

October 2020



ORIGO
FONDER

Origo Fonder

Value-creation beyond ESG



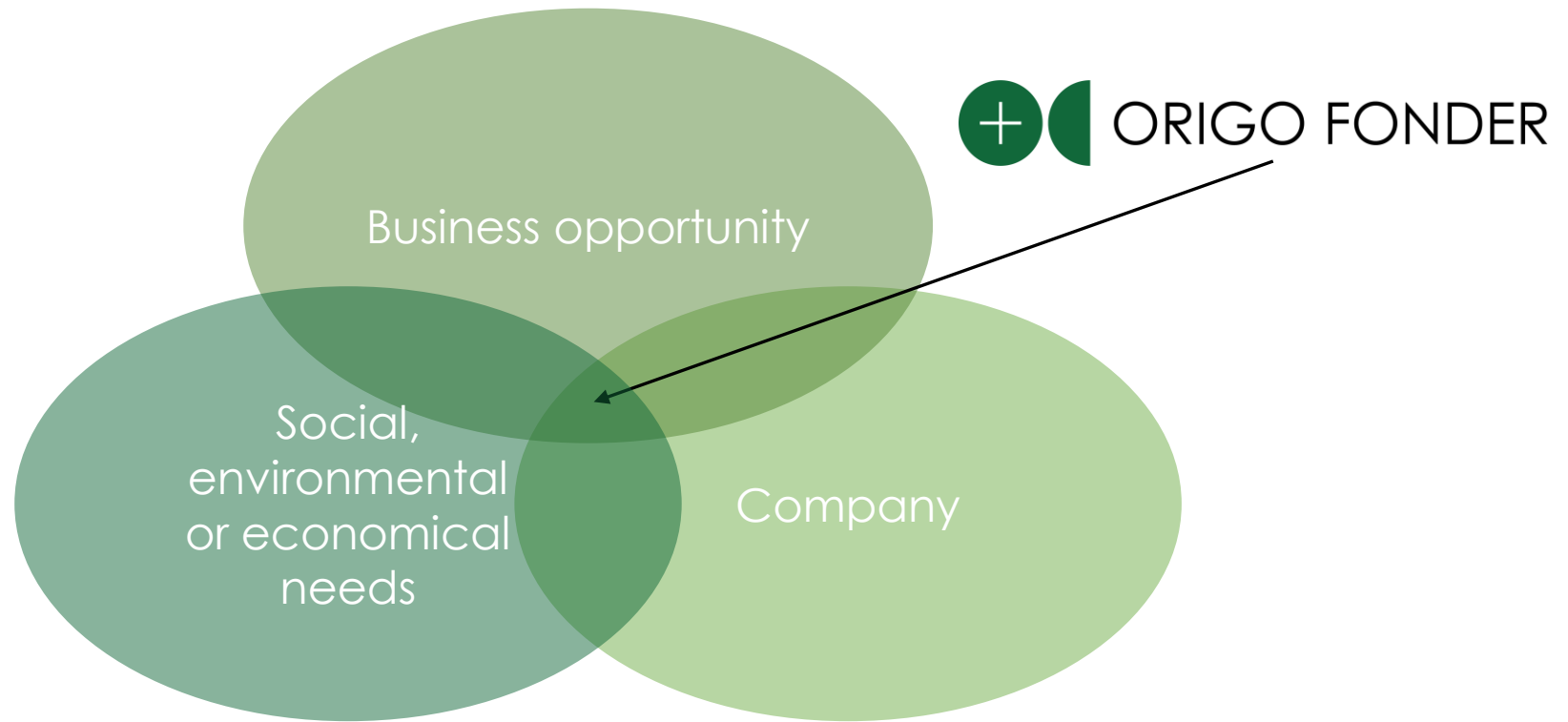
Table of contents

- Origo Fonder - introduction
- Origo Quest 1
- Appendix



Our approach

- We view the transformation towards a sustainable economy as a huge opportunity
- We invest in companies where sustainable products and processes create clear competitive advantages
- ...while simultaneously generate social impact



The Opportunity

Sustainability 1.0

Regulatory compliance
& exclusion

Sustainability 2.0

Risk & marketing

Sustainability 3.0

Innovation, growth
& social impact

Team Origo



Stefan Roos

- CEO & CIO
- + 30y industry experience
- Previously at SEB Fonder and SHB Fonder



Carl Rydin

- Portfolio Manager/ Analyst
- +10y industry experience
- Previously at Lucerne Capital, New York



Karl Eckberg

- COO & IR
- + 10y industry experience
- Previously at Wistrands and Nordnet



Sasja Beslik

- Advisor to Origo
- Managing Director Bank J. Safra Sarasin, Zurich
- Previously CEO at Nordea Fonder



Ulrika Viklund

- Advisor to Origo
- Entrepreneur & digitalisation expert
- Previously Head of Growth at Spotify



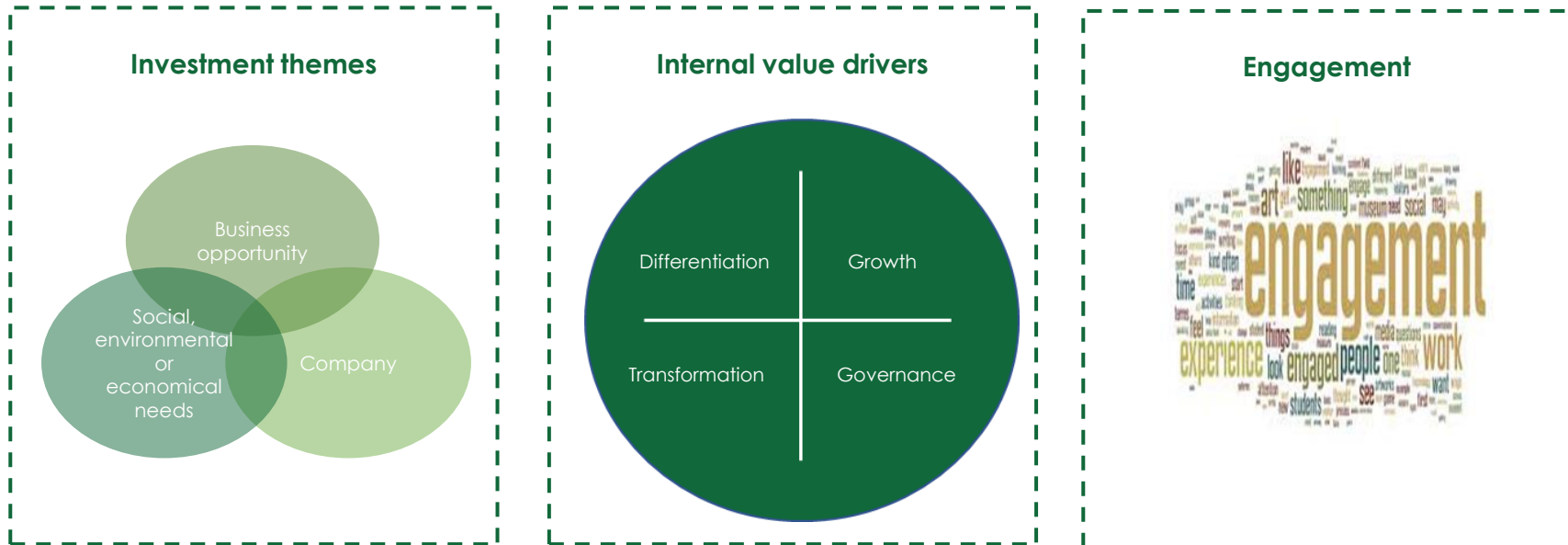
Nils Alpman

- Compliance officer
- Lawyer & Partner at Wistrands
- Previously Legal Counsel at SEB



Investment process driven by analysis

- We look for companies with strong sustainable competitive advantages och with clear value drivers



Several international fund awards over the past years



- Winner "CFI – Best Sustainable Alternative Investment Manager – 2020 Nordics"



- Winner "HFM - European Emerging Manager Award 2019" Equity Hedge Funds < USD100m



Table of contents

- Origo Fonder - introduction
- Origo Quest 1
- Appendix

Origo Quest I – Alternative fund with focus towards sustainable small caps

Strategy

- AIF under supervision by the Swedish Financial Authority since 2013
- Nordic small- och mid-caps
- Effective portfolio management with long & short positions
- Invest long-term within sustainable business models
- Engagement and active ownership

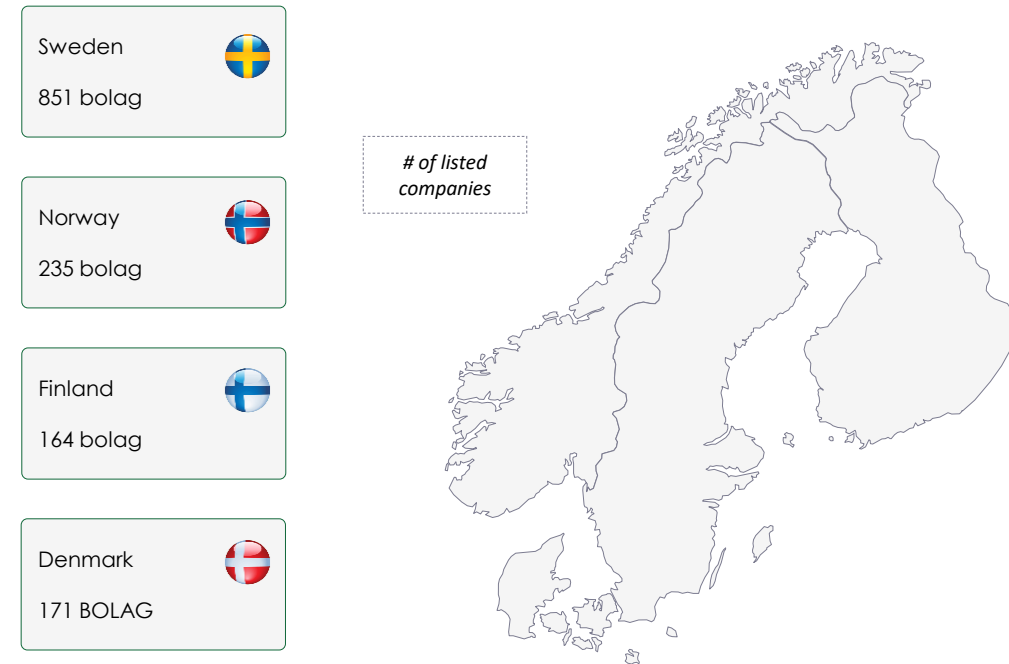
Target

- 10% annual return, measured as a rolling 5 year period
- Competitive risk-adjusted return
- Lower total risk compared the overall equity market over time
- Contribute to the development of a sustainable economy

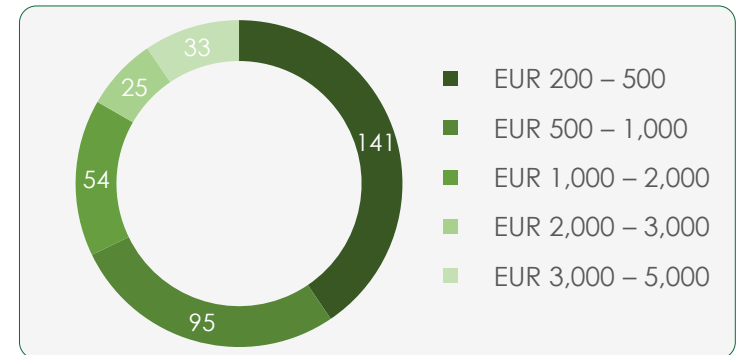
Good opportunities for alpha generation in the Nordics

Diversified market with many under-analysed companies

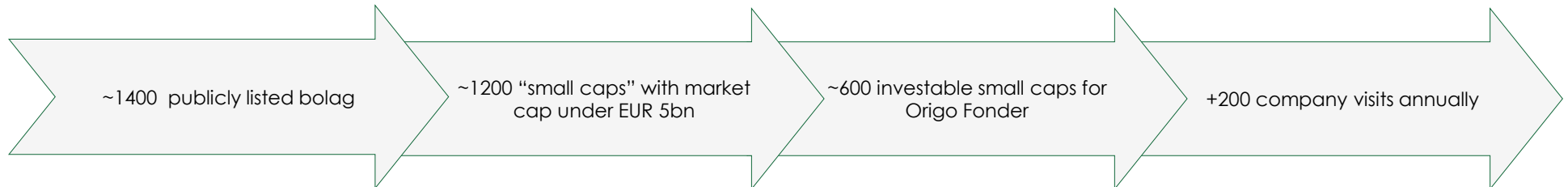
Listed Companies



Small Caps



- 85% of companies in the Nordics are "small caps"
- The Nordics rank high in terms of Sustainability
- Diversified, global economy in miniature
- Less than 20% have sell-side analyst coverage
- Significant opportunities for Alpha-generation

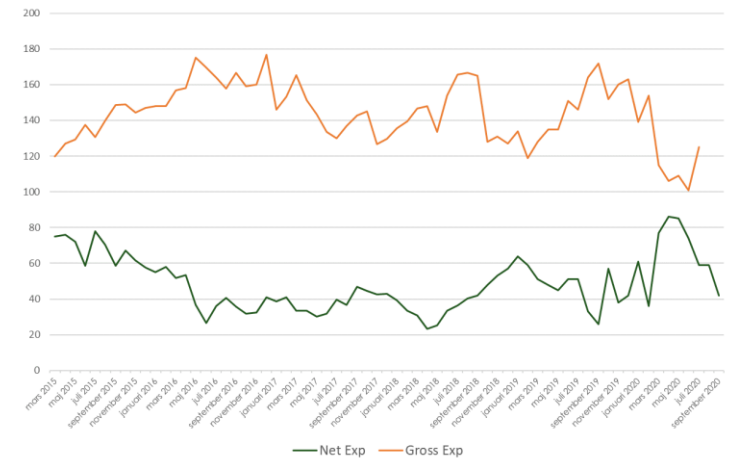
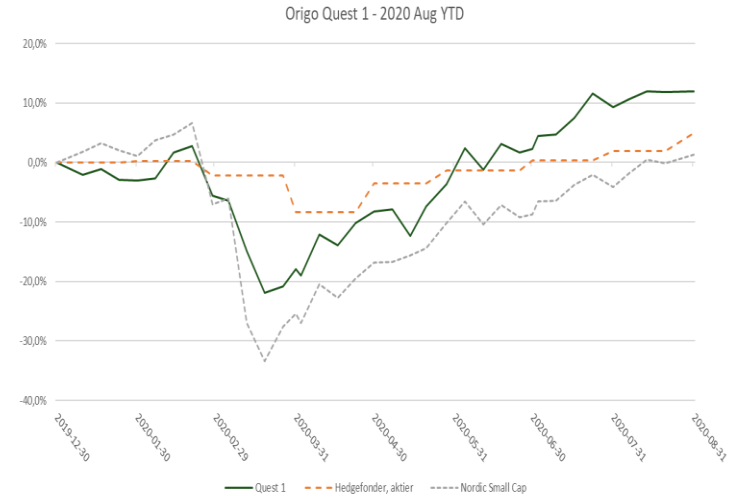


* Origo Capital estimate, Dec 2019

YTD return: Positive performance with lower risk

Origo Quest 1

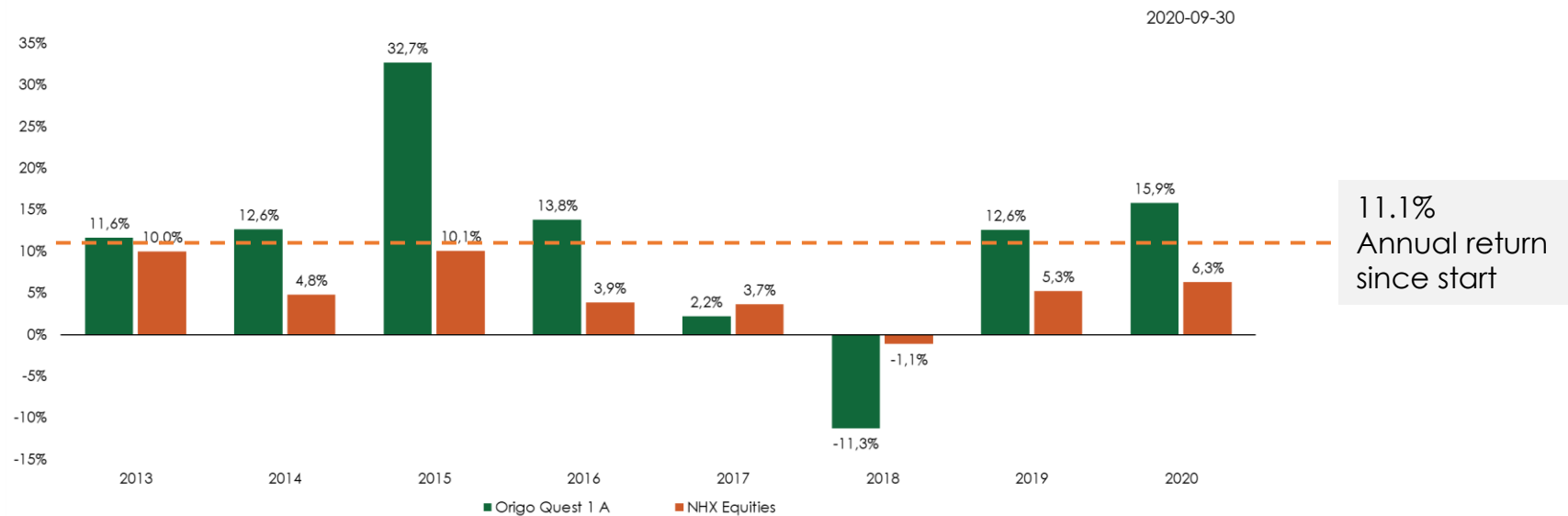
- Very turbulent period, heavily affected by the pandemic
- Quest 1 is up 15.9% YTD
 - NHX Equity* = 6.3%
 - Nordic Small Cap Index* = 4.9%
- Lower risk** than the small cap index
 - Quest 1: 12.8% risk compared to 23.3% for the index
- Positive return and alpha*** for both long and short positions
- Net exposure in September 43% (average since start: 50%)



* 30/9/2020 NHXE (hedgenordic.se), CSX Small Cap Return Nordic SEK
** Weekly downside volatility YTD, Index = Carnegie Nordic Small Cap Return Index
*** alpha = outperformance vs index

Value-creation over time

- ✓ 11.1% annual return since start and 10.3% over the past 5 years
- ✓ Lower risk than the market for all years since start
- ✓ Competitive risk-adjusted returns

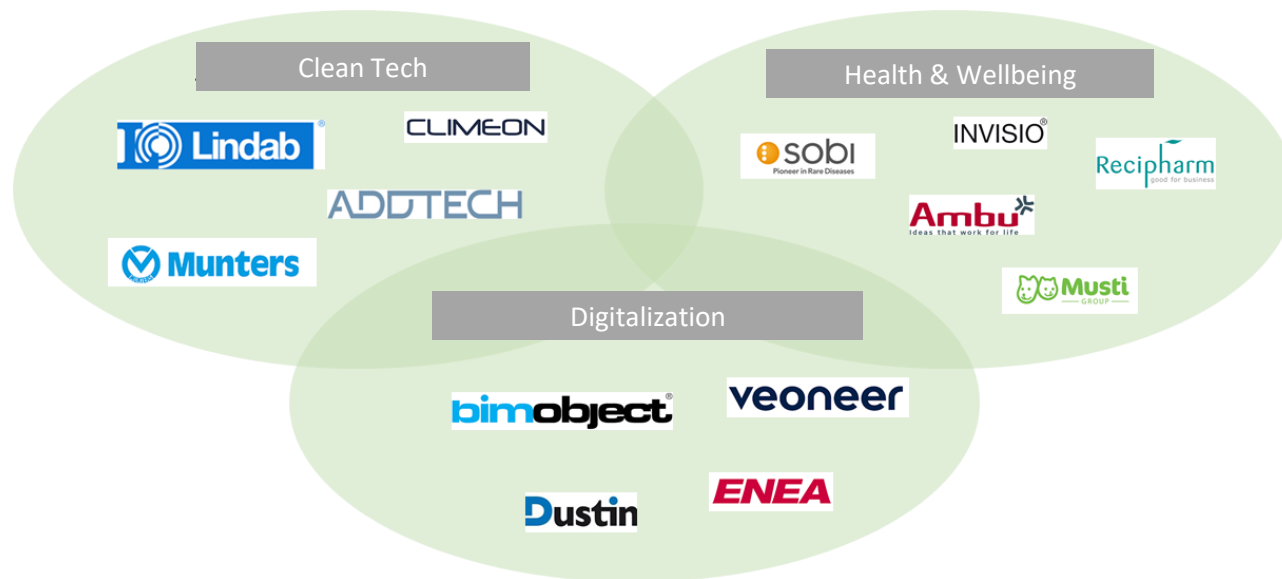


2020-09-30	60 months	Equity hedge funds*	Swedish equity index	Small cap index
	Origo Quest 1	NHXE	OMXSGI	CSRXSE
Annual return	10.3	5.2	12.3	18.3
Beta	0.6	0.4	1.0	1.1
Risk-adjusted return	17.2	13.0	12.3	16.1

* Origo Quest 1 is an absolute return fund. NHX Equities (NHXE) is an index comprising of 60 equity hedge funds based in the Nordics. Beta for the hedge funds are based on a selection of funds with at least 5 year track record. See hedgenordic.se for more info.

Current investment themes

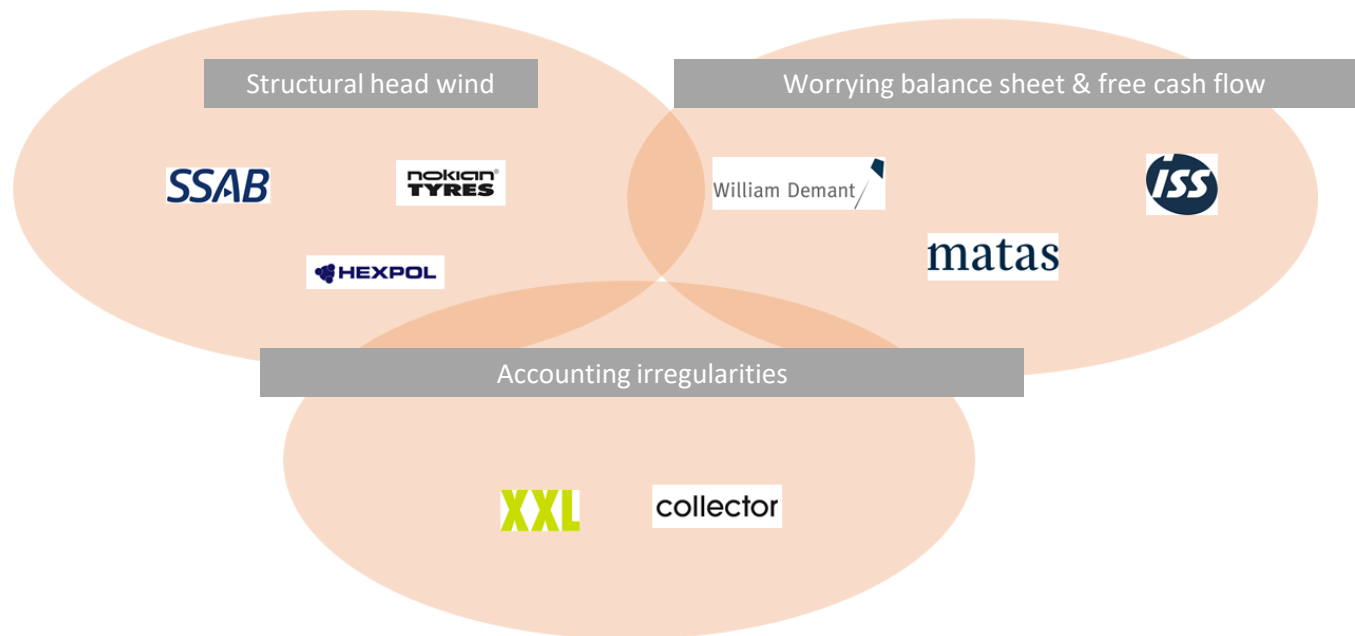
- +90% of the long portfolio = profitable growth
- Companies that created shared value (to the shareholders and the society)
- +70% of the portfolio companies have sustainable products och processes that substantially drive growth, profitability, and positioning



- 30/9/2020: +70% of the long positions have sustainable products or processes that created substantial value for its owners and the society, and directly meet the goals 3, 7, 9, 11 and 13 (good health and well-being, affordable and clean energy, industry, innovation and infrastructure, sustainable cities and communities, climate action)

Quest I: What we avoid and potentially short

- The purpose is to strengthen the risk-adjusted return and to reduce the market correlation
- The short portfolio has contributed to positive alpha** 5 of 6 years



Why Origo Quest 1?

TRACK RECORD

- Strong absolute and risk-adjusted return since start 2013

FOCUS ON SUSTAINABILITY, BEYOND ESG

- We are convinced that sustainable business models and the shift towards a sustainable economy create huge opportunities

STRUCTURED INVESTMENT PROCESS

- We analyse 100's of Nordic small caps every year. Innovation and transformation of strategies and processes require a close contact to the companies in our universe

STRONG TEAM

- Experienced and award-winning team with a strong vision and focus. A unique mix of competencies within finance, sustainability and digitalisation

Appendix



We think differently

- The world stands in front of large challenges – and these challenges require new answers and solutions
- Governments and agencies do not have sufficient resources to solve these problems by themselves
- The business community is the only institution that can really create a solid and permanent change
- We see the transition towards a sustainable economy as a must – och a fantastic investment opportunity for public equities
- Traditional CSR and ESG analysis* does not grasp the change nor the opportunity – a new level of thinking is required!
- Our analysis is focused on innovation, transformation and shared value creation
- Engagement and genuine active management is a requirement for real sustainable investing. Passive or semi-passive investing mean that the real opportunity to make a change is wasted



Carl Rydin
Co-fund manager/ analyst

• *Corporate Social Responsibility (CSR) and Environmental, Social & Governance (ESG) are definitions of sustainable strategies that touch risks and quality related to environment, workplace and business ethics*

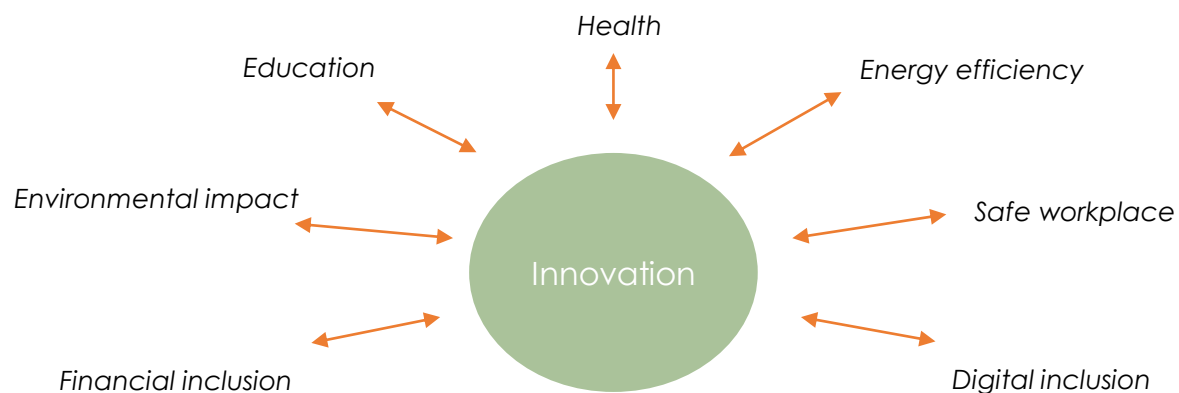
Analysis area 1: Companies with products that meet new markets and needs



Sasja Beslik
Advisor to Origo

- Social need is the largest unrealised market opportunity
- Companies should continuously evaluate if they meet these needs with its products and services

>> Trigger for innovation



Example of areas with strong connection between social impact and business opportunity

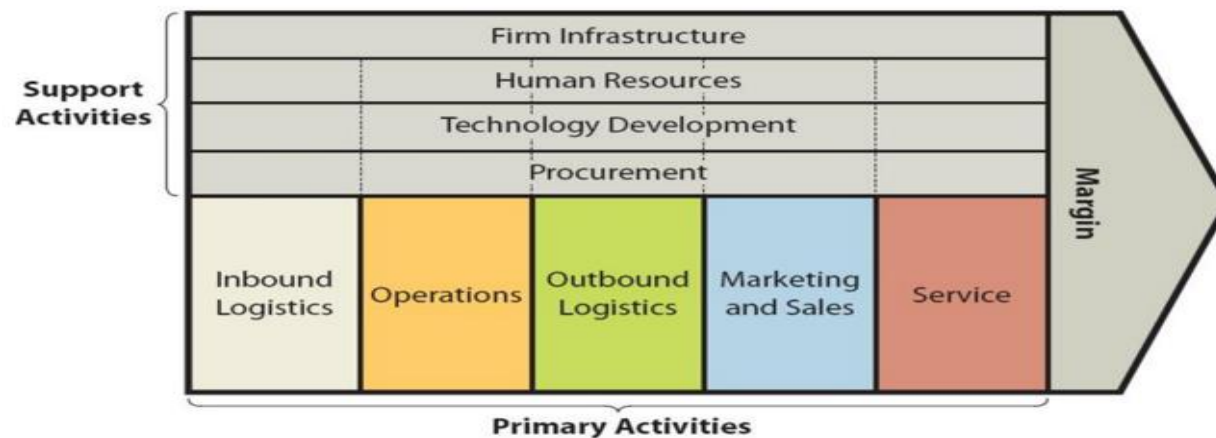
Analysis area 2: Companies that strengthen productivity & develop the value chain

- Analysis across value creation and capital allocation
- Effective procurement that improve the suppliers opportunities
- Resource efficiency throughout the value chain
- Better education, safety and work environment
- New product design that eliminate waste
- Smarter logistics

>> Increased profitability and clear social impact



Ulrika Viklund
Advisor to Origo



Analysis area 3: Companies that develop relationships & investment clusters

- The interaction between the universities, government, finance sector, entrepreneurs, and the business community is a foundation for innovation
- Companies that embrace this possibility och actively invest in its community och in cooperation clusters can create competitive advantages
- The Nordic countries are far ahead within several sectors which has created successful clusters

>> Cooperations and investment clusters drive common value

Ex. "Medicon Valley" (Greater Copenhagen)

- Leader in Europe regarding clinical studies and R&D per capita
- Approx. 44,000 full-time employees
- Approx. 24,000 students within Life Science
- 9 universities
- 28 hospitals
- 350 companies within biotech, pharmaceuticals and medicine technology
- 10 incubators



* Sources: mediconvalley.greatercph.com, Origo Fonder

- **Stefan Roos – CEO & CIO**

Stefan Roos is the Chief Investment Officer at Origo Fonder. Mr. Roos has over 30 years' of investment experience with a focus on active ownership within Nordic small caps. Prior to founding Origo Fonder in 2011, he was Head of the Small Cap and Nordic team at SEB Investment Management. He began his career at Handelsbanken where he held various senior positions including Portfolio Manager within Wealth Management and as Fund Manager with responsibilities for Swedish Small Caps and ownership issues related to small and medium-sized companies.



- **Carl Rydin – Portfolio Manager & Analyst**

Carl Rydin is a Portfolio Manager at Origo Fonder. Mr. Rydin has a broad international background and extensive experience from corporate finance and investment management. Prior to joining Origo Fonder in 2017, he was an Investment Analyst at Lucerne Capital, a long/short equity fund, where he focused on bottom-up, fundamental research within European small and mid-cap equities. He began his career in New York at Fredericks Michael & Co., where he focused on advising Nordic corporations, family-owned businesses, and private equity firms on cross-border M&A.



- **Karl Eckberg – COO & IR**

Karl Eckberg is the Chief Operating Officer and oversees all administrative functions at Origo Fonder. Mr. Eckberg, who is a lawyer, has Prior to joining Origo Fonder, he was a Legal Counsel at Stockholm-based Nordnet Bank where he worked broadly within the legal area for modern digital banking, and gained experience from financial securities trading, IT outsourcing and MiFID II. He began his career at Wistrand Advokatbyrå as an Attorney where he specialized in securities and financial markets law.



Team Bio's (cont'd)

- **Sasja Beslik – Advisor to Origo**

Sasja Beslik is a member of the Advisory Board at Origo Fonder. Mr. Beslik is currently a Managing Director and the Head of Sustainable Finance at Bank J. Safra Sarasin Ltd. He was previously Head of Responsible Investments and Corporate Governance at Nordea. He was also named CEO of Nordea Investment Funds Sweden. He is an expert known for promoting financial sustainability across the world and as a testament he received the H. M. The King's Medal, 8th size with the ribbon of the Order of the Seraphim from King Carl XVI Gustaf of Sweden for outstanding contributions within Swedish environmental and sustainability development within financial sector.



- **Ulrika Viklund – Advisor to Origo**

Ulrika Viklund is a member of the Advisory Board at Origo Fonder. Ms. Viklund is a Co-Founder of House Be, a coworking operator and ecosystem facilitator with offices across Northern Sweden. She is also a Co-Founder of Spira, a consulting, advisory, networking and investment business specialized in globalization and growth. She was previously the Director of International Growth at Spotify. She also focuses on several board assignments including startups and publicly listed companies. She is passionate about matters relating to market expansion, internationalization, digitalization, business strategy and sustainability.



How to invest in the fund?

Private investors

- Through our distribution partners
- Alternatively direct investment at Origo Capital

Institutional investors

- Direct investment at Origo Capital
- Alternatively via a distributor

Also see www.origofonder.se for more information



Karl Eckberg,
COO and Investor Relations
karl.eckberg@origofonder.se



Handelsbanken



ÅLANDSBANKEN



Max Matthiessen



Disclaimer

This document produced by Origo Fonder AB contains general marketing information about our investment products. Although the content is based on sources judged to be reliable, we will not be liable for any omissions or inaccuracies, or any loss whatsoever which arises from reliance on it. If investment research is referred to, we urge you to read the full report and the disclosures contained therein, or read the disclosures relating to specific companies found on www.origocapital.se. Information relating to taxes may become outdated and may not fit your individual circumstances. Investment products produce a return linked to risk. Their value may fall as well as rise, and historic returns are no guarantee of future returns; in some cases, losses can exceed the initial amount invested. Where either funds or you invest in securities denominated in a foreign currency changes in exchange rates can impact the return. You alone are responsible for your investment decisions and you should always obtain detailed information before taking them.

For more information please see the simplified prospectus and information brochure for the fund available at www.origofonder.se. If necessary, you should seek advice tailored to your individual circumstances from your bank advisor.