

POLEN | CAPITAL

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Polen Global Growth 4th Quarter and Full-Year 2015 Commentary

Summary:

- *In the fourth quarter of 2015, the Polen Global Growth Portfolio (the "Portfolio") returned 8.28% gross of fees, compared to 5.15% for the MSCI All-Country World Index (the "MSCI ACWI"), a difference of 3.13%.*
- *Since inception on 1st January, 2015 the Portfolio returned 10.07% gross of fees compared to -1.83% for MSCI ACWI, a difference of 11.90% in the Portfolio's first year.*
- *Performance was broadly based in the fourth quarter and for the year, driven mainly by earnings growth of the businesses we hold. Once all companies have reported, we expect to see earnings growth in the low-teens for the Portfolio in 2015 compared to an overall earnings decline for the MSCI ACWI.*
- *Adjusted for currency translation, we estimate underlying earnings growth in the mid- to upper-teens in 2015 as almost all companies we hold meet or exceed our expectations.*
- *Portfolio holdings remain concentrated and turnover remains low, with investments focused on fewer, higher-quality businesses. We expect earnings performance will continue to drive investment performance over time.*

Performance Commentary:

During the fourth quarter of 2015, the Polen Global Growth Portfolio returned 8.28% gross of fees, compared to 5.15% for the Portfolio's benchmark, the MSCI All-Country World Index. For the year ended 31st December 2015, the Portfolio returned 10.07% gross of fees compared to -1.83% for the MSCI ACWI.

Global stock markets were in recovery mode last quarter following a correction of more than 15% between May and late September. Markets were strong across the board in the quarter, with all sectors registering gains and technology and healthcare leading the way.

Despite the strong finish, global stock markets were slightly negative in 2015, which proved to be a more eventful and challenging year for investors. Not only did the Federal Reserve raise short-term interest rates for the first time in almost 10 years, but a basket of energy and other commodity prices declined to its lowest level since 1999. Declining volumes of world trade, a slowing economy in China, continued

growth in global debt, fragile sentiment and heightened currency volatility were all aspects of the investing environment. 2015 marked the end of a more benign three year winning streak when global stocks returned almost 15% annualized, or more than twice long-term annual returns of 6% - 7%.

Looking back over 2015, we can summarize by saying that despite a more uneven environment, Portfolio performance was consistent with the long-term objectives we have in mind for both absolute and relative returns. First and foremost, the Portfolio was resilient, preserving capital during a period of market volatility. By the end of September, when global stocks were down approximately 10% from the beginning of the year, the Portfolio was close to unchanged. For the year as a whole, the Portfolio declined much less than broader markets with a downside capture ratio of 51%. As well as preserving capital, the Portfolio provided what we believe is an attractive level of absolute return. Finally, the Portfolio generated excess returns compared to relevant market indexes. Compared to the MSCI ACWI excess return was 11.90%.

We expect compound earnings growth will remain by far the main driver of investment performance going forward. By the time all companies held in the Portfolio have reported earnings for the year, we expect to see weighted average earnings growth of 12%-14%. This range is actually slightly lower than our long-term estimate of low- to mid-teens earnings growth, even though almost all holdings are poised to meet or exceed our expectations. The difference reflects currency volatility, and especially the strength of the U.S. Dollar against most other major currencies. We estimate this translation effect reduced reported earnings by 3%-5% and, measured in constant currencies, we estimate at least mid-teens underlying earnings growth for the year.

Overview of the Portfolio:

The Portfolio remains concentrated and continues to hold a select number of high-quality businesses. There were 28 holdings as of 31st December, 2015 compared to 29 at inception. We eliminated two holdings in the course of the year and added one. There was one change to the Portfolio's holdings in the fourth quarter: the sale of W.W. Grainger Inc. as discussed below. Portfolio turnover for the year was less than 5% of assets, which is below the 10%-20% range we expect going forward.

The Portfolio is built one holding at a time based on the ability of each business to contribute to compound earnings growth. The Portfolio is invested in companies with anticipated earnings growth ranging from 10% to 30% per year over the next five years and we expect compound earnings growth in the low- to mid-teens on average.

With an average Portfolio position of at least 3%, a minimum position is typically about 2%. As of 31st December, the Portfolio's largest positions included Alphabet Inc. (formerly Google, Inc.) at 6.1% and both NIKE, Inc. and Visa Inc. at 5.4%. The backbone of the Portfolio remains leading global businesses that enjoy competitive advantages and earn revenues across several countries. These large cap and best-of-breed businesses are more than 75% of Portfolio holdings. Average market cap is currently more than \$115 billion.

At first glance, the Portfolio has the appearance of a strong bias to the United States. This is certainly the case across the largest holdings. At the end of the year, eight out of the top ten holdings were based in the United States. But the picture changes to an extent if we look at the entire Portfolio. Just

over half of all holdings - 15 out of 28 - were based in the United States at year end. We believe a better and more relevant measure of economic exposure is where the revenues come from. We estimate businesses held in the Portfolio generated 49% of their revenues in the United States and 51% from the rest of the world in 2015. This is a balance we are very comfortable with. The larger holdings also reflect where we are finding the best businesses and strikes us as completely appropriate for a conviction-weighted Portfolio.

The cash position is temporarily above the normal 0%-5% range we expect. We are actively reviewing opportunities to put cash to work, while mindful of potentially more volatile equity markets, where higher-quality businesses continue to trade above average historic valuations.

Performance Attribution:

The Portfolio's performance was strong across the board in 2015 with positive returns from all sectors except industrials. Despite much slower demand conditions, our holdings in Fastenal Company and SGS SA continued to grow earnings and generate healthy levels of cash flow.

Contributors to performance included Alphabet, Starbucks and Nike. Each company is in its own way a global leader within an attractive business space, earning much or most of its revenues outside the United States. We also see the fundamentals for each business driving double-digit organic revenue growth and mid- to high-teens growth in earnings per share.

Laggards for the year included Baidu, Inc. and Alibaba Group Holdings, although both were strong performers in the 4th quarter with more than 40% stock price appreciation. We have discussed Baidu and Alibaba in previous letters and here we will briefly update our thinking:

Baidu, Inc. has scaled successfully in the last decade to become the dominant, Chinese-language internet and mobile internet search engine. The business has grown consistently and profitably over the last several years, generating free cash flow in line with reported earnings. Despite 30% revenue growth, we expect to see a decline in reported earnings for 2015, which is unusual for a Portfolio holding. In April last year, the company announced its decision to invest more aggressively in online-to-offline services to connect online consumers with a range of local services. Up-front investments are more than we expected, although we see Baidu investing from a position of competitive and financial strength. The addressable market is nascent and represents a significant opportunity. Although the internet economy continues to develop differently in China compared to the United States and other developed markets, we see other leading internet enterprises – including Alphabet - following a similar path. We expect Baidu's investments to strengthen its core with a very long-term pay-back period. We also expect to see earnings rebound in 2016.

Alibaba Group Holdings Ltd. remains the dominant platform for on-line shopping in China. In our view it is both a highly scalable and cash generative business. Investor sentiment soured last year, turning abruptly against Alibaba and China in general. We see China's economy going through a period of painful transition, but we also see a strong outlook for the internet economy with growth rates driven by the number of Chinese consumers becoming internet users for the first time. We are also very well aware of the scepticism surrounding Alibaba in the media. The opportunity to review the various criticisms levelled at the company has actually increased our conviction in the underlying business. We

expect growth in operating earnings and cash flow in the 15% - 20% range in the year ending March 2016, slightly below our longer-term expectation of 20%. Like global peers, including Amazon.com Inc., Alibaba continues to make investments for growth. Unlike Amazon, the company has been generating significant levels of free cash flow in recent years. Focusing on the business itself, we continue to be patient and hold the investment. We see free cash flow this year and next as the best indication of the health of the business.

Changes to the Portfolio:

We made one change to positions held in the Portfolio last quarter, selling the holdings in W.W. Grainger, Inc. Grainger is the leading industrial supply business in the United States. A further 20% of its revenues come from other countries. The company has been an established leader and slowly gaining share in the United States for some decades. There has been no change in Grainger's competitive position in its home market in our view, but the company is seeing slowing demand and declining pricing as a result of recession in the industrial economy. More concerning than slowing demand has been the management response to this challenge. The company has continued to spend on acquisitions outside the United States despite some disappointing results to date. We do not see these investments as the best use of capital and they are unlikely to strengthen the firm's competitive position. Further, the company has decided to meaningfully increase debt to repurchase shares. We view management's efforts as more financial engineering than return of excess capital. The debt burden is now moving outside our admittedly very conservative guidelines. We continue to monitor the business, but the investment case has changed in our view and Grainger no longer represents the kind of fit we look for in the Portfolio.

Outlook:

The Portfolio's objective is to preserve and grow capital over time. Regardless of the investment environment in 2016, the Portfolio will continue to hold relatively few, high-quality businesses and we expect compound earnings growth to drive investment performance over the years to come. It is the competitive and financial strength of each business in the Portfolio that gives us conviction and confidence going forward. As we continue to deploy cash, our intention is to maintain a high bar, remaining patient, disciplined and focused on absolute rather than relative returns.

Thank you for your interest in the Polen Global Growth Portfolio.

Sincerely,

Julian Pick, Global Portfolio Manager & Analyst

The commentary is not intended as a guarantee of profitable outcomes. Any forward-looking statements are based on certain expectations and assumptions that are susceptible to changes in circumstances.

Please reference the supplemental information to the composite performance which accompanies this commentary.

Performance History

Polen Global Growth Monthly Performance Update - December 31, 2015			
	PCM (Gross)	PCM (Net)	MSCI ACWI
4Q15	8.28%	8.05%	5.15%
Since Inception (1/1/15)	10.07%	9.14%	-1.83%

*Returns are trailing through 12/31/15.

GIPS Disclosure

Polen Capital Management Global Growth Composite-Annual Disclosure Presentation

Year End	UMA		Firm	Composite Assets		Annual Performance Results				3 Year Standard Deviation**	
	Total (millions)	Assets (millions)	Assets (millions)	U.S. Dollars (millions)	Number of Accounts	Composite		MSCI ACWI	Composite Dispersion	Polen Gross	MSCI ACWI
						Gross	Net				
2015*	7,451	2,125	5,326	0.70	5	10.07%	9.14%	-1.83%	0.0%	-	10.94

Total assets and UMA assets are supplemental information to the Annual Disclosure Presentation.

*Performance represents partial period (January 1, 2015 through December 31, 2015), assets and accounts are as of 12/31/15. ** 2015 3 Year Standard Deviation is as of 12/31/15 for MSCI ACWI. 3 Year Standard Deviation is not available for the composite due to the composite's January 1, 2015 creation date.

GIPS Disclosure

The Global Growth Composite created on January 1, 2015 contains fully discretionary global growth accounts that are not managed within a wrap fee structure and for comparison purposes is measured against MSCI ACWI. Polen Capital invests exclusively in a portfolio of high quality liquid companies.

Polen Capital Management claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this report in compliance with the GIPS standards. Polen Capital Management has been independently verified by Ashland Partners & Company LLP for the periods April 1, 1992 through December 31, 2014. The verification is available upon request.

Verification assesses whether (1) the firm has complied with all the composite construction requirements of the GIPS standards on a firm-wide basis and (2) the firm's policies and procedures are designed to calculate and present performance in compliance with the GIPS standards. Verification does not ensure the accuracy of any specific composite presentation.

Polen Capital Management is an independent registered investment adviser. The firm maintains a complete list and description of composites, which is available upon request. In July 2007, the firm was reorganized from an S-corporation into an LLC and changed names from Polen Capital Management, Inc. to Polen Capital Management, LLC.

Results are based on fully discretionary accounts under management, including those accounts no longer with the firm. Past performance is not indicative of future results.

The U.S. Dollar is the currency used to express performance. Returns are presented gross and net of management fees and include the reinvestment of all income. Net of fee performance was calculated using actual management fees. The annual composite dispersion presented is an asset-weighted standard deviation calculated for the accounts in the composite the entire year. Policies for valuing portfolios, calculating performance, and preparing compliant presentations are available upon request.

The management fee schedule is as follows:

Institutional: Per annum fees for managing accounts are 85 basis points (0.85%) on the first \$50 Million and 65 basis points (0.65%) on all assets above \$50 Million of assets under management. *HNW:* Per annum fees for managing accounts are 150 basis points (1.5%) of the first \$500,000 of assets under management and 100 basis points (1.0%) of amounts above \$500,000 of assets under management. Actual investment advisory fees incurred by clients may vary.

Past performance is not necessarily indicative of future results and future accuracy and profitable results cannot be guaranteed. Performance figures are presented gross of management fees and have been calculated after the deduction of all transaction costs and commissions. Polen Capital is a SEC registered investment advisor and its investment advisory fees are described in its Form ADV Part 2A. The advisory fees will reduce client's returns. The chart below depicts the effect of a 1% management fee on the growth of one dollar over a 10 year period at 10% (9% after fees) and 20% (19% after fees) assumed rates of return.

The MSCI ACWI Index is a market capitalization weighted index designed to provide a broad measure of equity-market performance throughout the world. The MSCI ACWI is maintained by Morgan Stanley Capital International, and is comprised of stocks from both developed and emerging markets.

The information provided in this document should not be construed as a recommendation to purchase or sell any particular security. There is no assurance that any securities discussed herein will remain the composite or that the securities sold will not be repurchased. The securities discussed do not represent the composite's entire portfolio. Actual holdings will vary depending on the size of the account, cash flows, and restrictions. It should not be assumed that any of the securities transactions or holdings discussed will prove to be profitable, or that the investment recommendations or decisions we make in the future will be profitable or will equal the investment performance of the securities discussed herein. A complete list of our past specific recommendations for the last year is available upon request.

Return	1 Year	2 Years	3 Years	4 Years	5 Years	6 Years	7 Years	8 Years	9 Years	10 Years
10%	1.1	1.21	1.33	1.46	1.61	1.71	1.95	2.14	2.36	2.59
9%	1.09	1.19	1.3	1.41	1.54	1.68	1.83	1.99	2.17	2.39
20%	1.2	1.44	1.73	2.07	2.49	2.99	3.58	4.3	5.16	6.19
19%	1.19	1.42	1.69	2.01	2.39	2.84	3.38	4.02	4.79	5.69