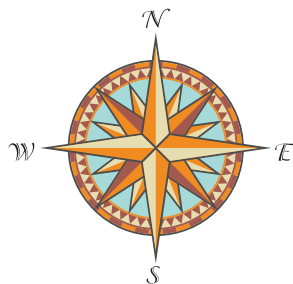


GSC Client Advisory

5 Key Success Stories



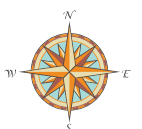
GLOBAL
SALES
COMPLIANCE®

Key Success Stories

Global Sales Compliance Ltd.® partners with Clients to provide a **marketing compliance platform** enabling significant business growth through overseas (cross-border) marketing.

- ▶ Investment performance is critical, but performance alone cannot achieve significant business growth targets.
- ▶ Strong investment performance combined with a marketing compliance platform to support sales teams enables Clients to fundraise overseas in compliance with local regulations to achieve significant business growth (AUM, Committed Capital).

Here are 5 key GSC Client success stories since our founding in 2006:



Key Success Stories

Success Story #1

Client Profile: Alternative Investment Fund Manager (AIFM) with 30-year track record in the innovative approach to secondaries investing in private equity, real estate and infrastructure asset classes. Client utilises unique Quantitative research and data-driven approach to identification of investment value in the secondaries space.

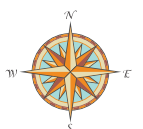
GSC Advisory: Managing **over \$6 BN** principally from their home jurisdiction, Client initiates business initiative to expand global distribution of Client products to institutional investors overseas, engaging GSC in 2008 to build its marketing compliance platform. AIFM affiliate expansion to Asia (Hong Kong) and 2021 acquisition by another leading AIFM.

Business Growth Rate:

- ▶ 14-year period
- ▶ **AUMs:** ca. \$20.7 BN (at 30 September 2021)
- ▶ **Global presence:** International network expanded by 2021 acquisition of Client

AUM Growth Rate:

+330%



Key Success Stories

Success Story #2

Client Profile: Alternative Investment Fund Manager (AIFM) with 30+-year track record originally founded by entrepreneurs on the emerging asset class of mezzanine debt. AIFM asset class expansion to a diversified range of private debt, credit and equity with affiliates in key jurisdictions globally.

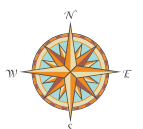
GSC Advisory: Managing in **excess of €10 BN** for several years, Client initiates business initiative to build dedicated direct Institutional Sales team to market Client products globally, engaging GSC in 2012 to build its marketing compliance platform.

Business Growth Rate:

- ▶ 10-year period
- ▶ **AUMs:** ca. \$68.9 BN (at 30 September 2021)
- ▶ **Global presence:** Office in 14 countries
- ▶ **Most successful AUM growth in Client's 30+-year history**

AUM Growth Rate:

+575%



Key Success Stories

Success Story #3

Client Profile: Alternative Investment Fund Manager (AIFM) with 25-year track record under a research-based, quantitative investment management approach that uses statistical and mathematical inference to invest in global financial markets, trading on over 100 global futures markets in a wide variety of asset classes and on global equity markets.

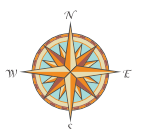
GSC Advisory: Managing **over \$5 BN** for several years, Client initiates business initiative to expand global distribution of its flagship Hedge Fund and other products and services, engaging GSC in 2008 to build its marketing compliance platform to support marketing to institutional investors in over 50 countries worldwide.

Business Growth Rate:

- ▶ 7-year period
- ▶ **AUMs:** ca. \$33.7 BN (peak assets at 2015)
- ▶ **Global presence:** Offices in 7 countries
- ▶ **Most successful AUM growth in Client's 25-year history**

AUM Growth Rate:

+560%



Key Success Stories

Success Story #4

Client Profile: Alternative Investment Fund Manager (AIFM) with 28-year track record of quantitative investment management of a range of systematic strategies in two main areas: quantitative futures and quantitative equities. AIFM's investment philosophy is defined by a deep understanding of market behaviour combined with robust statistics to produce systematic methods of capturing market inefficiencies.

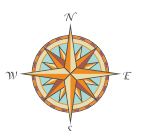
GSC Advisory: Managing **up to \$1 BN** for a number of years in the Client's 2-decade long trading history, Client engages GSC in 2014 to build its marketing compliance platform to support global distribution of the Client's flagship Hedge/CTA Funds and services in 30+ jurisdictions worldwide. For the first time in over 2 decades, Client AUMs grow beyond \$1 BN.

Business Growth Rate:

- ▶ 4-year period
- ▶ **AUMs:** ca. \$4 BN (2017). Current: ca \$5.4 BN (2022)
- ▶ **Most successful AUM growth in Client's 28-year history**

AUM Growth Rate:

+400%



Key Success Stories

Success Story #5

Client Profile: Asset Management Firm with 40+-year track record of Value Equity investing under a long-term discipline of bottom-up, fundamental business appraisal. Over past 2 decades, Client has significantly built out its global presence via its global research and marketing teams with local office presence in the US, Europe and Asia.

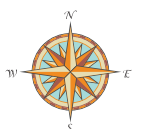
GSC Advisory: Client had history of success in Institutional Investor fundraising from its home jurisdiction, managing **over \$23 BN** in assets in 2009. Driven by the engagement of an Institutional Head of Sales, Client engaged GSC in 2009 to provide a marketing compliance platform to support international (overseas) fundraising from institutional investors outside the Client's home jurisdiction.

Business Growth Rate:

- ▶ 6-year period
- ▶ **AUMs:** ca. \$34.5 BN (at 2014)
- ▶ **Global presence:** Offices in US, Europe & Asia

AUM Growth Rate:

+48%



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