

March Vini Catena

The First Global Equity Fund Specialised in the Value Chain of Wine

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About March Gestion and Banca March

About March Gestión de Fondos:

MGF is the “boutique” fund management company of Banca March. With more than EUR 4.5 bn of AuM and a team of 32 professionals, Its investment philosophy combines long-term value creation with wealth protection. Global Equity and Asset Allocation are the “core competences”. MGF is a member of the Group of Boutique Asset Managers – GBAM.

About Banca March:

Banca March is one of the largest Spanish financial groups with one of the highest solvency ratios in Europe (Core Capital of 28%). It has been ranked nº 1 in the European Banking Stress Test and has won the *Best Private Bank award in Spain* in 2011, 2012 and 2013 It is a family-owned institution with a heavy focused on Wealth Management, Corporate Banking and Fund Management.

March Vini Catena

An Overview

- The first **global equity** fund to invest in **a selection of listed companies linked to the production and sale of quality wine** with the aim of capitalising on the opportunities they offer
- **It is a very innovative fund linked to a non traditional asset class**
- In terms of risk-return ratio, **this sector is very attractive for diversifying portfolios**
- Vini Catena counts with an external **Advisory Board to enhance investment opportunities in this highly specialised sector**
- Awarded the prize as **One of the Best 100 Ideas of 2011 by Actualidad Económica and 3M**
- March Vini Catena chosen as the **Best Fund over 3 Years Mixed Asset EUR Aggressive – Global, Lipper 2013 Fund Awards**



March Vini Catena

Investment Objective

- The aim is to invest in the **best global stocks** that give us exposure to **the entire value chain of wine:**
 - Companies in which **there is an opportunity to make gains**
 - Companies that have an **attractive valuation**, are well positioned, or **have an edge** and whose fundamentals remain solid over long periods
- Companies are selected only once the team has gone through **a rigorous process of fundamental analysis**
- As **value stock pickers**, we are very aware of what we pay for
- We **do not follow a benchmark** or any set limits in terms of sector or geographical weights

Why Should You Invest in Wine ?

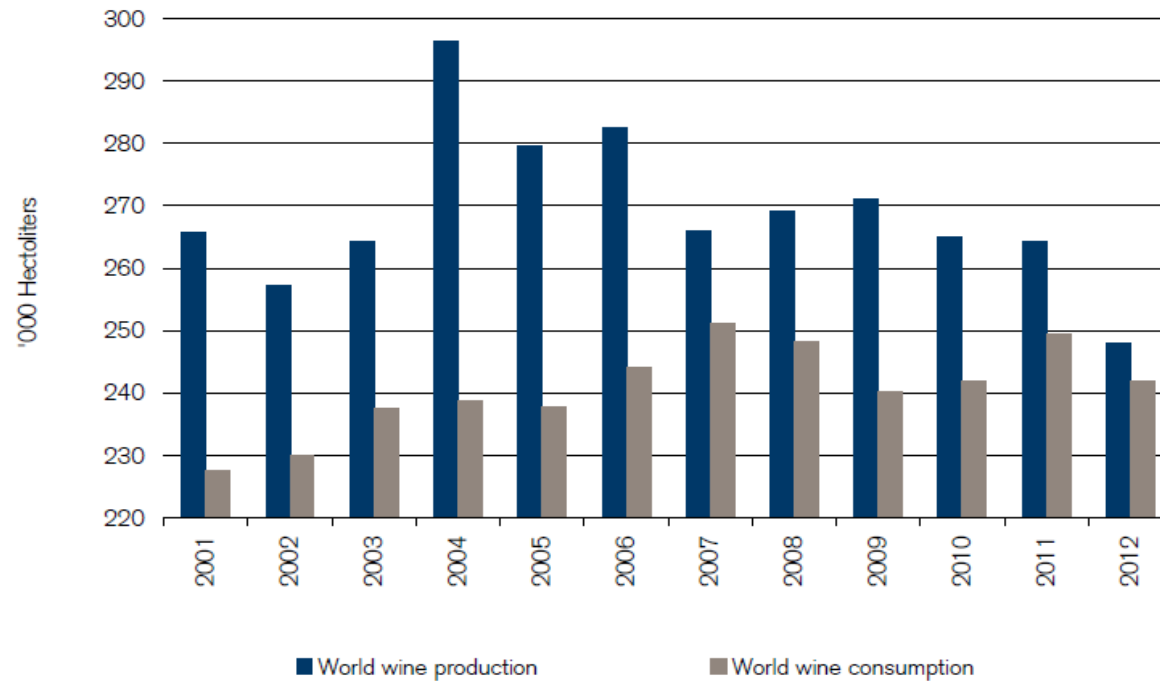
Key Reasons

- **A growing global trend** in favour of good-quality wine.
- The **companies** operating in the value chain **are enjoying strong growth in sales and are maintaining high margins.**
- **Imports have rocketed** thanks to emerging markets and new markets.
- The companies selected offer **very attractive valuations.**
- Historically, **the risk/return profile** of the beverages sector **has been much more attractive** than the MSCI World index.

Why Should You Invest in Wine ?

Global Growth

Global Wine Production and Consumption

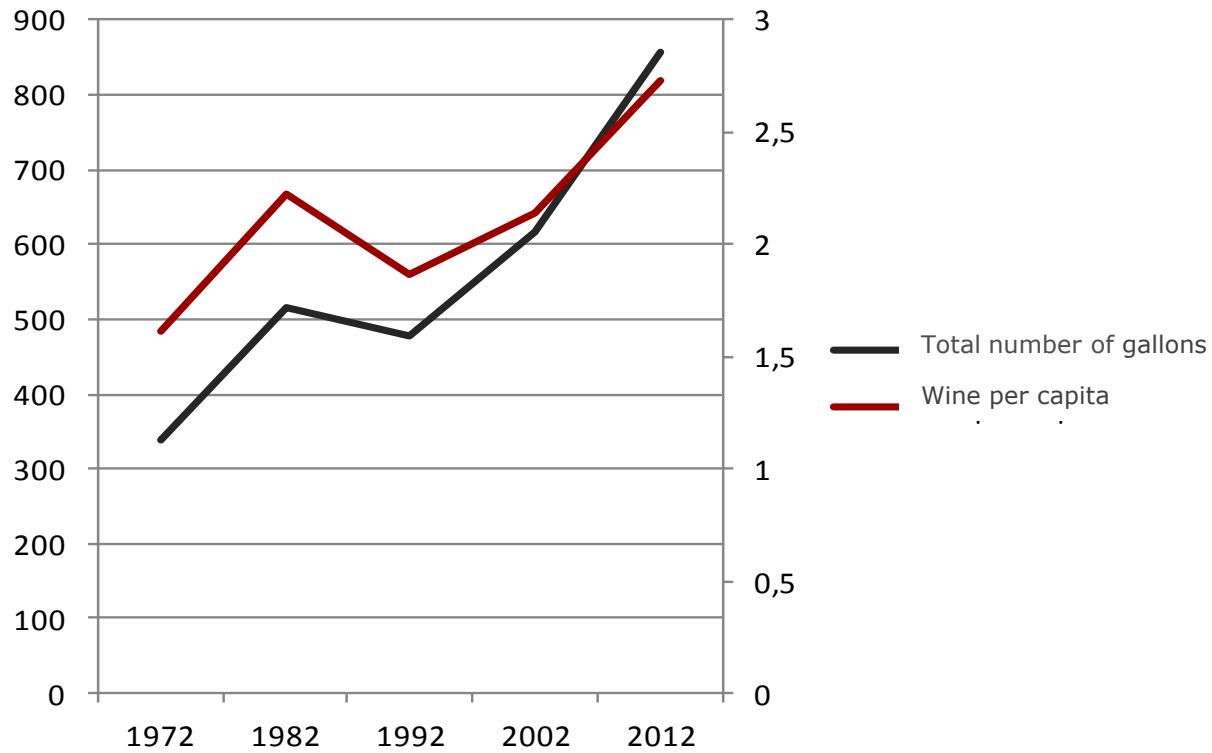


Source: International Organisation of Vine and Wine (OIV), Credit Suisse

Why Should You Invest in Wine ?

Global Growth

Wine Consumption in the United States

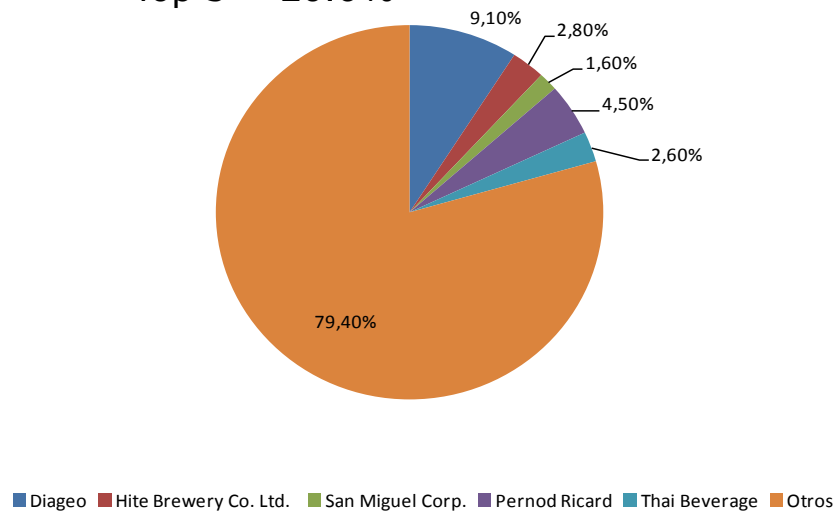


Source: Wine Institute (2013). Data in gallons, 1 gallon = 3,785 litres

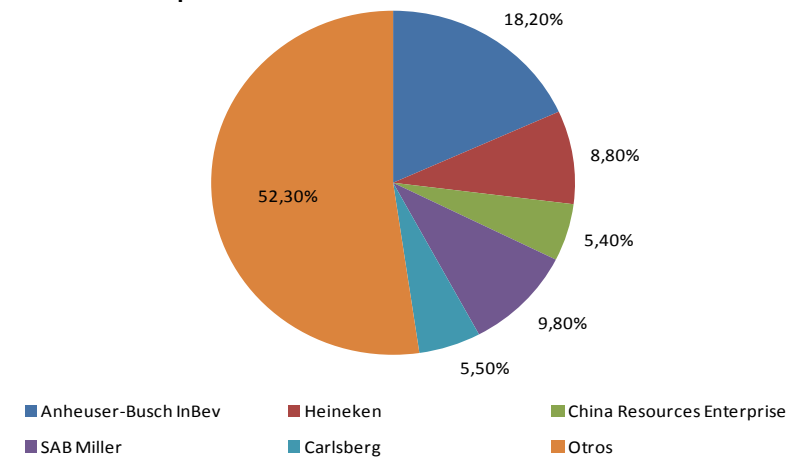
Premium Brands & Emerging Markets

- The global spirits market is very fragmented with few global players such as Diageo and Pernod Ricard
- The “premiumisation” and strong growth in demand from emerging economies, added to the solid balance sheets of the sector imply positive sales and revenue forecasts for the next few years

Spirits Market Share, 2011
Top 5 = 20.6%



Beer Market Share, 2011
Top 5 = 47.7%



Why Should You Invest in Wine ?

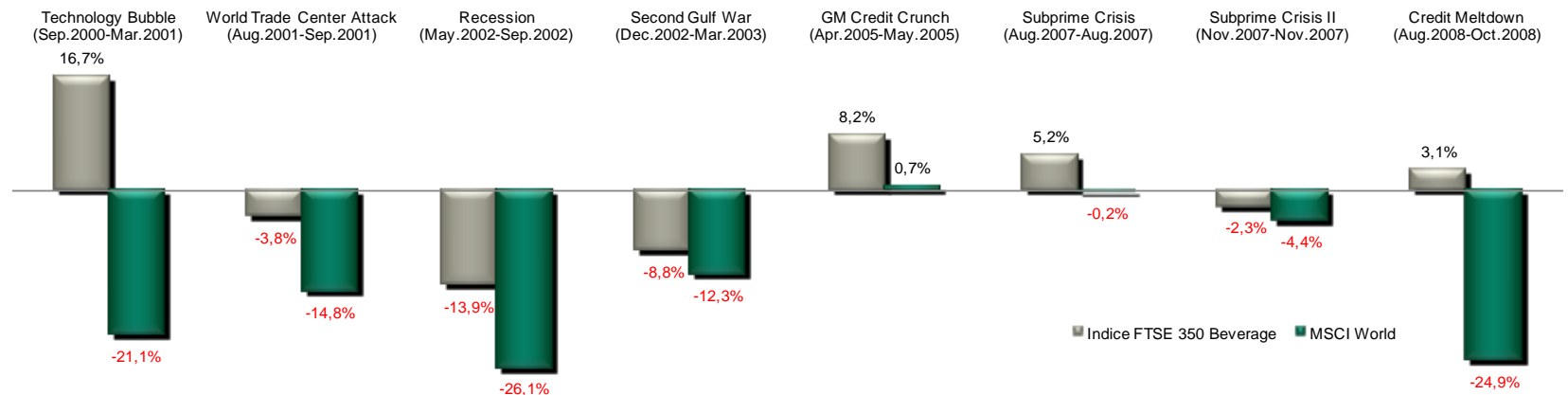
Diversify Your Exposure

PORTFOLIO EXTREME RISKS – IN THE TIME WINDOW

	Historical annualized return	Last 3 months return	Last 12 months return	Annualized last 3 years return	Annualized last 5 years return	Annualized volatility	Modified monthly VaR 99%	Annual Sharpe Ratio
FTSE 350 Beverage	7,5%	2,1%	15,7%	12,0%	10,5%	16,0%	-10,9%	0,34
Euribor 3 months	3,0%	0,2%	0,7%	2,3%	2,9%	0,4%	0,0%	2,71
MSCI World	0,2%	7,0%	14,0%	-4,1%	-1,8%	15,3%	-12,5%	-0,11

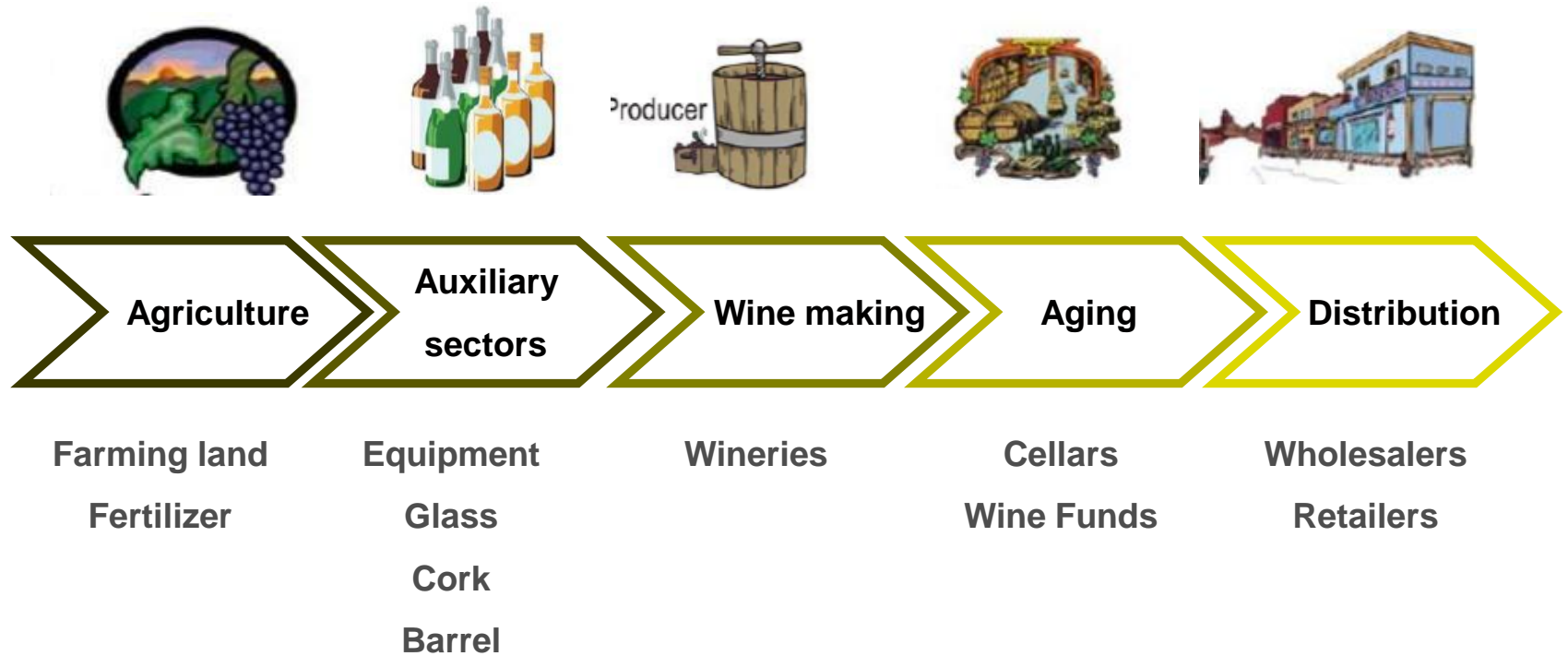
	Average return during bull market	Average return during bear market	Bear correlation to MSCI World	Bear Beta to MSCI World	Max drawdown	Max possible drawdown 99%	Max possible drawdown 99.9%	Max Time-under-the-water (months)
FTSE 350 Beverage	2,2%	-1,0%	0,34	0,46	-32,9%	-40,5%	-71,4%	36
Euribor 3 months	0,2%	0,3%	-0,31	-0,01	-52,2%	-0,1%	-0,1%	84
MSCI World	3,3%	-3,6%	1,00	1,00	-52,2%	-100,0%	-100,0%	84

PORTFOLIO DURING THE MAIIN FINANCIAL CRISIS



Fund 's Characteristics

Investment Opportunities Across All the Value Chain

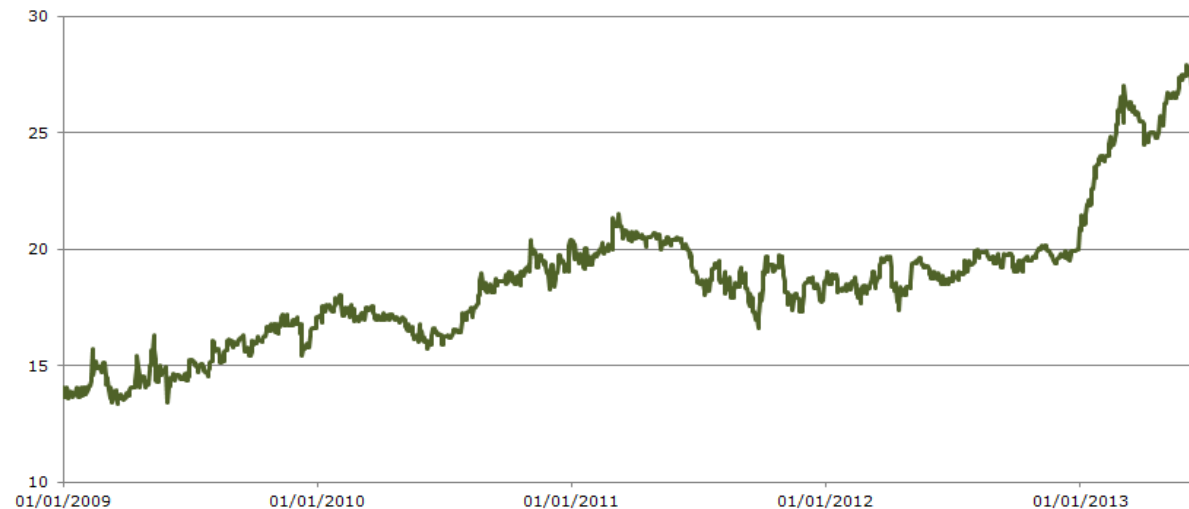




Auxiliary Sector

Vidrala (Spain)

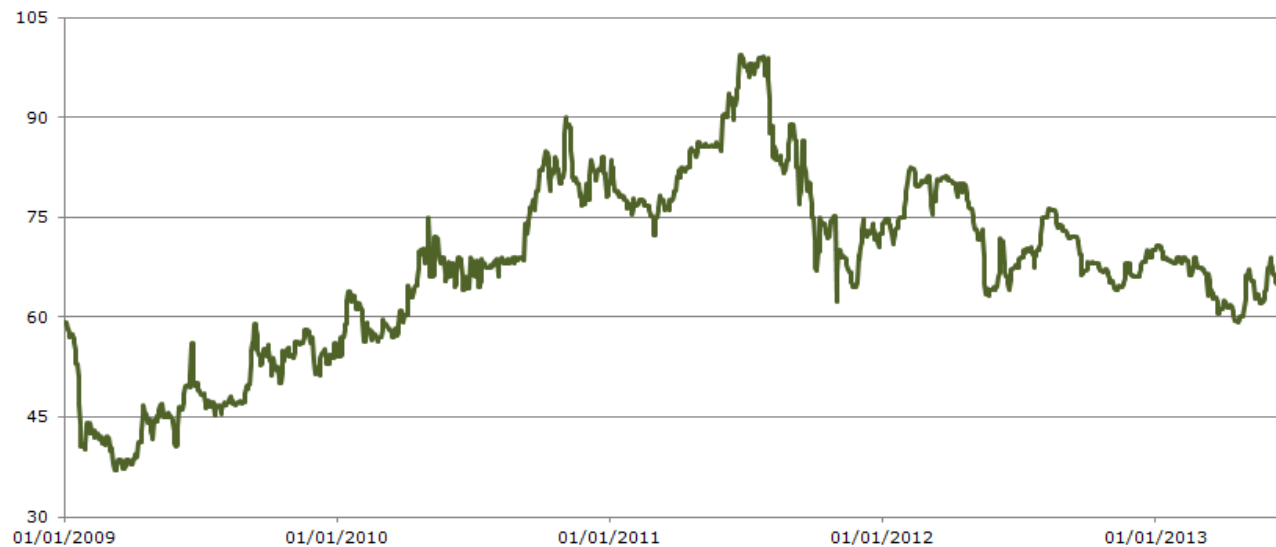
- Vidrala was created in 1965 and listed in the stock market in 1985. Its activity is centered in glass packaging, of which 60% is dedicated to the wine, champagne and spirits sectors
- Today, it's the fourth largest producer in Western Europe with 6 factories in Spain, Portugal, Belgium and Italy, close to its client base
- As well as being a company with important links to the wine sector, it has also demonstrated excellent management in the last few years and represents an interesting investment opportunity



Wineries

Laurent-Perrier (France)

- Laurent-Perrier was created in 1812 and bought in 1939 by the Nonancourt family (who controls 57% of the company). Laurent-Perrier is the fourth largest champagne producer after LVMH, Vranken Pommery and Lanson BCC. Its main production area is located in Tours-sur-Marne. It also distributes wines and alcoholic beverages
- The Group was strengthened by a series of acquisitions: Champagne de Castellane (1983), Salon (1988) and Château Malakoff (2004)

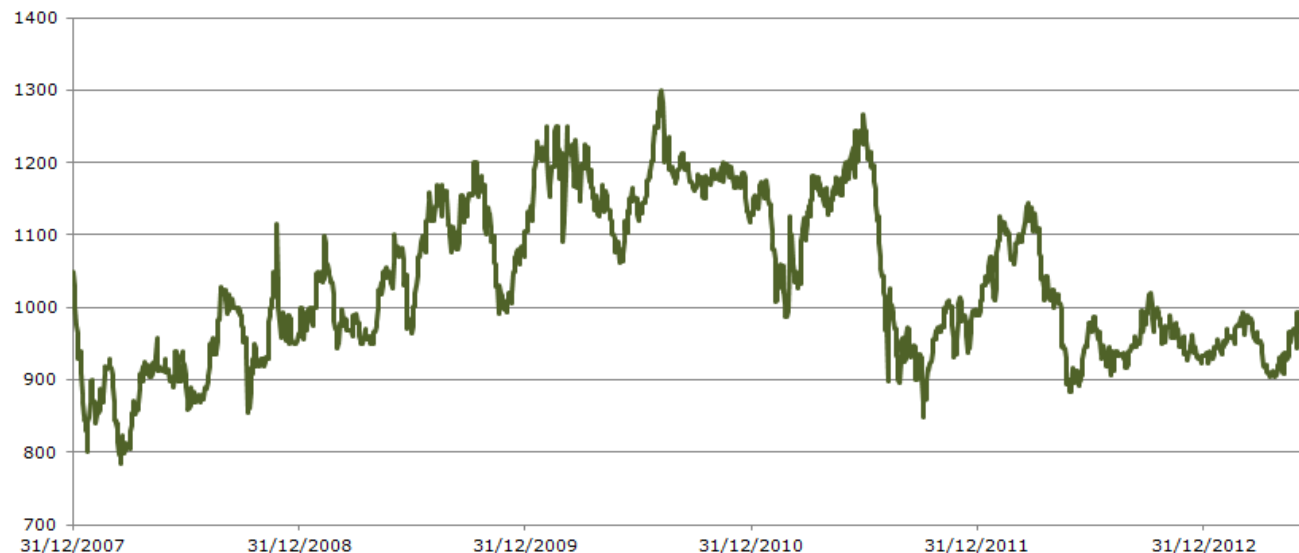




Wineries

Viña Concha y Toro (Chile)

- It's the world's second largest independent wine maker with nearly 11,000 hectares of owned vines, its own vinification and bottling plants and has one of the largest in-house distribution networks in Chile and abroad.
- Since its beginnings exports have played a considerable role, today it exports 80% of sales to 135 countries, and is the most admired wine brand in the world, according to *Drinks International* magazine (7th Sep 2011)
- In March 2011 it bought the American winemaker Fetzer, #9 in the U.S. market, acquiring a local foothold and widening its product range in one of the markets that is registering the highest sustainable growth rates



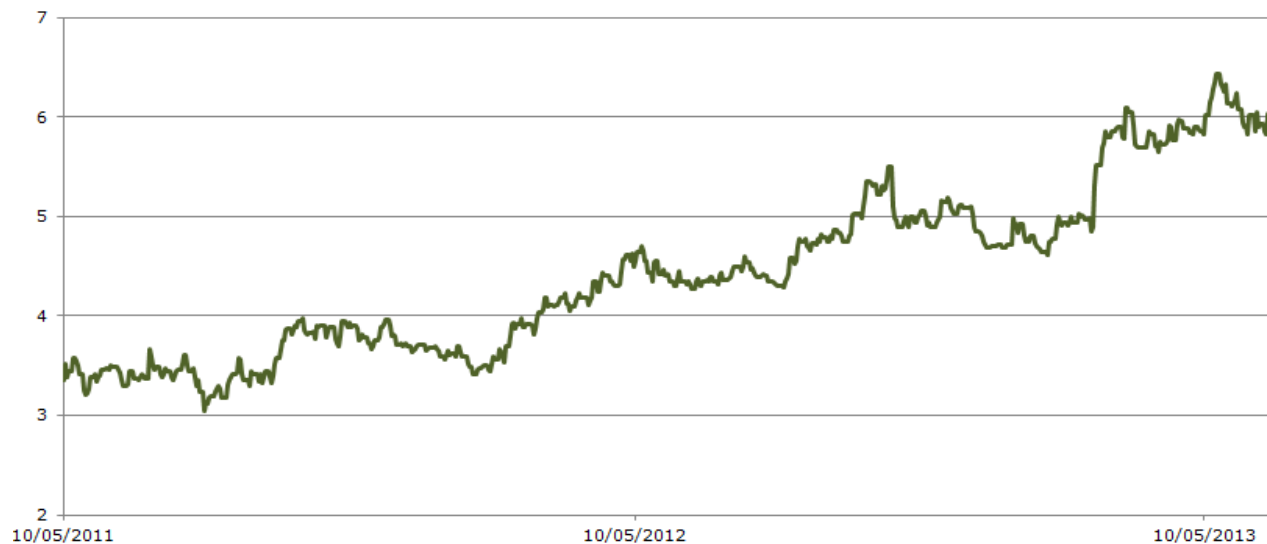


**TREASURY
WINE ESTATES**

Wineries

Treasury Wine Estates (Australia)

- Treasury Wine Estates is the world's largest wine company, a spinoff from the Australian beer company Foster's. It has a leadership position in Australia and a very strong presence in the United States.
- The Company counts with a wide variety of wines and a very strong distribution force which make it extremely well positioned to be able to benefit from the expected growth from the two main emerging markets: China and the United States

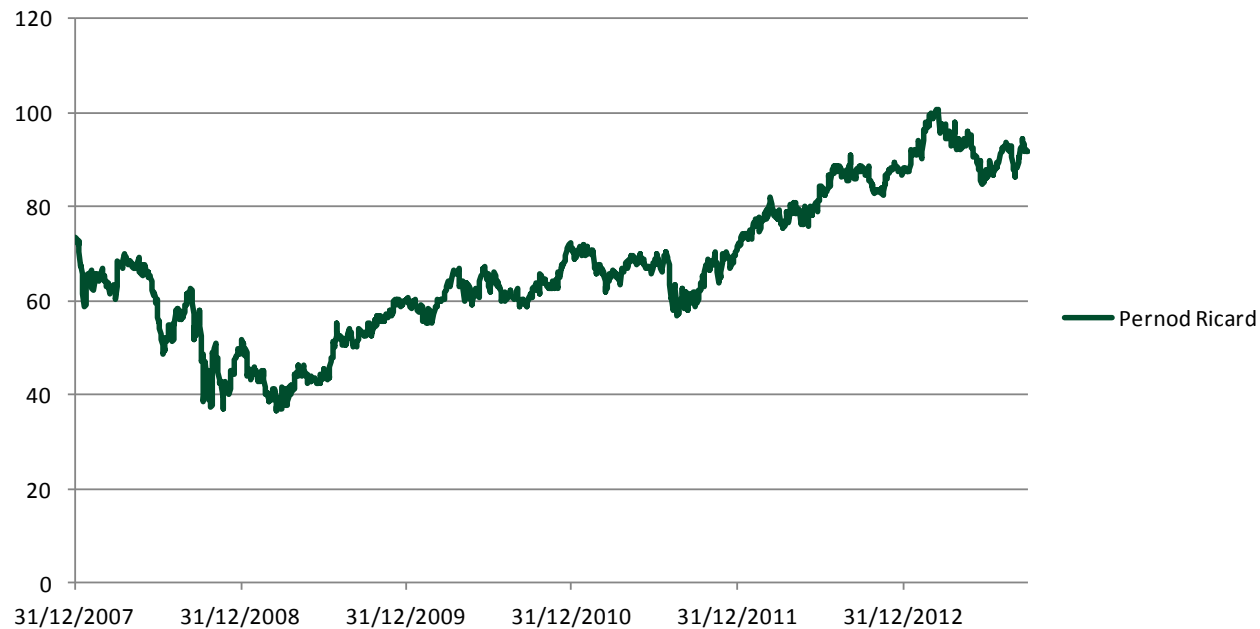


Spirits



Pernod Ricard (France)

- Born in 1975, Pernod Ricard is the world's second spirits company after Diageo. It has a broad range of premium brands in spirits and wine: Absolut, Ballantine's, Ricard, Chivas Regal, Jacob's Creek and Martell.
- Sales in emerging markets represent more than a third of total Group sales and its most important market is China, where it is the clear market leader in wine and spirits.

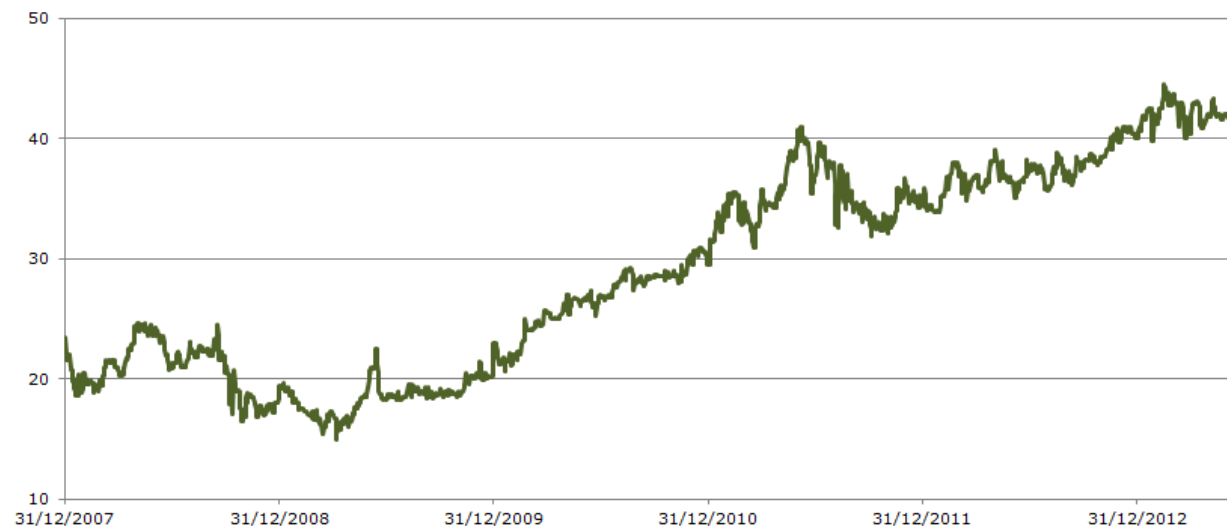




Distribution

Hawesko (Germany)

- The main quality wine and champagne distributor in Germany, listed since 1989
- It operates in the main distribution channels – wholesale, online and direct retail – through which it exploits its exclusive import and distribution agreements with the world’s main wineries
- It’s also present in neighboring countries such as Switzerland and Austria, thus maximizing its experience, proximity and network



External Advisory Board

A Unique Source of Knowledge

- From the outset, the Fund has counted with the support and advice of an **External Advisory Board** composed of 4 experts of different segments of the wine world
- The purpose of the Advisory Board is to **complement our market knowledge** with more direct, real expertise and developments in the wine world
- It helps us to identify **trends, innovation, advantages and investment ideas** that we may implement in Vini Catena
- The Advisory Board meets on a quarterly basis with the Investment Team of MGF and we may also invite independent wine experts to participate at Board Meetings

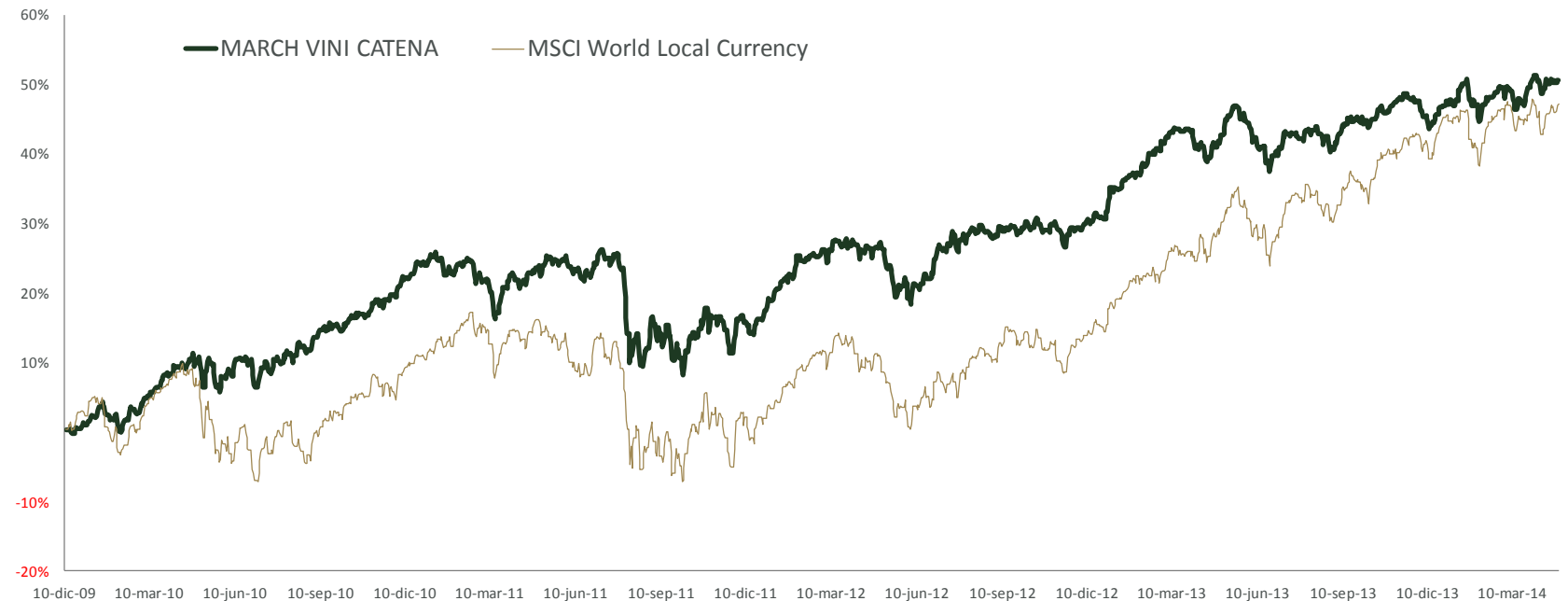
External Advisory Board

Members

- **LUIS GARCÍA DE LA NAVARRA** - President of the Madrid Association of Sommeliers (AMS), and National Prize of Gastronomy in 2004. He recently set up his own business in Madrid, "Restaurante Vinoteca García de la Navarra".
- **ENRIQUE VALERO** - CEO of Abadía Retuerta. He has spent his entire career in the wine and alcoholic beverages sector. Among other positions Enrique Valero has been Marketing and Communication Manager of Arco Bodegas, CEO of United Wineries International and Marketing Manager of González-Byass.
- **VÍCTOR DE LA SERNA** – Founder of the newspaper El Mundo. He was the first Spaniard to graduate at Columbia's University School of Journalism. For more than 30 years he has written about wines on publications such as El País, Diario 16, Decanter, Sibaritas or El Mundo. A wine producer himself, he has been awarded twice the National Gastronomy Prize (as a gastronomical critic and for the diffusion of Spanish wine in the world), he is a member of the International Wine Academy, of the Spanish Royal Gastronomy Academy and of the Grand Jury Européen (GJE).
- **ANDRÉS ARDID** - General Manager of Lavinia, a new concept wine store where the products are able to satisfy both the curious beginner and the expert customer. Its product range represents the entire wine world, from the most prestigious and historical references to countries little-known for their wines, such as India or Brazil. Lavinia has stores in Madrid, Paris, Geneva, Kiev and Odessa.

How is "Vini Catena FI" Performing ?

As Good as a Good Rioja !



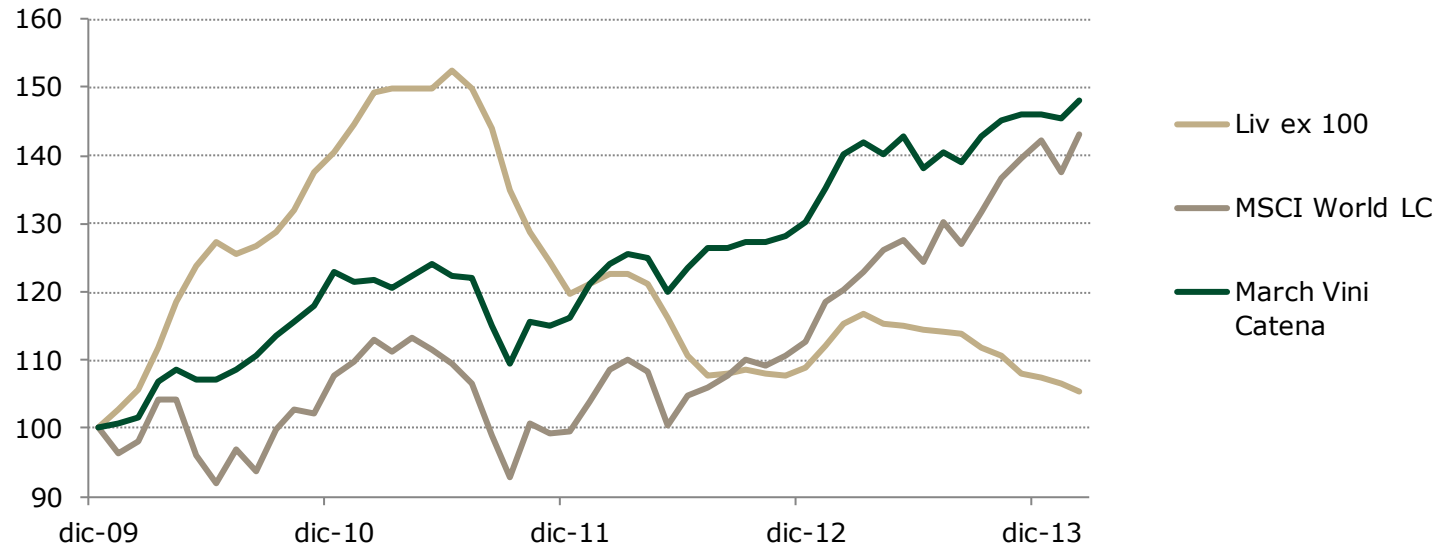
	Performance				Statistics			
	2014	1 year	3 years	Since Inception*	Volatility (annualized)	Correlation	R2	Tracking Error
MARCH VINI CATENA	1,94%	6,19%	21,85%	50,51%	8,87%	0,82	0,67	8,35%
MSCI World LC	1,06%	13,94%	26,79%	47,19%	13,87%			

Data as of 30th April 2014 .Track record of the Spanish mutual fund

Source: March Gestión de Fondos

How is "Vini Catena FI" Performing ?

And Better than a Good Bordeaux !

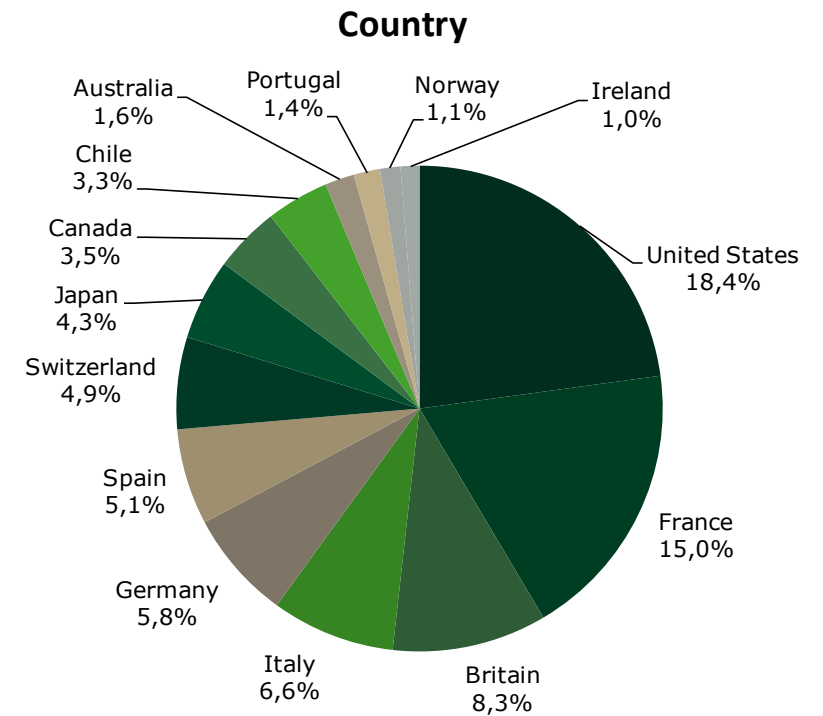
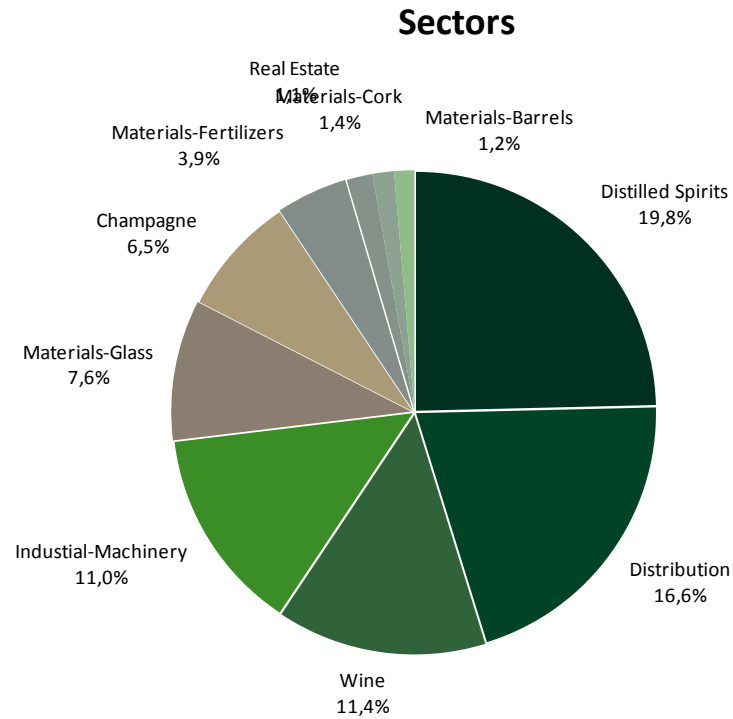


Data as of 31st March 2014 . Track record of the Spanish mutual fund

Source: Bloomberg

March Vini Catena

Portfolio Breakdown



Data as of 30th April 2014 of the Luxembourg fund
Source: March Gestión de Fondos

March Vini Catena

Top Holdings

Name	Sector VC	Country	% Assets
Davide Campari Group	Distilled Spirits	Italy	3,0%
Pernod Ricard	Distilled Spirits	France	2,8%
TORO CO	Industrial-Machinery	United States	2,7%
LVMH SA	Champagne	France	2,7%
Brown-Forman Corp	Distilled Spirits	United States	2,7%
Owens Illinois Inc	Materials-Glass	United States	2,6%
Concha y Toro ADR	Wine	Chile	2,6%
Diageo Plc	Distilled Spirits	Britain	2,5%
Barón de Ley SA	Wine	Spain	2,4%
ADP	Distribution	France	2,2%
Hawesko Holding AG	Distribution	Germany	2,1%
Marston's Plc	Distribution	Britain	2,1%
Vidrala SA	Materials-Glass	Spain	2,0%
Beam Inc	Distilled Spirits	France	1,8%

Investment Team



Francisco Javier Pérez Fernández, Global Equities Portfolio Manager

Javier began his professional career in the commercial department of Crédit Lyonnais and later joined Banco Banif where he was responsible for Global Equity trading. He joined March Gestión de Fondos in 2000 as Head of Global Equity and portfolio manager. He has been ranked as a AA portfolio manager by Citywire and as one of the best Spanish Global Equity fund manager by the investment journal Inversión.

Javier is an Economics Graduate from the Universidad Complutense of Madrid, a Certified European Financial Analyst and a Graduate on "Value Investing and Search for Value" from the Ivey Business School in Toronto (Canada).



Antonio Lopez Silvestre, Spanish and European Equities Portfolio Manager

Antonio began his professional career at Beta Capital SVB – Fortis Bank España covering the infrastructure and cyclical sectors, later becoming Head of Research and in charge of the Spanish utilities sector. Before joining March Gestión de Fondos, he worked for Exane BNP Paribas as Director of Spanish MidCaps and Head of the Spanish Branch. He has obtained excellent scores in the Team Ranking (5th for Spain and Portugal in 2011, 6th in 2012) and also in the Individual Rankings (2nd in 2011 and 7th in 2012) in Extel.

Antonio is an MBA from the IESE-Universidad de Navarra and an Economics and Business Graduate from the Universidad Complutense of Madrid. He has also completed various additional postgraduate courses, such as Company Valuation at the Harvard Business School and Value Investing at Columbia Business School.

Fund Characteristics

Investment Team – Track Record

RANKING LAST 3 YEARS

Annualized Return	
BGF Global Opportunities-€A2	7,18%
Aberdeen GI World Equity E2	6,88%
Baring Global Select A EUR Inc	6,39%
JPM Global Focus-A€A	5,18%
First Eagle-Amundi International Fd-AEC	5,08%
March Global	3,94%
Ing L Invest-Global Opportunities PC Eur	3,94%
Carmignac Investissement A EUR Ac	3,87%
M&G Global Basics A Acc	-2,12%
MSCI World LC	9,68%

Annualized Volatility	
First Eagle-Amundi International Fd-AEC	8,69%
March Global	10,96%
Carmignac Investissement A EUR Ac	11,93%
Aberdeen GI World Equity E2	12,02%
Baring Global Select A EUR Inc	13,73%
BGF Global Opportunities-€A2	13,91%
Ing L Invest-Global Opportunities PC Eur	14,50%
JPM Global Focus-A€A	14,78%
M&G Global Basics A Acc	15,29%
MSCI World LC	13,65%

Risk/Return	
First Eagle-Amundi International Fd-AEC	0,58
Aberdeen GI World Equity E2	0,57
BGF Global Opportunities-€A2	0,52
Baring Global Select A EUR Inc	0,47
March Global	0,36
JPM Global Focus-A€A	0,35
Carmignac Investissement A EUR Ac	0,32
Ing L Invest-Global Opportunities PC Eur	0,27
M&G Global Basics A Acc	- 0,14
MSCI World LC	0,71

RANKING LAST 5 YEARS

Annualized Return	
JPM Global Focus-A€A	17,61%
BGF-Global Opportunities-€A2	14,47%
Ing L Invest-Global Opportunities PC Eur	14,24%
Aberdeen GI World Equity A2	13,51%
Baring Global Select A EUR Inc	13,21%
Carmignac Investissement A EUR Ac	13,09%
March Global	13,05%
M&G Global Basics A Acc	12,39%
First Eagle-Amundi International Fd-AUC	10,68%
MSCI World LC	11,81%

Annualized Volatility	
First Eagle-Amundi International Fd-AUC	10,69%
Carmignac Investissement A EUR Ac	14,86%
Baring Global Select A EUR Inc	15,39%
BGF-Global Opportunities-€A2	15,66%
Ing L Invest-Global Opportunities PC Eur	15,92%
JPM Global Focus-A€A	16,40%
March Global	17,33%
Aberdeen GI World Equity A2	17,40%
M&G Global Basics A Acc	17,79%
MSCI World LC	15,53%

Risk/Return	
JPM Global Focus-A€A	1,07
First Eagle-Amundi International Fd-AUC	1,00
BGF-Global Opportunities-€A2	0,92
Ing L Invest-Global Opportunities PC Eur	0,89
Carmignac Investissement A EUR Ac	0,88
Baring Global Select A EUR Inc	0,86
Aberdeen GI World Equity A2	0,78
March Global	0,75
M&G Global Basics A Acc	0,70
MSCI World LC	0,76

Data as of 31st Decembre de 2013

Source: Bloomberg

Fund Details

- **Name:** March Vini Catena
- **ISINs:**
 - LU0566417696** (Lux Fund A shares EUR ¹)
 - LU0982163676** (Lux Fund P shares EUR ¹)
 - LU0566417779** (Lux Fund I ² shares EUR ¹)
 - ES0160945004 (Spanish Fund)*
- **Date of launch:** 10th December 2009 ⁴ (*Spanish Fund*), 16th December 2010 (Luxembourg)
- **AuM:** > €125 million
- **Fund managers:** Javier Pérez and Carlos Andrés
- **Fees:** 2% A Share (1 share), 1,25% P Share ² (> €500,000), 1,25% I Share ³ (> €100,000)
- **Daily NAV and daily liquidity**
- **UCITS IV**
- **Custodian:** *Banca March (Spanish Fund)*, Banque Privée Edmond de Rothschild (Luxembourg)

¹ Hedged share classes in USD and GBP also available, please consult with MGF.

² Class P shares exclusively for HNW

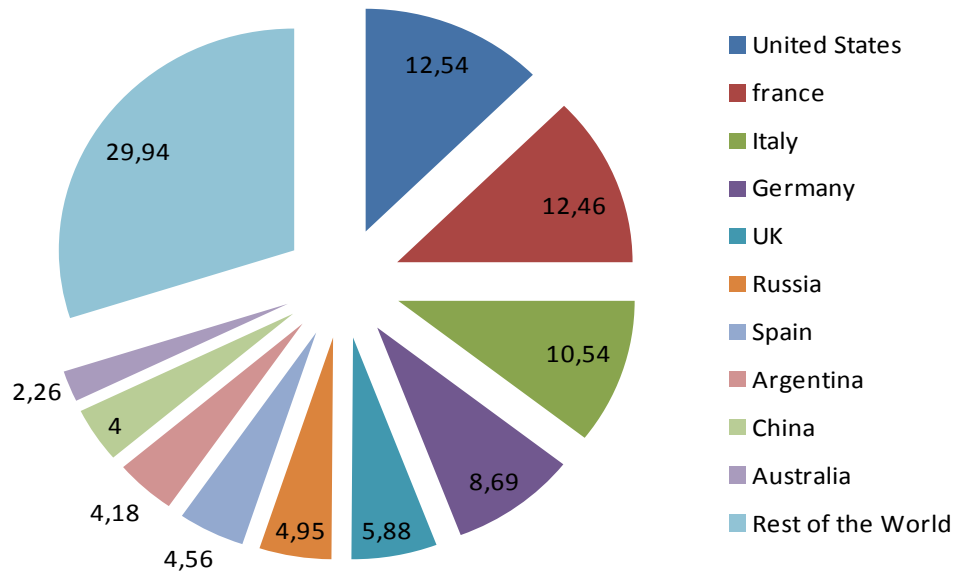
³ Class I shares exclusively for institutional investors

⁴ *The investment vehicle was launched originally in June 2009 but not invested until December 2009*

The Wine Sector

Global Demand

Global Wine Consumption

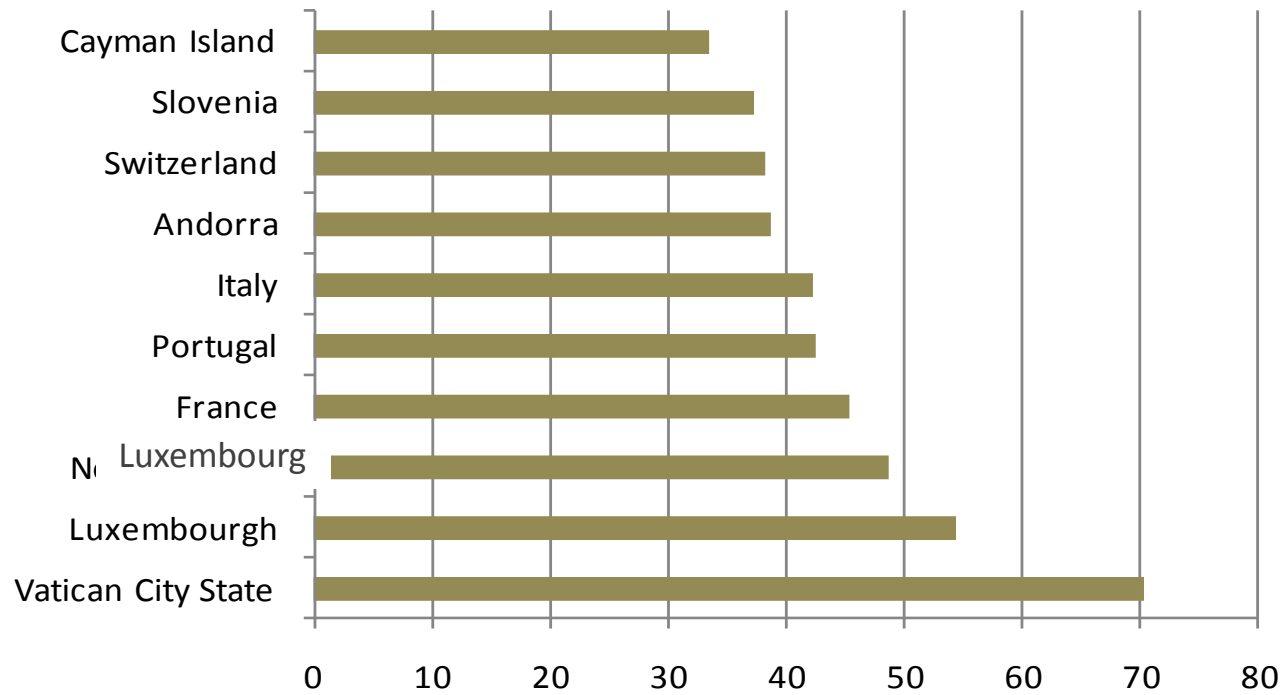


Source: Wine Institute (2013)

The Wine Sector

Consumption Growth

Top 10 Countries by Wine Consumption Per Capita in 2009 (litres)

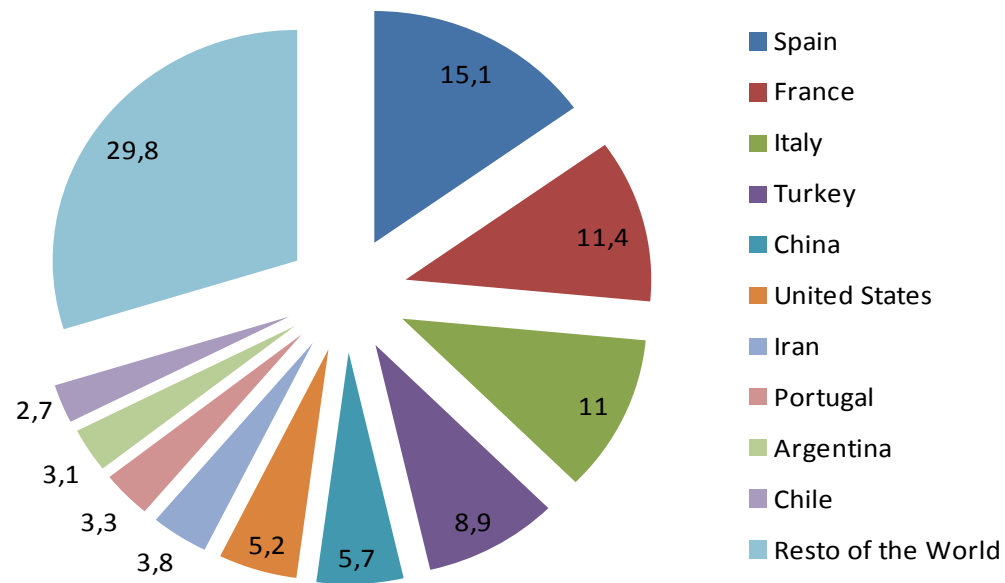


Source: Wine Institute

The Wine Sector

Sector Dynamics

World Vineyard Acreage

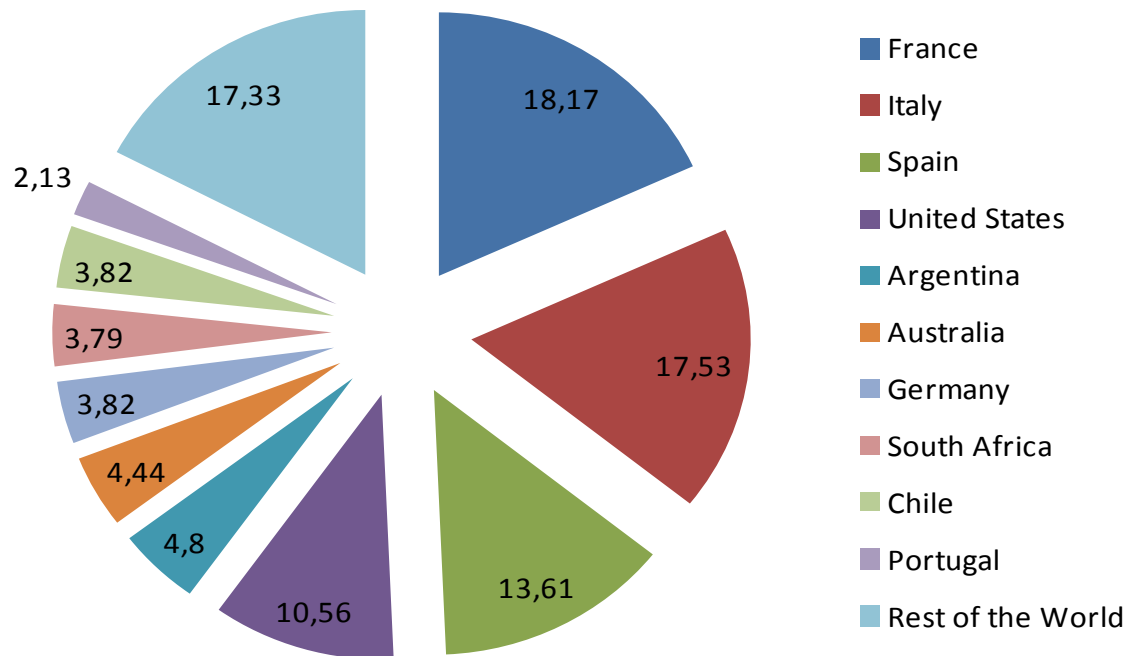


Source: Wine Institute (2007-10)

The Wine Sector

Sector Dynamics

World Wine Production

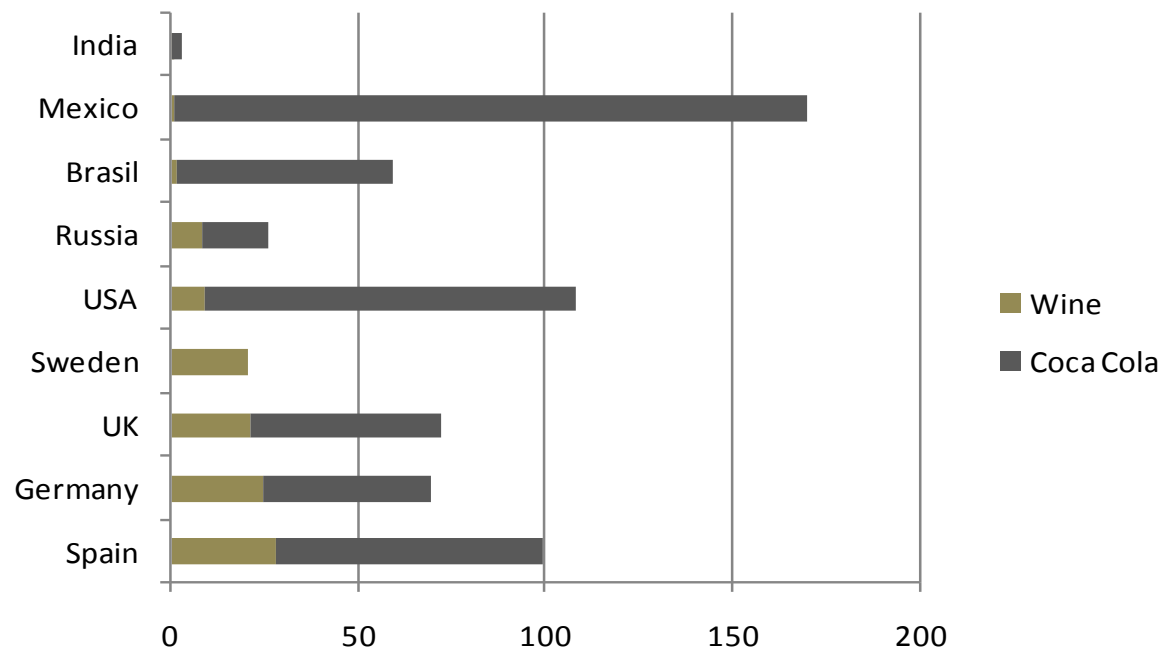


Source: Wine Institute (2007-10)

The Wine Sector

Growth Potential

Wine vs. Coca-Cola Consumption Per Capita (liters)



Source: Wine Institute and Coca Cola.

Important Information

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Please remember that past performance is not necessarily a guide to future performance. The value of investments and the income from them can go down as well as up and investors may not get back the amount originally invested. Exchange rate changes may cause the value of overseas investments to rise or fall.

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