# UK Equities: New Era or False Dawn?

# AllianzGI UK Equity Franchise JIC 2023

25 April 2023

Richard Knight, Portfolio Manager Thomas Morris, Product Specialist

This is a marketing communication. Where applicable, please refer to the prospectuses of the Funds and to the KIIDs before making any final investment decisions. For fund distributors and professional investors only.



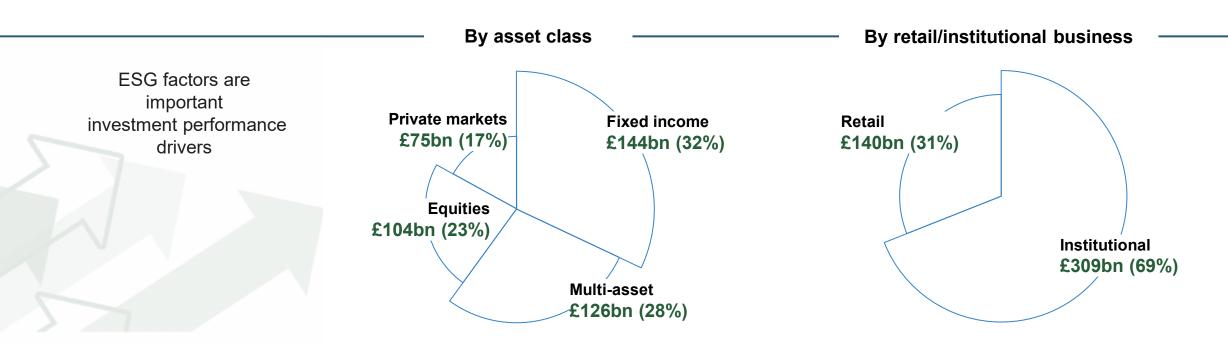


Value. Shared.



#### Broad and well-diversified active investment universe

#### Total in GBP: £449 billion assets under management



How we create value for our clients

Offering comprehensive investment expertise and insights • Upholding a culture of risk management • Focusing on active management

Data as at 31 December 2022. Total assets under management are assets or securities portfolios, valued at current market value, for which Allianz Asset Management companies are responsible vis-á-vis clients for providing discretionary investment management decisions and portfolio management, either directly or via a sub-advisor. This excludes assets for which Allianz Asset Management companies are primarily responsible for administrative services only. Assets under managed on behalf of third parties as well as on behalf of the Allianz Group. Source: Allianz Global Investors. Any differences in totals are due to rounding. Environmental, social and governance (ESG). Diversification does not guarantee a profit or protect against losses.



#### UK equities team & resources



Source: Allianz Global Investors, March 31, 2023. \*James Davis is on a fixed-term contract. Past performance does not predict future returns. A ranking, a rating or an award provides no indicator of future performance and is not constant over time. The Grassroots Research® division of Allianz Global Investors commissions investigative market research for asset-management professionals. Research data used to generate Grassroots Research® reports are received from independent, third-party contractors who supply research that, as far as permissible by applicable laws and regulations, may be paid for by commissions generated by trades executed on behalf of clients.

Allianz 🕕 Global Investors

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# **Our Approach**





# A simple investment philosophy

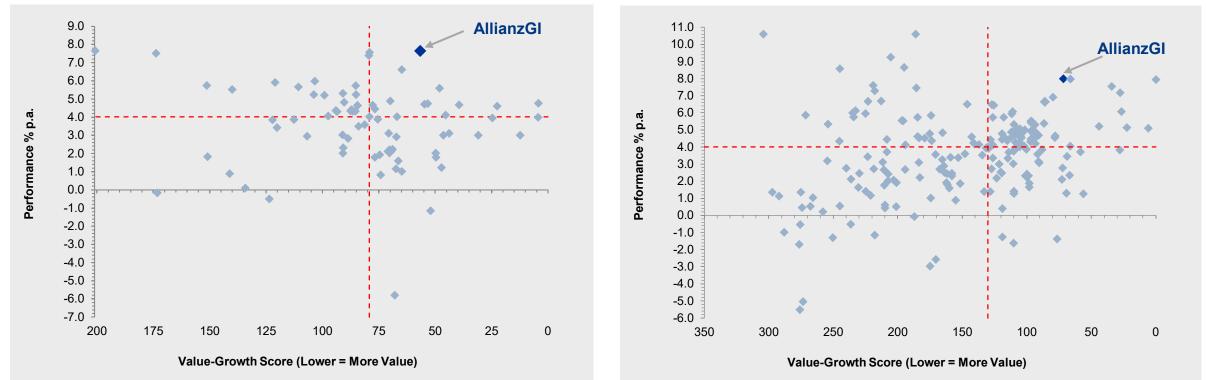
Value	Buying materially undervalued companies
Conviction	Contrarian, opportunistic and concentrated
Risk	Mitigating downside potential at a stock and portfolio level

Source: Allianz Global Investors. Schematic representation for illustrative purposes only. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. This is for guidance only and not indicative of future allocation.



## Competitive landscape Performance & value vs peer group

# Allianz UK Listed Equity Income vs. IA UK Equity Income sector 5 years to 31 March 2023



#### Top decile performance against peers despite challenging headwinds for Value style

5 years to 31 March 2023

Allianz UK Listed Opportunities vs. IA UK All Companies sector

Source: Morningstar in GBP, net of fees, as of 31 March 2023 for Allianz UK Listed Equity Income Fund – C (Inc) - GBP, IA UK Equity Income sector and Allianz UK Listed Opportunities Fund - C (Acc) – GBP, IA UK All Companies sector. Past performance does not predict future returns. A ranking, a rating or an award provides no indicator of future performance and is not constant over time. Dotted lines show the median of the Morningstar peer group of around 80 peers. The value/growth score is a Morningstar composite of factors applying to the underlying portfolio that assigns a style weighting. It is a point estimate at the date indicated. Performance is per annum over the relevant time period.



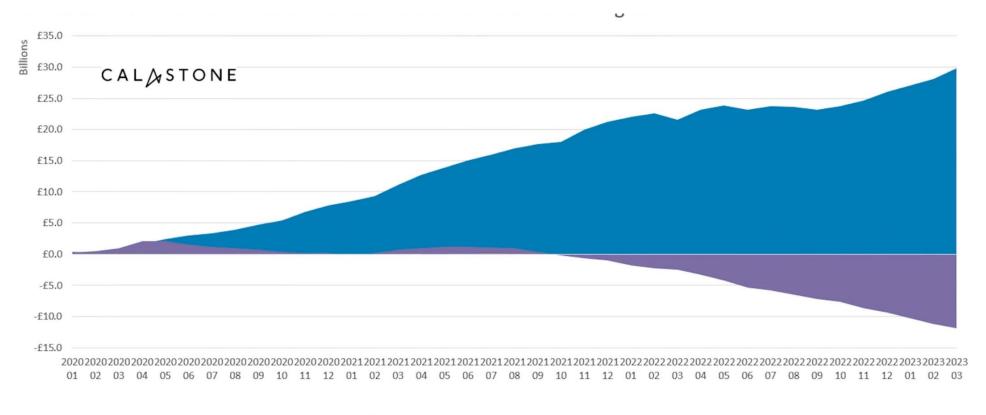
# Why UK Value Now?





### The case for UK equities Fund flows have been steadily negative

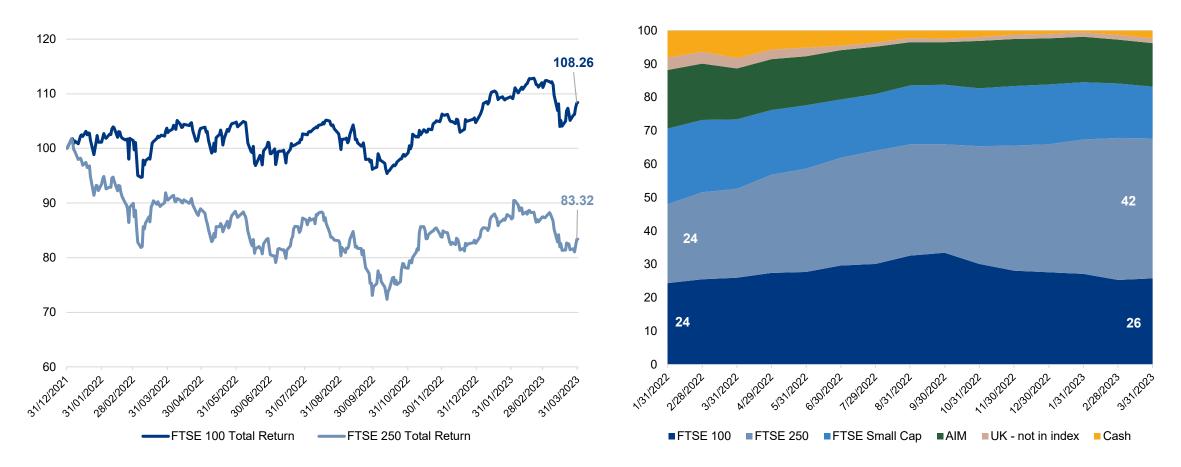
Cumulative net flow – UK investors switching from UK-focused funds to Global





## The case for UK equities Opportunities in the FTSE 250

#### FTSE 100 vs FTSE 250 (rebased to 100)



#### UK Opportunities market cap exposure (%)



## The case for UK equities Current valuations are attractive

#### UK vs MSCI World average valuation premium



#### UK Value vs Growth average valuation premium



# Even after a recent correction, the UK is at a 50-year discount to the rest of the World

UK Value at c.20pp excess discount to growth, even after recent rallies

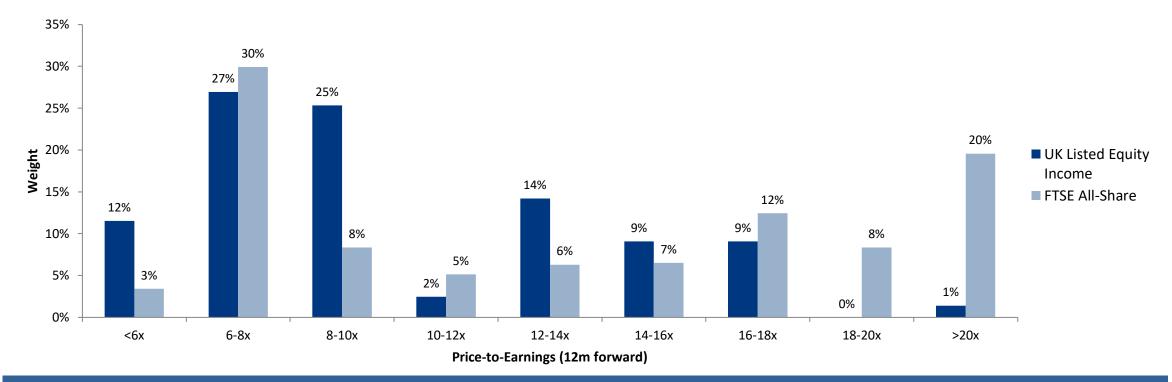


# **Portfolio Positioning**





# Portfolio valuation vs the market Allianz UK Listed Equity Income



High active share and value bias in a polarised market

Fund is cheaper than the market on average – P/E of 8.6x vs benchmark at 10.4x

#### Low exposure to highly priced segments of the market – c.20% of the market at >20x P/E vs 1% of fund)

Source, Allianz Global Investors, Bloomberg for 12 month forward price to earnings (as of 31 March 2023) P/E is calculated from bottom-up member earnings and may not match top-down market estimates. Benchmark excludes all holdings with negative or nil P/E data (c.9% of the index). The fund uses the specified benchmark as a target. This means that the index shown is part of a target set for the fund's performance to match or exceed. Past performance does not predict future returns. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy.



#### Positioning Shorter-term opportunities













This is no recommendation or solicitation to buy or sell any particular security. A stock mentioned as example above will not necessarily be comprised in the portfolio by the time this document is disclosed or at any other subsequent date. Source: Allianz Global Investors, 31 December 2022.



### Positioning Longer-term themes













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# OSB Group – Franchise

N. M.	Fundamentals	Leader in professional Buy-to-Let mortgages, a niche not served by big banks Well capitalised, with assets backed by diversified deposits Assets have an excellent record, with conservative lending requirements	OSB vs ASX (rebased to 100) 105 100 95	
	Themes	Shortage of UK housing. Regulation is driving a shift from amateur to professional landlords. Reduction in banking risk post GFC yet to be recognized	90 mm	V
	Valuation	Sustainable growth Returns on equity are typically >20% Significant shareholder returns	$75$ $70$ $2^{10} + $	

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Source: Allianz Global Investors as of 31 March 2023. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. A stock mentioned as example above will not necessarily be comprised in the portfolio by the time this document is disclosed or at any other subsequent date. Past performance does not predict future returns.

# The Allianz UK Equity Franchise



Philosophy: Rigorous value-driven approach proven across market environments



Performance: Top decile outperformance vs peers over 3 & 5 years\*



Market: UK equities offer attractive valuations in a rising rate environment



Resources: £104bn in equity assets globally giving scale, depth and corporate access

\* Source: Morningstar, as of 31 March 2023 for Allianz UK Listed Equity Income Fund – C (Inc) - GBP, IA UK Equity Income sector, and Allianz UK Listed Opportunities Fund - C (Acc) – GBP, IA UK All Companies sector. A ranking, a rating or an award provides no indicator of future performance and is not constant over time. Past performance does not predict future returns. AUM as at 31 December 2022. The views and opinions expressed herein, which are subject to change without notice, are those of the issuer companies at the time of publication.



#### Key contacts



Allianz Global Investors GmbH, UK Branch 199 Bishopsgate, London EC2M 3TY

# Allianz (J) Global Investors

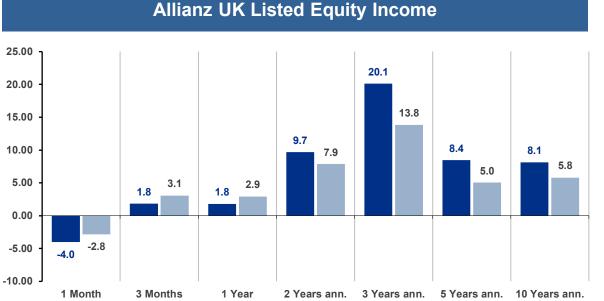


# Appendix

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# Performance: As of 31 March 2023 (GBP) Top quartile across 2, 3 and 5 years



**Allianz UK Listed Opportunities** 



Allianz UK Listed Equity Income Fund A (Inc) GBP FTSE ALL-SHARE INDEX GBP RETURN INDEX TOTAL RETURN IN GBP

5 Years ann.	10 Years ann.	Performance up to 31.01.	2023 in GBP One Month	Three Months	YTD	1
		Allianz UK Equity Unco	nstrained			

Allianz UK Equity Unconstrained Composite

FTSE UK All Share Gross Return

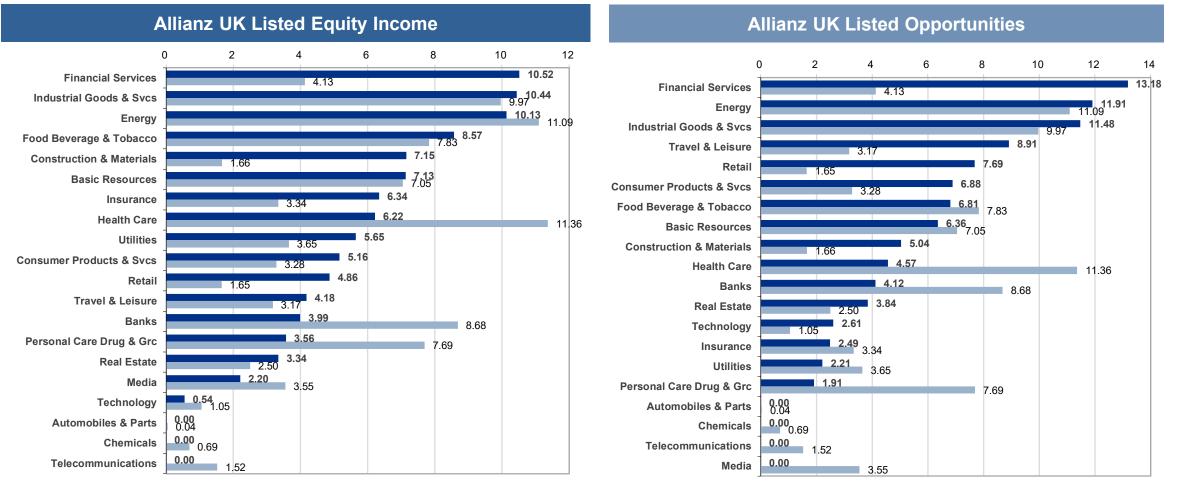
Performance up to 31.03.2023 in GBP	1 Month	3 Months	Year to Date	1 Year	2 Years ann.	3 Years ann.	5 Years ann.	10 Years ann.	F	Performance up to 31.01.2023 in GBP	One Month	Three Months	YTD	1 Year	2 Years	3 Years	5 Years	10 Years
Allianz UK Listed Equity Income Fund A (Inc) GBP	-4.02	1.82	1.82	1.78	9.69	20.11	8.44	8.15		Allianz UK Equity Unconstrained Composite	-4.79%	0.99%	0.99%	-0.99%	8.99%	24.52%	8.77%	9.63%
FTSE ALL-SHARE INDEX GBP RETURN INDEX TOTAL RETURN IN GBP	-2.84	3.08	3.08	2.92	7.86	13.81	5.04	5.81		FTSE UK All Share Gross Return	-2.84%	3.08%	3.08%	2.92%	7.86%	13.81%	5.04%	5.81%
Active Return vs BM*	-1.18	-1.26	-1.26	-1.14	1.83	6.30	3.41	2.34		Active Return vs BM*	-1.95%	-2.09%	-2.09%	-3.91%	1.13%	10.71%	3.73%	3.82%
Closing Prices Gross of Fees										Companying Reference of For	-							

Composite Returns Gross of Fee

Source: AllianzGI, as of 31 March 2023. Data gross of fees; calculation at the net asset value based on the assumption that distributions are reinvested and excludes initial charges. Individual costs such as fees, commissions and other charges have not been taken into consideration and would have a negative impact on the performance if they were included. If the currency in which the past performance is displayed differs from the currency of the country in which the investor resides, then the investor should be aware that due to the exchange rate fluctuations the performance shown may be higher or lower if converted into the investor's local currency. A ranking, a rating or an award provides no indicator of future performance and is not constant over time. The funds use the specified benchmark as a target. This means that the index shown is part of a target set for the fund's performance to match or exceed. Past performance does not predict future returns. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy.

# Portfolio sector positioning as of 31 March 2023

%PF Weight %BM Weight



%PF Weight %BM Weight

Source: AllianzGI, as of 31 March 2023. \*cash is residual. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. This is for guidance only and not indicative of future allocation. Benchmark reflects the broad market and is the fund's target benchmark. Investment trusts not included in benchmark market cap calculation (c.7%). Benchmark weights to market cap from Bloomberg. Sectors are ICB Industries. The fund uses the specified benchmark as a target. This means that the index shown is part of a target set for the fund's performance to match or exceed.

# Portfolio positioning as of 31 March 2023

Allianz UK Listed	Equity Income	Allianz UK Listed Opportunities			
Top 20 Holdings	%PF Weight	Top 20 Holdings	%PF Weight		
BRITISH AMERICAN TOBACCO	3.8	BRITISH AMERICAN TOBACCO	3.4		
GSK PLC	3.4	DCC	3.3		
SHELL PLC	3.3	SHELL PLC	3.2		
DCC	3.2	BP	3.1		
BP	3.1	IG GROUP HLDGS	2.9		
TATE & LYLE	2.8	ST JAMES'S PLACE	2.9		
IG GROUP HLDGS	2.8	ENERGEAN PLC	2.8		
ENERGEAN PLC	2.6	CAPITAL LIMITED	2.6		
ST JAMES'S PLACE	2.6	CONDUIT HLDGS LTD	2.5		
SSE PLC	2.4	HALEON PLC	2.5		
CRH	2.3	ATALAYA MINING PLC	2.4		
WPP PLC	2.2	HOWDEN JOINERY GROUP	2.3		
RIOTINTO	2.2	JET2 PLC	2.3		
GRAFTON GROUP	2.2	SSP GROUP PLC	2.2		
NATWEST GROUP PLC	2.2	NATWEST GROUP PLC	2.2		
ATALAYA MINING PLC	2.1	DRAX GROUP PLC	2.2		
BAE SYSTEMS	2.1	GRAFTON GROUP	2.2		
DRAX GROUP PLC	2.1	SPIRE HEALTHCARE	2.1		
REDROW PLC	2.0	OSB GROUP PLC	2.1		
IMPERIAL BRANDS PLC	1.9	CLS HLDGS	2.0		

Market Cap Split	%PF Weight	Market Cap Split	%PF Weight
FTSE 100	47.53	FTSE 100	25.3
FTSE 250	33.5	FTSE 250	42.6
Small Cap & AIM	14.4	Small Cap & AIM	30.8

Source: AllianzGI, as of 31 March 2023. \*cash is residual. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. This is for guidance only and not indicative of future allocation. Benchmark reflects the broad market and is the fund's target benchmark. Investment trusts not included in benchmark market cap calculation (c.7%). Benchmark weights to market cap from Bloomberg. Sectors are ICB Industries.

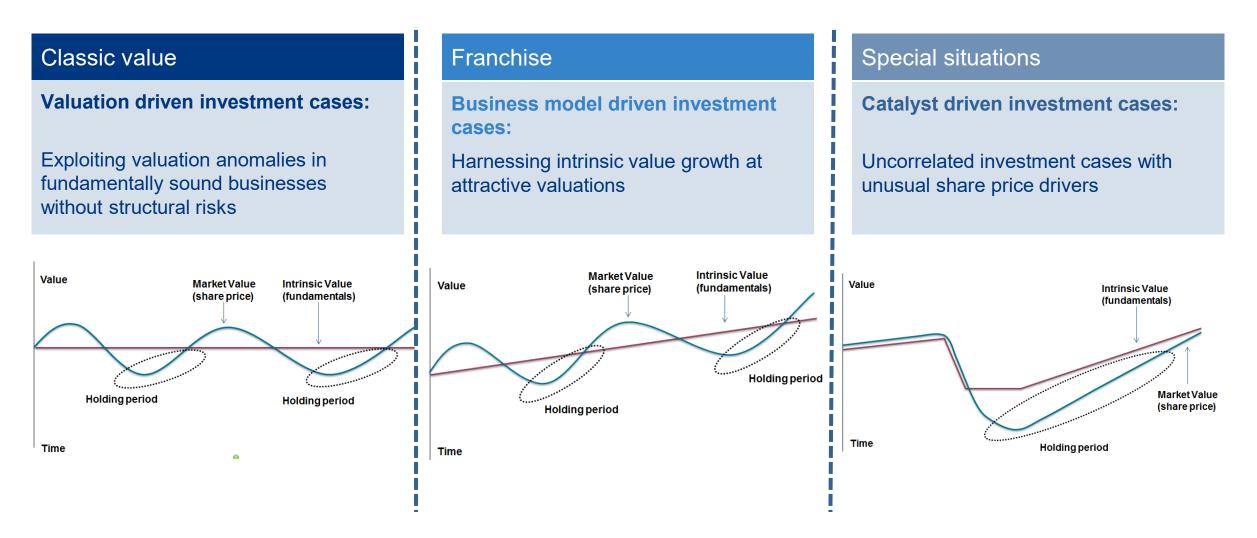
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	Allianz UK Listed Equity Income	Allianz UK Listed Opportunities			
PMs	Simon Gergel Richard Knight	Richard Knight Simon Gergel			
Mission Statement	Market-beating returns and <b>an above market yield</b> in a concentrated portfolio with a downside risk focus	Market-beating returns in a concentrated, unconstrained portfolio with a downside risk focus			
Investment Philosophy	Opportunistic and contrarian approach to inve	esting in materially undervalued companies			
No. of Stocks	40-60	40-60			
Benchmark	FTSE UK A	All Share			
ESG Approach	Integrate	dESG			
Manager Start Date	01.05.2006	31.12.2010			
AUM	GBP 1,234 mn	GBP 225 mn			

#### **Income Requirements & the Investment Process**

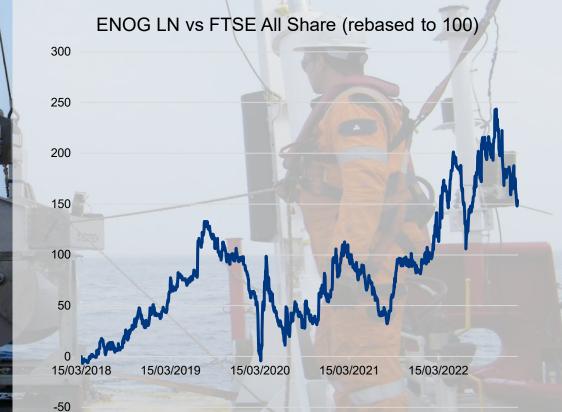
Where Relevant         UK Listed Equity Income and The Merchants Trust			
Process Integration A universe filter, not an investment quality			
Yield Requirement         At or above market rate, now or prospectively			
Stock Selection Buy/sell decisions driven by total return, not yield			

Source: AllianzGI, as of 31 March 2023. Past performance does not predict future returns. This is for guidance only and not indicative of future allocation. The fund uses the specified benchmark as a target. This means that the index shown is part of a target set for the fund's performance to match or exceed.



# Energean – Classic Value Reliable energy producer

Fundamentals	An international gas exploration and production company. Predictable assets and high visible cashflows from long-term contracts. Less commodity risk than peers.
Themes	Coal to Gas. Energy transition. Decarbonisation.
Valuation	At the time of purchase, shares were lower than their historic average, failing to fully account for execution risk fading and Karish gas production.



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**Global Investors** 

Source: Allianz Global Investors as of 3 February 2023. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. A stock mentioned as example above will not necessarily be comprised in the portfolio by the time this document is disclosed or at any other subsequent date. Past performance does not predict future returns.

# Games Workshop – Franchise Undervalued quality

Fundamentals	Hobby business with 'Warhammer' brands. IP & scale creates robust barriers to entry, pricing power and margins. Scope for international expansion.
Themes	Helped rather than hurt by online. Resilient to the macro cycle.
Valuation	De-rated significantly to compelling absolute valuation. Low EV/NOPAT for near unique quality & growth aspects.

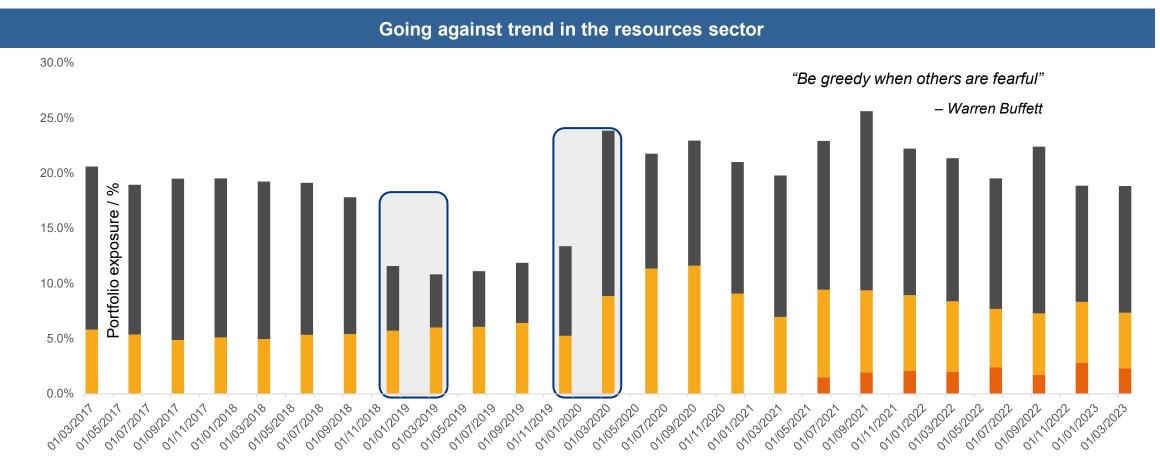


Source: Allianz Global Investors as of 31 October 2022. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. A stock mentioned as example above will not necessarily be comprised in the portfolio by the time this document is disclosed or at any other subsequent date. Past performance does not predict future returns.





# Contrarian value investing Taking profit into strength, buying into weakness



■ Copper ■ Gold ■ Oil & Gas

# Attribution summary – 12 months to 31 March 2023

Allianz UK Listed Equity Income								
Best Active Contributors		age Weigh of Total)	Performance Total Active					
Name	Port	Bmk	Diff	Return	Contribution			
Homeserve	1.1%	.1%	1.0%	40.9%	92 bp			
Imperial Brands Plc	3.5%	.8%	2.8%	24.2%	82 bp			
Games Workshop Group	.8%	.1%	.7%	64.9%	65 bp			
Anglo American		1.6%	-1.6%	-28.4%	64 bp			
Vodafone Group	.3%	1.2%	9%	3.6%	48 bp			
Conduit HIdgs Ltd	1.4%		1.4%	40.8%	44 bp			
Natwest Group Plc	2.2%	.6%	1.6%	28.1%	38 bp			
Rio Tinto	1.2%	2.5%	-1.3%	15.2%	37 bp			
Crh	1.8%	1.1%	.8%	42.4%	37 bp			
Bae Systems	2.1%	1.1%	1.0%	41.6%	34 bp			
Subtotal	14.5%	9.1%	5.4%		541 bp			

Worst Active Contributors		rage Weig ⁄₀ of Total)	Performance Total Active		
Name	Port (7	Bmk	Diff	Return	Contribution
National Express Group	1.4%	.0%	1.4%	-47.8%	-98 bp
Kin And Carta Plc	1.1%	.0%	1.1%	-69.7%	-87 bp
Cls Hldgs	1.2%	.0%	1.2%	-31.7%	-67 bp
Astrazeneca		6.9%	-6.9%	13.3%	-67 bp
Tyman Plc	1.8%	.0%	1.7%	-20.6%	-49 bp
Drax Group Plc	1.9%	.1%	1.8%	-20.7%	-48 bp
Atalaya Mining Plc	2.0%		2.0%	-14.8%	-47 bp
Dfs Furniture Plc	1.4%	.0%	1.3%	-28.3%	-45 bp
Dcc	2.7%	.2%	2.5%	-17.6%	-43 bp
Close Bros Group	1.9%	.1%	1.8%	-18.7%	-43 bp
Subtotal	15.2%	7.4%	7.8%		-593 bp

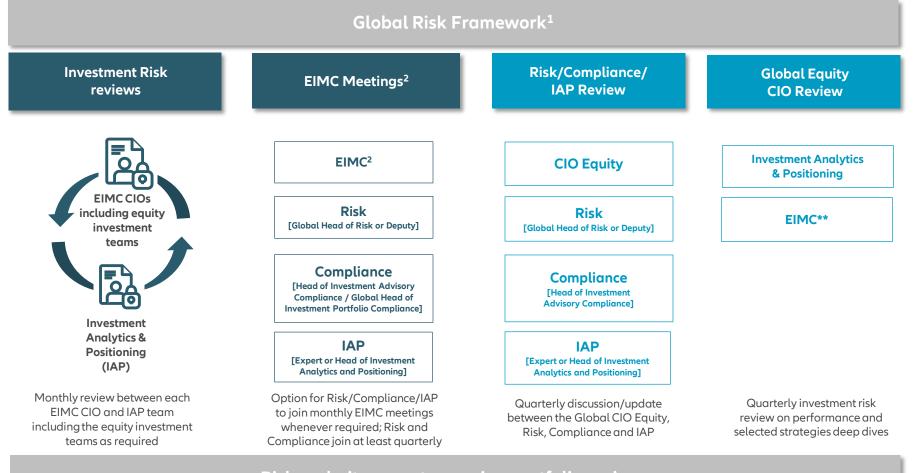
#### Allianz UK Listed Opportunities

Best		age Weig	Performance		
Active Contributors	(% of Total) Port Bmk Diff			Total Return	Active Contribution
Name	FOIL	DITIK		Return	Contribution
Imperial Brands Plc	3.4%	.8%	2.7%	24.2%	84 bp
Conduit HIdgs Ltd	2.2%		2.2%	40.8%	82 bp
Games Workshop Group	.9%	.1%	.8%	64.9%	66 bp
Anglo American		1.6%	-1.6%	-28.4%	64 bp
Homeserve	.5%	.1%	.4%	40.5%	44 bp
Ocean Outdoor Ltd	.3%		.3%	21.0%	38 bp
Gsk Plc		2.8%	-2.8%	-11.7%	34 bp
Vodafone Group		1.2%	-1.2%	-23.2%	34 bp
Jet2 Plc	2.1%		2.1%	15.0%	34 bp
Haleon Plc	1.2%	.5%	.7%	29.9%	33 bp
Subtotal	10.6%	7.1%	3.5%		512 bp

Worst		age Weig		Performance	
Active Contributors	(% of Total)			Total	Active
Name	Port	Bmk	Diff	Return	Contribution
National Express Group	1.4%	.0%	1.3%	-49.6%	-99 bp
Kin And Carta Plc	1.2%	.0%	1.2%	-69.7%	-95 bp
Serica Energy Plc	1.5%		1.5%	-41.3%	-75 bp
Cls Hldgs	1.3%	.0%	1.3%	-31.7%	-71 bp
Astrazeneca		6.9%	-6.9%	13.3%	-68 bp
Helical Plc	1.9%	.0%	1.9%	-24.8%	-56 bp
Tyman Plc	1.9%	.0%	1.9%	-20.6%	-47 bp
Fuller Smith & Turner	1.8%	.0%	1.8%	-22.4%	-46 bp
Dcc	2.6%	.2%	2.4%	-17.6%	-45 bp
Dfs Furniture Plc	1.4%	.0%	1.3%	-28.3%	-42 bp
Subtotal	15.1%	7.3%	7.8%	_	-643 bp

Source: Allianz Global Investors, as of 31 March 2023. Total return, gross of fees, based upon end of day prices for performance. Active contribution is relative to the benchmark (FTSE All share total return). The fund uses the specified benchmark as a target. This means that the index shown is part of a target set for the fund's performance to match or exceed. Past performance does not predict future returns. This does not constitute a recommendation or solicitation to buy or sell any particular security or strategy. This is for guidance only and not indicative of future allocation. A stock mentioned as example above will not necessarily be comprised in the portfolio by the time this document is disclosed or at any other subsequent date.

# Equity risk framework



#### Risk cockpit supports ongoing portfolio reviews

1) This forms part of a wider risk framework where other risk categories than those named here also are subject to regular screening. 2) EIMC – Equity Investment Management Committee, group of senior investment leaders in Equities. Effective as of February 2022. Source: AllianzGI, September 2022. The statements contained herein may include statements of future expectations and other forward-looking statements that are based on management's current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. We assume no obligation to update any forward-looking statement.

# Biographies



#### **Simon Gergel**

Simon is Chief Investment Officer, UK Equities and is head of the European Value & Income Investment Style Team. He manages The Merchants Trust plc, co-manages the Allianz UK Listed Equity Income Fund, and is deputy portfolio manager on the Allianz UK Listed Opportunities Fund. He joined AllianzGI in April 2006 from HSBC Halbis Partners, where he was Head of Institutional UK Equities. At HSBC Simon was the portfolio manager of the HSBC Income Funds, with assets under management of £950 million. He also managed a number of segregated institutional accounts. Prior to HSBC, Simon was an Executive Director at Phillips & Drew Fund Management Ltd (a subsidiary of UBS), where he spent 14 years as a portfolio manager with responsibility for £1 billion of segregated pension fund assets and also with direct responsibility for £500 million of UK equity assets. Simon graduated from Cambridge University in 1987 with an MA (Hons) Cantab in Mathematics. He is an Associate of the CFA Society of the UK



#### Richard Knight, CFA

Portfolio Manager, UK Opportunities / UK Income

Chief Investment Officer, UK Equities / UK Income

Richard is the lead portfolio manager of the Allianz UK Listed Opportunities Fund, and the co-manager of the Allianz UK Listed Equity Income Fund. He joined Allianz GI in November 2013, initially working in Global Emerging Market Equities. After gaining experience in a number of equity analyst roles, Richard joined the European Value & Income Style Team in March 2018, with a focus on the UK market. Richard specialises in value and income investing and was formerly an analyst covering the European media and telecoms sectors. He graduated from Lincoln College, Oxford University, with a degree in History and Politics, and also holds a masters (with distinction) in Global Economic History from the London School of Economics. Richard is a CFA® charterholder.



#### **James Davis**

Portfolio Analyst, UK Equities

James Davis is a Portfolio Analyst covering UK Equities with a focus on UK Value and Income. He joined AllianzGI in July 2021 as an intern within the Global Growth Equites team. Then, he spent a year in the Global High Yield team as a Portfolio Assistant, assisting portfolio managers with portfolio construction. Prior to that, James ran one of the only UK Student-funded Equity Fund (NEFS Equity Fund) as a Student Fund Manager. He graduated from the University of Nottingham with a BA Hons In Philosophy. James is currently working towards CFA designation.



#### **Thomas Morris**

Italian and Spanish, as well as some French and German.

Product Specialist, Global & UK Equities

Sustainable equity product and a highly successful UK franchise. Tom joined AllianzGI in 2015 as part of the Global Communications team, where he was responsible for media relations across equity, fixed income and alternative asset classes. Previously, he was at the communications agency Fishburn Hedges. He has a degree in English from the University of Oxford, an VA in Broadcast Journalism from City University, and a Graduate Diploma in Finance from Birkbeck College. Tom also holds the IMC Designation from the CFA Society. He speaks English,

#### Allianz UK Listed Equity Income Fund

#### **Opportunities**

- High return potential of stocks in the long run
- Investments specifically in the UK stock market
- Dividend stocks outperform in some phases
- Broad diversification across numerous securities
- Possible extra returns through single security analysis
   and active management

#### **Risks**

- High volatility of stocks, losses possible. The volatility of fund unit prices may be strongly increased
- Underperformance of the UK stock market possible
- Dividend stocks may underperform at times
- Limited participation in the yield potential of single securities
- Success of single security analysis and active management
   not guaranteed

#### **Allianz UK Listed Opportunities Fund**

#### **Opportunities**

- High return potential of stocks in the long run
- Investments specifically in the UK stock market
- Possible extra returns through single security analysis
   and active management

#### Risks

- High volatility of stocks, losses possible. The volatility of fund unit prices may be strongly increased
- Underperformance of the UK stock market possible
- Success of single security analysis and active management not guaranteed



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