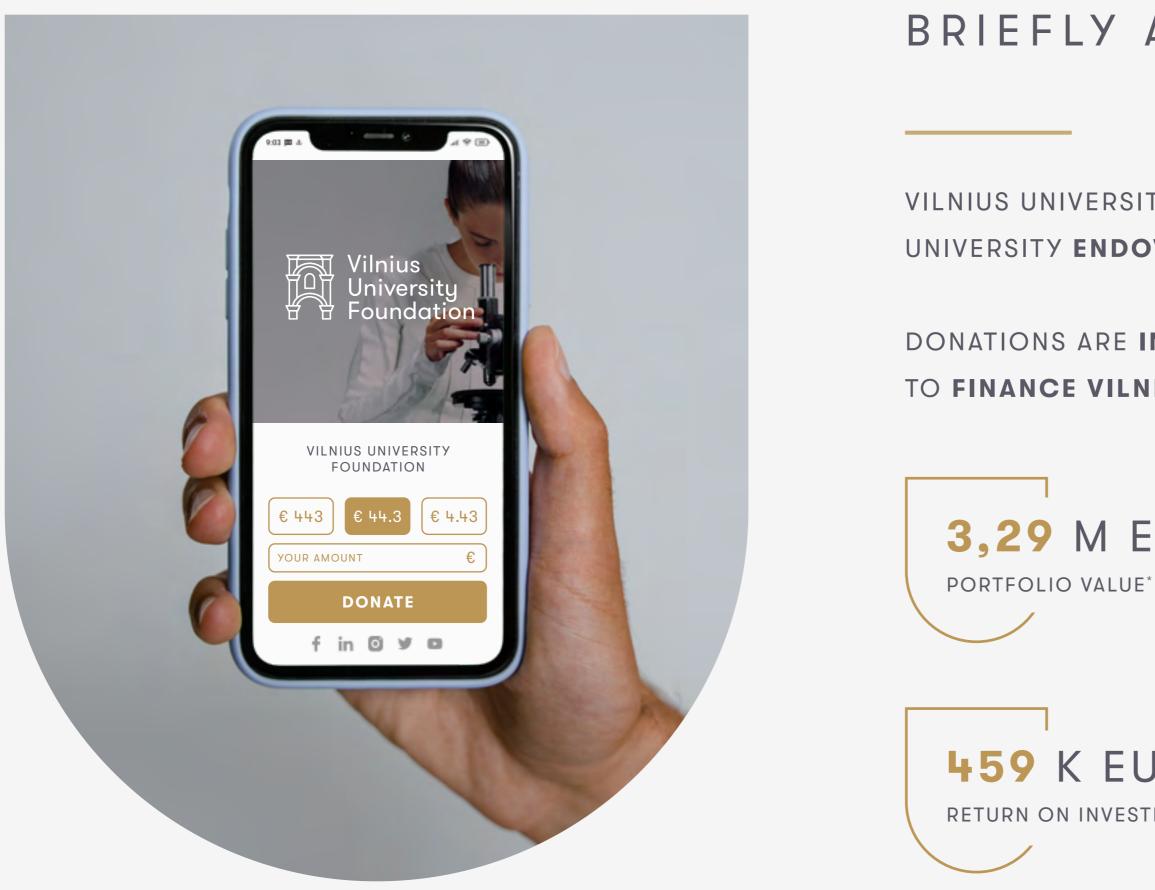
### INVESTMENT THAT WILL LAST FOREVER



2023 01





\*ACCORDING TO 2022 Q4 REPORT (INVESTING FROM 2019 01)

## BRIEFLY ABOUT US

VILNIUS UNIVERSITY FOUNDATION IS THE FIRST UNIVERSITY ENDOWMENT FUND IN LITHUANIA.

DONATIONS ARE **INVESTED**. RETURN ON INVESTMENT IS USED TO FINANCE VILNIUS UNIVERSITY, AND REINVESTED.

# 3,29 M EUR

## **459** K EUR **RETURN ON INVESTMENT\***

## WE'VE GOT GOOD NEWS AND BAD NEWS

### GOOD NEWS

THE **OLDEST AND LARGEST** LITHUANIAN HIGHER EDUCATION INSTITUTION ESTABLISHED IN 1579.

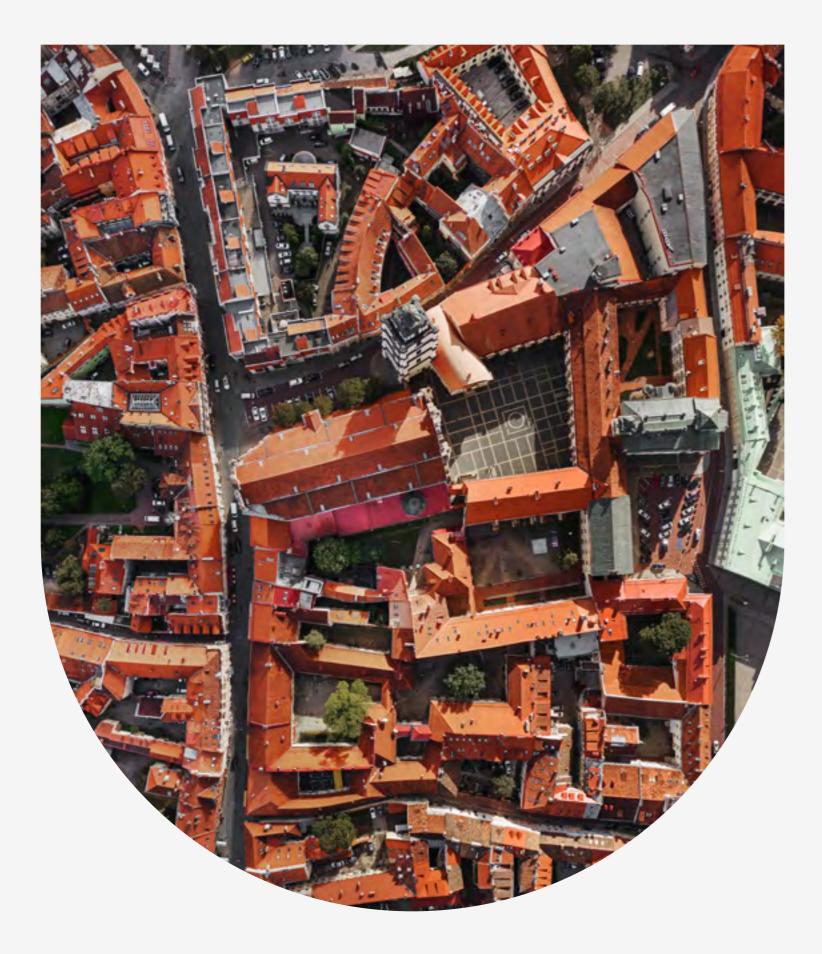
VILNIUS UNIVERSITY IS LITHUANIA'S **LEADING ACADEMIC INSTITUTION**, RANKED AMONG THE **TOP 400** UNIVERSITIES WORLDWIDE (QS\* RANKINGS).



MORE → VU.LT

\*QS - ANNUAL PUBLICATION OF UNIVERSITY RANKINGS BY QUACQUARELLI SYMONDS.





## VISION AND MISSION OF VU

MORE → VU.LT

WE ARE A UNIVERSITY OF A LIVING TRADITION, COMMITTED TO TRUTH AND THE SOCIETY. WE WORK TOGETHER TO BE A CENTER OF A SCIENTIFIC KNOWLEDGE AND CRITICAL THINKING, RECOGNIZED IN THE WORLD AND A FORCE OF CHANGE IN LITHUANIA.

OUR UNDENIABLE DUTY AND THE INALIENABLE RIGHT:

**STRENGTHEN THE COGNITIVE AND CREATIVE** POWERS OF LITHUANIA AND THE WORLD.

**FOSTER ACADEMIC AND OTHER** SPIRITUAL AND SOCIAL VALUES

EDUCATE ACTIVE AND RESPONSIBLE LEADERS OF THE SOCIETY AND THE CITIZENS OF THE LITHUANIAN STATE

### HINC ITUR AD ASTRA\*

### \*FROM HERE THE WAY LEADS TO THE STARS - IS WRITTEN ON THE UNIVERSITY OBSERVATORY WALL IN LATIN.



BIOCHEMICAL Prof. Virginijus Šikšnys



NEUROSCIENTIST DR. URTĖ NENIŠKYTĖ



HISTORIAN

**PROF. ALFREDAS** 

BUMBLAUSKAS



POLITICAL SCIENTIST Dr. Margarita Šešelgytė

VILNIUS UNIVERSITY HAS GIVEN THE WORLD MANY **INTERNATIONALLY ACCLAIMED** SCIENTISTS. **LEADERS OF TODAY** ARE EVOLVING AT VILNIUS UNIVERSITY.

MORE → VU.LT



ECONOMISTS MARIUS DUBNIKOVAS



IMMUNOLOGIST PROF. AURELIJA ŽVIRBLIENĖ



PHILOSOPHER KRISTUPAS SABOLIUS



### LACK OF FUNDING

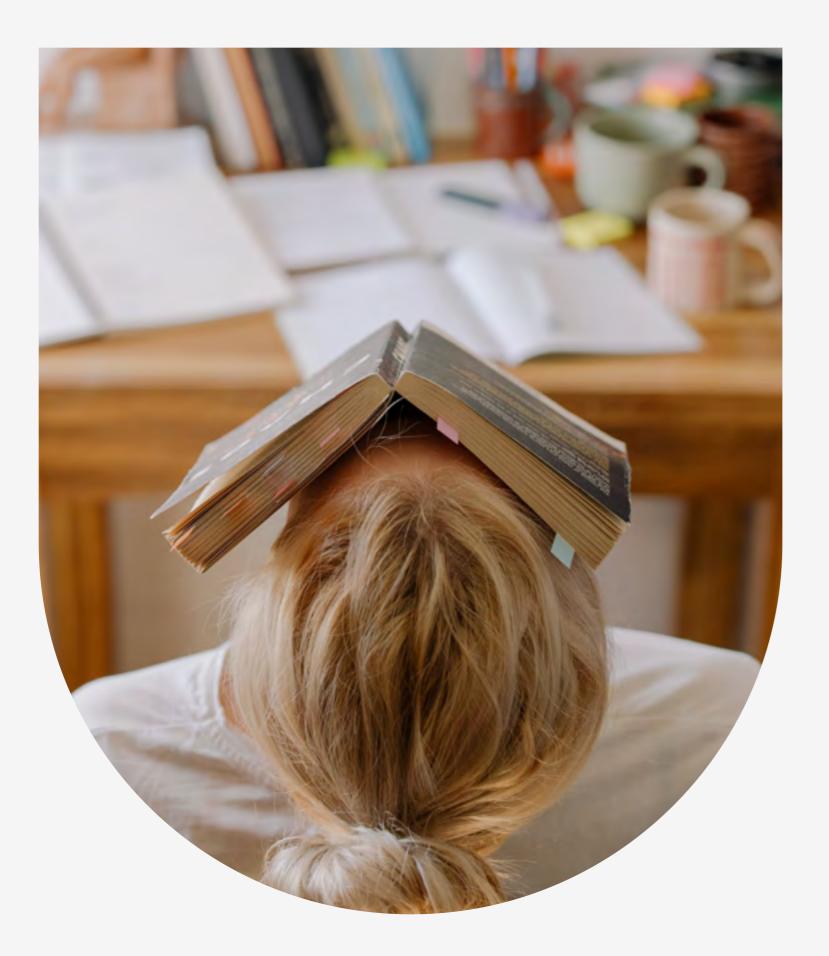
LITHUANIAN HIGHER EDUCATION NEEDS **SUSTAINABLE CHANGES**. HOWEVER THAT IS NOT GOING TO HAPPEN IN THE NEAR FUTURE.

DESPITE RISING RANKINGS, THE UNIVERSITY BUDGET **CHANGES INSIGNIFICANTLY**:



**LACK OF FUNDING** WEAKENS THE INTERNATIONAL COMPETITIVENESS OF VILNIUS UNIVERSITY AND THE POTENTIAL OF LITHUANIAN SCIENCE.







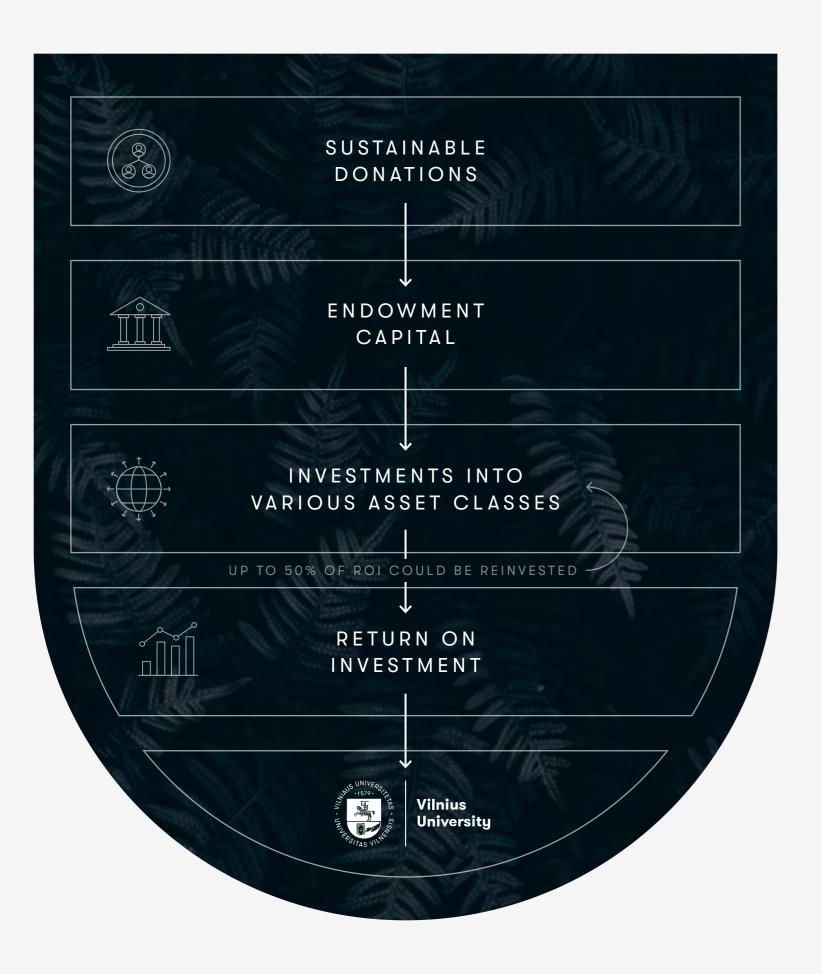
QS <sup>*</sup> 2023 RANKING	UNIVERSITY	ANNUAL BUDGET	NUMBER OF STUDENTS	SPENDING PER STUDENT
296	TARTU UNIV. (ESTONIA)	182 M EUR	13 K	14 K EUR
400	VILNIUS UNIVERSITY	129 M EUR	24 K	5 K EUR
420	J. GUTENBERG UNIV. (GERMANY)	481 M EUR	31 K	16 K EUR
457	TRENTO UNIV. (ITALY)	356 M EUR	13 K	27 K EUR
415	TAMPERE UNIV. (FINLAND)	315 M EUR	15 K	21 K EUR
465	ESSEX UNIV. (ENGLAND)	290 M EUR	16 K	17 K EUR

\*QS - ANNUAL PUBLICATION OF UNIVERSITY RANKINGS BY QUACQUARELLI SYMONDS.

## WE'VE REACHED OUR LIMIT

### INSUFFICIENT AND FIXED STATE FUNDING MADE VILNIUS UNIVERSITY **REACH ITS LIMITS**. WHAT'S NEXT?

## SUSTAINABLE SOLUTION



### ENDOWMENT CAPITAL

THE VISIONARIES WHO BELIEVE IN THE POTENTIAL OF VILNIUS UNIVERSITY AND THE LITHUANIAN SCIENCE ESTABLISHED THE FIRST LITHUANIAN UNIVERSITY ENDOWMENT FUND.

DONATIONS ARE INVESTED. RETURN ON INVESTMENT IS USED TO FINANCE VILNIUS UNIVERSITY, AND REINVESTED.

**RIGHT NOW:** 

**3,29** M EUR PORTFOLIO VALUE\*

\*ACCORDING TO 2022 Q4 REPORT (INVESTING FROM 2019 01)

### **459** K EUR **RETURN ON INVESTMENT\***

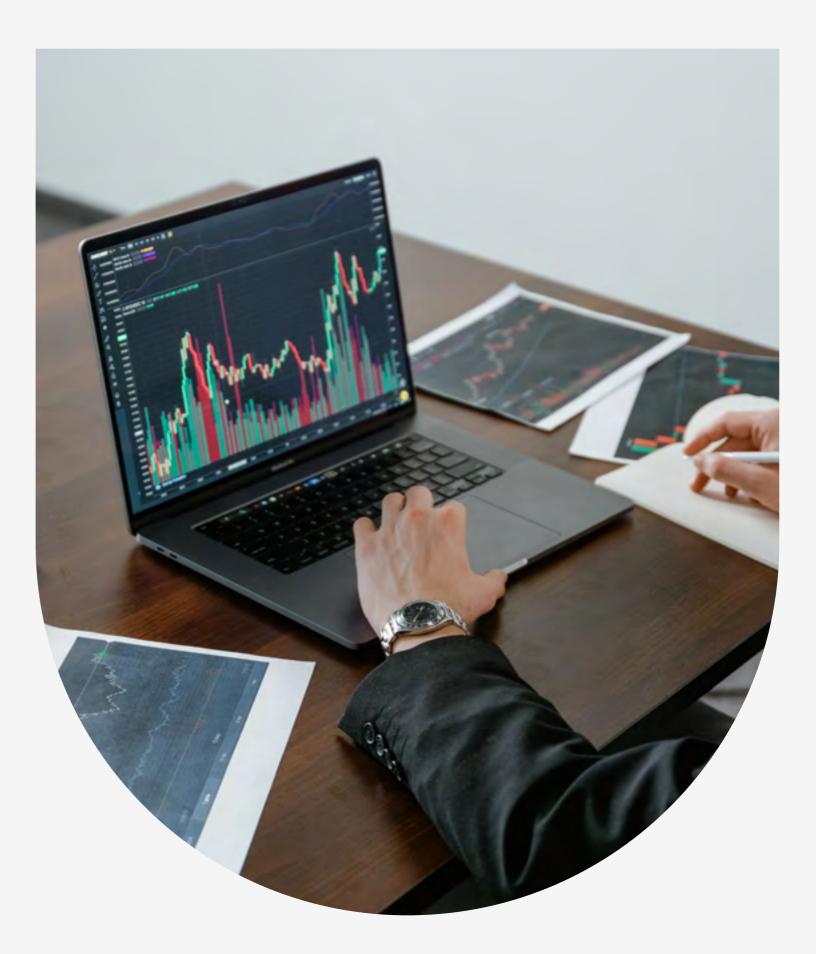
### A PROVEN STRATEGY

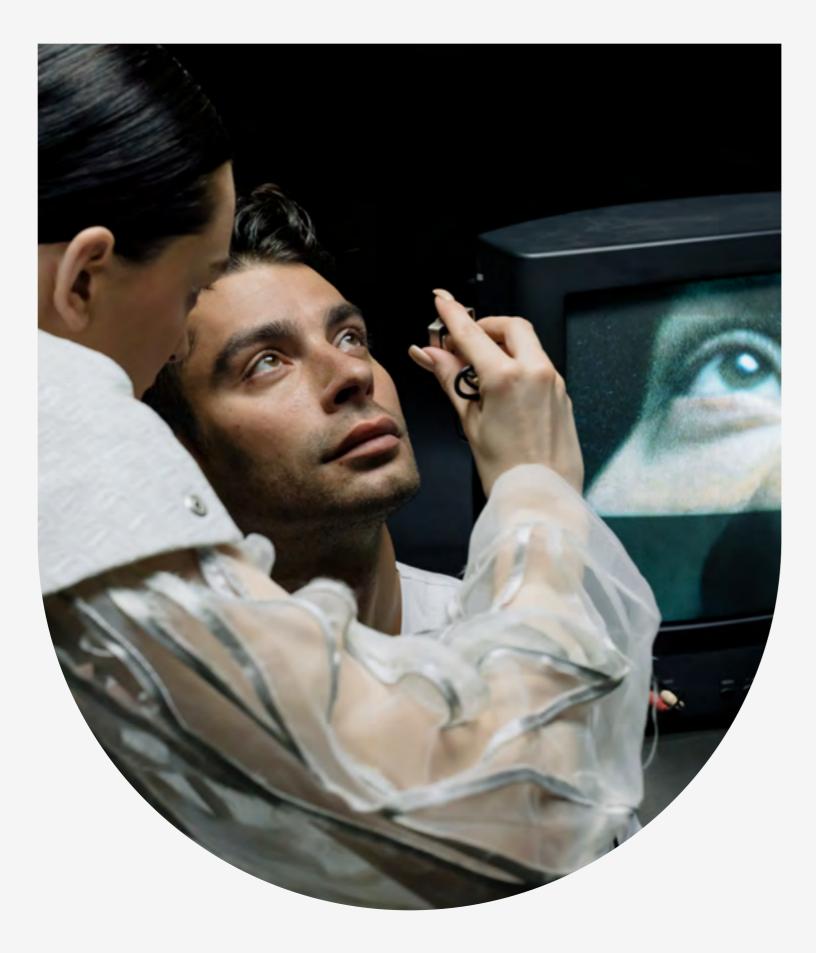
VU FOUNDATION'S INVESTMENT STRATEGY IS IN LINE WITH THE BEST **INTERNATIONAL PRACTICE**:

- DIVERSIFIED FINANCIAL INSTRUMENTS
- RISK MANAGEMENT AND DIVERSIFICATION
- INVESTING IN A GLOBAL MARKET

**LONG-STANDING ENDOWMENTS** OF WORLD'S TOP UNIVERSITIES CONTRIBUTE SIGNIFICANTLY TO THE **FUNDING OF SCIENCE**.

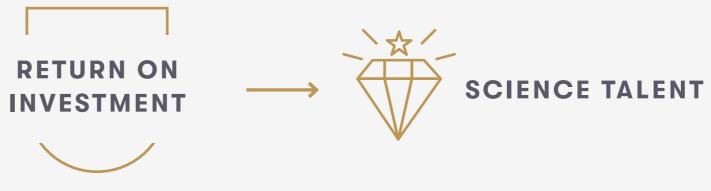






### WE FUND TALENT

**COMPETITIVE CONDITIONS** ARE NEEDED TO UNLEASH SCIENTIFIC TALENT, THAT'S WHY WE ALLOCATE THE RETURN ON INVESTMENT TO FUND PROMISING RESEARCHERS AND TALENTED STUDENTS.



AS THE VALUE OF OUR ENDOWMENT REACHES AT LEAST **20 M EUR** WE WILL ALSO PROVIDE FUNDING FOR:

• STUDY PROGRAMMES • SCIENTIFIC RESEARCHES • INFRASTRUCTURE PROJECTS

## HOW ARE WE DOING?





MORE → VUF.LT

VU FOUNDATION IS ACTIVELY SUPPORTED AND ENDORSED BY VU ALUMNI COMMUNITY.

### FUNDING OF VU PROJECTS

WE'VE ALREADY ALLOCATED **OVER EUR 0,8 M** FROM THE RETURN ON INVESTMENT AND TARGETED DONATIONS TO FUND **17 PROJECTS**.





WE ALLOCATED THE RETURN ON INVESTMENT TO CO-FINANCE TALENT COMING TO VILNIUS UNIVERSITY:

- 5 PROMISING RESEARCHERS
- 16 TALENTED MASTER'S DEGREE STUDENTS

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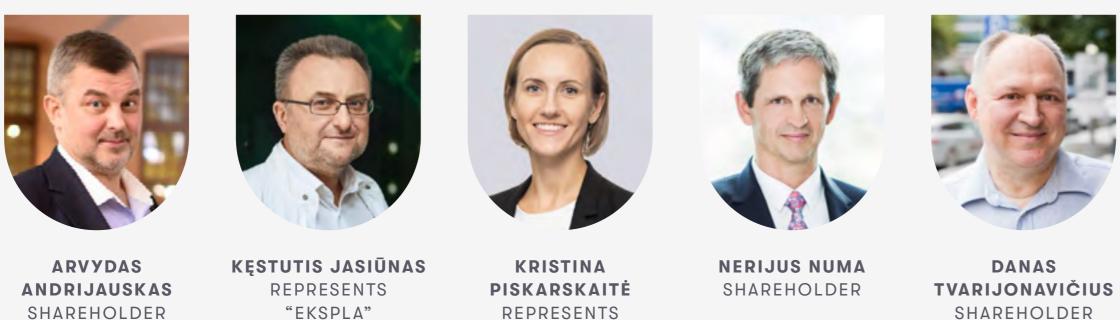




MORE → VUF.LT

### TEAM OF VISIONARIES

### THE CORE OF OUR SHAREHOLDERS IS A TEAM OF LITHUANIAN BUSINESS LEADERS, PHILANTHROPISTS AND VISIONARIES WHO APPRECIATE THE IMPORTANCE OF A **COMPETITIVE UNIVERSITY** AND **PROGRESSIVE HIGHER EDUCATION** FOR THE SOCIETY.



"LIGHT CONVERSION"

- THE CEO AND THE INVESTMENT BOARD IMPLEMENT PROFESSIONAL INVESTMENT MANAGEMENT.
- THE **INTERNAL CONTROL COMMITTEE** SUPERVISES, MONITORS AND EVALUATES ACTIVITIES, ENSURING TRANSPARENCY.
- THE **BOARD OF TRUSTEES** ADVISES ON STRATEGY AND DEVELOPMENT.





DARIUS ZUBAS SHAREHOLDER



ALVYDAS ŽABOLIS SHAREHOLDER

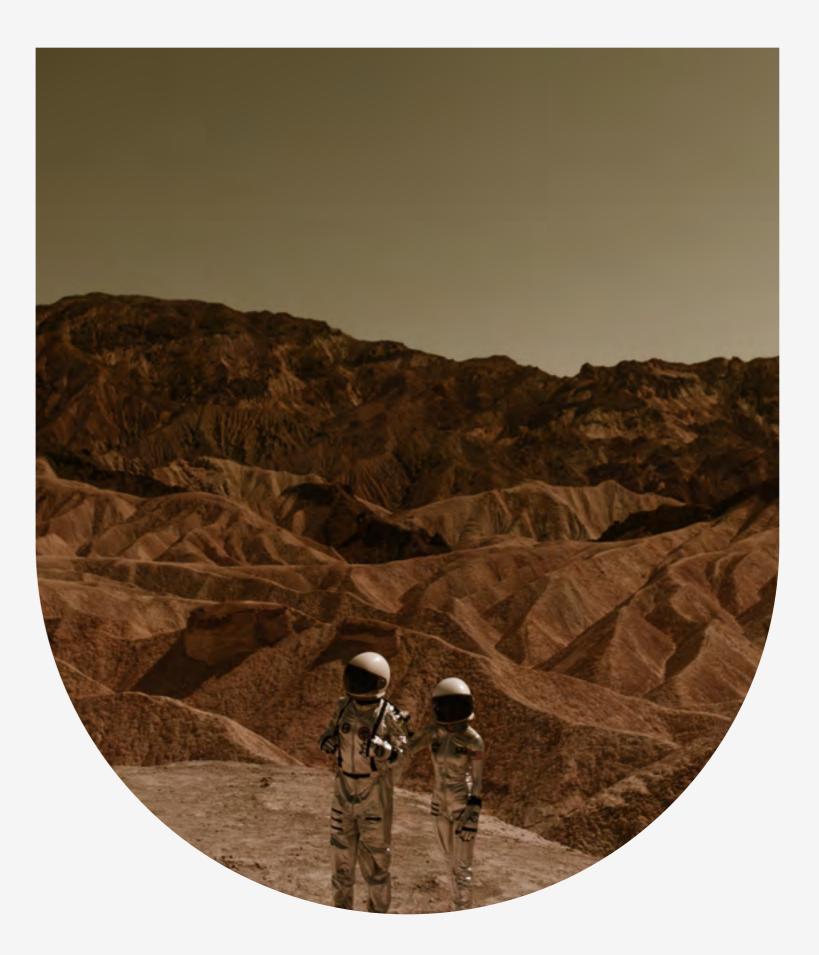
## OUR GOAL IS ONE BILLION EUROS

### SUSTAINABLE UNIVERSITY BUDGET

THE RETURN ON INVESTMENT OF AT LEAST ONE BILLION EUROS WOULD **INCREASE VU BUDGET SIGNIFICANTLY**.



GREATER FINANCIAL INDEPENDENCE AND A SUSTAINABLE BUDGET WILL ENSURE **LONG-TERM FUNDING** FOR STRATEGIC AREAS.



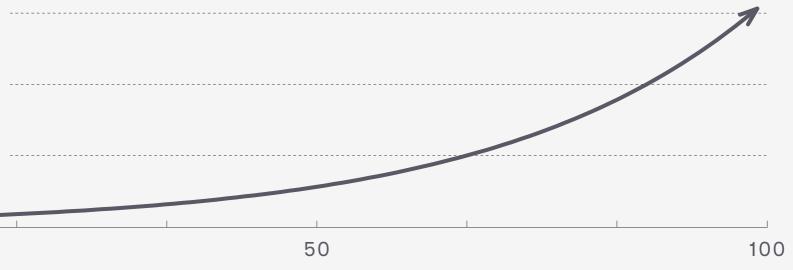


### EXPONENTIAL GROWTH

BY **REINVESTING** UP TO 50% OF ROI WE WILL BE INCREASING THE VALUE OF THE ENDOWMENT CAPITAL **EXPONENTIALLY** OVER THE YEARS.

**30 B EUR 20 B EUR 10 B EUR** 

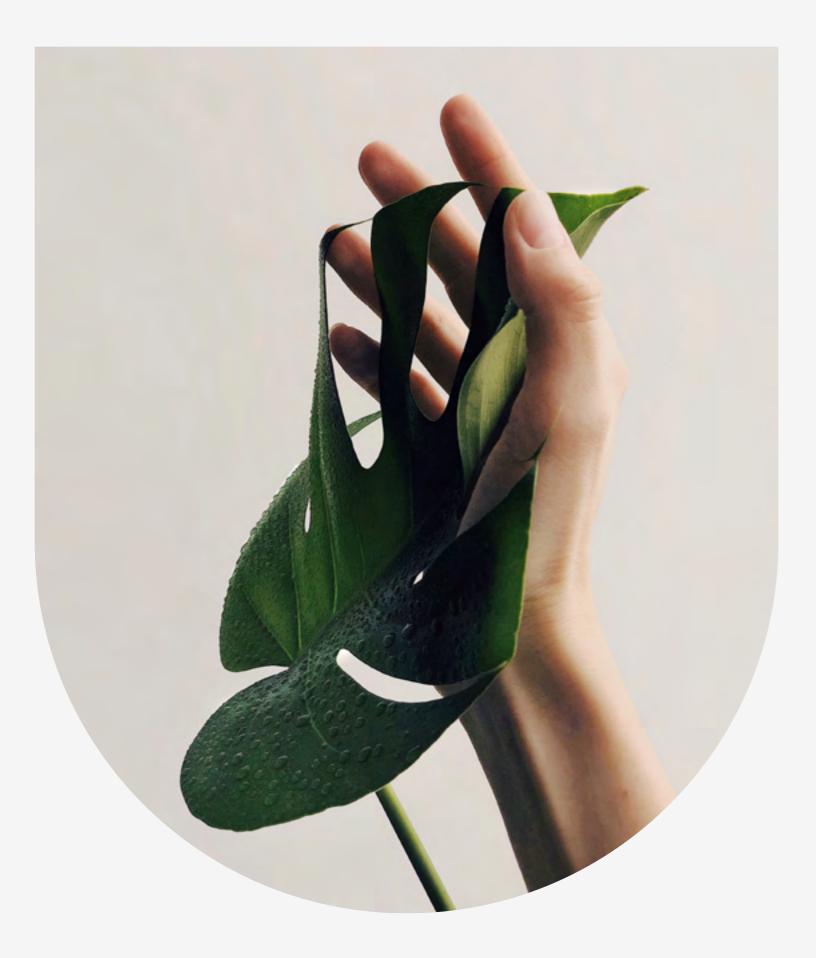
1 YEARS



BASED ON THE ASSUMPTION: 7% ANNUAL RETURN ON INVESTMENT, OF WHICH 3.5% IS DISTRIBUTED ANNUALLY AND 3.5% IS REINVESTED.

### RETURN ON INVESTMENT ALLOCATED TO VILNIUS UNIVERSITY WILL ALSO **INCREASE EXPONENTIALLY** OVER THE YEARS.

## LET'S PROSPER TOGETHER



SUPPORT OUR MISSION BY CONTRIBUTING TO VILNIUS UNIVERSITY ENDOWMENT FUND AND SUBFUNDS.

### INVESTED DONATION

IF YOU WISH TO MAKE A CHARITABLE BEQUEST OR DONATE A NON-CASH GIFT (REAL ESTATE, LAND, STOCKS, BONDS, ETC.), WE WILL BE HAPPY TO HELP YOU.

DONATE

## SUSTAINABLE GIVING





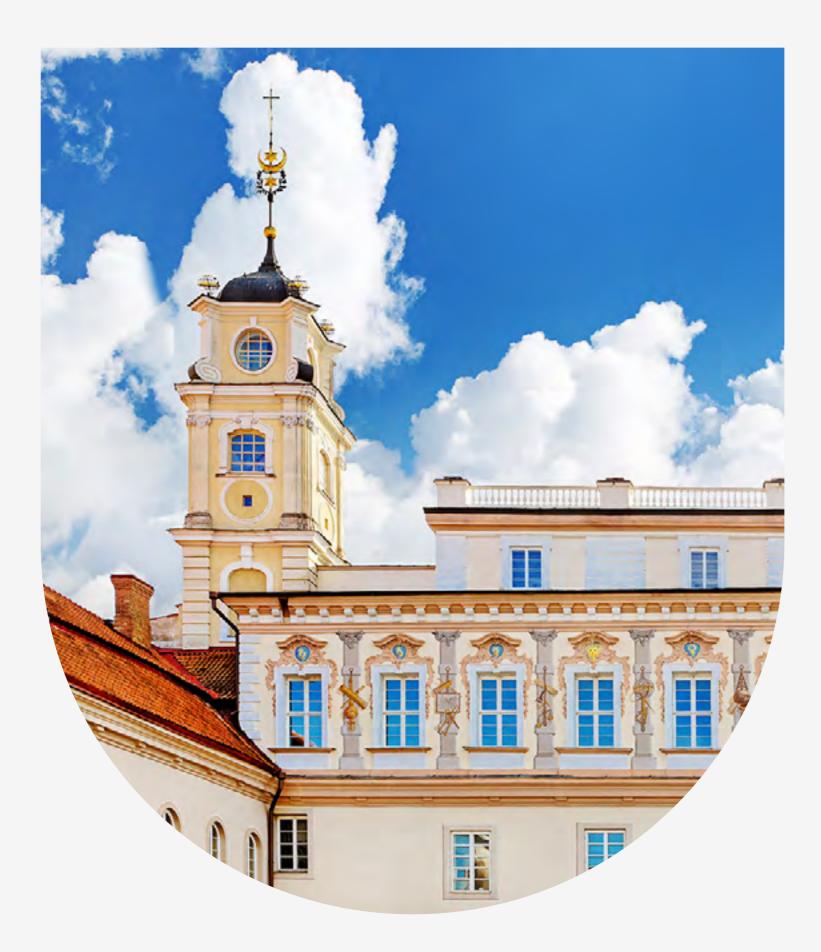
### ACADEMIC SUBFUNDS

SIX ACADEMIC UNITS OF VILNIUS UNIVERSITY HAVE ALREADY ESTABLISHED THEIR OWN **ENDOWMENT SUBFUNDS**. DONATE TO YOUR FAVOURITE SUBFUND ONLINE!



VU FMI SUBFUND → VU FACULTY OF LAW SUBFUND → VU LIFE SCIENCES CENTER SUBFUND →





## DONOR RECOGNITION

WE ACTIVELY SPREAD THE WORD ABOUT THE PHILANTHROPY AND CARE DEEPLY ABOUT **RECOGNIZING OUR DONORS**.



WITH THE CONSENT OF THE EXISTING SHAREHOLDERS, ≥300 K EUR SUPPORT WILL GRANT YOU THE RIGHTS OF THE SHAREHOLDER OF VILNIUS UNIVERSITY FOUNDATION.

### PHILANTHROPIC COMMUNITY

WE BUILD A **GROWING COMMUNITY** OF PHILANTHROPISTS.

OUR MAJOR DONORS ARE GIVEN THE **OFFICIAL PATRON NAMES** OF THE CITY OF VILNIUS AND VILNIUS UNIVERSITY.



DANAS TVARIJONAVIČIUS



ARVYDAS ANDRIJAUKAS



ROMUALDAS DANIELIUS







JUSTINAS NOREIKA, CFA CEO

JUSTINAS.NOREIKA@VUF.LT +370 655 25106

### VILNIUS UNIVERSITY FOUNDATION

UNIVERSITETO ST. 3, VILNIUS 01513, LITHUANIA VUFONDAS@VUF.LT +370 5 219 3000

COMPANY REGISTRATION CODE  $\rightarrow$  304222713

#### BANK ACCOUNTS

ENDOWMENT CAPITAL ACCOUNT: LT61 7300 0101 4641 2795 (SWEDBANK)

ACCOUNTS FOR PROJECTS AND SUBFUNDS ON THE INTERNET → VUF.LT/EN/CONTACTS

DONATE CONTACT

## INVESTMENT THAT WILL LAST FOREVER



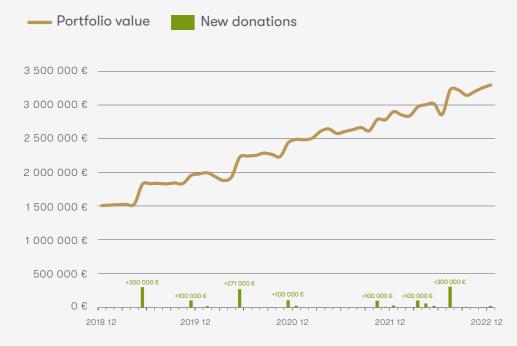
#### **GENERAL INFORMATION**

Founded	2016 04
Endowment capital formed	2017 05
Investments started	2019 01
Endowment capital size	3 019 633 EUR
Investment results since 2019 01	+459 360 EUR
Allocated to finance Vilnius University	-181 752 EUR
Portfolio value	3 297 241 EUR
Portfolio investment return since 2019 01	+23,0 %

### **PORTFOLIO & RESULTS BY ASSET CLASS**

Turto klasė		Allocation 2022 12 31	Return 2022 Q4	Return 2022	Annualised return since 2019 01
-	European	16%	+9,7%	-6,8%	+8,9%
Equity	World	14%	+0,6%	-21,0%	+11,1%
	Emerging markets	-	-	-	-
Bonds	Euro-zone governments	12%	+1,0%	+2,2%	+1,4%
	Investment grade corporates	15%	+1,2%	+3,3%	+5,0%
	High yield	6%	+2,9%	+8,1%	+7,5%
Alternative investments		31%	+7,3%	+7,0%	+7,2%
Investments		<b>9</b> 4%	+4,8%	<b>-2,5</b> %	+7,6%
Cash and equivalents		6%	-	-	-
Portfolio		100%	+4,0%	-2,0%	+4,9%

#### **PORTFOLIO GROWTH**



### PORTFOLIO RETURN

— Portfolio annual return, % (IRR) Portfolio result, €



#### **COMMENTARY BY INVESTMENT BOARD**

At the end of the year, inflation has started to slow down in most economies, but central banks continue to emphasise that fighting inflation remains their primary objective. This means further increases in base interest rates and negative effects on economic growth.

The outlook for 2023 is complicated by uncertainty about the outcome of the war in Ukraine, China's fight against COVID and the reopening of the economy, and interest and inflation levels. However, the energy theme, which has been a major concern, seems to be fading as energy commodity prices turn downwards. Most countries and businesses have reoriented and adapted quite quickly to the new reality without Russian oil and gas.

Last year was a very bad year for most asset classes in financial markets. Despite the already significant fall in equity prices, we still see room for a fall in equity prices. It is possible that equities have not yet fully priced in the significant rise in interest rates and the negative economic outlook.

The long-unpopular investment theme of bonds (due to their very low yields) is slowly making a comeback. The Fund has actively sought and will continue to seek new opportunities in the fourth quarter, namely in the debt market, where attractive yields are already available, while the risk level remains fairly similar.



### DIVERSIFIED ALLOCATION OF THE INVESTMENTS OF THE ENDOWMENT CAPITAL

Long-term Asset ClassLong-term Asset BreakdownBreakdown LimitBenchmarkMin.Max.Max.Max.BenchmarkEuropean Shares25%15%30%Stoxx Europe 50, EURWorld Stocks20%10%30%MSCI World, EUREmerging Market Equities5%0%10%MSCI Emerging Markets, EUR			
BreakdownMin.Max.European Shares25%15%30%Stoxx Europe 50, EURWorld Stocks20%10%30%MSCI World, EUR			
World Stocks     20%     10%     30%     MSCI World, EUR		Benchmark	
	ares	Stoxx Europe 50, EUR	
Emerging Market Equities       5%       0%       10%       MSCI Emerging Markets, EUR		MSCI World, EUR	
	ırket Equities	MSCI Emerging Markets, EUR	
Eurozone Government Bonds25%10%40%Bloomberg Barclays Euro Treasury	vernment Bonds	Bloomberg Barclays Euro Treasury Bond	
Corporate Bonds10%10%30%Bloomberg Barclays Euro Corporation	onds	Bloomberg Barclays Euro Corporate Bon	
High Yield Bonds       5%       0%       10%       Markit iBoxx Euro Liquid High Yield	onds	Markit iBoxx Euro Liquid High Yield Index	
Alternative Investments10%0%35%EURIBOR 6M + 3%	ivestments	EURIBOR 6M + 3%	
Money Market Instruments 0% 0% 10% EURIBOR 6M	et Instruments	EURIBOR 6M	

As the endowment capital fund grows, investment management will intensify and the level of risk-taking will gradually increase in line with the international practice.

In order to achieve an investment return and contribute to the development of the VU community opportunities, the future alternative investments may be directed to the VU-related objects, such as:

• start-ups or young businesses that have been developed by the VU community and have high added value potential;

• infrastructure projects that improve the academic process (e.g. student dormitories);

• other projects.

ndex	
dIndex	

#### **INVESTMENT OBJECTIVES**

To seek a long-term growth of the endowment capital fund value by actively investing in diversified financial instruments.
The minimum target net return over the medium term must exceed the consumer price inflation of the Euro Zone.

• The target return is based on the current structure of the investment portfolio and the relevant benchmark indices.

#### **INVESTMENT PHILOSOPHY**

• An unlimited term. A long-term investment strategy. An opportunity to take risks in stock markets and less liquid investments.

• The return on investment is directly proportional to the risk taken. Investing is the management of various risks rather than the management of returns.

• Risk diversification is an important part of the investment strategy.

#### **INVESTMENT STRATEGY**

• In the global market and are not limited to securities distributed in Lithuania.

• Foreign investment is mainly focused on developed markets with strong economies, low political risk and high corporate governance standards.

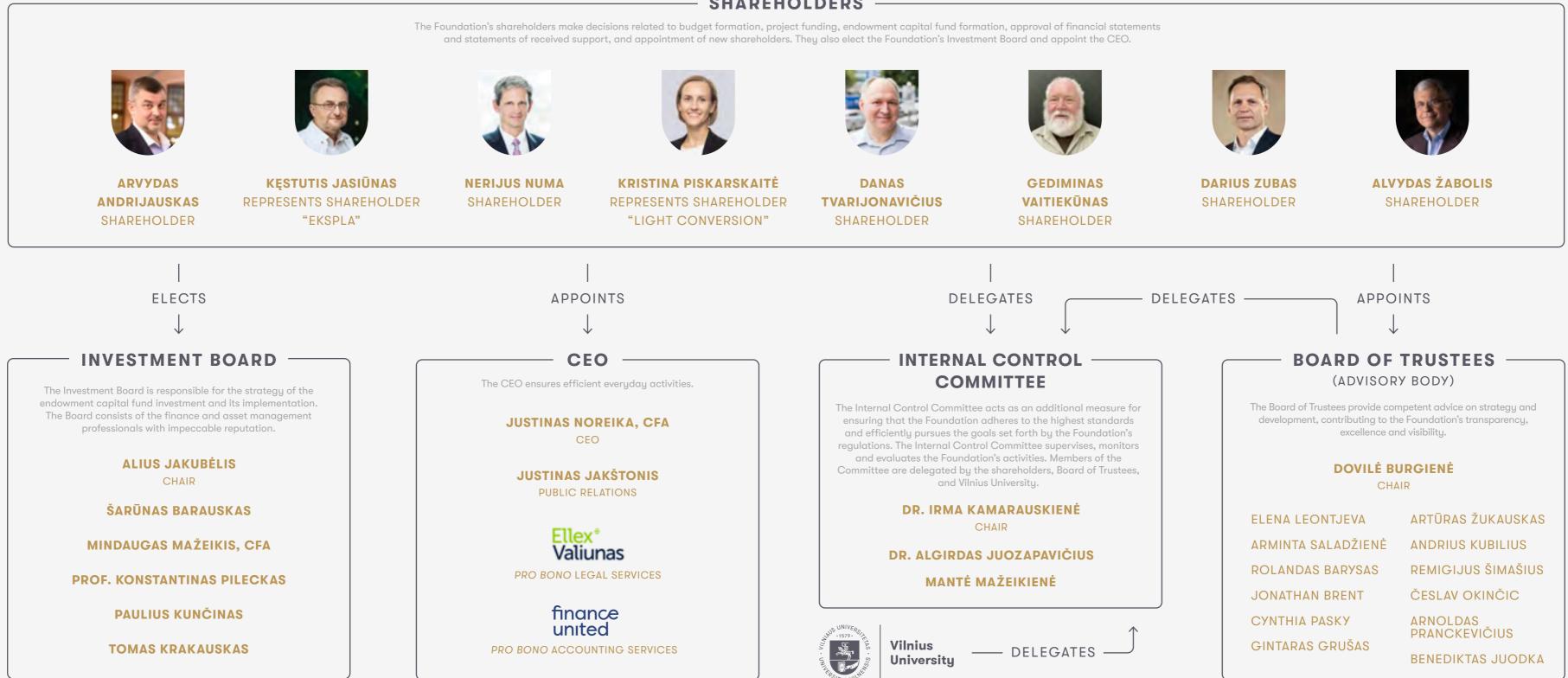
• The maximum investment in one investment object is 20% of the endowment capital fund value (restriction does not apply to deposits).

• The base currency is Euro, but investments are also possible in other currencies. Share of investments in foreign currency should not exceed 50% of the endowment capital fund value.

• Efficient management of entrusted assets by optimizing investment, storage and management costs.

### MANAGEMENT OF THE FOUNDATION

#### SHAREHOLDERS



#### **ABOUT SUBFUNDS**

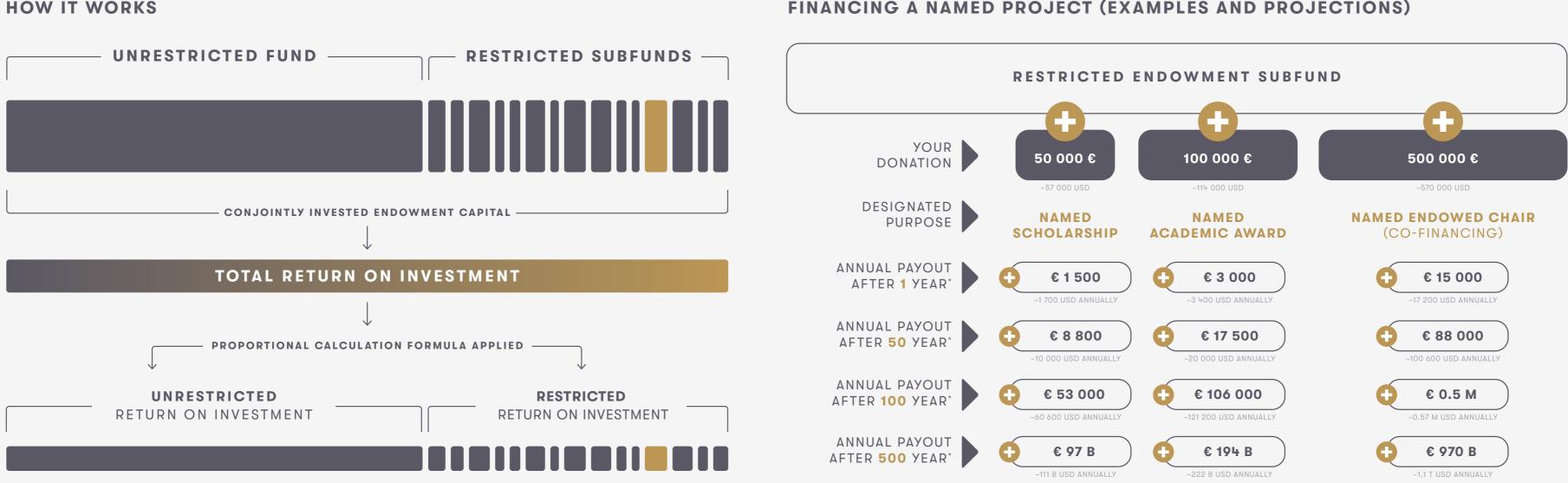
Restricted endowment subfund is a sustainable and intelligent finance management model, where the received funds are invested in various asset classes and the return on investment is allocated annually to the needs of the faculty.

In international practice, the sum of the values of the restricted endowment subfunds often exceeds the unrestricted endowment fund. For example, the value of Harvard University endowment subfunds is amounting 82%. Meanwhile Stanford University - 80% and Yale - 76%.

#### **PAYOUT FORMULA**

The Subfund's capital is invested together with the main Fund's capital. An allocation ratio of 2.5% (or individually agreed) is used to calculate the annual payout to the restricted purpose. The part of the investment gain that exceeds the payout is reinvested.

### ANNUAL PAYOUT



\*CALCULATIONS ARE BASED ON THE FOLLOWING ASSUMPTIONS: 1) 7% ANNUAL RETURN ON INVESTMENT, OF WHICH 3.33% IS DISTRIBUTED ANNUALLY AND 3.67% IS REINVESTED; 2) 90% OF THE INITIAL DONATION IS INVESTED AND 10% IS KEPT IN RESERVE IN ORDER TO START FINANCING THE PROJECT IN THE NEAREST FUTURE AND TO ENSURE CONTINUOUS FINANCING IN CASE OF TEMPORARY UNFAVORABLE MARKET CONDITIONS



### FINANCING A NAMED PROJECT (EXAMPLES AND PROJECTIONS)

#### **OPTIONS FOR GIVING**

#### MAIN ENDOWMENT FUND

Your backing will be invested and the returns earned allocated to the most important Vilnius University projects.

#### FACULTY SUBFUND

Donation used to directly support faculty's activities or to establish/contribute to the faculty's endowment subfund (min. € 100 000 for endowment subfund to be launched)

#### NAMED PROJECTS

Establish scholarship, fellowship, professor's chair or other project on your behalf. Can be financed as a direct sponsorship or through launching endowment subfund for long-term financing (min. € 50 000 for endowment subfund to be launched)

#### COMMUNITY PROJECTS

Give to a crowd-funding project initiated by Vilnius University community. Find the latest projects online: vuf.lt/en/

#### **HOW TO GIVE?**

#### DONATE ONLINE

Give one-time or regular donation up to € 1 500 via our website or by bank transfer.

#### SPONSORSHIP AGREEMENT

Let's sign a Sponsorship agreement for your donation over € 1 500.

#### ASSET-BASED GIVING

Give a non-cash gift (real estate, land, stocks, bonds, etc.) and we will help you with all the paperwork.

#### BEQUESTS

We will help you with all the paperwork if you decide to make a charitable bequest.

#### PRO BONO SERVICES

We will be happy to receive any pro bono services by you or your company.

#### DONOR RECOGNITION

We will arrange an application for you to be recognized as a National, Vilnius City or Vilnius University Patron.

Criteria:

NATIONAL PATRON → Donation from EUR 1 M.

VILNIUS UNIVERSITY PATRON → Donation from EUR 300 K.

**VU FOUNDATION SHAREHOLDER** → Donation from EUR 300 K.

VILNIUS CITY PATRON → Donation from EUR 250 K.

VU FACULTY PATRON → According individual criteria.

#### OTHER RECOGNITION

- You will receive an Eternal Sponsor Certificate.
- Your name will appear in the list of all the sponsors on our website.
- Possibility to share your donation story on social media, news outlets.
- Networking and participating in activities for sponsors at Vilnius University.
- Possibility to get in touch with beneficiaries and/or participate in their selection process.
- Excursion at Vilnius University Old Town campus, possibility to meet our Rector.

### US UNIVERSITY ENDOWMENTS IN NUMBERS

#### DATA FROM 774 COLLEGES AND UNIVERSITIES

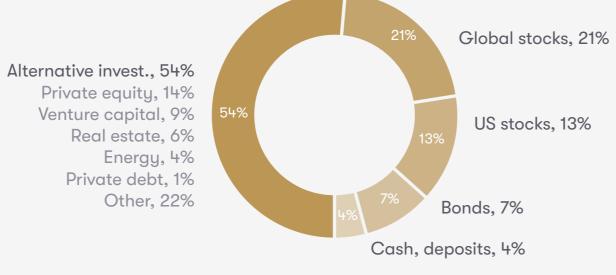
Period	Avg. return rate (after tax)
1У (2020)	1,8%
5 Y (2016-2020)	5,1%
10 Y (2011-2020)	7,5%
10 Y (2008-2017)	4.6%

Year	Avg. spending rate (% from assets)
2018	4,4%
2019	4,4%
2020	4,6%

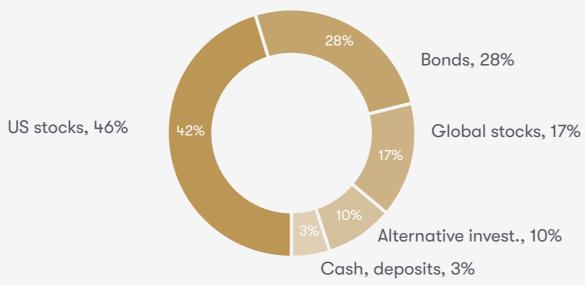
Source: 2020 NCSE research (NACUBO-CommonFund)

\*\* Correlation: the higher asset value, the higher spending rate

### AVG. ASSET ALLOCATION FOR ALL FUNDS



### AVG. ASSET ALLOCATION FOR \$<25 M FUNDS





#### **BIGGEST UNIVERSITY ENDOWMENTS IN US**

US university endowment Value, \$ Harvard \$ 53.2 B Yale \$ 42.3 B Stanford \$ 37.8 B Princeton \$ 37.7 B Pennsylvania \$ 20.5 B MIT (Massachusetts Institute of Technology) \$ 27.4 B Notre Dame \$13.3 B Columbia \$14.3 B \$ 16.1 B Northwestern Vanderbilt \$10.3 B

European university endowments

European university endowment	Value, €
Cambridge (UK)	€ 5.6 B
Oxford (UK)	€ 5.3 B
Aalto (Finland)	€ 1.3 B
CEU (Central European University, Hungary)	€ 0.9 B
Edinburgh (UK)	€ 0.4 B