



ASSET MANAGEMENT | LUGLIO 2020

UBAM – POSITIVE IMPACT EQUITY

UNIVERSITY OF
CAMBRIDGE
INSTITUTE FOR
SUSTAINABILITY LEADERSHIP

Investment
Leaders Group



UNION BANCAIRE PRIVÉE

IMPACT INVESTING SENZA RINUNCIARE ALLA LIQUIDABILITÀ

Itinerari Previdenziali Annual Meeting di Studio dedicato alle Fondazioni di Origine Bancaria

For Qualified Investors in Switzerland or Professional Investors or Eligible Counterparties as defined by the relevant laws

UBP Asset Management | Varignana 16 Luglio 2020



CONTENUTI

- Chi siamo e perchè UBP nell'ambito degli Investimenti Responsabili
- L'importanza dell'Impact Investing
- ***UBAM – Positive Impact Equity: Impact Investing sui mercati azionari quotati***
- Oltre la Performance Finanziaria
- Appendici



CHI SIAMO
E PERCHÈ UBP
NELL'AMBITO DEGLI
INVESTIMENTI
RESPONSABILI



UNION BANCAIRE PRIVÉE

Union Bancaire Privée

Eccellenza svizzera: solidità finanziaria e agilità

Core values

- **Pure player:** core business exclusively focused on asset management
- **Family story:** long-term vision driven by independence and transparency
- **Agile organisation:** efficient organisational size enables swift adaptation to clients' evolving needs
- **Superior returns:** strong belief in the advantages of active management, with capacity to select excellent partners
- **Entrepreneurial spirit:** recognized for innovative solutions (e.g. hedge funds and convertible bonds)

Global network



Key highlights (as at December 31st 2019)

- One of the best capitalised banks
- Focus on performance and capital preservation
- Conservative risk and balance sheet management



Assets under management

CHF 140.3bn



Headcount

1,743



Shareholders' equity

CHF 2.4bn



Balance sheet total

CHF 32.8bn



Moody's long-term rating

Aa2



Tier 1 ratio

25.6%



Liquidity coverage ratio

316.4%

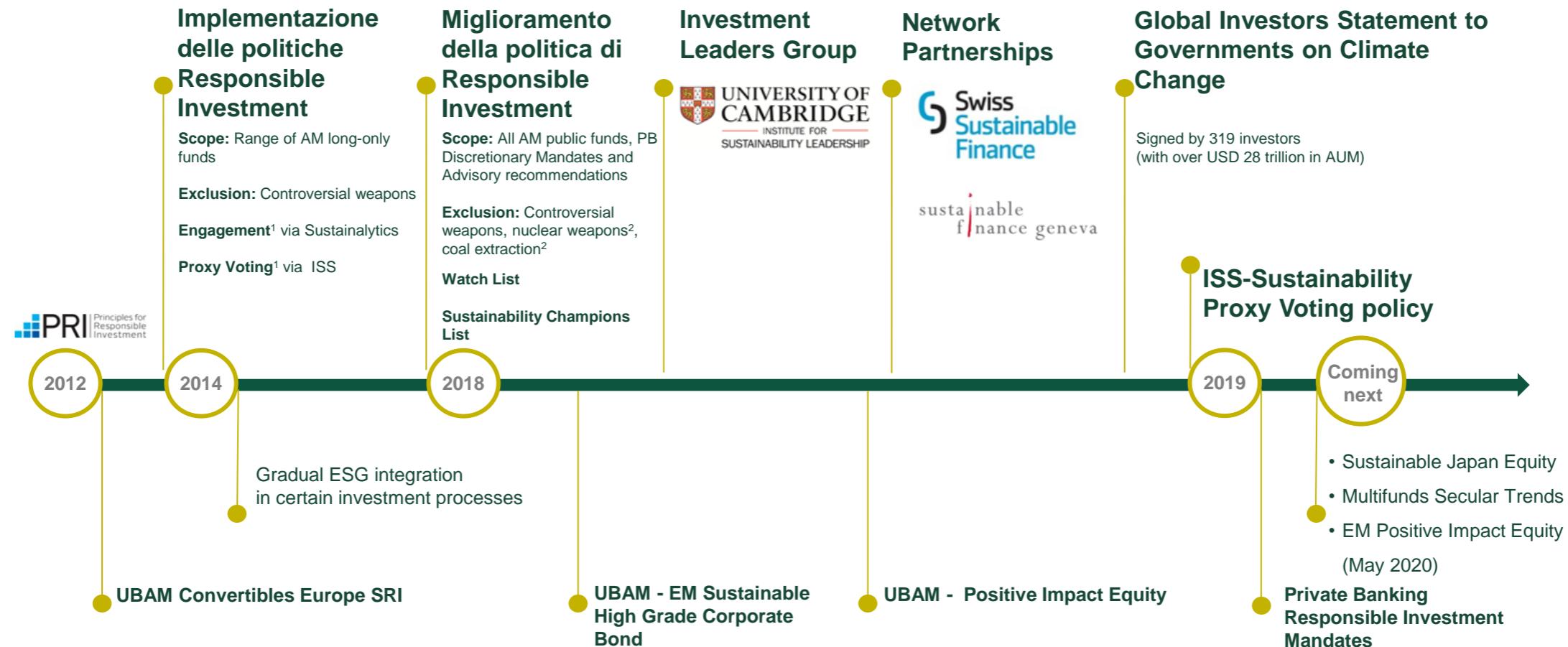


Net new money

CHF 4.5bn in 2019

Union Bancaire Privée

Le pietre miliari di un impegno a lungo termine in ambito Responsible Investment



¹ For UBP funds. Client holdings upon request.

² Revenue threshold apply.



L'IMPORTANZA DELL'IMPACT INVESTING



UNION BANCAIRE PRIVÉE

Il contesto: l'impegno dell'ONU

La portata della sfida

SUSTAINABLE
DEVELOPMENT GOALS

GLI STILI DI VITA CORRENTI
RICHIEDEREBBERO UN EQUIVALENTE
DI 3 PIANETI NEL 2050

- Nel 2015, l'Organizzazione delle Nazioni Unite ha stabilito una tabella di marcia di **17 obiettivi di sviluppo sostenibile (SDG)** per aiutare il settore pubblico e quello privato ad affrontare le questioni più urgenti della nostra società
- Tutti i 193 membri delle Nazioni Unite si sono impegnati a **raggiungere questi obiettivi entro il 2030**: un compito immane



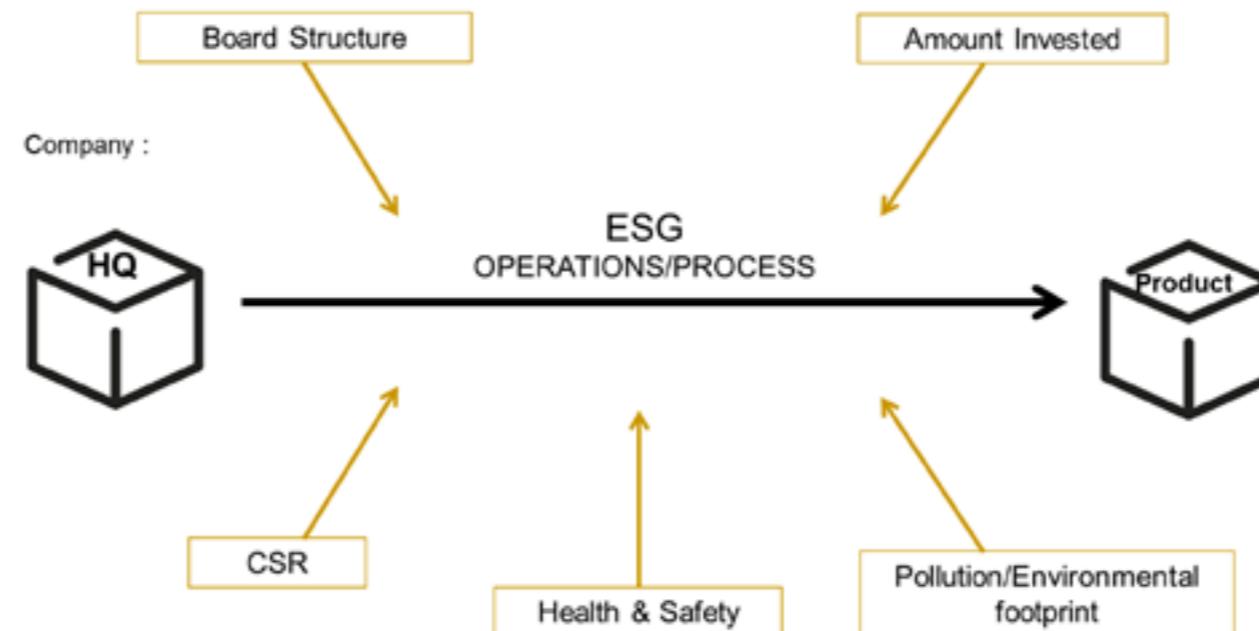
- Ciò richiederà un **investimento annuale stimato di \$ 5-7 triliuni**, la maggior parte dei quali dovrà essere finanziata da capitale privato.

Source(s): <https://www.unpri.orgs-anid-the-sustainable-development-goals/304.article>

Cosa significa e perchè Impact Investing?

Impact vs. ESG

- L'Impact Investing fa riferimento a investimenti effettuati in società, organizzazioni e fondi con l'intento di **generare un impatto benefico e misurabile**, sociale o ambientale, oltre a un ritorno finanziario.
- L'approccio di investimento in ambito Impact Investing deve selezionare **società che generano ricavi legati alla risoluzione di uno dei 17 Goal delle Nazioni Unite**.
- Le differenze vs. ESG: mentre l'ESG si focalizza sui processi e sulle funzioni di un'azienda, l'Impact Investing esamina i prodotti e i servizi finali, oggetto di scopo di una società



- Sebbene i fattori ESG siano importanti nell'Impact Investing (così come i fondamentali e le valutazioni), non è il profilo ESG che guida la decisione di investimento.

Quanto vale l'Impact Investing

Gli investimenti a impatto trarranno beneficio da un aumento della domanda

- L'ultimo report annuale del GIIN stima che i valori dell'Impact Investing sono di circa 500 Mld.USD *.
- La quasi totalità degli intervistati afferma che la performance dei propri investimenti a impatto hanno **uguagliato o superato le aspettative**.
- Circa il 70% degli investimenti a impatto è concentrato su prodotti Alternativi e di Private Markets, in particolare: Private Debt 26%, Private Equity 22%, Real Assets 11%.
- È caratterizzato da uno **scarso numero di asset manager sui mercati quotati**.
- L'interesse per gli investimenti a impatto sui mercati azionari quotati sta aumentando, in virtù della **ricerca di liquidità**, oltre che della **difficoltà di accesso** tipica dei Private Markets e del segmento Venture.

* Fonte: decima edizione dell'Annual Impact Investor Survey del GIIN, *Global Impact Investment Network*, che ha analizzato le caratteristiche degli investitori a impatto e le prospettive del mercato globale nel 2019 e nei primi 4 mesi del 2020.

L'importanza e le prospettive dell'Impact Investing

Soluzioni profittevoli ai problemi del pianeta e delle persone

UBP ritiene quindi importante focalizzare l'attenzione sul ruolo delle **società quotate** in questo framework del Positive Impact, che può essere rappresentato dal paradigma seguente: **soluzioni profittevoli ai problemi del pianeta e delle persone**.

La crescita dell'Impact Investing trae beneficio da:

Supporto Normativo



Pricing power



Richiesta legittima e urgente del prodotto



Più elevati investimenti attesi (CAPEX)





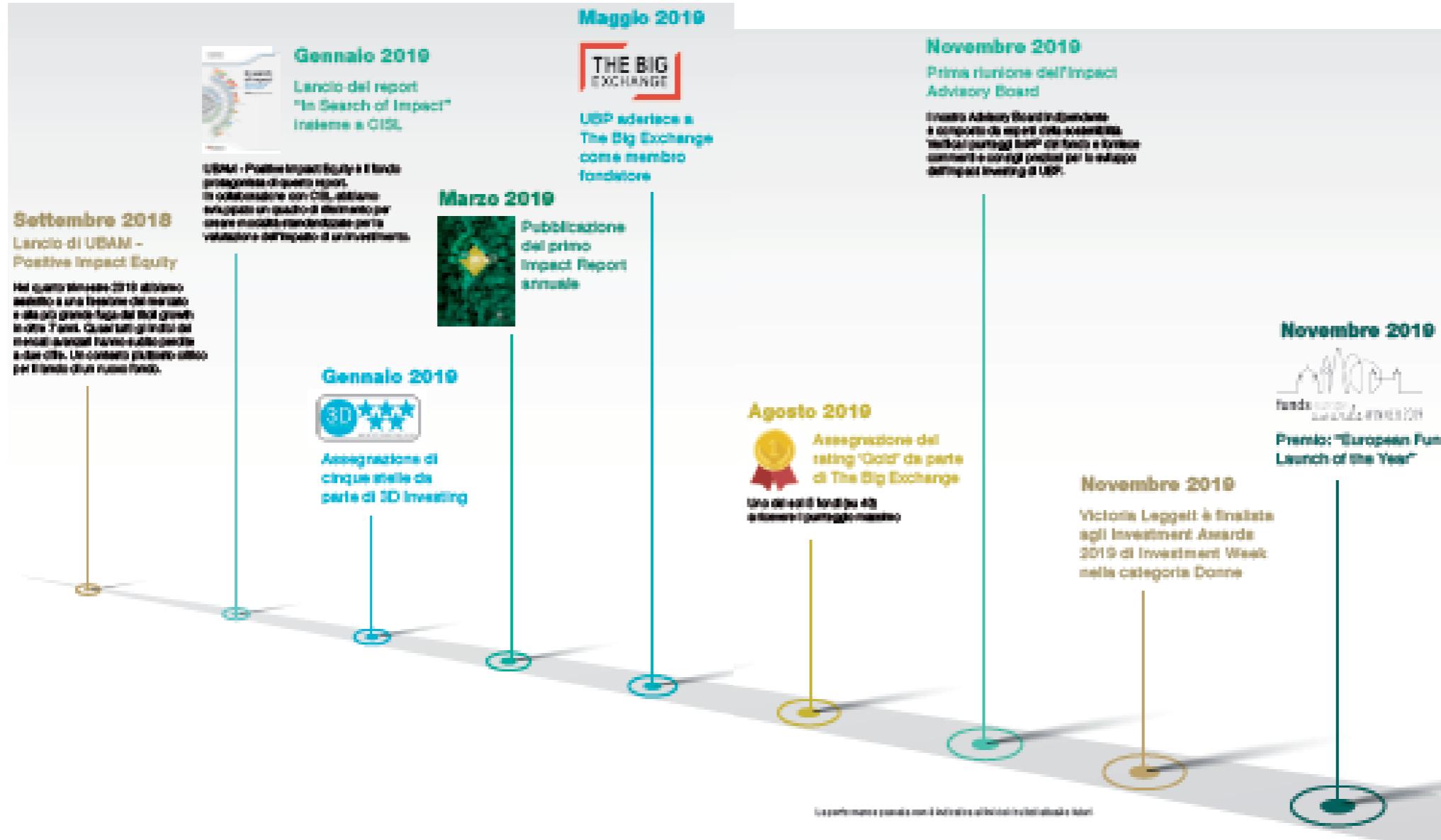
UBAM – POSITIVE
IMPACT EQUITY:
IMPACT INVESTING
SUI MERCATI
AZIONARI QUOTATI



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Perchè Union Bancaire Privée

Traguardi importanti in ambito Impact Investing



Perchè Union Bancaire Privée

Traguardi importanti in ambito Impact Investing

- UBP ha formalizzato le sue disposizioni sui temi legati alla governance istituendo due organismi dedicati, l'**Impact Advisory Board** e l'**Impact Investment Committee**.



Investment Team

- Il primo è presieduto da **Anne de Picciotto**, figlia del fondatore, co-proprietaria e membro del Consiglio di Amministrazione di UBP.



Jake Reynolds, Direttore Esecutivo del Cambridge Institute for Sustainability Leadership (CISL)



Jake Reynolds – Executive Director. Attingono alle sue vasta competenze Sustainable Economy presso il Nature Sustainability Journal, il Cambridge Institute for Sustainability Leadership (CISL). Jake è responsabile della ricerca presso il CISL e il Centre for Sustainable Finance dell'istituto, che svolgono leadership di pensiero tramite collaborazioni di lungo periodo con assicurazioni, banche e investitori.

Tony Juniper – Presidente di Natural England, l'agenzia ufficiale del Governo Britannico per la tutela dell'ambiente.



Tony Juniper – Presidente di Natural England, l'agenzia ufficiale del governo britannico per la tutela dell'ambiente. Tony è un noto scrittore e oratore nel campo della conservazione e della sostenibilità. Più volte gli sono stati riconosciuti meriti per la sua leadership di pensiero, nel corso di una lunga carriera che lo ha visto ricoprire importanti cariche presso il WWF e Friends of the Earth, oltre al ruolo di consulente particolare della International Sustainable Unit del Principe del Galles.

- L'*Impact Investment Committee* si occupa di sviluppare l'expertise specifica della Banca integrando al tempo stesso le best practice del settore.

UBAM – Positive Impact Equity

Investire in modelli di business che generano crescita al servizio degli interessi della società

- **Tematico** - Affrontare temi globali con un *bias* prevalentemente europeo, sui mercati azionari quotati
- **Autentico** - Composto esclusivamente da aziende che fanno parte della soluzione («the **Fixers**») e quindi beneficiari di investimenti (CAPEX) e delle modifiche alla Regolamentazione
- **Convinzione** - circa 35 titoli scelti nell'ambito dell'UBP Impact Universe. Approccio *bottom-up* e diversificazione basata sull'esposizione agli SDG delle Nazioni Unite / Cambridge Impact Framework
- **Collaborazione** - con l'University of Cambridge Institute for Sustainability Leadership (CISL). Combiniamo le conoscenze dei Leader mondiali nel campo della sostenibilità con le nostre competenze di investimento per creare un processo unico
- **Approccio di lungo termine - capitale paziente (*low turnover*), investito con un orizzonte di 3-5 anni**
- **Valore Finanziario e non-finanziario - misurazione della performance e dell'impatto**
- **Commitment di 5bps fee - a favore di un paniere di progetti per i diritti umani**

Positive Impact + approccio di lungo periodo = generazione di Alpha

Il Processo di Investimento - Obiettivi di sviluppo sostenibile (SDGs) mappati per temi di investimento



Source: UBP, as of 31.05.2020
"For illustrative purpose only"

Il metodo proprietario IMAP di UBP

La misurazione dell'intensità dell'Impatto



INTENTIONALITA'

/5

- ◆ Qual è la strategia dichiarata dell'azienda?
- ◆ Quale percentuale di Capex / R&S è assegnata a questa soluzione?



MATERIALITA'

/5

- ◆ Quale % di ricavi deriva da aree che generano un impatto positivo?
- ◆ Ci sono linee di business in conflitto?



ADDITIONALITA'

/5

- ◆ Questa azienda è un leader globale / dominante nel suo campo?
- ◆ C'è un'unicità della tecnologia e nel suo approccio?



POTENZIALITA'

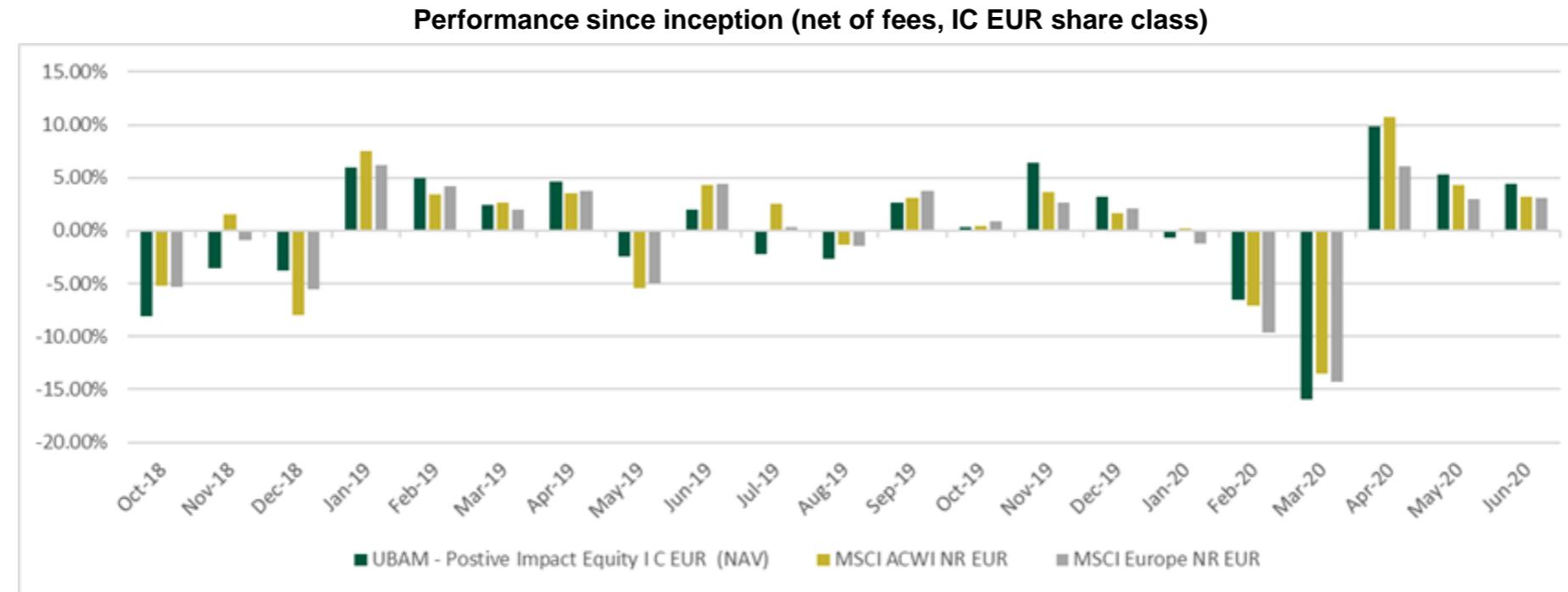
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- ◆ Qual è il potenziale per questo prodotto o processo per avere un effetto significativo a livello globale?
- ◆ È un «Game Changer»?



UBAM – Positive Impact Equity: performance since inception (net of fees, Inst.)

Creazione di valore. Anche sociale e ambientale



	YTD 2020	Q2 2020	Q1 2020	2019	Q4 2019	Q3 2019	Q2 2019	Q1 2019	Q4 2018
UBAM Positive Impact Equity IC EUR	-5.12%	20.84%	-21.48%	27.52%	10.21%	-2.37%	4.08%	13.87%	-14.61%
MSCI Europe Net Return EUR	-12.84%	12.60%	-22.59%	26.05%	5.71%	2.28%	3.01%	12.84%	-11.32%
MSCI AC World Index EUR	-6.25%	19.22%	-21.37%	28.93%	5.82%	4.43%	2.16%	14.20%	-11.35%

Past Performance is not an Indicator of Future Results
Source(s): Bloomberg Finance L.P., UBP, as of 30.06.2020
Please refer to UBP's Quantitative report for more details on risk

Il Rating attribuito da MSCI ESG Research

- ◆ **ESG Quality Score and Rating**

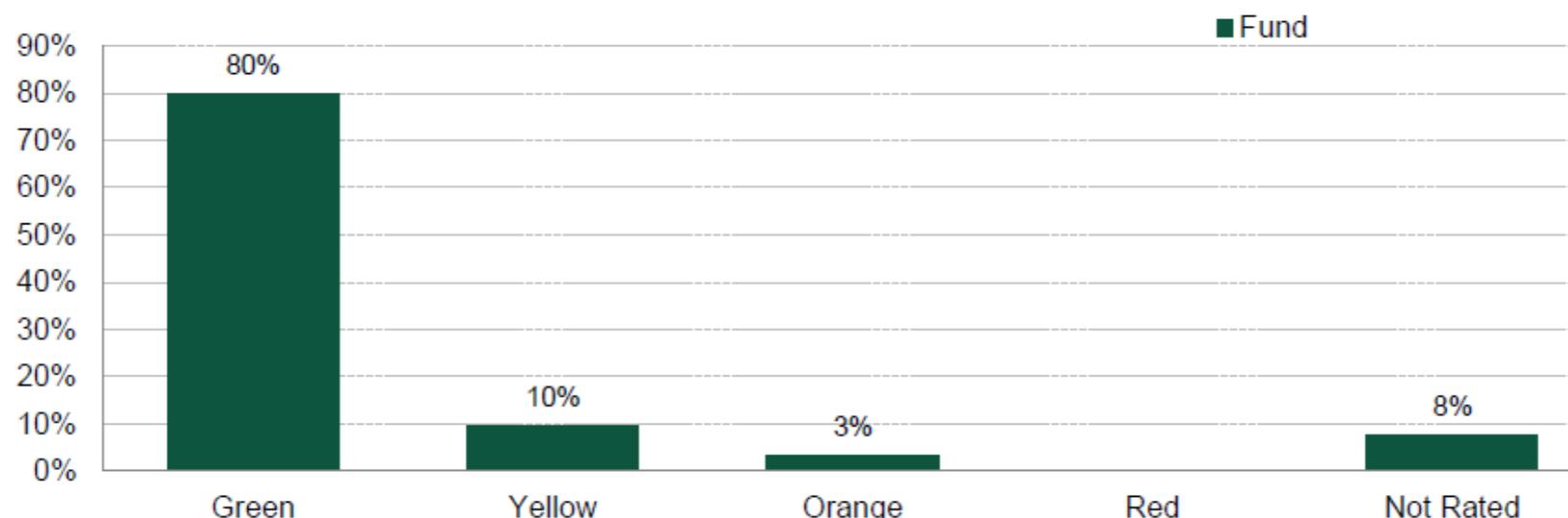
	Fund*
ESG Quality Score	8.7
Environmental	6.3
Social	5.2
Governance	6.2
ESG Rating	AAA

Sources: UBP and MSCI ESG Research LLC – Reproduced by permission; data as at 30.06.2020

IMAP Score /20 and ESG Quality Score /10

*Based on equity holdings only (excluding cash)

- ◆ **ESG CONTROVERSIES FLAG***





OLTRE LA
PERFORMANCE
FINANZIARIA



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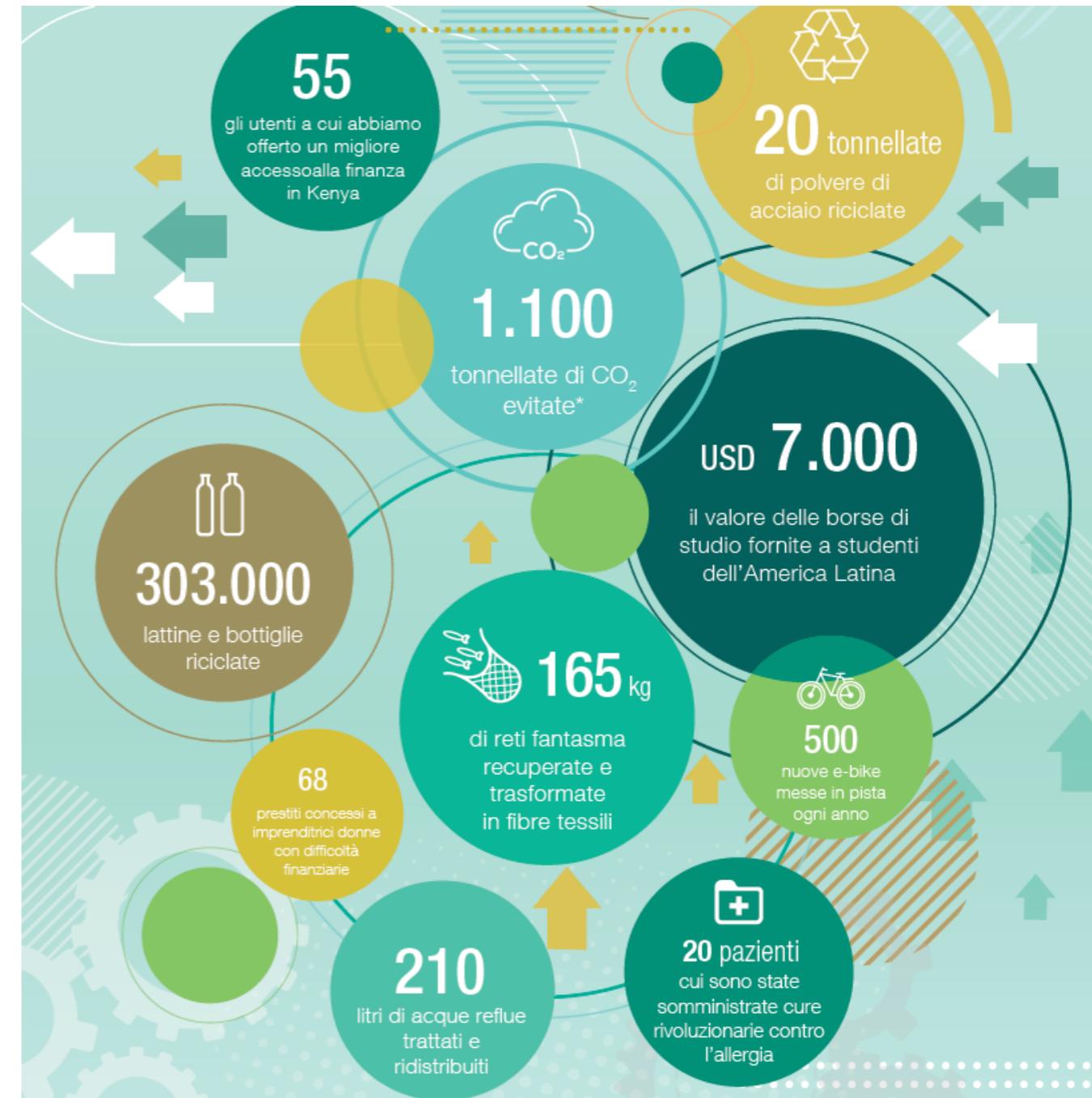
Oltre la Performance Finanziaria

€1 milione investito riflette quanto segue* :

■dati ricavati dalle informazioni fornite da 8 società detenute nel fondo e relative unicamente alle attività principali di dette società.

■Calcoli effettuati sulla base degli indicatori chiave di performance (KPI) non finanziaria forniti dalle società. Il contributo per ogni milione di investimento in EUR si ricava dividendo la ponderazione della società nel fondo per la sua capitalizzazione di mercato totale e moltiplicando il risultato per il KPI. In questo modo si ottiene un dato relativo all'impatto del fondo.

■Esempio: Quest'anno, ASA International ha concesso 2.300.000 prestiti finanziari a imprenditrici donne in difficoltà. Alla ponderazione attuale, per ogni milione di EUR di investimento 9.400 euro vanno ad ASA, che ha una capitalizzazione di mercato di EUR 320 milioni. $(0,0094/320) \times 2.300.000 = 68$ prestiti.



Come introduciamo i nostri temi

Case study

- Il Santo Graal in ambito Impact è la scoperta di qualcosa di rivoluzionario che migliora in modo considerevole l'impronta di un settore economicamente importante

COMUNITÀ SOSTENIBILI



- Il tema delle comunità sostenibili affronta una grande sfida alla sostenibilità: l'economia lineare
- È popolato da aziende che stanno contribuendo a un'economia più circolare e lontano dalla nostra cultura del "prendere, fare, sprecare"
- In un'economia circolare, i prodotti e i materiali vengono recuperati e rigenerati al termine di ogni ciclo di vita, consentendo una maggiore produttività delle risorse riducendo al contempo emissioni e sprechi

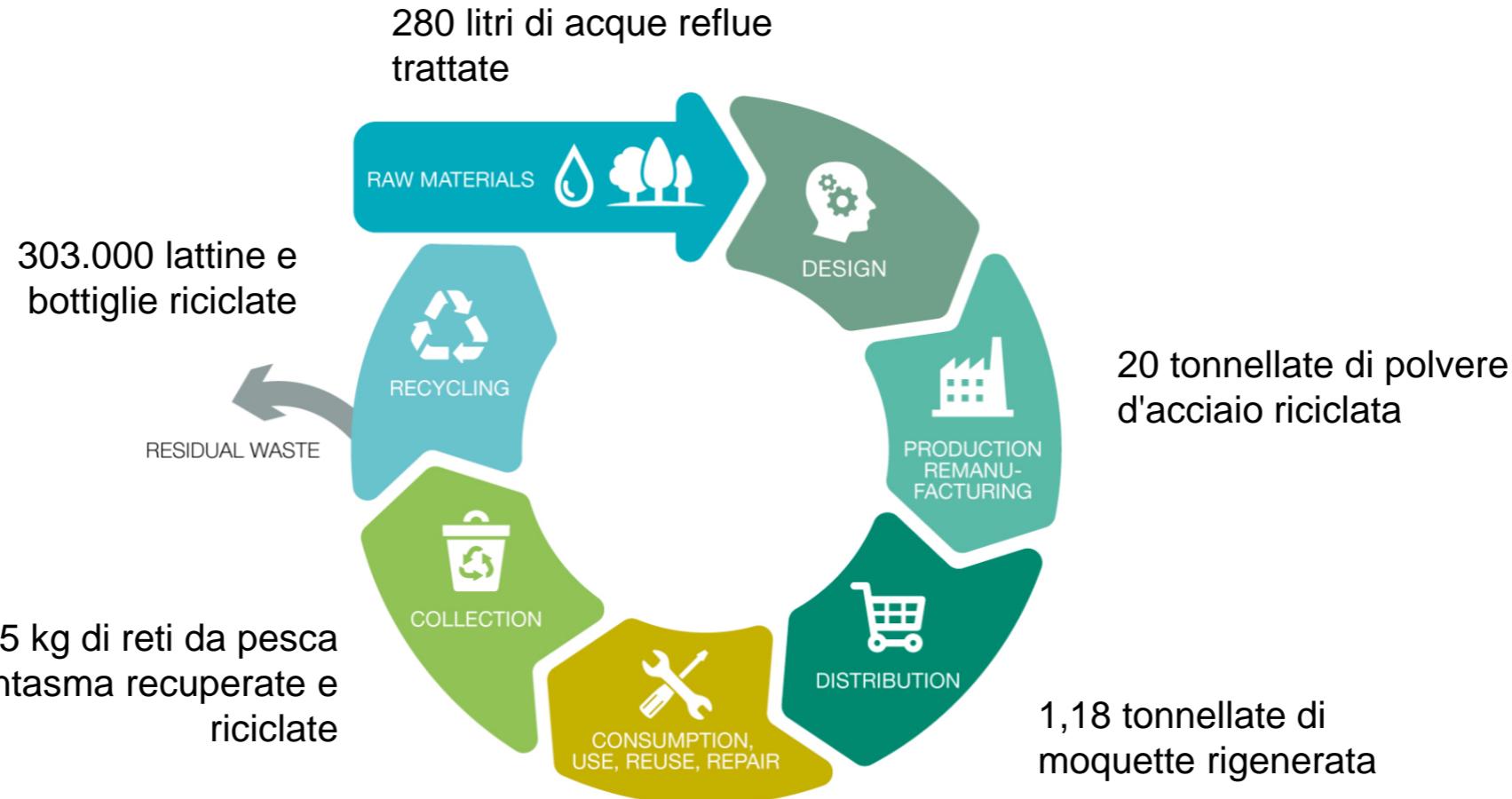
Solo il 9.1% dell'economia mondiale è circolare*

- L'industria del cemento è molto compatta e poco aperta all'innovazione, il che spiega perché produce l'8% delle emissioni globali di CO₂, ma oggi sono costretti a fare i conti con le loro prassi inquinanti
- **Hoffmann Green Cement** ha già **ridotto le emissioni di CO₂ del processo per la produzione di cemento di oltre l'80%**, in un momento in cui il sistema di compensazione delle emissioni di carbonio in Europa diventa sempre più penalizzante per chi inquina. Con un'IPO sulla borsa di Parigi in ottobre'19 ha raccolto 75 milioni di Euro per finanziare un II e un III impianto produttivo in Vandea.

*Source: <https://www.circularity-gap.world/> , 2019
For illustrative purpose only

Il tema delle Comunità Sostenibili

Nel 2019, ogni €1 mln di investimento ha avuto il seguente impatto a livello di comunità sostenibili



Il Tema delle Comunità Sostenibili ha registrato un ritorno del + 29.74% nel 2019

Source(s): Company data, UBP as of December 2019
Sustainable communities YTD as of 31.12.2019

Grazie per l'attenzione

L'Impact team di UBP





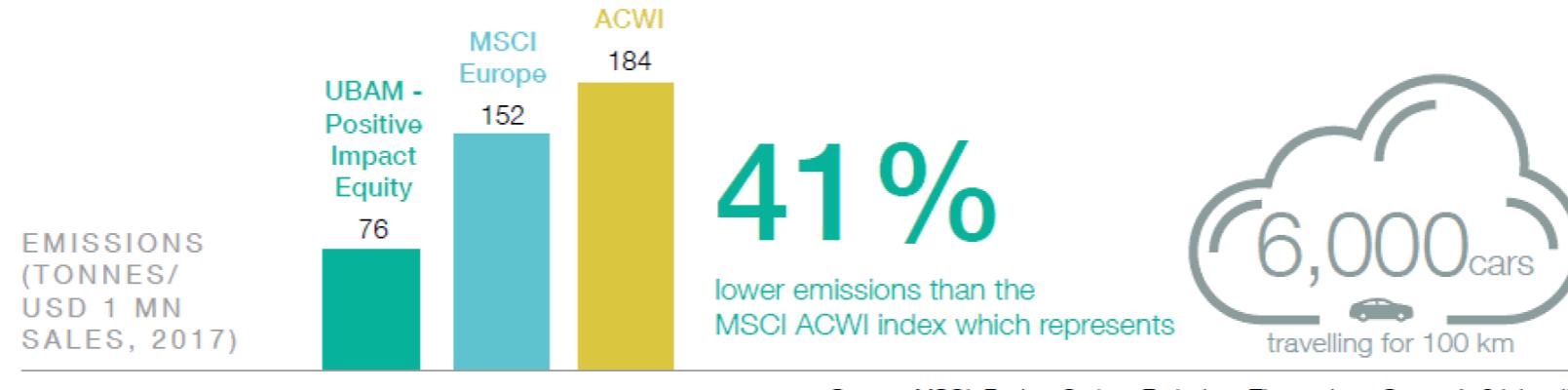
APPENDICI



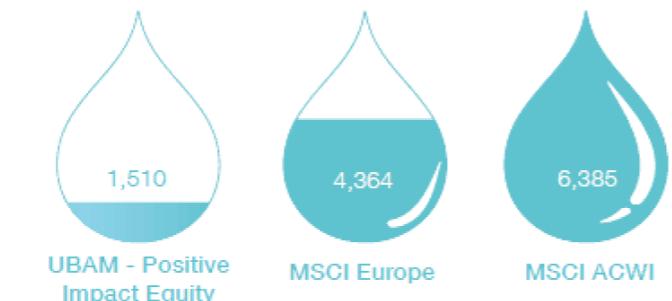
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Fund Footprint 2019

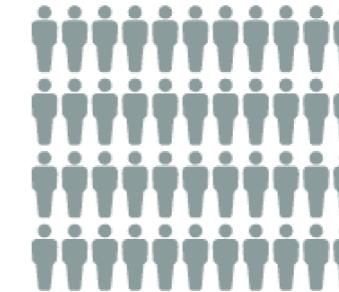
Performance* of UBAM - Positive Impact Equity versus the MSCI Europe and MSCI ACWI, per EUR 1 million of sales



WATER WITHDRAWAL
(CUBIC METRES/USD 1 MN SALES, 2018)



4x less water
than the MSCI ACWI index, which
represents the annual consumption of
122 people



Source: MSCI. Factor: Water Stress Withdrawal Intensity

For illustrative purpose only

*Metrics calculated using relevant MSCI and Factset data points (water withdrawal per USD 1 mn of sales, emissions per USD 1 mn of sales, clean energy sourcing efforts and R&D spending as % of sales). Data was normalised to represent the entire portfolio or index when disclosure was missing for some constituents.

Disclosure levels: Water Withdrawal: Fund: 18%; MSCI Europe 53%; MSCI ACWI 16% - Emissions: Fund: 85%; MSCI Europe: 96%; MSCI ACWI: 99% - Clean energy efforts: Fund: 85%; MSCI Europe: 100%; MSCI ACWI: 99.90% - R&D spending: Fund: 56%; MSCI Europe 53%; MSCI ACWI 53%

Fund Managers

Victoria Leggett



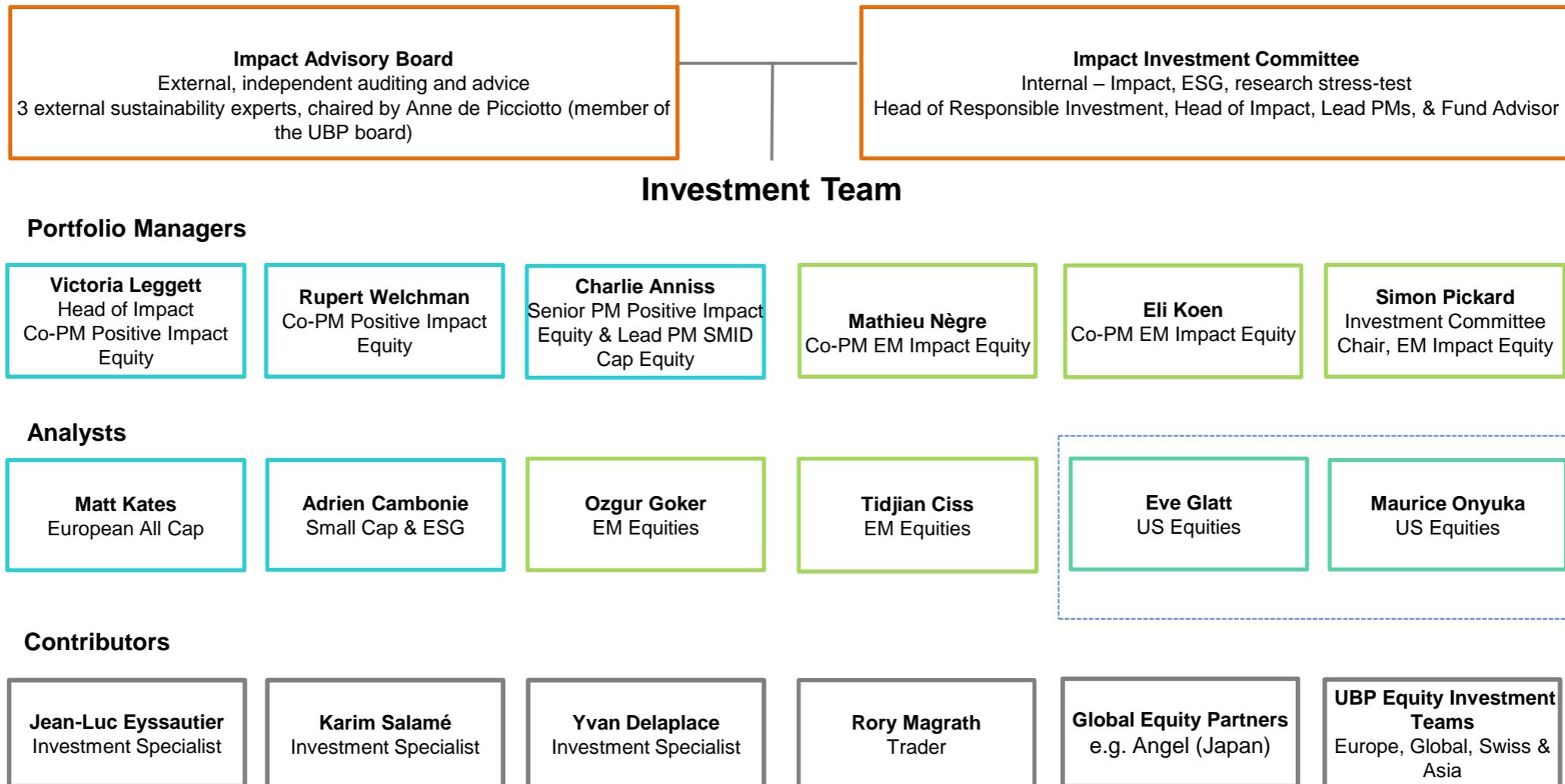
- Victoria joined UBP in 2010 as an Equity Portfolio Manager and has 16 years of investment experience
- Victoria is Head of Impact Investing for Asset Management
- Victoria began her career in corporate finance, before joining Threadneedle in 2004 as an equity analyst and sector specialist
- She achieved a 1st class degree from the University of Durham

Rupert Welchman



- Rupert joined UBP in 2010 as an Equity Portfolio Manager and has 21 years of investment experience
- He used to be a UK Equities Fund Manager and Head of the Global Banks team at Threadneedle, and he has also worked as a Fund Manager at K.I. Asset Management and First State Asset Management
- Rupert holds a degree in History from the Université Pierre Mendes in France and an MA in Medieval History from St Andrews University
- Rupert holds the IIMR and IMC qualifications

UBP Impact Team



UBP Impact Advisory Board

- Independent board of sustainability experts who provide oversight, guidance and validation of the UBP Impact platform's process. Specifically:
 - Provides a level of scrutiny for the IMAP scores of the fund (the outcome of the IMAP process)
 - Reviews the Impact Investment Committee's activities and portfolio management decisions
 - Provides guidance and insight to the fund managers regarding industry developments within each member's area of expertise
- As an advisory board, ultimate accountability lies with the fund managers. However, board findings and recommendations are published
- Membership includes 3 external members and is chaired by a member of the UBP group board



Tony Juniper: Chair – Natural England

Tony Juniper is the Chair of Natural England, the Government's official Nature conservation agency in England. Juniper speaks and writes widely on conservation and sustainability themes and is the author of many books, including the multi-award-winning bestseller 'What has Nature ever done for us?' published in 2013. Tony was the first recipient of the Charles and Miriam Rothschild medal (2009) and was awarded honorary Doctor of Science degrees from the Universities of Bristol and Plymouth (2013). Prior to that he worked for many years as an environmental advisor, including as a Special Advisor with the Prince of Wales's International Sustainability Unit and also many private sector companies. Before that, Tony worked at Friends of the Earth for 18 years in different positions including 'Vice Chair' for 8 years and the 'Organisation's Executive Director' for 5 years.



Kanini Mutooni: Managing Director – Toniic Impact Investing Community

Kanini Mutooni is the Managing Director of Europe, Middle East and Africa for Toniic, the global action network for impact investors. Prior to this appointment, Kanini was the Director for Investment at the USAID-funded East Africa Trade and Investment Hub, a \$65m, 8 country initiative to attract investment and increase trade in the East Africa region. Kanini has previously worked at Board level in leadership positions at investment banks in London and the US, such as Bank of America-Merrill Lynch and Dresdner Kleinwort Benson.



Jake Reynolds: Executive Director – Cambridge Institute for Sustainability Leadership

Jake Reynolds is responsible for CISL's research, including the pioneering Prince of Wales Global Sustainability Fellowship Programme. He is also responsible for CISL's Centre for Sustainable Finance which develops practical thought leadership through long-running collaborations with the investment, banking and insurance industries and financial policy makers. Jake sits on the editorial advisory board of Nature Sustainability, and the advisory committee for the UN Environment's GEO for Business programme. He is a board member of the University of Cambridge Conservation Research Institute, chairman of a start-up serving the energy needs of low-income customers in Uganda, and ambassador for the G9 Ark Foundation.

The Investment Leaders Group

Collaboration with our peers is key to our own development

- UBP is proud to be one of the 12 organisations which form this global network of pension funds, investment managers and insurers – each of us with a commitment to advancing the practice of responsible investment

The vision of the Investment Leaders Group (ILG) is an investment chain in which economic, social and environmental sustainability are delivered as an outcome of the investment process as investors go about generating robust, long-term returns.

- Facilitated by the Cambridge Institute for Sustainability Leadership (CISL), and supported by academics in the University of Cambridge, the ILG holds a unique position at the nexus of academic research and cutting-edge corporate leadership
- We believe that investors have a crucial role to play in reshaping economic and business strategy, but to take on this role it is necessary to escape from the current **pattern of short-termism and rethink the methods, tools and techniques of mainstream investing**

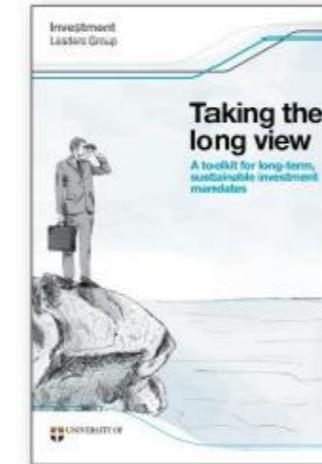
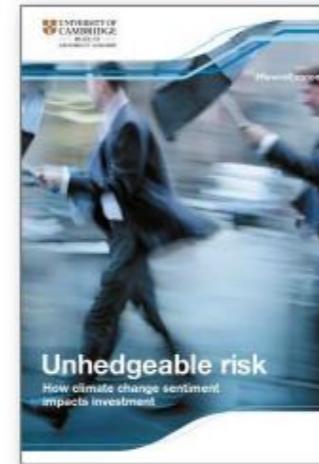
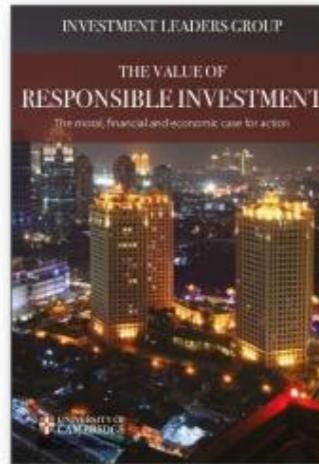


<https://www.cisl.cam.ac.uk/business-action/sustainable-finance/investment-leaders-group>

The Investment Leaders Group

What do we do?

- Facilitated by the Cambridge Institute for Sustainability Leadership (CISL), and supported by academics in the University of Cambridge, the ILG holds a unique position at the nexus of academic research and cutting-edge corporate leadership
- This is an on-going effort in collaboration with other bodies around impact, all sharing a common cause advancing impact and sustainability
- We aim for our research to be both practical and to bring a point of difference to the debate



Terms & Conditions

UBAM – Positive Impact Equity

Fund name	UBAM - Positive Impact Equity
Legal form	Sub-fund of UBAM, Luxembourg Incorporated SICAV, UCITS
Fund/sub-fund currency	EUR
Other share classes	CHF, GBP, USD, SEK
Bid/offer price	NAV
Cut-off time	13:00 (CET) on T-day
Inception date	28/09/2018
Minimum investment	None
Sub./Redemption	Daily
ISIN ¹	IC EUR: LU1861462635
Bloomberg ¹	IC EUR: UBPIICE LX
Investment manager	Union Bancaire Privée, UBP SA
Custodian	BNP Paribas Securities Services, Luxembourg Branch
Administrator	CACEIS Bank Luxembourg Branch

¹ Other share classes are available.
C: Capitalisation share class. P: Performance-fee share class

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