



Z E S T



ZEST MEDITERRANEUS

**ZEST SA**

ZEST SA is an investment management company based in Lugano and regulated by the Swiss Financial Market Supervisory Authority, FINMA. ZEST SA performs its financial activities solely in Switzerland, where it holds all the requested authorizations.

**ZEST Asset Management SICAV**

The document contains information on ZEST Asset Management SICAV, an umbrella fund, created under Luxembourg law, organised as a “société d’investissement à capital variable” under Part I of the Luxembourg 17 December 2010 on undertakings for collective investment, authorised and regulated by the Luxembourg supervisory authority (*Commission de Surveillance du Secteur Financier – “CSSF”*). Luxembourg Registered number RCS B 130156.

**ZEST Asset Management SICAV - Limited access to investors in / from Luxembourg / Italy / Spain / Austria / Switzerland**

ZEST Asset Management SICAV is registered for public sale in Luxembourg / Italy / Spain / Austria and Switzerland. Therefore, the information on the present document is reserved for investors in / from Luxembourg / Italy / Spain / Austria and Switzerland and refers to both qualified and non-qualified investors. The Fund’s prospectus, the KIIDs, its articles of incorporation as well as the most recent financial reports can be downloaded free of charge on [www.zest-management.com](http://www.zest-management.com). Investors have to consider only the information / documents which refer to the country of their domicile.

The Fund has been registered with Swiss Financial Market Supervisory Authority (FINMA) for distribution in and from Switzerland. FundPartner Solutions (Suisse) SA, Route des Acacias 60, CH-1211 Geneva 73 has been appointed as Representative and Banque Pictet & Cie SA, Route des Acacias 60, CH-1211 Geneva 73. The Fund is distributed in Switzerland by ZEST SA and in the other countries only by the licensed distributors indicated in this document, on [www.zest-management.com](http://www.zest-management.com) and on [www.zest-funds.com](http://www.zest-funds.com).

**No distribution, no offer, no solicitation, no advice**

The information and opinions contained in this document are of purely informative nature and shall in no way constitute an invitation, offer, recommendation, advice or inducement to buy or to sell, to apply for or to subscribe to securities, financial instruments, financial or investment products or services, nor persuasion to effect transactions. Furthermore, they do not constitute advice on legal, fiscal, business or other matters in any way and are unsuitable as basis for decision-making.

**No guarantee**

Every care has been taken in preparing the content of this document; however, ZEST SA cannot guarantee that the content is always correct, accurate, complete, reliable or up to date. ZEST SA is not obliged to correct information that is no longer up to date from this document or to explicitly identify it as such.

**No liability**

In no circumstance whatsoever - including negligence - may ZEST SA, its directors or any employee be held liable for loss or damage of whatsoever type, whether direct or consequential, deriving from the use of this document.

**Information regarding investment risks**

Investing in financial products involves risks, including in particular those associated to market fluctuations as well as the inherent risk of every product type. Investments may also be affected by changes to the rules and regulations governing exchange controls or taxation, including withholding tax, or by changes to economic and monetary policies. No guarantee can be given that the indicated objectives will be achieved and that investors will recover the amount of their initial investment. Past performance is not an indicator for future results or performance. Financial products are exposed to various risks, depending on its complexity, structure and investment policies. The possible investment in securities must be independently assessed on the basis of the Prospectus of the financial instrument and the suitability of the financial instrument with the specific characteristics of each investor.

**Sustainability Factors – Information and Disclosure**

For the purposes of Article 7(2) of SFDR, the Management Company confirms in relation to the Company and each Compartment that it does not consider the adverse impacts of investment decisions on sustainability factors at the present time. Sustainability factors are defined by SFDR as environmental, social and employee matters, respect for human rights, anti-corruption and anti-bribery matters. The main reasons for which the Management Company is currently not considering adverse impacts is the absence of clear regulatory guidance, sufficient data and data of a sufficient quality to allow the Management Company to define material metrics for disclosure.

**Copyright**

Unless otherwise provided, all the content of this document is covered by Copyright. All the rights pertain to ZEST SA. The material set forth herein is freely accessible for the sole purpose of consultation. Every reproduction of the material, even if only partially, in any form, written and/or electronic, is solely allowed upon prior explicit consent granted by ZEST SA

**More Information**

More information can be found on [www.zest-management.com](http://www.zest-management.com) and on [www.zest-funds.com](http://www.zest-funds.com); or contacting us at [info@zest-management.com](mailto:info@zest-management.com).

ZEST  
MEDITERRANEUS  
ABSOLUTE  
VALUE

THE FUND

TRACK RECORD AND STATS

INVESTMENT METHODOLOGY

KEY TERMS SHEET



**Gianrito  
Nicodemo**

Fund Manager

TRANSFORMING SOUTHERN EUROPE IN AN AMAZING INVESTMENT OPPORTUNITY

- ❖ Strong edge on **Italy, Spain, France and Portugal**
- ❖ Managers professional background offers an important **competitive advantage**, thanks to a consolidated network of contacts
- ❖ **Value contrarian approach**; we aim to discover hidden value in stocks forgotten and overlooked by market participants **considering actual and future market trends**
- ❖ Over the years we built **strong and quality relationships** with companies frequently meeting management teams
- ❖ We love to create **unique investment cases** to share with our industry contacts
- ❖ **Proprietary database** of fundamental figures and information network grants the possibility to create independent valuation models with low margin of error and to assign a risk/reward ratio to each company
- ❖ **ESG factors analysis** is integrated in the investment process
- ❖ We prefer to be among the **first to invest** instead of joining an overcrowded equity story
- ❖ **Mid Cap universe is our hunting territory** and our portfolio is fairly concentrated

## Gianrito Nicodemo



Gianrito joined Zest in 2015, as Fund Manager of the [Zest Mediterranean Absolute Value Fund](#).

He moved to Lugano in 2009. Prior to Zest, he was fund manager and Board member at [Unifortune SGR](#), CIO for [DFL SA](#) and Portfolio Advisor for [Moneyrex SA](#) dedicated to Top Crystal Master Fund. Since 2006 Gianrito has been working as Portfolio Manager of the Absolute Large Cap Fund, at [Absolute Capital Management](#), hedge fund with offices in Mallorca, London and Cayman Islands: the company was awarded as Best Hedge Fund Group of the year 2007 at the European Awards of the specialized magazine Hedge Fund Review.

In 2003 he launched the brokerage desk dedicated to institutional investors for [Banca Intermobiliare Investimenti e Gestioni](#), where he worked until March 2006, bringing it to the third position in the ranking related to third-parties brokerage in Italy. Previously, in 2002 he was head of wealth management at [Diners Club SIM](#) where he founded one of the first Ethic Investment Strategy in Italy, Dimensione Uomo. His financial career began in 1999, at [Previtali Exchange Agent](#) as a trader on the Italian market, following his studies in Law at the Università Cattolica del Sacro Cuore, in Milan. Gianrito holds a CFA ESG Investing certificate, and Harvard Business School Alternative Investments certificate .

THE FUND

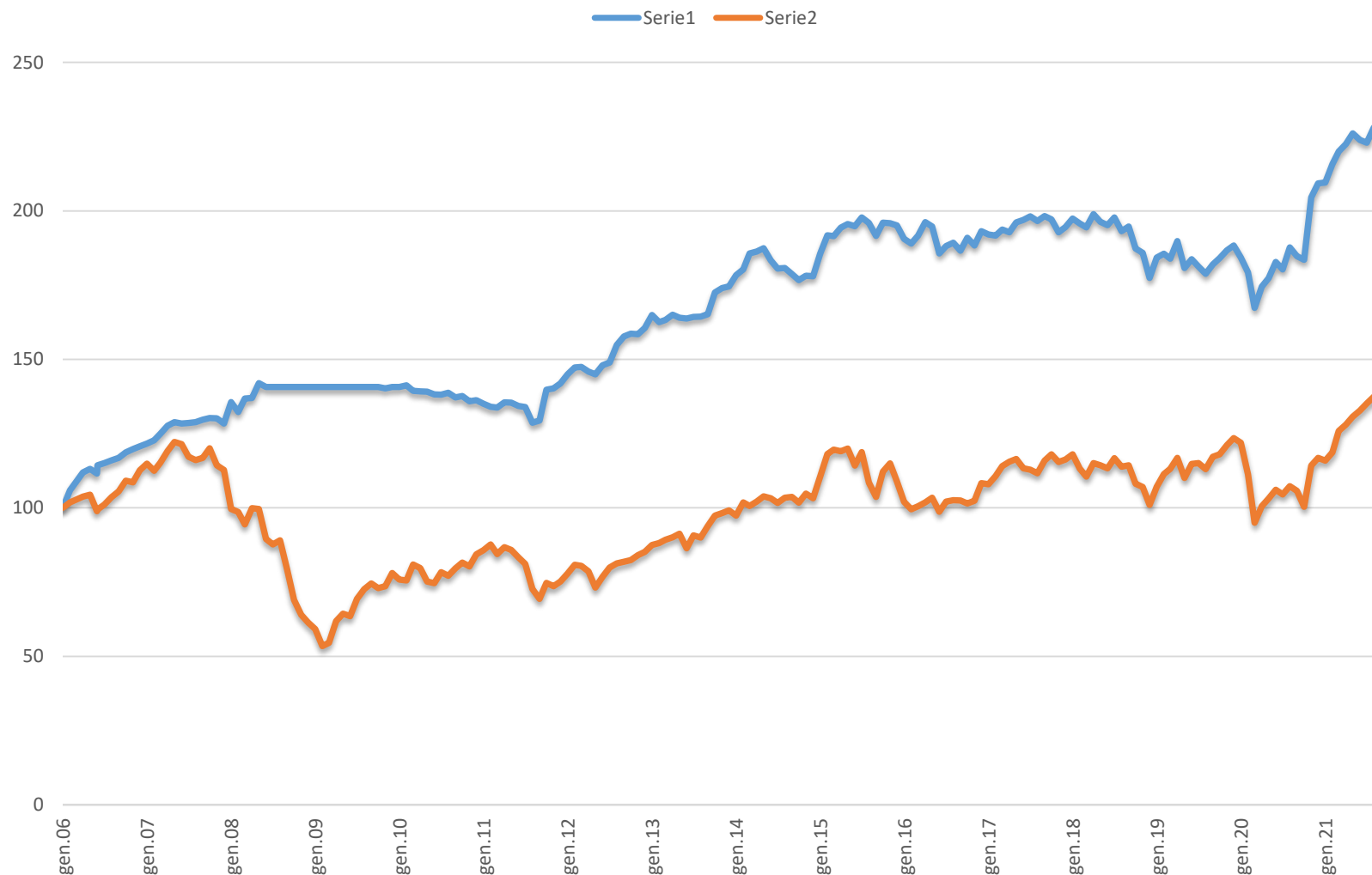
TRACK RECORD AND STATS

INVESTMENT METHODOLOGY

KEY TERMS SHEET



### Manager Track Record vs MSCI Europe



**Absolute Large Cap Fund (Deloitte):**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
<b>2006</b>		5,90	5,69	1,10	-1,45	2,51	0,69	0,78	0,73	1,56	0,92	0,79	<b>20,71 %</b>
<b>2007</b>	0,79	0,90	1,81	2,14	0,94	-0,37	0,12	0,28	0,63	0,38	-0,01	-1,37	<b>6,37 %</b>
<b>2008</b>	5,58	-2,43	3,45	0,10	3,69	-0,95							<b>9,56 %</b>

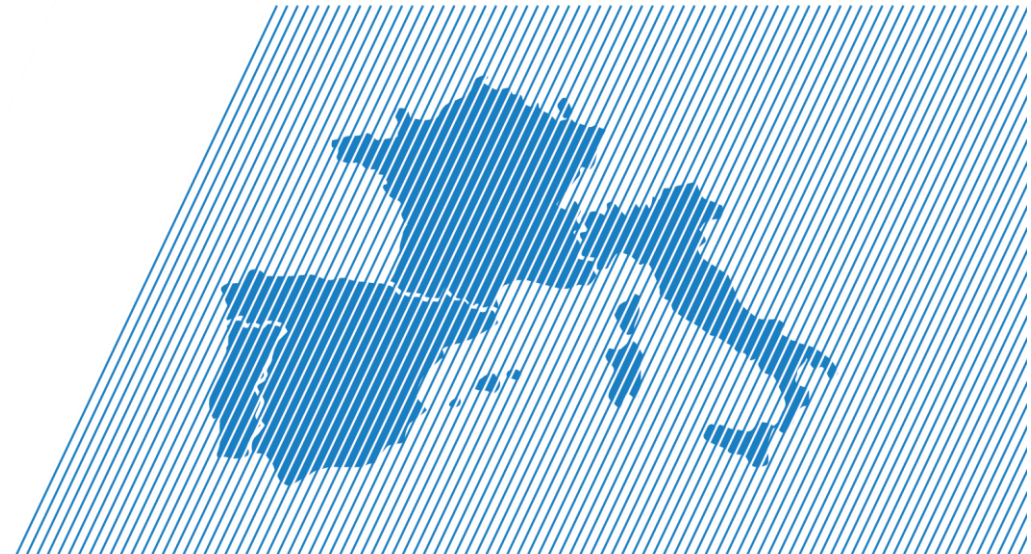
**Top Crystal Master Fund (PWC):**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
<b>2009</b>										-0,01	-0,28	0,30	<b>0,01 %</b>
<b>2010</b>	0,01	0,37	-1,30	-0,12	-0,08	-0,69	-0,02	0,47	-1,16	0,36	-1,31	0,30	<b>-3,12 %</b>
<b>2011</b>	-0,92	-0,76	-0,18	1,28	-0,06	-0,80	-0,30	-3,91	0,53	8,06	0,32	1,19	<b>4,13 %</b>
<b>2012</b>	2,11	1,61	0,12	-1,03	-0,64	2,12	0,60	4,00	1,82	0,58	-0,07	1,31	<b>13,15 %</b>
<b>2013</b>	2,72	-1,48	0,45	1,08	-0,60	-0,20	0,35	0,07	0,50	4,43	0,87	0,31	<b>8,71 %</b>
<b>2014</b>	2,15	1,12	2,97	0,34	0,59	-2,19	-1,47	0,09	-1,14	-1,15	0,86	-0,11	<b>1,96 %</b>
<b>2015</b>	4,31	3,28	-0,13	1,49	0,60								<b>9,86 %</b>

**Zest Mediterranean Absolute Value Fund – class I (KPMG):**

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
<b>2015</b>					0.00	-0.38	1.53	-0.95	-2.22	2.33	-0.08	-0.39	<b>-0.22 %</b>
<b>2016</b>	-2.35	-0.82	1.45	2.36	-0.79	-4.62	1.32	0.58	-1.42	2.35	-1.36	2.54	<b>-1.02 %</b>
<b>2017</b>	-0.56	-0.21	1.06	-0.48	1.76	0.39	0.62	-0.80	0.86	-0.55	-2,20	0,89	<b>0,73 %</b>
<b>2018</b>	1,49	-0,86	-0,66	2,30	-1,28	-0,59	1,33	-2,33	0,82	-3,79	-0,81	-4,53	<b>-8,79 %</b>
<b>2019</b>	3,88	0,69	-0,89	3,22	-4,78	1,66	-1,36	-1,34	1,79	1,18	1,38	0,19	<b>6,16 %</b>
<b>2020</b>	-2,19	-2,67	-6,67	4,24	1,63	3,08	-1,35	4,13	-1,61	-0,66	11,47	2,3	<b>11,08 %</b>
<b>2021</b>	0,15	2,93	1,91	1,16	1,63	-1,02	-0,41	2,33	0,74				<b>9,75%</b>

- ◇ Track record length : **15 years**
- ◇ Average monthly return : **0,46%**
- ◇ Average Compound Annualized return : **7,2%**
- ◇ Annualized Volatility : **7,05 %**
- ◇ Annualized Sharpe Ratio : **1,02**
- ◇ Average winning month : **1,51% (101 months)**
- ◇ Average losing month : **-1,25% (71 months)**



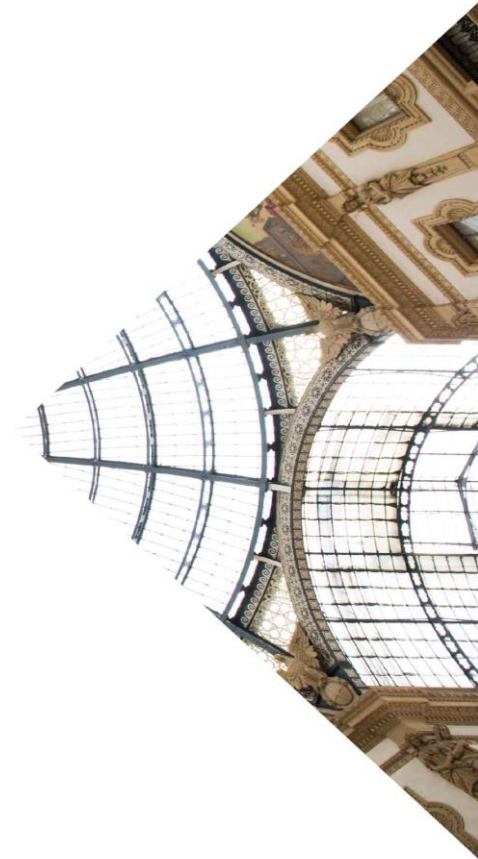
THE FUND

TRACK RECORD AND STATS

INVESTMENT METHODOLOGY

KEY TERMS SHEET

- ❖ Achieve consistent **positive returns** with moderate downside risk and **low volatility** in any kind of market
- ❖ Active portfolio management
- ❖ **Low average net exposure**
- ❖ Invest in liquid **European** companies with focus on **Italy, Spain, France and Portugal**
- ❖ Control risk and volatility
  - Moderate use of leverage
  - Focus on capital preservation
  - Risk/reward ratio to select portfolio investments
  - Disciplined stop loss policy



## Sector Analysis

- ❖ Macro analysis to identify and anticipate most interesting trends in sectors and geographic areas
- ❖ Best long/short picks selection per sector based on minimum risk reward ratio 1:2

## Company fundamentals

- ❖ Bottom-up approach
- ❖ ESG factors analysis - quantitative and qualitative
- ❖ Competitive advantage analysis - products evaluation
- ❖ Management capabilities analysis - company meetings
- ❖ Multiple valuation - analysis of company's market multiples
- ❖ Identification of possible catalysts
- ❖ Analysis of: company financial position
  - historical valuation range
  - balance sheet transparency and solidity of accounting principles

## Technical Analysis

- ❖ Technical analysis to time trading activity
- ❖ Stop loss policy

## Fundamental research driven

### Liquid investments

- ❖ Focus on companies with market capitalization larger than 500 mln Euro
- ❖ 40 – 60 holdings on long plus short side

### Position sizing criteria

- ❖ Risk/Reward ratio
- ❖ Liquidity
- ❖ Volatility

### Alpha positions

- ❖ Directional alpha longs
- ❖ Directional alpha shorts
- ❖ Intra and inter-sectors pair trades
- ❖ Relative value

### Low average net exposure

- ❖ Use of Futures and Options to hedge positions or rapidly adapt the fund to changing market conditions







## Objectives

- ❖ Risk assessment integrated in investment process
- ❖ Reduce risk and volatility
- ❖ Intelligent management of risk tools to not lose market opportunities

## Portfolio Level Risk Management

- ❖ Leverage Cap: maximum 200% of NAV
- ❖ Portfolio insurance (market fund hedges) based on evolving market assessment
- ❖ Diversification
- ❖ Attribution analysis: Sector Exposure/ Country Exposure / Market Cap
- ❖ Continuous real time monitoring of market prices and volatility

## Position Level Risk Management

- ❖ Highly liquid investments
- ❖ Risk/reward ratio (1:2 risk reward philosophy)
- ❖ Stop-loss discipline
- ❖ Review positions over 10% of loss
- ❖ Scale in scale out system to set up positions or take profits



**Gianrito Nicodemo**



Lipper Leader Scorecard

	Total return	Consistent return	Preservation	Expense
Overall rating	4	4	5	2
3 year rating	5	5	5	2
5 year rating	4	4	5	2

As of Dec 31 2020.

**LIPPER** Highest **5** **4** **3** **2** **1** Lowest

THE FUND

TRACK RECORD AND STATS

INVESTMENT METHODOLOGY

KEY TERMS SHEET

Name of the Scheme	Zest Asset Management UCITS SICAV (Luxembourg)
Name of the sub-fund	Zest Mediterranean Absolute Value
Class R – RETAIL EUR	ISIN CODE: LU1216091931 ; BBG TICKER: ZMEDAVR LX
Class R – RETAIL EUR	Management Fee: 2.00% p.a. (min.subscription EUR 2'500)
Class I – INSTITUTIONAL EUR	ISIN CODE: LU1216091261 ; BBG TICKER: ZMEDAVI LX
Class I – INSTITUTIONAL EUR	Management Fee: 1.00% p.a. (min.subscription EUR 200'000)
Performance Fees	20% (HWM)
Redemption/Switch Fee	0%
Inception Date	29.05.2015
NAV Calculation, Subscriptions and Redemptions	DAILY
Fund Currency	EUR
AUM	30 Mln EUR
Investment Universe	Eurozone Large Mid and Small caps
Fund Mission	Capital Preservation
Morningstar Category	Long/Short Equity Europe



BPER BANCA SPA  
[www.bper.it](http://www.bper.it)

BANCO DI SARDEGNA SPA  
[www.bancosardegna.it](http://www.bancosardegna.it)

CASSA DI RISPARMIO DI SALUZZO  
[www.crsaluzzo.it/banca-on-line.aspx](http://www.crsaluzzo.it/banca-on-line.aspx)

CASSA DI RISPARMIO DI BRA S.P.A.  
[www.cbra.it](http://www.cbra.it)

LA CASSA DI RAVENNA S.P.A.  
[www.lacassa.com](http://www.lacassa.com)

BANCA DI IMOLA  
[www.bancadiimola.it](http://www.bancadiimola.it)

BANCA CESARE PONTI S.P.A  
[www.gruppocarige.it/bponti/html/ita/index.htm](http://www.gruppocarige.it/bponti/html/ita/index.htm)

NEXTAM PARTNERS SIM S.P.A.  
[www.nextampartners.com](http://www.nextampartners.com)

INVEST BANCA SPA  
[www.investbanca.it](http://www.investbanca.it)

KAIROS PARTNERS SGR S.P.A.  
[www.kairospartners.com](http://www.kairospartners.com)

Banca Leonardo S.p.A.  
[www.bancaleonardo.com](http://www.bancaleonardo.com)

INNOVAZIONE FINANZIARIA SIM S.P.A.

CONSULTINVEST INVESTIMENTI SIM  
 S.P.A.  
[www.consultinvest.it](http://www.consultinvest.it)

UNICA SIM  
[www.unicasim.it](http://www.unicasim.it)

BANCA FINNAT EURAMERICA S.P.A.  
<https://www.bancafinnat.it/it>

BANCO DI LUCCA E DEL TIRRENO  
[www.bancodilucca.it](http://www.bancodilucca.it)

**Luxembourg UCITS V SICAV**

- ZEST Asset Management SICAV

**Custodian Bank**

- Banque Pictet

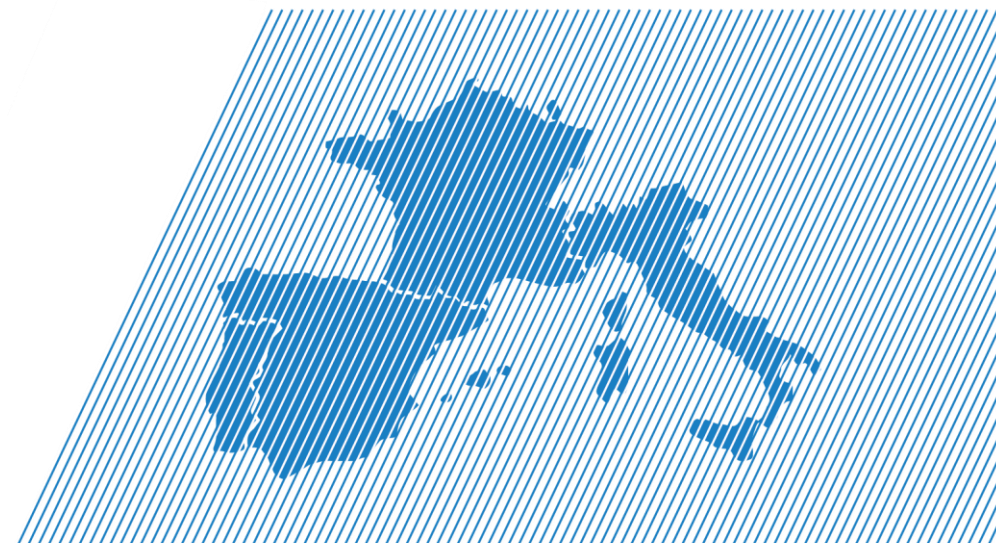
**Management Company and Fund Admin**

- Fund Partner Solutions (Pictet Group)  FundPartner Solutions

**Prime Broker**

- Morgan Stanley
- Societe Generale

Morgan Stanley

**Investment Manager**

- Zest SA, Lugano

**Countries of registration**

- Italy, Austria, Luxembourg, Switzerland, Spain



ZEST

MEDITERRANEUS ABSOLUTE VALUE

# ZEST

Experience and corporate culture



## INVESTMENT MANAGER

Zest SA  
Via Greina 3  
6900 Lugano, Svizzera  
T. +41 91 910 30 10

[Info@zest-management.com](mailto:Info@zest-management.com)  
[www.zest-management.com](http://www.zest-management.com)