

## ARTICO Partners is Different

We differentiate ourselves through our investment approach, in which ESG factors are fully integrated, and our significant co-investment in our own funds.

First, our portfolios have a **unique combination of fundamental characteristics**, which are not found elsewhere. These portfolio characteristics not only delivered a **strong performance since launch** (June 2011), but - more importantly - are the reason for a **higher probability to outperform** in the future.

Second, as a partner-owned, independent asset management boutique our **focus is 100% on delivering performance** to our investors - nothing else. **We have skin in the game:** As substantial co-investors in ARTICO Funds our interests are **fully aligned with our investors** and we always act as true partners.

Our equity funds cover all segments of the global equity universe including Emerging Markets, Global Small Caps and Global Core (Developed Markets).

Our Luxembourg-based UCI Part 2 funds are exclusively marketed to professional and qualified investors. ARTICO Partners AG is regulated by FINMA as asset manager of collective investments.

## Unique Investment Approach

Our investment approach of "investing in good companies" is unique, because our companies always combine very positive attributes of **Faster Growth, Higher Profitability, Healthier Balance Sheet, Lower Valuation** and **Better ESG Scores**.

Our outperformance comes mainly from our fundamental stock selection. To achieve robust outcomes and mitigate randomness of stock-specific risks, our portfolios are very well diversified with a high active share and reasonable tracking error. Also, by substantially expanding the investment universe beyond benchmarks our investment opportunities are much wider than that of traditional benchmark-oriented managers.

## Contact

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## Experienced Team of Partners with Fully Aligned Interests



Dr. Ulrich Niederer  
Chairman and Senior Partner

Dr. Gabriel Herrera  
CEO and Senior Partner

Tero Toivanen  
Chief Investment Officer and Partner

Michael Brenneis  
Head of Portfolio Management and Partner

Andreas Konrad  
Chief Operating Officer and Partner

Stephan Meier  
Head Investor Relations and Partner

## Disciplined Investment Process with Strong Track Record

The starting point for identifying the fundamentally best companies is our database developed over the past 15 years. It holds 25 years of **financial statement information for over 30'000 companies** worldwide. In a first step, we take out firms below a certain minimum market-capitalization or liquidity, those with too low financial reporting frequency and those on the ESG exclusion list of the SVVK. This results in an investment universe of around 15'000 companies, across Emerging Markets, Global Small Caps and Developed Markets. In a second step, we apply our **fundamental methodology to score, rank and select only the best companies**. We characterize good companies by high scores in the following 5 dimensions:

- **Growth** - is the company successfully expanding its business?
- **Profitability** - does the company operate efficiently?
- **Financial Health** - is the company in good financial condition?
- **Valuation** - is the market price of the company attractive?
- **Sustainability** – does the company excel in terms of ESG scores?

Lastly, in constructing and managing our portfolios of selected stocks, we apply **strict risk management principles, a very broad global diversification, a clear buy / sell discipline and low-cost trading** implementation processes.

The below chart demonstrates our ability to outperform over time. It shows the historic simulation for 10 equally weighted stock portfolios. These are created by weekly allocating all universe companies into deciles according to their ranking. These results are a clear evidence that our fundamental selection process is **able to identify excellent companies, which outperform**.

## Performance of companies depending on their ARTICO fundamental ranking

