

## BNP PARIBAS EASY ESG VALUE EUROPE UCITS ETF

MARKETING COMMUNICATION | FOR PROFESSIONAL INVESTORS ONLY | MARCH 2024

***“A great company is not a great investment if you pay too much for the stock”***

- Benjamin Graham

### Backed by history

Used for decades, Value has, on average, **tended to outperform the market**<sup>1</sup>

Since Jan. 04, BNP Paribas' Value Strategy has outperformed the usual market benchmark\*.<sup>1</sup>

### Used by industry giants

Value principles have been **followed by some financial gurus**<sup>2</sup>

Including Warren Buffet, Peter Lynch and Michael Burry.<sup>2</sup>

### Market outperformance in recovery periods

Overall positive performance in 2021 with the prospect of a post-pandemic market recovery<sup>3</sup>

Economic recovery is expected to continue throughout 2022.<sup>4</sup>

### ESG\* considerations without additional cost

ESG integration in ETFs **does not carry additional charges**

Vs ETFs that do not consider ESG criteria.

**BNP PARIBAS EASY ESG VALUE EUROPE UCITS ETF**  
invests in companies at a reasonable price.

### OBJECTIVES

- Benefit from potential **strong returns of undervalued stocks from the European markets.**
- Provide a portfolio with **high ESG standards.**
- Stringent control** of the risk through the investment process.

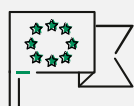
### COMPETITIVE EDGES

- A **unique combination of value descriptors** to identify the most promising companies.
- An improved methodology to select the companies with the best ESG score and the lowest stock prices.

### ESG INTEGRATION

- A **thorough ESG integration** process leveraging the expertise of several ESG data providers such as Moody's ESG Solutions and BNP Paribas Asset Management.
- An **ESG Filtering Criteria** is applied to the Initial Investment Portfolio, selecting **only the most complying companies.**

### INVESTMENT PROCESS



#### European stocks

With an average daily trading volume above 10 Mio EUR.



#### Scoring

Stocks are rated according to the two metrics that best represent Value factor:

- EBITDA\*\* to Enterprise Value (EV)
- Forward Sales to EV
- Free Cash Flow to Market Capitalization
- Book Value Yield



#### ESG integration

**Exclusion:** Critical controversies check and ESG screenings (i.e. *energy transition score below 30%*).

**Integration:** ESG score of each company impacts its expected return & allocation.

**Guarantee:** ESG characteristics to be better than investment universe.



#### Optimization process

Implemented at the end to maximize the exposure to the Value Factor under constraints such as the **maximum volatility of alpha below 4%**

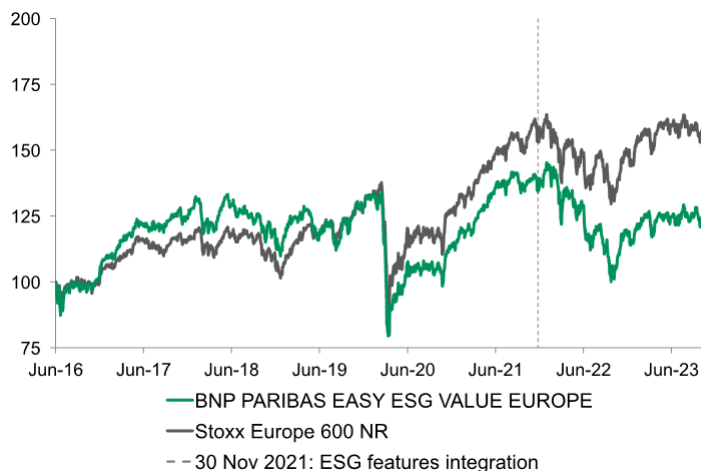
<sup>1</sup>BNP Paribas, as of 30 June 2021 <sup>2</sup>BNP Paribas, as of 31 December 2021 <sup>3</sup>BNP Paribas, as of 31 December 2021 <sup>4</sup>Autumn 2021 Economic Forecast - European Commission, as of November 2021.

\*STOXX Europe 600 Index <SXXR Index>.

\*\*ESG stands for Environmental, Social, and Governance; \*\* Earnings Before Interest, Taxes, Depreciation and Amortization.

## PERFORMANCE SIMULATIONS

As of March 31<sup>st</sup>, 2024



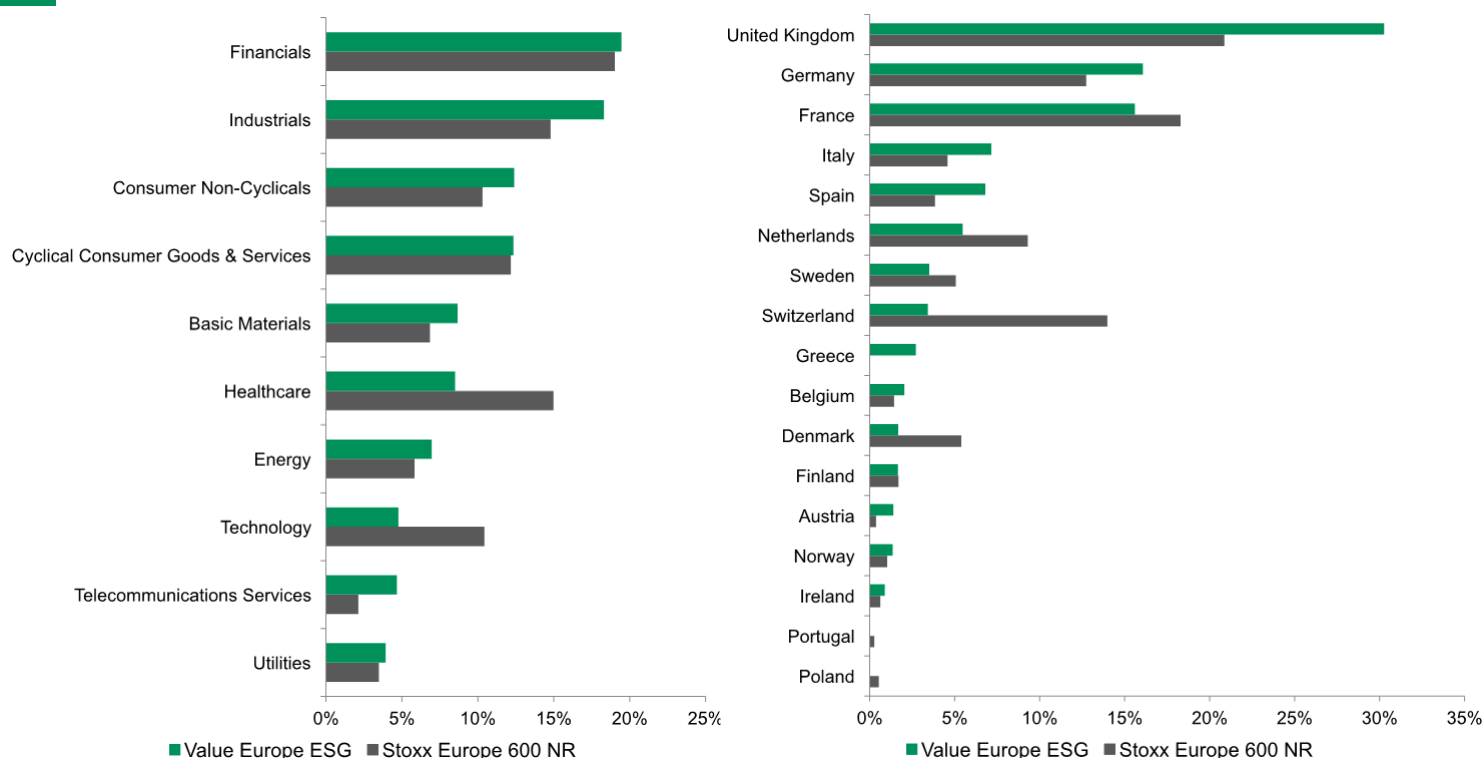
| Jun 16 - Mar 24        | BNP PARIBAS EASY ESG VALUE EUROPE | Stoxx Europe 600 NR |
|------------------------|-----------------------------------|---------------------|
| Cumulative Performance | 35.80%                            | 79.75%              |
| Annualised Return      | 4.00%                             | 7.80%               |
| Annualised Volatility  | 17.03%                            | 15.99%              |
| Sharpe Ratio           | 0.23                              | 0.49                |
| Max. Drawdown          | -40.77%                           | -35.36%             |

|      |      | Jan    | Feb     | Mar     | Apr    | May    | Jun     | Jul    | Aug    | Sep    | Oct    | Nov    | Dec    | YTD     |
|------|------|--------|---------|---------|--------|--------|---------|--------|--------|--------|--------|--------|--------|---------|
| 2024 | ETF  | 0.34%  | -0.58%  | 2.98%   |        |        |         |        |        |        |        |        |        | 2.73%   |
|      | SXXR | 1.46%  | 1.98%   | 4.04%   |        |        |         |        |        |        |        |        |        | 7.65%   |
| 2023 | ETF  | 5.94%  | 3.30%   | -1.76%  | 1.82%  | -2.83% | 1.83%   | 3.27%  | -1.67% | -1.49% | -4.71% | 8.11%  | 3.32%  | 15.33%  |
|      | SXXR | 6.74%  | 1.88%   | -0.32%  | 2.45%  | -2.52% | 2.41%   | 2.14%  | -2.54% | -1.66% | -3.62% | 6.62%  | 3.83%  | 15.80%  |
| 2022 | ETF  | -0.21% | -5.53%  | -0.39%  | -1.54% | -1.21% | -11.47% | 5.38%  | -6.91% | -9.43% | 8.29%  | 7.15%  | -3.24% | -19.33% |
|      | SXXR | -3.83% | -3.25%  | 1.00%   | -0.72% | -0.92% | -8.02%  | 7.74%  | -5.05% | -6.47% | 6.35%  | 6.89%  | -3.38% | -10.64% |
| 2021 | ETF  | 1.45%  | 0.67%   | 7.62%   | 1.79%  | 3.53%  | 1.96%   | 0.86%  | 2.59%  | -3.65% | 1.85%  | -2.80% | 5.86%  | 23.40%  |
|      | SXXR | -0.75% | 2.44%   | 6.42%   | 2.21%  | 2.59%  | 1.50%   | 2.06%  | 2.18%  | -3.29% | 4.67%  | -2.53% | 5.42%  | 24.91%  |
| 2020 | ETF  | -2.48% | -10.15% | -20.53% | 7.46%  | 3.10%  | 2.84%   | -1.58% | 2.61%  | -1.23% | -4.96% | 13.91% | 2.39%  | -12.28% |
|      | SXXR | -1.18% | -8.34%  | -14.51% | 6.50%  | 3.40%  | 3.06%   | -0.95% | 3.05%  | -1.41% | -5.11% | 13.84% | 2.58%  | -1.99%  |
| 2019 | ETF  | 8.62%  | 1.32%   | 0.59%   | 0.77%  | -7.82% | 4.33%   | -0.28% | -3.44% | 5.85%  | 2.95%  | 1.75%  | 1.55%  | 16.33%  |
|      | SXXR | 6.32%  | 4.15%   | 2.06%   | 3.76%  | -4.94% | 4.47%   | 0.31%  | -1.35% | 3.70%  | 1.04%  | 2.83%  | 2.13%  | 26.82%  |
| 2018 | ETF  | -1.05% | -2.78%  | -1.72%  | 6.71%  | -0.51% | -2.11%  | 2.61%  | -3.68% | 0.78%  | -4.76% | 0.23%  | -5.50% | -11.71% |
|      | SXXR | 1.57%  | -3.81%  | -1.99%  | 4.49%  | 0.13%  | -0.63%  | 3.14%  | -2.14% | 0.32%  | -5.53% | -0.99% | -5.46% | -10.85% |
| 2017 | ETF  | -0.15% | 5.06%   | 3.58%   | 1.70%  | 1.55%  | -2.30%  | 1.26%  | 0.53%  | 2.84%  | 2.12%  | -2.40% | 2.79%  | 17.62%  |
|      | SXXR | -0.31% | 3.05%   | 3.32%   | 1.98%  | 1.45%  | -2.53%  | -0.35% | -0.79% | 3.90%  | 1.91%  | -2.02% | 0.81%  | 10.68%  |
| 2016 | ETF  |        |         |         |        |        | -7.26%  | 5.98%  | 0.28%  | -0.03% | 0.73%  | 2.19%  | 7.13%  | 8.65%   |
|      | SXXR |        |         |         |        |        | 66.97%  | 3.73%  | 0.74%  | -0.11% | -1.03% | 1.05%  | 5.75%  | 5.34%   |

On 30<sup>th</sup> November 2021, the underlying strategy of the ETF has changed to integrate ESG features.

Source: BNP Paribas and Bloomberg. Historical performance of the BNP Paribas Easy ESG Value Europe UCITS ETF since 07 June 2016. Comparative index: STOXX Europe 600 Index <SXXR Index>. Comparative index for illustrative purpose only. Past or simulated performance or achievement is not indicative of current or future performance. This is for general information only and should not be used as a basis for making any specific investment, business or commercial decisions. Any economic and market trend, prediction, projection or forecast is not necessarily indicative of the future or likely performance of the funds.

## SECTOR AND COUNTRY COMPOSITION



Source: BNP Paribas. Past performance is not a reliable indicator of future returns. Comparative index: STOXX Europe 600 index, Bloomberg code: <SXXR Index>. Comparative index for illustrative purpose only.

## INVESTMENT TEAM

- Multi Asset, Quantitative and Solutions (MAQS) is an investment group within BNPP Paribas Asset Management focused on four areas of expertise: Solutions & Advisory, Multi Asset, Quantitative & Index and Structured Management. Managing more than EUR 112 billion in assets and boasting 130 experts, MAQS responds to clients' needs with constant digital innovation, stringent risk management and continuous integration of environmental, social and governance criteria.

## INVESTMENT GUIDELINES

### 1. Investment Objective

- Replicate the performance of the **BNP Paribas Value Europe ESG Index** (Bloomberg: *BNPIFEVE Index*), including fluctuations, and to maintain the Tracking Error between the sub-fund and the index below 1%.

### 2. Benchmark

- The benchmark is the **BNP Paribas Value Europe ESG Index**, published in EUR. The composition of the index is reviewed on a monthly basis. The index is valued daily. **BNP Paribas Value Europe ESG Index** measures the performance of European companies that appear underpriced using a fundamental analysis.
- Index components can be downloaded from <https://indx.bnpparibas.com/>

### 3. Investment Guidelines<sup>1</sup>

- Long-only equity fund
- The strategy is implemented through a synthetic replication of the index. Exposure to the index is achieved by entering into a swap that enables the sub-fund to convert the exposure of its 'substitute basket' to the exposure to the index
- The sub-fund will not invest more than 10% of its net assets in shares or units issued by UCITS or other UCIs

<sup>1</sup>These internal guidelines are mentioned for your information only and are subject to change. Prospectus and KID guidelines will prevail.

## ETF CHARACTERISTICS

The **BNP PARIBAS EASY ESG VALUE EUROPE UCITS ETF** is a **Sub-fund of BNP Paribas Easy**, a UCITS compliant SICAV registered under Luxembourg law.

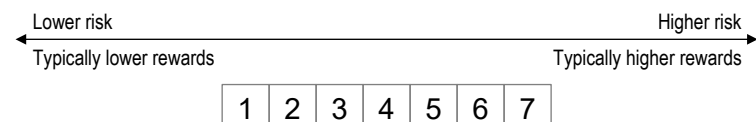
|                       |                                                                                                                      |                                  |                                |
|-----------------------|----------------------------------------------------------------------------------------------------------------------|----------------------------------|--------------------------------|
| ETF                   | BNP PARIBAS EASY ESG VALUE EUROPE                                                                                    | Fund Manager                     | Fabrice RICCI                  |
| Management Company    | BNP PARIBAS ASSET MANAGEMENT Luxembourg                                                                              | Custodian                        | BNP PARIBAS, Luxembourg Branch |
| Delegated Manager     | BNP PARIBAS ASSET MANAGEMENT Europe                                                                                  | SRI Ranking (scale from 1 to 7)* | 4                              |
| SFDR article          | This products promotes environmental or social characteristics pursuant to article 8 of the EU regulation 2019/2088. |                                  |                                |
| ISIN code             | LU1377382285                                                                                                         |                                  |                                |
| Inception date        | 6/7/2016                                                                                                             |                                  |                                |
| INAV Bloomberg ticker | IEVAE                                                                                                                |                                  |                                |
| Currency              | Euro                                                                                                                 |                                  |                                |
| Dividend policy       | Capitalisation                                                                                                       |                                  |                                |
| Ongoing charges       | 0.32%                                                                                                                |                                  |                                |
| Registered countries  | Austria, Switzerland, Germany, Denmark, Finland, France, United Kingdom, Italy, Luxembourg, Norway, Sweden           |                                  |                                |
| Listing Exchange      | Euronext Paris                                                                                                       | Xetra                            | SIX Swiss Exchange             |
| Bloomberg code        | EVAE FP                                                                                                              | VALU GR                          | EVAE SW                        |

\*Registration for Institutional Clients only. For more information about ETFs, please contact: [LIST.AM.MAQSETFINDEXPRODUCTDEV@bnpparibas.com](mailto:LIST.AM.MAQSETFINDEXPRODUCTDEV@bnpparibas.com)

<sup>2</sup> Following the new Sustainable Finance Disclosure Regulation (SFDR) that came into force on the 10<sup>th</sup> of March 2021, financial entities such as BNP Paribas Asset Management who sell products into the EU are required to classify the products they manufacture or advise into three categories: products with sustainable investment objective (Article 9); products promoting environmental or social characteristics (Article 8); products neither Article 8 or Article 9 (Article 6).

Source: BNP Paribas, as of 31 January 2022.

## RISK AND REWARD PROFILE



The summary risk indicator is determined on a scale from 1 to 7 (7 being the highest risk level). It is subject to a periodical computation and can consequently, change over time

- Historical data may not be reliable indication for future
- The risk category of a Fund is an indicator but not a target or a guarantee and may shift over time
- The lowest category does not mean a risk-free investment
- Why is the Fund in this specific category?
  - The risk category is justified by the investment mainly in Stocks and Shares, the value of which can fluctuate considerably. These fluctuations are often amplified in the short term
- The higher the risk, the longer the recommended investment horizon

## INVESTMENT RISKS

- Investments in equity can involve significant fluctuations in prices, due for instance to negative information about a company or the market. Moreover, these fluctuations are often amplified in the short term.
- Investments in securities are subject to market fluctuations and the risks inherent to the equity market. The value of investments and the income they generate may go down as well as up and it is possible that investors will not recover their initial outlay.

### Specific risks related to this fund are described below:

- **Counterparty Risk:** This risk is associated with the ability of a counterparty in an Over The Counter financial transaction to fulfil its commitments like payment, delivery and reimbursement. The Management Company may enter into OTC Derivative with counterparties affiliated to the BNP Paribas Group. In this case, there is a potential conflict of interests between the interests of the Shareholders and the interests of the group to which the Management Company belongs. An ongoing efficient management policy of conflicts of interests shall ensure the respect of the primacy of Shareholders' interests. For more information you can read our best selection and best execution policy on [www.bnpparibas-am.com](http://www.bnpparibas-am.com)
- **Liquidity Risk:** This risk arises from the difficulty of selling an asset at a fair market price and at a desired time due to lack of buyers
- **Tracking Error Risk:** The performance of the Sub-Fund may deviate from the actual performance of the underlying index
- **Conflict of Interest Risk:** The Management Company may enter into OTC Derivative with counterparties affiliated to the BNP Paribas Group. In this case, there is a potential conflict of interests between the interests of the Shareholders and the interests of the group to which the Management Company belongs. An ongoing efficient management policy of conflicts of interests shall ensure the respect of the primacy of Shareholders' interests.
- For more information on risks, please see the "Investment Risks" section of the fund's prospectus or KID. All relevant documents (prospectus, annual report, KID...) can be downloaded free of charge from our website: [www.easy.bnpparibas.fr](http://www.easy.bnpparibas.fr) or [www.bnpparibas-am.com](http://www.bnpparibas-am.com)

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