

# Heptagon European Focus Equity Fund\*

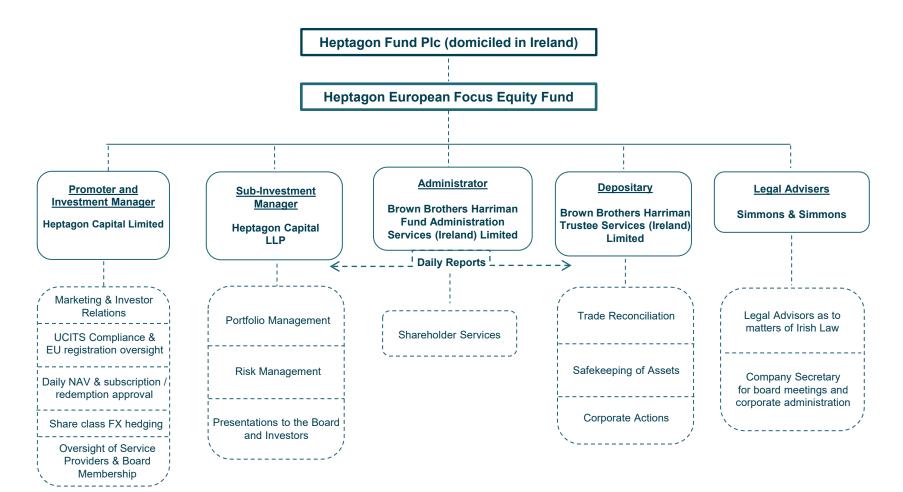


Q1 2021

\*A sub-fund of Heptagon Fund plc



The diagram below explains the Irish UCITS fund structure and the relationship between the Investment Manager, Sub-Investment Manager and other relevant service providers for the Heptagon European Focus Equity Fund.



# Heptagon Capital



Heptagon Capital\* is a private investment firm, run on partnership principles, that was founded in 2005 by three senior former Morgan Stanley Executives.

The Company has extensive investment management, structuring and advisory expertise across multiple asset classes, and currently actively advises on/manages approximately \$13.7bn in assets\*\*.

Further principals have joined taking the team to 37 people of 16 different nationalities.

| Heptagon Capital*                                 |                           |                                    |  |  |  |  |  |  |  |  |  |  |
|---|---------------------------|------------------------------------|--|--|--|--|--|--|--|--|--|--|
| Heptagon UCITS Fund Platform                      | External Manager Platform | Discretionary Portfolio Management |  |  |  |  |  |  |  |  |  |  |
| In-house  | Hedge Funds               | Discretionary Portfolio Management |  |  |  |  |  |  |  |  |  |  |
| Heptagon European Focus Equity Fund               | Private Equity            | Concentrated Equity Management     |  |  |  |  |  |  |  |  |  |  |
| Heptagon Future Trends Equity Fund                | Alternative Funds         | Hedging and Overlay Strategies     |  |  |  |  |  |  |  |  |  |  |
| Heptagon Future Trends Hedged Fund                | Long Only Funds           | Asset Allocation Advice            |  |  |  |  |  |  |  |  |  |  |
| Heptagon Listed Private Assets Fund               | Real Estate               | Bespoke Mandates                   |  |  |  |  |  |  |  |  |  |  |
| Sub-advised                                       |                           |                                    |  |  |  |  |  |  |  |  |  |  |
| Yacktman US Equity Fund                           |                           |                                    |  |  |  |  |  |  |  |  |  |  |
| Driehaus Emerging Markets Sustainable Equity Fund |                           |                                    |  |  |  |  |  |  |  |  |  |  |

- Driehaus US Micro Cap Equity Fund ٠
- Driehaus US Small Cap Equity Fund ٠
- Kopernik Global All-Cap Equity Fund
- WCM Global Equity Fund •
- Heptagon Kettle Hill US L/S Equity Fund ٠
- Summit Sustainable Opportunities L/S Equity Fund ٠
- Levin Easterly US Equity Fund •

Signatory of:



PRI is a leading global network for investors who are committed to integrating environmental, social and governance considerations into their investment practices and ownership policies. Heptagon Capital signed the UN PRI on 10th July 2019.

\* Heptagon Capital includes Heptagon Capital Limited, licensed to conduct investment services by the Malta Financial Services Authority and Heptagon Capital LLP, authorised and regulated by the Financial Conduct Authority

# Heptagon European Focus Equity Fund



### We Seek

✓ Great companies in good industries

✓ Focused on doing one thing well

✓ Industry leadership (1# or 2# positions)

✓ Top-quality management and clean accounts

Highly ethical companies in the widest sense

### We Avoid

- × Commodity plays
- × Banks and insurance companies
- × Asset heavy industries
- × Overly diversified business models
- × Exclusion-list of non-grata industries

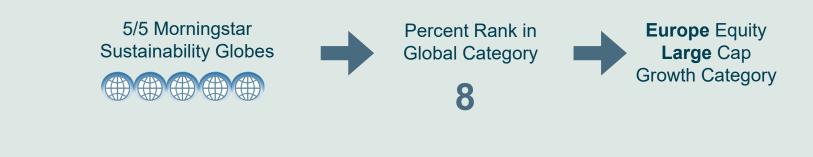
# Heptagon European Focus Equity Strategy



### Where earnings lead, stocks follow...



### Heptagon European Morningstar Sustainability Ranking

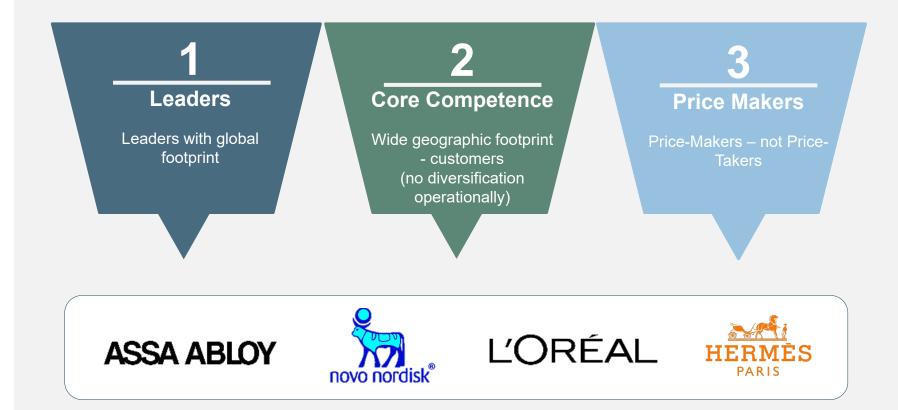


\*Fund benchmark is MSCI Europe NR (EUR) Source: Morningstar as of 30.11.2020

Past performance is no guide to future performance and the value of investment and income from them can fall as well as rise

# Investable Candidates







'In the long-run, an investor will get a better return by holding an average-quality company in a good industry, rather than holding a good company in a bad industry since poor fundamentals will ultimately wreck an investment case' Christian Diebitsch

### We cherry pick by seeking great companies in good industries



# Characteristics of a Good Industry



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**Growth and sustainability** +6% per annum, or ~2x global GDP growth



**Continuous growth of the end market** by volume and value



# Growth should be organic

by volume growth and price increase

# The Investment Universe and the Screening Process





### 'If it ain't broke, don't fix it'

- Around **40 companies** of which we select around **20 stocks**
- Adding new companies to the universe

   a two-step process: *quantitative* and *qualitative*
- ESG Exclusion list



# Growth and Sustainability Themes

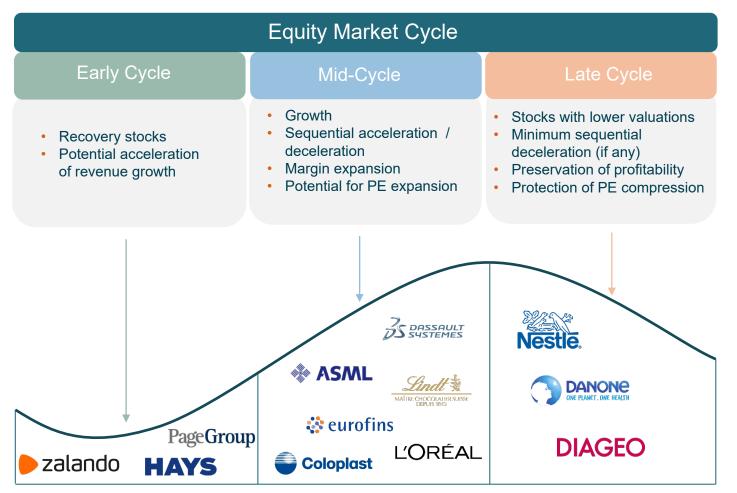


| Stocks   | Growth Theme             |   | UN Sustainable Development Goals  |
|--|--------------------------|---|---|
| <b>TOMRA</b> 🔅 eurofins  | Environment              | Environmental sustainability  | Goal 13: Climate Action   |
| DANONE<br>DIE FRANCI CARE IRACITA<br>DIE FRANCI CARE IRACITA<br>NESSION<br>Straumann | Increased Affluence      | <ul> <li>Quality over Quantity –<br/>consumers moving up the<br/>value chain</li> </ul> | <ul><li>Goal 2: Zero Hunger</li><li>Goal 4: Quality Education</li></ul>   |
| L'ORÉAL Beiersdorf   | Emerging Opportunities   | Creation of a middle-class in New Economies   | <ul><li>Goal 5: Gender Equality</li><li>Goal 10: Reduced Inequalities</li></ul>                                 |
|  | Changing technologies    | Internet and mobile solutions   | Goal 17: Partnerships for the Goals   |
| HAYS PageGroup   | Shifting business models | Deregulation, environment,<br>outsourcing, internet                                     | Goal 8: Decent Work and Economic<br>Growth  |
| intertek<br>Total Quality. Assured. SGS<br>Serco                                     | Pockets of demand        | <ul> <li>B2G (government) – B2B<br/>(corporations) – B2C<br/>(households)</li> </ul>    | Goal 9: Industry, Innovation and Infrastructure   |
| Coloplast  | Ageing Population        | <ul> <li>Healthcare-spending,<br/>lifestyle-changes</li> </ul>                          | <ul> <li>Goal 3: Good Health and Well-Being</li> <li>Goal 11: Sustainable Cities and<br/>Communities</li> </ul> |
| HERMES<br>PARIS<br>LVMH adidas   | Fashion Trends           | Luxury goods and<br>international apparel   | Goal 12: Responsible Production and<br>Consumption  |

Portfolio Construction



### Buying the right stock in the right market environment



### Top-down vs. Bottom-up reconciliation

# **Responsible Investing**



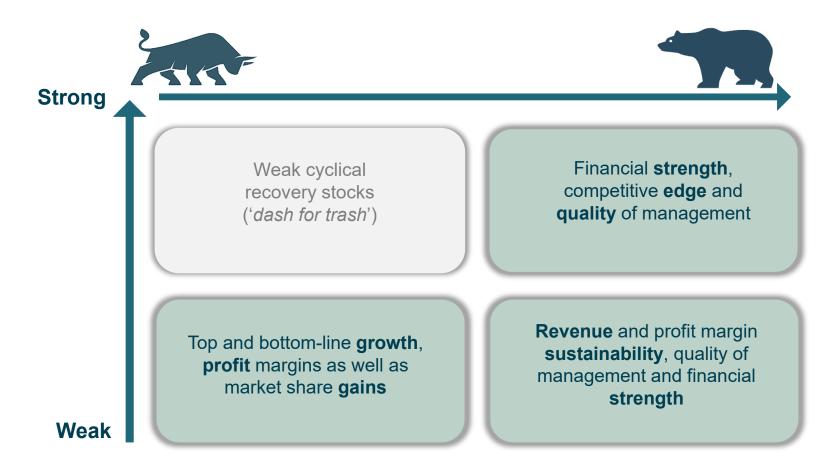


We analyse absolute progression and productivity improvement (i.e. by unit of sales and by employee)

# Slow and Steady Wins the Race



### The investment strategy performs well in 3 out of 4 equity market environments



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### Performance as of 31/12/2020



#### The Heptagon European Focus Equity Fund was launched 26th August 2014

#### Monthly Returns: Class CE - Net of fees

|      | Jan   | Feb   | Mar   | Apr   | Мау   | Jun   | Jul   | Aug   | Sep   | Oct   | Nov   | Dec   | Total | MSCI   | Excess<br>Return |
|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|------------------|
| 2014 |       |       |       |       |       |       |       | 0.0%* | 0.0%  | -1.0% | 1.8%  | 0.5%  | 1.2%* | 0.0%*  | 1.2%             |
| 2015 | 7.8%  | 6.9%  | 2.5%  | -1.2% | 2.8%  | -5.2% | 6.8%  | -8.7% | -1.5% | 5.8%  | 4.4%  | -4.3% | 15.5% | 8.2%   | 7.3%             |
| 2016 | -5.5% | -3.8% | 1.5%  | 0.5%  | 3.9%  | -3.2% | 2.6%  | -0.6% | -0.1% | -2.9% | -1.2% | 3.9%  | -5.2% | 2.6%   | -7.8%            |
| 2017 | 1.0%  | 1.0%  | 3.1%  | 4.2%  | 1.4%  | -2.3% | -2.3% | 0.4%  | 3.5%  | 3.0%  | -4.6% | -0.2% | 8.2%  | 10.2%  | -2.0%            |
| 2018 | 1.5%  | -2.6% | -1.7% | 2.0%  | 3.7%  | 1.4%  | 3.6%  | 0.2%  | -4.3% | -4.7% | -2.9% | -5.0% | -8.9% | -10.6% | 1.7%             |
| 2019 | 5.5%  | 5.9%  | 3.1%  | 4.3%  | -1.3% | 4.7%  | 1.6%  | 2.5%  | 1.3%  | 0.3%  | 1.8%  | 2.9%  | 37.5% | 26.0%  | 11.5%            |
| 2020 | 0.6%  | -5.8% | -4.8% | 7.3%  | 7.0%  | 1.9%  | 0.5%  | 3.5%  | 1.4%  | -4.9% | 4.4%  | 4.2%  | 15.4% | -3.3%  | 18.7%            |



\* Since CE share class inception 26/08/2014

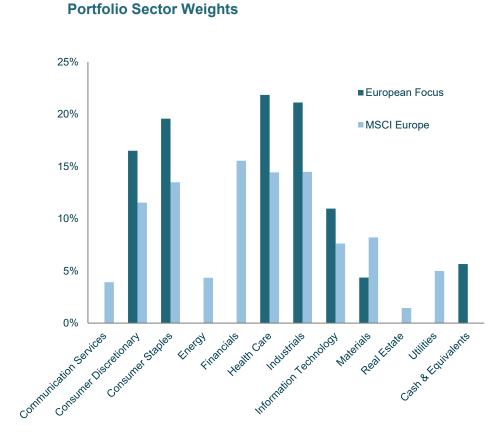


Source: MorningStar and BBH, sourced on 08.01.2021

#### Past performance is no guide to future performance and the value of investment and income from them can fall as well as rise

# Portfolio Analysis





| Portfolio Characteristics            | Fund  | MSCI Europe           |
|--------------------------------------|-------|-----------------------|
| Price / Prospective Earnings *       | 35.2  | 16.9                  |
| Price / Book *                       | 6.4   | 1.8                   |
| Price / Sales *                      | 3.8   | 1.4                   |
| Price / Cash Flow *                  | 23.2  | 10.3                  |
| Long-Term Earnings %                 | 9.0   | 8.3                   |
| Historical Earnings %                | 4.1   | -0.7                  |
| Active Share %                       | 87.1  | -                     |
| *Forward-looking based on historical | Above | data as of 30.11.2020 |

| 30.09.14 to 31.12.20    | Fund  | MSCI Europe |
|-------------------------|-------|-------------|
| Ann. Return (%)         | 9.09  | 4.69        |
| Ann. Std. Dev (%)       | 12.58 | 14.68       |
| Ann. Alpha              | 5.66  | 0.00        |
| Correlation             | 0.83  | 1.00        |
| Beta                    | 0.71  | 1.00        |
| R Squared               | 0.70  | 1.00        |
| Up Capture Ratio        | 0.94  | 1.00        |
| Down Capture Ratio      | 0.86  | 1.00        |
| Sharpe Ratio            | 0.70  | 0.30        |
| Ann. Tracking Error (%) | 8.10  | 0.00        |

Source: MorningStar, BBH, Heptagon Capital, sourced on 08.01.2021

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# Portfolio Analysis



### **Full Portfolio Holdings**

| Consumer Discretionary | 15.9% |
|------------------------|-------|
| Zalando Aktie          | 7.4%  |
| Adidas AG              | 4.7%  |
| Hermes International   | 3.8%  |
|                        |       |
| Consumer Staples       | 20.5% |
| Lindt & Sprüngli AG    | 4.3%  |
| Beiersdorf AG          | 4.2%  |
| L'Oreal S.A.           | 4.2%  |
| Diageo PLC             | 4.1%  |
| Nestle S.A.            | 3.7%  |
|                        |       |
| Health Care            | 23.4% |

| Health Care               | 23.4% |
|---------------------------|-------|
| Eurofins Scientific       | 5.6%  |
| Lonza Group               | 5.4%  |
| Novo Nordisk A/S          | 4.8%  |
| Coloplast A/S             | 4.8%  |
| Essilor International S.A | 2.8%  |
|                           |       |

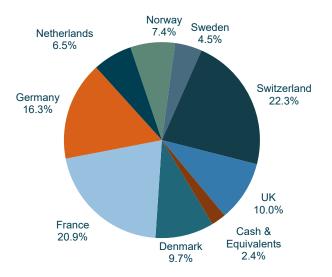
| Industrials            | <b>22.0%</b> |
|------------------------|--------------|
| Tomra Systems ASA      | 7.4%         |
| Atlas Copco            | 4.5%         |
| SGS S.A.               | 4.2%         |
| Intertek Group         | 4.0%         |
| Serco Group PLC        | 1.9%         |
| Information Technology | <b>11.0%</b> |
| ASML Holding NV        | 6.5%         |
| Dassault Systemes S.A  | 4.5%         |
| Materials              | 4.7%         |

4.7%

### Market Cap Breakdown

| Size  | Definition*  | Fund Exposure |
|-------|--------------|---------------|
| Small | <€2bn        | 1.9%          |
| Mid   | €2bn - €20bn | 19.8%         |
| Large | >€20bn       | 75.9%         |
| Cash  |              | 2.4%          |
| Total |              | 100%          |
|       |              |               |

### **Country Exposure**

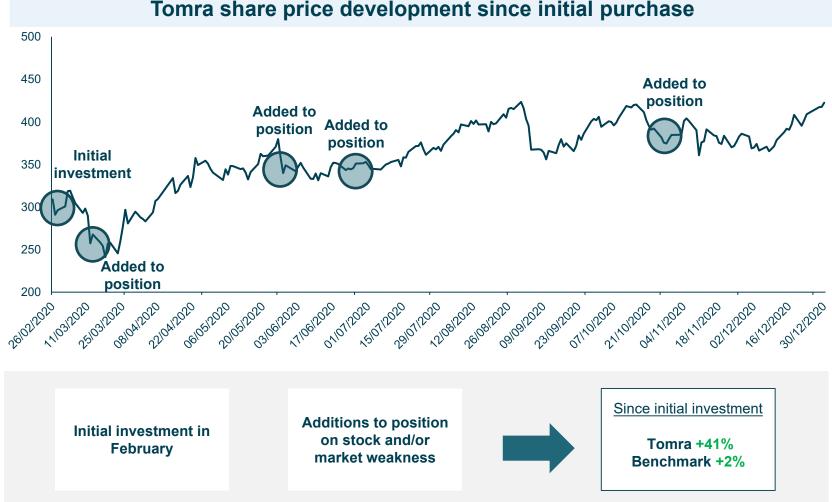


Source: BBH, Bloomberg, Heptagon Capital \* Market Caps as defined by Portfolio Manager

Givaudan S.A

Case Study: Tomra



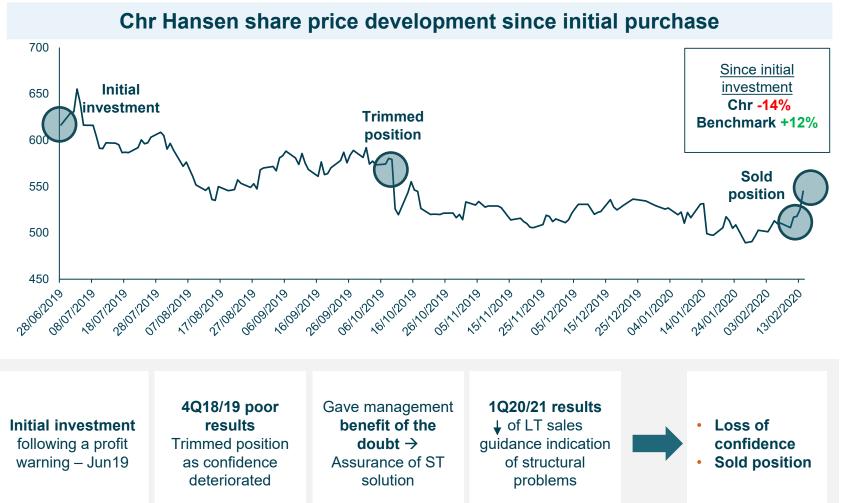


Tomra share price development since initial purchase

Source: Bloomberg as of 31/08/2020

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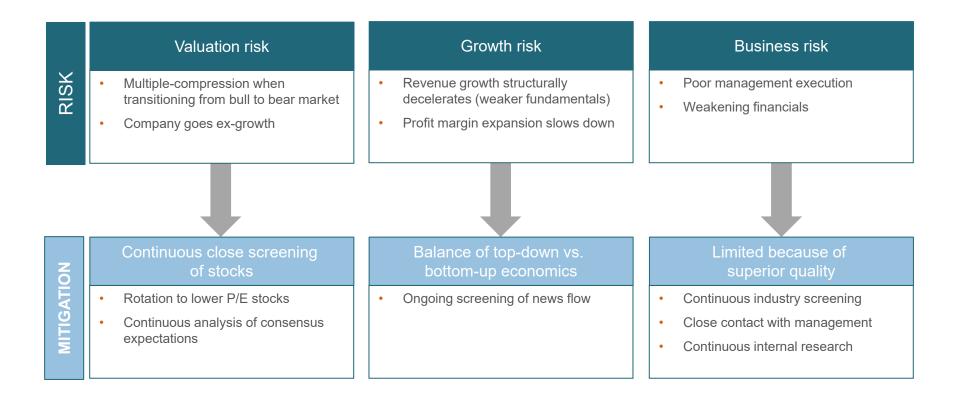


Source: Bloomberg as of 31/08/2020

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# **Risk Management**





# Portfolio Manager's Track Record



This presentation provides information on the Heptagon European Focus Equity Fund (the "Fund"), a sub-fund of Heptagon Fund Plc which is an open-ended umbrella type investment company authorised pursuant to UCITS regulations. Heptagon Capital Limited is the Investment Manager and Heptagon Capital LLP is the Sub-Investment Manager meaning Heptagon Capital LLP exercises discretionary investment authority over the Fund. Heptagon Capital and Limited and Heptagon Capital LLP are referred to jointly as Heptagon Capital.

Christian Diebitsch is the Portfolio Manager of the Fund. Since the Fund launched in August 2014, the following pages in this presentation make reference to Christian's historical track record which was achieved while he was working at a prior firm unaffiliated with Heptagon Capital. The prior firm performance is presented to show a representative European equity account with similar investment objectives, policies and strategies for which Christian Diebitsch acted as Portfolio Manager. The performance should not be viewed as that of Heptagon Capital or an indication of how Heptagon Capital will perform in the future. Performance of Heptagon Capital in the future will be different from the Portfolio Manager's Track Record shown due to factors such as differences in cash flows, fees, expenses, performance calculation methods, and portfolio sizes and composition. Christian Diebitsch was Sole Portfolio Manager from October 16, 2009 to July 15, 2014.

Any performance data quoted represents past performance and does not guarantee future results. Performance figures are also shown for the MSCI<sup>®</sup> Europe Index (net) Return, ("MSCI Europe Index"). The MSCI Europe Index is a trademark/service mark of Morgan Stanley Capital International. The MSCI Europe Index is a market capitalization-weighted index designed to capture large and mid cap companies across 15 Developed Market countries in Europe; is shown for illustration only; and cannot be purchased directly by investors.

# Manager Track Record



 Christian Diebitsch has managed a European UCITS Fund from October 16, 2009 to July 15, 2014 utilising the same investment style as the Heptagon European Focus Equity Fund



| 01.11.09 to 30.06.14 | Manager<br>Track Record | MSCI Europe |
|----------------------|-------------------------|-------------|
| Ann. Return          | 18.34%                  | 11.13%      |
| Ann. Std. Dev        | 10.12%                  | 11.98%      |
| Alpha                | 8.37%                   | 0.00%       |
| Correlation          | 0.75                    | 1.00        |
| Beta                 | 0.63                    | 1.00        |
| R Squared            | 84.07                   | 100.00      |
| Up Capture Ratio     | 78.93                   | 100.00      |
| Down Capture Ratio   | 6.92                    | 100.00      |
| Sharpe Ratio         | 1.64                    | 0.79        |
| Tracking Error       | 8.06                    | 0.00        |

|      | Jan    | Feb   | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    | Oct     | Nov    | Dec   | Track<br>Record | Index  | Excess<br>Return |
|------|--------|-------|--------|--------|--------|--------|--------|--------|--------|---------|--------|-------|-----------------|--------|------------------|
| 2009 |        |       |        |        |        |        |        |        |        | -1.85%* | -1.01% | 5.85% | 2.85%*          | 3.83%* | -0.98%*          |
| 2010 | 3.20%  | 0.16% | 6.74%  | 3.72%  | -2.01% | 2.76%  | -1.18% | 0.27%  | 5.32%  | 0.88%   | 3.28%  | 4.04% | 30.35%          | 11.10% | 19.25%           |
| 2011 | -2.69% | 1.98% | -0.65% | 4.59%  | 1.17%  | -2.85% | -1.59% | -7.72% | -2.99% | 7.49%   | -1.34% | 1.27% | -4.11%          | -8.08% | 3.97%            |
| 2012 | 2.80%  | 5.67% | 4.54%  | 2.00%  | -2.57% | 3.33%  | 5.85%  | -0.61% | 1.85%  | -0.12%  | 3.16%  | 0.45% | 29.32%          | 17.29% | 12.03%           |
| 2013 | 2.56%  | 4.12% | 3.04%  | -0.71% | 0.77%  | -1.76% | 5.26%  | -0.06% | 3.24%  | 0.67%   | 0.76%  | 1.47% | 20.90%          | 19.82% | 1.08%            |
| 2014 | 0.39%  | 5.03% | -0.49% | 0.00%  | 2.49%  | -0.37% |        |        |        |         |        |       | 7.14%           | 6.15%  | 0.99%            |

\*Since fund inception 16.10.2009

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#### Sources: Morningstar, Bloomberg

The above performance is from a previous Fund managed by Christian Diebitsch from October 16, 2009 to July 15, 2014

# Manager Track Record



#### ■ HIGH CONCENTRATION ≠ HIGH DRAW DOWN RISK

Previous UCITS fund managed by Diebitsch beat MSCI Europe 21 out of 23 index down-months

Previous UCITS fund managed by Diebitsch was positive in 10 out of the 23 index down-months

|      |      | Jan    | Feb        | Mar    | Apr    | May      | Jun      | Jul    | Aug     | Sep    | Oct     | Nov      | Dec   | Year   | Excess<br>Return |
|------|------|--------|------------|--------|--------|----------|----------|--------|---------|--------|---------|----------|-------|--------|------------------|
| 2009 | Fund |        |            |        |        |          |          |        |         |        | -1.85%* | -1.01%   | 5.85% | 2.85%* | 0.000/*          |
| 2009 | MSCI |        |            |        |        |          |          |        |         |        | -3.34%* | 1.13%    | 6.22% | 3.83%* | -0.98%*          |
|      |      |        |            |        |        |          |          |        |         |        |         |          |       |        |                  |
| 2040 | Fund | 3.20%  | 0.16%      | 6.74%  | 3.72%  | -2.01%   | 2.76%    | -1.18% | 0.27%   | 5.32%  | 0.88%   | 3.28%    | 4.04% | 30.35% | 40.05%           |
| 2010 | MSCI | -2.88% | -0.18%     | 7.39%  | -0.99% | -4.83%   | -0.57%   | 4.97%  | -1.27%  | 3.33%  | 2.48%   | -1.34%   | 5.18% | 11.10% | 19.25%           |
|      |      |        | $\bigcirc$ |        |        | $\frown$ |          |        | 0       |        |         |          |       |        |                  |
| 2014 | Fund | -2.69% | 1.98%      | -0.65% | 4.59%  | 1.17%    | -2.85%   | -1.59% | -7.72%  | -2.99% | 7.49%   | -1.34%   | 1.27% | -4.11% | 0.070            |
| 2011 | MSCI | 1.71%  | 2.52%      | -3.48% | 3.31%  | -0.21%   | -2.74%   | -2.53% | -10.19% | -4.47% | 7.84%   | -1.06%   | 2.10% | -8.08% | 3.97%            |
|      |      |        |            |        |        |          | $\smile$ |        |         |        |         | $\smile$ |       |        |                  |
| 2042 | Fund | 2.80%  | 5.67%      | 4.54%  | 2.00%  | -2.57%   | 3.33%    | 5.85%  | -0.61%  | 1.85%  | -0.12%  | 3.16%    | 0.45% | 29.32% | 40.000           |
| 2012 | MSCI | 3.82%  | 4.06%      | -0.14% | -1.69% | -6.08%   | 5.16%    | 4.20%  | 2.01%   | 0.87%  | 0.73%   | 2.22%    | 1.43% | 17.29% | 12.03%           |
|      |      |        |            |        |        |          |          |        |         |        |         |          |       |        |                  |
| 0040 | Fund | 2.56%  | 4.12%      | 3.04%  | -0.71% | 0.77%    | -1.76%   | 5.26%  | -0.06%  | 3.24%  | 0.67%   | 0.76%    | 1.47% | 20.90% | 4.000/           |
| 2013 | MSCI | 2.80%  | 0.96%      | 1.60%  | 1.62%  | 1.92%    | -5.11%   | 5.10%  | -0.58%  | 4.41%  | 3.84%   | 1.03%    | 1.02% | 19.82% | 1.08%            |
|      |      |        |            |        |        |          |          |        |         |        |         |          |       |        | •                |
|      | Fund | 0.39%  | 5.03%      | -0.49% | 0.00%  | 2.49%    | -0.37%   |        |         |        |         |          |       | 7.14%  | 0.00%            |
| 2014 |      |        |            |        |        |          |          |        |         |        |         |          |       |        | 0.99%            |

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Sources: Morningstar, Bloomberg

The above performance is from a previous Fund managed by Christian Diebitsch from October 16, 2009 to July 15, 2014

# Heptagon European Focus Equity Fund Particulars



| Legal Structure                     | An open-ended umbrella type investment company authorised pursuant to the European Communities (Undertakings for Collective Investment in Transferable Securities) Regulations 2011, as amended. |  |  |
|-------------------------------------|--|--|--|
| Share Classes                       | AE (Retail) / B (Retail) / IE (Institutional) / CE (Seed)  |  |  |
| ISIN / Bloomberg Ticker             | AEIE00BPT33X84HPEURAEBIE00BPT33S32HEPEURBIEIE00BPT34C47HPEURIECEIE00BPT34575HPEURCE  |  |  |
| Exchange Listed                     | None   |  |  |
| Registered for Retail Sale          | Austria, Belgium, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Norway, Spain, Sweden, Switzerland, UK   |  |  |
| Registered for Accredited Investors | Singapore (CISNET restricted scheme)   |  |  |
| Tax Transparent                     | Austria, Germany, UK   |  |  |
| Minimum Investment                  | AE = €15,000 / B = \$15,000 / IE= €2,000,000 / CE = €1,000,000   |  |  |
| Management Fee                      | AE = 1.50% / B = 1.95% / IE = 1.15% / CE = 0.90%   |  |  |
| Subscriptions                       | Daily - T+3 Settlement   |  |  |
| Redemptions                         | Daily - T+5 Settlement   |  |  |
| Lock-up Provision                   | None   |  |  |
| Leverage                            | None   |  |  |
| Investment Manager                  | Heptagon Capital   |  |  |
| Depositary                          | Brown Brothers Harriman Trustee Services (Ireland) Limited   |  |  |
| Administrator                       | Brown Brothers Harriman Fund Administration Services (Ireland) Limited   |  |  |
| Lawyers                             | Simmons & Simmons, Dublin  |  |  |
| Auditor                             | Grant Thornton   |  |  |

# Key personnel

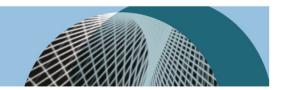


#### Christian Diebitsch – Portfolio Manager

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| Portfolio<br>Manager            | Christian has over 30 years of equity market experience as an Analyst and a Portfolio Manager. After starting his investment research career in Stockholm in 1990, he transferred to London in early 1991 where he joined James Capel & Co. as a Scandinavian Analyst. He moved to Kleinwort Benson Securities in a similar capacity in 1992 and to Paribas in 1994. From the mid-1990s to 2003, his equity research coverage ranged from pan-European engineering and capital goods, to support services and financial exchanges. Christian changed position to the buy-side when he joined W.P. Stewart & Co. as a Portfolio Manager and Analyst in early 2004. He held these positions until October 2008 when he moved to Seilern Investment Management where he launched the Stryx Europa Fund. This Fund went on to become the top-rated long-only European quality growth fund by the time he left the firm in July 2014 to join Heptagon Capital. Christian graduated from the Stockholm School of Economics with a MSc degree in Financial Economics. |  |   |  |
|---------------------------------|--|--|---|--|
| Investment Team                 | <ul> <li>Arnaud Gandon (CIO) 24 years' industry experience, former Head of Global Equities at UBP. Responsible for the Investment Team and Discretionary Portfolios.</li> <li>Alexander Gunz (PM) 24 years' industry experience, former top ranked analyst at Credit Suisse. Manager of Heptagon Future Trends Fund.</li> <li>Christian Diebitsch (PM) 31 years' industry experience. Manager of Heptagon European Focus Fund.</li> <li>Daniel Too (Vice President) 14 years' experience. Provides analytical support to the portfolio managers.</li> <li>Graham Wilkins (Vice President) 14 years' experience. Provides analytical support to the portfolio managers.</li> </ul>  |  |   |  |
| Founding<br>Partners            | Tarek Mooro 37 years' industry experience in investment management, corporate finance, trading and corporate credit<br>Eran Ben-Zour 28 years' industry experience in developing asset allocation and risk management for HNWI and institutions<br>Fredrik Plyhr 28 years' industry experience in private wealth management and corporate finance.   |  |   |  |
| Corporate/ Legal/<br>Compliance | Robert Rosenberg, CFA (Partner & COO)  | Darryl Vine (Director)   |   |  |
| Operational<br>Support          | Rebecca Simmons (Director)<br>Melissa Zuanella (Vice President)<br>Gabriela Strassberg (Vice President)<br>Johanna Claesson (Vice President)<br>Andrew Zarb (Vice President)<br>Susanne Hartmann (Vice President)  | Francesca Pace Gouder (Senior Associate)<br>Clementina Baena (Senior Associate)<br>Ona Kohonen (Associate)<br>Alisa Mulic (Associate)<br>Julia Azzopardi (Associate) | Jakob Barrott (Associate)<br>Elizabeth Vassallo (Analyst)<br>Guy Blandford-Newson (Analyst)<br>Marldon Smalling (Head of IT)<br>Elizabeth Bond (Office Manager) |  |
| Sales                           | 11 dedicated professionals   |  |   |  |

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