

#### Q3 2021

## HEPTAGON LISTED PRIVATE ASSETS FUND\*

\*A sub-fund of Heptagon Fund ICAV

The Fund has been classified as an Article 6 for the purposes of the EU's Sustainable Finance Disclosure Regulation ('SFDR'). The Fund takes sustainability criteria into account within the investment process but does not have sustainable investment as its objective and does not promote environmental or social characteristics.

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Authorised & Regulated by the Financial Conduct Authority 12 Endeavour Square, London, E20 1JN



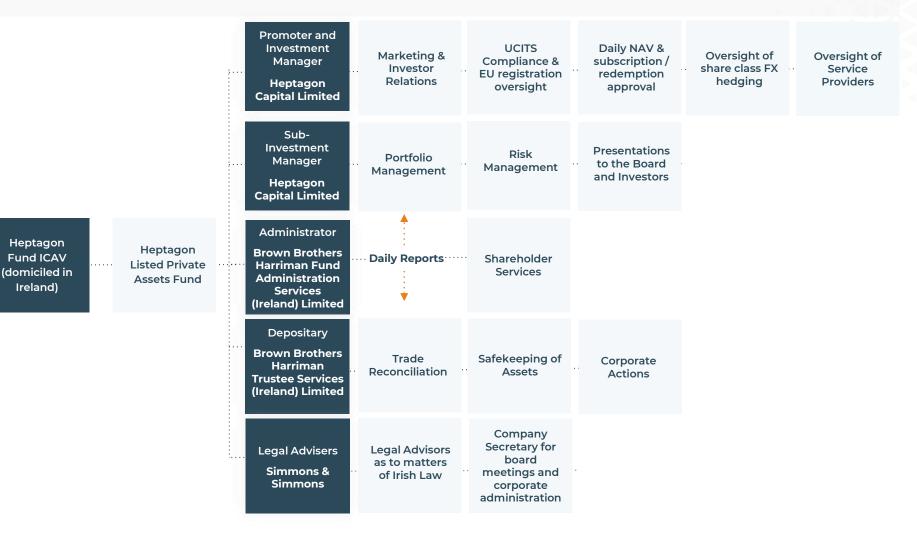
## TABLE OF CONTENTS

I.	The Investment Manager	3
н	Executive Summary	6
ш	Why Invest in a Private Assets Strategy?	10
IV	The Investment Opportunity	14
v	The Investment Philosophy and Process	18
VI	Risk Management	24
VII	Performance and Risk Simulation	28
VII	Investment Team	33
IX	Fund particulars	35
x	Case Studies	37
XI	Appendix	40
XII	Disclaimer	44



## THE INVESTMENT MANAGER

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 Listed Private Assets Fund.



### **HEPTAGON CAPITAL\***

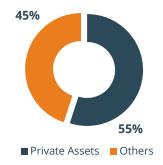
#### Firm Overview

Founded: 2005 Total staff: 40 AUM: USD \$15.9bn\*\*

Ownership: **Private** Investment team: 7

Heptagon Capital\* is a **private** investment firm, run on partnership principles, that was founded in July 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 and manages approximately 15.9bn in assets\*\*.



Private Assets comprises approximately **55%** of the AUM today and includes Private Equity, Real Estate Lending, **Pharma Royalties and** Catastrophe Re-insurance, among others.

Further principals have joined taking the team to 40 people of 16 different nationalities.



**Eran Ben-Zour Managing Partner** 



**Tarek Mooro** Managing Partner and CEO



**Fredrik Plyhr Managing Partner** 

	l Heptagon Capital	
Heptagon UCITS Fund Platform	External Manager Platform	Discretionary Portfolio Management
In-house         • Heptagon European Focus Equity Fund         • Heptagon Future Trends Equity Fund         • Heptagon Listed Private Assets Fund         Sub-advised	<ul> <li>Hedge Funds</li> <li>Private Equity</li> <li>Alternative Funds</li> <li>Long Only Funds</li> <li>Real Estate</li> </ul>	<ul> <li>Discretionary Portfolio Management</li> <li>Concentrated Equity Management</li> <li>Hedging and Overlay Strategies</li> </ul>
<ul> <li>Yacktman US Equity Fund</li> <li>Driehaus Emerging Markets Sustainable Equity Fund</li> </ul>		<ul><li>Asset Allocation Advice</li><li>Bespoke Mandates</li></ul>
<ul> <li>Driehaus US Micro Cap Equity Fund</li> <li>Driehaus US Small Cap Equity Fund</li> <li>Kopernik Global All-Cap Equity Fund</li> <li>WCM Global Equity Fund</li> <li>Heptagon Kettle Hill US L/S Equity Fund</li> <li>Summit Sustainable Opportunities L/S Equity Fund</li> <li>Easterly US Value Equity Fund</li> </ul>		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, licenced to conduct investment services by the Malta Financial Services Authority and Heptagon Capital LLP, authorised and regulated by the Financial Conduct Authority. 5



## **EXECUTIVE SUMMARY**

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Investment Objective & Policy	<ul> <li>The strategy seeks to produce high total returns from both capital appreciation and income</li> <li>The strategy will invest primarily in listed securities including closed-end investment vehicles</li> <li>A minimum of 80% of the portfolio will be invested in private asset strategies*</li> <li>The strategy will target a level of income in excess of 4% per annum</li> <li>The strategy seeks to outperform the Barclays 3m USD Libor +2%</li> </ul>
Investment Thesis	<ul> <li>Some of the best performing long term investment vehicles are US endowments</li> <li>One of the reasons behind this success has been their exposure to private assets</li> <li>Most of these private assets strategies are now available in liquid / listed vehicles</li> <li>We believe that both the size and diversity of these vehicles offer an attractive opportunity</li> </ul>
Investor Benefits	<ul> <li>Exposure to a set of strategies not previously accessible in the listed market</li> <li>Harvesting illiquidity premiums through a well diversified portfolio of assets</li> <li>Targeting an attractive level of income throughout the market cycle</li> <li>Capital appreciation potential while reducing J-curve risk</li> <li>Heptagon's Chief Investment Officer is the lead portfolio manager for this strategy</li> </ul>

- Until recently, access to Private Assets was limited to offshore structures, mostly Limited Partnerships (LPs).
- **Closed end investment companies** can provide a more accessible way for smaller investors to invest in Private Assets.

#### Limited Partnerships

- High minimums
- Often long lock-up periods
- Limited liquidity
- Not always income paying
- High fees
- No independent Boards
- Impacted J-Curve

#### **Closed End**

- No minimums
- Capital is not locked up
- Listed on exchanges
- High income component
- Often lower fees
- Independent Boards
- Lower J-Curve/cash drag

### **OUR UNIVERSE OF PRIVATE ASSETS**

#### I Which Private Assets are part of our Universe?

#### Infrastructure

- Renewables
- Transportation
- Social infrastructure
- Utilities

#### **Specialists**

- Private Equity
- Catastrophe Re-insurance
- Asset Backed Lending
- Special Situations

#### **Real Estate**

- Logistics
- Commercial
- Residential
- Health Care

#### **Private Debt**

- Direct lending
- Infrastructure lending
- Real Estate Debt
- Pharmaceutical Royalties



## WHY INVEST IN A PRIVATE ASSETS STRATEGY?

#### I We believe some of the best multi-asset returns are to be found within US endowment institutions

	Yale	Harvard	60/40*
Size (\$ billion)	31.2	41.9	n/a
Annual Return 2020	6.8%	7.3%	8.0%
20 Yr Ann. Returns	11.4%	10.0%	9.1%
Manager	David F. Swensen	Stephen Blyth	n/a
Investment Style	Multi-Asset	Multi-Asset	Equity/ Bonds

\*Portfolio composed of 60% US Equities / 40% US Bonds

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

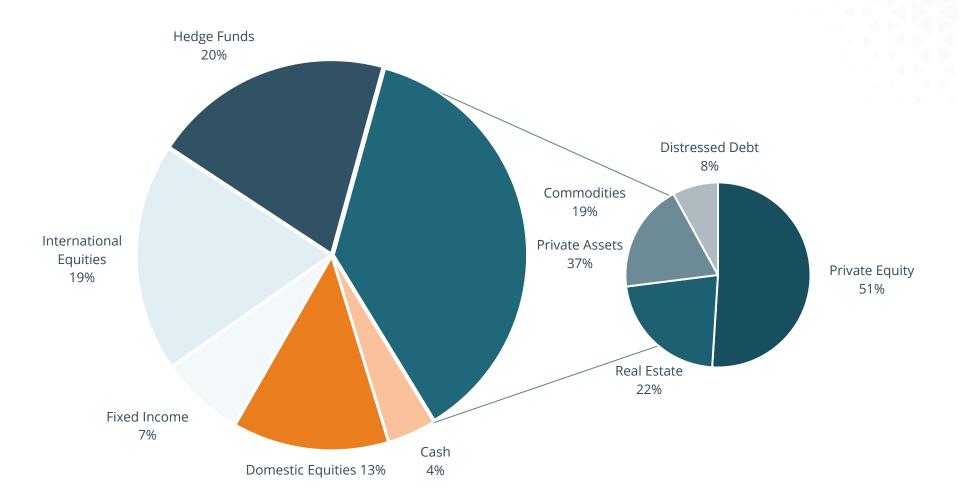
## WHY WE BELIEVE THIS STRATEGY IS SUCCESSFUL OVER TIME?

#### I We have identified 3 significant drivers of outperformance



### HOW ARE U.S. ENDOWMENTS INVESTED?

#### I Average allocation for US Endowments with over \$1bn in AUM in 2018

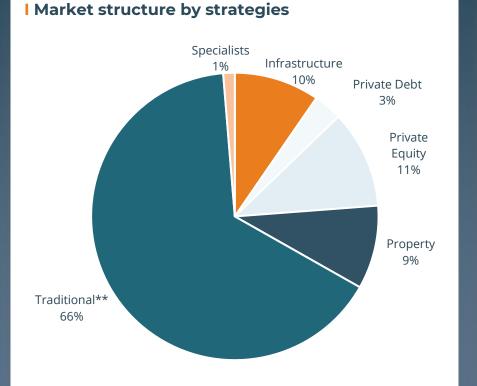




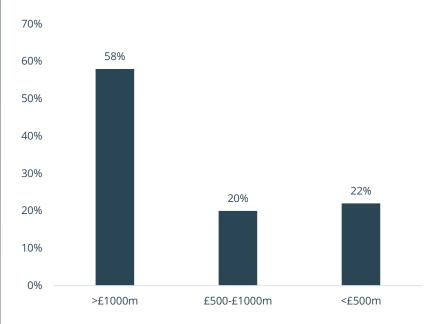
## THE INVESTMENT OPPORTUNITY

### LISTED INVESTMENT COMPANIES

- The first London investment company was set up in 1868
- Today the total assets of London listed investment companies is £257bn across 389+ funds\*.



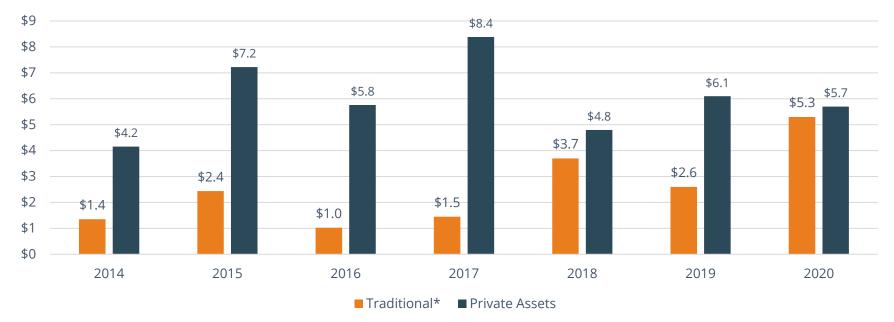
#### I Universe by market cap



Source: \*AIC as of 30<sup>th</sup> June 2021 \*\*Traditional includes liquid bonds & equities As of 30 June 2021

## A LARGE AND DIVERSE MARKET OF STRATEGIES INVESTING IN PRIVATE ASSETS

- Total market cap of opportunities excluding traditional long-only equities and bonds £81bn across 200+ listed companies
- Strategies investing in Private Assets are increasingly dominating new issuance of investment companies.
- There is a growing focus on higher yielding strategies.



#### I New issuance of closed-end companies by year

\*Traditional includes liquid bonds & equities

- Total issuance of closed-end companies over past 5 years is around \$60.0bn
- Strategies investing in Private Assets account for roughly \$42.1bn or 70%

## A LARGE AND DIVERSE MARKET OF STRATEGIES INVESTING IN PRIVATE ASSETS

- Most private assets strategies exhibit low correlations to traditional asset classes based on their price history
- Correlations for the listed companies peer group are low when calculated using their Net Asset Values over time

#### I 5 Years correlations with bonds and equities

Price	Infrastructure	Property	Hedge Funds	Private Equity
World Equities	0.52	0.71	0.07	0.72
World Bonds	0.18	0.22	0.04	0.20
	In fire stress to see	Duanantas	Us days Franks	
NAV	Infrastructure	Property	Hedge Funds	Private Equity
NAV World Equities	Infrastructure 0.13	Property 0.02	Hedge Funds -0.16	Private Equity -0.16

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## THE INVESTMENT PHILOSOPHY AND PROCESS

We believe that the growth in the listed investment companies market provides an opportunity to emulate an endowment style investment policy.



### THE INVESTMENT PROCESS

Quantitative screening the universe of 400 funds

> Qualitative Due Diligence

Investment

Committee

Portfolio Construction

#### Screening the universe of listed investment companies

#### **Initial screening:**

Listed investment companies universe: **400+** Market Cap £202bn Excluding listed equities and traditional fixed income: **200+ companies** with a combined market cap of £81bn Filtering for:

• Size and liquidity

Low correlations with traditional asset classes

• Low leverage at company level

- High level of income
- Consistency of returns

#### **Qualitative selection**

- Individual due diligence and qualitative evaluation of each company
- Meetings with company management 100+
- Industry / Peer group analysis and review
- Most companies are covered by sell-side research firms

#### = 50 companies

= 100 companies

#### Investment Committee

#### **Portfolio Construction**

- Maximum position size of 8%
- Private Equity limit of 10% of portfolio and vehicle must pay dividends
- Companies that do not distribute dividends are limited to aggregate 10%

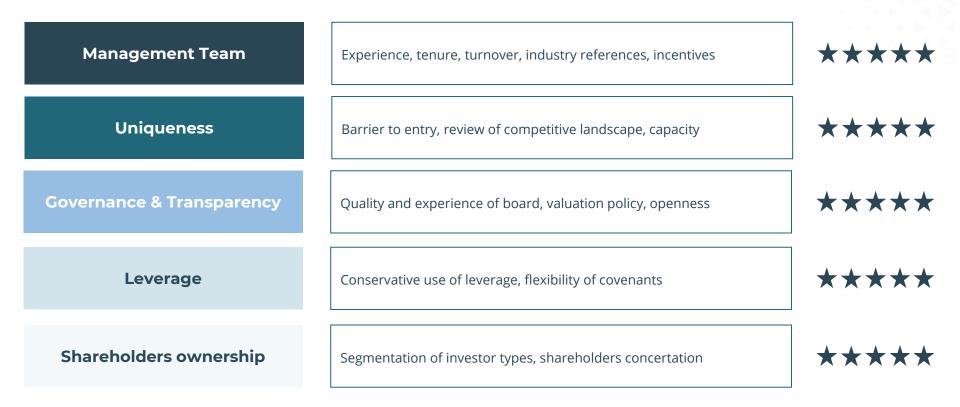
of portfolio

• Targeting a portfolio turnover of less than 25% per annum

*We believe that company selection is mostly a qualitative endeavour. The people and culture of the investment manager are crucial to the long term viability of the fund and its performance.* 

		Assessing
Competitive Edge	Investment Team	Quality of senior investment staff & adequacy of resources
	Approach	• Uniqueness & Repeatability
Com	Portfolio Construction	• Approach to risk management, the idea flow into the fund
Sustainability	Firm and Team	Culture, personnel turnover, incentives
	Opportunity Set	<ul> <li>Size of opportunity</li> <li>Change over time</li> <li>Capacity</li> </ul>
	Alignment / Conflicts	<ul><li>Potential conflicts</li><li>Fee structure</li></ul>

We have created a detailed rating methodology for each company based on the following criteria:





## **RISK MANAGEMENT**

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## **RISK MANAGEMENT**

#### **Position Sizes to Mitigate Risks**

- Minimum market capitalisation of \$250m or a minimum daily trading volume of \$250,000
- Companies with market capitalisation below \$500m are limited to 5% of portfolio
- Maximum 35% in each sub-strategy

#### **Quantitative Monitoring**

- Monitoring multi-asset correlations, drawdown analysis, stress testing of portfolio
- Monitoring investor base, flows and overall level of premiums and discounts to NAV

#### Independent Compliance Oversight

- Full monitoring by Heptagon's Chief Operating
   Officer

# 

Focus on companies with share buyback policies

**Additional Selection Criteria** 

- 93% of the portfolio holdings have buyback provisions
  - Focus on companies with low leverage at the company level
- Portfolio's average leverage is approximately 10%

#### **Sell Decisions**



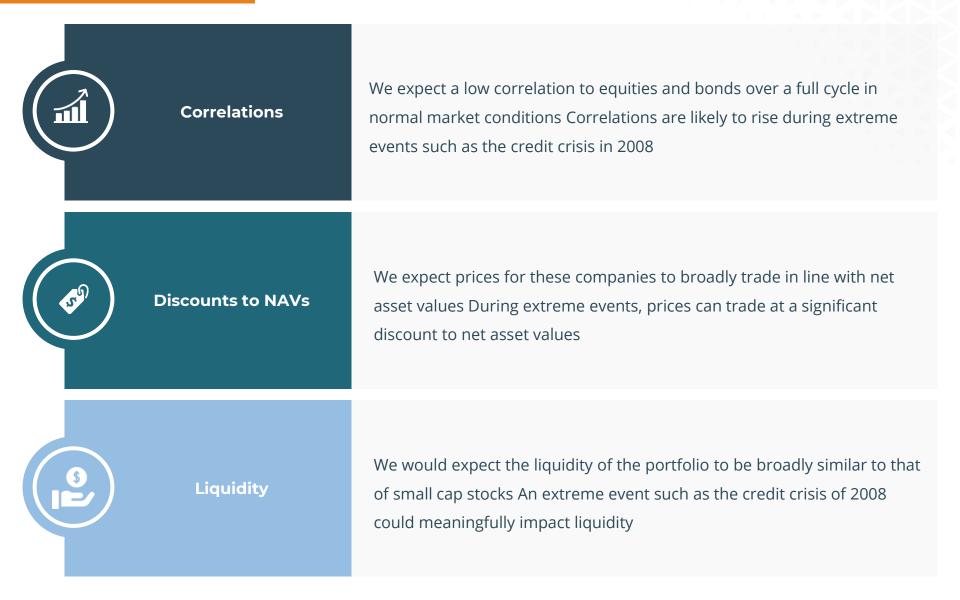
- Company trading well ahead of fundamentals, rich valuations
- Changes in investment thesis (e.g. management change, regulation)
- Funding source for new opportunities

#### **Monthly Investment Committee**



• Founding Partners and Fund Managers meet to review exposures, risk and performance

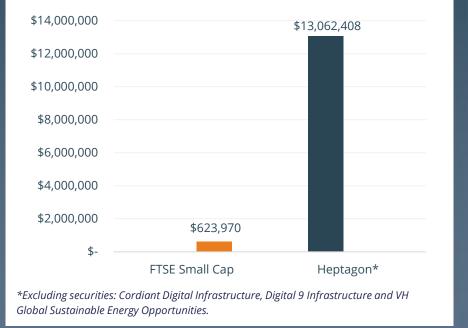
### MAIN RISKS ASSOCIATED WITH THE STRATEGY



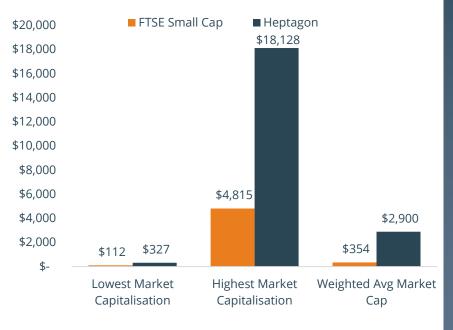
### LIQUIDITY ANALYSIS - SMALL CAP COMPARISON

• The average company in the LPA has a higher (8x) weighted average market cap than the FTSE Small Cap and a higher average daily traded value (21x)





#### I Market Cap of LPA holdings vs FTSE Small Cap Index (\$m)



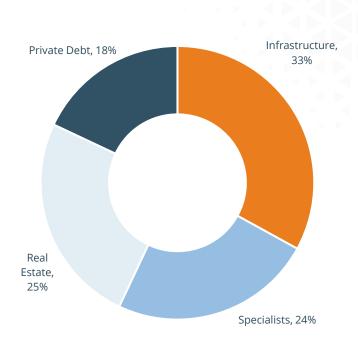
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## **PERFORMANCE AND RISK SIMULATION**

### **PORTFOLIO HOLDINGS**

		Manager	Weight ex cash	Yield*
		3i Infrastructure Plc	1.9%	3.2%
		Bluefield Solar Income Fund Ltd	2.8%	6.1%
		Helios Towers PLC	3.7%	0.0%
Strategy Infrastructure	33%	Octopus Renewables Infrastructure Trust PLC	2.4%	4.8%
IIIIastructure		Renewables Infrastructure Group Ltd	3.1%	5.3%
		Greencoat UK Wind PLC/Funds	3.8%	5.5%
		Digital 9 Infrastructure	5.9%	5.8%
		Cordiant Digital Infrastructure Ltd	3.7%	3.0%
		Gore Street Energy Storage Fund Plc	5.2%	6.3%
	25%	Tritax EuroBox Plc	4.0%	5.6%
		Tritax Big Box REIT Plc	3.5%	5.8%
Real Estate		Primary Health Properties PLC	5.3%	7.2%
RealEstate		SEGRO PLC	5.4%	10.0%
		AGNC Investment Corp	4.8%	3.9%
		Annaly Capital Management Inc	3.2%	3.2%
	18%	Sequoia Economic Infrastructure	5.6%	3.9%
Private Debt		TwentyFour Income Fund Ltd	3.5%	2.3%
Private Debt		BioPharma Credit Plc	3.9%	9.0%
		VPC Specialty Lending Investments PLC	4.2%	11.0%
		HgCapital Trust PLC/Fund	3.7%	1.3%
		Chrysalis Investment Ltd	4.8%	0.0%
Specialists	24%	IP Group PLC	4.1%	0.0%
opecialists	2-770	Hipgnosis Songs Fund Ltd	2.2%	4.4%
		Pershing Square Holdings, Ltd.	3.9%	1.5%
		Third Point Offshore Investors Ltd	5.0%	0.0%



#### **Private Assets Strategy**

Wt. average dividend yield*	<b>4.5%</b> <sup>†</sup>
Wt. average discount/premium*	2.5%
Wt. average Market Cap**	\$2,900m
Wt. average daily Traded Value**	\$13.1m

#### \*Past 12 months

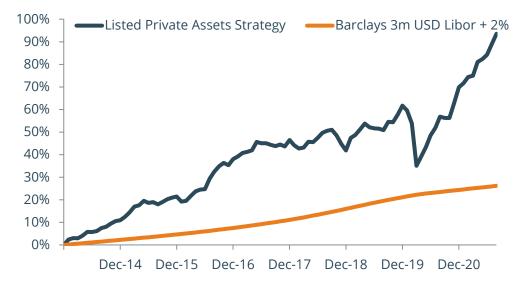
\*\*Past 6 months

*†* Includes projections for 2021 as per Bloomberg

#### I Historical Monthly Returns

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	3m US Libor +2%	Excess return
2014	2.4%	0.6%	-0.1%	1.2%	1.6%	-0.1%	0.4%	1.3%	0.5%	1.3%	1.0%	0.4%	11.1%	2.2%	+8.9%
2015	1.3%	1.8%	2.2%	0.5%	1.7%	-0.8%	0.3%	-0.8%	0.9%	1.0%	0.6%	0.4%	9.5%	2.3%	+7.2%
2016	-1.9%	0.3%	1.8%	1.7%	0.6%	0.2%	3.7%	2.4%	1.8%	1.1%	-0.7%	2.0%	13.5%	2.8%	+10.7%
2017	0.8%	1.1%	0.4%	0.5%	2.6%	-0.4%*	0.0%	-0.5%	-0.4%	0.5%	-0.6%	2.0%	6.0%	3.3%	+2.7%
2018	-1.6%	-1.0%	0.3%	1.8%	-0.1%	1.3%	1.5%	0.6%	0.3%	-1.7%	-2.5%	-2.0%	-3.1%	4.4%	-7.5%
2019	3.9%	0.9%	1.7%	1.7%	-1.1%	-0.3%	-0.1%	-0.4%	2.4%	-0.1%	2.2%	2.5%	14.0%	4.4%	+9.6%
2020	-1.3%	-3.6%	-12.2%	3.1%	3.0%	3.6%	2.3%	3.3%	-0.4%	0.0%	4.2%	4.4%	5.1%	2.7%	+2.4%
2021	1.0%	1.6%	0.3%	3.5%	0.7%	1.1%	2.5%	2.5%					13.9%	1.4%	+12.5%

#### I Historical Cumulative Returns:



\*From fund launch date 23.06.2017

	Strategy	3m US Libor +2%*
Annualised Return	9.0%	3.1%
Annualised Volatility	7.0%	0.3%
Cumulative return	93.5%	26.2%
Year-to-date return	13.9%	1.4%

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

Between 1st January 2014 until 22nd June 2017, in the above performance and statistics table are a result of a pro forma back test using the static portfolio allocation as of 22nd July 2017. When the track record for an underlying fund was less than 5 years, the portfolio was proportionally reweighted across its positions. From January 2016 to June 2017 the portfolio is a static simulation in Advent Portfolio Management System with a management fee of 1%. From July 2017 onwards performance is for the Heptagon Listed Private Assets Equity Fund C share class (management fee of 0.5% and performance fee of 10%).

\*Barclays 3m USD Libor +2%

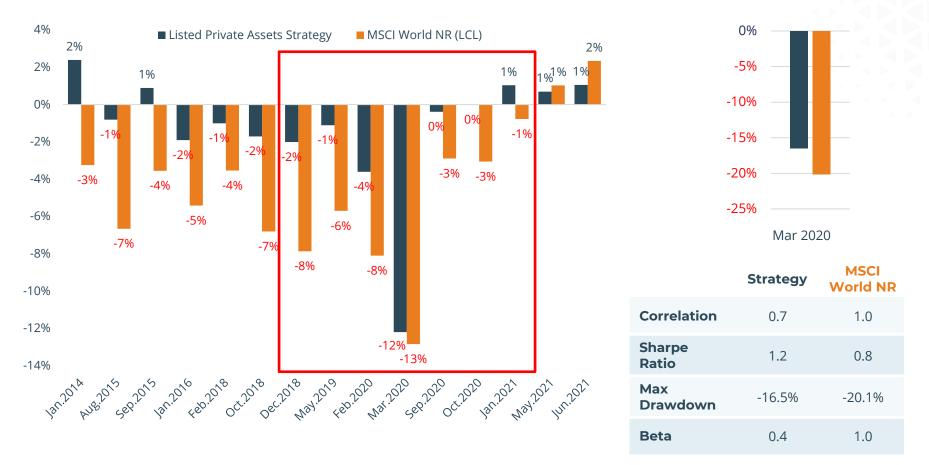
Sources: Heptagon Capital, Bloomberg and AlternativeSoft as of 31st August 2021

### **PRIVATE ASSETS STRATEGY'S DOWNSIDE PROTECTION**

01 January 2014 – 30 June 2021

#### Stress Testing

Max Drawdown



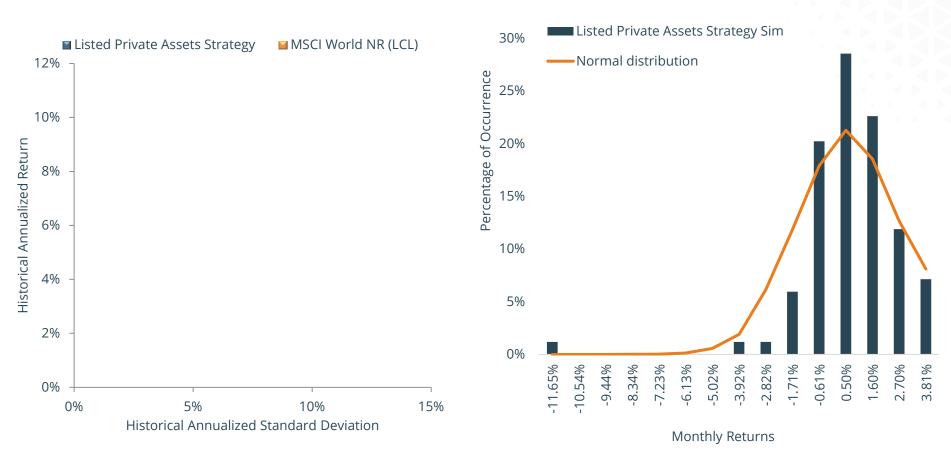
#### Past performance is no guide to future performance and the value of investment and income from them can fall as well as rise

The above performance and statistics are the result of a pro forma back test using the portfolio allocation from 1st January 2014 till 22nd June 2017. When the track record for an underlying fund was less than 5 years, the portfolio was proportionally reweighted across its positions. From January 2016 to June 2017 the portfolio has been actively managed in Advent Portfolio Management System with a management fee of 1%. From July 2017 onwards performance is for the Heptagon Listed Private Assets Equity Fund C share class (management fee of 0.5% and performance fee of 10%).

01 January 2014–30 June 2021

#### Risk vs. Return

#### **I** Monthly Returns Distribution



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The above performance and statistics are the result of a pro forma back test using the portfolio allocation from 1st January 2014 till 22nd June 2017. When the track record for an underlying fund was less than 5 years, the portfolio was proportionally reweighted across its positions. From January 2016 to June 2017 the portfolio has been actively managed in Advent Portfolio Management System with a management fee of 1%. From July 2017 onwards performance is for the Heptagon Listed Private Assets Equity Fund C share class (management fee of 0.5% and performance fee of 10%).

Sources: Heptagon Capital, Bloomberg and AlternativeSoft as at 30<sup>th</sup> June 2021



## **INVESTMENT TEAM**

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The below employees at Heptagon Capital are responsible for the portfolio management (including idea generation, portfolio construction, security selection, investment research and risk management) of the Heptagon Listed Private Assets Fund.



Arnaud Gandon Portfolio Manager Arnaud Gandon is the Chief Investment Officer at Heptagon Capital and Fund Manager of the Heptagon Listed Private Assets Fund, having joined in August 2010. In addition to managing his inhouse UCITS fund, his other duties include leading the firm's asset allocation and security selection process, chairing the Investment Committee, and managing multi-asset discretionary portfolios. He also manages a team of investment professionals including two senior equity UCITS portfolio managers. Arnaud began his finance career in 1999. Prior to joining Heptagon, Arnaud was Head of Global Equity for UBP, managing institutional Global Equity mandates. Whilst at UBP, from 2003 he was a senior Portfolio Manager in charge of all London discretionary managed accounts and was responsible for several successful product launches. Previously, Arnaud was an Associate Director at Gerrard Ltd., responsible for European Manager Selection, performing detailed due diligence on both Fixed Income, Equity and Long-Short strategy funds. He managed a multi-asset advisory portfolio for Credit Agricole Indosuez private bank in London and worked as an advisory trader for Credit Commercial de France/HSBC. Arnaud has a MA in Finance from the Ecole Supérieure des Techniques de Gestion/ESC Group (Paris) and completed an advanced corporate finance module at the London Business School..

Daniel joined Heptagon in January 2008 specifically to focus on supporting the Heptagon family of funds. Daniel has a MSc from UCL in Theoretical Physics and joined us from front office support roles at American Express and Citibank.

**Daniel Too** Vice President

Graham Wilkins Vice President Graham joined Heptagon in April 2007 as an analyst responsible for quantitative fund research as well as ensuring data integrity within the firm's asset management software. He holds a BA Honours degree in Geography from Newcastle-Upon-Tyne University.



## **FUND PARTICULARS**

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## 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	A (Retail) / B (Retail) / I (Institutional) / C (Seed) / C2 (Seed)					
ISIN / Bloomberg Ticker	A       IE00BF2NXX50       HEPLPAA         B       IE00BF2NZ842       HEPLPAB         I       IE00BF1K7K25       HEPLPAI         C       IE00BF1K7D57       HEPLPAC         C2       IE00BF1K7J10       HPLPAC2					
Exchange Listed	None					
Registered for Retail Sale	Austria, Denmark, Finland, France, Germany, Ireland, Italy, Luxembourg, Netherlands, Norway, Spain, Sweden, Switzerland, UK					
Registered for Accredited Investors	Singapore (CISNET restricted scheme)					
Minimum Investment	A = \$15,000 / B = \$15,000 / I = \$2,000,000 / C = \$1,000,000 / C2 = \$1,000,000					
Management Fee	A = 1.00% / B = 1.50% / I = 0.75% / C = 0.50% / C2 = 0.75%					
Performance Fee	A = 10% / B = 0% / I = 10% / C = 10% / C2 = 0%					
Subscriptions	Weekly with 3 business days notice – T+3 settlement					
Redemptions	Weekly with 3 business days notice – T+5 settlement					
NAV	Daily					
Lock-up Provision	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					



## **CASE STUDIES**

The companies discussed in this document below were chosen as representations of the type of investments held within the Heptagon Listed Private Assets Fund (Irish UCITS Fund). The stocks are not presented to demonstrate performance. Holdings are subject to change and may not reflect recent market activity or current holdings.

### HG CAPITAL - CASE STUDY 1

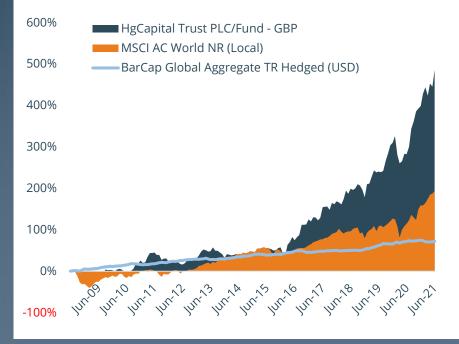
As of 30 June 2021

#### **| Manager Profile**

HgCapital }

- HgCapital is a leading European private equity firm focusing on middle market buyouts in the TMT and service sectors
- The listed trust has a 26 year track record and has generated 13.9% annualized return over the past 20 years
- Typical deal size of \$50m to \$500m, with a focus on B2B critical business products with recurring revenues
- Over 90% of value creation has been driven by revenue growth and operational improvements

#### Historical Cumulative Returns Jul 2008 – Jun 2021



#### | Historical Returns

Historical annualised return	14.6%
Historical annualised volatility	16.8%
Max drawdown	-27.6%
Sharpe Ratio	0.85
Return 2015	8.6%
Return 2016	43.1%
Return 2017	19.3%
Return 2018	3.5%
Return 2019	47.5%
Return 2020	21.6%
YTD 2021	17.4%

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 $\times$ 

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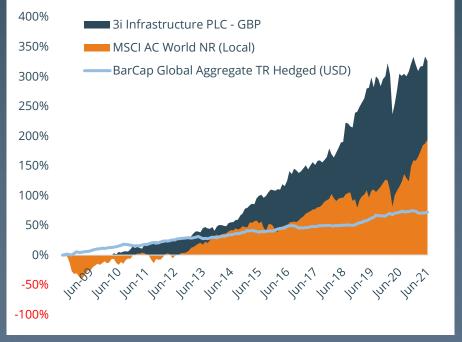
### **3i INFRASTUCTURE – CASE STUDY 2**

#### As of 30 June 2021

#### | Manager Profile

- 3i Infrastructure is \$1.8bn listed company invested in a diversified portfolio of infrastructure assets in Europe
- The infrastructure team leverages on the 3i Group extensive network of asset owners and operators to source quality assets
- The team focusses on asset-intensive businesses that provide essential services over the long term
- Management has an outstanding track record of creating value through engagement and active management of its investments

#### Historical Cumulative Returns Jul 2008 – Jun 2021





Historical annualised return	11.8%
Historical annualised volatility	14.5%
Max drawdown	-31.5%
Sharpe Ratio	0.80
Return 2015	17.2%
Return 2016	15.2%
Return 2017	15.8%
Return 2018	22.2%
Return 2019	17.5%
Return 2020	8.1%
YTD 2021	-1.7%

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 $\times$ 

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



## **APPENDIX**

I.	10 Year Premium & Discount History	40
II	How a Closed-End Fund works	41
111	Disclaimer	42

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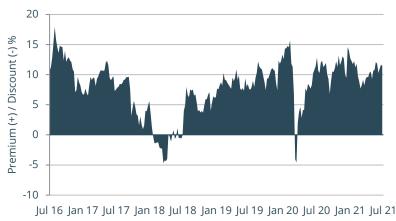
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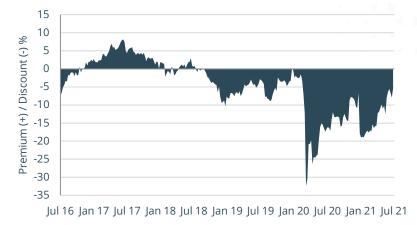
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The below charts show the actual historical premium or discount to NAV for various different types of closed end funds.

#### I Infrastructure



#### | Property

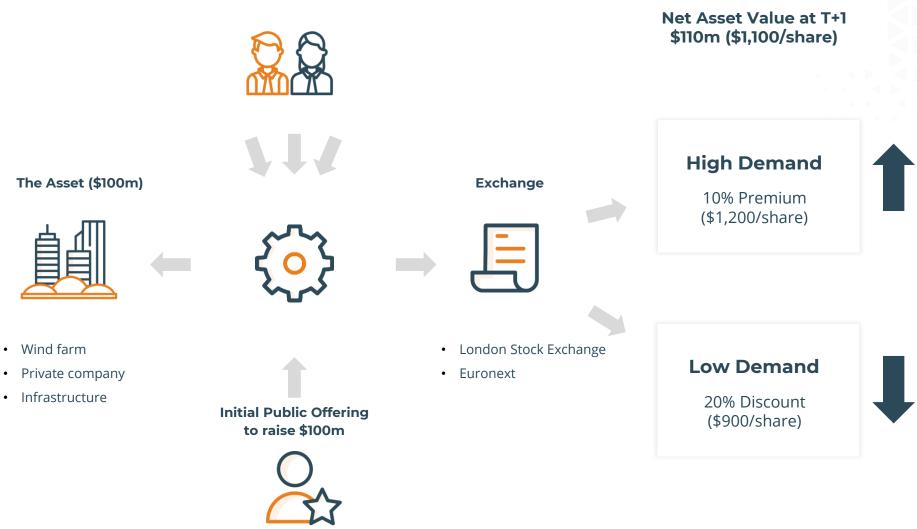




#### | Private Equity

### HOW A CLOSED-END FUND WORKS

#### **Independent Board**





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

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