

Why water and waste?



Saurabh Sharma, CFA, CAIA



Bertrand Lecourt

Senior Fund Manager



Bertrand Lecourt

Based in London

Investment experience in equity: **22 years**

Global Water, Waste, and Power Industries

Top rated European Analyst

Education: HEC Master International Finance

Current position	
Senior Fund Manager – Thematics Head Thematic Investments Strategies	April 2021 – Present
Experience	
Fidelity International Portfolio Manager – Global Sustainable Water & Waste – Long Only	2018 – 2021
Polar Capital Portfolio Manager – Global Sustainable Water & Waste – Long Only	2017 – 2018
Aquilys Investment Management Portfolio Manager – CIO – Global Water & Waste – Long/Short Strategy	2013 – 2016
Deutsche Bank Head, French Equity and Utilities Research – Water & Waste Utilities, Power Utilities	2007 – 2012
Dresdner Kleinwort Benson Director – Water & Waste Utilities, Power Utilities	2003 – 2007
Goldman Sachs Investment Research – Water & Waste Utilities, Power Utilities	2000 – 2003
Top rated Research Analysts and Awards	
Extel Survey: 2 nd 2004, 2005, 2007; 3 rd 2006 Institutional Investor Survey: 2 nd 2005, 2006, Runner up 2004, 2007 Starmine Survey: 3 rd Utilities stock Picker France 2010, 3 rd Utilities Estimator 2011	2000 – 2012



Saurabh Sharma, CFA, CAIA



Saurabh Sharma

Based in London

Investment experience in equity: **12 years**

Education: **MBA Finance** (IBS Hyderabad, India)

CFA

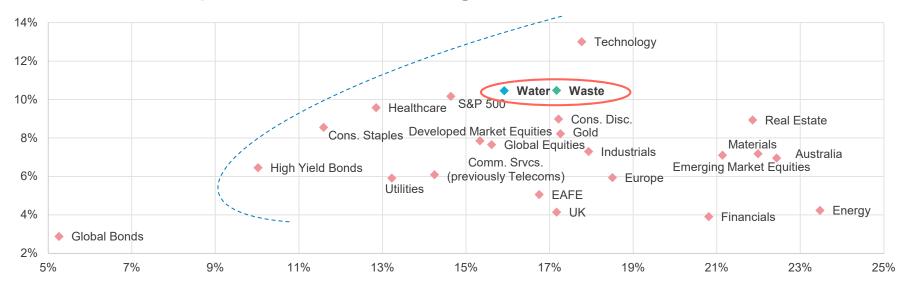
CAIA

CFA (ICFAI)

Current position	
Fund Manager – Thematics	April 2021 – Present
Functioned	
Experience	
Fidelity International Assistant Portfolio Manager – Global Sustainable Water & Waste	2020 – 2021
Fidelity International Investment Director – Sustainable and Thematic Strategies	2014 – 2021
Moody's Analytics (erst. Copal Amba) Equity Research Analyst, Industrials and Financials	2011 – 2014
GlobalData Equity Research Analyst, Financials	2010 – 2011



Strong and consistent risk-return profile for water and waste equities over the long term

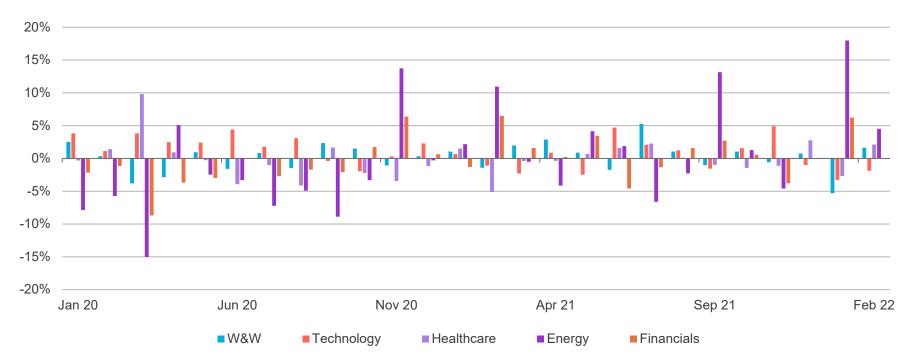


Source: Regnan, Bloomberg from 31 January 2005 to 28 February 2022. Global Bonds: Bloomberg Barclays Global-Aggregate Total Return Index Value Unhedged USD, High Yield Bonds: ICE BofA Global High Yield Index, S&P 500: S&P 500 Total Return Index, Global Equities: MSCI ACWI Net Total Return USD Index, Emerging Market Equities: MSCI Emerging Net Total Return USD Index, Developed Market Equities: MSCI World Net Total Return USD Index, Real Estate: FTSE NAREIT All Equity REITS Total Return Index, Gold: S&P GSCI Gold Index Total Return CME, Water: S&P Gb Water USD Net Total Return Index, Waste: BNP Paribas Global Waste Management Total Return Index USD, EAFE: MSCI EAFE Net Total Return USD Index, Technology: MSCI ACWI Information Technology Net Total Return USD Index, Healthcare: MSCI ACWI Health Care Net Total Return USD Index, Energy: MSCI ACWI Energy Net Total Return USD Index, Materials: MSCI ACWI Materials Net Total Return USD Index, Industrials: MSCI ACWI Fortal Return USD Index, Cons. Disc.: MSCI ACWI Consumer Discretionary Net Total Return USD Index, Cons. Staples: MSCI ACWI Consumer Staples Net Total Return USD Index, Financials: MSCI ACWI Financials Net Total Return USD Index, Comm. Srvcs. (previously Telecoms): MSCI ACWI Communication Services Net Total Return USD Index, Utilities: MSCI ACWI Utilities Net Total Return USD Index, Europe: STOXX Europe 600 USD Total Return, UK: MSCI UK Net Total Return USD Index, Australia: MSCI Australia Net Total Return USD Index.



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The theme tends to move in opposite direction to widely held sectors like tech while still having a strong risk-return profile

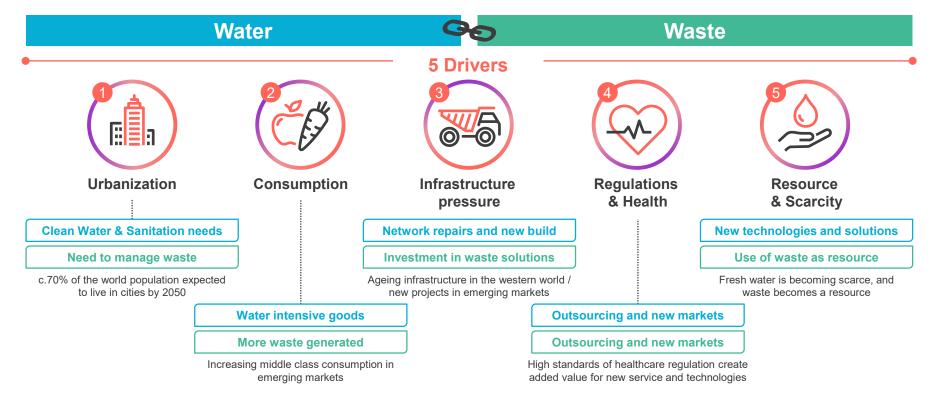


Source: Regnan, Bloomberg. All numbers relative to MSCI ACWI. W&W: 60% S&P Gb Water USD Net Total Return Index and 40% BNP Paribas Global Waste Management Total Return Index USD, Technology: MSCI ACWI Information Technology Net Total Return USD Index, Healthcare: MSCI ACWI Health Care Net Total Return USD Index, Energy: MSCI ACWI Energy Net Total Return USD Index, Financials: MSCI ACWI Financials Net Total Return USD Index.



Water and Waste: The story of civilization

Needs growing faster than global GDP



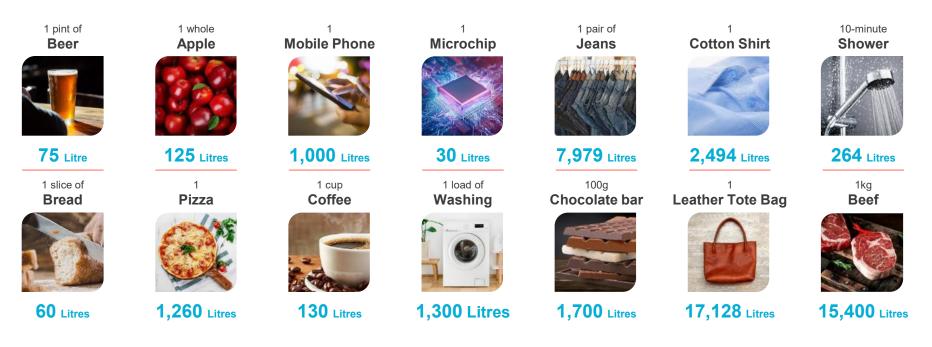
Source: Regnan, 2021.



Water footprint

How much water in...

As the population becomes wealthier it consumes more water intensive resources



Source: Regnan; Interactive tools - product gallery - waterfootprint.org, 2021; 'Let's be water-wise' - downtoearth.org, May 2020; Water scarcity. The key challenges in meeting the demand, Credit Suisse, January 2020.



Regulation – creating new opportunities

Ballast Water Treatment

Why ballast water anyway? To stabilise the unloaded cargo-ship But discharging ballast water means discharging the contained organisms which are new to this environment

Non-native species



China's 'national sword' policy

Where the UK and the US send their plastic scrap

Total plastic waste exports from the UK and US and their seven largest destinations, (in tonnes, 2018)



29.711 tonnes

Malaysia: 102,088

Turkey: 80,247

Indonesia: 71,929 Taiwan: 50,044 Netherlands: 49,415 Hong Kong: 39,784* Poland: 36,204

Source: www.boell.de

*Figures for Hong Kong are high because it is a transhipment point for global waste.

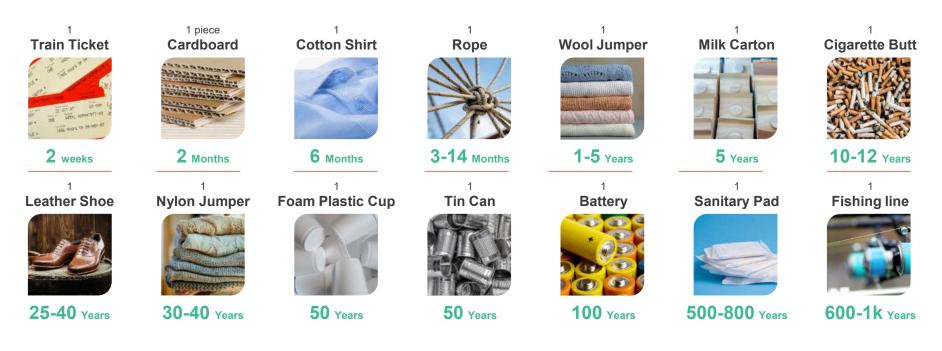
**Mainly to nearby processing facilities across the border in Canada.



Waste footprint

How long to decompose...

Linear economy...discarded waste does not disappear overnight



Source: Regnan; thebalancesmb, saveonenergy, roadrunnerwm.





Case for Water and Waste

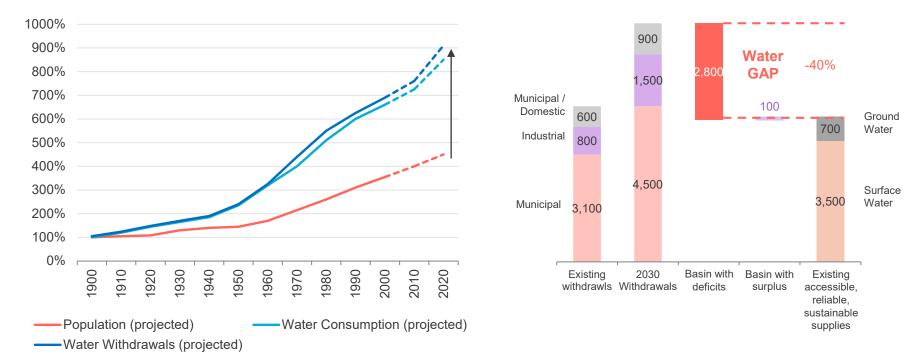


Continuous need for water generating economic issues

We withdraw more water over time creating a water GAP

We use more water as population grows (% growth since 1900)

Aggregated global water supply gap by 2030, billion m³



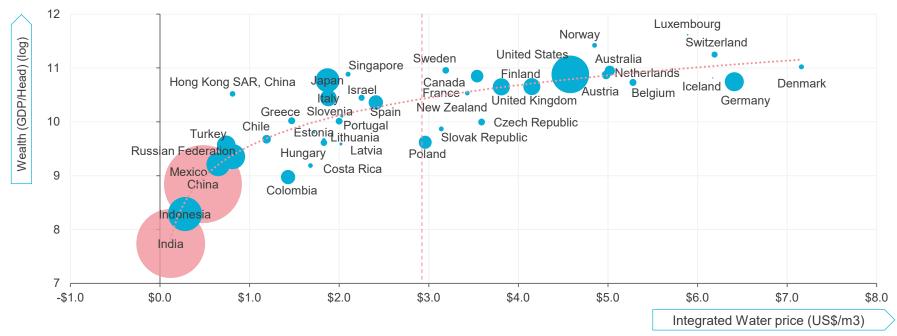
Source: Regnan, Shikpmanov 1999, US Census bureau 2011; IFPRI; McKinsey analysis, 2009.



The world can pay for water

Integrated water bills are still small and increase overtime with significant upside

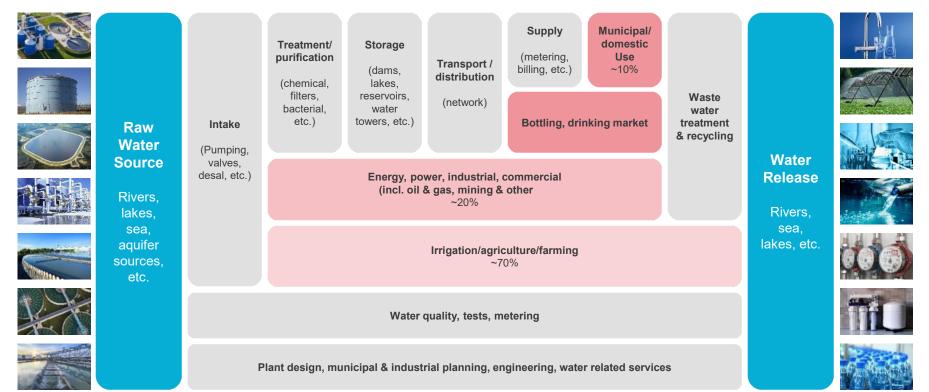
Integrated water tariff (US\$/m3) vs. GDP/Head (Log) vs. Population size (bubble)



Source: Regnan, Global Water Intelligence 2015, Survey. Tariff Data: September 2020. Population and GDP Data: September 2018. Note: Chart includes OECD plus a few select big economies and excludes Ireland. The average combined water and wastewater Tariff per cubic metre of water for households of four consuming 15m3 of water per month in major cities in the 186 countries covered by the survey.



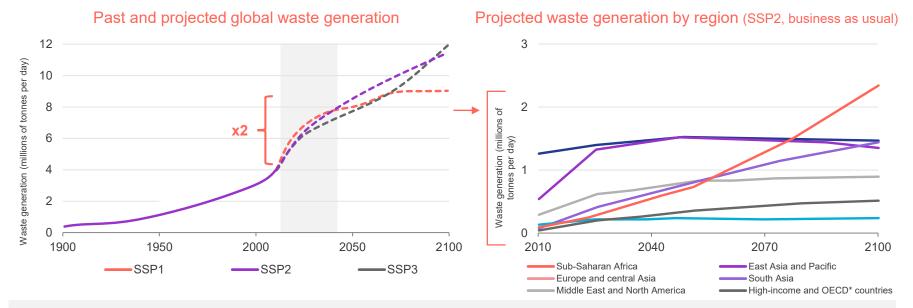
Investing in the water value chain Many industries at play from the source to the release





The waste market is doubling over the next decade

Waste becomes a new resource



Three projections to 2100 for waste generation spell very different futures. In the first Shared Socioeconomic Pathway scenario (SSP1), the 7bn population is 90% urbanised, development goals are achieved, fossil-fuel consumption is reduced and populations are more environmentally conscious. SSP2 is the 'business-as-usual' forecast, with an estimated population of 9.5m and 80% urbanisation. In SSP3, 70% of the world's 13.5bn live in cities and there are pockets of extreme poverty and moderate wealth, and many countries with rapidly growing populations.

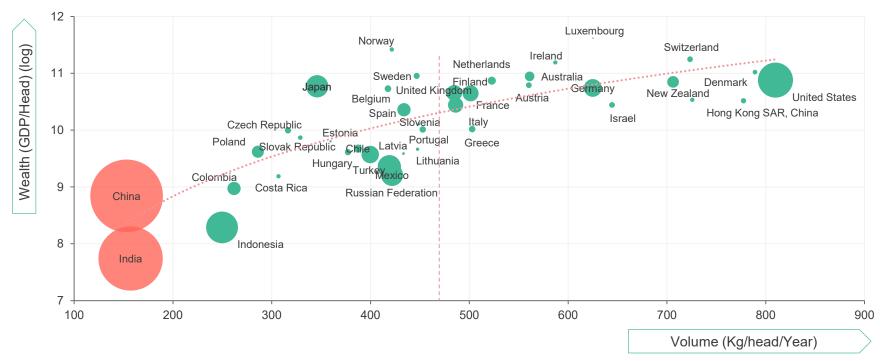
Source: Regnan, OECD 2013, Nature 31 October 2013. All opinions and estimates constitute the best judgment of Regnan as of the date hereof, but are subject to change without notice, and do not necessarily represent the views of Regnan. *Organisation for Economic Co-operation and Development. *Organisation for Economic Co-operation and Development.



The richer the more waste over time

"The waste side story" – The other side of consumption

Municipal Waste in Kg/Head/year vs. GDP/Head (Log) vs. Population size (bubble)



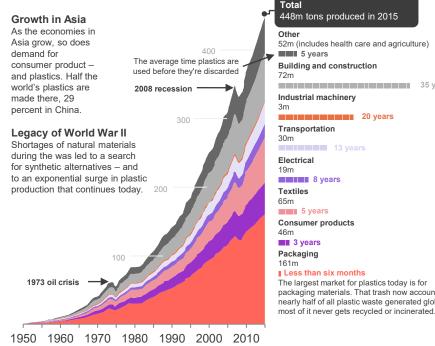
Source: Regnan, OECD, World Waste Survey, 2008. Chart includes OECD plus a few select big economies and excludes Iceland and Singapore. 15

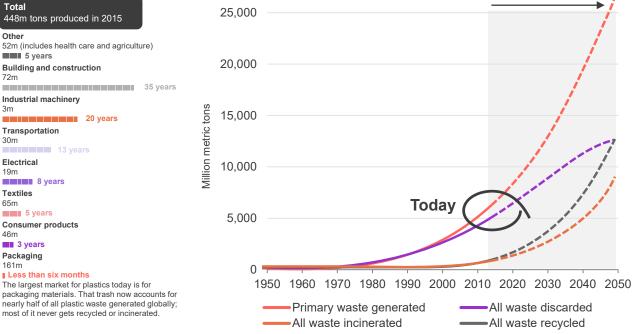


The case of plastic: a history of the waste market

"The waste side story" - The other side of consumption

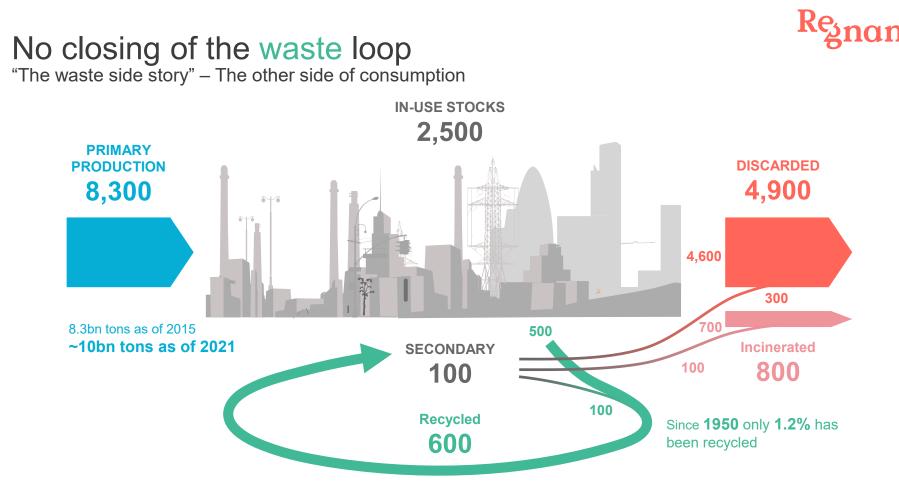
Global Plastic Production (in m tons)





Cumulative plastic waste generation and disposals (m tons)

Source: National Geographic, June 2018; American Association for the Advancement of Science, June 2017.



Source: Regnan, sciencemag.org, June 2017.



More value from waste over time

Waste becomes a resource emerging from wealth

Western markets

- Value in transforming waste into a resource
- Benefits from more regulation

For more mature countries demand is for complete service: biological treatment, material recovery (sorting and recycling), biological recovery and energy recovery

Developing countries

- Upside in volumes produced
- Value from landfills
- Upside in stricter environment standards

For more mature countries demand is for complete service: biological treatment, material recovery (sorting and recycling), biological recovery and energy recovery

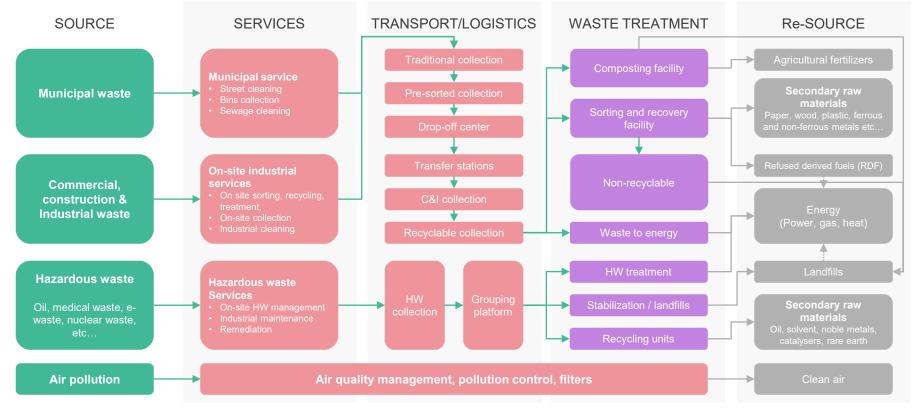


Municipal waste	Low revenue countries	Average revenue countries	High revenue countries
GDP/capita (\$)	< 5,000	5,000/20,000	> 20,000
Municipal waste per capita (kg)	150/250	250/550	350/750
Collection rate (%)	< 70	70/95	> 95
Share of organic/fermentable waste (%)	50/80	20/65	20/40
Humidity (%)	50/80	40/60	20/30
Waste treatment	Wildcat landfills > 50% + informal recycling	Landfill	Recycling > 20%

Source: Regnan, World Waste Survey, Suez Environment. All opinions and estimates constitute the best judgment of Regnan as of the date hereof, but are subject to change without notice, and do not necessarily represent the views Regnan.



Waste stocks in the value chain





Lead drivers supporting water and waste

"Perpetual momentum"



Source: Bloomberg 14 March 2022. Waste Index represents BNP Paribas Global Waste Management Total Return Index USD, Water Index represents S&P Gb Water USD Net Total Return Index. All Indices in USD.





Investment opportunity

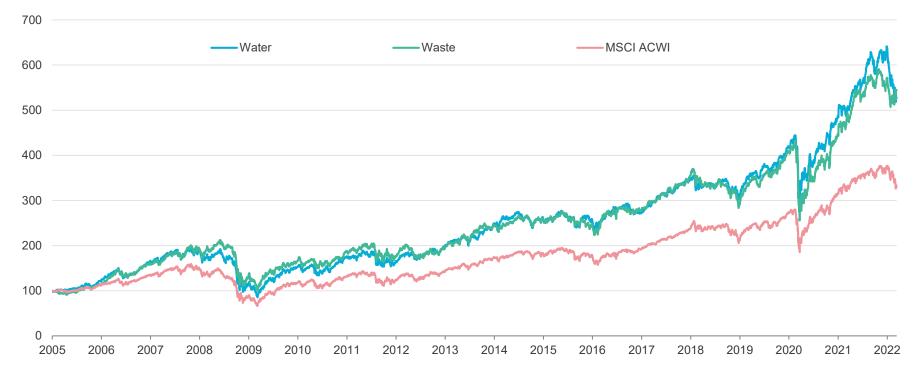
High cash visibility Diversification Growing universe





Underlying long-term relative performance

Water & Waste indices vs. MSCI All Country World Index (net total return)



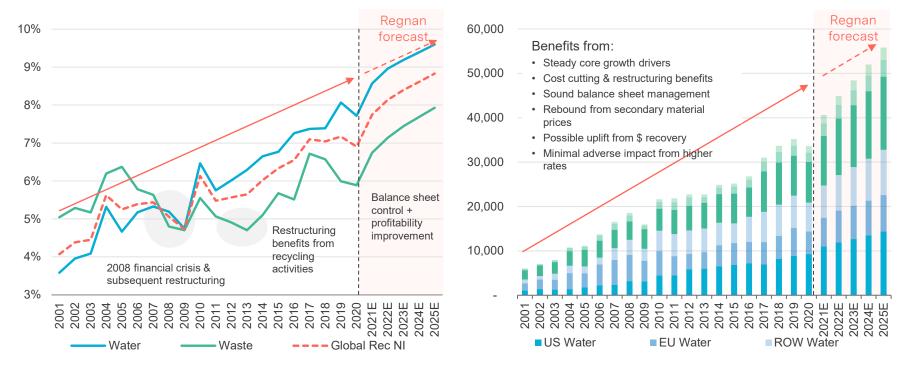
Source: Bloomberg 14 March 2021. Waste Index represents BNP Paribas Global Waste Management Total Return Index USD, Water Index represents S&P Gb Water USD Net Total Return Index. All Indices in USD.



Global recurring net income (\$m)

Visible cash generation as underlying growth compounder Sustained upside trend

Global recurring net income margin (%)



Source: Regnan, Bloomberg as at 31 December 2020.



More companies, more liquidity, more diversification

A maturing investable universe

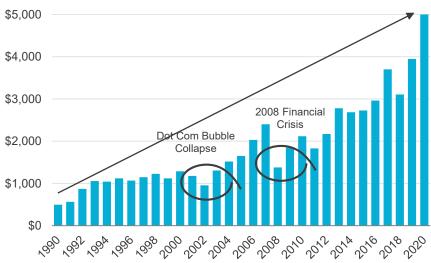
More than 350 investable stocks, x10 since 1990 Approximately ~10 new stocks per year on average



Market cap over time vs. investable stocks¹

Avg. mkt cap x5 since 1990

The average market cap has increased steadily over time as the sector has grown, from \$650m in 1990 to \$5bn today



Average market cap (\$m)²

Source: Regnan, Bloomberg. ¹As at 30 April 2021. ²As at 31 December 2020.





Investment process

Replicable and sustainable





Defining the investable universe Theme Definition, Sustainability and Purity

	Water	All companies in involved in the Water value chain and related services or industries: pumps, valves, pipes, fittings, chemical treatments, construction and design, testing and labs, metering & measurements, filtering, water use optimization, consulting, environment planning, network management, equipment goods, water rights, preservation, irrigation, conservation, hydro power and steam energy, waste water, storm water, etc
Theme definition Waste		All companies involved in the waste management solutions, cleaning and recycling management services: cleaning, collection, transportation, storing, air filtering, pest control, air cleaning, sanitization, sorting and process, cleaning products, sustainable packaging, sensors & technology, equipment goods, biomass, waste to energy, organic waste, recycling of any materials and re-use (plastic, metals, rare earth, fuel, paper, glass, e-waste, scrap), site remediation, tests & labs, consulting, environment planning, on site services, hazardous waste, construction & design, ultimate biological and human disposal, etc
Sustainability	ESG Engagement & Impact	ESG focus on deep analysis, more than 70% of stocks at portfolio level with high sustainable characteristics. Active engagement with companies for improvements. Portfolio construction should reflect a better allocation than the fully screened universe.
Purity	Purity >40% theme >80% at portfolio level	 Purity. We look at companies' core business models focusing not only on sales and profits but also on how much of their value is exposed to the global water and waste investment theme definition. Companies evolve continuously and can become more or less exposed to the theme following disposals or acquisition or by developing new business in core markets. As a result we tend to focus on the dynamics of value creation. For each stock we identify how much of their value comes from the theme and look to integrate those with more than 40% exposure to the theme to leave potential room for transformation. At the portfolio level, we target more than 80% of core exposure to Water and Waste (weighted equity value of consolidated constituents)
Allocation	Typical Allocation 60% Water 40% Waste (+/- 20% each side)	Allocation typically ~60% Water and ~40% waste depending on current investable universe. No hard split between both theme we can be 100% exposed in water or 100% in Waste The combination is offering a compelling decorrelation benefit
Monitoring & Surveillance	Monitoring & Surveillance	New stock are entering/leaving the investable universe every year via M&A, IPOs, spin-offs for a net average addition of c10 names per year. We also continue top screen new names meeting purity exposure, ESG benefits, and prone to theme events

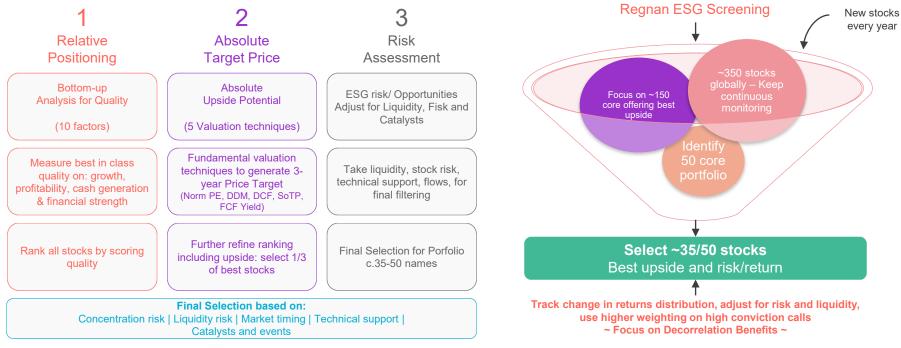


Investment universe

Replicable portfolio construction

Bottom-Up fundamental analysis

In-house fundamental integrated research coupled with stock selection process using multifactor models





Live portfolio positioning Clear signals for portfolio allocation – replicable process







Portfolio breakdown





Sector exposure As at 28 February 2022

Sector	Portfolio weight (%)	Benchmark weight (%)	Relative to benchmark (%)
Industrials	57.77	9.60	48.17
Utilities	20.38	2.79	17.59
Materials	4.05	4.96	-0.91
Real Estate	0.00	2.63	-2.63
Consumer Discretionary	7.67	11.76	-4.09
Energy	0.00	4.20	-4.20
Consumer Staples	0.00	7.06	-7.06
Communication Services	0.00	8.31	-8.31
Health Care	3.28	11.59	-8.32
Financials	0.00	14.76	-14.76
Information Technology	2.36	22.33	-19.97



Regional exposure

As at 28 February 2022

Region	Portfolio weight (%)	Benchmark weight (%)	Relative to benchmark (%)
Emerging Latin America	4.27	0.92	3.36
United Kingdom	5.27	3.82	1.45
North America	63.13	63.61	-0.48
Pacific ex Japan	2.30	2.96	-0.66
Japan	4.66	5.63	-0.97
Emerging Europe & Middle East	0.00	1.58	-1.58
Emerging Asia	7.35	9.05	-1.70
Europe ex UK	8.53	12.43	-3.90



Market-cap positioning As at 28 February 2022

Market-cap	Portfolio weight (%)	Benchmark weight (%)	Relative to benchmark (%)
Above 100bn	-	47.81	-47.81
50bn to 100bn	3.32	16.32	-13.01
20bn to 50bn	21.47	20.43	1.04
10bn to 20bn	11.90	9.66	2.24
5bn to 10bn	24.03	4.50	19.53
2bn to 5bn	25.63	1.17	24.46
Below 2bn	9.17	0.05	9.12



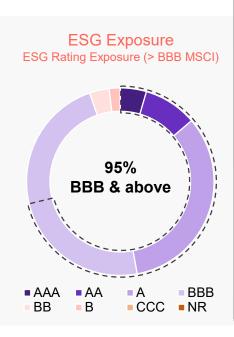
Top 10 holdings As at 28 February 2022

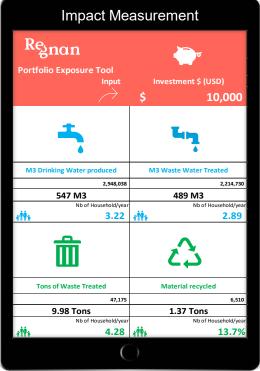
Stock	Sector	Theme	Portfolio weight (%)	Benchmark weight (%)	Relative to benchmark (%)
Veolia	Utilities	Waste	3.84	0.04	3.80
Waste Management	Industrials	Waste	3.32	0.09	3.22
Steris	Health Care	Waste	3.28	0.04	3.24
Evoqua	Industrials	Water	3.24	0.00	3.24
Advanced Drainage System	Industrials	Water	3.18	0.00	3.18
Republic Services	Industrials	Waste	3.18	0.04	3.14
Waste Connections	Industrials	Waste	3.17	0.05	3.12
A.O. Smith	Industrials	Water	3.02	0.01	3.00
Saneamento Básico	Utilities	Waste	2.93	0.00	2.93
Clean Harbors	Industrials	Waste	2.77	0.00	2.77

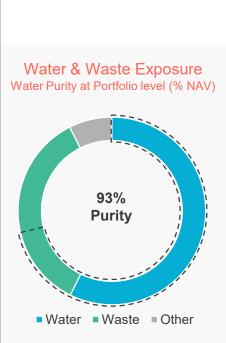


Exposure monitoring

Model Portfolio Exposure







Fund overview

- The Fund aims to generate long-term outperformance by investing in the listed shares of sustainable companies that provide solutions to global water and/or waste related challenges.
- An actively managed, high conviction, diversified portfolio with an ESG integrated process enhanced by Regnan's proprietary ratings and engagement framework.
- The team are pioneers in combining exposure to both water and waste value chains, including companies developing new technologies; this means extremely low overlap with global equity portfolios.
- Benchmark: MSCI AC World Index
- The use of the Index does not limit the investment decisions of the fund manager therefore the composition of the portfolio may differ significantly from those of the Index.
- Please click <u>here</u> for further details on this Fund's sustainable objective
- Please refer to the Prospectus/KIID for further information.



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Alongside the investment team is the Regnan Insight and Advisory Centre of Pendal Institutional Limited in Australia, which has a long history of providing engagement and advisory services on environmental, social and governance issues. While the investment management team will often draw on services from and collaborate with the Regnan Insight and Advisory Centre, they remain independent of the Regnan Insight and Advisory Centre and are solely responsible for the investment management of the Regnan Sustainable Water and Waste strategy.

Sources for all data: JOHCM/Bloomberg/Lipper/MSCI Group (unless otherwise stated).

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