

# Reasons to invest

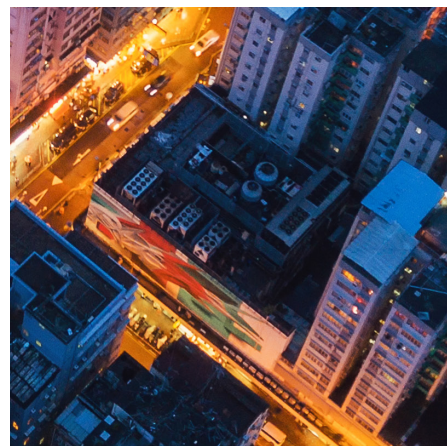
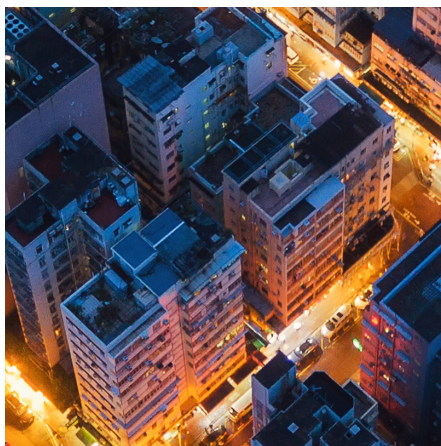
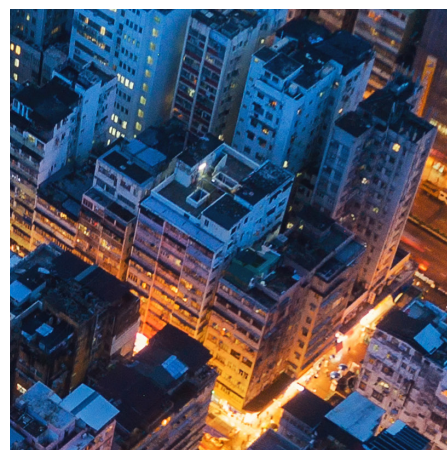
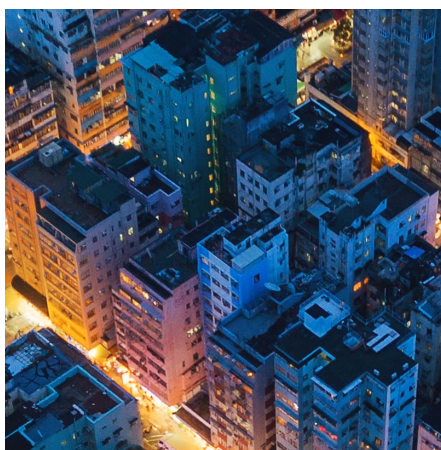
## LO Funds – Global FinTech

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Why invest?

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Global  
Equities



**Publication issued by Lombard Odier Asset Management (Europe) Limited**

Lombard Odier Funds (“LO Funds”) is a variable capital investment company (SICAV) incorporated in Luxembourg as an Undertaking for Collective Investments in Transferable Securities (UCITS) subject to Luxembourg laws. Global FinTech is a Sub-Fund of LO Funds.

This marketing document is for retail investors located in the countries listed in the section Key Facts. It is not appropriate for Belgian retail investors unless the investment subscription is more than EUR 250,000 and not appropriate for retail investors in Singapore or any US Person. Please read the important information at the end of the document.

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Embracing the  
digitalisation of finance.

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## Product overview

### ASSET CLASS

*Global Equities.*

### APPROACH

*High Conviction.*

*Since FinTech first emerged in the aftermath of the 2008 global financial crisis, financial services have been rapidly changing due to digital technologies. Today, FinTech represents a USD 150-plus billion industry that is estimated to grow by 20% over the next five years.<sup>1</sup>*

*As FinTech continues to transform financial services over the next decade and beyond, LO Funds – Global FinTech aims to select stocks that stand to benefit from this sustainable long-term trend.<sup>2</sup>*

<sup>1</sup> Source: LOIM estimate based on average of industry sources. Estimated growth of 20% in compound annual growth rate (CAGR) to 2025.

<sup>2</sup> There can be no assurance that the Sub-Fund's investment objective will be achieved or that there will be a return on capital or that a substantial loss will not be incurred.



## Five FinTech trends to watch for



The world will possibly move towards a fully cashless society.



Digital finance could aid financial inclusion for all.



Digitalisation lowers barriers to entry, improves efficiency and enables new financial services.



The rise of technology ecosystems could offer significant opportunities.



Cybersecurity and insurance are basic necessities for all digital financial services.

There can be no assurance that these results will be achieved or that there will be a return on capital.

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# Why invest?

An active, fundamental approach to investing in companies that stand to benefit from the digitalisation of financial services

“*FinTech is the broad term applied to technologies that either enhance existing financial services, or enable the creation of new financial products and services. It serves to both disrupt and sustain innovation.*”

**The best of financials and technology**

**Secular forces:** Tech-savvy demographics, digitalization and a growing need for financial inclusion are driving forces behind FinTech’s longevity and potential monetisation.




**Longstanding trends experience:** Managed by a team that combines expertise in both financials and technology with global trends experience.

**From trends to strategy:** The team translates thoroughly researched trends into a large, liquid and broad investable universe of high quality listed FinTech companies.

**Disciplined analysis:** The team’s bottom-up selection is based on in-depth financial track record analysis, with a preference for internally-financed businesses with a solid environmental, social and corporate governance (ESG) profile.

**High conviction:** A global portfolio of 40-60 companies, well-diversified across Established FinTech, Enabling Technology and Upcoming FinTech.

A well-diversified portfolio across three key categories

Established FinTech	Enabling Technology	Upcoming FinTech
 <p>Established digital finance companies that stand out from their peers. These display mid-teens growth, stable performers, market cap USD 20 billion+.</p>	 <p>Companies that help the financial industry to develop and implement technology. These companies have steady earnings growth, high quality and can be both large as well mid size companies.</p>	 <p>Younger, less-established companies that have potential to become tomorrow’s establishment. Typically show high growth with market cap typically USD &lt;10 billion.</p>
Stability	Predictability	Growth

For more information on the LOIM ESG process please refer to the following link: <https://am.lombardodier.com/home/the-sustainability-revolution-wi.html> / Source: LOIM. Allocations are subject to change. It illustrates the investment process undertaken by the manager in respect of a certain type of investment, but may not be representative of the Fund’s past or future portfolio of investments. For illustrative purposes only. There can be no assurance that the investment objective will be achieved or that there will be a return on capital or that a substantial loss will not be incurred.

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# Investment philosophy and process

At Lombard Odier Investment Managers, we believe sustainability will drive future return potential

## A strong and clear philosophy

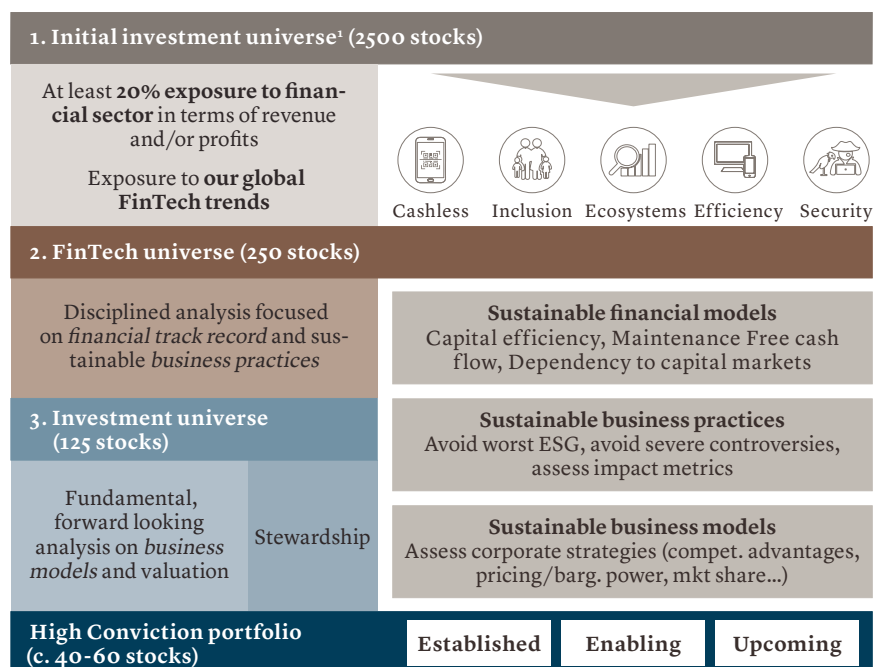
At Lombard Odier Investment Managers, our **conviction in Sustainability** is integrated into our processes, driving everything we do.

Our approach to implementation is **rigorous and disciplined** thanks to a transversal platform across strategies. This ensures maximum efficiency.

Our **fundamental research** is highly-focused and benefits from sharing of best-practices and ideas.

Our disciplined approach facilitates **strict risk management** by ensuring transparency and accountability at every step of the process.

## A well-defined investment process



Firstly, we create an initial universe of companies which has activities linked to the trends.

Secondly, we reduce this universe into those with an appropriate financial track record with a strong preference for best in class sustainable business practices.

Next we perform in-depth fundamental and forward-looking analysis, applying our strict investment rules.

Finally the portfolio managers build the final portfolio with c.40-60 names that are diversified across: Established FinTech, Enabling Technology and Upcoming companies.

<sup>1</sup> Minimum USD 1 billion market cap, minimum USD 5 million average daily liquidity, listed in developed markets. Allocations are subject to change. It illustrates the investment process undertaken by the manager in respect of a certain type of investment, but may not be representative of the Fund's past or future portfolio of investments./ There can be no assurance that the Sub-Fund's investment objective will be achieved or that there will be a return on capital or that a substantial loss will not be incurred. For more information on the LOIM ESG process please refer to the following link: <https://am.lombardodier.com/home/the-sustainability-revolution-wi.html>

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## The investment team



Jeroen van Oerle  
Co-Portfolio Manager  
7 years' experience  
Covering technology



Christian Vondenbusch  
Co-Portfolio Manager  
20 years' experience  
Covering financials



Henk Grootveld  
Global Trends  
25 years' experience

Source: LOIM. The investment management team is subject to change without notice.



# Key facts about LO Funds – Global FinTech

Legal structure	SICAV-UCITS (Luxembourg) <sup>1</sup>
Investment objective and policy	<p>The Sub-Fund is actively managed. The MSCI World TR ND is used for performance and internal risk indicators comparison, without implying any particular constraints to the sub-fund investments.</p> <p>The Sub-Fund invests primarily in equity and equity related securities of companies worldwide (including Emerging Markets) that are active in the research, development, production, promotion and/or distribution of digital financial services and/or technologies. The Sub-Fund may invest across all economic sectors (including, but not limited to, companies that support the supply chain of, and provide services for, these companies).</p> <p>The Sub-Fund seeks to invest in high quality companies with sustainable financial models, business practices and business models showing resilience and the ability to evolve and benefit from long term structural trends using LOIM proprietary ESG and Sustainability Profiling tools and methodologies. As part of its Emerging Market exposure, the Sub-Fund may invest up to 20% of its net assets in shares issued by mainland China-incorporated companies (including China A-Shares). The Investment Manager is authorized to use financial derivative instruments for hedging purposes or for EPM but not as part of the investment strategy.</p>
Investor Profile	The Sub-Fund may be appropriate for investors, who seek capital appreciation over the long-term; and are willing to take on the increased risks associated with the categories of assets described in the investment objective and policy; and can withstand volatility in the value of their Shares. This Sub-Fund may not be appropriate for investors who plan to withdraw their money within 5 years.
Sub-Fund launch	06 April 2020
Custodian bank/administration	CACEIS Bank, Luxembourg Branch
Liquidity	Daily
Subscription/redemption details	Subscription deadline: T-1, 15:00 Luxembourg time Payment date: Up to T+3
Registered countries <sup>2</sup>	Registered for distribution to retail investors in: Austria (AT), Finland (FI), France (FR), Germany (DE), Italy (IT), Liechtenstein (LI), Luxembourg (LU), Netherlands (NL), Norway (NO), Spain (ES), Sweden (SE), United Kingdom (GB). <b>Switzerland (CH)</b> : Registered for distribution to Swiss non-qualified investors with the FINMA. <b>Belgium (BE)</b> : Not appropriate for Belgian retail investors unless the investment subscription is more than EUR 250,000. <b>Singapore</b> : Not appropriate for retail investors (restricted schemes). <b>US</b> : Not appropriate for any US person.
Reference currency	USD
Minimum investment	EUR 3,000 (Class P), EUR 1,000 (Class R)
Management fee	0.75% (Class P and Class R) <sup>3</sup>
Distribution fee	0.75% (Class P), 1.55% (Class R)
Conversion fee	Up to 0.50% (of the total amount switched)
Taxation in the EU	Tax treatments depends on the individual circumstances of each client and may be subject to change in the future. Please consult your tax advisor for more details.

The prospectus, the Key Investor Information Documents (KIIDs), the articles of incorporation as well as the semi-annual and annual reports are available on [www.loim.com](http://www.loim.com) and can be requested free of charge at the registered office of the Sub-Fund. / <sup>1</sup> Undertaking for the Collective Investment in Transferable Securities (UCITS) subject to Luxembourg laws. Climate Transition is a Sub-Fund of LO Funds. <sup>2</sup> Not all share classes or currency units are available in every country where the Sub-Fund is registered. For further information on the availability of these share classes or currency units, please refer to the fund documentation and/or your relationship manager. Please refer to important information at the end of this marketing communication. <sup>3</sup> Or equivalent amount in another currency.

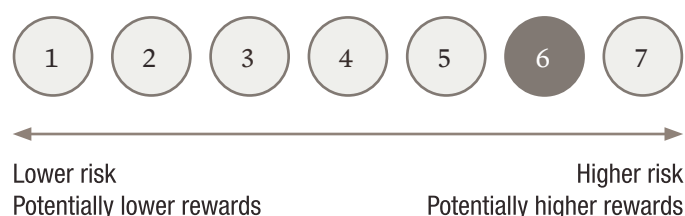
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## Key facts about LO Funds – Global FinTech (Contd.)

Class	ISIN	SRRI	Entry Charge	Exit Charge	Ongoing Charge	Performance Fee	Countries of registration
LO Funds – Global FinTech, (USD) P A	LU2107599644	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, ES, FI, FR, GB, IT, LI, LU, NL, NO, SE
LO Funds – Global FinTech, (USD) P D	LU2107599727	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, FI, FR, GB, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Seed, (USD) P A	LU2107600756	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, ES, FI, FR, GB, IT, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Seed, (USD) P D	LU2107600830	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, FI, FR, GB, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Syst. NAV Hdg, (CHF) P A	LU2107602026	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, ES, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, (CHF) P D	LU2107602299	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, (EUR) P A	LU2107604402	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, ES, FI, FR, GB, IT, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Syst. NAV Hdg, (EUR) P D	LU2107604584	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, FI, FR, GB, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Syst. NAV Hdg, (GBP) P A	LU2107607330	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, ES, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, (GBP) P D	LU2107607413	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, (JPY) P A	LU2107609203	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, ES, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, (JPY) P D	LU2107609385	6	Up to 5.00%	0.00%	2.00%	None	AT, BE, CH, DE, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (CHF) P A	LU2107603180	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, ES, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (CHF) P D	LU2107603263	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (EUR) P A	LU2107605714	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, ES, FI, FR, GB, IT, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (EUR) P D	LU2107605805	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, FI, FR, GB, LI, LU, NL, NO, SE
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (GBP) P A	LU2107608494	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, ES, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (GBP) P D	LU2107608577	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (JPY) P A	LU2107610391	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, ES, FR, GB, LI, LU, NL
LO Funds – Global FinTech, Syst. NAV Hdg, Seed, (JPY) P D	LU2107610474	6	Up to 5.00%	0.00%	1.62%	None	AT, BE, CH, DE, FR, GB, LI, LU, NL

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# Risks and reward profile and inherent risks



This indicator (SRRI) represents the annualised historical volatility of the Sub-Fund over a 5-year period. Where there are less than 5 years' worth of data, missing returns are simulated using an appropriate benchmark. The SRRI may change over time and should not be used as an indicator of future risk or returns. Even the lowest risk classification does not imply that the Sub-Fund is risk-free or that capital is necessarily guaranteed or protected.<sup>1</sup>

The SRRI related to the share classes under marketing may vary from 5 to 7. The value of the share classes exposed to high volatility may be subject to high variations both upward and downward that may create important short-term latent losses.

The Sub-Fund invests mainly in equity and equity-related securities issued by companies worldwide (including Emerging Markets).

The following risks may be materially relevant but may not always be adequately captured by the synthetic risk indicator and may cause additional loss:

**Concentration risk:** To the extent that the fund's investments are concentrated in a particular country, market, industry, sector or asset class, the fund may be susceptible to loss due to adverse occurrences affecting that country, market, industry, sector or asset class.

**Emerging market risk:** Significant investment in emerging markets may expose to difficulties when buying and selling investments. Emerging markets are also more likely to experience political uncertainty and investments held in these countries may not have the same protection as those held in more developed countries.

**Active management risk:** Active management relies on anticipating various market developments and/or security selection. There is a risk at any given time that the fund may not be invested in the highestperforming markets or securities. The fund's net asset value may also decline.

Please also pay particular attention to the inherent risks of the Sub-Fund such as:

- Risks related to Small and Medium Sized Capitalisations;
- Risks related to Currencies;
- Risks related to Emerging markets.

Before taking any investment decision, please read the latest version of the Prospectus, the articles of incorporation, the Key Investor Information Documents (KIIDs) and the latest annual report and semi-annual report. Please pay particular attention to Appendix B "Risk Factors Annex" of the Prospectus.

## Glossary

For more definitions please refer to <https://am.lombardodier.com/home/glossary.html>



## Contact

To find out more about Class – Global FinTech, email [loim-funds@lombardodier.com](mailto:loim-funds@lombardodier.com)

or visit [www.loim.com](http://www.loim.com)  [@loimnews](https://twitter.com/loimnews) 

## IMPORTANT INFORMATION

Lombard Odier Funds (hereinafter the “Fund”) is a Luxembourg investment company with variable capital (SICAV). The Fund is authorised and regulated by the Luxembourg Supervisory Authority of the Financial Sector (CSSF) as an Undertaking for Collective Investments in Transferable Securities UCITS under Part I of the Luxembourg law of the 17 December 2010 implementing the European directive 2009/65/EC, as amended (“UCITS Directive”). This marketing document particularly relates to Global FinTech, a Sub-Fund of LO-Funds (hereinafter the “Sub-Fund”).

The Management Company of the Fund is Lombard Odier Funds (Europe) S.A. (hereinafter the “Management Company”), a Luxembourg based public limited company (SA), having its registered office at 291, route d’Arlon, 1150 Luxembourg, authorised and regulated by the CSSF as a Management Company within the meaning of EU Directive 2009/65/EC, as amended; and within the meaning of the EU Directive 2011/61/EU on Alternative Investment Fund Managers (AIFMD). The purpose of the Management Company is the creation, promotion, administration, management and the marketing of Luxembourg and foreign UCITS, alternative investment funds (“AIFs”) and other regulated funds, collective investment vehicles or other investment vehicles, as well as the offering of portfolio management and investment advisory services.

Lombard Odier Investment Managers (“LOIM”) is a trade name.

The prospectus, the articles of incorporation, the Key Investor Information Documents, the subscription form and the most recent annual and semi-annual reports are the only official offering documents of the Sub-Fund’s shares (the “Offering Documents”). The Offering Documents are/will become available in English, French, German and Italian at [www.loim.com](http://www.loim.com) and can be requested free of charge at the registered office of the Sub-Fund in Luxembourg: 291 route d’Arlon, 1150 Luxembourg, Grand Duchy of Luxembourg. The information contained in this marketing communication does not take into account any individual’s specific circumstances, objectives or needs and does not constitute research or that any investment strategy is suitable or appropriate to individual circumstances or that any investment or strategy constitutes a personal investment advice to any investor. This marketing communication is not intended to substitute any professional advice on investment in financial products. Before making an investment in the Sub-Fund, an investor should read the entire Offering Documents, and in particular the risk factors pertaining to an investment in the Sub-Fund. We would like to draw the investor’s attention toward the long-term nature of delivering returns across the economic cycle and the use of financial derivative instruments as part of the investment strategy may result in a higher level of leverage and increase the overall risk exposure of the Sub-Fund and the volatility of its Net Asset Value. Investors should take care to assess the suitability of such investment to his/her particular risk profile and circumstances and, where necessary, obtain independent professional advice in respect of risks, as well as any legal, regulatory, credit, tax, and accounting consequences. There can be no assurance that the Sub-Fund’s investment objective will be achieved or that there will be a return on capital. Past performance is not a reliable indicator of future results. Where the Sub-Fund is denominated in a currency other than an investor’s base currency, changes in the rate of exchange may have an adverse effect on price and income. Please take note of the risk factors.

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Any benchmarks/indices cited herein are provided for information purposes only. No benchmark/index is directly comparable to the investment objectives, strategy or universe of a Sub-Fund. The performance of a benchmark shall not be indicative of past or future performance of any Sub-Fund. It should not be assumed that the relevant Sub-Fund will invest in any specific securities that comprise any index, nor should it be understood to mean that there is a correlation between such Sub-Fund’s returns and any index returns. Target performance/risk represents a portfolio construction goal. It does not represent past performance/risk and may not be representative of actual future performance/risk. The information and analysis contained herein are based on sources considered to be reliable. Lombard Odier makes its best efforts to ensure the timeliness, accuracy, and completeness of the information contained in this marketing communication. Nevertheless, all information and opinions as well as the prices, market valuations and calculations indicated herein may change without notice. Source of the figures: Unless otherwise stated, figures are prepared by Lombard Odier Asset Management (Europe) Limited. The tax treatment depends on the individual circumstances of each client and may be subject to change in the future. Lombard Odier does not provide tax advice and it is up to each investor to consult with its own tax advisors.

Austria: Paying agent: Erste Bank der österreichischen Sparkassen AG.

Belgium: Financial services provider: CACEIS Belgium S.A. The Sub-Fund is not appropriate for Belgian retail investors unless the investment subscription is more than

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France: Supervisory Authority: Autorités des marchés financiers (AMF), Representative: CACEIS Bank, place Valhubert 1-3, F-75013 Paris.

Germany: German Information and Paying agent: DekaBank Deutsche Girozentrale.

Italy: Paying agents: Società Generale Securities Services S.p.A., State Street Bank International GmbH - Succursale Italia, Banca Sella Holding S.p.A., Allfunds Bank S.A., Italian Branch, BNP Paribas Securities Services, CACEIS Bank Italy Branch.

Liechtenstein: Paying agent - LGT Bank AG.

Luxembourg: Custodian, central administration agent, registrar, transfer Agent, paying agent and listing agent: CACEIS Bank, Luxembourg Branch.

Netherlands: Supervisory Authority: Autoriteit Financiële Markten (AFM). Representative: Lombard Odier Funds (Europe) S.A. - Dutch Branch, Gustav Mahlerlaan, 1081 LA Amsterdam.

Spain: Paying agent: Allfunds Bank, S.A. - CNMV number: 498.

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Sweden: Paying agent: Skandinaviska Enskilda Banken AB (publ).

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