

KBI Global Investors goes from strength to strength with Amundi



Since joining Europe's leading asset management group, Amundi, last September, KBI Global Investors has achieved strong growth as its well-established long-term equity strategies increasingly resonate with its clients. The first manager to develop a diversified (all industries and regions) global equity strategy using a dividend based methodology, KBI Global continues to bring new thinking to strategies related to demographics and natural resources and is working to build ESG criteria into its investment processes from an early stage.

KBI Global Investors ('KBI GI') is a specialist institutional asset management boutique, headquartered in Dublin, Ireland, with an additional office in Boston, Massachusetts. Established in 1980, the firm, has for more than 37 years managed long only equity mandates for its clients, which include public and corporate pension schemes, sub-advisory investors, foundations and endowments, wealth managers, private banks and investment intermediaries. KBI GI has an increasingly global client base, managing mandates for clients in the UK, Europe, North America and Asia.

Last September the firm became part of Amundi, Europe's leading asset management group and one of the world's top 10 asset managers. Since that deal was announced KBI GI has seen asset growth of over 11%. Assets under management have risen from €8.6 billion to more than €9.5 billion¹ over the period (to 31st March 2017). With the firm's investment strategies finding favour with a growing band of consultants, and in new markets all around the world, KBI Global Investors is set to power through €10.0 billion and to embrace a new wave of investors.

For many years focused solely on the Irish market, managing predominantly domestic balanced mandates, KBI GI today enjoys significant coverage across the global institutional consultant community, and continues to manage pension fund assets for some of Ireland's largest and best-known corporations.

KBI GI boasts an excellent track record for consistent risk-adjusted investment performance over the longer term, offering a range of Global Equities and Natural Resources strategies to institutional investors on both a segregated and commingled basis. Our overarching goal as an investment firm is to be first to market with value-adding, unique investment offerings. We believe investment strategies should be differentiated and innovative and enable investors to tap consistent alpha whilst taking on less risk.

To this end, we were the first manager to develop a diversified (all industries and regions) global equity strategy using a dividend based methodology. This strategy has outperformed the MSCI World Index since its 2003 launch, with less risk and less volatility². We have taken the same methodology and extended it to other regions, where similar risk and return characteristics have been achieved.

In addition, we have developed a suite of Natural Resource Strategies. Launched



[L-R] Geoff Blake, Head of Business Development; Derval Murray, Head of Compliance & Risk Control; Gerard Solan, Chief Operating Officer; Sean Hawkshaw, Chief Executive Officer; Noel O'Halloran, Chief Investment Officer.

in 2000, these strategies seek to identify those companies which will be the beneficiaries of the significant investment being made in infrastructure and technology to meet the supply, demand and regulatory imbalances which are prevalent for the essential resources of water, food and energy.

Both suites of strategies are designed to capture long-term investment trends which we believe will remain relevant for the foreseeable future. Our Global Equity strategies are designed to capture long-term trends in demographics (a larger population living longer), a lower return environment and the requirement for more income, while our Natural Resource strategies are designed to identify the companies which will be the solutions providers to the problems created by a significant increase in the demand for water, food and energy over the coming decades. These problems are driven by population growth, but are compounded by urbanisation, industrialisation, increased affluence and increased regulation.

We were pioneers in identifying these value-adding multi-decade investment themes and we have invested heavily in developing our specialist asset management capability, enabling our clients to enjoy exposure to many attractive investment opportunities.

KBI GI is a signatory to the United Nations Principles for Responsible

Investment and a member of or signatory to the Institutional Investors Group on Climate Change, the Carbon Disclosure Project, CERES Investor Network, CPD Water Initiative and the UK Stewardship Code (Tier 1 status).

KBI GI support and promote the long-term benefits of sustainable investment within the context of their individual investment processes and fiduciary duties stage. We have a suite of Global ESG Equity Strategies integrating Environmental, Social and Governance factors into its investment process, excluding holdings deemed inconsistent with its ESG guideline, and maintaining a targeted overall ESG score significantly higher than the index.

Our Water, Energy Solutions and Agribusiness strategies have all been declared compliant with the European SRI Transparency Code, KBI GI being the first Irish fund manager to have investment strategies approved by Brussels-based Eurosif, the leading European association for the promotion and advancement of sustainable and responsible investment across Europe.

If our approach resonates, we would be delighted to hear from you.

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Disclaimers ¹This is the combined AUM of KBI Global Investors Ltd and KBI Global Investors (North America) Ltd as at 31st March 2017. KBI GI Global Developed Equity Strategy Performance Disclaimer²: Returns are gross of fees in EUR as at 31/03/2017. Returns from 01/06/03 to 31/07/04 are based on a Belgian Fund which followed the KBI GI Global Equity Strategy and was managed by KBI GI. Returns from 01/08/04 are actual returns from the KBI GI Global Equity Strategy. MSCI benchmark returns assume the reinvestment of dividends after the deduction of withholding taxes. KBI Global Investors Ltd. is regulated by the Central Bank of Ireland and subject to limited regulation by the Financial Conduct Authority in the UK. Details about the extent of our regulation by the Financial Conduct Authority are available from us on request. Past performance may not be a reliable guide to future performance and the value of investments may fall as well as rise. This material is provided for informational purposes only and does not constitute an offer to sell or the solicitation of an offer to purchase any security, product or service including any group trust or fund managed by KBI Global Investors Ltd., or any of its affiliates (collectively, "KBI Global Investors"). The information contained herein does not set forth all of the risks associated with this strategy, and is qualified in its entirety by, and subject to, the information contained in other applicable disclosure documents relating to such a strategy. KBI Global Investors Ltd's investment products, like all investments, involve the risk of loss and may not be suitable for all investors, especially those who are unable to sustain a loss of their investment. The views expressed in this document are expressions of opinion only and should not be construed as investment advice.