

### Fund Fact Sheet

31/07/2020

#### Asset Class

Equities Europe, Small- and Mid-Caps

#### Fund Characteristics

AUM € 205,4 mn  
Launch date 30/11/2012  
Oldest share class (B) LU0832875438  
Turnover (2019)<sup>1</sup> 8%  
Reference currency EUR  
Hedged share class USD

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 SMID Cap NR EUR

#### Fund Manager

**Tom Michiels** started his professional career in 2014 right after his studies at BLI - Banque de Luxembourg Investments as European equities analyst with a focus on smaller capitalizations. Tom holds a MSc in Accounting, Control and Finance from the HEC business school in Lausanne, Switzerland.

#### 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 <sup>2</sup>  
Cut-off time 12:00 CET  
Redemption fee none  
NAV calculation daily <sup>2</sup>  
NAV publication [www.fundinfo.com](http://www.fundinfo.com)

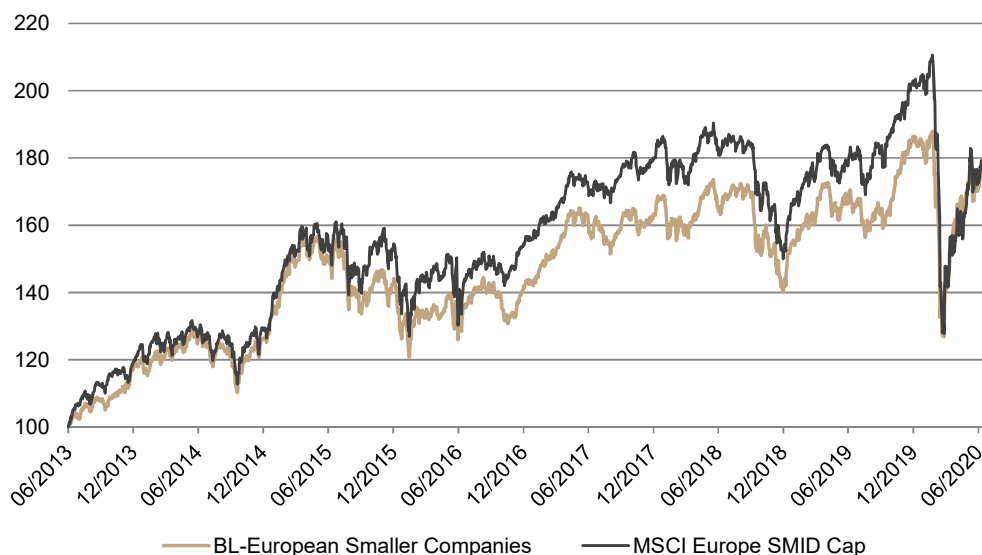
#### Investment Objective

The objective of the fund is to achieve long-term capital gains by investing in high-quality European small- and mid-cap companies (market cap between € 300 mn. and ~ € 5 bn.) benefiting from a sustainable competitive advantage.

The fund manager implements an active investment strategy based on strong convictions. Since the portfolio structure is the outcome of individual bottom-up investment opportunities, it may deviate significantly from its relevant market index in terms of sector and market cap allocations.

#### Key Facts

- Concentrated portfolio of 40-50 European small- and mid-cap companies, selected on the basis of their fundamentals.
- Investments in quality business models.
- Monitoring of company-specific and average portfolio valuation.
- Portfolio with structural deviations from the relevant market index.
- Long only and fully invested.



Performance	YTD	2019	2018	2017	2016	2015
Fund (B shares)	-2,3%	28,3%	-11,8%	15,0%	-1,1%	13,3%
MSCI Europe Small Cap NR	-14,7%	31,4%	-15,9%	19,0%	0,9%	23,5%

Performance	1 month	3 months	6 months	1 year	3 years	5 years
Fund (B shares)	4,9%	9,2%	1,2%	8,1%	13,8%	17,3%
MSCI Europe Small Cap NR	1,1%	7,7%	-13,2%	-2,9%	0,6%	12,6%

Volatility	3 months	6 months	1 year	3 years	5 years
Fund (B shares)	8,7%	31,2%	24,0%	17,5%	16,0%
MSCI Europe Small Cap NR	9,0%	36,2%	28,4%	19,3%	17,3%

The market index (MSCI Europe Small Cap Net Return) 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.

<sup>1</sup> min (purchases, sales) / average of net assets

<sup>2</sup> Luxembourg banking business day

### Current Portfolio

31/07/2020

#### Top Holdings

Amplifon	6,5%
Carl Zeiss Meditec	5,2%
Gerresheimer	4,9%
CompuGroup Medical	4,9%
Nibe Industrier	4,7%
Viscofan	4,5%
De'Longhi	3,4%
Royal Unibrew	3,3%
Rotork	3,3%
Spirax Sarco	3,3%
<b>Weight of Top 10</b>	<b>44,1%</b>
<b>Number of holdings</b>	<b>41</b>

#### New Investments in July

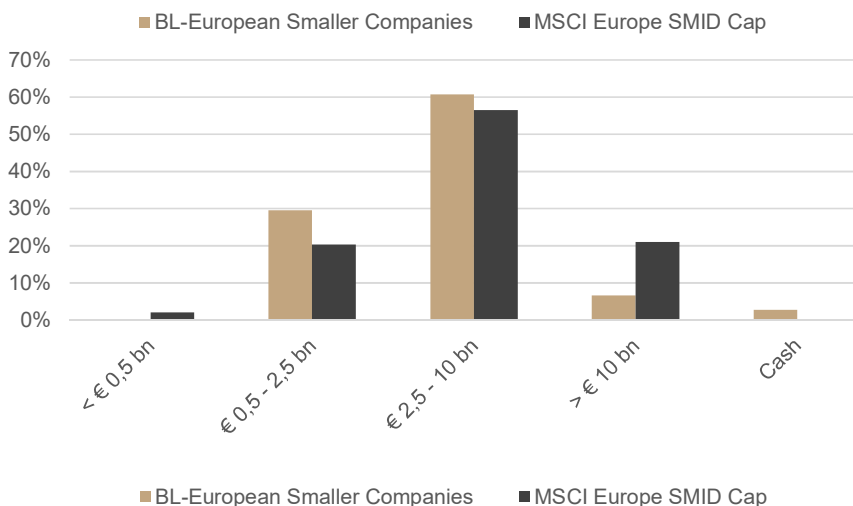
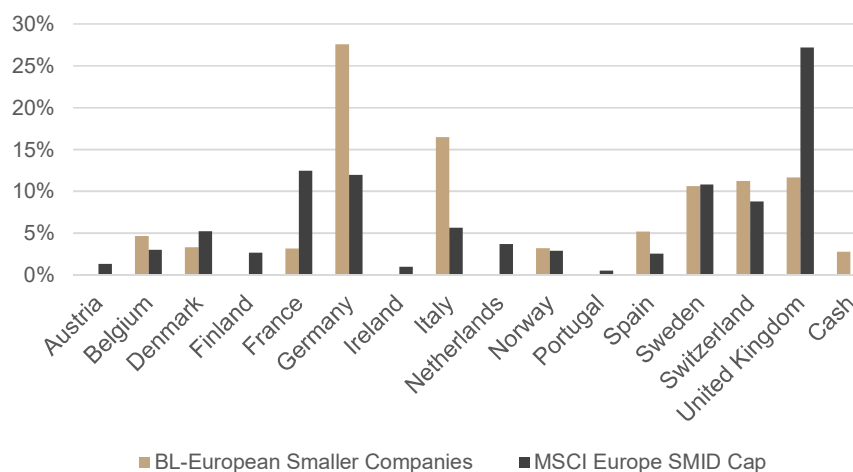
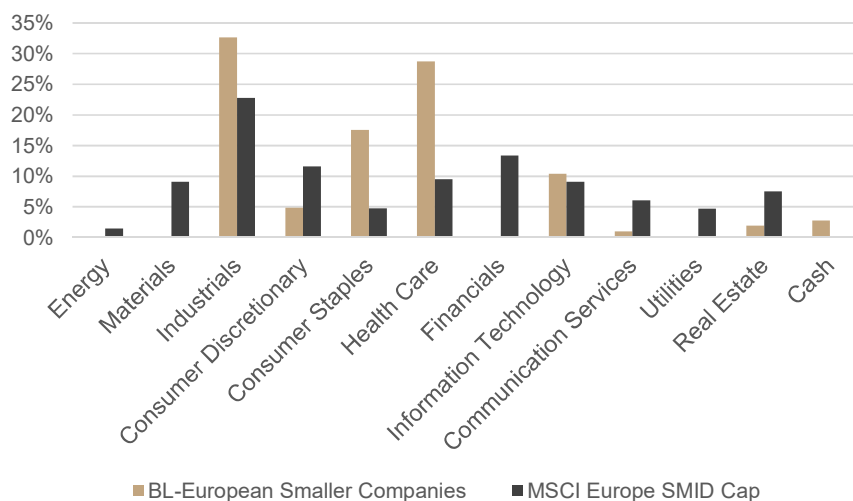
no transactions

#### Investments sold in July

no transactions

#### Currencies

EUR	59,9%
GBP	11,7%
CHF	11,2%
SEK	10,6%
DKK	3,3%
NOK	3,2%



Investor Type	Clean Share	Eligibility Restrictions	Share class	Currency	Currency Hedging	Income	Mgmt Fees	On-going Charges	SRR1	ISIN	Bloomberg Ticker
Retail	No	No	<b>A</b>	EUR	No	Dis	1,25%	1,49%	5	LU0832875354	BLEUSCB LX
Retail	No	No	<b>B</b>	EUR	No	Cap	1,25%	1,48%	5	LU0832875438	BLEUSCB LX
Retail	No	No	<b>B USD Hedged</b>	USD	Yes	Cap	1,25%	1,48%	5	LU1273297298	BLESBUH LX
Retail	Yes	Yes	<b>AM</b>	EUR	No	Dis	0,85%	1,08%	5	LU1484144834	BLEUSAM LX
Retail	Yes	Yes	<b>BM</b>	EUR	No	Cap	0,85%	1,08%	5	LU1484145054	BLEUSBM LX
Retail	Yes	Yes	<b>BM USD Hedged</b>	USD	Yes	Cap	0,85%	1,09%	5	LU1484145138	BLESBMU LX
Institutional	No	Yes	<b>BI</b>	EUR	No	Cap	0,60%	0,79%	5	LU1484144917	BLEUSBI LX

## Management Report

31/07/2020

European small cap share prices trended upwards in July. Over the month, the benchmark index (MSCI Europe SMID Cap Net Return EUR) rose by 0.65%. BL European Smaller Companies posted a rise of 4.9%.

The best-performing sectors over the month were utilities, commodities and technology. The worst performers were energy, telecoms and finance. The structural absence of the latter three sectors allowed the fund to outperform the index over the month.

The fund's good performance was also due to strong share price gains for some of the companies in the portfolio. Among the top five contributors were Amplifon, Gerresheimer, Royal Unibrew, De'Longhi and IMA. For the first four of these companies, the catalyst for the share price rally was the publication of results or positive news. But for IMA, the reason was altogether different: at the end of July, the company's founding family, in partnership with a private equity group, announced its buyout.

In contrast, Kronos, Virbac, Loomis, Mycronic and Ontex negatively impacted the fund's NAV. Their share prices came under pressure following the publication of worse-than-expected results.

In July, the investment in Amplifon was slightly reduced while the positions in Rational and Brunello Cucinelli were strengthened.

## Investment Approach

### 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

#### **Master 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. We focus on companies benefiting from a sustainable competitive advantage, enabling them to generate consistent free cash-flows and to deliver an attractive return profile.

#### **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 an attractive margin of safety, taking into account its development prospects.

#### **Portfolio characteristics**

BL-European Smaller Companies invests in a focused selection of small to mid-sized European companies. Targeted companies are typically among the market leaders and offer favourable development prospects. We construct a concentrated portfolio of approximately 40-50 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 Small Cap). We do not invest in all sectors that are represented in the market index. Most investment opportunities we single out are 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.

Our investment strategy has a mid- to long-term orientation: our investment cases are constructed with a 2 to 5-year investment horizon. When implementing our bottom-up investment strategy, we do not consider any short term macroeconomic views. 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 portfolio construction rests on two main pillars: a stable core portfolio consisting of well-established companies, often being one of the leaders in niche markets. The second part of the portfolio consists of companies benefiting from growth prospects. 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 don't implement market or currency hedging strategies in the portfolio and the portfolio is fully invested.

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