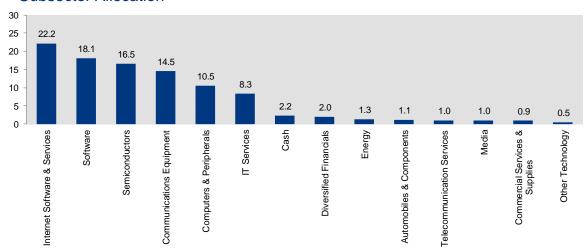


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# Allianz Technology Trust plc Portfolio – positioning at 28 February 2015



#### Subsector Allocation



#### Top 20 Holdings

	Portfolio	Benchmark	Difference
Total Equity Holdings	57		
Apple Inc	7.67	14.80	-7.13
Palo Alto Networks Inc	6.36	0.19	6.17
Amazon.com Inc	4.85		4.85
ServiceNow Inc	4.03	0.20	3.83
FireEye Inc	3.38		3.38
Facebook Inc	2.92	3.24	-0.32
Western Digital Corp	2.86	0.46	2.40
Freescale Semiconducto	2.59		2.59
Google Inc	2.37	3.15	-0.78
NetFlix Inc	2.25		2.25
Telecity Group PLC	2.06	0.05	2.01
Rackspace Hosting Inc	2.02	0.12	1.90
Visa Inc	1.97		1.97
Cisco Systems Inc	1.95	2.96	-1.01
Samsung Electronics Co	1.93	2.90	-0.97
Lam Research Corp	1.93	0.26	1.67
Microsoft Corp	1.91	7.10	-5.19
Intel Corp	1.83	3.16	-1.33
Alibaba Group Holding	1.76	0.62	1.14
Alcatel-Lucent/France	1.75		1.75
Total	58.39	39.21	





# Why get excited about Allianz Technology Trust? Tech sector is undergoing seismic shifts – identifying winners and avoiding losers

#### **Technology sector is attractive for many reasons:**

- Disruptive companies and technologies have the opportunity to create whole new sub-industries within technology
- Corporations and governments have seen and often times experienced benefits of next generation solutions (e.g. cloud, storage, networking) and are accelerating their transition from incumbent technologies
- Proliferation of mobile devices and the Internet have expanded the breadth and depth of use of technology in our daily lives
- Technology companies have loads of cash and are generating excellent free cash flow – tech managers returning more of this cash to investors

#### **ATT's Advantages:**

- Team & resources experienced portfolio management team with deep sector knowledge and resources (Grassroots, Global Sector Fundamental Research)
- Location Silicon Valley is the epicenter of technological innovation
- Experience lead portfolio managers have worked together for 29 years and managed almost every kind of technology portfolio with varying geographic emphasis, industry definitions, and market capitalization
- Time tested philosophy & process team aims to identify major trends ahead of the crowd; starting in the mid-1980s they have identified PCs, networking, wireless communications, storage systems, Internet, and cloud computing – ahead of the crowd



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### Thank you



www.allianztechnologytrust.com







# Allianz Technology Trust PLC

**Annual General Meeting** 

8 April 2015









Understand, Act.



#### Resolution 1:

To receive and adopt the Annual Financial Report

For	Discretion	Against	Withheld
14,370,861	10,476	4,944	40,810



#### **Resolution 2:**

To re-elect John Cornish as a Director of the Company

For	Discretion	Against	Withheld
14,349,286	10,476	58,346	8,983



#### **Resolution 3:**

To re-elect Robert Jeens as a Director of the Company

For	Discretion	Against	Withheld
14,381,675	10,476	25,739	9,201



#### **Resolution 4:**

To re-elect Dr Chris Martin as a Director of the Company

For	Discretion	Against	Withheld
14,344,720	10,476	54,551	17,344



#### **Resolution 5:**

To elect Elisabeth Scott as a Director of the Company

For	Discretion	Against	Withheld
14,362,650	10,476	25,739	28,226



#### **Resolution 6:**

To re-appoint Grant Thornton UK LLP as Auditors

For	Discretion	Against	Withheld
14,303,407	10,476	83,988	30,220



#### Resolution 7:

To authorise the Directors to determine the remuneration of the Auditor

For	Discretion	Against	Withheld
14,352,187	10,476	8,816	55,612



#### **Resolution 8:**

To receive and approve the Directors' Remuneration Report

For	Discretion	Against	Withheld
14,230,728	10,476	130,291	55,596



#### **Resolution 9:**

To renew the Directors' authority to allot Ordinary Shares

For	Discretion	Against	Withheld
14,367,530	10,476	26,836	22,249



#### Resolution 10:

To disapply pre-emption rights

For	Discretion	Against	Withheld
10,959,519	16,026	3,401,405	50,141



#### Resolution 11:

To disapply pre-emption rights (Treasury Shares)

For	Discretion	Against	Withheld
13,513,029	17,026	877,551	19,485



#### Resolution 12:

To authorise the Company to make market purchases of Ordinary Shares

For	Discretion	Against	Withheld
14,394,498	10,476	15,718	6,399



#### **Resolution 13:**

To adopt new Articles of Association

For	Discretion	Against	Withheld
13,299,058	16,026	1,059,698	52,309

#### Thank You.









**Understand. Act.**