



THE DRIVE YOU DEMAND

UBAM – Positive impact Equity

For professional investors only

January 2019

**Investment
Leaders Group**

 **UNIVERSITY OF
CAMBRIDGE**
INSTITUTE FOR
SUSTAINABILITY LEADERSHIP



UNION BANCAIRE PRIVÉE

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- ◆ Why Impact Investing?
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INTRODUCTION



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To generate superior returns by investing in beneficiaries of the wave of capital required to address the world's most pressing challenges

UBAM – Positive Impact Equity

- ◆ Since 2008, the world has been focused on growth and recovery. It must now address the sustainability of this – we have entered the repair phase
- ◆ World leaders have committed to achieving big changes by 2030 – to do this will involve huge levels of innovation and capex
- ◆ In the ‘post-recovery’ world, companies which help to solve the world’s problems (scarce resources, climate change, poverty) will experience faster growth and superior profitability
- ◆ UBAM – Positive Impact Equity Fund is comprised solely of businesses which are part of the solution (“the fixers”) and therefore beneficiaries of this capex spend and regulation change
- ◆ Concentrated, low-turnover and with a long-term investment horizon. Impact is most powerful with committed, patient capital.



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WHY IMPACT INVESTING?



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The World is Growing & Prospering

..an impressive recovery since the financial crisis

➤ **Growth in wealth**

- Stock markets have increased >200% since the lows of 2008*
- Corporate profitability at/close to all time highs

➤ **Growth in Global GDP**

➤ **Growth in population** – to reach 9.7bn by 2050

➤ **Growth in consumption:** rising middle class

Source(s): *Bloomberg Finance L.P, <http://www.un.org/en/development/desa/news/population/2015-report.html>

...but the Planet Is Not...

.....to grow sustainability, the world must enter a phase of repair

- We have one planet – it's a **finite resource**
- **Deforestation** – 13 million hectares of forest lost every year
- 80% of waste water from human activity is discharged into rivers and sea with **no pollution removal**.
- **Basic needs not met** - Clean sanitation, good education and healthy diet still eludes many
- Political instability aggravated by **growing inequality** (stagnating wage growth vs QE induced asset boom)

**CURRENT LIFESTYLES WILL REQUIRE
EQUIVALENT OF 3 PLANETS BY 2050**

Nation States have shown their commitment

... they understand the scale of the challenge



- In 2015, the UN established a roadmap of **17 Sustainable Development Goals (SDG)** to help the public and private sectors address the most pressing issues facing our society
- All 193 members of the United Nations committed to **achieving these goals by 2030** – a huge task



- This will require an estimated **\$5-7 trillion annual investment**, the majority of which must be funded by private capital.

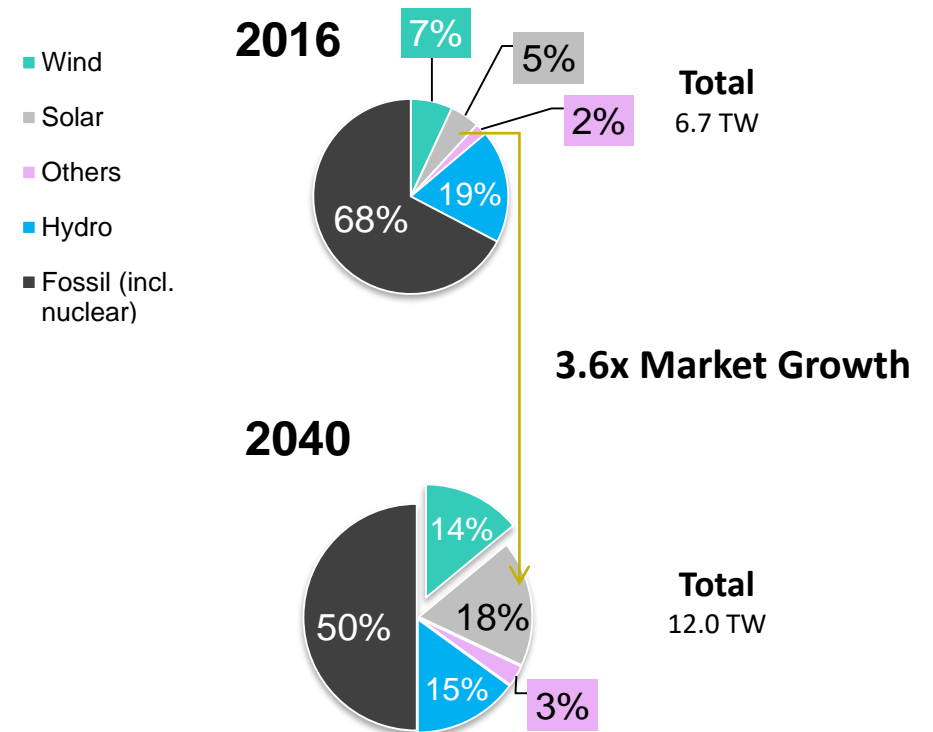
Source(s): <https://www.unpri.org/sdgs-the-sustainable-development-goals/304.article>

This Capex Surge has already begun

Capex spend into 'clean energy', Electric vehicles etc has been building for years...

- R&D spend on Electric vehicles and autonomous driving = 50% automotive capex over next 10 years.*
- In 2015, global investment in renewables attracted \$286 billion – TWICE as much as fossil fuels.

Global power generation capacity (in TW)¹



The world is at a tipping-point – this capex cannot be delayed or reduced

The Asset Class of the Future?

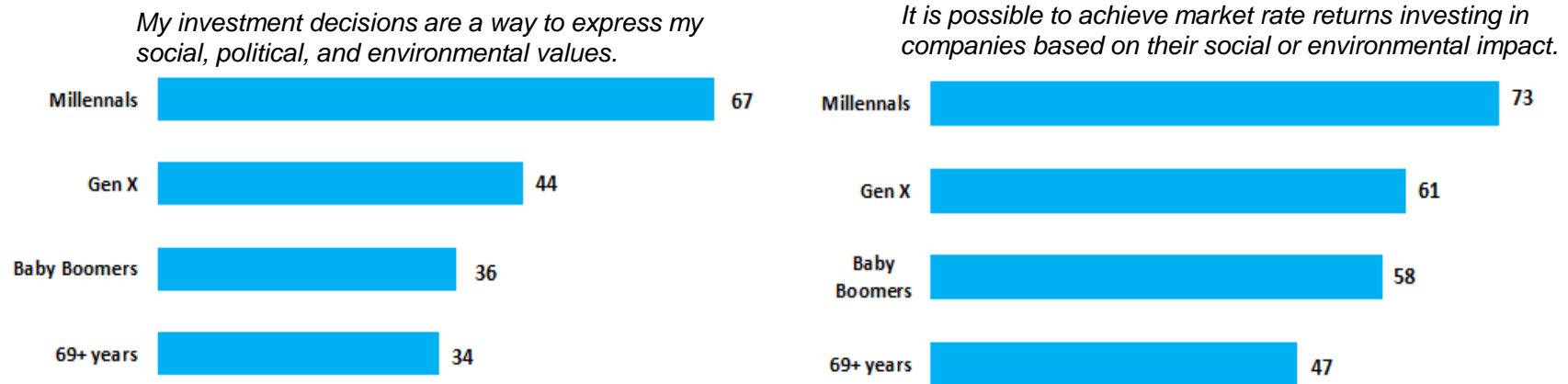
Meeting the financial and ethical goals of investors..

- ◆ Positive Impact assets under management (AUM) is still in its infancy at less than 1% of global asset base
- ◆ Momentum is powerful – this strategy has grown at 56% Compound Annual Growth Rate (CAGR) and the World Economic Forum estimates it will represent \$1trillion by 2020
- ◆ Over the next 40 years, Millennials and Generation Z will inherit c.\$41 trillion. They have clear investment preferences that go beyond financial return.

Millennials want to have an impact

Different generations have dramatically different investment priorities

Percentage of respondents who agree:



Source: 2014 US. Trust insights on wealth and worth

HBR.ORG

Source(s): <http://reports.weforum.org/impact-investment/1-introduction-to-the-mainstreaming-impact-investing-initiative/1-2-motivation/#read>

The Business Case is Strikingly Clear...

We believe that companies which help to solve the world's acute societal and environmental challenges, are uniquely exposed to a clear growth path over the coming decades



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OUR APPROACH



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UBAM – Positive Impact Equity

Capital directed to business models which deliver growth by serving society's interests.

- **Thematic** – Addressing Global themes with a European Bias
- **Authentic** - Comprised solely of businesses which are part of the solution(“the fixers”) and therefore beneficiaries of this capex spend and regulation change
- **Conviction** – c.30 stocks chosen from the UBP Impact Universe. Bottom-up analysis and acquiring company knowledge. Good ideas cannot be found from behind a desk
- **Collaboration** with The University of Cambridge Institute for Sustainability Leadership (CISL). World-leaders in the sustainability field, we are overlaying their knowledge with our investment expertise to create a unique process
- **Long-term approach** - patient, engaged capital (low turnover)
- **Financial and non-financial value** - measurement of performance and impact.

Positive Impact + long-term approach = alpha generation

Europe - An Excellent Hunting-ground for Impact Investment

Typically the majority of the portfolio will be invested in European companies

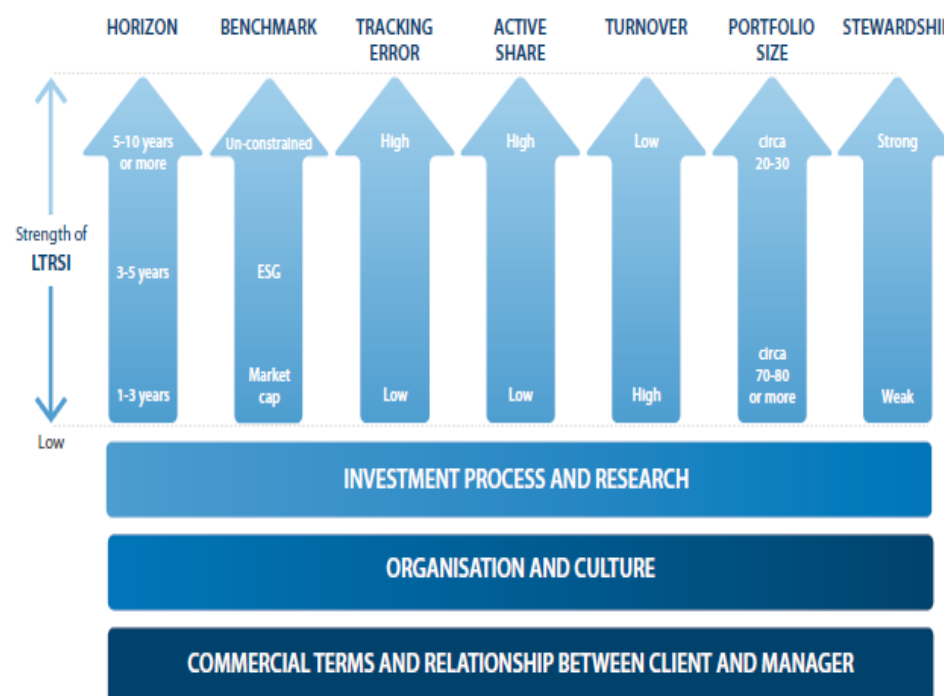
- ◆ Many world-leading companies and technology – in many cases unique in their field (e.g. BRAIN, Genmab, Alk-Abello)
- ◆ Under-researched by investors and investment banks. 50% fund names are covered by <5 analysts (vs. 29 for Nestle)
- ◆ 35% of non-European allocation for when Europe cannot provide the best exposure to a goal (e.g. Xylem).

Long-termism - why it matters

Engaged and patient investment of capital

- ◆ Short-termism doesn't serve the end-owner well. It undermines the principles of good stewardship from both corporates and investment managers.
- ◆ We cannot meaningfully tackle the world's challenges without giving CEOs and boards the support and time-frame to do the right thing.
 - 79% CEOs feel pressured to demonstrate strong financial performance over a period of 2 years or less.
 - 55% CEOs would forgo Net Present Value (NPV) + investment to avoid missing Earning Per Share (EPS) consensus by 1 cent.
- ◆ A long term approach typically involves a higher active share, lower turnover and a more concentrated portfolio

Building blocks of long term, responsible & sustainable investment



Engagement – A Critical Part of Active Ownership

A multi-strand approach

INVESTIGATION

Impact investment requires deep & regular bilateral engagement with all target companies and holdings

GUIDANCE

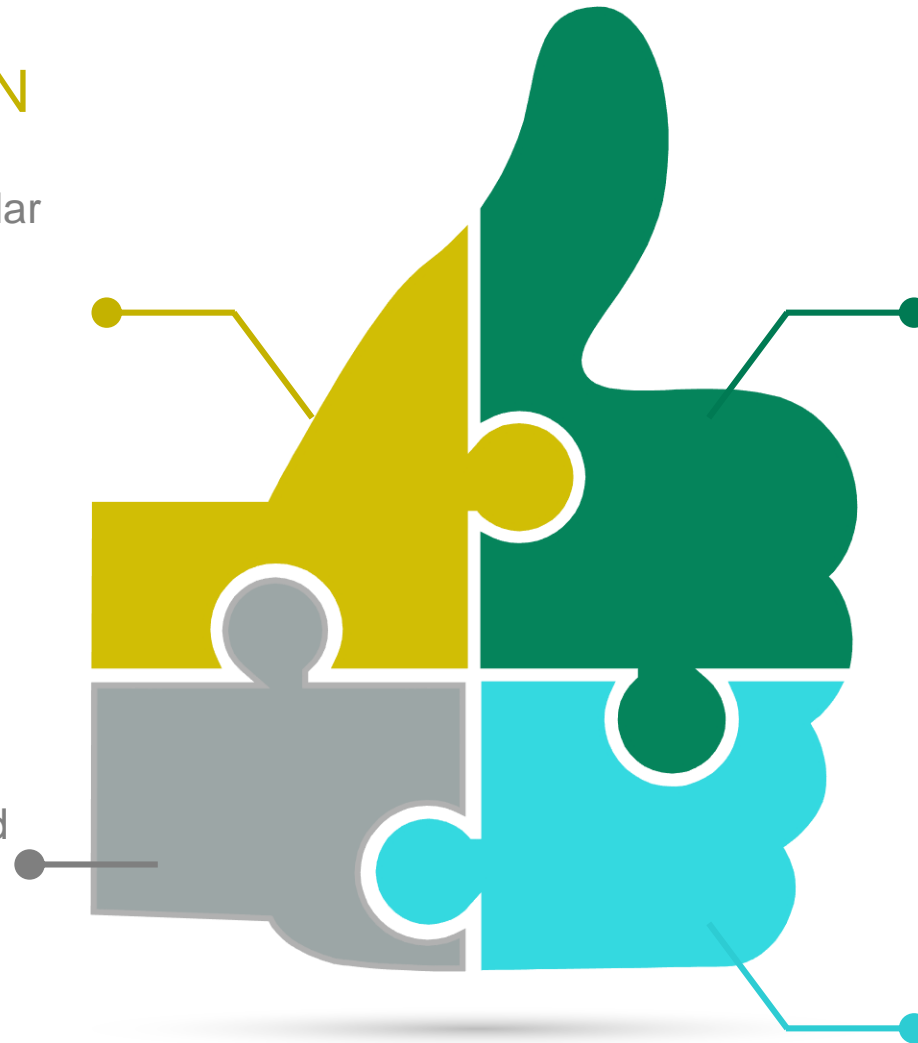
The biggest potential for impact can be when a business chooses to evolve. A constructive and honest relationship is an agent for positive change

DEVELOPMENT

Engagement goes beyond relationships with corporates. Where possible we collaborate with our peers to create top-down change to disclosure requirements.

MEASUREMENT

The absence of top-down aggregated non-financial data means bottom-up measurement is essential. Engagement is most effective way to achieve this



Peace, Justice and Strong Institutions

Investible opportunities are minimal in listed equity



- ◆ The fund addresses goal 16 with an annual donation to charity from the management fee
- ◆ The charities have been selected on the basis of: closest alignment with SDG 16, efficiency of operations, transparency of governance and level of need.





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Team and experience



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Fund Managers



Victoria Leggett

- ◆ Victoria joined UBP in 2010 as an Equity portfolio manager and has 15 years of investment experience
- ◆ Victoria is Head of Responsible Investment for Asset Management
- ◆ Victoria began her career in corporate finance, before joining Threadneedle in 2004 as an equity analyst and sector specialist
- ◆ She achieved a 1st class degree from the University of Durham



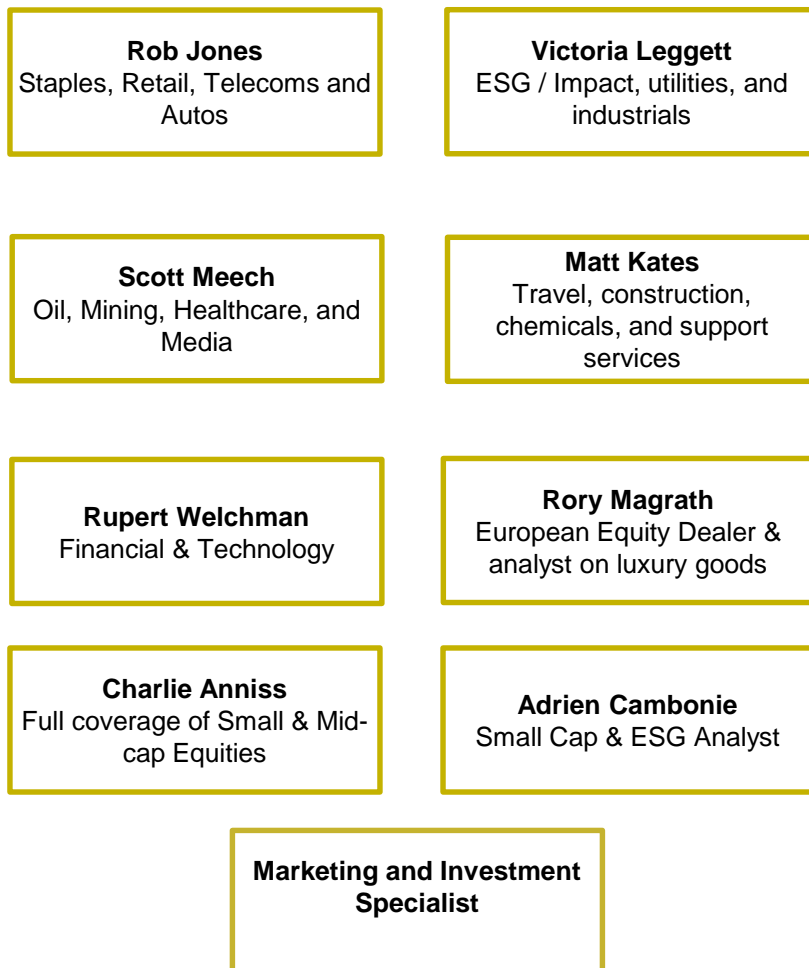
Rupert Welchman

- ◆ Rupert joined UBP in 2010 as PM and now has 20 years' investment experience.
- ◆ He used to be a UK Equities Fund Manager and Head of the Global Banks team at Threadneedle, and he has also worked as a Fund Manager at K.I. Asset Management and First State Asset Management.
- ◆ Rupert holds a degree in History from the Université Pierre Mendes in France and an MA in Medieval History from St Andrews University.
- ◆ Rupert holds the IIMR and IMC qualifications.

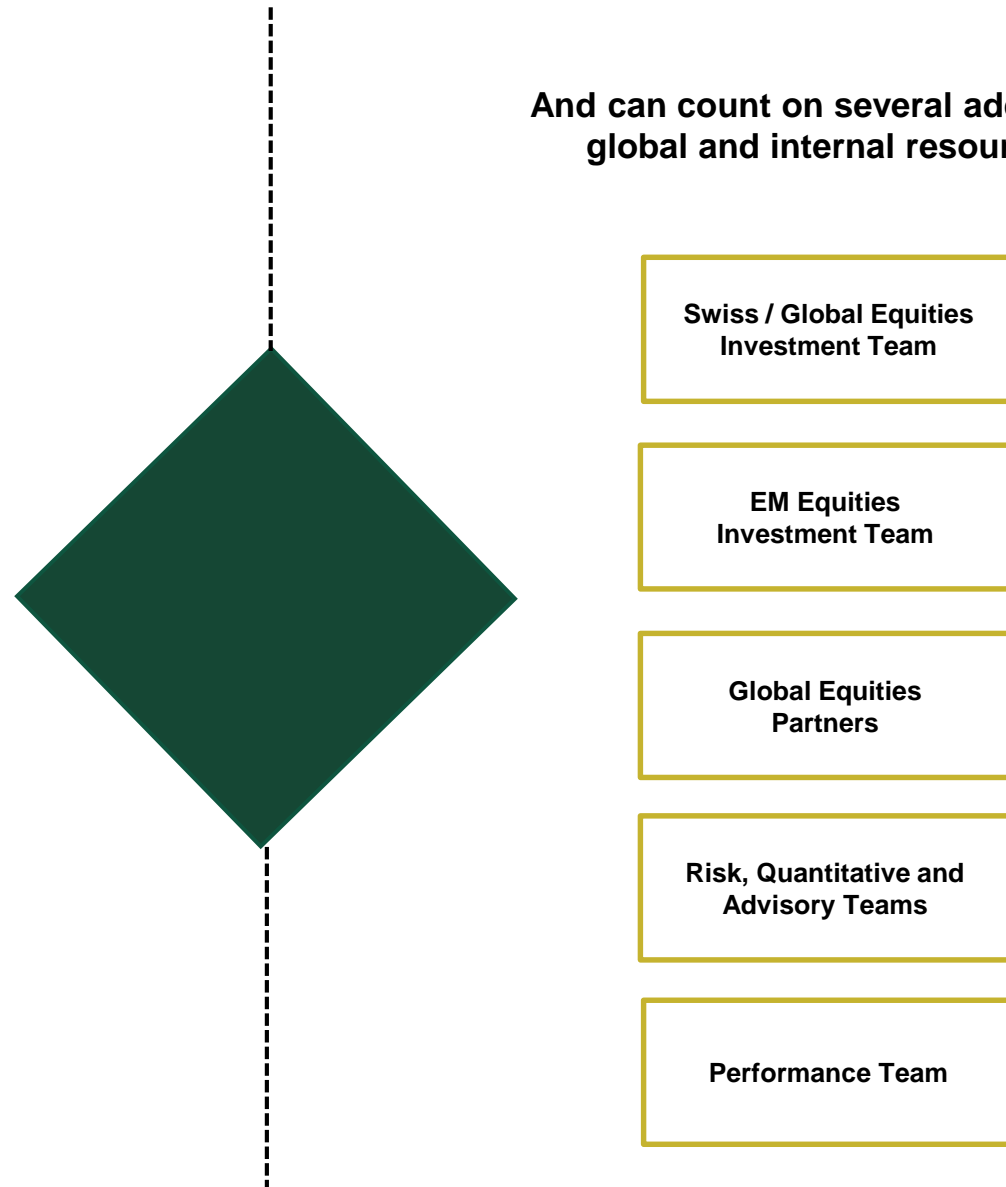
Investment Team

Investment team & shared resources

European Equity Team members have sector responsibilities



And can count on several additional global and internal resources

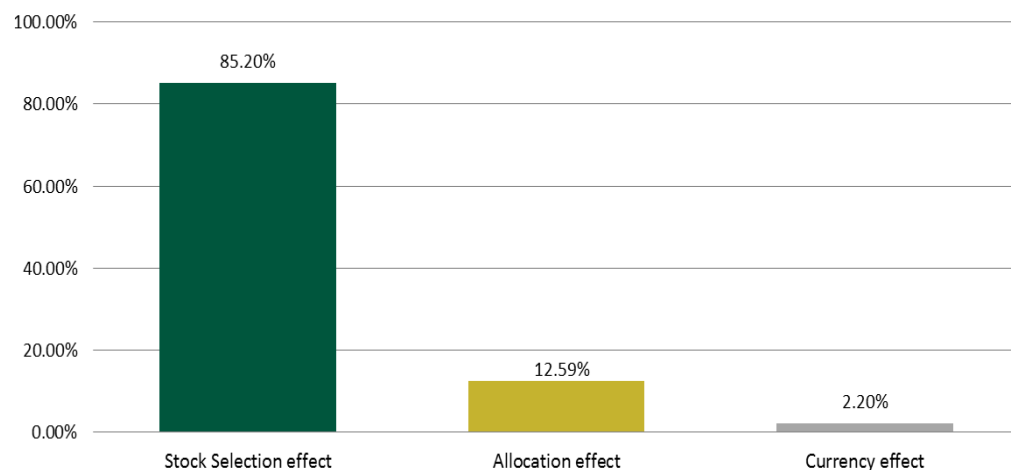


Stock picking ability

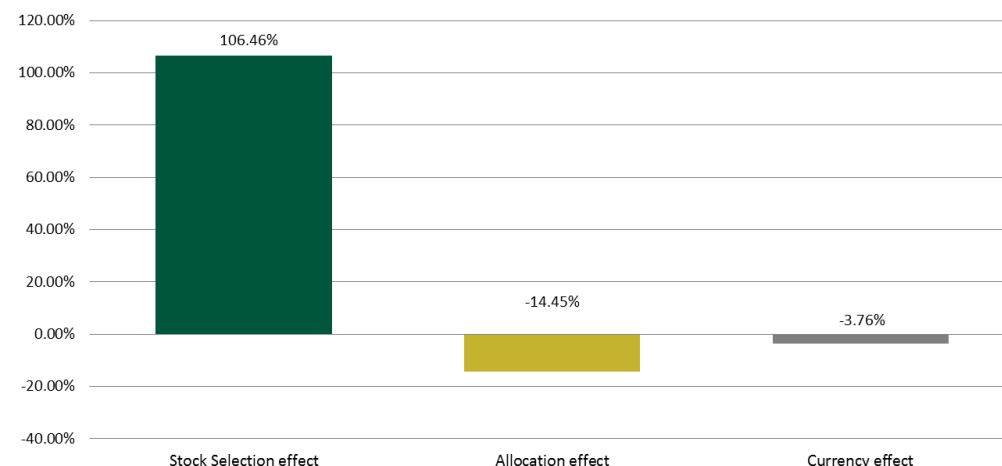
Most of our alpha is generated from stock picking

- ◆ The European Equity team have an excellent long-term track record, with >80% performance derived from stock selection - a key part of the process.

Attribution analysis of UBAM – Europe Equity (since 2012)



Attribution analysis of UBAM – Euro Equity Income (since 2013)



Past Performance is not an Indicator of Future Results.

*Including AUM of UBAM Euro Equity Income, the master fund for UBAM Actions Euro Rendement

**Performance is shown gross of fees Source(s): UBP, 31.12.2018.

***this graph shows the performance of UBAM Actions Euro Rendement until 31.12.2016 when UBAM Actions Euro Rendement was the master fund of UBAM – Euro Equity Income.

Performance gross of fees, it does not includes any applicable management fees or expenses.

Track record

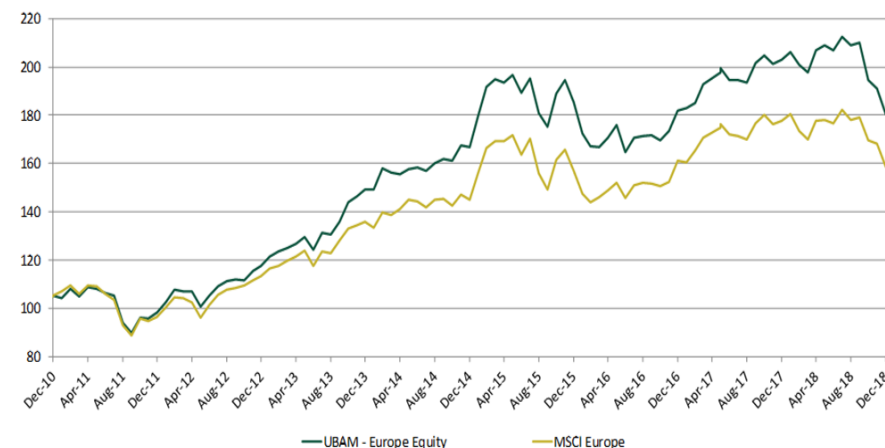
Consistent Outperformance

An experienced team with 2 flagship products:

UBAM - Europe Equity (376 MIn EUR)

- ▶ Outperformed 11 out of 12 years managing European Equities
- ▶ Achieved with a low tracking error and high active share

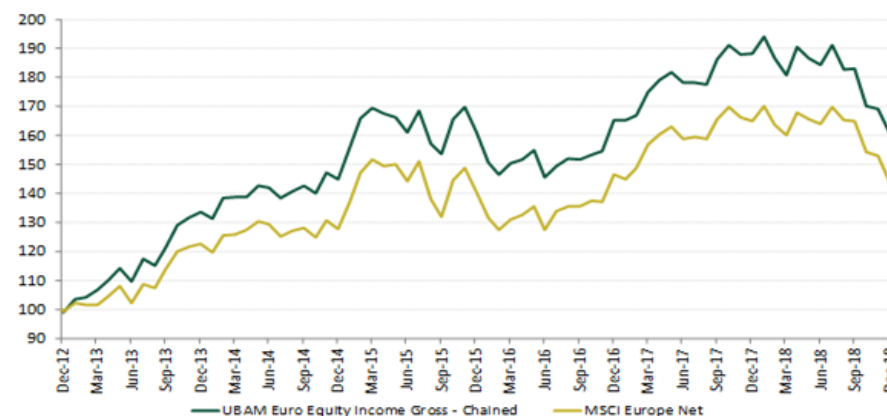
UBAM - Europe Equity Performance vs. MSCI Europe since inception (gross of fees)



UBAM - Euro Equity Income (30 MIn EUR*)

- ▶ Has outperformed the benchmark almost every year since inception (2013)
- ▶ Vs MSCI EMU** (2013 +11.58%, 2014 +4.06%, 2015 +1.69%, 2016 -1.70%, 2017 +1.37%, 2018 -1.94%)

UBAM – Euro Equity Income Performance vs. MSCI EMU since inception (gross of fees)



Past Performance is not an Indicator of Future Results.

*Including AUM of UBAM Euro Equity Income, the master fund for UBAM Actions Euro Rendement

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UBAM – Positive Impact Equity ♦ 23



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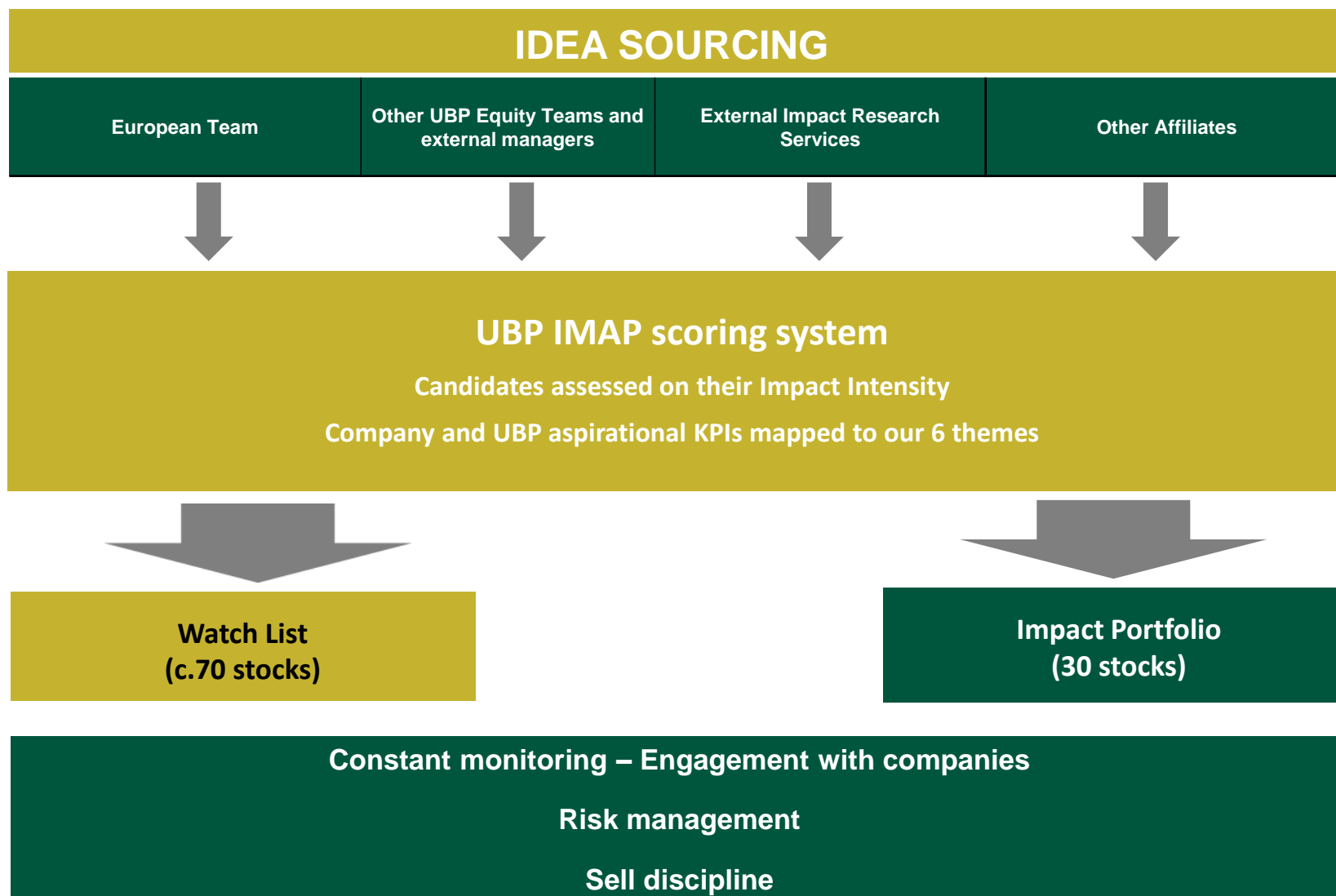
Investment process



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Investment Process

Systematically identifying gems in a crowded universe



Investment Process – Overview

Intensity of Impact leads the way

- Using the UN SDGs as a roadmap, we start with the **products and services** of a company
- Promising candidates form our **Impact Universe** and are then screened through our **UBP - IMAP** scoring system
- The resulting **watch-list** is heat-mapped to ensure only the best investment candidates gain a place in the fund
- Traditional financial overlay is then applied
 - i. Intensity of Impact
 - ii. ESG Strengths
 - iii. CFROI sustainability
 - iv. Balance sheet strength
 - v. P&L momentum
 - vi. Valuation
- **Engagement** with both successful candidates (monitoring of KPIs) and unsuccessful (can we achieve change/improvement)?
- **Risk** management factors – volatility, diversification (by theme), position sizing
- **Monitoring & measurement** of both impact KPIs and financial performance.

The UBP IMAP system

Measuring Impact Intensity



INTENTIONALITY

/5

- ◆ What is the company's stated strategy?
- ◆ What proportion of capex/R&D is allocated to this solution?



MATERIALITY

/5

- ◆ What % revenues are derived from areas generating a positive impact?
- ◆ Are there any conflicting business lines?



ADDITIONALITY

/5

- ◆ Is this company a global leader/dominant in its field?
- ◆ Is there a uniqueness of technology, approach?



POTENTIALITY

/5

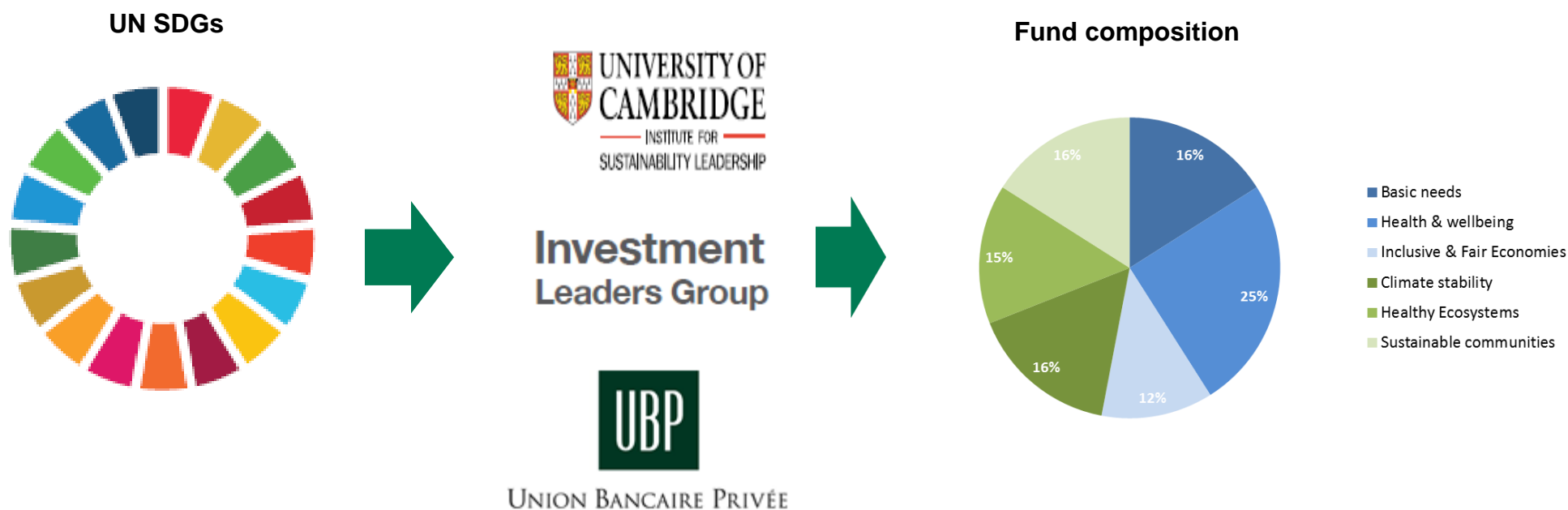
- ◆ What is the potential for this product or process to have a significant effect on the world?
- ◆ Is it a 'game changer'?



Investment Process - Diversification by Theme

Diversification by SDG, not country or GICS* sector

- ◆ In collaboration with the Investment Leaders Group, we have 15 out of 17 SDGs into 6 investment themes**
- ◆ 3 environmental, 3 societal.



Source(S): CISL (Investment Leaders Group), In Search of Impact, 2017

*Global industry Classification Standard

** CISL & ILG were not involved in stock selection

Investment Process – UN SDGs mapped to investment themes



Investment Process – finding the “Fixers”

THE GOAL: HEALTH & WELL-BEING

The “Blockers”:

- Obesity
- Unsafe public spaces
- Unequal access to medication

The “Fixers”:

- ALK-Abello (DEN) – affordable allergy medication
- HELLA (GER) – autos – reactive lighting & sensors
- THULE (SWE) – equipment to promote active family lifestyles

25% FUND INVESTED IN HEALTH & WELLBEING

THE GOAL: CLIMATE STABILITY

The “Blockers”:

- Traditional fuel sources
- Wasted Energy
- Insufficient incentivisation

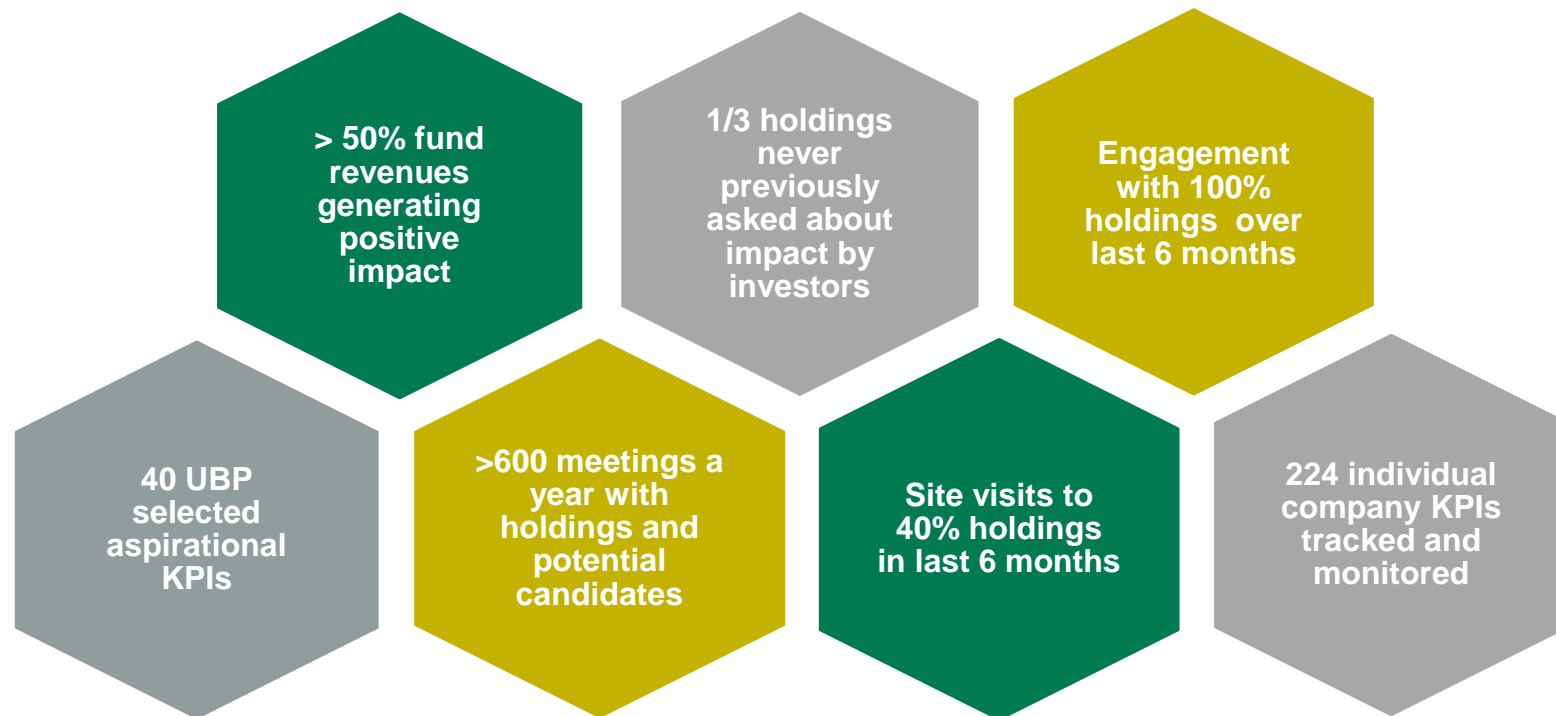
The “Fixers”:

- KINGSPAN (GBR) – innovative insulation
- SIEMENS GAMESA (SPA) – renewable energy
- TOTAL PRODUCE (IRE) – supporting low carbon diets

16% FUND INVESTED IN CLIMATE STABILITY

Investment Process – Engagement

Unearthing value and creating improvement





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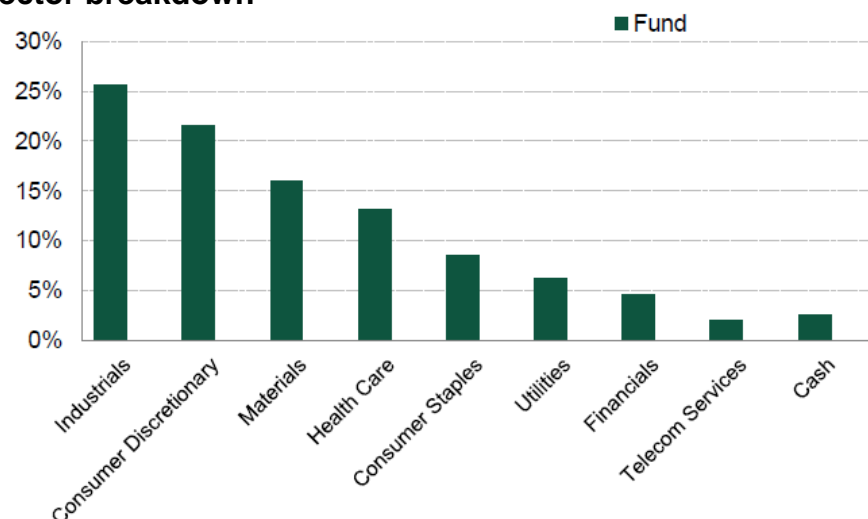
FINANCIAL PERFORMANCE



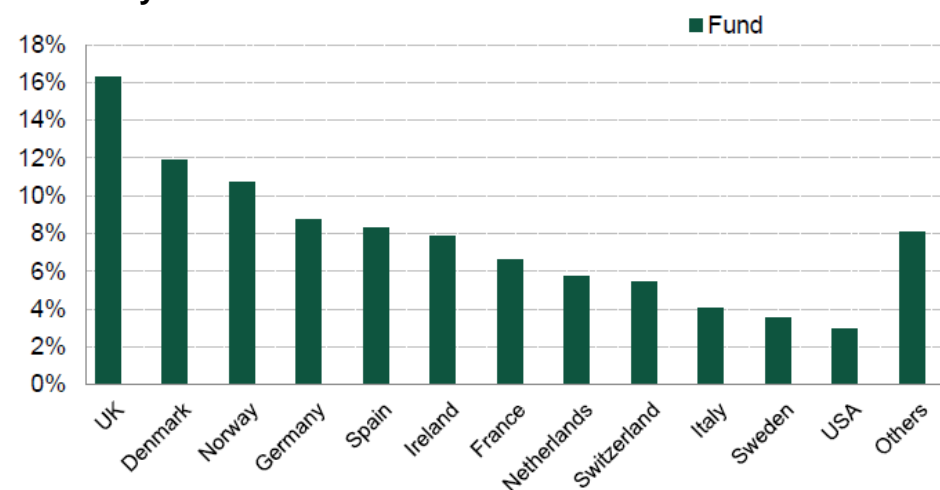
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UBAM – Positive Impact Equity

Sector breakdown



Country breakdown



Top 10 holdings of the portfolio

Name	Portfolio Weight (end)	Country	Sector
RED ELECTRICA	6.18%	Spain	Utilities
INTERTEK GROUP	5.52%	UK	Industrials
GENMAB	4.75%	Denmark	Health Care
ORPEA	4.36%	France	Health Care
TOMRA SYSTEMS RG	4.31%	Norway	Industrials
KERRY GRP-A-	4.17%	Ireland	Consumer Staples
SPACE3 RG	4.06%	Italy	Consumer Discretionary
ALK-ABELLO -B-	4.05%	Denmark	Health Care
BASIC-FIT	4.04%	Netherlands	Consumer Discretionary
KINGSPAN GRP	3.65%	Ireland	Industrials
Total	45.1%		



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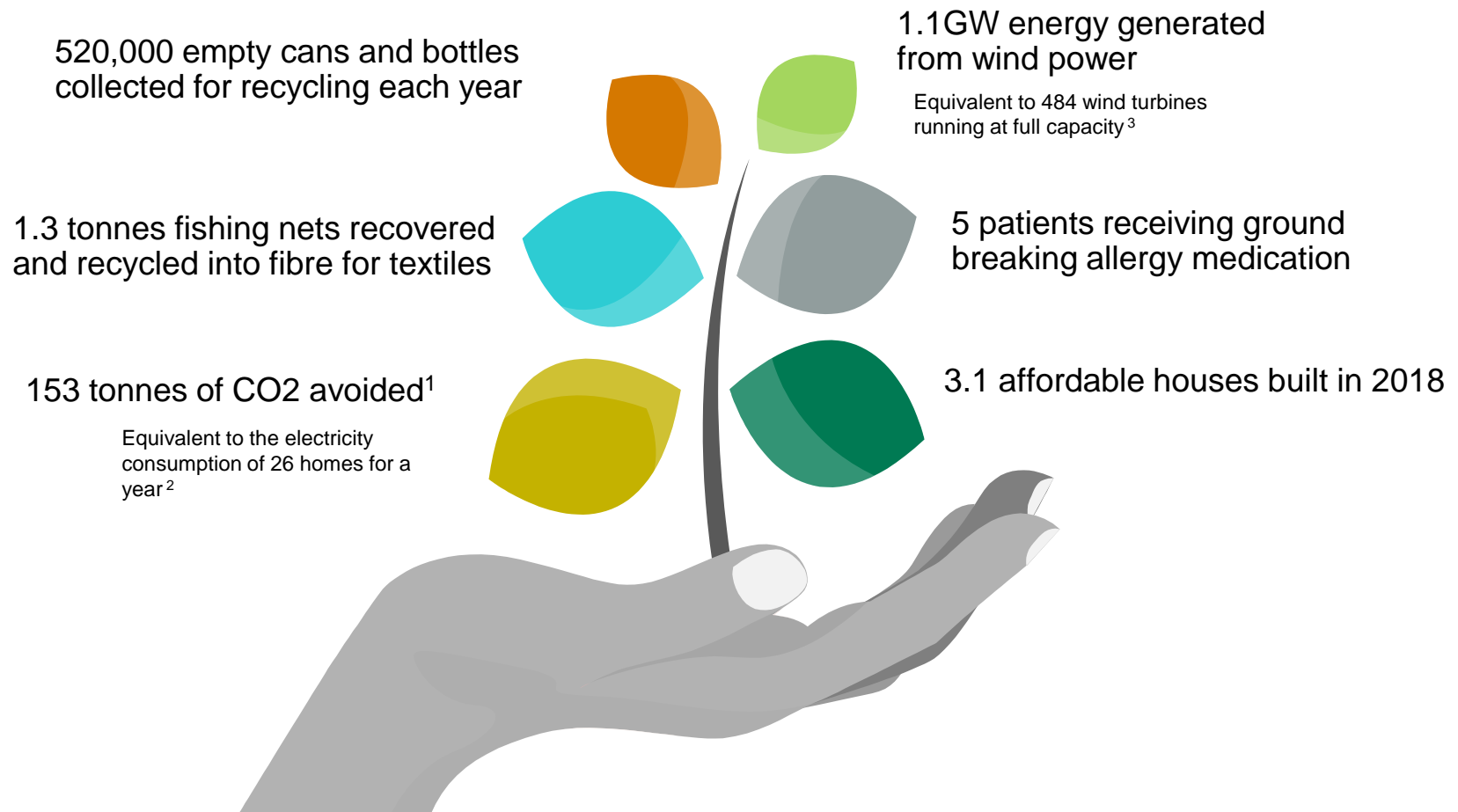
IMPACT MEASUREMENT



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Beyond Financial Performance

A €1 million investment reflects the following:-



Source(s):
1.vs MSCI Europe reference benchmark
2.www.yousustain.com
3.www.energy.gov
4.www.statista.com

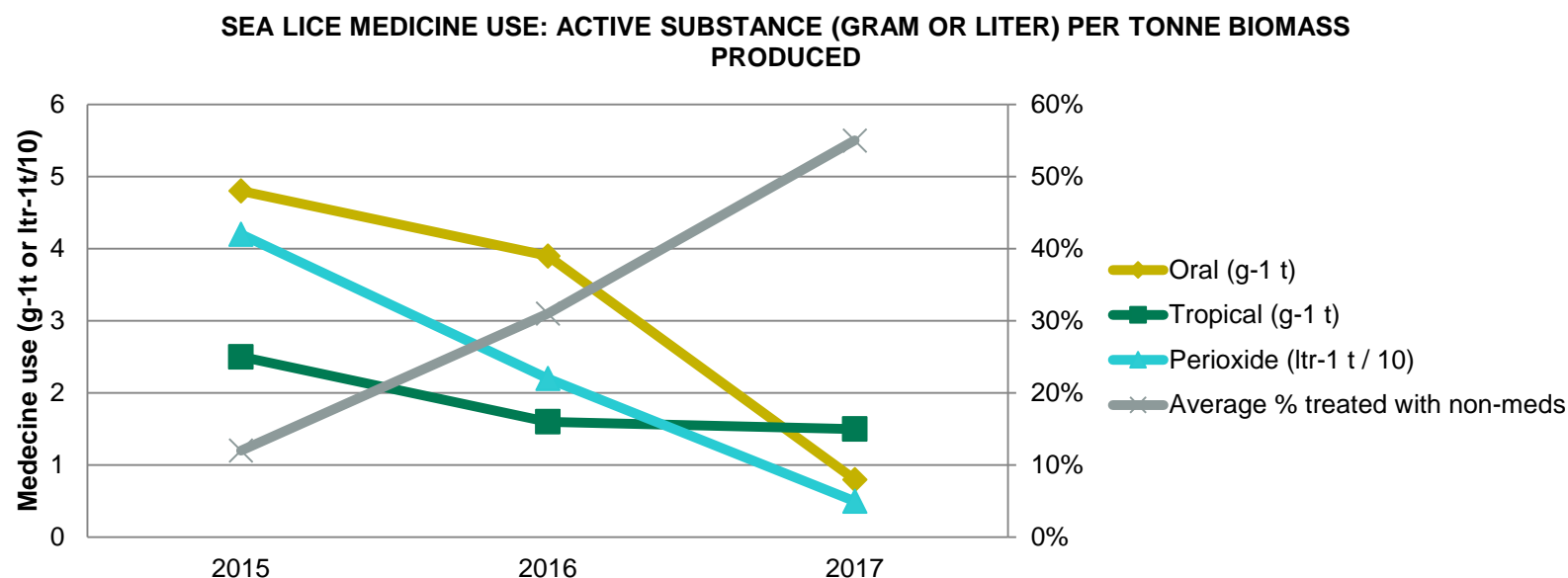
Company Specific KPIs

.....shaping our Investment thesis



marineharvest

- ◆ A Norwegian-based fish farming company, primarily raising salmon. Responsibly farmed fish can significantly reduce pressure on wild fish stocks (c. 2/3 fisheries are depleted or recovering from depletion)
- ◆ A key element of the investment case for Marine Harvest is their innovative use of biological solutions to pest control in the form of small, cleaning fish
- ◆ The data below illustrates the decreasing reliance on antibiotics and other medication.



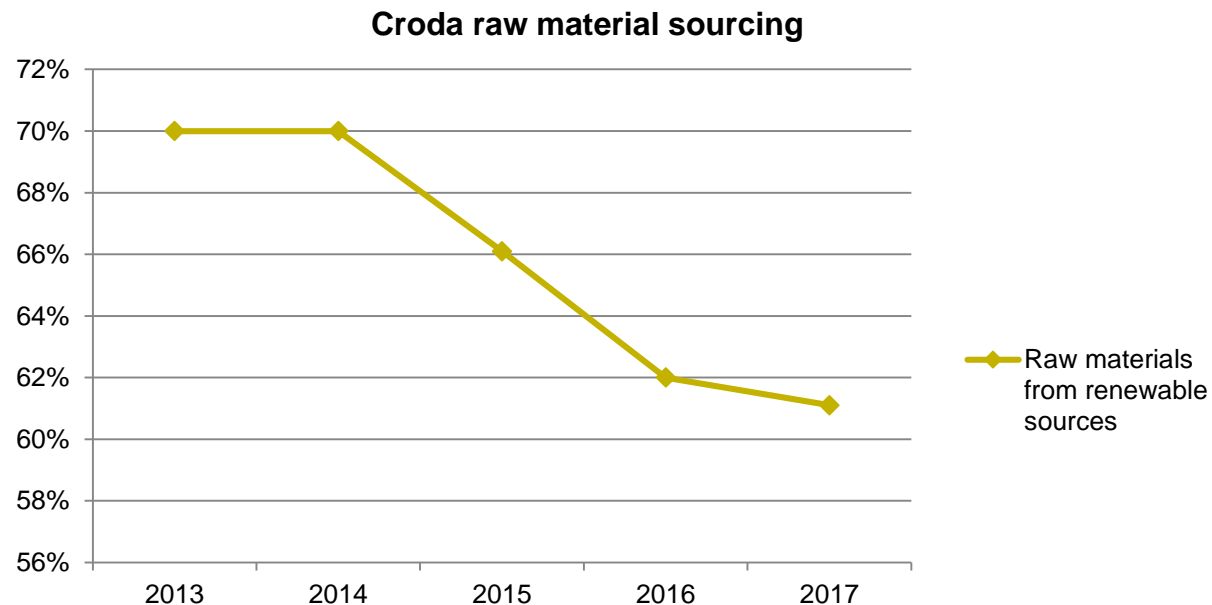
For illustrative purpose only
 Source(s): Marine Harvest sustainability reports 2017, 2016, 2015
 UBAM – Positive Impact Equity ◆ 37

Company Specific KPIs

.....and highlighting concerns

CRODA

- ◆ Croda operates in the consumer chemicals space with beauty and personal care end markets
- ◆ It's sustainability policies are industry-leading and it plays an important role in the development of sustainable communities
- ◆ The KPI below is one area that has not been improving and has been a focus of engagement with the team.





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CASE STUDIES



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- ◆ World leader in steel dust recycling – Befesa both reduces hazardous landfill and avoids extraction of virgin raw material (aluminium, zinc, salt)
- ◆ Befesa recycles 1.3million tonnes of hazardous waster per year (the majority of which would otherwise go to landfill)
- ◆ Befesa’s IPO was November 2017. The business is entirely dedicated to activity which is creating a positive impact for the environment, but it does not yet have the systems in place (CSR reports, published non-financial KPIs) to “screen” well. Engagement has been key to understanding this story and helping the company to prioritise future disclosure on positive impact metrics.
- ◆ Only a bottom-up, investigative process could have discovered this stock. With just 7 sell-side analysts covering the story, Befesa is also not yet covered by many of the ESG platforms or CS HOLT.

HEALTHY ECOSYSTEMS

Xylem Inc

Meeting the world's water needs



- ◆ A water technology company – Xylem uses smart technology to test, treat and improve efficiency.
- ◆ Benefits from the top-down structural issues with water (1% total water on earth is fresh and supplies are under threat)
- ◆ Bottom-up support from mix improvement and cost savings.
- ◆ Xylem scores 15/20 on our IMAP system, with the maximum score for materiality as 100% revenues are generating a positive impact



BASIC NEEDS

Aquafil 1/2

The IMAP system in practice 15/20



- ◆ Materiality is low (2), but we have high conviction in the intentionality (5) and additionality (4) of the business. If they develop a sustainable solution for polyester, potentiality is huge (4).
- ◆ ECONYL - 100% regenerated and regenerable nylon fibre with unique proprietary technology
- ◆ Made from waste, it's infinitely recyclable
- ◆ 38% group sales, growing faster, with margins (25%) significantly more profitable than group (15%). The group's intention is to be 100% circular
- ◆ Aquafil has an 8% FCF yield, 1x ND/EBITDA and estimated profit growth of 18%.
- ◆ Only one sell-side analyst covers the stock

“When I see a landfill, I see a goldmine.”

Giulio Bonazzi, Aquafil's president and CEO, is a relentless innovator. And ECONYL® regenerated nylon is his dream that became a reality after four years of tireless research and development.

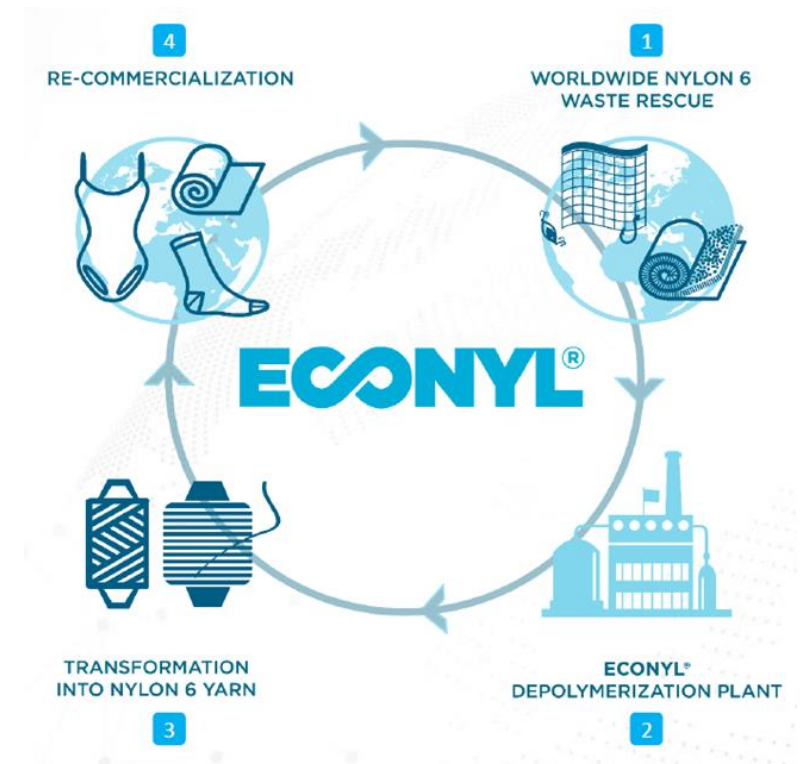
HEALTHY ECOSYSTEMS

Aquafil 2/2

The IMAP system in practice 15/20

- ◆ Since 2010, Aquafil have recovered 20,000 tons of fishing nets from the ocean.
- ◆ Every 10,000 tons of ECONYL raw material saves 70,000 barrels crude oil and avoids 57,000 tonnes CO2 emissions.
- ◆ The unique storyline has been channelled by luxury brands (150 contracts in place) to meet increasing customer demand for sustainable fashion.
- ◆ Stella McCartney was an early adopter:

“I find it so exciting that I can potentially have a healthy business in an industry that’s so harmful...maybe my fellow designers will follow.. But you know what, the consumer is going to lead – young people won’t accept anything less”



STELLA MCCARTNEY

HEALTHY ECOSYSTEMS

Marine Harvest 1/2

Sustainable food source

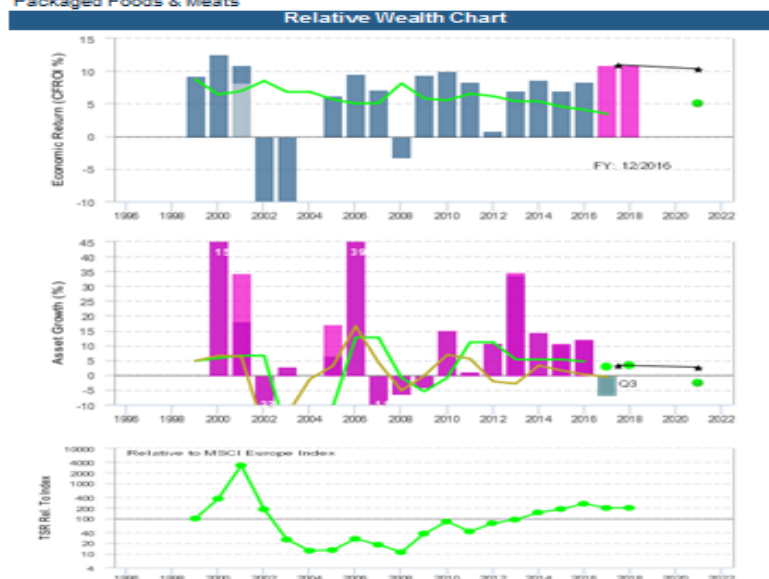


marineharvest

- ◆ A Norwegian-based fish farming company, primarily raising salmon. Responsibly farmed fish can significantly reduce pressure on wild fish stocks (c. 2/3 fisheries are depleted or recovering from depletion)
- ◆ Valuation is supportive – both from a DCF perspective and an attractive and growing dividend yield (c.8%).

MARINE HARVEST ASA (MHG)

Packaged Foods & Meats



Source: Credit Suisse HOLT Lens on January 19, 2018

THIS REPORT IS MARKET COMMENTARY AND NOT A RESEARCH DOCUMENT

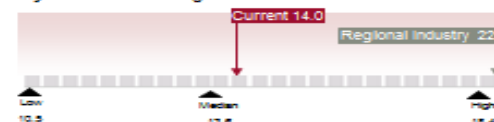
Market Cap: 83.722 NOK
Scorecard Percentile: 58

Valuation

Price NOK	130.00	upside
Warranted Price	206.13	+59%

Economic PE Ratio

5 year observed range



Dividend Yield 9.9%

Risk

Probability of Default	0%
Average Credit Rating	NA
Accounting Quality	Poor

Momentum

	6m	3m	1m
CFROI Revisions	-3.87	-2.69	-1.42
Price Change %	-4.33	-18.19	-0.95

HEALTHY ECOSYSTEMS

Marine Harvest 2/2

Sustainable food source

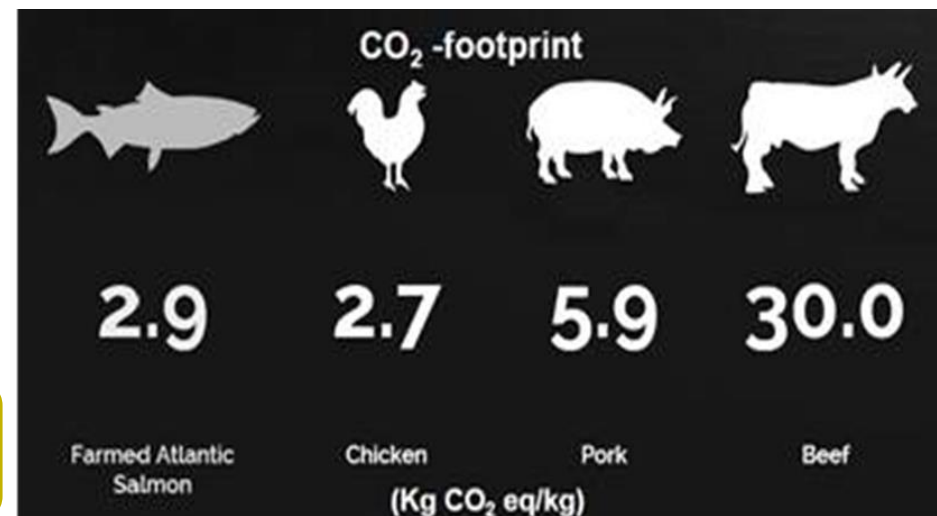


marineharvest



Marine Harvest has developed biological solutions to pest control in the form of small, cleaning fish, which feed on sea-lice, reducing the need for pesticides and increasing yields.

The CO2 footprint of farmed salmon is 10% beef cattle



HEALTHY ECOSYSTEMS



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Fund characteristics



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About the fund

UBAM – Positive Impact Equity

- ◆ Concentrated – 25-35 stocks
- ◆ Primarily pan-European universe, with up to up to 35% of non-European allocation
- ◆ Long-term approach – investment time horizon of 3-5 years
- ◆ Low turn-over
- ◆ Bottom-up approach and diversification based on exposure to UN SDGs/Cambridge Impact Framework
- ◆ Commitment of 5bps fee to human-rights charity basket.



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Conclusion



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Conclusion

- ◆ Since 2008, the world has been focused on growth and recovery. It must now address the sustainability of this – we have entered the repair phase
- ◆ In the ‘post-recovery’ world, companies which help to solve the world’s problems (scarce resources, climate change, poverty) will experience faster growth and superior profitability
- ◆ UBAM – Positive Impact Equity is comprised solely of businesses which are part of the solution (“the fixers”) and therefore beneficiaries of this capex spend and regulation change
- ◆ Concentrated – 25-35 stocks
- ◆ Collaboration with The University of Cambridge Institute for Sustainability Leadership (CISL)*, world-leaders in the sustainability field, we are overlaying their knowledge with our investment expertise to create a unique process
- ◆ Thematic & Bottom-up approach and diversification based on exposure to UN SDGs/Cambridge Impact Framework*
- ◆ Global themes with the majority of the portfolio invested in European companies
- ◆ Commitment of 5bps fee to human-rights charity basket.



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Appendix



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The Investment Leaders Group

Who are we?

**Investment
Leaders Group**

- ◆ UBP is proud to be one of the 12 organisations which form this global network of pension funds, Investment managers and insurers – each of us with a commitment to advancing the practice of responsible investment.



nuveen



P I M C O



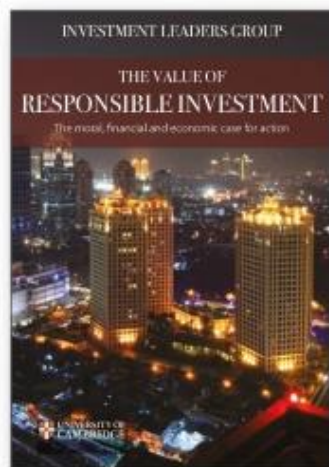
<https://www.cisl.cam.ac.uk/business-action/sustainable-finance/investment-leaders-group>

The Investment Leaders Group

What do we do?



- ◆ Facilitated by the University of Cambridge, the ILG holds a unique position at the nexus of academic research and cutting-edge corporate leadership.
- ◆ We believe that investors have a crucial role to play in reshaping economic and business strategy, but to take on this role it is necessary to escape from the current pattern of short-termism and rethink the methods, tools and techniques of mainstream investing.
- ◆ We aim for our research to be both practical and to bring a point of difference to the debate



University of Cambridge Institute for Sustainability Leadership

A world-leader in sustainability



- ◆ Focussed on delivering practical solutions for a sustainable economy, CISL facilitates the Investment Leaders Group



Mission to enable leaders to build a sustainable economy

Founded 1989 to exchange knowledge with business and policymakers

Patron is HRH The Prince of Wales

Works with 250+ organisations / 1,200 people each year

Network of 8,000 senior leaders in all sectors and continents

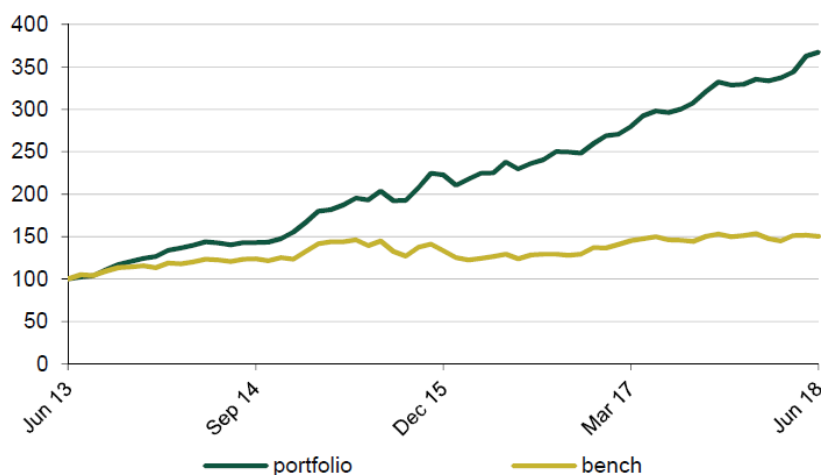
75 staff in Cambridge, Cape Town, Brussels

Focus on leadership, collaboration, research

Measuring Financial value – 5 years simulated performances

5 year performance based on current holdings, equal-weighted and re-balanced.

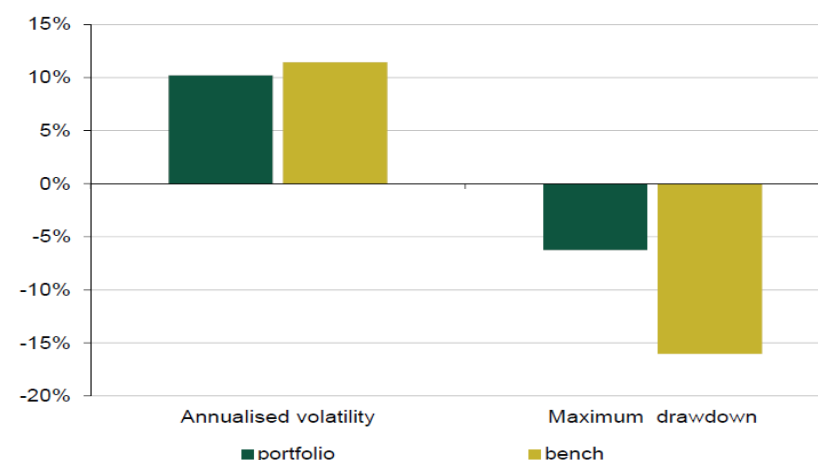
Performance



Return

	portfolio	bench
Annualised average return	29.73%	8.51%
Cumulative return	267.40%	50.45%
Last month	1.36%	-0.69%
Year-to-date	11.49%	-0.48%
Last 3 months	8.97%	3.99%
Last 6 months	11.49%	-0.48%
Last 12 months	23.98%	2.85%

Volatility & drawdown



Risk

	portfolio	bench
Annualised volatility	10.2%	11.4%
Annualised downside deviation	8.7%	11.02%
Maximum drawdown	-6.26%	-16.04%
Time to recover (months)	4	14
Average drawdown	-2.02%	-3.26%
Maximum uninterrupted loss	-6.26%	-13.13%
Shortfall probability to rf rate	21.7%	40.0%
Skewness	-0.29	-0.24
Excess kurtosis	0.50	0.37

Source(s):UBP, as 30.06.2017.

*Benchmark = MSCI Europe. Gross performance does not includes any applicable management fees or expenses.

The performance information presented in the chart or tables represent backtested performance. Backtested performance is hypothetical (it does not reflect trading in actual accounts) and is provided for informational purposes only to indicate historical performance had the stock selection strategy been available over the relevant time period. Simulated past performance is not a reliable indicator of future performance.

Union Bancaire Privée, UBP SA | Asset Management

Please read carefully important disclaimer at the end of document

UBAM – Positive Impact Equity ♦ 54

UBP Responsible Investment policy

Applied across all UBP-managed long-only funds and discretionary mandates*



Screening

Exclusion List >> Eliminate

Controversial weapons
≥ 5% revenues from nuclear weapons
≥ 20% revenues from thermal coal extraction
59 companies

Watch List >> Monitor

Very severe breaches of international norms (controversies) are flagged to PMs, who have the opportunity to engage with companies and/or reassess their investment thesis
46 companies

Inclusion List >> Encourage

A recommendation list including “ESG Champions” and companies which contribute to the achievement of the 17 UN Sustainable Development Goals
50 companies



Engagement

Investment teams enter into dialogue with companies, either in conjunction with other investors or directly.
Supported by globally leading Engagement Manager Global Engagement Services (GES).



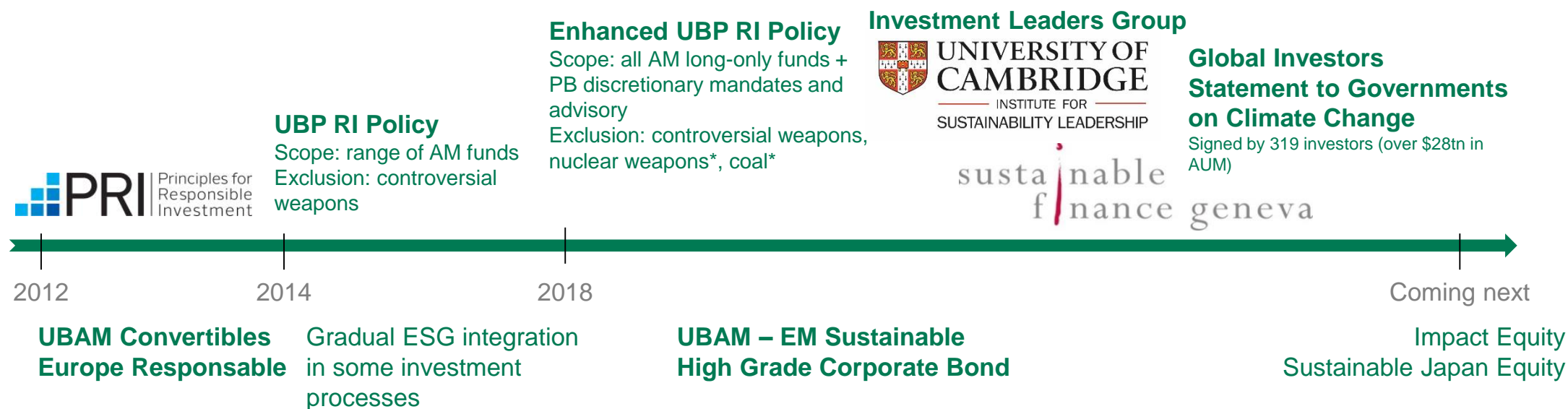
Proxy Voting

Voting in order to fulfil obligations as responsible shareholders. Supported by Institutional Shareholder Services (ISS).

@May 2018 *and to dedicated funds and mandates, when approved by the investor
UBAM – Positive Impact Equity ♦ 55

Responsible Investment

The key milestones of a long-term commitment



*revenue thresholds apply

The Investment Leaders Group

collaboration with our peers is key to our own development

**Investment
Leaders Group**

- ◆ UBP is proud to be one of the 12 organisations which form this global network of pension funds, Investment managers and insurers – each of us with a commitment to advancing the practice of responsible investment

The vision of the Investment Leaders Group (ILG) is an investment chain in which economic, social and environmental sustainability are delivered as an outcome of the investment process as investors go about generating robust, long-term returns.

- ◆ Facilitated by the University of Cambridge Institute for Sustainability Leadership, the ILG holds a unique position at the nexus of academic research and cutting-edge corporate leadership
- ◆ We believe that investors have a crucial role to play in reshaping economic and business strategy, but to take on this role it is necessary to escape from the current pattern of short-termism and rethink the methods, tools and techniques of mainstream investing.



Traditional investment universe increasingly challenged

.... Those less exposed to this structural shift are going to struggle...

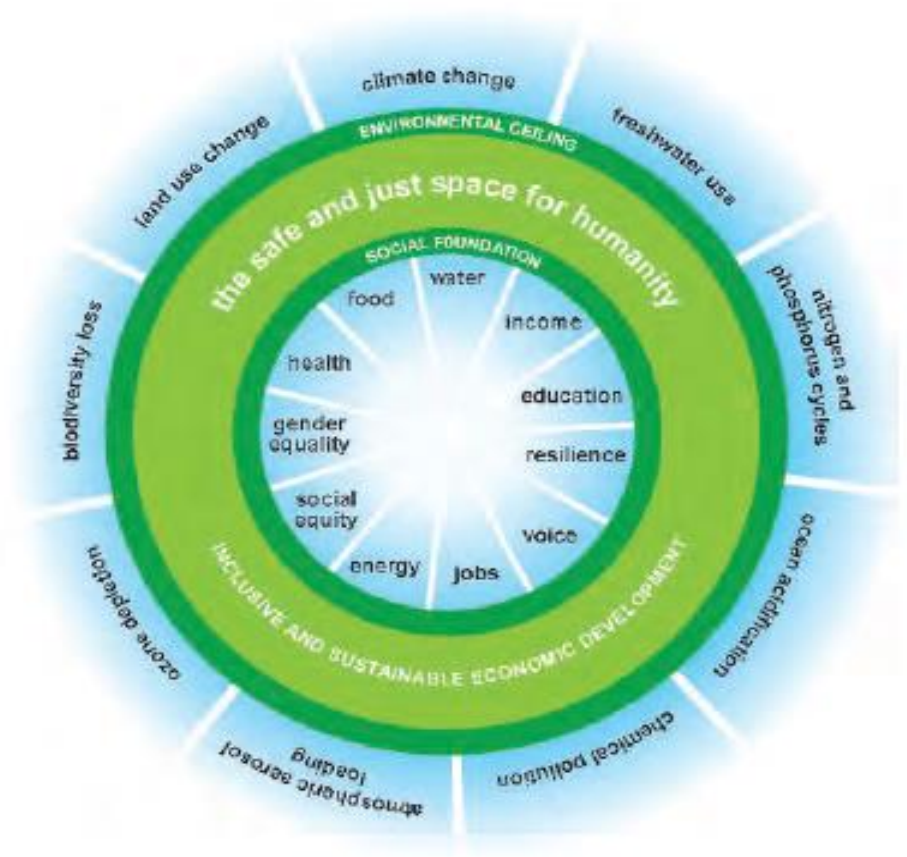
- ◆ Changing CONSUMER behaviour – traditional brand loyalty has been eroded. Consumers are better informed, mistrust “big business” and are more conscious of their environmental footprint
- ◆ Changing ASSET OWNER requirements – Increasing number of investment houses excluding industries with operations damaging to society and/or the environment
- ◆ Changing CORPORATE behaviour – Management look for increasingly extreme ways of keeping shareholders happy. Incentivised to meet short-term expectations at the expense of long-term health of their businesses
- ◆ Changing GOVERNMENT behaviour – new legislation, more onerous regulation, tax changes to frighten and incentivise...



Let's be the turnaround generation!

From a GDP obsession to thriving on a balanced economy

- ◆ “today we have economies that need to grow, whether or not they make us thrive: what we need are economies that make us thrive, whether or not they grow”*
- ◆ Companies which help us to achieve these thriving economies, will grow faster in the coming decades
- ◆ The investors in these businesses should expect to generate superior long-term returns.



CREATE WEALTH AND PUT HUMANITY BACK ON TRACK

Investment team (1/2)

Short biographies



Robert Jones | Co-head of Pan-European Equities

Rob joined UBP in 2010 as co-head of Pan-European Equities and has 25 years of investment experience. At Threadneedle he managed six funds, including the Threadneedle Pan-European Fund. Rob started his career with the Central Finance Board of the Methodist Church as a trainee fund manager. He also worked for Royal Insurance Asset Management. He holds a degree in business studies from the University of Brighton.



Scott Meech | Co-head of Pan-European Equities

Scott joined UBP in 2010 and with Rob is co-head of Pan-European Equities. He has 29 years of investment experience. Scott managed seven institutional UK portfolios at Threadneedle. He started his career at Allied Dunbar Asset Management in 1988. He graduated with a Bsc in Economics from City University London.



Rupert Welchman | Portfolio Manager

Rupert joined UBP in 2010 as PM and now has 20 years' investment experience. He was previously a UK equity fund manager and Head of the Global Banks team at Threadneedle. Between UBP and Threadneedle he worked as a fund manager at K.I.A.M. and First State AM. He has License in History at Université de Pierre Mendes and a MA in Medieval History from St. Andrews University.



Victoria Leggett | Portfolio Manager & Head of Responsible Investment

Victoria joined UBP in 2010 as a portfolio manager and has 15 years of investment experience. She previously worked as a European Equity Analyst at Threadneedle and started her career in Corporate Finance. She achieved a 1st class degree in History and German from the University of Durham.



Matt Kates | Senior Portfolio Analyst

Joining UBP in 2015, Matt is responsible for equity research in the Chemicals, Support services, Leisure & Travel sectors. He spent almost five years at Nomura in Specialist Equity Sales for the Chemicals and Metals sectors. Prior to this he worked at Threadneedle on the UK and Pan-European equity teams, covering the Capital Goods, Leisure and Luxury Goods sectors. He holds a BA (Hons) in Business Studies from the University of the West of England, Bristol, the CFA and is a Chartered Management Accountant.



Charlie Anniss | Portfolio Manager

Charlie Anniss joined the European Equities team in September 2016 as a Small- and Mid-Cap Senior Portfolio Manager. Prior to this, he worked for 15 years for M&G Investments where he was a fund manager within the company's equities team, responsible for the European Select Fund and the European Smaller Companies Fund as well as managing segregated global ex. US equities portfolios for institutional clients.

Charlie graduated with a BA (Hons) in French and Spanish from the University of Bristol and is also a CFA Charterholder.

Investment team (2/2)



Rory Magrath | Trader

Rory Magrath joined UBP in October 2014. Based in London, he is responsible for trading and market access for the Pan-European equity strategies as well as research for the luxury goods sector. Rory joined UBP after 2 years at Citi Investment Management as a senior trader for the global multi-asset strategies in London. Before that, he was a trader on the pan European equity and risk arbitrage teams at Jefferies for 5 years, also in London. He has a BA (Hons) degree in Economics and Business with East European Studies from University College London.



Andrien Cambonie | Small Cap & ESG Analyst

Adrien Cambonie joined the European Equity team in June 2018 as a smaller companies and ESG analyst. He previously spent six months working as an intern with the team in 2016/2017 and has recently completed a Masters in Finance at King's College London. Prior to that he graduated with a Bsc in Accounting and Finance from Lancaster University.



Jean Luc Eyssautier | Senior Investment Specialist

Jean-Luc joined UBP in 2012 as Senior Product Specialist for equities including global, European and emerging market equities. He is also Head of Distribution for UBP's long-only funds in the UK and has 17 years' experience in asset management. Jean-Luc joined UBP after spending four years in Hong Kong and Singapore responsible for distribution sales at Martin Currie and AXA IM. He has a Master's degree in Business from ESCE, Paris.



Karim Salame | Junior Investment Specialist

Prior to joining UBP in 2015, Karim was studying his Masters in Finance at Cass Business School in London. Prior to his Masters, Karim had several internships in the Banking and Asset Management industry in Paris (Candriam AM) and in Beirut (Bank Audi, and Central bank of Lebanon). Karim also holds a BA in Business from American University of Beirut (AUB).

Terms & Conditions

UBAM – Positive Impact Equity

Fund name	UBAM - Positive Impact Equity		
Legal form	Sub-fund of UBAM, Luxembourg Incorporated SICAV, UCITS		
Fund/sub-fund currency	EUR		
Other share classes	CHF, GBP, USD, SEK		
Bid/offer price	NAV		
Cut-off time	13:00 (CET) on T-day		
Inception date	28/09/2018		
Minimum investment	None		
Sub./Redemption	Daily		
Management fee ¹	AC EUR: 1.00%	APC EUR: 0.625%	
	IC EUR: 1.00%	IPC EUR: 0.625%	
	UC EUR: 1.00%	UPC EUR: 0.625%	
Performance fee	-		
ISIN ¹	AC EUR: LU1861460340 IC EUR: LU1861462635 UC EUR: LU1861464847		
Bloomberg ¹	AC EUR: UBPIACE LX IC EUR: UBPIICE LX		
Investment manager	Union Bancaire Privée, UBP SA		
Custodian	BNP Paribas Securities Services, Luxembourg Branch		
Administrator	CACEIS Bank Luxembourg Branch		

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Union Bancaire Privée, UBP SA

26 St James's Square | London | SW1Y 4JH | United Kingdom

Tel.: +44 20 7369 1350 | Fax: +44 20 7204 0402 | E ubp@ubp.com | www.ubp.com

Union Bancaire Privée, UBP SA

Rue du Rhône 96-98 | CP 1320 | Genève 1, Suisse

T +41 58 819 21 11 | T +41 22 819 22 00 | E ubp@ubp.ch | www.ubp.com



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The Funds' Legal Documents may also be obtained free of charge from Union Bancaire Gestion Institutionnelle (France) SAS, 116, avenue des Champs-Élysées, 75008 Paris, France.

Union Bancaire Privée, UBP SA

26 St James's Square | London | SW1Y 4JH | United Kingdom

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Union Bancaire Privée, UBP SA

Rue du Rhône 96-98 | CP 1320 | Genève 1, Suisse

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Union Bancaire Privée, UBP SA

Rue du Rhône 96-98 | CP 1320 | Genève 1, Suisse

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