

**Fund Fact Sheet**

31/01/2017

**Asset Class**

Equities Europe, all Caps

**Fund Characteristics**

AUM	€740,6 mn
Launch date	28/09/1990
Oldest share class (B)	LU0093570330
Turnover (2016) *	17%
Reference currency	EUR
Hedged share classes available in	USD / CHF
Legal structure	SICAV, UCITS
Domicile	Luxembourg
European Passport	Yes
Countries of registration	AT, BE, DK, FI, FR, DE, ES, IT, LU, NL, NO, SG, SE, CH, GB

**Representative Market Index**

MSCI Europe NR

**Team**



**Ivan Bouillot** has managed the fund since 2004. He joined BLI in 2000.



**Tom Michels** joined BLI in 2014 as analyst for European equities.

**Management Company**

BLI - Banque de Luxembourg Investments S.A.  
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**Dealing & Administrator Details**

European Fund Administration (EFA)	
Tel	+352 48 48 80 582
Fax	+352 48 65 61 8002
Dealing frequency	daily**
Cut-off time	12:00 CET
Front-load fee	max. 5%
Redemption fee	none
NAV calculation	daily**
NAV publication	<a href="http://www.fundinfo.com">www.fundinfo.com</a>

\* min (purchases, sales) / average of net assets

\*\* Luxembourg banking business day

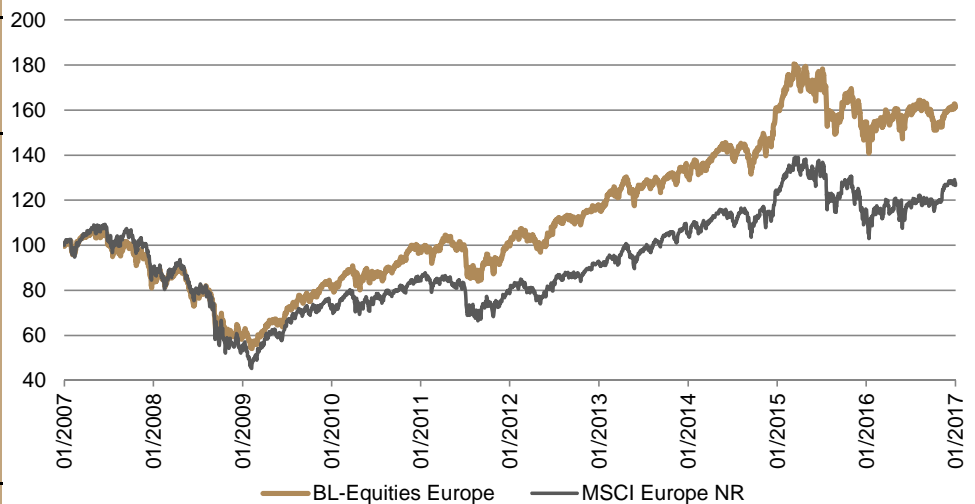
**Investment Objective**

The objective of the fund is to achieve long-term capital gains by investing in high-quality European companies benefiting from a sustainable competitive advantage. It aims to outperform its relevant benchmark return with a lower volatility.

The fund manager implements an active investment strategy based on strong convictions with a long term investment horizon.

**Key Facts**

- Concentrated portfolio of 35 to 40 companies.
- Fundamental stock picking methodology.
- Investments in quality business models.
- Monitoring of company and average portfolio valuation.
- Portfolio with structural deviations from the relevant market index.
- Diversification according to the companies' underlying earnings drivers.
- Through the cycle perspective.
- Low turnover.



Performance	YTD	2016	2015	2014	2013	2012
Fund (B shares)	0,9%	-1,8%	10,7%	9,2%	17,0%	21,0%
MSCI Europe NR	-0,4%	2,6%	8,2%	6,8%	19,8%	17,3%

Performance	3 months	6 months	1 year	3 years	5 years	10 years
Fund (B shares)	3,7%	0,2%	4,2%	23,5%	61,8%	61,3%
MSCI Europe NR	6,6%	6,4%	9,0%	20,3%	60,0%	26,5%

**Annualised Performance**

	1 year	3 years	5 years	10 years
Fund (B shares)	4,2%	7,3%	10,1%	4,9%
MSCI Europe NR	9,0%	6,3%	9,8%	2,4%

**Annualised Volatility**

	1 year	3 years	5 years	10 years
Fund (B shares)	15,0%	15,3%	14,1%	17,5%
MSCI Europe NR	18,7%	17,7%	16,3%	19,7%

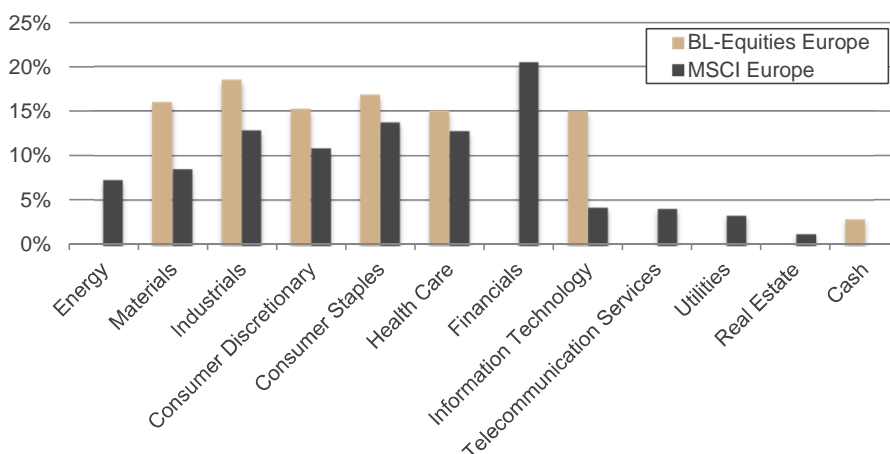
The market index (MSCI Europe NR) is shown in the performance chart as well as in the performance tables above for performance measurement purposes only and it should under no circumstances be considered as an indication of a specific investment style or strategy.

Investors are also invited to consult the performance chart disclosed in the key investor information document of the sub-fund.

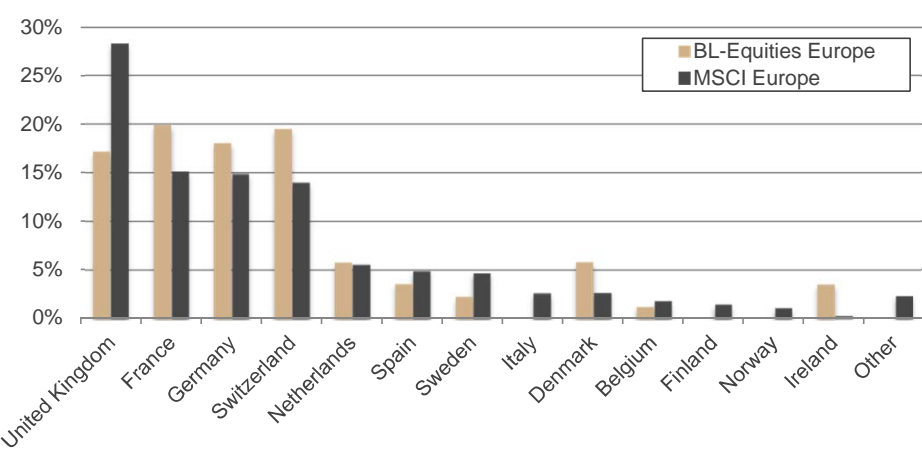
**Current Portfolio**

31/01/2017

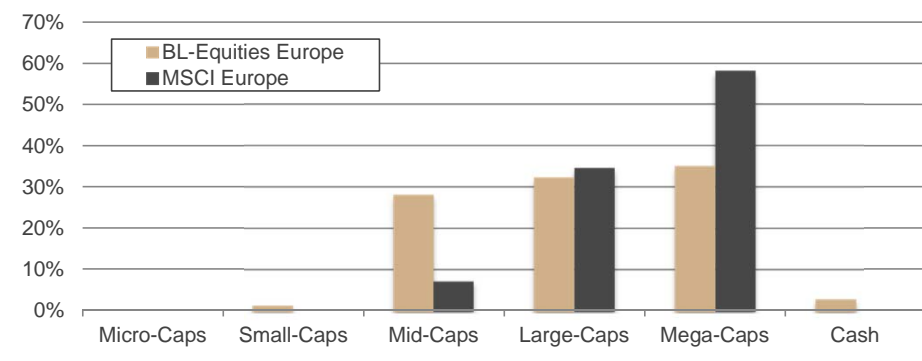
Top Holdings	
SAP	5,0%
Roche Holding	4,3%
Syngenta	4,2%
Dufry	4,0%
LVMH	3,9%
Wirecard	3,7%
Pernod Ricard	3,7%
Grifols	3,6%
DCC	3,6%
Legrand	3,6%
Weight of Top 10	39,5%
Number of holdings	35



New Investments in January	
no transactions	



Investments sold in January	
no transactions	



Market capitalisation classifies stocks based on their position in the cumulative capitalisation of their market region. Mega-cap stocks account for the top 40% of the market capitalisation of the market region, large-cap stocks represent the next 30%, mid-cap stocks the next 20%, small-cap stocks the next 7% and micro-cap stocks the remaining 3%.

Investor Type	Eligibility Restrictions	Share class	Currency	Currency Hedging	Income	Mgmt fee	On-going Charges	SRRI	ISIN	Bloomberg Ticker
Retail	No	A	EUR	No	Dis	1,25%	1,45%	5	LU0439765081	BLEQEUA LX
Retail	No	B	EUR	No	Cap	1,25%	1,46%	5	LU0093570330	BLE4725 LX
Retail	No	B CHF Hedged	CHF	Yes	Cap	1,25%	1,44%	5	LU1305477884	BLEQBCH LX
Retail	No	B USD Hedged	USD	Yes	Cap	1,25%	1,46%	5	LU1273297371	BLEQEUC LX
Retail	Yes	AM	EUR	No	Dis	0,85%	1,05%	5	LU1484141491	BLEQAMD LX
Retail	Yes	BM	EUR	No	Cap	0,85%	1,06%	5	LU1484141574	BLEQEBM LX
Retail	Yes	BM CHF Hedged	CHF	Yes	Cap	0,85%	1,04%	5	LU1484141657	BLEQBMC LX
Retail	Yes	BM USD Hedged	USD	Yes	Cap	0,85%	1,06%	5	LU1484141731	BLEQBMU LX
Institutional	Yes	BI	EUR	No	Cap	0,60%	0,77%	5	LU0439765321	BLEQEIC LX

The net asset value of BL-Equities Europe rose 0.94% in January. The portfolio recovered some ground lost against the European market index at the end of 2016; the main sectors fuelling the rise in prices paused for breath in January, enabling the market to consolidate its recent rise with a slight drop of -0.31% over the month.

The main positions contributing to performance were Dufry, as the market welcomed the return to organic growth and alignment with its action plan in integrating its acquisitions, Wirecard whose results kept up a steady pace of growth, Swatch whose valuation had plummeted in the last two years but which is now benefiting from the closure of short positions because the probable floor has been reached for the group's margins during this cyclical downturn, Grifols and Pernod Ricard.

The stocks detracting from performance were Sage, Danone, Unilever and Air Liquide. Sage suffered from profit taking after the its results were announced, the pace of quarterly development reflecting a slight downturn in its organic growth, nonetheless coming in at 5.1%. Meanwhile, the vectors underlying our investment case continue to be reassuring. By contrast, Danone and Unilever suffered from a more difficult than expected year-end in terms of sales in the consumer sector and the caution expressed by Unilever at the beginning of 2017.

Among the announcements of results, we were satisfied with the trading updates from LVMH and SAP. While LVMH showed robust growth in all its divisions, SAP confirmed the continuing penetration of its new S4 Hana platform among its client base and slightly raised its results targets through to 2020.

Other relevant information includes the appointment of Arthur Sadoun, head of Publicis Communications, to succeed Maurice Lévy as Chairman & CEO of Publicis Groupe from June 2017. This appointment lifts a veil of uncertainty and the selection of Sadoun is welcome. ChemChina has filed for US antitrust approval for its Syngenta deal and a response could be forthcoming by the beginning of April 2017.

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## Investment Approach

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### Investment Principles

#### **Limit investment losses**

The value of an investment that has lost 50% must double to recover incurred losses  
*Avoiding losses is more important than generating extraordinary gains*

#### **Control company specific risk**

Risks arise when the parameters of an investment are not properly understood  
*We avoid investing in companies we do not fully understand*

#### **Valuation monitoring**

The price paid for an investment determines its potential return  
*We monitor the margin of safety to minimize the likelihood of suffering losses on our investments*

#### **Consideration of an entire market cycle**

Foregoing part of potential gains in strongly rising markets pays dividends in falling markets  
*Our objective is to outperform the relevant benchmark through an entire market cycle.*

#### **Benchmark agnostic**

The market reference is solely used for performance measurement principles  
*Owing to the active investment approach of our portfolio management, the portfolio structure deviates strongly from that of the benchmark.*

### Equity Investment Approach: Business-Like Investing

We consider an equity investment as a long-term participation in a business. The companies we target enjoy a sustainable competitive advantage that differentiates them from their competitors. They need to show an attractive return profile and generate high and consistent levels of free cash-flow.

#### **Quality**

In the first step of our investment process, we perform an in-depth review of the targeted company's business model in order to identify its competitive advantage. Differentiation through a competitive advantage creates entry barriers against competitors and enables a company to better execute its strategy. In the second step we analyse whether the competitive advantage translates into high ROCE and whether the company generates consistent cash-flow. We analyse the maintenance capex requirements of the targeted companies to make sure that the generated cash-flow is not absorbed by investments needs to sustain its current business operations. We emphasize the analysis of the balance sheet and look for companies with a low level of gearing through the cycle. In the third step, we analyse how the targeted company has used and will use its capital. The company's management faces the following options: investment in current business activities, development of new activities, takeovers, dividend payments, stock buybacks or debt repayments. Only companies that meet our investment criteria are considered for inclusion into our portfolios, which may lead to significant deviations from the market benchmarks.

#### **Valuation**

Investments may lead to important capital losses if the price paid for the investment is too high. To avoid this pitfall, we derive a fair value for each targeted company prior to investing. This fair value is based on the company's normalised free cash-flow and serves as reference point for our buy and sell discipline. We invest in a company, when its stock price offers the most attractive margin of safety, taking into account its development prospects.

### Portfolio characteristics

BL-Equities Europe invests in a focused selection of European companies. Targeted companies are typically among the top-3 in their respective markets and offer favourable development prospects. We construct a concentrated portfolio of approximately 35 positions, which allows us to have a good handle of each individual investment, to express our convictions and to minimise errors. Our investment process singles out companies that stand out against their competitors - through an added value product or service, through a good corporate strategy and production process, which underscores high levels of profitability and a healthy financial situation. Portfolio candidates need to enjoy favourable sales growth and / or margin progression prospects.

Our investment choices lead to significant and structural deviations from the fund's relevant market (MSCI Europe NR). We do not invest in all sectors that are represented in the market index. We identify most investment opportunities in the consumer, industrial, health care, chemical and technology sectors. Conversely, there are sectors like financials, utilities or telecom, where we find few - if any - companies that meet our investment criteria. The fund's geographical focus is biased towards Switzerland, Germany, France, Sweden, Denmark and the UK. In terms of market capitalisations, 3/4 of the portfolio are usually invested in companies with a market cap between €2 and 50 bn.

Our investment strategy has a long-term orientation: our investment cases are constructed with a 3 to 5-year investment horizon. When implementing our bottom-up investment strategy, we do not consider any short term macroeconomic views. Owing to this approach, portfolio turnover rate is low: 25% annual turnover rate is to be expected on average. When making an investment, we are wary of valuation levels of each individual company: at investment, the market price needs to offer a discount against the company's fair value (margin of safety). The average valuation level of the portfolio is also closely monitored.

Portfolio construction rests on three main pillars: the stable core portfolio consists of well-established companies. It is complemented by pockets consisting of growth franchises (focus on growth prospects) and of special situations (focus on turnaround of fundamentals). The portfolio structure is the outcome of individual bottom-up investment opportunities without consideration of the fund's relevant benchmark structure. The weight given to each security in the portfolio is a function of their valuation level, stock liquidity and our level of conviction in the investment thesis. We are mindful of a sound diversification of the portfolio in terms of the earnings drivers of each company.

We don't implement market or currency hedging strategies in the portfolio and the portfolio is fully invested.

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### **Legal Information for Switzerland:**

Legal documentation of the fund may be obtained, free of charge, at the offices of the Swiss representative, CACEIS (Switzerland) S.A., 7-9, Chemin de Précossy, CH-1260 Nyon, Switzerland, in accordance with the provisions of the Swiss Collective Investment Schemes Act of 23 June 2006 ("CISA").

The SICAV has appointed Banque CIC (Suisse) SA, Marktplatz 13, CH-4001 Bâle, Switzerland to act as paying agent for Switzerland.