



# ECHIQUIER POSITIVE IMPACT EUROPE G

SEPTEMBER 2024 (data as of 09/30/2024)



Echiquier Positive Impact Europe is a bottom up stock-picking fund. 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.



490 M€  
Net assets



163.03 €  
NAV

Recommended investment horizon

5 years

## Fund Managers

Adrien Bommelaer, Luc Olivier, Paul Merle

## Characteristics

|                         |                  |
|-------------------------|------------------|
| Type                    | Sicav (subfund)  |
| Sicav                   | Echiquier Impact |
| Creation of the Sicav   | 10/16/2017       |
| Lifetime                | Indefinite       |
| Creation of the subfund | 03/19/2010       |
| Date of 1st NAV         | 12/01/2017       |
| ISIN                    | FR0013299294     |
| Bloomberg code          | ECHPOSG FP       |
| Base currency           | EUR              |
| Income allocation       | Accumulation     |
| Ref. Indic.             | MSCI EUROPE NR   |
| SFDR classification     | Article 9        |

## Financial information

|   |                                     |
|---|-------------------------------------|
| Entry charge  | 3% max. not acquired by the subfund |
| Exit charge   | None                                |
| Management fees   | 1.20% incl. taxes                   |
| Performance fee   | No                                  |
| Swing pricing   | No                                  |
| Min. subscription   | None                                |
| <b>Fees as of 12/30/2022</b>                                    |                                     |
| Management fees and other administrative and operating expenses | 1.21%                               |
| Transaction costs   | 0.22%                               |
| Outperformance fees   | No                                  |

## Operational information

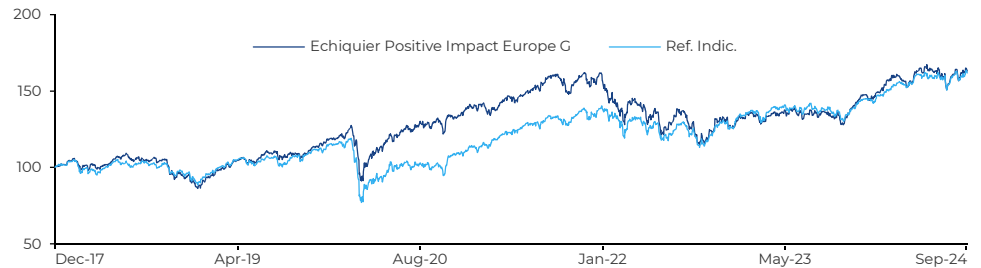
|                        |                  |
|------------------------|------------------|
| Valorisation frequency | Daily            |
| Cut off                | Noon             |
| Settlement             | D+2              |
| Fund administrator     | Société Générale |
| Custodian              | BNP Paribas SA   |
| Decimalisation         | Thousandths      |

## Fund Manager comments

Echiquier Positive Impact Europe G turned in a negative monthly performance of -0.65% and turned in a positive performance of 10.42% year-to-date.

High market volatility in September, marked by a correction at the start of the month on fears of a US recession, followed by a rebound after the Fed cut rates by 50bps and renewed confidence in the robustness of the US economy. Subsequently, the surprise announcement of stimulus measures in China led to a rebound in stocks exposed to consumer spending or the Chinese cycle. Against this backdrop, the fund slightly underperformed its benchmark. Among the top contributors, Esker and Bridgepoint announced a planned all-cash takeover bid for Bridgepoint, in association with General Atlantic and management shareholders. EXPERIAN benefits from lower US interest rates and positive broker comments on the stock. Finally, ATLAS COPCO is benefiting from Chinese stimulus announcements. Conversely, healthcare was penalized by rotation, led by NOVO NORDISK and ASTRAZENECA. ASML fell back with the semiconductor sector. We cut back sharply on ASTRAZENECA, disappointed by talk of margin recovery that has yet to materialize.

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

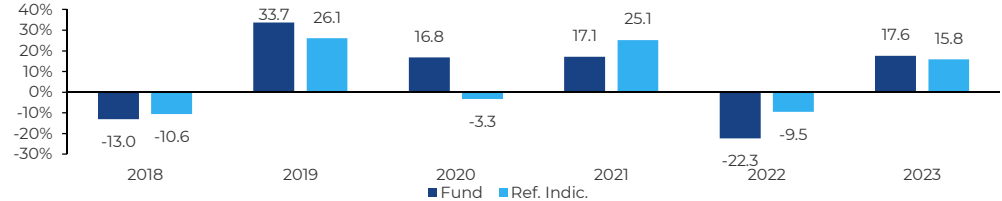


Ref. Indic.: source Bloomberg

## Perf. (%)

|             | 1 month | YTD   | Annualised |         |         |                 |
|-------------|---------|-------|------------|---------|---------|-----------------|
|             |         |       | 1 year     | 3 Years | 5 Years | Since inception |
| Fund        | -0.7    | +10.4 | +21.8      | +2.8    | +8.3    | +7.4            |
| Ref. Indic. | -0.4    | +11.6 | +18.8      | +8.0    | +8.4    | +7.3            |

## Performance by calendar year (%)



Past performance is not an indication of future performance. Returns indicated are after management fees but before taxes paid by the investor. The fund's performance and that of the benchmark index are calculated with net coupons reinvested. All fees and commissions are included in the calculation.

## Other risk indicators

| (based on weekly figures)        | 1 year | 3 Years | 5 Years | 10 years | Since inception |
|----------------------------------|--------|---------|---------|----------|-----------------|
| Fund volatility                  | 14.5   | 16.9    | 17.9    | -        | 16.8            |
| Ref. indicator volatility        | 11.4   | 14.1    | 17.9    | -        | 16.6            |
| Sharpe ratio                     | 1.7    | 0.3     | 0.6     | -        | 0.6             |
| Beta                             | 1.1    | 1.1     | 0.9     | -        | 0.9             |
| Correlation                      | 0.9    | 0.9     | 0.9     | -        | 0.9             |
| Information ratio                | 0.6    | -0.7    | 0       | -        | 0               |
| Tracking error                   | 6.5    | 7.1     | 7.6     | -        | 7.1             |
| Max. drawdown of the fund        | -9.9   | -29.3   | -29.3   | -        | -29.3           |
| Max. drawdown of the benchmark   | -7.1   | -19.5   | -35.3   | -        | -35.3           |
| Time to recovery (business days) | -      | 401.0   | 401.0   | -        | 401.0           |

## Risk indicator



Important risk(s) for the fund not taken into account in this indicator: credit risk, liquidity risk, counterparty risk, guarantees. The risk category associated with this fund is not guaranteed and may change over time.

The synthetic risk indicator shows the level of risk of this product compared with others. It indicates the probability that this product will incur losses in the event of market movements or if we are unable to pay you. We have classified the product in risk class 4 out of 7, which is a low to medium risk class. In other words, the potential losses associated with the future performance of the product are low to medium and, if the situation were to deteriorate on the financial markets, it is unlikely that our ability to pay you would be affected. This indicator represents the risk profile shown in the KID. The risk indicator assumes that you hold the share for 5 years. Warning: the real risk may be very different if you opt to exit before that time, and you may get less in return.

COMMERCIAL DOCUMENT - Please refer to the glossary on the last page for technical terms.

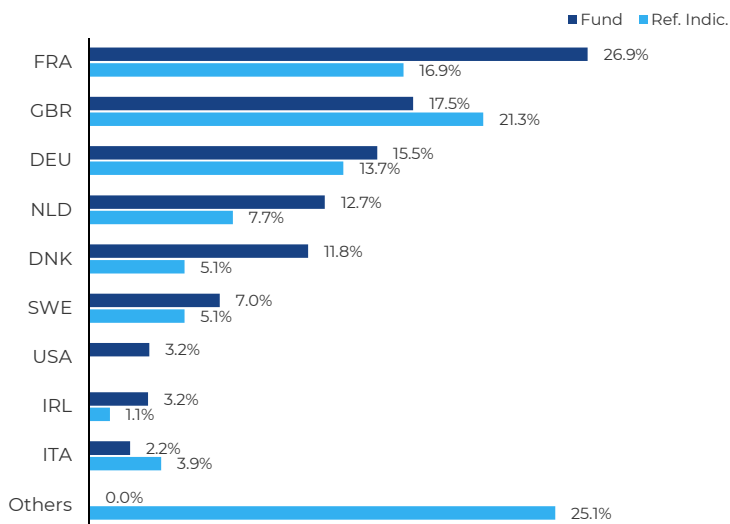
## Fund Profile

|               |       |                                    |         |
|---------------|-------|------------------------------------|---------|
| EV/Sales 2024 | 5.7   | Cash (% of the net assets)         | 0.1%    |
| PER 2024      | 28.7  | Number of positions                | 30      |
| Yield         | 1.8%  | Average market capitalization (M€) | 116,287 |
| Active share  | 80.8% | Median market capitalization (M€)  | 38,586  |

Source: LFDE

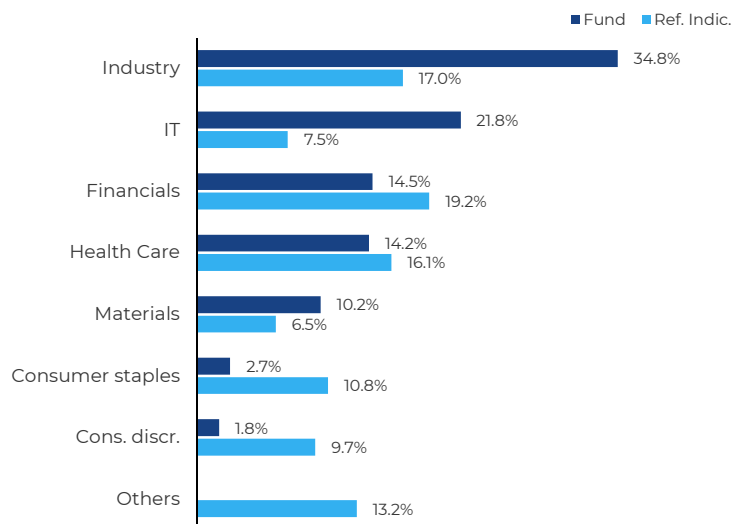
## Geographic breakdown

(% of the net assets without cash)



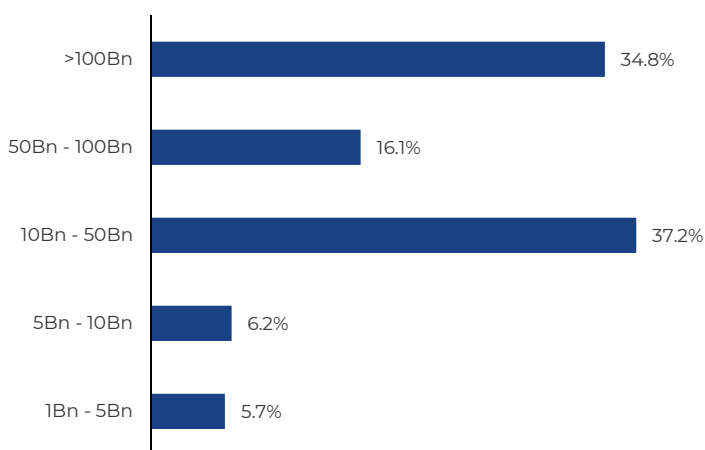
## Sector breakdown (GICS)

(% of the net assets without cash)



## Capitalization breakdown (€)

(% of the net assets without cash)

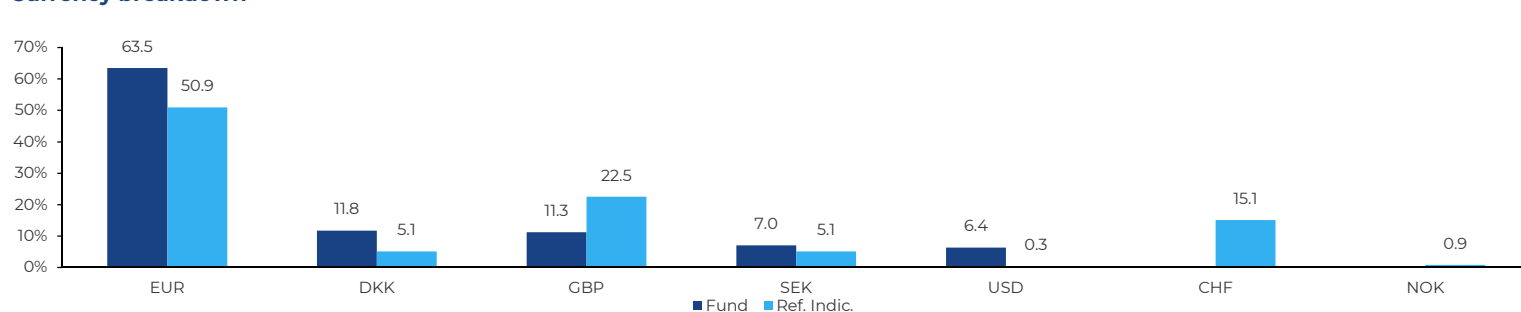


## Top holdings

| Holdings           | Country | Sector      | % of the net assets |
|--------------------|---------|-------------|---------------------|
| RELX               | GBR     | Industry    | 6.2                 |
| Wolters Kluwer     | NLD     | Industry    | 6.0                 |
| ASML               | NLD     | IT          | 5.7                 |
| Novo Nordisk       | DNK     | Health Care | 5.2                 |
| Munich Re          | DEU     | Financials  | 5.1                 |
| Atlas Copco A      | SWE     | Industry    | 4.9                 |
| Experian           | GBR     | Industry    | 4.4                 |
| Schneider Electric | FRA     | Industry    | 4.3                 |
| Allianz            | DEU     | Financials  | 4.3                 |
| SAP                | DEU     | IT          | 4.2                 |

Total weight of the top 10 holdings: **50.3%**  
Source: LFDE

## Currency breakdown



## Performance analysis (monthly)

| Top 3 contributors |             |              |
|--------------------|-------------|--------------|
| Holdings           | Performance | Contribution |
| Esker              | 12.7        | 0.3          |
| Experian           | 7.9         | 0.3          |
| Atlas Copco A      | 5.9         | 0.3          |

Weight of the 3 contributors: **11.4%**

| Flop 3 contributors |             |              |
|---------------------|-------------|--------------|
| Holdings            | Performance | Contribution |
| Novo Nordisk        | -16.1       | -1.0         |
| ASML                | -8.2        | -0.5         |
| Astrazeneca         | -11.8       | -0.4         |

Weight of the 3 contributors: **14.5%**  
Source: LFDE

ESG Data

|  |              |                     |
|--|--------------|---------------------|
| <b>Selectivity rate<sup>(1)</sup></b>          | <b>66.7%</b> |                     |
| Minimum ESG score                              | Fund         | Investment universe |
|  | 6.5          | 59%                 |
| Coverage rates for ESG analysis <sup>(2)</sup> | 100%         | 59%                 |
| Weighted average ESG rating                    | 7.4          | 6.2                 |

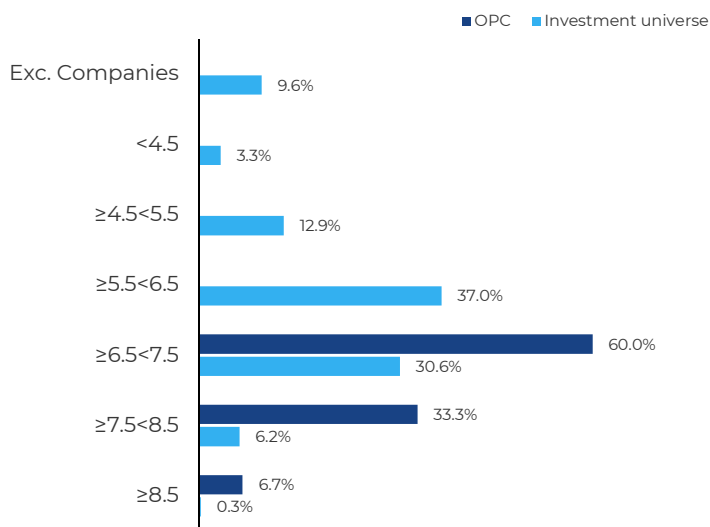
<sup>(1)</sup>Selectivity rate: percentage of the investment universe excluded due to ESG criteria

<sup>(2)</sup>Percentage of net invested assets (excluding mutual funds, cash and derivatives) covered by ESG analysis

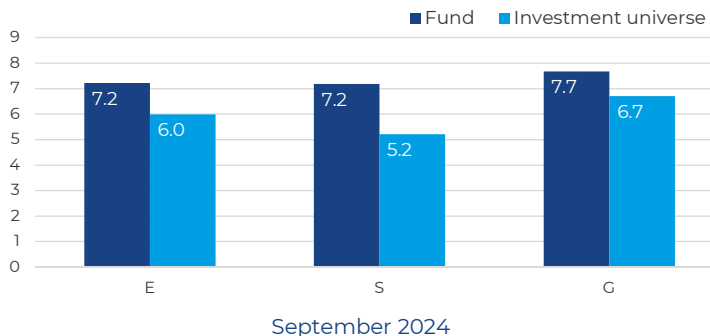
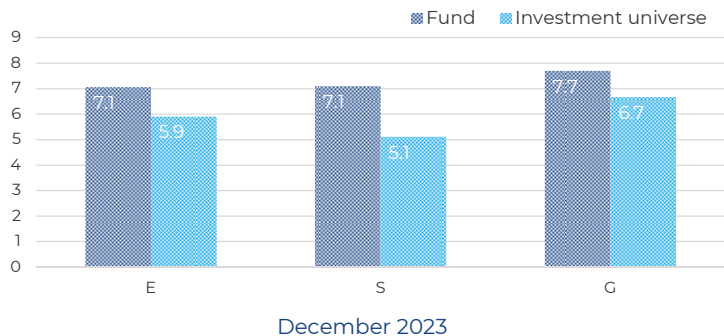
Top ESG ratings of the fund

| Holdings           | Country | ESG score | E   | S   | G   |
|--------------------|---------|-----------|-----|-----|-----|
| Legrand            | France  | 8.6       | 8.3 | 8.4 | 8.8 |
| Schneider Electric | France  | 8.5       | 9.1 | 8.2 | 8.4 |
| Relx               | UK      | 8.2       | 7.4 | 8.4 | 8.3 |
| Astrazeneca        | UK      | 8.1       | 7.0 | 7.2 | 8.7 |
| Air Liquide        | France  | 8.0       | 7.1 | 7.9 | 8.2 |

Distribution of ESG ratings of the fund and the investment universe

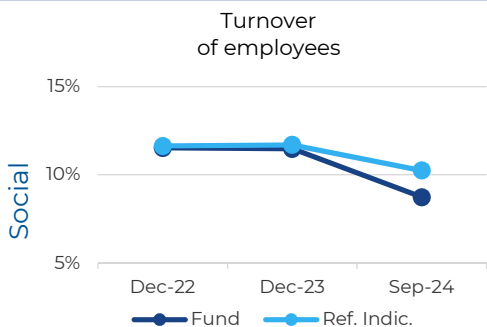


Average scores compared to the investment universe

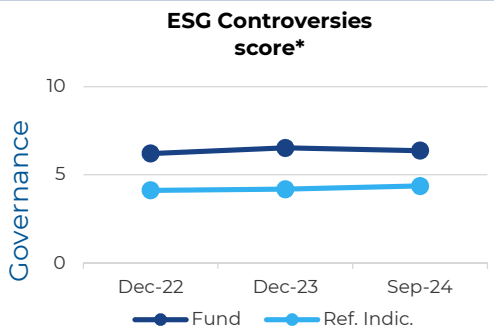


Source: La Financière de l'Echiquier and MSCI ESG Research

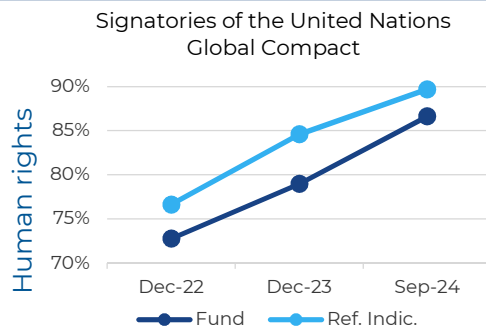
ESG performance indicators



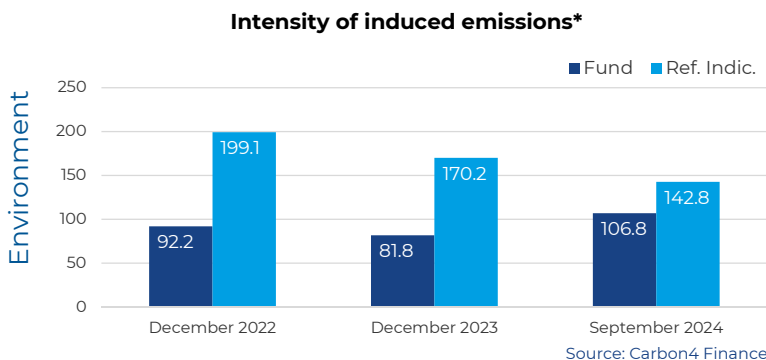
Source: MSCI ESG Research



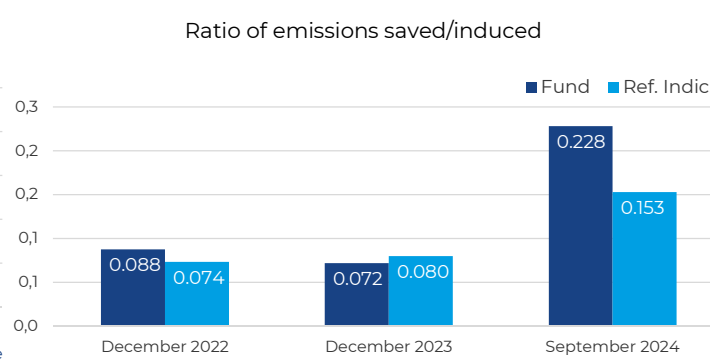
Source: MSCI ESG Research



Source: LFDE



Source: Carbon4 Finance



Source: Carbon4 Finance

\* The Fund is committed to outperforming its benchmark on these indicators.

## Methodologies and coverage rate

|  |                | 12/30/2022 | 12/29/2023 | 09/30/2024 |  |                | 12/30/2022 | 12/29/2023 | 09/30/2024 |
|--|----------------|------------|------------|------------|--|----------------|------------|------------|------------|
| Turnover of employees                            | Portfolio      | 92.5%      | 91.7%      | 91.9%      | ESG Controversy score  | Portfolio      | 96.4%      | 100.0%     | 100.0%     |
|  | Ref. indicator | 85.0%      | 88.0%      | 91.4%      |  | Ref. indicator | 100.0%     | 99.9%      | 99.8%      |
|  |                |            |            |            | $\text{Controversy score of the portfolio} = \sum_{i=1}^n (\text{Controversy Score}_i \times \text{Stock Weighting}_i)$  |                |            |            |            |
| Signatories of the United Nations Global Compact | Portfolio      | 100.0%     | 100.0%     | 100.0%     | Carbon data  | Portfolio      | 96.2%      | 100.0%     | 100.0%     |
|  | Ref. indicator | 96.2%      | 99.8%      | 99.8%      |  | Ref. indicator | 98.8%      | 99.0%      | 99.0%      |
|  |                |            |            |            | $\text{Carbon intensity of the portfolio} = \sum_{i=1}^n \left( \frac{\text{Investment Value}_i}{\text{Fund Net Asset Value}} \times \frac{\text{Carbon Emissions Scope 1,2 e 3}}{\text{Enterprise Value}_i} \right)$                  |                |            |            |            |
|  |                |            |            |            | $\text{Ratio avoided emissions on induced emissions (CIR)} = \sum_{i=1}^n \left( \frac{\text{Sum of CO2 emissions savings}_i}{\text{Sum of CO2 induced emissions}_i} \times \text{Stock weighting}_i \text{ in the portfolio} \right)$ |                |            |            |            |

We have not encountered any difficulties in measuring these ESG performance indicators.

ESG: Environmental, Social and Governance criteria. At La Financière de l'Echiquier, the Governance score accounts for around 60% of the ESG score.

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: [www.lfde.com/en/responsible-investment/to-find-out-more/](http://www.lfde.com/en/responsible-investment/to-find-out-more/)

Sources: La Financière de l'Echiquier, The United Nations Global Compact, Carbon4 Finance, MSCI ESG Research



The French government SRI label is valid for a limited period and is subject to re-evaluation. Furthermore, the fact that a sub-fund has been awarded the label does not mean that it meets your own sustainability objectives or that the label meets the requirements of future national or European rules.

### Extra-financial objective of the fund

The fund's management objective is combined with an extra-financial approach that takes account of environmental, social and governance (ESG) criteria, such as the issuer's environmental policy, employee protection and the skills of the management team, using a dual "best in universe" and "best effort" ESG approach.

This SRI fund systematically integrates environmental, social and governance criteria into its financial management. This has an impact on the selection of securities in the portfolio.

The following are examples of indicators for each of the E, S and G criteria:

- **Environmental indicators:** environmental policy and actions, results of action plans put in place by the company, exposure of suppliers to environmental risks, positive or negative impact of products on the environment.
- **Social indicators:** attractiveness of employer brand, employee retention, anti-discrimination, employee protection, supplier exposure to social risks, relations with civil society.
- **Governance indicators:** competence of the management team, checks and balances, respect for minority shareholders, business ethics.

The fund seeks to select the issuers with the best extra-financial ratings in their investment universe ("best in universe" approach). The fund also seeks to invest in companies that are at the start of their CSR process and are in the process of improving their ESG practices ("best effort" approach). The fund applies two extra-financial filters to its stock selection: after excluding controversial sectors and practices, companies must meet a minimum ESG rating.

The ESG rating is out of 10 and is awarded to each issuer. The ESG rating of issuers in the portfolio must always be higher than 100%.

This rating is determined by a methodology internal to the management company and is composed as follows:

- **Governance:** the Governance rating represents approximately 60% of the overall ESG rating. This is a historical bias of La Financière de l'Echiquier, which has attached particular importance to this subject since its creation.
- **Environment and Social:** social and environmental criteria are combined into a Responsibility score. The calculation of this takes account of the type of company concerned:
  - for industrial stocks: social and environmental criteria are equally weighted within the Responsibility score.
  - for service values: the "Social" score contributes 2/3 to the "Responsibility" score while the "Environment" score accounts for 1/3 of the "Responsibility" score.

The methodological limitations of the ESG approach mainly concern the reliability of the extra-financial data published by the issuers and the subjective nature of the ratings used by the management company.

La Financière de l'Echiquier carries out ESG ratings on at least 100 % of the securities in its portfolio, with particular attention paid internally to corporate governance and the support of MSCI ESG Research on environmental and social issues.

The E and S ratings are derived from an MSCI ESG Research database. The G rating is an internal rating. A minimum ESG rating of 6.5/10 is required to integrate ESG-managed UCIs. In addition, these funds undertake to ensure that their weighted average ESG rating is higher than that of their investment universe at all times. The securities making up the benchmark index are not selected on the basis of their environmental or social characteristics. The index is not adapted to the social or environmental characteristics promoted by the UCI.

The data on which our various exclusions are based (excluding thermal coal) comes from MSCI ESG Research and is updated monthly.

For further information related to the methodologies used to calculate ESG indicators, please refer to our transparency code available on [www.lfde.com/en/responsible-investment/to-find-out-more/](http://www.lfde.com/en/responsible-investment/to-find-out-more/).

## Contribution to UN Sustainable Development Goals (SDGs)

| Portfolio SDG profile    |                         | Focus on the 9 « Solutions » SDGs   |   |            |                          |
|--------------------------|-------------------------|---|---|------------|--------------------------|
|                          | Weighted average scores | SDG   | Title                                   | SDGs sales | Example                  |
| <b>Solutions score</b>   | <b>38/50</b>            | % of its turnover would contribute positively to the 9 business-oriented SDGs |   | 75.9%      |                          |
| <b>Initiatives score</b> | <b>26/50</b>            | % without contribution to the SDGs  |   | 24.1%      |                          |
| <b>SDGs score</b>        | <b>64/100</b>           | 3   | Good health and well-being              | 20.1%      | Amplifon                 |
|                          |                         | 4   | Quality education                       | 0.2%       | Relx                     |
|                          |                         | 6   | Clean water and sanitation              | 0.3%       | Aalberts                 |
|                          |                         | 7   | Affordable and clean energy             | 8.7%       | Schneider Electric       |
|                          |                         | 8   | Decent work and economic growth         | 11.2%      | Sap                      |
|                          |                         | 9   | Industry, innovation and infrastructure | 14.0%      | Asml                     |
|                          |                         | 11  | Sustainable cities and communities      | 2.8%       | Halma                    |
|                          |                         | 12  | Responsible consumption and production  | 8.1%       | Novonesis (Ex Novozymes) |
|                          |                         | 16  | Peace, justice and strong institutions  | 10.4%      | Visa                     |

**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. Points are attributable for different initiatives across all seventeen SDGs, such as investment in research, tiered product pricing for lower income customers or recycling initiatives.

**SDGs 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](http://www.lfde.com/en)

## Glossary

### Lexicon of risk indicators

|   |  |
|---|--|
| <b>Volatility</b>                       | Measure of the amplitude of variations in the price of a share, a market or a fund. It is calculated over a given period and is used to assess the regularity of the performance of a share, market or fund.   |
| <b>Sharpe ratio</b>                     | Indicator of the (marginal) return obtained per unit of risk taken.<br>If the ratio is negative: less profitability than the benchmark.<br>If the ratio is between 0 and 1: outperformance with "too much" risk taken.   |
| <b>Bêta</b>                             | If the ratio is greater than 1: outperformance that does not come at the cost of "too much" risk."Indicator which corresponds to the fund's sensitivity in relation to its benchmark index.<br>For a beta of less than 1, the fund is likely to fall less than its index; if the beta is greater than 1, the fund is likely to fall more than its index. |
| <b>Information ratio</b>                | Synthetic indicator of the effectiveness of the risk/return trade-off. A high indicator means that the fund regularly outperforms its benchmark index.   |
| <b>Tracking error</b>                   | An indicator that compares the fund's volatility with that of its benchmark index. The higher the tracking error, the further the fund's average performance is from its benchmark index.  |
| <b>Max. drawdown</b>                    | Max drawdown measures the biggest fall in the value of a portfolio.  |
| <b>Time to recovery (business days)</b> | Recovery time, which corresponds to the time needed for the portfolio to return to its highest level (before the "max drawdown").  |
| <b>Sensitivity</b>                      | Variation in the value of an asset when another factor varies at the same time. For example, the interest-rate sensitivity of a bond corresponds to the variation in its price caused by a rise or fall in interest rates of one basis point (0.01%).  |

### Lexicon of financial analysis

|                               |  |
|-------------------------------|--|
| <b>EV/Sales</b>               | Enterprise valuation ratio: enterprise value/sales.  |
| <b>PER</b>                    | Company valuation ratio: Price Earning Ratio = market capitalisation/net profit.   |
| <b>Consumer discretionary</b> | In contrast to basic consumption, it represents all goods and services considered non-essential.   |
| <b>Basic consumption</b>      | As opposed to discretionary consumption, it represents goods and services considered essential.  |
| <b>Communication Services</b> | This sector includes telecoms network operators and providers of communications and data transmission services.  |
| <b>Emerging countries</b>     | Emerging countries are countries whose economic situation is in the process of development. This growth is calculated on the basis of GDP, new businesses and infrastructure, and the standard of living and quality of life of the inhabitants. |
| <b>Commodities</b>            | A natural resource used in the production of semi-finished or finished products, or as a source of energy.   |

### Lexicon of credit analysis

|                                    |   |
|------------------------------------|---|
| <b>Investment grade bond</b>       | A bond is said to be "investment grade", i.e. if its financial rating by the rating agencies is higher than BB+.  |
| <b>High yield bond</b>             | A high-yield bond is one rated below BBB- by the rating agencies.   |
| <b>Duration</b>                    | The average life of its cash flows weighted by their present value. All other things being equal, the higher the duration, the greater the risk.  |
| <b>Yield to worst</b>              | The worst return a bond can achieve without the issuer defaulting.  |
| <b>Yield (all calls exercised)</b> | The yield on a bond includes any call dates incorporated into the bond. These "call" dates correspond to intermediate maturities which give the possibility of redeeming the bond before its final maturity date. |

### Non-financial analysis lexicon

|   |   |
|---|---|
| <b>Selectivity rate</b>                         | Selectivity rate: percentage of the initial universe excluded for ESG reasons.  |
| <b>Investment universe</b>                      | Investment universe ("investible universe") meeting the constraints of the prospectus.  |
| <b>Controversy score</b>                        | This controversy score ranging from 0 to 10 (0 being the worst) is provided to us by MSCI ESG Research. We want to measure whether the companies invested in our UCIs are better than those in their benchmark index in terms of management and occurrence of ESG controversies on themes such as the environment, consumer rights, human rights, labour rights, supplier management as well as governance.   |
| <b>Carbon data</b>                              | A set of raw data (source Carbon4 Finance) used to calculate the various ratios linked to the fund's carbon footprint:<br>Carbon impact ratio: CO <sub>2</sub> emissions saved and CO <sub>2</sub> emissions induced.<br>Carbon intensity: Scope 1, 2 and 3 carbon emissions (scope 1 represents direct emissions, 2 indirect energy-related emissions, 3 all other indirect emissions).  |
| <b>Carbon Impact Ratio (CIR)</b>                | Emissions saved to emissions induced ratio calculated by Carbon4 Finance, which corresponds to the ratio between GHG emissions avoided and GHG emissions induced by a company (in tonnes of CO <sub>2</sub> equivalent), known as the CIR. The higher the CIR, the more relevant the company is to the transition to a low-carbon economy. This indicator enables us to assess the relevance of a company's activity to the challenges of combating climate change. For a given company, a CIR greater than 1 means that the activity avoids more greenhouse gas emissions than it induces. |
| <b>Weighted average carbon intensity (WACI)</b> | Carbon intensity is the weighted average of our UCIs (compared with their benchmark index) using Carbon4 Finance's WACI (Weighted Average Carbon Intensity) methodology. The calculation formula is given in the ESG methodology insert.  |

### For more information

The SICAV was created on October 16, 2017 for an indefinite period. The subfund was launched on December 1, 2017.

This document, which is of a commercial nature, is above all a monthly report on the management and risks of the sub-fund. It is also intended to provide you with simplified information on the characteristics of the sub-fund.

For further information on the characteristics and costs of this sub-fund, we invite you to read the regulatory documents (prospectus available in English and French and DIC in the official languages of your country) available free of charge on our website [www.lfde.com](http://www.lfde.com).

Investors or potential investors are informed that they can obtain a summary of their rights in the official language of their country or in English on the Regulatory Information page of the management company's website [www.lfde.com](http://www.lfde.com) or directly via the link below: <https://cdn.lfde.com/upload/partner/Droitsdelinvestisseur.pdf>

Information on withholding tax rates: for distribution units, dividends paid are taxed at 30%. For capitalization units of funds investing more than 10% of their net assets in debt securities, taxation at 30% on income derived directly or indirectly from the yield on debt securities.

Investors or potential investors may also file a claim in accordance with the procedure laid down by the management company. This information is available in the official language of the country or in English on the Regulatory Information page of the management company's website [www.lfde.com](http://www.lfde.com) or directly via the link below: <https://cdn.lfde.com/upload/partner/Droitsdelinvestisseur.pdf>

Finally, the investor's attention is drawn to the fact that the manager or the management company may decide to terminate the marketing agreements for its collective investment schemes in accordance with Article 93a of Directive 2009/65/EC and Article 32a of Directive 2011/61/EU.