



Z E S T

ASSET MANAGEMENT SICAV

ZEST QUANTAMENTAL EQUITY



# Disclaimer

## LFG+ZEST

LFG+ZEST SA is an asset manager based in Lugano and regulated by the Swiss Financial Market Supervisory Authority, FINMA. LFG+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 – Distribution and Registration (Luxembourg, Italy, Spain, and Switzerland)

The sub-funds of the ZEST Asset Management SICAV are registered for public sale in Luxembourg. This specific sub-fund is registered for public sale also in Italy, Spain, and Switzerland. Therefore, the information on the present document is reserved for investors in / from Luxembourg, Italy, Spain, and Switzerland and refers to both qualified and non-qualified investors. The Fund’s prospectus, the Key Information Document (“KID”), its articles of incorporation as well as the most recent financial reports can be downloaded free of charge on <https://www.fundsquare.net/homepage> and on [www.zest-funds.com](http://www.zest-funds.com). Investors have to consider only the information / documents which refer to the country of their domicile. This sub-fund has been registered with Swiss Financial Market Supervisory Authority (FINMA) for distribution in and from Switzerland. Fund Partner Solutions (Suisse) SA, Route des Acacias 60, CH-1211 Geneva 73 has been appointed as Representative Agent and Banque Pictet & Cie SA, Route des Acacias 60, CH-1211 Geneva 73 as Paying Agent. This sub-fund is distributed in Switzerland by LFG+ZEST SA and in the other countries only by the licensed distributors. You might request a list of authorized distributors in each specific countries contacting us at [info@lfgzest.com](mailto:info@lfgzest.com). KIDs are produced and made available to investors, free of charge, translated in the relevant reference language of each country where the sub-fund is registered for sale.

## 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 transaction. The Fund is not liable for this report under any circumstances. This marketing communication is distributed by the Fund or authorised distribution agencies for information purposes only and does not constitute an offer to subscribe for shares of the Fund. Subscriptions of the Fund, an investment fund under Luxembourg law (SICAV), should in any event be made solely on the basis of the current offering prospectus, the KID, the articles of incorporation and the most recent annual or semi-annual report and after seeking the advice of an independent finance, legal, accounting and tax specialist.

## No guarantee

Every care has been taken in preparing the content of this document; however, LFG+ZEST SA cannot guarantee that the content is always correct, accurate, complete, reliable or up to date. LFG+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 the Fund, LFG+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

Past performance is not a guide to future performance. The performance data does not take into account of the commissions and costs incurred on the issue and redemption of units. The value of investments and any income is not guaranteed and can go down as well as up and may be affected by exchange rate fluctuations. This means that an investor may not get back the amount invested. Index returns assume reinvestment of dividends and capital gains and unlike fund returns do not reflect fees or expenses. 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. Future performance is subject to taxation which depends on the personal situation of each investor, and which may change in the future. 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. For additional information on risks, please read and refer to the KID and Prospectus.

## Information regarding costs

Not all the costs are presented in this document; further information can be found in the Prospectus. Also, part of the total costs that are paid by the sub-fund might be represented and paid in a currency other than that of the Member State in which the target investors are residents; so, costs may increase or decrease as a result of currency and exchange rate fluctuations.

## 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 LFG+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 LFG+ZEST SA

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

You can obtain a summary of investors rights to the following link: <https://www.pictet.com/content/dam/www/documents/legal-and-notes/fundpartner-solutions/fps-summary-of-Investors-rights.pdf>.



01

THE FUND

02

PERFORMANCE AND PORTFOLIO

03

OUR QUANTAMENTAL METHODOLOGY

04

DEEP DIVE INTO OUR PROPRIETARY MODELS

05

FUND STRUCTURE

A large, intricate circular pattern in a light beige color, resembling a traditional mandala or a complex geometric design, is positioned on the left side of the page.

# 01

## THE FUND

# The Zest Quantamental Equity

|   |   |
|---|---|
| Name of the Scheme                            | Zest Asset Management SICAV (Luxembourg)  |
| Name of the sub-fund                          | Zest Quantamental Equity                  |
| Management Company and Fund Admin             | Fund Partner Solutions SA (Pictet Group)  |
| Depository Bank and Transfer Agent            | Pictet & Cie (Europe) SA                  |
| Investment Manager                            | LFG+ZEST SA (Switzerland)                 |
| R EUR Share Class                             | ISIN CODE: LU0840527526                   |
| R EUR Share Class                             | Management Fee: 2.00% p.a.                |
| On-going charges (one year charges – Class R) | 2.88% (as per PRIPS KID as of 19/02/2024) |
| I EUR A Share Class                           | ISIN CODE: LU0840527799                   |
| I EUR A Share Class                           | Management Fee: 1.20% p.a.                |
| On-going charges (one year charges – Class I) | 2.05% (as per PRIPS KID as of 19/02/2024) |
| I USD Share Class (hedged against EUR)        | ISIN CODE: LU1327549934                   |
| I USD Share Class (hedged against EUR)        | Management Fee: 1.20% p.a.                |
| On-going charges (one year charges – Class I) | 2.08% (as per PRIPS KID as of 19/02/2024) |
| Subscription Fee                              | Up to 3%                                  |
| Redemption / Switch Fee                       | 0%  |
| Performance Fees                              | 10%                                       |
| NAV Calculation, Subs and Reds                | Daily frequency                           |

**DOWNLOAD MONTHLY FACT SHEET HERE:**  
<https://www.zest-funds.com/media/3937/zest-quantamental-equity.pdf>

# The Fund Manager



## **Alberto Conca**

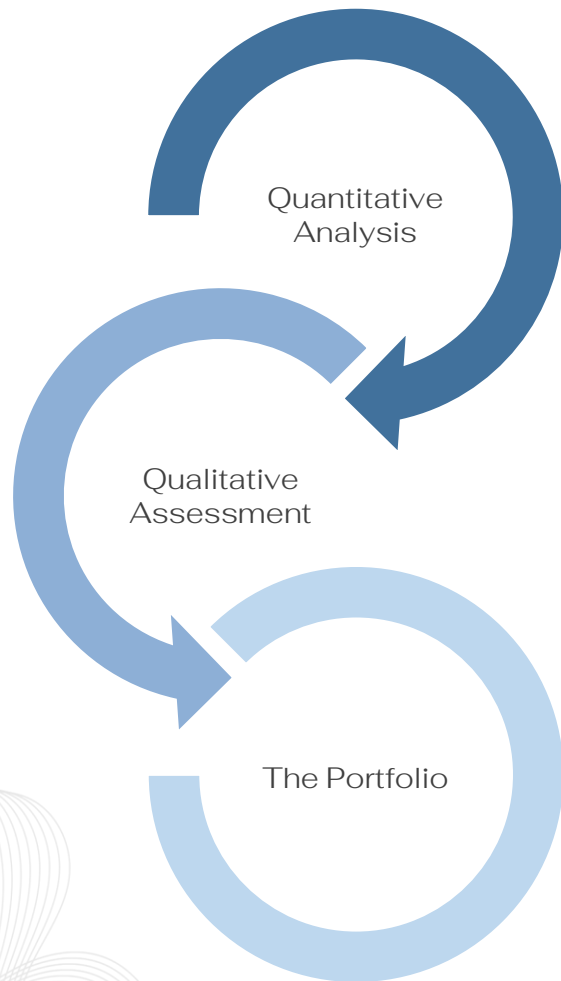
*Chief Investment Officer and Fund Manager*

Alberto is the Fund Manager of the Zest Quantamental Equity Fund.

Alberto has over 20 years of experience in portfolio management, having worked in the United States, Ireland, Italy and Switzerland. After graduating in Economics from the University of Pavia, Alberto moved to Connecticut (USA), where he worked on the development of non-linear models for the prediction of volatility. He later returned to Italy and worked for RAS, becoming the Head of Equity at Aletti Gestielle. Alberto then worked as a fund manager for Kairos Alternative Investments, and at Pioneer Alternative Investments, where he co-managed the Global Long Short Fund from Ireland. In 2008, he arranged and managed funds at Sequoia and later at Lemanik. He co-founded AQA Capital in 2015 and then joined Zest in 2018 as partner and CIO. Alberto is now partner of LFG Holding, the group under which LFG+ZEST operates.

# The Quantamental Approach in Brief

Quant meets Fundamentals to unlock investment potential/opportunities



A proprietary, sophisticated multi-factor model to filter the investment universe.

An extensive analysis of companies' business model, its competitors, and the long-term strategy, integrating qualitative factors to uncover overlooked investment opportunities and drive long-term value creation.

A comprehensive list of long-term investment opportunities, regularly monitored is used to actively manage the fund's portfolio. Backed by dedicated market timing tools, we conduct daily portfolio review, with monthly rebalancing.

# The Quantamental Equity Fund in a nutshell

## GEOGRAPHIES



## FINANCIAL INSTRUMENTS

- LISTED EQUITIES
- FUTURES
- OPTIONS
- CFDs

## INDUSTRIES

- NO SECTORIAL BIAS
- NO INSURANCE AND FINANCIALS



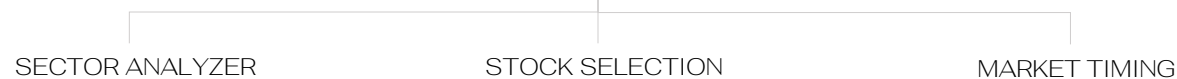
## INVESTMENT APPROACHES

- ACTIVE INVESTING (50% MIN NET EXPOSURE)
- SHORT INVESTING (max 40% short exposure)
- HIGH DIVERSIFICATION (max 3.5% single stocks)
- FX HEDGING

## TARGET COMPANIES

- LISTED LARGE CAP (min market cap. EUR 5.0Bn)
- HIGH LIQUIDITY (max. 2 days 25% market volume)
- DIVIDEND GENERATION

## PROPRIETARY MODELS





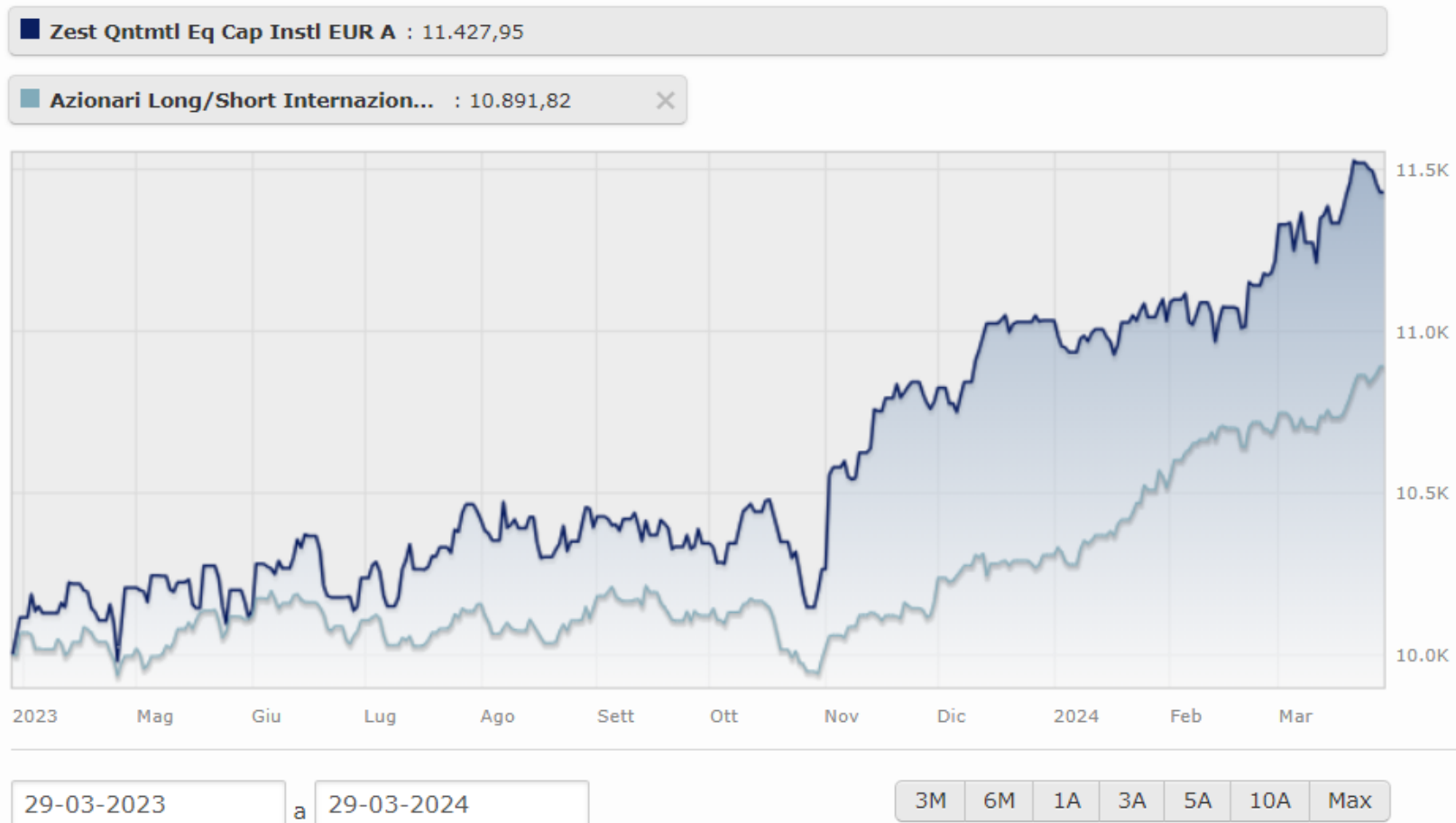
A large, intricate circular pattern in a light beige color, featuring various geometric and organic shapes, is positioned on the left side of the page.

# 02

## PERFORMANCE AND PORTFOLIO

# 1 Year Performance vs Category

Results and performance are updated as of the 29.03.2024



PERFORMANCE DISCLAIMER: Past performance is not a guide to future performance. The performance data does not take into account of the commissions and costs incurred on the issue and redemption of units. The value of investments and any income is not guaranteed and can go down as well as up and may be affected by exchange rate fluctuations, this means that an investor may not get back the amount invested. Index returns assume reinvestment of dividends and capital gains and unlike fund returns do not reflect fees or expenses. RISK DISCLAIMER: Derivatives risk: Certain derivatives could increase Sub-Fund volatility or expose the Sub Fund to losses greater than the cost of the derivative. Management Risk: Portfolio management techniques that have worked well in normal market conditions could prove ineffective or detrimental during unusual conditions. Liquidity risk: Certain securities could become hard to value, or to sell at a desired time and price.

# 3 Year Performance vs Morningstar Category



Results and performance are updated as of the 29.03.2024



PERFORMANCE DISCLAIMER: Past performance is not a guide to future performance. The performance data does not take into account of the commissions and costs incurred on the issue and redemption of units. The value of investments and any income is not guaranteed and can go down as well as up and may be affected by exchange rate fluctuations, this means that an investor may not get back the amount invested. Index returns assume reinvestment of dividends and capital gains and unlike fund returns do not reflect fees or expenses. RISK DISCLAIMER: Derivatives risk: Certain derivatives could increase Sub-Fund volatility or expose the Sub Fund to losses greater than the cost of the derivative. Management Risk: Portfolio management techniques that have worked well in normal market conditions could prove ineffective or detrimental during unusual conditions. Liquidity risk: Certain securities could become hard to value, or to sell at a desired time and price.

# 5 Years Performance vs Morningstar Category



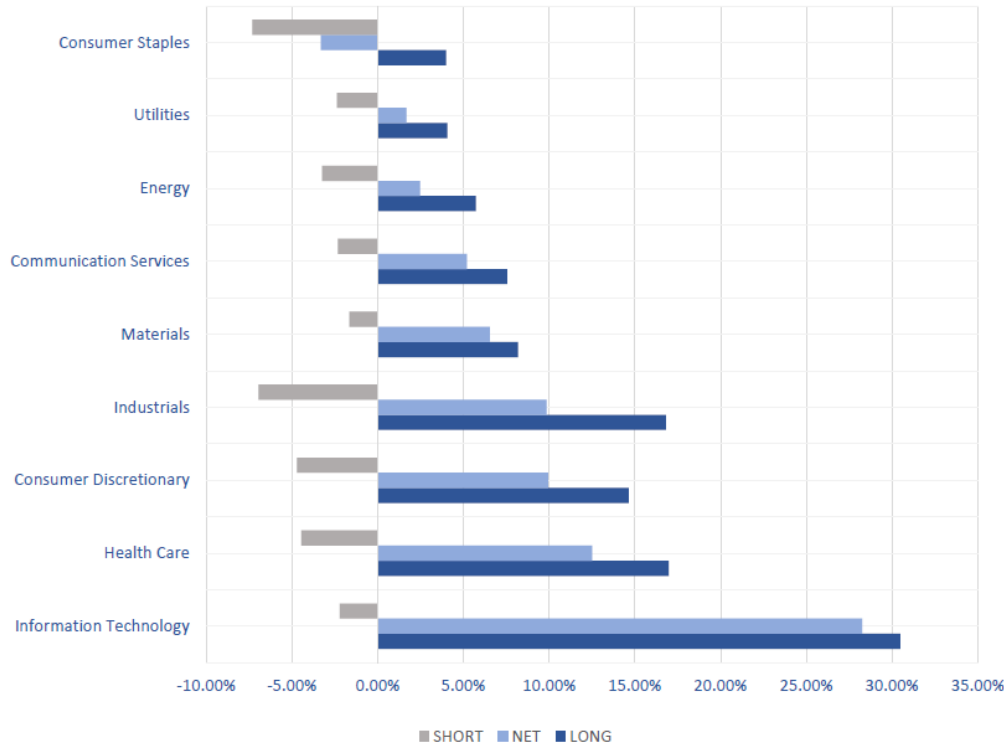
Results and performance are updated as of the 29.03.2024



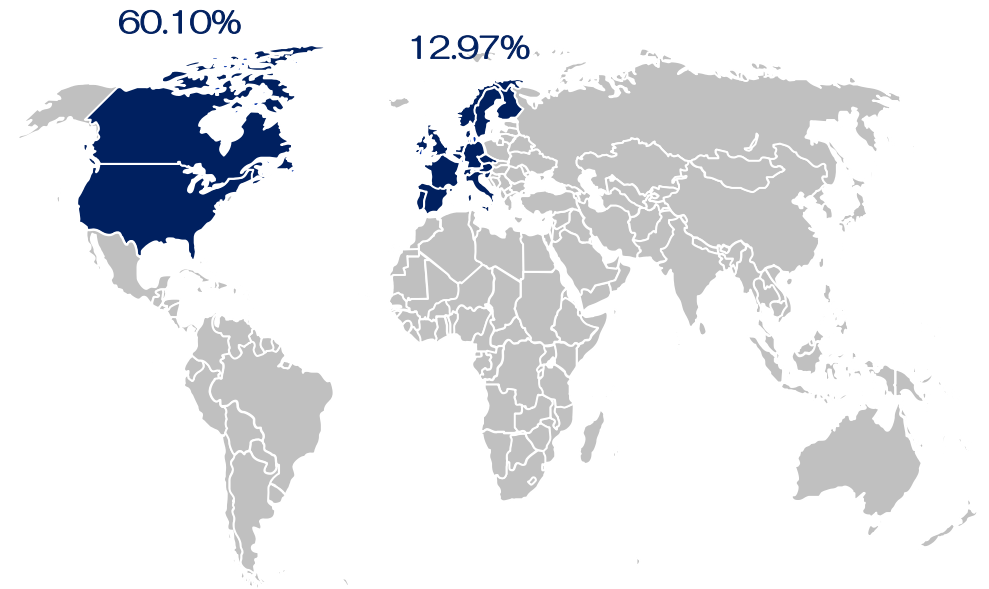
PERFORMANCE DISCLAIMER: Past performance is not a guide to future performance. The performance data does not take into account of the commissions and costs incurred on the issue and redemption of units. The value of investments and any income is not guaranteed and can go down as well as up and may be affected by exchange rate fluctuations, this means that an investor may not get back the amount invested. Index returns assume reinvestment of dividends and capital gains and unlike fund returns do not reflect fees or expenses. RISK DISCLAIMER: Derivatives risk: Certain derivatives could increase Sub-Fund volatility or expose the Sub Fund to losses greater than the cost of the derivative. Management Risk: Portfolio management techniques that have worked well in normal market conditions could prove ineffective or detrimental during unusual conditions. Liquidity risk: Certain securities could become hard to value, or to sell at a desired time and price.

# Portfolio breakdown

Sectorial Breakdown as of 29.03.2024



Geographical net exposure as of 29.03.2024



PERFORMANCE DISCLAIMER: Past performance is not a guide to future performance. The performance data does not take into account of the commissions and costs incurred on the issue and redemption of units. The value of investments and any income is not guaranteed and can go down as well as up and may be affected by exchange rate fluctuations. this means that an investor may not get back the amount invested. Index returns assume reinvestment of dividends and capital gains and unlike fund returns do not reflect fees or expenses. RISK DISCLAIMER: Derivatives risk: Certain derivatives could increase Sub-Fund volatility or expose the Sub Fund to losses greater than the cost of the derivative. Management Risk: Portfolio management techniques that have worked well in normal market conditions could prove ineffective or detrimental during unusual conditions. Liquidity risk: Certain securities could become hard to value, or to sell at a desired time and price.



# 03

## OUR QUANTAMENTAL METHODOLOGY

# The Investment Methodology

## A one-of-a kind Quantamental approach



The “Quantamental” approach combines quantitative data and fundamental analysis to evaluate investments.

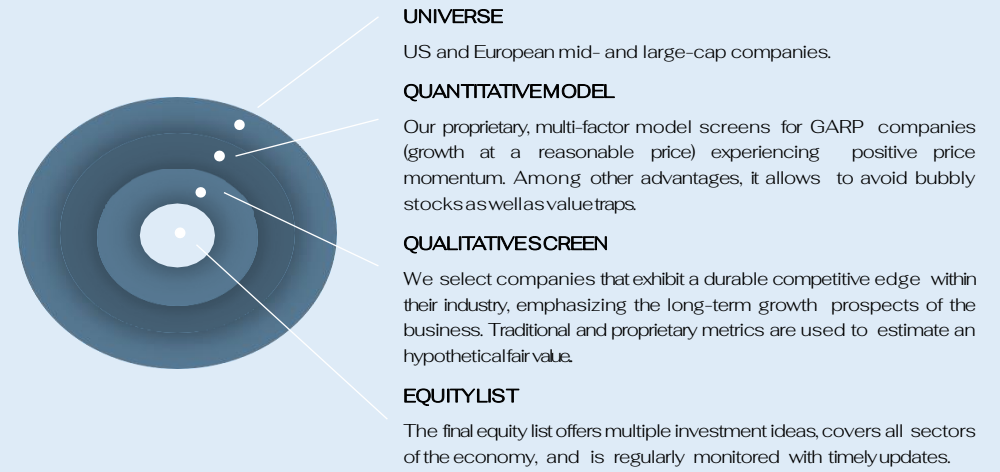
It involves quantifying intangible aspects, synthesizing diverse analytical methods into a comprehensive score, and applying in-depth fundamental analysis to extend beyond quantitative models' capabilities.

## From a Quantitative Analysis to...

The proprietary model is based on extensive literature and has been widely back-tested. The methodology has been first implemented in 2012 and has been continuously updated since then. The model ranks the constituents of the universe based on several factors, including but not limited to growth, quality, valuation, and price performance.



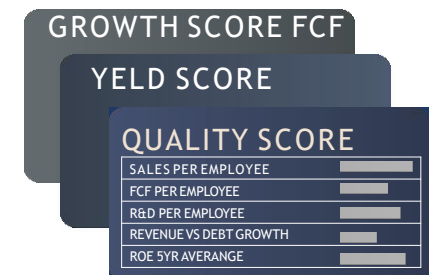
## Quantamental Equity Selection



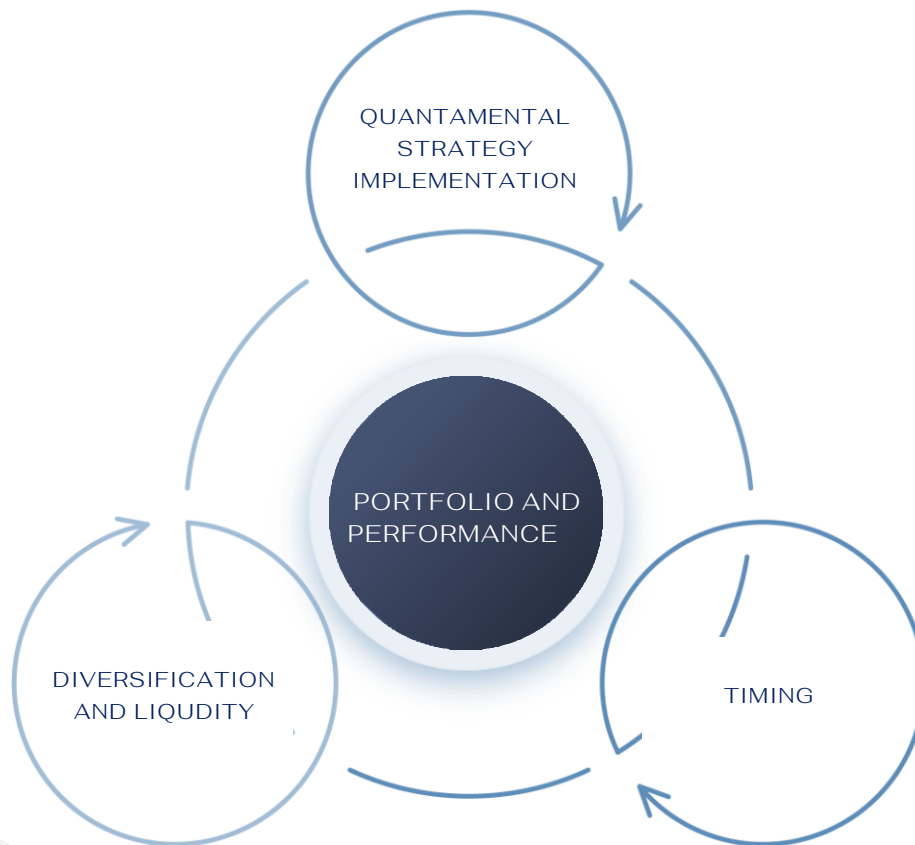
## ..the Equity List

Each factor carries a weight based on our market regime model.

The final score is the result of a weighted average of all factors.



# Three Pillars



## QUANTAMENTAL STRATEGY IMPLEMENTATION

We incorporated a deep experience on fundamental analysis into our proprietary quant models to support and improve our investment decision-making process. Our exposure is mainly towards US and EU large capitalized companies (minimum market cap: 5.0 Bi.). The strategy encompass both long and short position.

## DIVERSIFICATION AND LIQUIDITY

- ❑ Diversification is driven by our proprietary models both at the level of sectors and single positions (max 3.5% per single long position/max 1.0% per single short position)
- ❑ Liquidity: we take into consideration only highly liquid traded stocks (max 2 days with 25% market volumes)

## TIMING

Market timing and a permanent control of net exposure is supported by proprietary market timing models



# Behavioral Finance – key principles

## COLD ENVIRONMENT

- Company analysis and stock selection must be made without market influence
- Actions to be taken during the life of an investment must be planned before the investment is done; those rules must be implemented autonomously from investors and fund managers' mood. The process must isolate market noise.

## MODEL OF MARKET TIMING

- Studying market "behaviour" gives better and more information versus those that can be obtained from Experts. On this, Maubossin says: *If you want to study a colony of ants, don't ask an ant. It doesn't know what's going on. Study the colony"*

## ANCHORING

- Analysts are exposed to the risk of anchoring
- Ivo Welch affirmed: *Analysts often look to the left and to the right before they make a recommendation. A buy/sell recommendation has a significant influence on the next two analysts.* This confirms the risk of anchoring and transmission of anchoring

## KEY PRINCIPLES

## REDUCE OVERCONFIDENCE

Experts are overconfident in their ability to forecast. Analysts and Fund Managers can increase their overconfidence, generating risk of wrong analysis. In particular:

- A higher number of data doesn't increase accuracy but increases overconfidence
- Even a deep fundamental analysis is imprecise

## ILLUSION OF CONTROL

We should refrain from believing in estimates, DCF and target prices:

- Estimates cannot be a reliable indicator of a company analysis
- DCF increases the illusion of control without any additional informative power
- Target price is a useful tool to find excuses, not to create value for investors

## BUSINESS MODEL AND «FALSIFICATION»

- Business model and the quality of management are key analysis
- FALSIFIABILITY (look for information that deny the original theory) is at the centre of our process. *Seeing many white swans doesn't prove that all swans are white, but seeing a black swan denies the theory (Popper)*



# 04

DEEP DIVE INTO OUR PROPRIETARY MODELS

# Equity Screening Models (company level)

This is a proprietary quant screening model that analyses companies, based on the following characteristics:

1. Growth
2. Valuation
3. Capital Allocation
4. Leverage and quality measures
5. Performance attribution
6. Market indicators

| Row Labels                    | Market Cap | GLOBAL RANK | GROWTH SCORE | FCF YIELD SCORE | ERR & IMPL. G SCORE | TRADIT VALUAT METRICS | MARGINS & PROFITABILITY | LEVERAGE & MGMT BEHAVIOUR | MARKET INDICATOR S SCORE | REVISION SCORE | IR & RELATIVE PERF. SCORE |
|-------------------------------|------------|-------------|--------------|-----------------|---------------------|-----------------------|-------------------------|---------------------------|--------------------------|----------------|---------------------------|
| Communication Services        | 227798     | 4.01        | 4.42         | 2.51            | 3.28                | 3.59                  | 2.71                    | 2.50                      | 3.71                     | 5.11           | 5.11                      |
| Diversified Telecommunication | 307395     | 4.52        | 5.04         | 2.12            | 2.60                | 2.72                  | 2.20                    | 6.92                      | 4.12                     | 5.84           | 6.24                      |
| SWISSCOM AG-REG               | 243732     | 1.00        | 1.00         | 1.00            | 1.00                | 3.00                  | 0.00                    | 5.00                      | 6.00                     | 7.00           | 6.00                      |
| BT GROUP PLC                  | 187952     | 1.00        | 6.00         | 0.00            | 0.00                | 0.00                  | 2.00                    | 9.00                      | 3.00                     | 6.00           | 4.00                      |
| DEUTSCHE TELEKOM AG-REG       | 827915     | 2.00        | 7.00         | 1.00            | 1.00                | 2.00                  | 0.00                    | 7.00                      | 3.00                     | 5.00           | 4.00                      |
| TELECOM ITALIA SPA            | 7241       | 2.00        | 2.00         | 6.00            | 0.00                | 1.00                  | 3.00                    | 8.00                      | 2.00                     | 7.00           | 9.00                      |
| TELEKOM AUSTRIA AG            | 57063      | 2.00        | 9.00         | 0.00            | 1.00                | 1.00                  | 1.00                    | 6.00                      | 1.00                     | 3.00           | 4.00                      |
| PROXIMUS                      | 5764       | 2.00        | 4.00         | 0.00            | 0.00                | 0.00                  | 1.00                    | 8.00                      | 5.00                     | 3.00           | 8.00                      |
| TELEFONICA SA                 | 21724      | 3.00        | 2.00         | 0.00            | 6.00                | 0.00                  | 0.00                    | 9.00                      | 9.00                     | 8.00           | 6.00                      |
| TELEFONICA DEUTSCHLAND HOLD   | 7797       | 3.00        | 3.00         | 6.00            | 4.00                | 1.00                  | 4.00                    | 9.00                      | 0.00                     | 1.00           | 8.00                      |
| MELLIEN TELECOMMUN ORGANIZ    | 67665      | 3.00        | 8.00         | 1.00            | 4.00                | 3.00                  | 1.00                    | 3.00                      | 2.00                     | 5.00           | 4.00                      |
| BCE INC                       | 407054     | 4.00        | 8.00         | 1.00            | 2.00                | 4.00                  | 0.00                    | 7.00                      | 2.00                     | 8.00           | 4.00                      |
| TELENOR ASA                   | 197203     | 4.00        | 3.00         | 0.00            | 6.00                | 3.00                  | 0.00                    | 5.00                      | 1.00                     | 9.00           | 9.00                      |
| VANTAGE TOWERS AG             | 147895     | 4.00        | 0.00         | 6.00            | 7.00                | 4.00                  | 9.00                    | 2.00                      | 0.00                     | 7.00           | 5.00                      |
| KONINKLIJKE KPN NV            | 107966     | 4.00        | 5.00         | 0.00            | 3.00                | 3.00                  | 4.00                    | 7.00                      | 7.00                     | 5.00           | 7.00                      |
| UNITED INTERNET AG-REG SHARE  | 67679      | 4.00        | 6.00         | 0.00            | 1.00                | 1.00                  | 3.00                    | 4.00                      | 9.00                     | 3.00           | 8.00                      |
| VERIZON COMMUNICATIONS INC    | 1867949    | 4.00        | 4.00         | 0.00            | 0.00                | 3.00                  | 0.00                    | 8.00                      | 4.00                     | 9.00           | 9.00                      |
| TELUS CORP                    | 27516      | 6.00        | 8.00         | 5.00            | 3.00                | 5.00                  | 2.00                    | 9.00                      | 1.00                     | 5.00           | 3.00                      |
| CELLINEX TELECOM SA           | 36726      | 6.00        | 0.00         | 9.00            | 8.00                | 6.00                  | 0.00                    | 9.00                      | 2.00                     | 3.00           | 4.00                      |
| ELISA OYJ                     | 87956      | 6.00        | 9.00         | 3.00            | 3.00                | 7.00                  | 0.00                    | 4.00                      | 4.00                     | 5.00           | 4.00                      |
| INFRASTRUCTURE WIRELESS ITAL  | 97491      | 6.00        | 2.00         | 3.00            | 1.00                | 8.00                  | 0.00                    | 9.00                      | 6.00                     | 6.00           | 7.00                      |
| TELIA CO AB                   | 147133     | 7.00        | 4.00         | 3.00            | 4.00                | 3.00                  | 5.00                    | 4.00                      | 8.00                     | 6.00           | 8.00                      |
| ATE1 INC                      | 153794     | 7.00        | 8.00         | 6.00            | 0.00                | 1.00                  | 6.00                    | 8.00                      | 1.00                     | 9.00           | 9.00                      |
| ELIAD SA                      | 107860     | 7.00        | 4.00         | 7.00            | 7.00                | 1.00                  | 1.00                    | 6.00                      | 9.00                     | 2.00           | 5.00                      |
| LUMEN TECHNOLOGIES INC        | 127386     | 7.00        | 4.00         | 4.00            | 1.00                | 1.00                  | 6.00                    | 9.00                      | 9.00                     | 6.00           | 6.00                      |
| ORANGE                        | 257505     | 9.00        | 10.00        | 1.00            | 1.00                | 0.00                  | 7.00                    | 9.00                      | 9.00                     | 7.00           | 9.00                      |
| COGNIT COMMUNICATIONS HOLD    | 87092      | 9.00        | 9.00         | 8.00            | 1.00                | 7.00                  | 4.00                    | 9.00                      | 0.00                     | 7.00           | 6.00                      |
| Entertainment                 | 507596     | 2.88        | 2.25         | 3.75            | 2.38                | 3.88                  | 4.00                    | 4.88                      | 3.63                     | 6.38           | 3.63                      |
| CTS EVENTIM AG & CO KGAA      | 67866      | 0.00        | 0.00         | 2.00            | 2.00                | 9.00                  | 0.00                    | 3.00                      | 7.00                     | 7.00           | 2.00                      |
| LIONS GATE ENTERTAINMENT-A    | 37053      | 1.00        | 2.00         | 3.00            | 1.00                | 3.00                  | 8.00                    | 8.00                      | 0.00                     | 6.00           | 2.00                      |
| ACTIVISION BLIZZARD INC       | 44790      | 1.00        | 0.00         | 1.00            | 0.00                | 5.00                  | 0.00                    | 0.00                      | 9.00                     | 9.00           | 9.00                      |
| BOLLORE                       | 147976     | 0.00        | 0.00         | 4.00            | 5.00                | 4.00                  | 0.00                    | 7.00                      | 5.00                     | 6.00           | 0.00                      |
| WORLD WRESTLING ENTERTAIN-A   | 37862      | 4.00        | 3.00         | 6.00            | 1.00                | 7.00                  | 1.00                    | 7.00                      | 2.00                     | 4.00           | 4.00                      |
| ELECTRONIC ARTS INC           | 337324     | 4.00        | 9.00         | 1.00            | 0.00                | 7.00                  | 2.00                    | 0.00                      | 1.00                     | 1.00           | 7.00                      |
| WALT DISNEY CO/THE            | 277304     | 5.00        | 4.00         | 4.00            | 1.00                | 8.00                  | 3.00                    | 5.00                      | 3.00                     | 9.00           | 5.00                      |
| AMC ENTERTAINMENT HDS-CLA     | 197862     | 6.00        | 0.00         | 9.00            | 4.00                | 4.00                  | 10.00                   | 9.00                      | 2.00                     | 5.00           | 0.00                      |
| Interactive Media & Services  | 107944     | 6.50        | 5.17         | 4.17            | 5.33                | 7.50                  | 2.83                    | 1.17                      | 5.33                     | 4.00           | 7.00                      |

Factor Drivers

Stock Level Ranking

Each Stock is Ranked against its Industry Group and the Investment Universe with 0 = Best and 10 = Worst

The data of each single company are then aggregated at Industry and Sector level scoring to help Portfolio Managers in their top-down sectorial allocation.

| Row Labels                     | Market Cap | GLOBAL RANK | GROWTH SCORE | FCF YIELD SCORE | ERR & IMPL. G SCORE | TRADIT VALUAT METRICS | MARGINS & PROFITABILITY | LEVERAGE & MGMT BEHAVIOUR | MARKET INDICATOR S SCORE | REVISION SCORE | IR & RELATIVE PERF. SCORE |
|--------------------------------|------------|-------------|--------------|-----------------|---------------------|-----------------------|-------------------------|---------------------------|--------------------------|----------------|---------------------------|
| Communication Services         | 227798     | 4.01        | 4.42         | 2.51            | 3.28                | 3.59                  | 2.71                    | 2.50                      | 3.71                     | 5.11           | 5.11                      |
| Diversified Telecommunication  | 307395     | 4.52        | 5.04         | 2.12            | 2.60                | 2.72                  | 2.20                    | 6.92                      | 4.12                     | 5.84           | 6.24                      |
| Entertainment                  | 507596     | 2.88        | 2.25         | 3.75            | 2.38                | 3.88                  | 4.00                    | 4.88                      | 3.63                     | 6.38           | 3.63                      |
| Interactive Media & Services   | 107944     | 6.50        | 5.17         | 4.17            | 5.33                | 7.50                  | 2.83                    | 1.17                      | 5.33                     | 4.00           | 7.00                      |
| Media                          | 147976     | 3.66        | 4.34         | 2.47            | 3.75                | 3.22                  | 3.06                    | 5.28                      | 3.34                     | 4.59           | 4.75                      |
| Wireless Telecommunication Ser | 117672     | 3.00        | 4.43         | 1.29            | 2.86                | 2.43                  | 1.29                    | 6.43                      | 2.86                     | 4.57           | 5.29                      |
| Consumer Discretionary         | 247862     | 4.14        | 2.88         | 4.22            | 4.65                | 3.91                  | 5.21                    | 4.60                      | 4.52                     | 4.33           | 4.29                      |
| Auto Components                | 97032      | 3.52        | 2.00         | 3.17            | 3.26                | 2.69                  | 6.43                    | 5.48                      | 4.43                     | 6.61           | 5.09                      |
| Automobiles                    | 487967     | 0.91        | 0.73         | 1.55            | 1.18                | 1.27                  | 3.41                    | 3.36                      | 3.64                     | 5.27           | 3.45                      |
| Distributors                   | 117394     | 5.25        | 6.50         | 5.50            | 5.50                | 4.75                  | 9.50                    | 1.75                      | 5.25                     | 2.00           | 2.00                      |
| Hotels, Restaurants & Leisure  | 197533     | 5.96        | 2.80         | 6.40            | 6.13                | 6.94                  | 3.91                    | 6.22                      | 3.82                     | 4.87           | 4.29                      |
| Household Durables             | 87607      | 2.70        | 1.97         | 2.35            | 2.96                | 1.26                  | 6.09                    | 3.00                      | 5.83                     | 4.74           | 6.13                      |
| Internet & Direct Marketing Re | 66719      | 5.00        | 3.75         | 4.75            | 5.25                | 7.75                  | 5.25                    | 1.75                      | 6.25                     | 3.50           | 4.25                      |
| Leisure Products               | 67157      | 4.78        | 2.89         | 4.89            | 6.07                | 4.67                  | 4.78                    | 5.11                      | 3.56                     | 3.11           | 4.33                      |
| Multiline Retail               | 207106     | 3.36        | 4.64         | 3.09            | 3.64                | 3.09                  | 5.82                    | 4.55                      | 4.45                     | 3.64           | 3.45                      |
| Specialty Retail               | 337188     | 4.26        | 4.11         | 3.78            | 5.48                | 3.22                  | 5.85                    | 3.81                      | 4.15                     | 2.89           | 4.15                      |
| Textiles, Apparel & Luxury Goo | 497195     | 4.19        | 3.11         | 4.96            | 5.33                | 5.41                  | 4.56                    | 3.96                      | 5.48                     | 3.22           | 3.33                      |
| Diversified Consumer Services  | 57212      | 6.67        | 7.60         | 0.67            | 1.00                | 3.00                  | 5.00                    | 2.33                      | 3.67                     | 5.67           | 3.00                      |
| Consumer Staples               | 36714      | 5.44        | 5.81         | 3.53            | 2.97                | 4.23                  | 5.17                    | 4.03                      | 4.15                     | 5.11           | 5.09                      |
| Beverages                      | 457375     | 5.52        | 4.88         | 4.30            | 4.62                | 6.19                  | 3.57                    | 4.00                      | 5.05                     | 4.76           | 4.81                      |
| Food & Staples Retailing       | 387807     | 4.57        | 6.43         | 2.65            | 1.83                | 2.00                  | 7.04                    | 4.96                      | 3.61                     | 4.70           | 4.78                      |
| Food Products                  | 207495     | 6.11        | 6.27         | 4.25            | 3.11                | 3.80                  | 6.02                    | 4.02                      | 3.43                     | 5.11           | 5.82                      |
| Household Products             | 517571     | 5.90        | 6.40         | 1.90            | 1.30                | 6.20                  | 3.30                    | 3.00                      | 3.70                     | 6.90           | 7.60                      |
| Personal Products              | 707147     | 5.14        | 3.57         | 4.86            | 4.43                | 6.57                  | 4.71                    | 2.14                      | 6.29                     | 3.14           | 4.29                      |
| Tobacco                        | 587403     | 2.60        | 4.80         | 0.20            | 1.40                | 2.80                  | 0.20                    | 4.60                      | 7.20                     | 7.60           | 6.20                      |
| Energy                         | 287156     | 5.87        | 4.87         | 6.28            | 7.30                | 2.83                  | 4.73                    | 6.88                      | 5.73                     | 3.89           | 2.88                      |
| Energy Equipment & Services    | 177036     | 5.33        | 1.00         | 7.00            | 8.67                | 2.33                  | 7.83                    | 5.83                      | 3.83                     | 2.67           | 3.50                      |
| Oil, Gas & Consumable Fuels    | 37836      | 5.93        | 5.30         | 6.11            | 7.15                | 2.56                  | 4.39                    | 6.11                      | 5.94                     | 1.48           | 2.50                      |
| Health Care                    | 507869     | 5.35        | 5.56         | 4.61            | 3.55                | 5.80                  | 4.00                    | 3.54                      | 3.68                     | 4.83           | 4.60                      |
| Biotechnology                  | 537907     | 5.00        | 5.71         | 3.57            | 3.43                | 6.29                  | 2.86                    | 3.29                      | 3.29                     | 4.43           | 5.43                      |
| Health Care Equipment & Suppl  | 327633     | 6.67        | 6.10         | 5.43            | 4.27                | 7.17                  | 3.77                    | 3.53                      | 4.17                     | 6.03           | 5.10                      |
| Health Care Providers & Servic | 367008     | 5.00        | 4.31         | 4.42            | 3.23                | 2.62                  | 6.46                    | 4.77                      | 3.88                     | 5.38           | 5.46                      |
| Health Care Technology         | 97002      | 7.67        | 8.67         | 5.00            | 3.00                | 7.67                  | 2.00                    | 1.67                      | 4.33                     | 5.00           | 5.67                      |
| Life Sciences Tools & Services | 437588     | 4.60        | 4.87         | 6.60            | 3.47                | 8.67                  | 2.73                    | 3.13                      | 4.47                     | 2.60           | 1.53                      |
| Pharmaceuticals                | 897904     | 4.50        | 6.14         | 3.07            | 3.21                | 5.75                  | 3.14                    | 2.89                      | 2.57                     | 4.29           | 4.37                      |

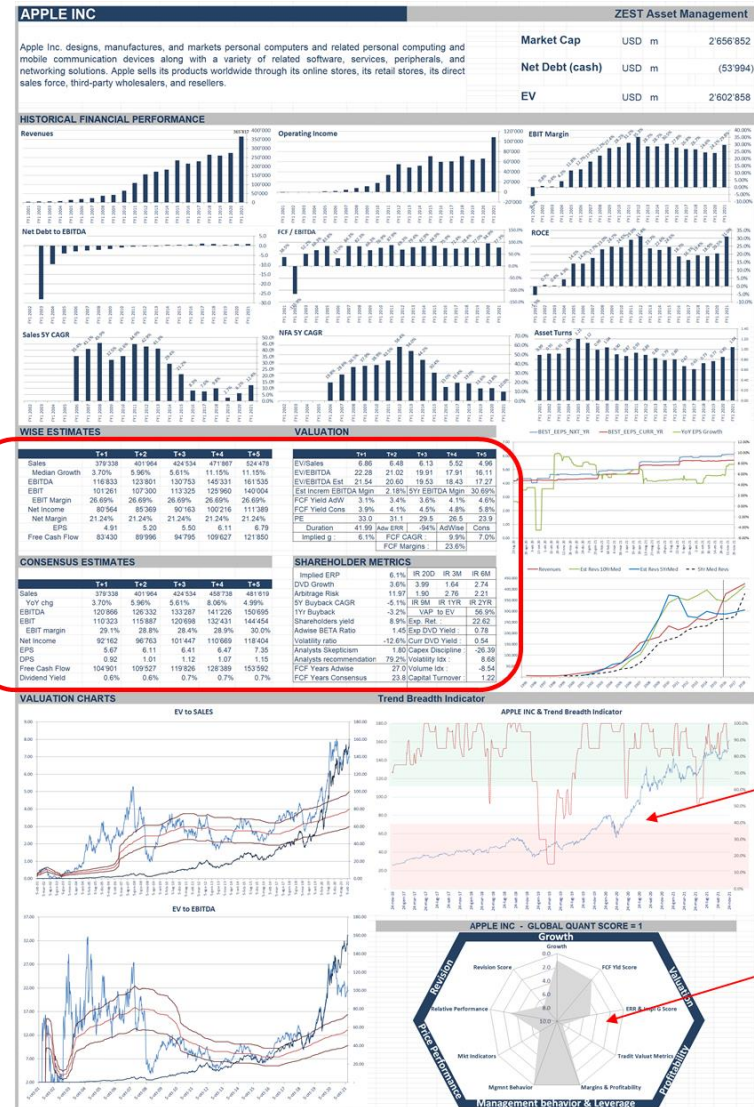
Sector Level Score



# Stock Selection Model

This is the proprietary company snapshot that summarizes in a single page:

1. Company Fundamentals (Historical Data)
2. Implied measures
3. Main Quant Model drivers
4. Trend Rating and Ranking Model output



Proprietary Model Inputs

Proprietary Trend Rating Model

Ranking Chart

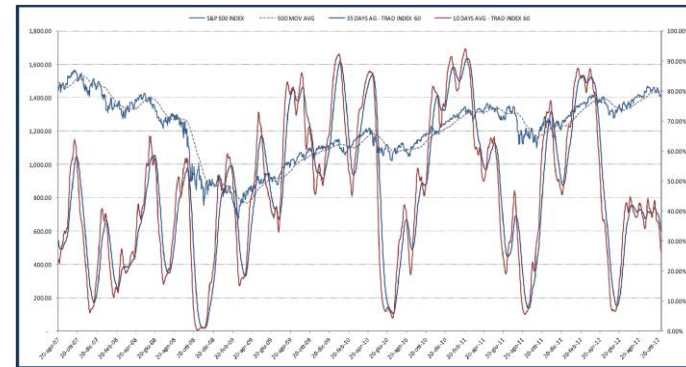
# Market timing proprietary models

*If you want to study a colony of ants, don't ask an ant. It doesn't know what's going on. Study the colony.*



“The STIG” is based on indicators:

- ◇ Technical analysis
- ◇ Demand and Supply (based on Volumes)
- ◇ Statistics (time distribution)



“ADWise Line” is based on:

- ◇ Market “Breadth”
- ◇ Demand and Supply (based on Volumes)
- ◇ “Persistency” and “Momentum” in a Trend

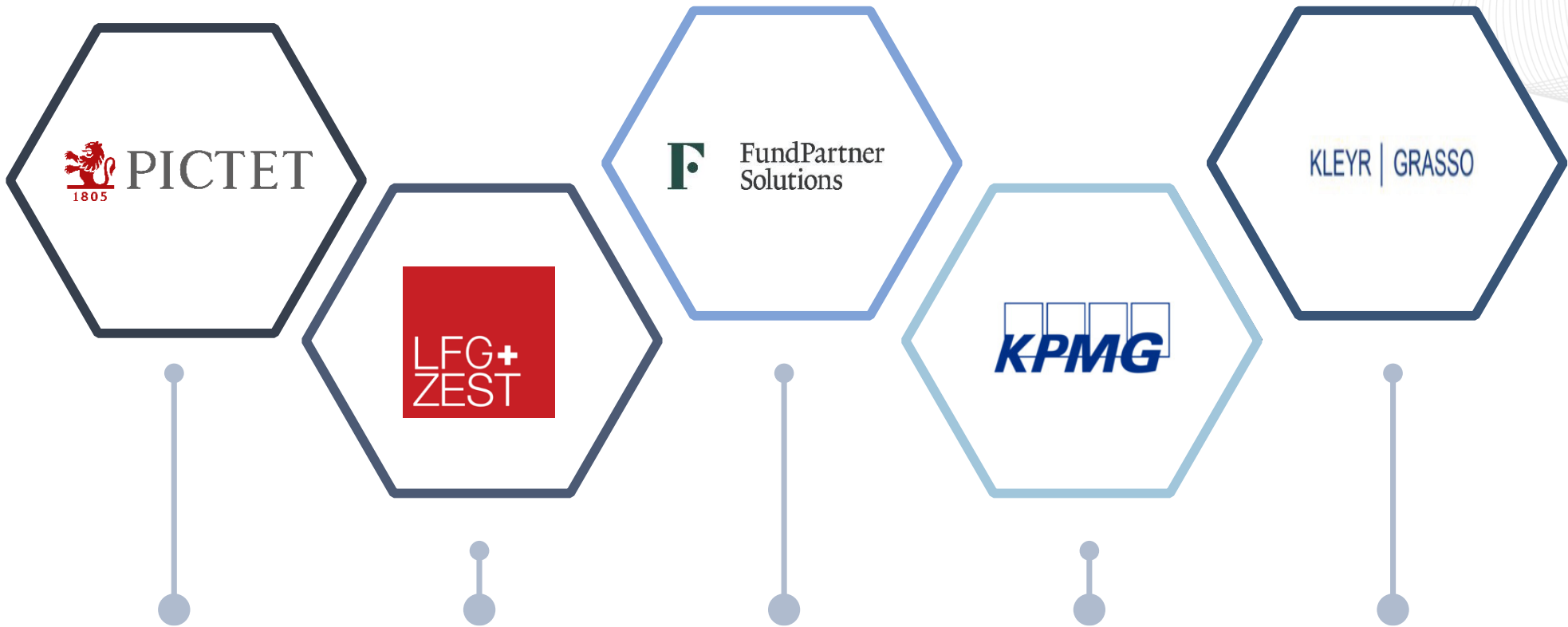




# 05

## THE FUND STRUCTURE

# The Zest Asset Management SICAV: Counterparties



**DEPOSITARY BANK**

**INVESTMENT MANAGER**

**MANCO & FUND ADMIN**

**AUDITOR**

**LEGAL ADVISORS**

**PICTET & CIE (EUROPE) SA**  
15A avenue J.F. Kennedy L-  
1855 Luxembourg

**LFG+ZEST S.A.**  
Via F.Pelli 3  
6900 Lugano  
Switzerland  
EUR 1.8 Bi.

**FPS (PICTET GROUP)**  
15 avenue J.F. Kennedy  
L-1855 Luxembourg

**KPMG**  
39, Avenue  
Lohn F. Kennedy,  
L-2220 Luxembourg

**KYLER GRASSO**  
41, Avenue Lohn F.  
Kennedy, L-2082  
Luxembourg



## DISTRIBUTORS



## SUB-DISTRIBUTORS ALL-FUNDS

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

BANCA ALBERTINI

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

BSI EUROPE SA – SUCCURSALE ITA  
RETAIL

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

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

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

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

BANCA POPOLARE DI SPOLETO

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.crbra.it](http://www.crbra.it)

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

CASSA LOMBARDA SPA  
[www.cassalombarda.it](http://www.cassalombarda.it)

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

INNOVAZIONE FINANZIARIA SIM S.P.A.

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

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

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

SUD TIROL BANK  
[www.suedtirolbank.eu](http://www.suedtirolbank.eu)

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

## SUB-DISTRIBUTORS ONLINE SIM

BANCA LEONARDO S.P.A.  
[www.bancaleonardo.com](http://www.bancaleonardo.com)



LFG+ZEST SA.  
Via Pelli 3, Lugano 6900  
[info@lfgzest.com](mailto:info@lfgzest.com)  
[www.lfgzest.com](http://www.lfgzest.com)