

Q4 2021

# HEPTAGON EUROPEAN FOCUS EQUITY FUND

\* A sub-fund of Heptagon Fund ICAV

The Fund has been classified as an Article 8 for the purposes of the EU's Sustainable Finance Disclosure Regulation. Please see <a href="mailto:prospectus">prospectus</a> for further information on the Fund's environmental and/or social characteristics and relevant sustainability risks.

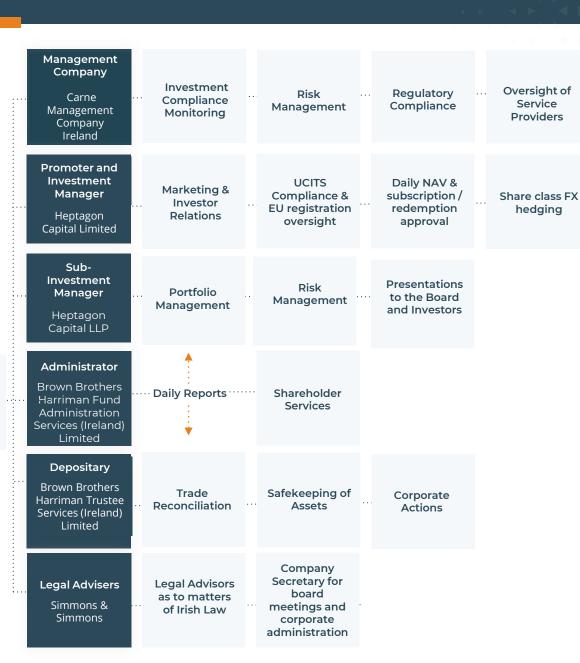
Heptagon Capital, 63 Brook Street, Mayfair, London W1K 4HS Tel: +44 20 7070 1800 (FRN 403304)

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

### IRISH UCITS FUND STRUCTURE

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 Fund ICAV (domiciled in Ireland) Heptagon European Focus Equity Fund



Oversight of

Sub-Investment

Managers

### **HEPTAGON CAPITAL**

Independent boutique asset management firm \$15.9 bn\*\*
Assets under
Management
and Advice

Established in 2005

4 Office Locations 40 Total Employees 16 Different Nationalities

### I Heptagon Capital

### **Heptagon UCITS Fund Platform**

#### In-house

- · Heptagon European Focus Equity Fund
- Heptagon Future Trends Equity Fund
- Heptagon Future Trends Hedged Fund
- Heptagon Listed Private Assets Fund

#### Sub-advised

- Yacktman US Equity Fund
- Driehaus Emerging Markets Sustainable Equity
   Fund
- Driehaus US Micro Cap Equity Fund
- Driehaus US Small Cap Equity Fund
- Kopernik Global All-Cap Equity Fund
- WCM Global Equity Fund
- Heptagon Kettle Hill US L/S Equity Fund
- Summit Sustainable Opportunities L/S Equity Fund
- Easterly US Value Equity Fund

### **External Manager Platform**

- Hedge Funds
- Private Equity
- Alternative Funds
- Long Only Funds
- Real Estate

### Discretionary Portfolio Management

- Discretionary Portfolio Management
- Concentrated Equity Management
- Hedging and Overlay Strategies
- Asset Allocation Advice
- Bespoke Mandates

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

\*\* As of 30.06.2021

### 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

- X Commodity plays
- X Banks and Insurance companies
- X Asset heavy Industries
- X Overly diversified business models
- X Exclusion-list of non-grata industries

### HEPTAGON EUROPEAN FOCUS EQUITY STRATEGY

I Where earnings lead, stocks follow... Portfolio Concentrated Benchmark Portfolio of ~20 Construction **Top-quality** agnostic\* Strong commitment European growth stocks to responsible Independent businesses Solid Downside investing in-house analysis **Low Turnover** Capture

I Heptagon European Morningstar Sustainability Ranking

4 Morningstar
Sustainability Globes



Percent Rank in Global Category



EAA Fund Europe
Large-Cap Growth Equity

14

### **INVESTABLE CANDIDATES**



**ASSA ABLOY** 







### ATTRIBUTES AND COMMONALITIES OF UNIVERSE COMPANIES

'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** 

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





**Industries** 











### **CHARACTERISTICS OF A GOOD INDUSTRY**



+6% per annum, or ~2x global GDP growth



Continuous growth of the end market

by volume and value



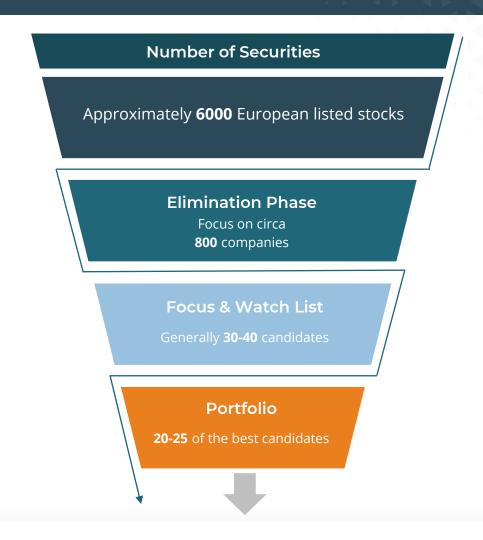
Growth should be organic

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







**L'ORÉAL** 























LVMH

### GROWTH AND SUSTAINABILITY THEMES OF THE UNIVERSE

l Universe Stocks	l Growth Theme		I UN SDGs
<b>▶</b> TOMRA <b></b> eurofins	Environment	Environmental sustainability	13 CIMATE
Straumann Nestie.	Increased Affluence	<ul> <li>Quality over Quantity – consumers moving up the value chain</li> </ul>	2 ZEND 4 COUNTY
L'ORÉAL Beiersdorf	Emerging Opportunities	Creation of a middle-class in New Economies	5 GRADER 10 MEDICALITY  \$\frac{1}{2} \rightarrow \frac{1}{2} \rightarrow \frac
S DASSAULT Zalando	Changing technologies	Internet and mobile solutions	17 PARTHERSINGS FOR HE GOALS
HAYS PageGroup	Shifting business models	<ul> <li>Deregulation, environment, outsourcing, internet</li> </ul>	8 DECENTIVIDA AND DECENTIVIDA
intertek Total Quality. Assured.	Pockets of demand	B2G (government) – B2B (corporations) – B2C (households)	9 NOISHY INVIATION AND PROSTRICTIBLE
Coloplast  SONOVA  HEAR THE WORLD	Ageing Population	Healthcare-spending, lifestyle-changes	3 GOODHEATH 11 DISTANDARD CITES AND WILL-BEING







**Fashion Trends** 

• Luxury goods and international apparel



### PORTFOLIO CONSTRUCTION

I Buying the right stock in the right market environment

### I Equity Market Cycle

### **Early Cycle**

- Recovery stocks
- Potential acceleration of revenue growth

### Mid-Cycle

- Growth
- Sequential acceleration / deceleration
- Margin expansion
- Potential for PE expansion

### Late Cycle

- Stocks with lower valuations
- Minimum sequential deceleration (if any)
- Preservation of profitability
- Protection of PE compression



Top-down vs. Bottom-up reconciliation

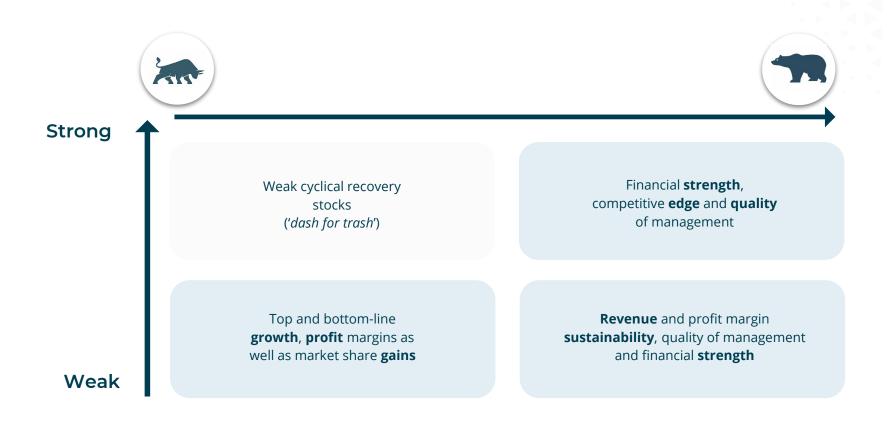
### **RESPONSIBLE INVESTING**



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

### **SLOW AND STEADY WINS THE RACE**

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

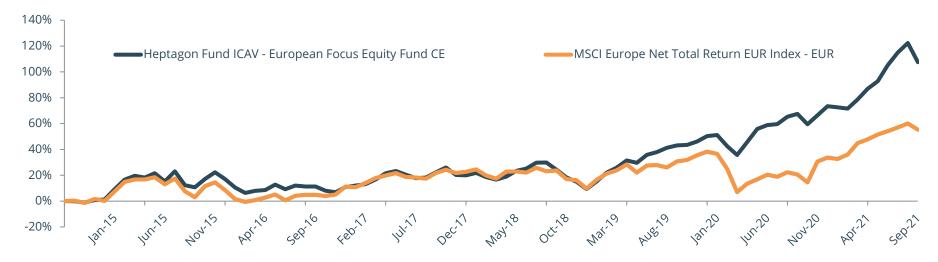


### I The Heptagon European Focus Equity Fund was launched 26<sup>th</sup> August 2014 Monthly Returns: Class CE - Net of fees

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	MSCI	Excess 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%
2021	-0.5%	-0.5%	4.1%	4.6%	3.1%	6.5%	4.7%	3.5%	-6.7%				19.6%	15.7%	3.9%

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

### I Cumulative Performance Since Inception



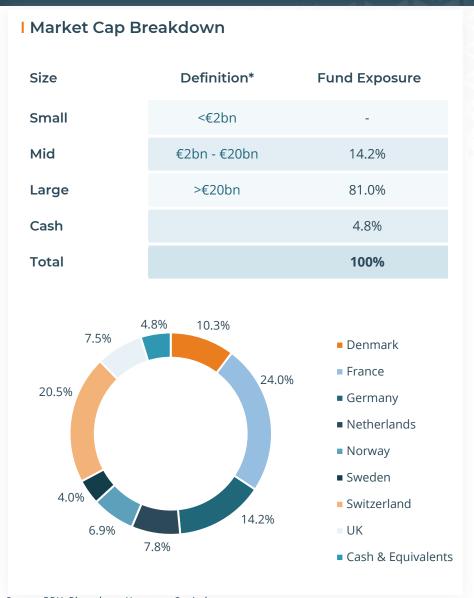
Past performance is no guide to future performance and the value of investment and income from them can fall as well as rise

Source: Morningstar and BBH, sourced on 30.09.2021

### I Portfolio Sector Weights 25% ■ European Focus ■ MSCI Europe 20% 15% 10% 5% 0% Consumer Discretionary Information Technology Consumer stables HealthCare Financials Materials Realtstate tueles

I Portfolio Characteristics		
	Fund	MSCI Europe
Price / Prospective Earnings *	35.4	14.5
Price / Book *	7.5	1.9
Price / Sales *	5.0	1.4
Price / Cash Flow *	25.4	8.6
Long-Term Earnings %	12.3	14.0
Historical Earnings %	-1.7	-4.9
Active Share %	85.8	-
*Forward-looking based on historical	Above a	ata as of 30.09.2021
31.09.2014 to 30.09.2021	Fund	MSCI Europe
31.09.2014 to 30.09.2021 Ann. Return (%)	<b>Fund</b> 10.86	MSCI Europe 6.41
		•
Ann. Return (%)	10.86	6.41
Ann. Return (%) Ann. Std. Dev (%)	10.86	6.41 14.21
Ann. Return (%) Ann. Std. Dev (%) Ann. Alpha	10.86 12.72 5.00	6.41 14.21 0.00
Ann. Return (%) Ann. Std. Dev (%) Ann. Alpha Correlation	10.86 12.72 5.00 0.85	6.41 14.21 0.00 1.00
Ann. Return (%) Ann. Std. Dev (%) Ann. Alpha Correlation Beta	10.86 12.72 5.00 0.85 0.75	6.41 14.21 0.00 1.00
Ann. Return (%) Ann. Std. Dev (%) Ann. Alpha Correlation Beta R Squared	10.86 12.72 5.00 0.85 0.75 0.72	6.41 14.21 0.00 1.00 1.00
Ann. Return (%) Ann. Std. Dev (%) Ann. Alpha Correlation Beta R Squared Up Capture Ratio	10.86 12.72 5.00 0.85 0.75 0.72 0.98	6.41 14.21 0.00 1.00 1.00 1.00

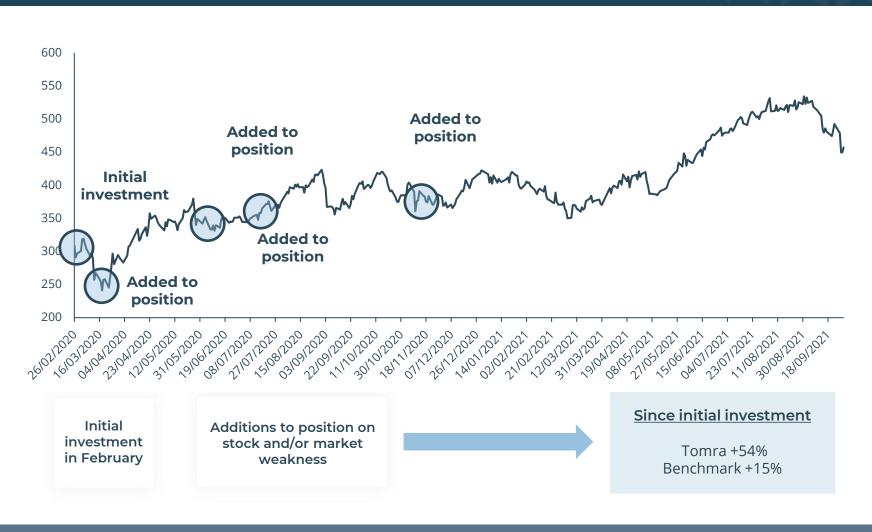
I	Full Portfolio Holdings	
	Consumer Discretionary	20.1%
	Zalando SE	6.3%
	Hermes International	4.7%
	adidas AG	4.7%
	EssilorLuxottica S.A.	4.4%
	Consumer Staples	18.9%
	L'Oreal S.A.	4.3%
	Lindt & Sprüngli AG	4.1%
	Diageo PLC	3.9%
	Nestle S.A.	3.4%
	Beiersdorf AG	3.2%
	Health Care	21.3%
	Eurofins Scientific	6.2%
	Novo Nordisk AS	5.8%
	Lonza Group	4.8%
	Coloplast A/S	4.5%
	Industrials	18.3%
	Tomra Systems ASA	6.9%
	Atlas Copco	4.0%
	SGS S.A.	3.7%
	Intertek Group PLC.	3.7%
	Information Technology	12.1%
	ASML Holding N.V.	7.8%
	Dassault Systèmes S.A .	4.3%
	Materials	4.3%
	Givaudan S.A.	4.3%



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

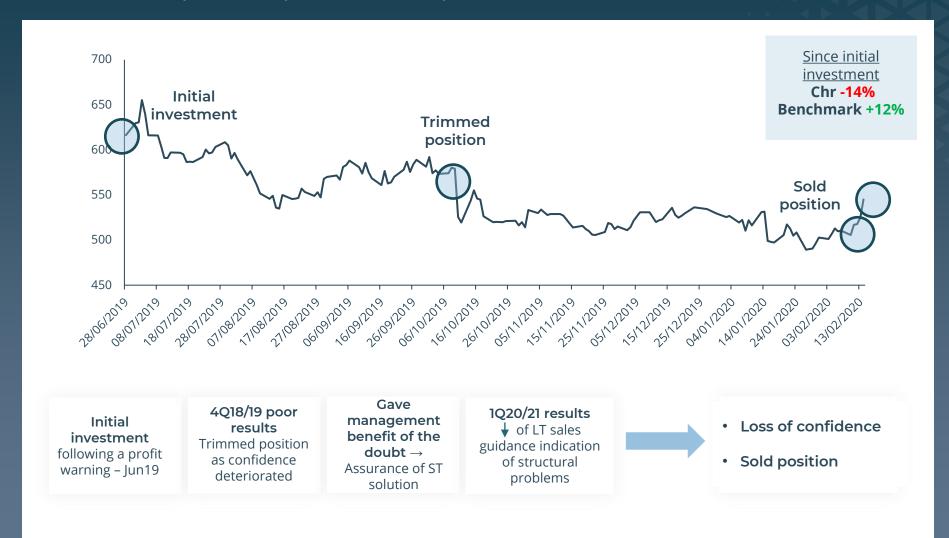
### **CASE STUDY: TOMRA**

### I Tomra share price development since initial purchase



### **CASE STUDY: CHR HANSEN**

### I Chr Hansen share price development since initial purchase



### Valuation Risk

- Multiple-compression when transitioning from bull to bear market
- Company goes ex-growth

### Growth risk

- Revenue growth structurally decelerates (weaker fundamentals)
- Profit margin expansion slows down

### I Business risk

- Poor management execution
- Weakening financials





- Rotation to lower P/E stocks
- Continuous analysis of consensus expectations



### I Balance of top-down vs. bottom-up economics

Ongoing screening of news flow



### I Limited because of superior quality

- Continuous industry screening
- Close contact with management
- Continuous internal research



## PORTFOLIO MANAGER'S TRACK RECORD

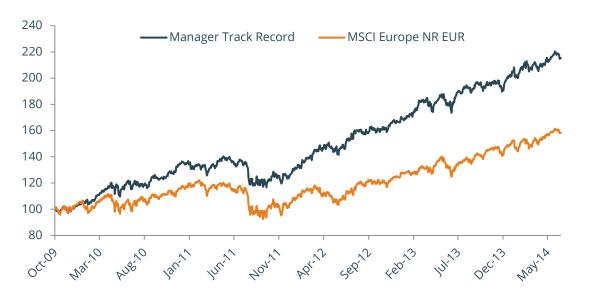
This presentation provides information on the Heptagon European Focus Equity Fund (the "Fund"), a sub-fund of Heptagon Fund ICAV which is an open-ended umbrella type investment vehicle authorised pursuant to UCITS regulations. Heptagon Capital Limited is the Investment Manager and Heptagon Capital LLP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

I 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 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 Record	Index	Excess 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%

### MANAGER TRACK RECORD

### I 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 Return
2009	Fund										-1.85%*	-1.01%	5.85%	2.85%*	-0.98%*
2003	MSCI										-3.34%*	1.13%	6.22%	3.83%*	0.5070
	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%	
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%
2011	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%	3.97%
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%	3.3770
		0.000/	E 670/			o ==o/	0.000/	E 050/	0.5404	4.050/	0.400/	0.450/	0.450/		
2012	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%	12.03%
	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%	
2013	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%	1.08%
	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%	
2014	Fund	0.39%	5.03%	-0.49%	0.00%	2.49%	-0.37%							7.14%	0.99%
2017	MSCI	-1.77%	4.77%	-0.81%	1.88%	2.52%	-0.44%							6.15%	3.5570

The benchmark used is the MSCI Europe NR EUR

\*Since fund inception 16.10.2009

### HEPTAGON EUROPEAN FOCUS EQUITY FUND PARTICULARS

Legal Structure	An open-ended umbrella type investment vehicle 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	AE IE00BPT33X84 HPEURAE B IE00BPT33S32 HEPEURB IE IE00BPT34C47 HPEURIE CE IE00BPT34575 HPEURCE								
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 LLP, Dublin								
Auditor	Grant Thornton LLP								



Christian Diebitsch Fund 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.

### **HEPTAGON CAPITAL PERSONNEL**

### Manager of European Focus Fund

Christian Diebitsch

### Heptagon Investment Team

- Arnaud Gandon (CIO) 24 years' industry experience, former Head of Global Equities at UBP. Responsible for the Investment Team and Discretionary Portfolios.
- Alexander Gunz (PM) 24 years' industry experience, former top-ranked analyst at Credit Suisse.
- Christian Diebitsch (PM) 31 years' industry experience. Manager of Heptagon European Focus Equity Fund.
- Daniel Too (Vice President) 14 years' experience. Provides analytical support to the portfolio managers.
- Graham Wilkins (Vice President) 14 years' experience. Provides analytical support to the portfolio managers.
- Michael Idowu (Associate) 2 years' experience. Analyst for the Heptagon Future Trends Equity Fund.
- Jamie Collier (Analyst) Provides analytical support to the portfolio managers.

### Heptagon Founding Partners

- Tarek Mooro, 37 years' industry experience in investment management, corporate finance, trading and corporate credit.
- Eran Ben-Zour, 28 years' industry experience in developing asset allocation and risk management for HNWI and institutions.
- Fredrik Plyhr, 28 years' industry experience in private wealth management and corporate finance.

### Corporate/Legal/ Compliance

- Robert Rosenberg, CFA (Partner & COO)
- Darryl Vine (Director and General Manager)

### Operational Support

- Rebecca Simmons (Director)
- Melissa Zuanella (Vice President)
- Gabriela Strassberg (Vice President)
- Johanna Claesson (Vice President)
- Andrew Zarb (Vice President)
- Rupert Davies (Vice President)
- Francesca Pace Gouder (Senior Associate)
- Clementina Baena (Senior Associate)
- Ona Kohonen (Associate)
- Alisa Mulic (Associate)
- Julia Azzopardi (Associate)

- Jakob Barrott (Associate)
- Elizabeth Vassallo (Analyst)
- Guy Blandford-Newson (Analyst)
- Zheer Molod (Analyst)
- Marldon Smalling (Head of IT)
- Elizabeth Bond (Office Manager)

#### **Client Coverage**

11 dedicated professionals



### **DISCLAIMER**

### **DISCLAIMER**

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The results given in this document are based solely upon historical fund performance as gathered and supplied by Brown Brothers Harriman Fund Administration Services (Ireland) Limited, the ICAV's administrator, Refinitiv and Morningstar. That past performance has not been independently verified by either Heptagon Capital Limited or Heptagon Capital LLP. It is not intended to predict or depict the future performance of any investment.

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