

Asset Management

# GOLDMAN SACHS

# smart investments, made simple

Over the last two decades, investors have increasingly turned to Exchange-Traded Funds (ETFs), in search of diversified exposure, attractive cost and the defined strategy of an index-based solution. Goldman Sachs Asset Management (GSAM) has developed a range of ActiveBeta® ETFs that seek to meet the needs of today's investors.

Diversification does not protect an investor from market risk and does not ensure a profit.

Goldman Sachs does not provide accounting, tax or legal advice. Please see additional disclosures at the end of this document.

We note that ETFs are not riskless investments, so investors can lose money. For additional risk considerations please see the disclosures at the end of this document.

Ordinary brokerage commissions apply. Brokerage commissions will reduce returns.

# goldman sachs activebeta® ETFs

GSAM has developed a series of ETFs built on smart beta<sup>1</sup> principles – a transparent, rules-based strategy that goes beyond stocks' market capitalisation, resulting in a more economically intuitive way to invest.

These ETFs are designed to track an ActiveBeta<sup>®</sup> Index, a proprietary methodology from Goldman Sachs, which tilts towards stocks based on four well-established drivers of performance, often referred to as factors:



### good value

The index identifies stocks from companies that may be undervalued by the rest of the market. These stocks tend to outperform as they move toward fair value. This can help you gain exposure to high potential stocks others may have overlooked. ActiveBeta® considers price to free cash flow, price to sales and price to book value.



### strong momentum

The index identifies stocks that have recently performed well and may exhibit some persistence in their outperformance. This allows you to participate in market trends. ActiveBeta<sup>®</sup> considers risk-adjusted returns over an 11-month period lagged one month.



### high quality

The index identifies stocks from companies that efficiently generate profits over time. This allows you to gain exposure to companies with strong fundamentals and the potential for consistent returns. ActiveBeta<sup>®</sup> considers gross profits to total assets.



### low volatility

The index identifies stocks from companies that are likely to avoid extreme swings up and down in price. This aims to smooth out the ride, which will help compound your returns over time. ActiveBeta<sup>®</sup> considers standard deviation of returns.

1. "Smart beta" refers to quantitative index-based strategies. For more information, please see the disclosures at the end of this document.

The Index is constructed using the patented ActiveBeta® Portfolio Construction Methodology, which was developed to provide exposure to the "factors" (or characteristics) that are commonly tied to a stock's outperformance relative to market returns. These factors include value (i.e., how attractively a stock is priced relative to its "fundamentals," such as book value and free cash flow), momentum (i.e., whether a company's share price is trending up or down), quality (i.e., profitability) and low volatility (i.e., a relatively low degree of fluctuation in a company's share price over time). **Given the Fund's investment objective of attempting to track its Index, the Fund does not follow traditional methods of active investment management, which may involve buying and selling securities based upon analysis of economic and market factors. Please note that one may not invest directly into an index.** 

### opportunity to **outperform** the market

To construct the ActiveBeta<sup>®</sup> Index, GSAM employs a simple, transparent process that helps identify and emphasize stocks within the market-cap weighted universe, potentially providing greater returns.



### Building ActiveBeta®: A simple process used across each index

### Does Stock A score favorably on the evaluation metric?



Source: GSAM. For illustrative purposes only.

# a diversified approach

Individual factors can be cyclical in the short run, which may lead to timing and performance challenges. Combining four complementary smart beta factors equally can potentially result in a more consistent investment experience over time.

# Performance Ranking of Goldman Sachs ActiveBeta® U.S. Large Cap Equity Index vs. Underlying ActiveBeta® Factor Indices and S&P 500

An equal weight factor blend has provided smoother returns than the factors it is comprised of:

H2-2015	H1-2016	H2-2016	H1-2017	H2-2017	H1-2018	H2-2018	H1-2019
							Quality
Momentum	Low Volatility		Momentum			Low Volatility	Momentum
Low Volatility	Momentum	Value	Low Volatility	Value	Quality	Quality	Low Volatility
Quality	S&P 500	S&P 500	Quality	Momentum	Momentum	S&P 500	S&P 500
ActiveBeta <sup>®</sup> U.S. Large Cap Equity Index							
S&P 500	Quality	Low Volatility	S&P 500	Quality	S&P 500	Momentum	Value
Value	Value	Quality	Value	S&P 500	Low Volatility	Value	
		Momentum		Low Volatility	Value		

Source: Bloomberg and GSAM as of 30 June 2019. For illustrative purposes only

# activebeta® in your portfolio

ActiveBeta<sup>®</sup>'s diversified set of factors, benchmark-aware methodology and attractive fees may make it a suitable strategic core holding. Investors in traditional cap-weighted ETFs, actively managed strategies and single-factor smart beta solutions may consider ActiveBeta<sup>®</sup> a suitable replacement for diversified, long-term exposure to broad market returns.

### why goldman sachs asset management?

Goldman Sachs ActiveBeta® ETFs are managed by our Quantitative Investment Strategies team which employs a globally integrated team of over 95 professionals, with an additional 70+ professionals dedicated to trading, information technology and the development of analytical tools.<sup>5</sup>

For more information on how to put Goldman Sachs ETFs to work in your portfolios, contact your financial advisor or visit GSAM.com.

### Risks

**Market risk** – the value of assets in the Portfolio is typically dictated by a number of factors, including the confidence levels of the market in which they are traded.

**Operational risk** – material losses to the Portfolio may arise as a result of human error, system and/or process failures, inadequate procedures or controls.

**Liquidity risk** – the Portfolio may not always find another party willing to purchase an asset that the Portfolio wants to sell which could impact the Portfolio's ability to meet redemption requests on demand.

**Exchange rate risk** – changes in exchange rates may reduce or increase the returns an investor might expect to receive independent of the performance of such assets. If applicable, investment techniques used to attempt to reduce the risk of currency movements (hedging), may not be effective. Hedging also involves additional risks associated with derivatives.

**Custodian risk** – insolvency, breaches of duty of care or misconduct of a custodian or sub-custodian responsible for the safekeeping of the Portfolio's assets can result in loss to the Portfolio.

**Derivatives risk** – derivative instruments are highly sensitive to changes in the value of the underlying asset that they are based on. Certain derivatives may result in losses greater than the amount originally invested.

**Counterparty risk** – a party that the Portfolio transacts with may fail to meet its obligations which could cause losses.

**Index tracking error risk** – The performance of the Strategy may not generally follow and may be very different from the performance of the Index. The anticipated tracking error has been calculated using historical data and therefore may not capture all factors that will impact a Strategy's actual performance against its reference index.

For full description of risks please refer to the Prospectus.

### **General Disclosures**

THIS MATERIAL DOES NOT CONSTITUTE AN OFFER OR SOLICITATION IN ANY JURISDICTION WHERE OR TO ANY PERSON TO WHOM IT WOULD BE UNAUTHORIZED OR UNLAWFUL TO DO SO.

### Prospective investors should inform themselves as to any applicable legal requirements and taxation and exchange control regulations in the countries of their citizenship, residence or domicile which might be relevant.

Past performance does not guarantee future results, which may vary. The value of investments and the income derived from investments will fluctuate and can go down as well as up. A loss of principal may occur.

Although certain information has been obtained from sources believed to be reliable, we do not guarantee its accuracy, completeness or fairness. We have relied upon and assumed without independent verification, the accuracy and completeness of all information available from public sources.

### Offering Documents:

This material is provided at your request for informational purposes only and does not constitute a solicitation in any jurisdiction in which such a solicitation is unlawful or to any person to whom it is unlawful. It only contains selected information with regards to the fund and does not constitute an offer to buy shares in the fund. Prior to an investment, prospective investors should carefully read the latest Key Investor Information Document (KIID) as well as the

offering documentation, including but not limited to the fund's prospectus which contains inter alia a comprehensive disclosure of applicable risks. The relevant articles of association, prospectus, supplement, KIID and latest annual/semi-annual report are available free of charge from the fund's paying and information agent and/or from your financial adviser.

### Distribution of Shares:

Shares of the fund may not have been registered or will not be registered for public distribution in a number of jurisdictions (including but not limited to any Latin American, African or Asian countries). Therefore, the shares of the fund must not be marketed or offered in or to residents of any such jurisdictions unless such marketing or offering is made in compliance with applicable exemptions for the private placement of collective investment schemes and other applicable jurisdictional rules and regulations.

### Investment Advice and Potential Loss:

Financial advisers generally suggest a diversified portfolio of investments. The fund described herein does not represent a diversified investment by itself. This material must not be construed as investment or tax advice. Prospective investors should consult their financial and tax adviser before investing in order to determine whether an investment would be suitable for them.

An investor should only invest if he/she has the necessary financial resources to bear a complete loss of this investment.

### Investment Not Insured:

Investment into the fund is not insured or guaranteed by any Government agency, including the Federal Deposit Insurance Company, and is not the same as placing funds on deposit with a bank or deposittaking company. Although the Goldman Sachs money market funds seek to preserve a stable net asset value per share, it is possible to lose money by investing in the funds.

#### Index Benchmarks:

Indices are unmanaged. The figures for the index reflect the reinvestment of all income or dividends, as applicable, but do not reflect the deduction of any fees or expenses which would reduce returns. Investors cannot invest directly in indices.

The indices referenced herein have been selected because they are well known, easily recognized by investors, and reflect those indices that the Investment Manager believes, in part based on industry practice, provide a suitable benchmark against which to evaluate the investment or broader market described herein. The exclusion of "failed" or closed hedge funds may mean that each index overstates the performance of hedge funds generally.

Fees are generally billed and payable at the end of each quarter and are based on average month-end market values during the quarter. Additional information is provided in our Form ADV Part 2. The website links provided are for your convenience only and are not an endorsement or recommendation by GSAM of any of these websites or the products or services offered. GSAM is not responsible for the accuracy and validity of the content of these websites.

In the United Kingdom, this material is a financial promotion and has been approved by Goldman Sachs International, which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

### Capital is at risk.

ActiveBeta is a registered trademark of GSAM in the United States, Europe, and Japan. Smart Momentum and Smart Value are registered trademarks of GSAM in the United States. The ActiveBeta Portfolio Construction and Maintenance Methodology is the patent-protected property of GSAM (U.S. Patent Numbers 8,285,620 and 8,473,398).

Different "factor" investment styles (e.g., "momentum", "value" or "low volatility") tend to shift in and out of favor depending upon market and economic conditions as well as investor sentiment. There is no guarantee that the use of these quantitative models will result in outperformance of an investment relative to the market or any relevant benchmark. Further, the value of investments and the income derived from investments will fluctuate (can go down as well as up), and a loss of principal may occur.

Each ETF is recently or newly organized and has limited or no operating history.

Exchange-Traded Funds are subject to risks similar to those of stocks. Investment returns may fluctuate and are subject to market volatility, so that an investor's shares, when redeemed, or sold, may be worth more or less than their original cost. ETFs may yield investment results that, before expenses, generally correspond to the price and yield of a particular index. There is no assurance that the price and yield performance of the index can be fully matched.

Please note that ETFs are not riskless investments, so investors can lose money Investors can lose money by investing in the Funds. For additional risk considerations, please refer to the KIIDs at www.gsam.com/kiids.

As a UCITS ETF, an ETF's Shares purchased on the Secondary Market cannot usually be sold directly back to the ETF by investors who are not Authorised Participants. Generally, investors who are not Authorised Participants must buy and sell shares on a Secondary Market with the assistance of an intermediary (e.g. a stockbroker) and may incur fees and additional taxes in doing so. In addition, as the market price at which the Shares are traded on the Secondary Market may differ from the Net Asset Value per Share, investors may pay more than the then current Net Asset Value when buying shares and may receive less than the current Net Asset Value when selling them.

ActiveBeta® is a registered trademark of GSAM.

Value – A composite signal of three valuation ratios, namely free cash flow-to-price (or earnings when cash flow is unavailable), book value-to-price, and sales-to-price, that incorporates our proprietary Industry Neutralization Technique.

Momentum – The t-statistic of the alpha term from a market regression of daily returns over the trailing 11-month period lagged one month.

Volatility - Prior 12-month standard deviation of daily total returns,

that uses a starting universe containing equal-weighted stocks within industry groups.

Quality - Gross profit margin divided by total assets.

ActiveBeta<sup>®</sup> Equity Index - An index derived from an equally weighted combination of Volatility, Quality, Momentum, and Value indices.

Neutralisation Technique - Neutralizes industry group exposures by adjusting all securities within an industry group equally to closely match the benchmark weight of the industry.

The Fund Index is constructed using the patented ActiveBeta® Portfolio Construction Methodology, which was developed to provide exposure to the "factors" (or characteristics) that are commonly tied to a stock's outperformance relative to market returns. The key factors are value (i.e., how attractively a stock is priced relative to its "fundamentals," such as book value and free cash flow), momentum (ie, whether a company's share price is trending up or down), quality (ie, profitability) and low volatility (ie, a relatively low degree of fluctuation in a company's share price over time). Given the ETF's investment objective of attempting to track its Index, the ETF does not follow traditional methods of active investment management, which may involve buying and selling securities based upon analysis of economic and market factors.

The Goldman Sachs ActiveBeta® US Large Cap Equity UCITS ETF (the "ETF") is not sponsored, promoted, sold or supported in any other manner by Solactive AG nor does Solactive AG offer any express or implicit guarantee or assurance either with regard to the results of using the Fund Index and/or Solactive Index trade mark or the Solactive Index Price at any time or in any other respect. The Solactive Index is calculated and published by Solactive AG. Solactive AG uses its best efforts to ensure that the Solactive

Index is calculated correctly. Irrespective of its obligations towards the ETF, Solactive AG has no obligation to point out errors in the Solactive Index to third parties including but not limited to investors and/or financial intermediaries of the ETF. Neither publication of the Solactive Index by Solactive AG nor the licensing of the Solactive Index or Solactive Index trade mark for the purpose of use in connection with the ETF constitutes a recommendation by Solactive AG to invest capital in said ETF nor does it in any way represent an assurance or opinion of Solactive AG with regard to any investment in the ETF.

The "Low Volatility" factor tilts towards equities that exhibit a lower volatility relative to other equities, however, equity as an asset class is of higher risk and may exhibit high volatility.

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### Goldman Sachs

### Asset Management

**New York** San Francisco Los Angeles Salt Lake City Chicago Miami **Burlington** Boston Boulder São Paulo **Buenos Aires** London Madrid Paris Amsterdam Zurich Frankfurt Milan Stockholm Dubai Riyadh Mumbai Bengaluru Hong Kong **Kuala Lumpur** Singapore Tokyo Melbourne Sydney Seattle West Palm Beach Goldman Sachs Asset Management is one of the world's leading investment managers. With more than 2,000 professionals across 31 offices worldwide, GSAM provides institutional and individual investors with investment and advisory solutions, with strategies spanning asset classes, industries and geographies. Our investment solutions include fixed income, money markets, public equity, commodities, hedge funds, private equity and real estate. Our clients access these solutions through our proprietary strategies, strategic partnerships and our open architecture programs.

Our investment teams represent more than 700 investment professionals, capitalizing on the market insights, risk management expertise and technology of Goldman Sachs. We help our clients navigate today's dynamic markets and identify the opportunities that shape their portfolios and long-term investment goals. We extend these global capabilities to the world's leading pension plans, sovereign wealth funds, central banks, insurance companies, financial institutions, endowments, foundations, individuals and family offices, for whom we invest or advise on more than \$1 trillion of assets.

As of June 30, 2019. GSAM leverages the resources of Goldman Sachs & Co. LLC subject to legal, internal and regulatory restrictions. Assets Under Supervision (AUS) includes assets under management and other client assets for which Goldman Sachs does not have full discretion. ETF\_AB\_BROCHURE