

SEPTEMBER 2019 (data as of 30/09/2019)

Echiquier Positive Impact Europe is a bottom up stock-picking Sicav. It invests in European stocks characterised by their good governance, the quality of their social and environmental policies and who contribute to the United Nations Sustainable Development Goals.

Fund Manager comments

Echiquier Positive Impact Europe I turned in a 0.60% monthly performance and a 23.68% performance year to date.

The positioning of the very growth-oriented SICAV was unfavourable amid a recovery of discounted stocks. VAISALA, the smallest position in the portfolio, posted the best performance of the month. The *leader* in meteorological and environmental measurement equipment continues to make progress after good half-yearly results and organic growth of 18% in its order book, pointing to continued sales increases. SPIE also continues to reassure with solid growth in the first half of the year, margins that should remain stable over the year and, above all, a reduction in its debt ratios. By contrast, consulting and IT services companies experienced sharp declines. At WAVESTONE, growth has stalled and margins are under pressure. Geopolitical instability is leading a number of customers to postpone their digital transformation projects. At DEVOTEAM, growth remains high (+10.6% in the first half of the year) but recent acquisitions have reduced margins. These two stocks are small positions that we had reduced.

Sonia Fasolo

Risk ratios

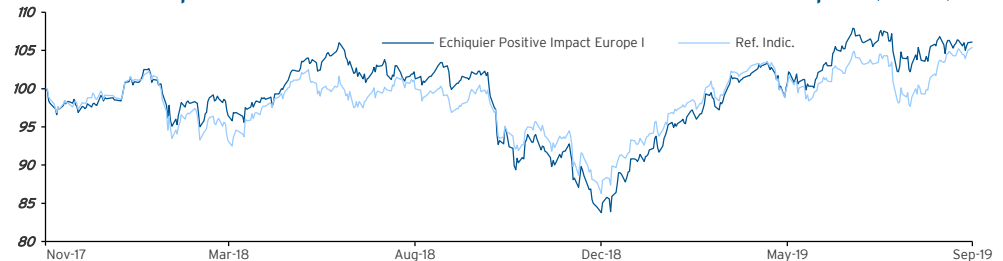
	(in %)		
(based on weekly figures)	1 year	3 Y	5 Y
Fund volatility	14.1	-	-
Ref. indicator volatility	12.7	-	-
Sharpe ratio	0.4	-	-
Beta	1.0	-	-
Alpha	-1.7	-	-
Information ratio	-0.2	-	-



Minimum recommended investment period

5 years

Evolution of the performance of the fund and its reference indicator since inception (Base 100)



Ref. Indic. : source Bloomberg

Echiquier Positive Impact Europe I turned in a since inception performance of 6.1% against 5.4% for its reference indicator.

Cumulative performance (%)

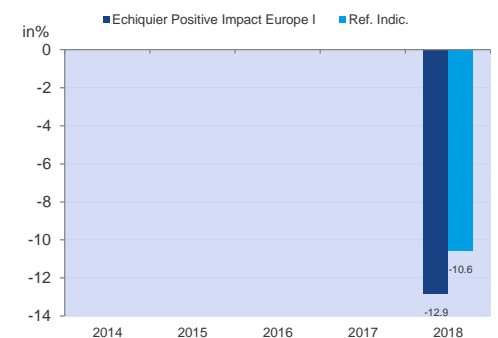
	Fund	Ref. Indic.
1 month	+0.6	+3.8
YTD	+23.7	+19.2
Since inception	+6.1	+5.4

Annualised performance (%)

	Fund	Ref. Indic.
1 year	+4.3	+5.7
Since inception	+3.2	+2.8

NAV	1,061.44 €	
Performance of the previous month	Fund	Ref. Indic.
	+0.6%	+3.8%
Performance of the last twelve months	Fund	Ref. Indic.
	+4.3%	+5.7%
Assets under management	121 M€	

Annual performances



For more information

The fund is invested on financial markets. It presents a risk of capital loss.

Past performance is not a reliable indicator of future performance and is not constant over time.

Performance of the fund and the benchmark are calculated net of income (as of the 2013 financial year). Until 2012, however, the performance of the benchmark did not include income.

This commercial document aims to inform you in a simple way on the fund's characteristics.

For more information about risks and fees, please refer to the KIID, prospectus or contact your usual representative.

Fund characteristics

Inception date :	07 November 2017
ISIN :	FR0013286911
Bloomberg code :	ECHPOSI FP
Base currency :	EUR
Income allocation :	Accumulation
Ref. indicator :	MSCI EUROPE NR

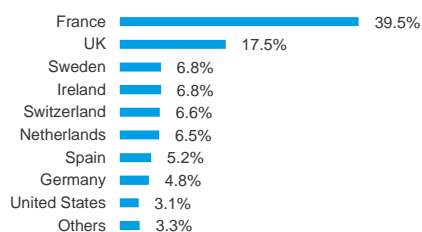
Financial information

Subscription fee :	3% max.
Redemption fee :	None
Yearly management fees :	1.000% incl. taxes
Performance fee :	No
Liquidity :	Daily
Cut off :	Noon
Settlement :	D+2
Fund administrator :	Société Générale
Custodian :	BNP Paribas Securities Services

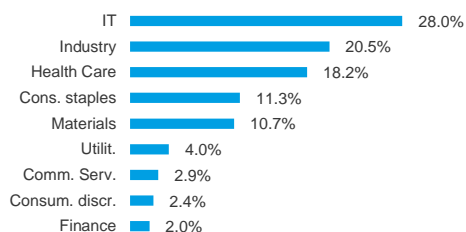
Portfolio Profile

EV/Sales 2019	4.1	Yield	1.5%
PER 2019	19.7	Number of lines	37
Active share	89.5%	Average market capitalization (M€)	45,857

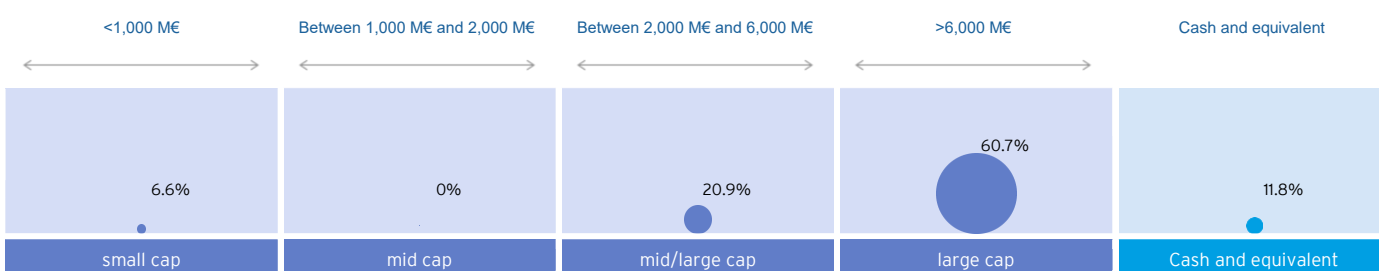
Geographic breakdown



Sector breakdown



Capitalization breakdown



Top holdings

Name	Country	Sector	Weight (% of the fund)	Name	Country	Sector	Weight (% of the fund)
1 RELX	UK	Industry	3.8	6 UNILEVER	UK	Cons. staples	3.4
2 KERRY	Ireland	Cons. staples	3.7	7 TECAN	Switzerland	Health Care	3.3
3 NEOEN	France	Utilit.	3.6	8 LEGRAND	France	Industry	3.0
4 AIR LIQUIDE	France	Materials	3.5	9 L'OREAL	France	Cons. staples	2.9
5 SVENSKA CELLULOSA	Sweden	Materials	3.5	10 SAP	Germany	IT	2.9

Total weight of top 10 holdings : 33.6%

Major monthly performance variations

Best performers					Worst performers				
Name	Country	Sector	Perf.	Weight (% of the fund)	Name	Country	Sector	Perf.	Weight (% of the fund)
1 VAISALA	Finland	IT	15.5	0.2	1 DEVOTEAM	France	IT	-18.2	0.9
2 ASML	Netherlands	IT	12.4	2.2	2 SARTORIUS STED. BIO.	France	Health Care	-8.8	2.1
3 SPIE	France	Industry	11.3	2.4	3 WAVESTONE	France	IT	-8.0	1.9
4 PRUDENTIAL	UK	Finance	10.2	1.8	4 WORLDLINE	France	IT	-7.8	2.2
5 KINGSPAN	Ireland	Industry	7.9	2.3	5 GUERBET	France	Health Care	-5.0	2.1

Weight of 5 best performers : 8.9%

Weight of 5 worst performers : 9.2%

ESG Data

Selectivity rate*	59%
Minimum ESG score	6.5/10
Number of issuers covered by the ESG analysis	37
% of positions covered by the ESG analysis	100%
Average ESG score	7.3/10

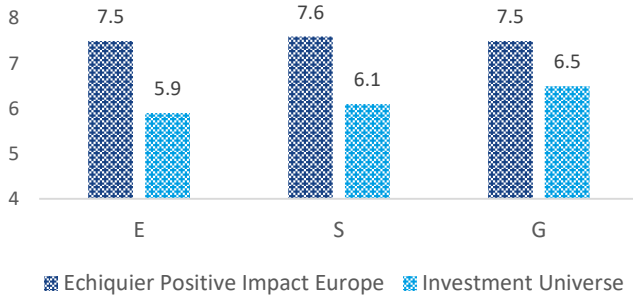
Selectivity rate: percentage of the investment universe excluded due to ESG criteria.

Top ESG ratings of the Fund

	Name	Country	ESG Score	E Score	S Score	G Score
1	WAVESTONE	France	8.2	7.2	8.2	8.5
2	RELX	UK	8.2	7.6	7.8	8.5
3	ASML	Netherlands	8.1	8.2	7.7	8.2
4	SAP	Germany	8.1	8.3	7.2	8.5
5	L'OREAL	France	8.0	8.3	7.8	7.9

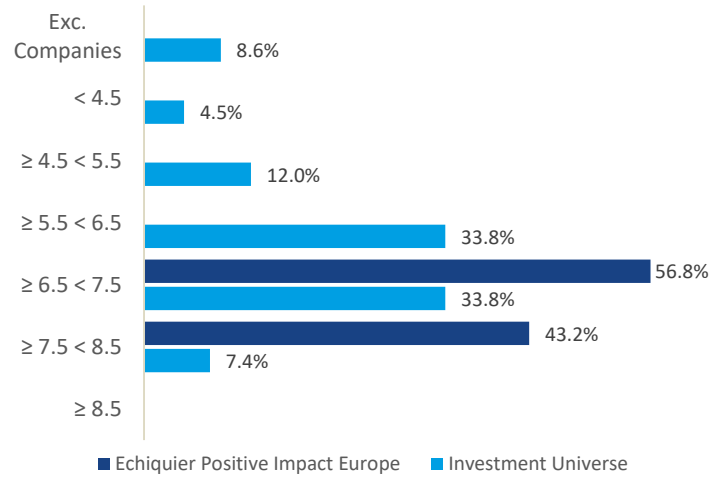
Weight of the 5 best ESG score : **13.6%**

Comparison of average scores with the investment universe*



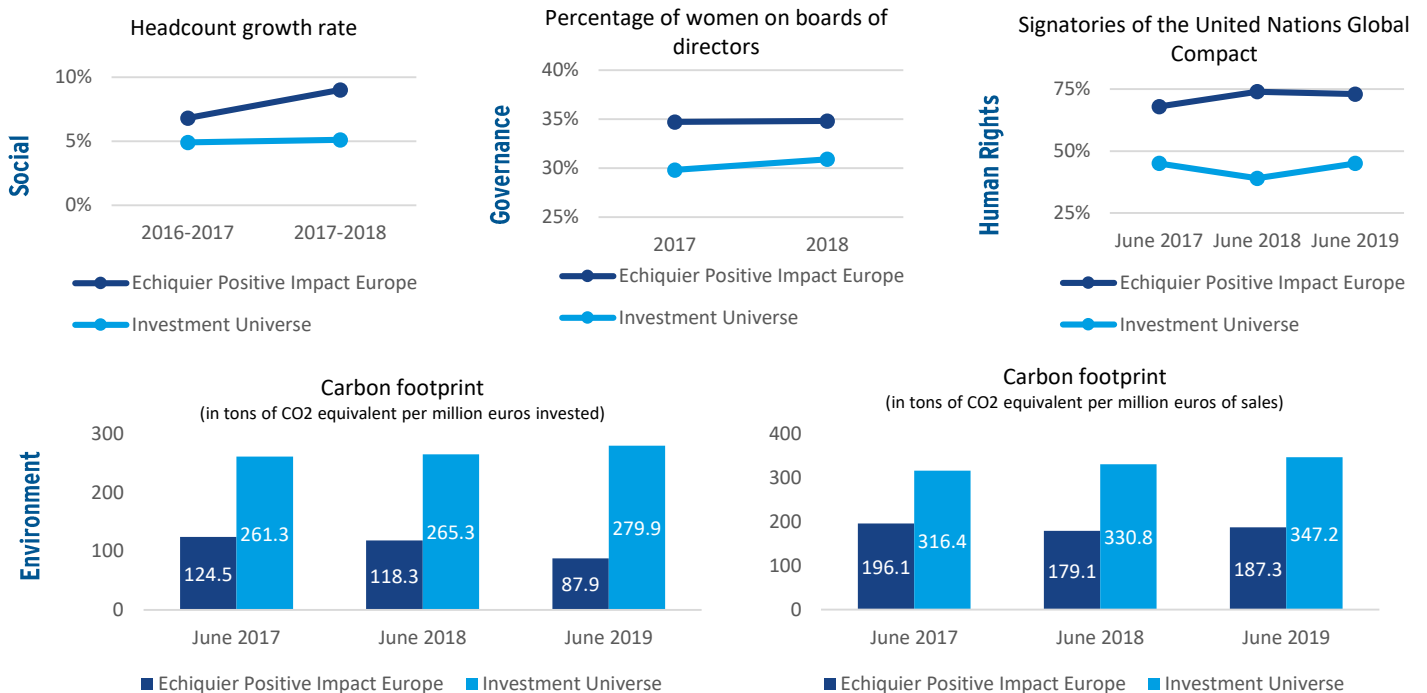
September 2018

Distribution of ESG ratings of the Fund and the investment universe*



*Quarterly data as of 28/06/2019

Impact Data



Semi-annual data as of 28/06/2019

Contribution to UN Sustainable Development Goals (SDGs)

Portfolio SDG profile		Focus on the 9 « Solutions » SDGs			
	Average score	SDG	Title	Number of companies	Examples of companies
Solutions Score	37/50	SDG 3	Good health and well-being	12	AstraZeneca
i.e. SDGs sales	74.8%	SDG 4	Quality education	1	Relx
Initiatives Score	28/50	SDG 6	Clean water and sanitation	2	Tecan
Impact Score	65/100	SDG 7	Affordable and clean energy	7	Neoen
		SDG 8	Decent work and economic growth	4	Dassault Systèmes
		SDG 9	Industry, innovation and infrastructure	7	ASML
		SDG 11	Sustainable cities and communities	6	Halma
		SDG 12	Responsible consumption and production	8	Svenska Cellulosa
		SDG 16	Peace, justice and strong institutions	7	Worldline

Solutions Score: This dimension scores the contribution of a company in terms of revenue from its products and services that address any of the nine business-oriented SDGs, as defined by La Financière de l'Echiquier's methodology 5 points = 10% of sales contributing to SDGs.

Initiatives Score: This dimension scores a company on the significant initiatives it implements that contribute towards the SDGs. Point reward companies for different initiatives across all seventeen SDGs, such as investment in research, tiered product pricing for lower income customers or recycling initiatives.

Impact Score: Solutions Score + Initiatives Score

For further information, please refer to the impact report of Echiquier Positive Impact Europe available at: www.lfde.com/en Semi-annual data as of 28/06/2019

Fund News

Last five ESG meetings (in the investment universe)					
	Name	Country	Invested company?	ESG Score	Evolution of the rating
1	BELIMO	Switzerland	NO	6.1/10	First rating
2	LONDON STOCK EXCHANGE	UK	NO	7.4/10	↑
3	VAISALA	Finland	YES	7.0/10	First rating
4	NEOEN	France	YES	6.7/10	↑
5	LEGRAND	France	YES	7.7/10	↓

The ESG score is not the only criteria taken into account to invest in a company. Other criterias are also taken into account.

Comment

September was a rich month for our management company in terms of SRI. La Financière de l'Echiquier was awarded the first 2019 Grand Prix de la Transparence dedicated to Asset Management. As a responsible investor, this distinction recognizes our commitment and transparency in both our methodology and our investments, aimed at all our stakeholders and in particular our clients. During the same period, LFDE made new commitments, made public during "La Semaine de la Finance Responsable": First of all, a collaborative commitment, within the framework of the Principles for Responsible Investment (UN PRI), on the preservation of biodiversity through a fight against deforestation in the Amazon. The second commitment concerns access to medicines. La Financière de l'Echiquier has joined a coalition of 95 investors supporting the Access to Medicine Foundation, an independent NGO that publishes a ranking of pharmaceutical companies according to their strategy for access to medicines in developing countries. For more information on these various commitments: <https://www.lfde.com/fr/actualites/>

Methodology

	2015 - 2016	2016 - 2017	2017 - 2018		2016	2017	2018		
Headcount growth rate	Coverage of the portfolio	-	94.7%	94.4%	Percentage of women on board of directors	Coverage of the portfolio	-	100%	100%
	Coverage of the investment universe	-	92.5%	91.3%		Coverage of the investment universe	-	67.0%	66.8%
<i>Calculation method: (Headcount year N/Headcount year N-1) - 1</i>				<i>Calculation method: (Number of women on board/Total number of board members)</i>					
	June 2017	June 2018	June 2019		June 2017	June 2018	June 2019		
Percentage of UN GC signatories	Coverage of the portfolio	100%	100%	100%	Carbon data	Coverage of the portfolio	93%	100%	96.4%
	Coverage of the investment universe	100%	100%	100%		<i>Data communicated provided > 80% of the portfolio covered by Trucost</i>			

The table above shows the data coverage rates for each impact indicator presented above.

We found no difficulty in measuring those impact indicators. ESG: Environmental, Social and Governance criteria. At La Financière de l'Echiquier, the Governance score accounts for 60% of the ESG score. Investment universe: companies that can be invested according to the fund prospectus, before ESG filters.

For further information related to the methodologies used to calculate ESG indicators above and on our approach as a responsible investor, please refer to our transparency code and other documents available on La Financière de l'Echiquier's website at the following link: <https://www.lfde.com/en/responsible-investment/to-find-out-more/>

Sources: La Financière de l'Echiquier, Bloomberg, The United Nations Global Compact, Trucost