



Virgin Climate Change Fund Facts



Fund rationale

Typically, 'environmental' funds apply a negative investment screening process by which they exclude some of the most lucrative investment sectors such as energy and transport. Our fund management team at GLG can invest in stocks in all sectors with the potential to provide the best economic returns. From these, they choose the best in each industry from an environmental standpoint. Our view is that as regulators, governments and public opinion increasingly force companies to 'internalise' the costs of their environmental damage, lighter footprint companies should outperform heavier footprint stocks whose margins could be squeezed.

Key selling points

- ▶ A performance-focused investment strategy based on extensive research and input from leading investment and environmental specialists.
- ▶ An experienced team of world class fund managers with a proven track record of high returns.
- ▶ Not held back by the need to exclude certain industries, sectors or countries unlike 'exclusive' environmental funds.
- ▶ Invests in companies that are the environmental leaders in their industry as well as those making an effort to minimize or develop solutions to environmental problems.
- ▶ The chance for investors to capitalise on changing conditions and attitudes while feeling good about their investment.

How does it work?

The Virgin Climate Change Fund invests primarily in stocks listed on the MSCI Europe Index, using GLG's flagship European Equity Fund as a basis, but also allows the fund manager the option to invest globally. No investment sector is excluded, and to achieve balance we take a three-pronged approach to investments:

75% – 100% in lighter footprint companies

We apply a 'green filter' to screen out the heavier polluters and only invest in a company if it's in the environmentally lighter half of its industry.

Up to 15% in solution adopters

These are the companies taking a lead in their industries, actively adopting best practice and always looking at ways to reduce their environmental footprint.

Up to 10% in solution providers

Companies developing, manufacturing and providing innovative products and solutions to environmental problems. Being such cutting edge companies of course comes with an element of risk, which is why solution providers make up the smallest proportion of the fund.

Richard Branson comment:

"Society's attitude to climate change is opening up an exciting new investment opportunity. No business can ignore the fact that consumers, governments and legislators are starting to hit the worst polluters where it matters – in their pockets. Companies face increasing green taxes and penalties, squeezed profit margins and diminishing market share as customers vote with their feet. Businesses which are environmentally switched on sit in pole position to become the high performers of tomorrow. That's why I believe this is a fund no investor can afford to ignore."

Fast facts

Launch Date	18/01/2008
IMA Sector	Europe (including UK)
Initial Charge	0%
Annual Charge	1.75%
Performance fee	20% performance fee for outperformance of agreed benchmarks
Minimum lump sum payment	£100 (with a minimum opening payment of £500)
Minimum monthly payment	£50
Initial commission	up to 3%
Trail	0.5%