Asset Management at Nordea

As an active investment manager, Nordea Asset Management manages asset classes across the full investment spectrum and aims to serve its clients in every market condition. Nordea’s success is based on a sustainable and unique multi-boutique approach that combines the expertise of specialized internal boutiques with exclusive external competences allowing us to deliver alpha in a stable way for the benefit of our clients. Furthermore, we’ve put a lot of emphasis on launching outcome – as opposed to benchmark – oriented investment solutions whose basis, “stability investment philosophy”, is designed to meet clients’ risk appetite and needs.

The Nordea 1 – Global Climate and Environment Fund has been managed internally by Nordea’s Fundamental Equity team since its launch in 2008. The investment team, based in Copenhagen, uses a bottom-up investment process to identify and analyse companies that are mispriced in respect to their ability to generate future cash flows.

Climate Change: an investment opportunity

For years, investors have held the conviction that in order to invest in companies exposed to climate and environment, one would have to sacrifice returns. However, selecting ‘green’ companies or avoiding carbon-intensive stocks in your portfolio are not the only options.

Nordea’s distinct approach has proven to be very effective. Rather than selecting companies based on their sustainability impact, the team focuses on selecting companies that use their talent and innovation to identify solutions to climate and environmental challenges. Hence, these companies benefit from a strong growth in demand.

As such, climate change represents an attractive investment opportunity, which is accelerated by a number of drivers. There is a push from society and consumers who ask companies to be more ‘responsible’, as well as a push from politicians, who feel the urge to develop better environmental policies. However, in our opinion, the biggest push is the economic incentive that comes from adopting these technologies.

“It simply makes economic sense,” says Thomas Sørensen, one of the two co-portfolio managers. “If companies can buy a new product that allows them to cut the energy bill and reduce the cost of material used in the production phase, and if all of this comes with a very short pay-back period, it is a no brainer.” Saving energy and material will have a direct impact both on the company’s balance sheet and the company’s sustainability impact. Everyone wins.

Following this approach, the Nordea 1 – Global Climate and Environment Fund (BP-EUR) has consistently delivered better returns compared to its peers, represented by the Morningstar category Equity Sector Ecology. While most of these competitors have “sustainable” and ESG mandates, Nordea’s innovative strategy has proven to be particularly effective.

1) There can be no warranty that an investment objective, targeted returns and results of an investment structure is achieved. The value of your investment can go up and down, and you could lose some or all of your invested money.
2) Source – © 2019 Morningstar, Inc. All Rights Reserved as of 31.12.2019, EAA OE Sector Equity Ecology. Performance in EUR. Period under consideration: 01.01.2009 – 31.12.2019. The performance represented is historical, past performance is not a reliable indicator of future results and investors may not recover the full amount invested. The value of shares can greatly fluctuate as a result of the sub-fund’s investment policy and cannot be ensured, you could lose some or all of your invested money.

*investing for their own account – according to MiFID definition
The investment approach

The Nordea 1 – Global Climate and Environment Fund was launched in 2008 to invest in innovative companies that advance an environmentally sustainable society and generate attractive returns by recognising the research gap in this area.

“Our fundamental, bottom up investment process aims to identify a portfolio of high conviction ideas (40–60 under-valued stocks) that derive significant future cash flows from their innovative climate solutions,” says Thomas Sørensen. The fund focuses on global equities, typically with a mid-cap, growth bias, that derive significant future cash flows from businesses contributing to solutions to climate change. “We invest in three main investment areas, namely innovators within the alternative energy sector, optimisers aiming at resource efficiency, and adapters focusing on environment protection,” says Henning Padberg, co-portfolio manager of this fund.

Alternative Energy: We capture companies that typically focus on eco-friendly and innovative technologies to generate cleaner energy – Innovators. The world is still very much dependent on traditional energy and growth comes at the expense of negative externalities for the environment. The global share of primary energy from renewable sources is still very low, but emission-free renewables like solar and wind have shown their economic feasibility and further improvements will lead to higher adoption. Our research leads us to believe that electricity, in the long run, will become the primary form of energy used for consumption, bringing the age of oil and coal to an end.

Resource Efficiency: We identify companies that help optimise the existing resource base and improve efficiency with their products and services – Optimisers. We believe this is the most economically sensible area to achieve lower emissions and reduce energy consumption. This may not be one of the most visible areas in the universe, but it is one of the most diverse and interesting as it includes capabilities ranging from smart farming via advanced navigation systems to energy efficient cooking and lighting to energy efficient process equipment and building material applications.

Environmental Protection: We select companies with strong offerings around protecting the environment and safeguarding nature – Adapters. This area is often driven by environmental regulation and risk management considerations, as well as constant improvements in the quality of products and services. Preventing potential future costs of negative externalities is just as important as dealing with existing issues.

Example of an “optimiser”

Among the optimisers – companies that enhance the existing resource base and improve efficiency – Hexcel has a very exciting story. The company is one of the leading carbon fibre producers in the world, supplying the largest airplane manufacturers such as Boeing and Airbus. The new generation of airplanes (B787, A350) is now built with ~50% of carbon fibre, resulting in 20% more fuel efficiency than older airplanes of equal size. Because fuel is one of the highest costs for airlines (typically 25% – 30% of their cost structure), this results in significant savings for airline companies as well as value creation for shareholders. At the same time, Hexcel provides a “solution” to improve the efficiency of the airline sector.

A proprietary investment universe is vital

When the fund was launched in 2008, there was no well-defined universe available. Our team wanted to make sure they captured a very broad opportunity set, ranging across regions, company sizes and different exposures to the Climate and Environment trend. To do this, they built a proprietary investment universe. Over time, this has given the fund a leading edge in this evolving market segment. IPOs, M&As and insolvencies are very common. As such, on-going monitoring has been vital.

Today, the fund benefits from an investment universe consisting of more than 1,250 companies with a combined market capitalisation of above 6 trillion euros.

Climate & Environment investment universe

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<tr>
<th>Optimisers</th>
<th>Adapters</th>
<th>Innovators</th>
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<tbody>
<tr>
<td>Energy Efficiency</td>
<td>Clean Water &amp; Air</td>
<td>Renewable Power</td>
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<tr>
<td>Smart Grid</td>
<td>Waste Management</td>
<td>Solar</td>
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<tr>
<td>Eco-Mobility</td>
<td>Environmental Services</td>
<td>Wind</td>
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<td>Intelligent Construction</td>
<td>Green Consumerism</td>
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<td>Sustainable Forestry</td>
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<td>Smart Farming</td>
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<td>Advanced Materials</td>
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3) There can be no warranty that an investment objective, targeted returns and results of an investment structure is achieved. The value of your investment can go up and down, and you could lose some or all of your invested money. 4) Source: Nordea Investment Management AB. Date 31.12.2019.
Investment process and portfolio management

The fund follows a structured, disciplined and well documented investment process with long-term thinking, fundamental bottom-up analysis and proprietary modelling at its core. We seek to identify stocks where the current market price implies future expectations that are materially different from our expectations. We call this an "attractive set of expectations" and it can arise for a number of reasons such as:

- Underestimating future growth from climate opportunities
- Failure to correctly value the structural impact of regulation
- Underestimating technology change as risk or opportunity for a company
- Fading returns on capital too quickly
- Lack of confidence in management/the business case
- Stock falling out of favour/depressed expectations on business outlook
- Failure to appreciate a turnaround in a business (internal or external factors)

Identifying whether an inefficiency is sufficiently attractive requires an in-depth understanding of the business, value chains and valuation. We work on both the strategic and the valuation angles for all the companies we analyse. Great companies are not necessarily great investments just as bad companies are not necessarily bad investments. The key for us is if a stock implies a future which is materially different from the one we see – when there is a different “set of expectations” and potentially an attractive investment.

In the portfolio construction process, the portfolio management team constantly quantifies the relationship between upside and risk of each existing and potential investment. Portfolio weights are enhanced towards high conviction names, sell-discipline is enforced and risk management tools are utilised to create the optimal portfolio.

Unique product characteristics

The Nordea 1 – Global Climate and Environment Fund is managed by an experienced and stable portfolio management team, supported by a strong research platform and a highly reliable operational setup.

In comparison with a broader international index, such as the MSCI World, the Nordea 1 – Global Climate and Environment Fund offers unique differentiating benefits. Generally, about 90% of the stocks in the portfolio are different than those in the MSCI World. This means that, on occasion, the investment in the Climate and Environment megatrend will deliver returns which are uncorrelated to traditional style-factor investments (see table below).

As the table illustrates, thanks to the fund’s unique characteristics (thematic approach with sector tilt, mid-cap and growth bias), the Nordea 1 – Global Climate and Environment Fund tends to often outperform the MSCI World Index when the MSCI World High Dividend Yield Index and the MSCI World Minimum Volatility Index underperform. Therefore, in an asset allocation context, the fund will offer diversification when combined with other global equity segments.

<table>
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<th>Index</th>
<th>5-Year Excess Return Correlation</th>
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<tbody>
<tr>
<td>MSCI World High Dividend Yield Index</td>
<td>~0.24</td>
</tr>
<tr>
<td>MSCI World Minimum Volatility Index</td>
<td>~0.35</td>
</tr>
<tr>
<td>MSCI World Growth Index</td>
<td>0.04</td>
</tr>
<tr>
<td>MSCI World Value Index</td>
<td>0.00</td>
</tr>
<tr>
<td>MSCI World Small Cap Index</td>
<td>0.34</td>
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Note: A correlation 1.00 would indicate that one of the indices mentioned in the table outperforms the MSCI World Index every month when the fund also outperforms it – high correlation. A correlation –1.00 would indicate that one of the indices mentioned in the table underperforms the MSCI World Index when the fund outperforms it – negative correlation.

Source: © 2019 Morningstar, Inc. All Rights Reserved as of 31.12.2019. The performance represented is historical; past performance is not a reliable indicator of future results and investors may not recover the full amount invested. The value of shares can greatly fluctuate as a result of the sub-fund’s investment policy and cannot be ensured, you could lose some or all of your invested money. Data: in EUR for the fund and in USD for the various Indices used.

With the Nordea 1 – Global Climate and Environment Fund, investors can get exposure to a global equity portfolio that consists of direct beneficiaries of the long-term sustainable growth opportunities.

We have developed a proven process and offer investors a unique concentrated portfolio of high conviction ideas.

"Portfolio Manager, Thomas Sørensen"

Portfolio Manager, Henning Padberg

5) The excess return correlation measures the dependence of the alpha generation between the above mentioned fund and indices compared to the MSCI World Index. Combining the Nordea 1 – Global Climate and Environment Fund with different equity style factors should deliver positive diversification benefits. Please note that the fund does not have an official benchmark. The MSCI World Index and the other indices representing the various equity-style factors have been used for comparison only.