

# BROCK MILTON CAPITAL

## BMC International (Ex US)

Quality beyond borders

October 2025

# Important information



BMC International is a Light green (article 8 according to SFDR), UCITS regulated equity fund with a global mandate.

*This presentation is intended for pure information only and must not be construed as an offering, solicitation or recommendation to make an investment and does not constitute any investment advice. Past performance is not a guarantee of future returns. The value of shares in the fund may go up or down, and an investor may not get back the amount originally invested. An investment decision should be based on the information in the fund's fact sheet, Key Investor Information Document ("KIID"), full prospectus, and the latest published annual and half-yearly reports.*

*The return shown in the presentation is adjusted from management & performance fees*

*These documents are available at [www.bmcapital.se](http://www.bmcapital.se) and can also be acquired directly from Brock Milton Capital.*

*Please contact your adviser for advice on placements tailored to your individual situation.*

<https://www.bmcapital.se/>

# Brock Milton Capital

\*Exclusive seeding invitation

## Two new funds launching Autumn 25

- BMC Global Technology
- BMC International (ex. USA)

## Seeding share class

- Management fee: **0,45% (normally 1,4%)\***
- Minimum investment: **1 million SEK**
- Dealing: Daily

Open for trading/subscriptions for a maximum of 12 months, or until the fund reaches AUM of SEK 1 billion. Thereafter, the share class will be closed to new subscriptions and only open for redemptions.

# BMC will soon manage four funds



Global Stock Market

BMC philosophy, investment process and ESG analysis

Shared idea generation

30-40 holdings

**BMC Global Technology**

An Investment in the future

15-20% targeted return

Launching 2025

25-35 holdings

**BMC Global Select**

World's Finest Companies

15% targeted return

Started 2014

30-40 holdings

**BMC International**

World's Finest companies Ex-USA

15% targeted return

Launching 2025

30-50 holdings

**BMC Global Small Cap**

World' Finest Entrepreneurs

15-20% targeted return

Started 2022

With a strong track record and a proven investment philosophy, we are now launching two new funds in 2025



# Overview BMC International



**15% annual return objective;** Our goal is to generate 15% return over time, to achieve our ambition of outperforming our benchmark (MSCI ACWI ex USA Net Total Return USD Index).

**Actively managed:** Minimum 2/3rds invested in "Champions" and maximum 1/3rd invested in "Special Situations".

**Concentrated Equity fund** in a UCITS format with a global mandate.

- Always fully invested, 30-40 holdings.
- Max 5% exposure to a single holding.
- Max 20% exposure to a respective sub-sector.

**ESG focus** — light green, Article 8 under SFDR. Sustainability is an integrated part of the investment process. We work with exclusion, inclusion, and engagement, and the fund uses its own ESG scoring model.

**BMC International will focus on "the best of Japan, Poland, India, and Europe,"** regions we believe offer particularly attractive return potential.

**Entrepreneurial business model** – the portfolio managers are co-owners and have invested a significant share of their available capital in the strategy.

# Why invest in BMC International?



1

High exposure to Japan/Poland/India

2

Adoption of U.S.-style buybacks is driving strong returns

3

Low sector/company concentration risk

4

Diversification away from highly concentrated US market

# Investment themes in International (Ex USA)



## Japan

- Home to many high-quality, market-leading companies.
- Structural reforms are driving several shareholder-friendly measures, including:
  - Share buybacks
  - Higher return on invested capital (ROIC)
  - A more “Western” market model
- The next wave of reforms is focused on strengthening margins, with the potential for 2–300% higher margins.





## Investment themes in International (Ex USA)



- Europe
- Home to several market-leading companies in optics, industry, and healthcare.
- Significant upside from better capital allocation, with many companies focusing on higher ROIC and share buybacks.
- Additional margin potential through increased efficiency and improved cost control.





## Investment themes in International (Ex USA)



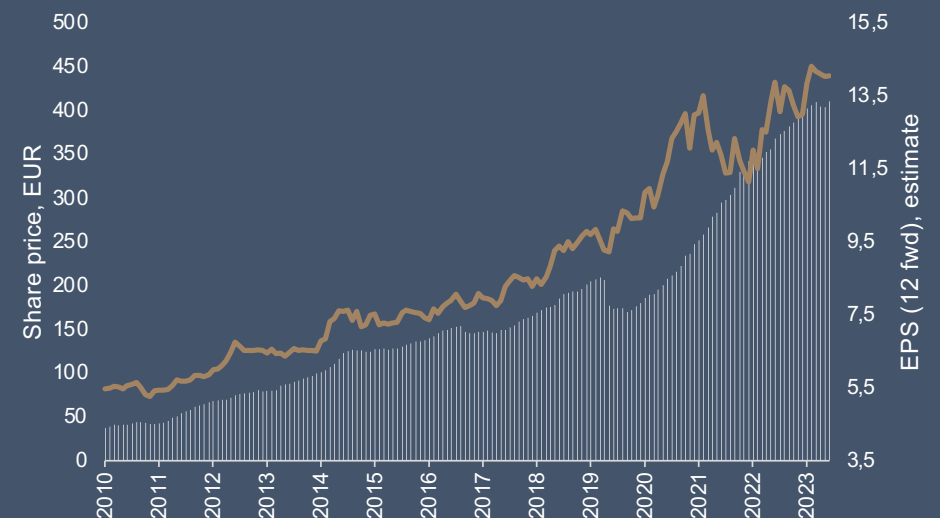
### Poland

- One of the world's strongest economies.
- Very high-quality companies.
- Major market reforms are underway, including a new investment savings account (ISK), with a clear focus from the government on strengthening the stock market.

# Champions – Industry leaders

- No. 1 or 2 in their industry
- Active in an industry with high profitability and good growth
- Has created good competitive advantages, such as:
  - ✓ Economies of scale, brand, service network, strong customer relationships, internal processes
- Robust balance sheet
  - ✓ Preferably debt-free
- Reasonable share valuation
  - ✓ Typically a P/E around 20-35x
- Strong corporate culture and management with a proven ability to lead the company successfully through the business cycle
- Open and honest communication with the financial markets, through both ups and downs

**L'Oréal:s share price & EPS 2010-2024**



# Academic research supports our approach



## Research underpinning our work

- **Growing firms outperform firms with poor growth** – Mohanram 2005
- **Stocks with high profitability outperform** – Novy-Marx, 2014
- **Firms with low leverage have high alpha** – George and Hwang 2010; Penman et al. 2007
- **Managers who have "skin in the game" outperform** – Ibert, 2023

## Quality Investing

Robert Novy-Marx

*Buying high quality assets without paying premium prices is just as much value investing as buying average quality assets at discount prices. Strategies that exploit the quality dimension of value can be profitable on their own, and accounting for both dimensions of value yields dramatic performance improvements over traditional value strategies. Gross profitability is particularly powerful among popular quality notions, especially among large cap stocks and for long-only investors.*

What is quality investing, and how should quality be measured? Quality, unlike value, has no universally accepted definition. Value strategies are easily identified by the fact they hold stocks with low valuations. Quality strategies, in contrast, are generally identified using something more akin to Supreme Court Justice Potter Stewart's obscenity doctrine of "you know it when you see it" (*Jacobellis v. Ohio*, 1964). This paper attempts to identify commonalities across seven of the best known quality strategies. It also looks for differences, running a performance horse race between alternative quality strategies.

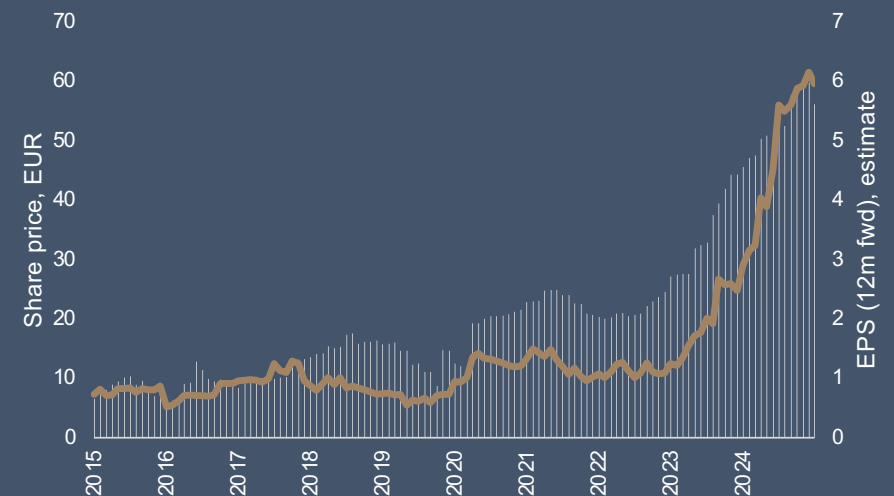
Quality is often marketed as an attractive alternative to traditional growth strategies, which performed terribly both during and after the NASDAQ deflation in the early 2000s. Its leading industry proponents include GMO's Jeremy Grantham, whose high quality indicators of "high return, stable return, and low debt" have shaped the design of MSCI's Quality Indices, and Joel Greenblatt, whose "Little Book that Beats the Market" has encouraged a generation of value investors to pay attention to capital productivity, measured by return on invested capital, in addition to valuations.

Source: [QDoVI\\_141030.DVI \(rochester.edu\)](https://qdo.vi.141030.DVI.rochester.edu)

# Special Situations

- Companies that the market is unaware of the fact they're about to undergo material positive change.
- Acceptable indebtedness
- Often cheaper shares, sometimes trading under book value or with an expected P/E of 5-15x
- Share price expected to increase at least 20-100% over the coming three years
- Often shorter term holdings, which undergo rapid improvement in perception and efficiency. However may not have longer term compounding characteristics.
- Typical industries:
  - *Banks, Construction, Agriculture, Shipping, Basic Materials, Engineering*

## Heijmans share price & EPS 2015-2025





# Highly experienced fund manager team



Christopher Wright

Degree In Finance from University of Otago, New Zealand. Analyst/Portfolio Manager at Brock Milton Capital with 10+ years exclusively on the buy side. He previously held senior analyst and co-PM roles at leading European and Australasian investment managers.

## Industry experience since 2014

2023 -	Portfolio Manager – Brock Milton Capital	Stockholm, Sweden
2019 - 2023	Senior Analyst – Gallo Fonds GmbH	Munich, Germany
2014 - 2018	Senior Analyst/Co-Portfolio Manager – Pie Funds Management	Auckland + London



Andreas Brock,  
CFA

MBA from London Business School, Bachelor's degree in Business Administration from Lund University, and CFA Charterholder. Previously member of the board of CFA Sweden and president of London Business School Alumni Chapter Sweden. Author of the book "You vs the Market".

## Industry experience since 2007

2014–	Portfolio Manager at Brock Milton Capital	Sweden
2011–2014	Sell-side analyst at Nordea and Kepler Cheuvreux	Sweden
2007–2011	Vice President – Capital Group	UK
2001–2005	ABB Management Trainee, M&A Analyst ABB China	Switzerland, China

# The Brock Milton Capital team



**Andreas Brock, CFA**

Portfolio manager

*Specialist in the construction, real estate and insurance sectors*



**Henrik Milton**

Portfolio manager

*Specialist in technology & software and speciality finance sectors*



**Max Lundberg**

Product specialist



**Jessica Thorstensson**

Product specialist



**Kristofer Berggren**

Product specialist



**Herman Ohlsson**

Assistant portfolio manager

*Specialist in the semiconductor sector*



**Christopher Wright**

Portfolio manager

*Specialist in the consumer sector*



**Johan Agneman**

Portfolio manager

*Specialist in the industrial sector*



**Sara Bratt**

Legal Counsel



**Ole Sjøberg**

Ambassador/Introducer  
Norway & Denmark

# Investment process - overview



## Ideas

- 90% bottom-up, 10% top-down
- Company meetings and industry conferences
- Sell-side analysis and conferences
- Proprietary financial screening models



## Analysis

- ESG
- Financial quality and strength
- Profit growth
- Valuation
- Risk



## Management

- Active portfolio management
- Ongoing contact with companies and analysis of news and financial reports
- Risk management

# Step 1, Idea Generation: 50+ 1-1 Meetings across Japan, Warsaw & Sopot



GMO payment



Bank PKO



Prudential PLC



Takasago  
Thermal

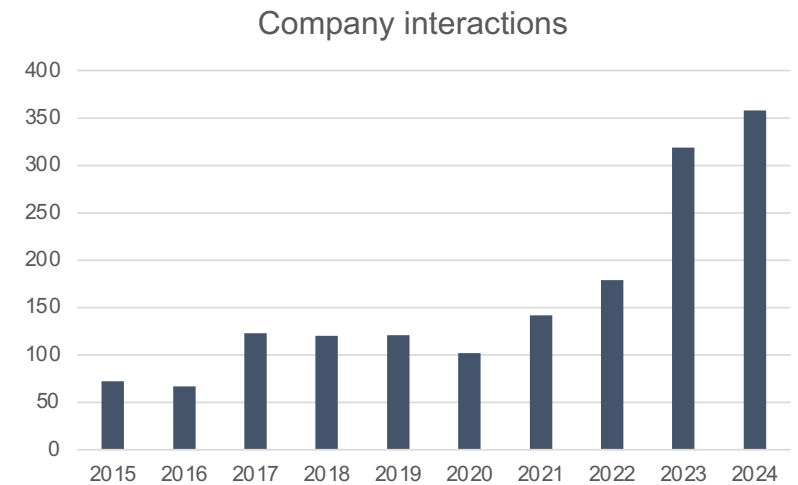
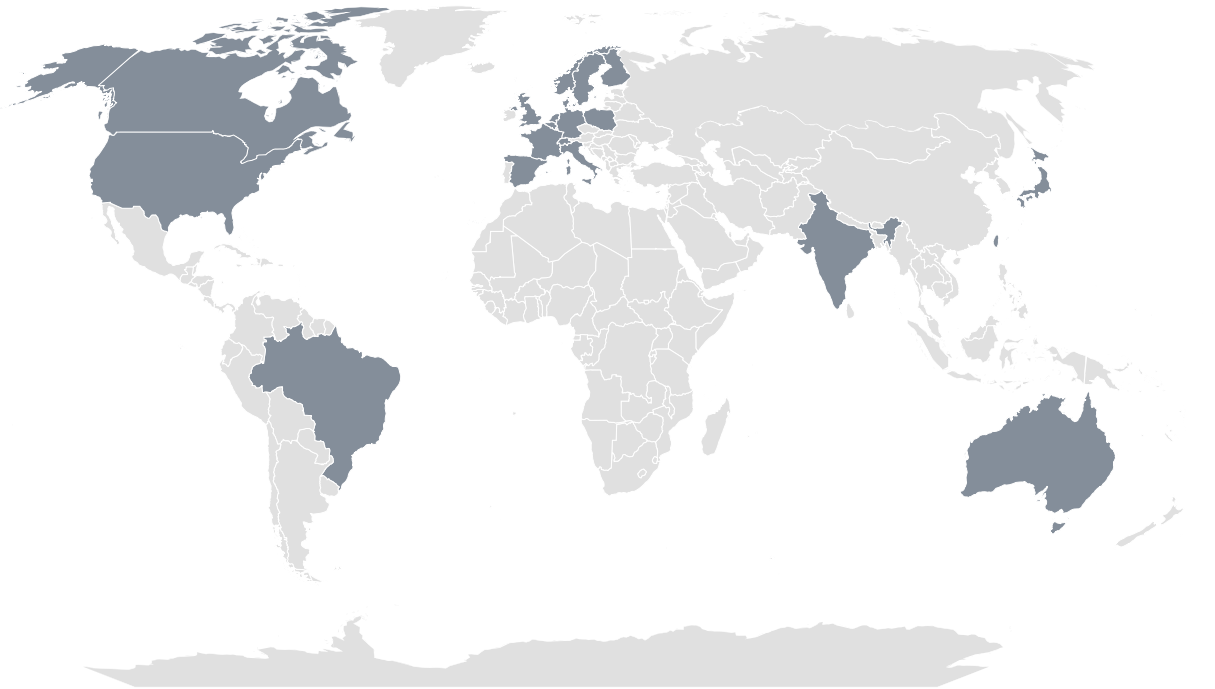


DOM  
Development



Benefit  
Systems

# Invest where we find the best opportunities



# Step 2: Analysis



01

## ESG

- Eligible for investment
- ESG disclosure
- UN Global Compact
- E - Environment
- S – Social responsibility
- G - Governance
- ESG risks and opportunities

02

## Quality

- Industry structure
- ESG – Sustainability of business model
- Size of the largest customer?
- Pricing power?
- Assessment of management quality
- Main shareholders?
- Balance sheet assessment

03

## Growth

- Is organic growth higher than global GDP?
- Are there acquisition opportunities?

04

## Valuation

- DCF model
- ESG – valuation premium or discount?
- Historical multiples

05

## Risk

- Accounting analysis
- Cash flow generation
- Stock liquidity
- Insider transaction analysis

## Step 2: Sustainability - ESG



### Excludes:

- Fossil fuel producers (>5% of revenues)
- Alcohol manufacturers/distributors (>5% of revenues)
- Weapons manufacturers (>5% of revenues)
- Tobacco producers and retailers (>5% of revenues)
- Gambling (>5% of revenues)
- Companies that breach international norms on human rights, working conditions, the environment, and anti-corruption
- Russian companies

### Includes:

- Own analysis – brakes for electric vehicles (Brembo), environmentally friendly gas (Beijer Ref, Carel), energy (Vestas)
- Idea generation from Barron's Top 100 Sustainability (Thermo Fisher, American Water Works, Ecolab)
- Idea generation from Corporate Knights 100 most sustainable corporations (Neste)

### Impacts:

- ESG impact letter to the companies we define as Champions, outlining our expectations as a shareholder
- Discussion with portfolio companies regarding ESG – for example, with Carel on the importance of signing the UN Global Compact and with Beijer Ref on the internal audit function.
- Voting at AGM

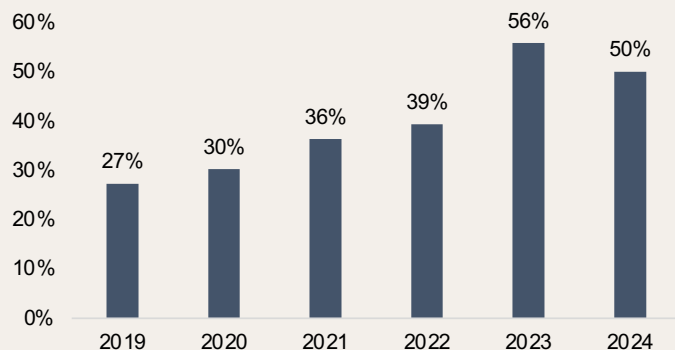
### Quantifies:

- Own developed model that quantifies ESG risks and opportunities.

# Portfolio key ESG metrics, as of 2024-09-30



Signatory of UN Global Compact



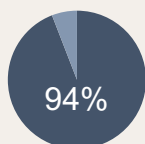
**81%**

Lower scope 1 & 2 emission in our fund vs our benchmark

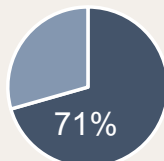
**59%**

Proportion of our Portfolio holdings which are committed to the Paris Agreement

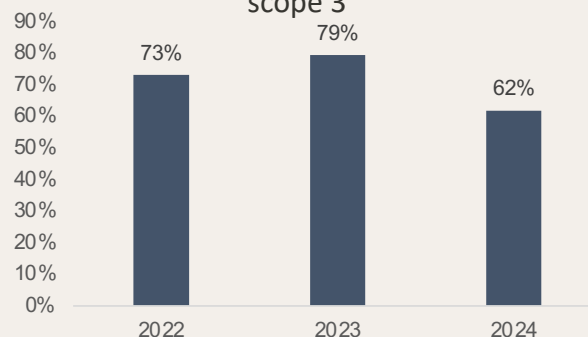
Portfolio companies with an internal audit function



Portfolio companies with split CEO / Chairman



% of portfolio companies measuring scope 3



% of Women on the Board of Directors



% of Women in management positions





# Step 2: ESG – Proprietary ESG model

## In-house analysis and evaluation



Name of the company:	Catena
Bloomberg code:	CATE SS EQUITY
Market cap (MUSD):	1,861
<b>1. Summary</b>	
Coeli Global: Fund exclusion criteria:	✓
Coeli Global: ESG impact score:	28%
Taxonomy eligible activities as percent of revenues:	100%
Number of UN SDGs contributing to:	8

Has the company separated the role of the CEO and the role of the Chairman?	Yes	1.0%
Sub-total: objective assessment (max 20%)	15.0%	
<b>Subjective assessment</b>		
Controlling Shareholder(s)	Star	5.0%
Environment	Good	2.5%
Social	Good	2.5%
Governance	Good	2.5%
Sub-total: subjective assessment (max 20%)	12.5%	
Coeli Global: ESG impact score	27.5%	
<b>10. The UN sustainable development goals (SDG)</b>		
According to the company, how many of the UN SDGs does it contribute to?	8	
SDG: 5,7,8,9,11,13,16,17		

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<b>2. Our conclusions</b>	
Catena is committed to ESG. The company has implemented science-based environmental targets and an ambitious net zero policy by 2030. Catena invests much in renewable energy, in the solar sector, and in energy storage systems. For instance, it recently announced up to 500 MWh of potential sustainable energy investment. Moreover, Catena has low governance risk. It has all its operations in Scandinavia, a low-risk region from a governance perspective. It has strong ownership backed by one of the most credible Swedish real estate investors (and no cross-ownership as seen in many Swedish real estate companies), and it has adopted and is following several international ESG-related standards and protocols. The gender balance among its top leadership is also good at more than 40% females. We encourage Catena to continue with its green investments and would recommend it to link remuneration to these initiatives. We also encourage Catena to set up an internal audit function.	
<b>3. ESG risks identified (which may have material impact on the business)</b>	
EU regulation around the energy efficiency of buildings poses a material risk to Catena. If it is not able to comply with these regulations, Catena may ultimately lose business. However, energy savings seem to be on the top of its agenda, significantly reducing this risk.	
<b>4. Controlling shareholder</b>	
We deem the controlling shareholder(s) (normally the Chair of the Board or the CEO) to ultimately be the most influential power in the company, particularly when it comes to soft items such as business ethics, culture, and values, which are very hard to judge as an outsider. Catena is controlled by the Erik Paulsson family, through the family-controlled investment company Baskahol. They have approx. 22% of the capital and the voting rights. The Erik Paulsson family is represented on the board by Larsart Mauritzson, the CEO of Baskahol. We deem the family to be good, long-term focused owners with a very good reputation, particularly when it comes to real estate investments.	
<b>5. Questions and issues to discuss</b>	
We will encourage Catena to implement ESG-related targets linked to the executives' remuneration. We will also encourage it to set up an internal audit function.	
<b>6. Next step and outcome</b>	
Set up a meeting during spring 2023	

Name of the company:	Catena
Bloomberg code:	CATE SS EQUITY
Market cap (MUSD):	1,861
<b>1. Coeli Global: Fund exclusion criteria:</b>	
Does the company generate more than 1% percent of its revenues by producing:	Score
a. Weapons	No ✓
b. Tobacco	No ✓
c. Alcohol	No ✓
d. Pornography	No ✓
e. Gambling	No ✓
f. Oil & Gas	No ✓
Is the company domiciled in Russia?	No ✓
Is the company not flagged in SISESG due to breach of international norms?	No ✓
<b>2. Coeli Global: ESG impact score:</b>	
<b>Objective assessment</b>	
Does the company signed UN Global Compact?	Yes 1.0%
Does the company provide an annual ESG-report?	Yes 1.0%
Does the company have a dedicated ESG-person / team?	No 0.0%
Does the company's executive management have remuneration directly linked to ESG-related targets?	No 0.0%
Does the company responsibly and sustainably grow its business?	Yes 1.0%
<b>Environment</b>	
Has the company established a CO2 emissions reduction target?	Yes 1.0%
Has the company reduced its CO2 emissions, in relation to economic activities, over the last 3 years?	Yes 2.0%
Has the company established science-based environmental targets?	Yes 1.0%
How many percent of the company's revenues are deemed as taxonomy eligible activities?	100% 3.0%
<b>Social</b>	
Does the company regularly conduct a survey measuring the well-being and engagement of its employees?	Yes 1.0%
What is the company's employee turnover rate?	9% 0.0%
How many percent of the company's executive management and board of directors are female (average last year)?	44% 1.0%
Has the gender balance among the company's executive management and board of directors improved over the last 3 years?	Yes 2.0%
<b>Governance</b>	
Does the company have a Code of Conduct?	Yes 1.0%
Does the company have an Internal Audit function?	No -1.0%
Has the company separated the role of the CEO and the role of the Chairman?	Yes 1.0%
Sub-total: objective assessment (max 20%)	15.0%
<b>Subjective assessment</b>	
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According to the company, how many of the UN SDGs does it contribute to?	8
SDG: 5,7,8,9,11,13,16,17	
<b>11. Are we more than 7% of the shares?</b>	
Will we own more than 7% of the shares?	No
If yes, please create voting right strategy	n/a
<b>12. ESG scores by external vendors</b>	
ESG (ESG rating) (score rated below):	C
On the environmental side, 8% of Catena's security portfolio is certified to the EU GreenBuilding standard and 6% of the portfolio is	

# Step 3: Active Portfolio Management

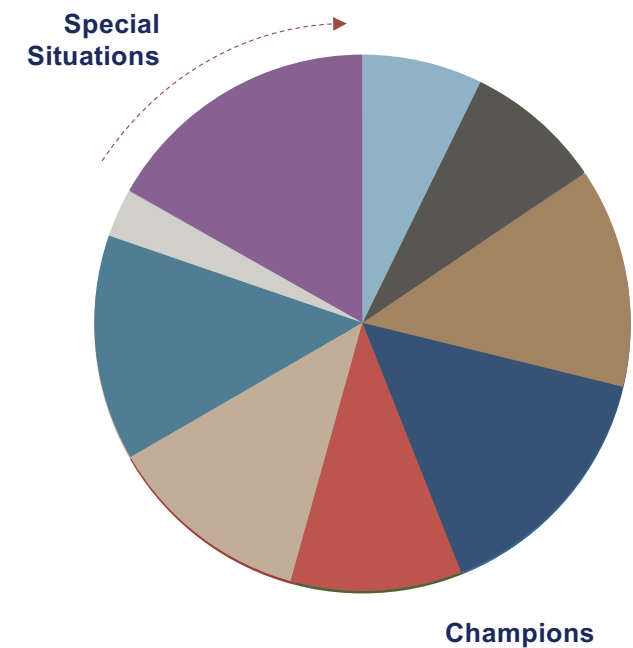


## Portfolio structure:

- A Balanced Portfolio
- 30-45 holdings
- >2/3 "Champions"
- <1/3 "Special Situations"
- Typical portfolio weights
  - Champions 3-5%
  - Special Situations 2-4%

## Guidelines for the portfolio:

- Europe: 10-60%
- Japan/India/Poland: 20-60%
- Cash: Typically fully invested (less than 2% cash)



# Step 3: Risk Management

## Portfolio risk

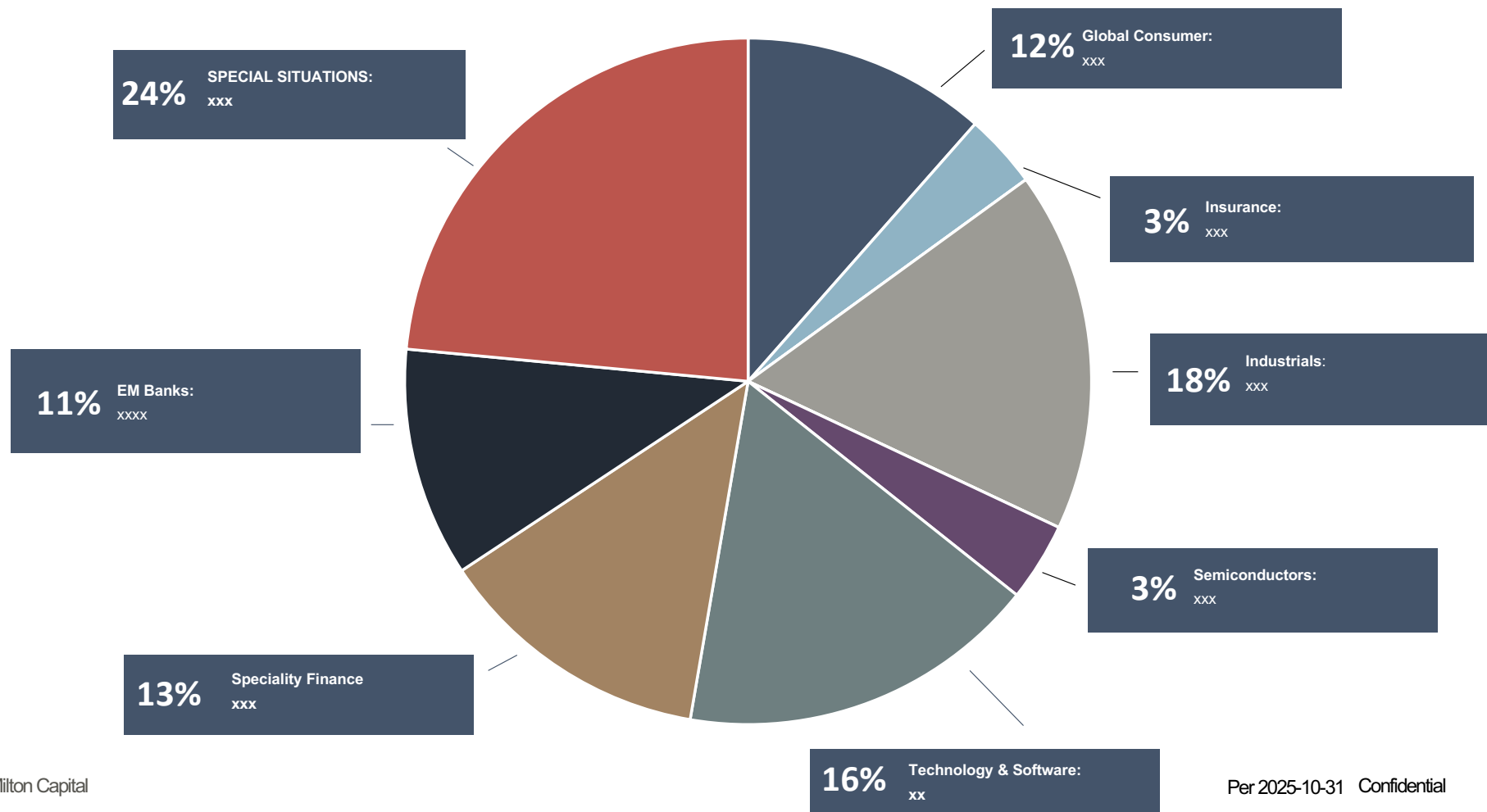
- Daily risk analysis and assessment of regulatory compliance are carried out by the custodian RBC and the management company MDO in Luxembourg.
- Monthly risk meeting with Coeli's Chief Risk Officer.
- The portfolio managers continuously monitor the financial performance and ESG aspects related to the portfolio companies.
- Monthly review of insider activity.

## Sales discipline

The portfolio managers sell holdings when:

- There is a change in the investment thesis, which may be related either to fundamentals or to valuation.
- The portfolio is being upgraded.

# The funds exposure to growing profit trends:



# The Portfolio's Financial Metrics, 2025-11-30



ROE: 15,4%	P/E: 17,9x	Revenue Growth: 8,8%	EPS growth: 28,5%
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BMC INTERNATIONAL	32	100.0%	1.6%	15.4%	4.7	20.3	17.9		12.9%			8.8%	19.7%	28.5%	666.0
BMC INTERNATIONAL	Sector	Weight	Dividend Yield next year	Return on Equity - 3Y Avg	Price / Book	Price / Earnings 12 M BF	Price / Earnings 24 M BF	EBITDA Trail 12 M, Banks: Leverage, Real: LTV	Revenue change last 5YRS, Real: BVS 5YRS	Estimated Revenue 2025	Estimated Revenue 2026	Revenue change 26/25, Real: BVS	Change in Net Profit 25/24 (lcl curr)	Change in Net Profit 26/25 (lcl curr)	Weighted Market Cap (Billion SEK)
	Software	3.0%	1.1%	9.2%	5.7	29.5	24.7	0.0	6.1%	36,984	40,917	10.6%	34.6%	16.9%	2,807.7
	Semiconductors	2.5%	1.4%	32.1%	7.5	19.4	16.3	-0.6	21.3%	3,775,554	4,601,440	21.9%	42.9%	20.0%	11,296.2
	Retail	4.0%	1.6%	57.5%	10.2	18.3	17.0	2.8	16.7%	6,309	6,817	8.1%	8.3%	12.8%	216.2
	Retail	3.0%	0.2%	-20.4%	11.2	12.6	11.4	7.8	14.3%	5,338	5,067	-5.1%	7.4%	55.3%	40.0
	Office/Business Equip	3.0%	2.3%	9.2%	1.9	17.3	16.2	1.4	6.1%	678,000	689,250	1.7%	4.3%	3.2%	46.0
	Internet	4.0%	0.2%	15.3%	4.5	19.1	15.8	-18.4	11.2%	545	595	9.3%	39.1%	17.5%	40.0
	Internet	3.0%	0.0%	-5.6%	7.8	27.8	20.9	-2.2	33.7%	22,294	27,636	24.0%	81.0%	40.3%	777.5
	Internet	3.0%	0.0%	-2.3%	3.4	15.7	13.0	1.9	27.3%	12,043	13,468	11.8%	30.5%	32.8%	87.6
	Insurance	3.0%	2.4%	5.6%	2.1	12.6	11.0	-0.2	-25.3%	11,237	14,387	28.0%	12.3%	10.7%	349.4
	Home Builders	4.0%	2.0%	21.8%	1.9	9.1	8.3	2.6	15.9%	1,326,344	1,461,578	10.2%	8.8%	8.4%	64.8
	Healthcare-Products	2.0%	0.0%	6.0%	3.8	39.4	34.6	1.6	15.2%	27,974	30,111	7.6%	5.3%	11.9%	1,566.8
	Engineering&Construct	3.0%	0.0%	19.6%	3.6	10.7	9.6	0.1	4.2%	2,772	2,932	5.8%	63.6%	14.7%	18.1
	Engineering&Construct	4.0%	7.5%	12.6%	3.1	17.1	15.7	-0.1	9.8%	375,940	420,600	11.9%	41.3%	32.9%	38.6
	Engineering&Construct	4.0%	1.7%	9.3%	2.6	17.9	16.7	-0.4	4.8%	658,071	724,338	10.1%	67.2%	25.6%	61.5
	Electronics	4.0%	2.4%	2.8%	0.9	27.1	23.5	-0.5	7.9%	2,002,676	1,981,751	-1.0%	-79.1%	324.2%	195.4
	Electronics	3.0%	1.5%	14.4%	3.2	21.1	19.6	-1.7	6.6%	301,915	296,280	-1.9%	40.9%	-14.5%	48.3
	Electrical Compo&Equip	2.0%	1.8%	24.8%	8.7	24.9	22.9	0.3	9.5%	34,906	36,673	5.1%	12.4%	15.3%	1,250.3
	Electric	4.0%	1.5%	16.4%	1.8	16.6	15.5	3.7	6.4%	666,647	770,100	15.5%	22.4%	1.5%	116.4
	Diversified Finan Serv	3.0%	1.6%	11.3%	3.0	22.9	20.6	1.9	14.5%	1,693	1,821	7.6%	12.9%	15.5%	96.5
	Diversified Finan Serv	3.0%	1.3%	26.2%	6.4	22.5	20.0	11.7	19.3%	707	745	5.3%	4.8%	4.7%	89.3
	Diversified Finan Serv	3.0%	2.2%	33.0%	8.2	25.9	24.2	-0.5	6.7%	1,360	1,440	5.9%	17.8%	6.1%	131.5
	Diversified Finan Serv	2.5%	5.2%	14.8%	2.5	13.6	12.7	1.2	3.6%	535	557	4.3%	23.7%	-0.3%	6.9
	Diversified Finan Serv	3.0%	0.5%	13.6%	2.0	14.0	10.6	4.8	13.1%	61,637	74,180	20.3%	-61.8%	103.2%	26.1
	Diversified Finan Serv	3.0%	1.7%	28.8%	14.0	35.9	32.5	1.1	12.3%	35,282	40,869	15.8%	28.5%	19.3%	121.2
	Apparel	2.0%	0.9%	30.1%	13.3	43.8	39.2	1.3	24.0%	16,041	17,394	8.4%	-0.7%	13.9%	2,429.6
	Cosmetics/Personal Care	2.0%	0.0%	21.7%	6.4	27.6	25.7	0.4	12.9%	44,283	46,284	4.5%	4.2%	6.9%	2,197.0
	Commercial Services	4.0%	1.3%	18.1%	6.7	30.8	25.4	3.5	18.2%	82,966	95,382	15.0%	16.7%	20.5%	46.5
	Banks	3.0%	3.7%	26.1%	5.4	19.7	18.1	14.5	15.3%	1,303	1,389	6.5%	-0.6%	7.1%	141.8
	Banks	3.0%	0.0%	3.0%	2.1	10.7	9.2	13.8	25.4%	12,511	12,609	0.8%	113.9%	-8.7%	112.8
	Banks	3.0%	1.8%	3.0%	0.8	19.9	18.0	11.2	11.1%	120,000	119,980	0.0%	5.5%	22.7%	62.0
	Banks	4.0%	0.1%	17.6%	1.6	9.1	8.8	10.5	26.5%	17,094	16,849	-1.4%	4.6%	-20.1%	135.7
	Banks	3.0%	1.0%	16.3%	2.8	20.6	16.1	8.2	21.5%	2,867,073	3,297,134	15.0%	17.7%	8.5%	1,641.1

# FLATEX – Fintech

## - International

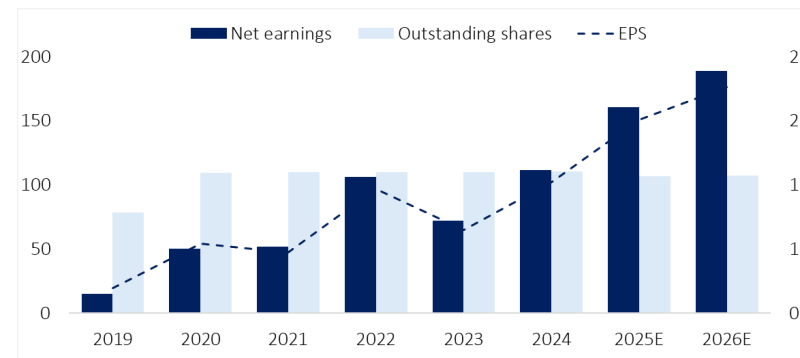
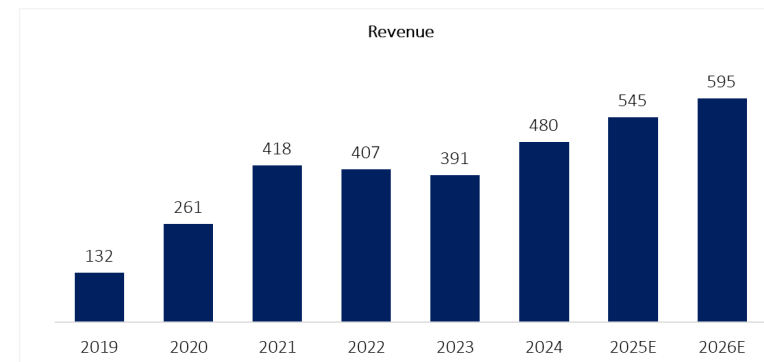


### FlatexDEGIRO (Germany)

- Europe's leading platform for investing and savings with ~3 million customers and EUR 60bn in client assets
- High market share in several markets with low penetration in Central and Southern Europe
- Capital-light, highly scalable business model expected to grow EPS by >15% per year
- Profile: Fast-growing company with high profitability

### Revenue drivers

- Continued customer growth as more clients switch from banks to digital platforms
- Higher returns from an increasing base of accumulated client assets
- Launch of new services and products on the platform
- Introduction of ISK-style tax-advantaged accounts in Germany (as others copy the Swedish model)



# SEA – Consumer Tech - International

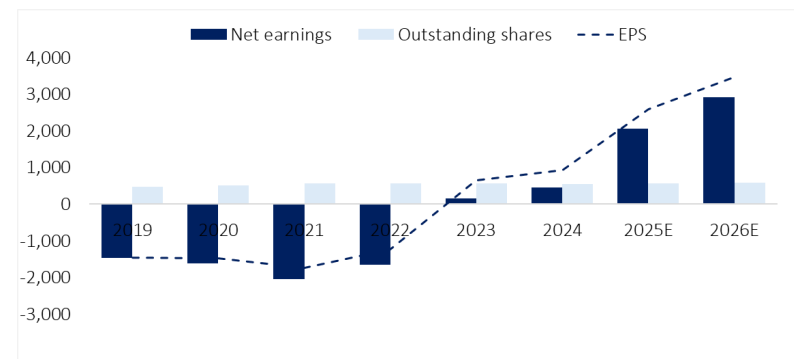
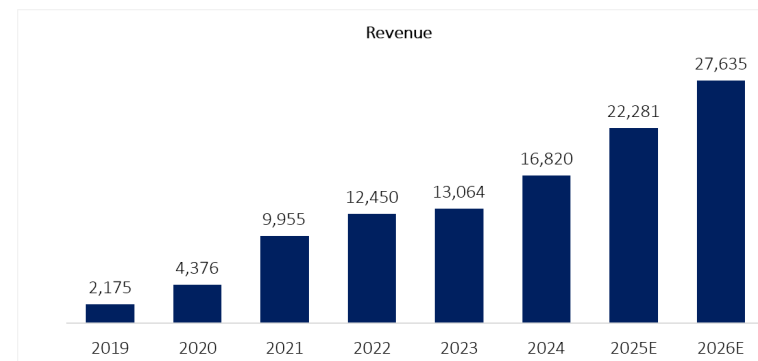


## SEA (Singapore)

- Sea was founded in 2009 and has quickly grown into the leading consumer internet company in Southeast Asia.
- The company has three main segments: digital entertainment, e-commerce and digital financial services.
- The financial services segment operates in Singapore, Indonesia and the Philippines and is growing 94% year-on-year from lending, insurance and payment solutions.
- Highly profitable even at low order values.
- Profile: Growth stock with strong structural trends.

## Revenue drivers

- Strong growth in financial services and e-commerce
- Growing middle class in Southeast Asia drives all segments
- Increased adoption of digital e-commerce
- Expansion in Latin America for the company's e-commerce segment Shopee



# Hikari Tsushin

## - International



### Hikari Tsushin (Japan)

•Hikari Tsushin is a Japanese company that sells office and communication services to small and medium-sized businesses.

•It has stable, recurring revenues from, electricity, telecom, IT services and insurance.

•The free cash flow is used to invest in other Japanese companies, where Hikari Tsushin has historically achieved very strong returns.

•Profile: Stable growth company with strong cash flow and skilled capital allocation.

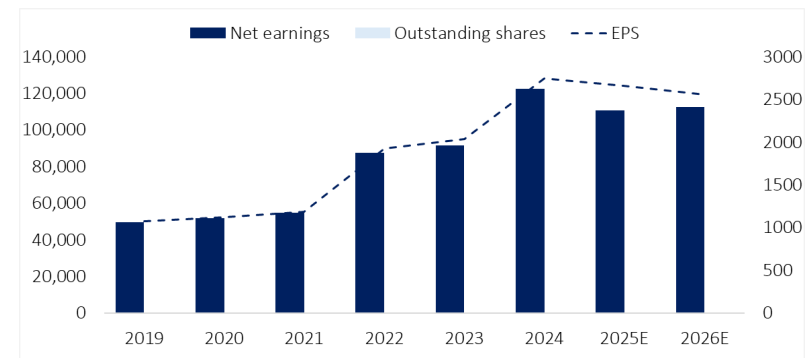
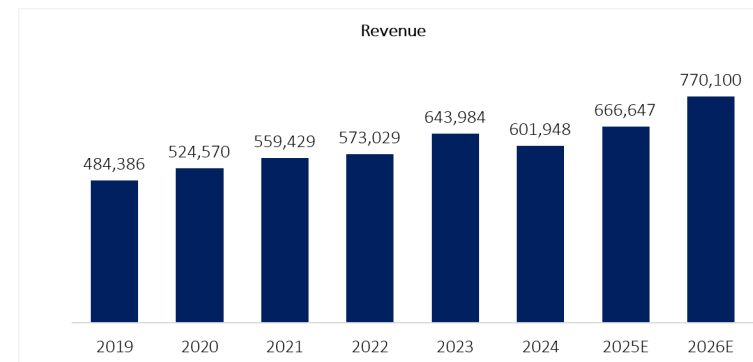
### Revenue Drivers

•Strong growth in recurring telecom and business services

•Growing customer base of small and medium-sized companies in Japan drives all segments

•Increased use of digital communication and IT solutions

•Free cash flow is reinvested in Japanese equities with attractive returns





# Next PLC – Consumer Retail - International



## Next PLC (UK)

•NEXT is a leading UK omnichannel retailer in clothing, homeware and beauty.

•Revenues are driven by NEXT Online, physical stores and the “Total Platform” for partner brands.

•Efficient logistics and store network enable profitability even on small online orders.

•Profile: Quality company with structural tailwinds from e-commerce and brand partnerships.

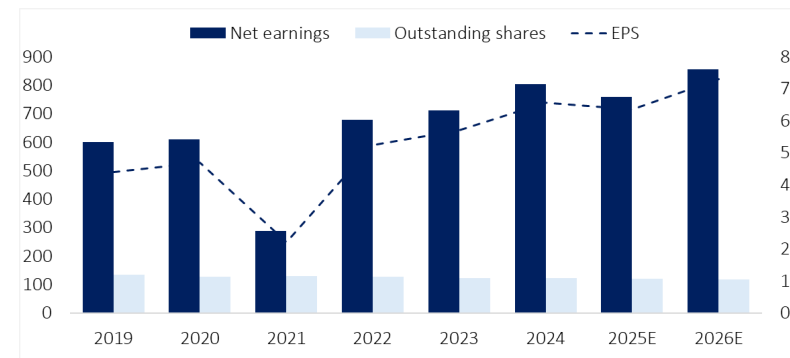
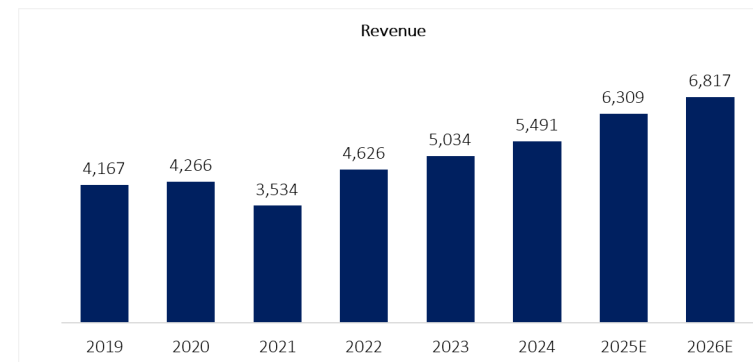
## Revenue drivers

•Strong growth in online sales and financial services

•Gaining market share as the value offering wins customers from higher-priced competitors

•Increased use of digital shopping and omnichannel services

•Expansion of Total Platform for partner brands in the UK and internationally



# BROCK MILTON CAPITAL

## Japan in Focus

November 25

# Japan: Major Market reforms



The Tokyo Stock Exchange and Japan's FSA (Financial Services Agency) have made major reforms for listed companies.

Companies must:

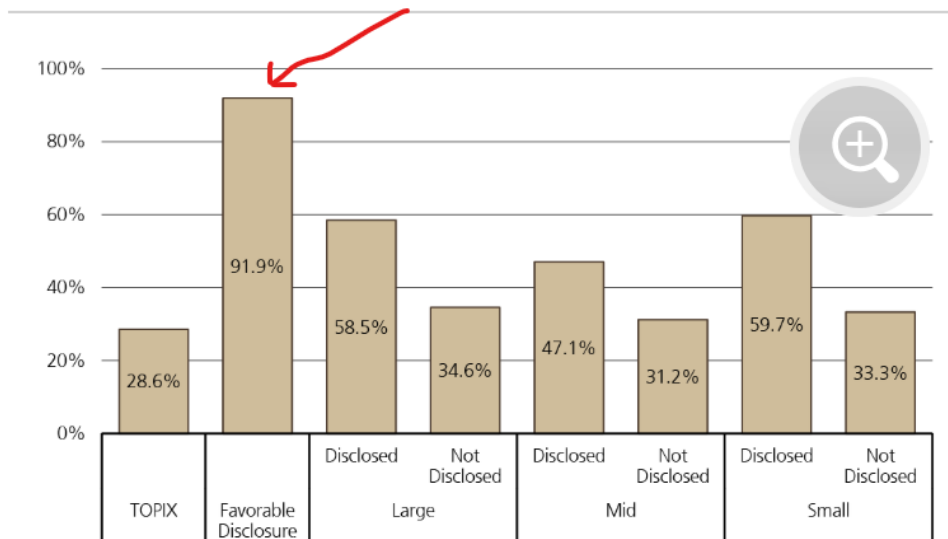
1. **Earn ROE above their cost of capital.** If not, show a clear plan to improve.
2. **Reduce cross-shareholdings** (owning shares in other listed companies without a strong business reason).
3. **Fix low valuations/Improve Share prices.** Companies must trade > book value & if not, follow a “comply or explain” process with specific actions.
4. **Improve shareholder returns** — higher, sustainable **dividends** and **share buybacks**.

# Japan: Major Market reforms

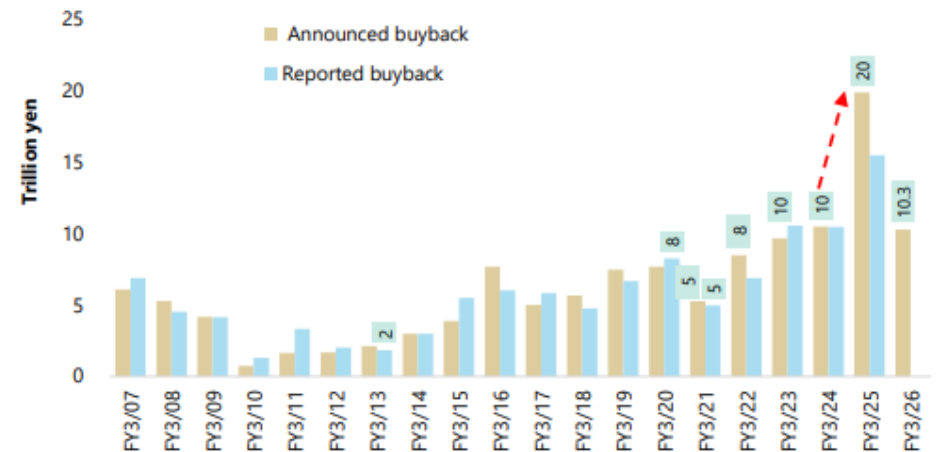


Results have been incredible, companies are "Westernising".

Companies that announced changes to comply with the reforms have delivered **92% return in 2.5 years (30% CAGR)**, additionally **buybacks have increased 312%** in 2 years for the market.



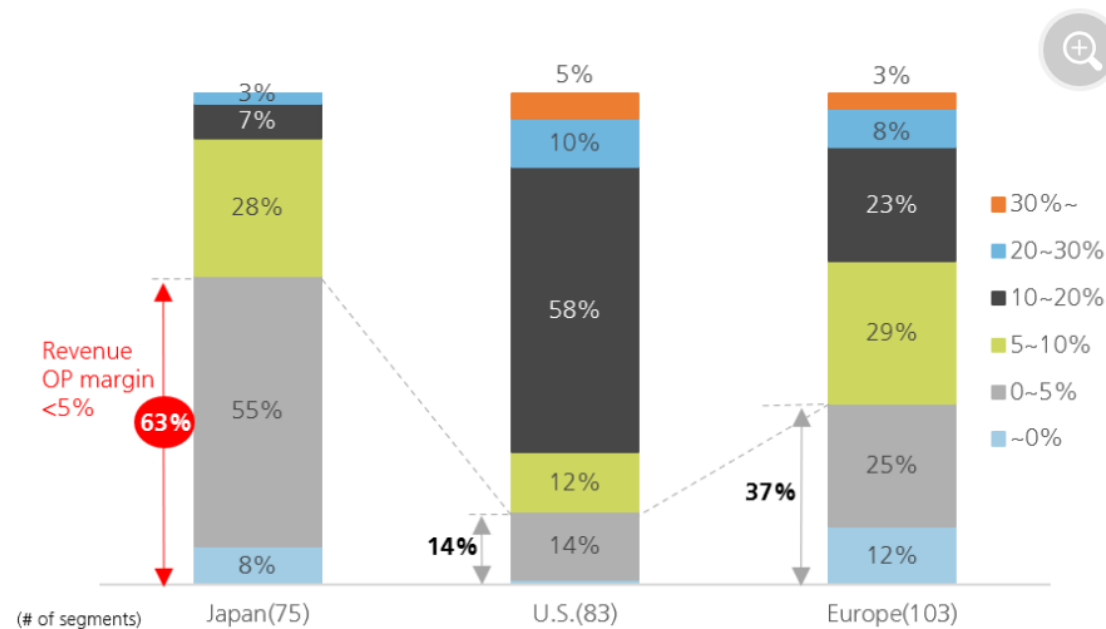
YTD'FY3/26 - ¥10.3tn buyback since Apr 2025  
Exhibit 41: Topix – Announced versus reported buybacks



# Japan: Margins to improve 200-300%



- 63% of Japanese company revenue earns less than 5% operating margin.
- 14% of US company's earn less than 5%
- 37% of European company's earn less than 5%.
- **Japan's FSA has instructed Japanese company's to improve margin in line with the US,  
-> improve Margins 200-300%**

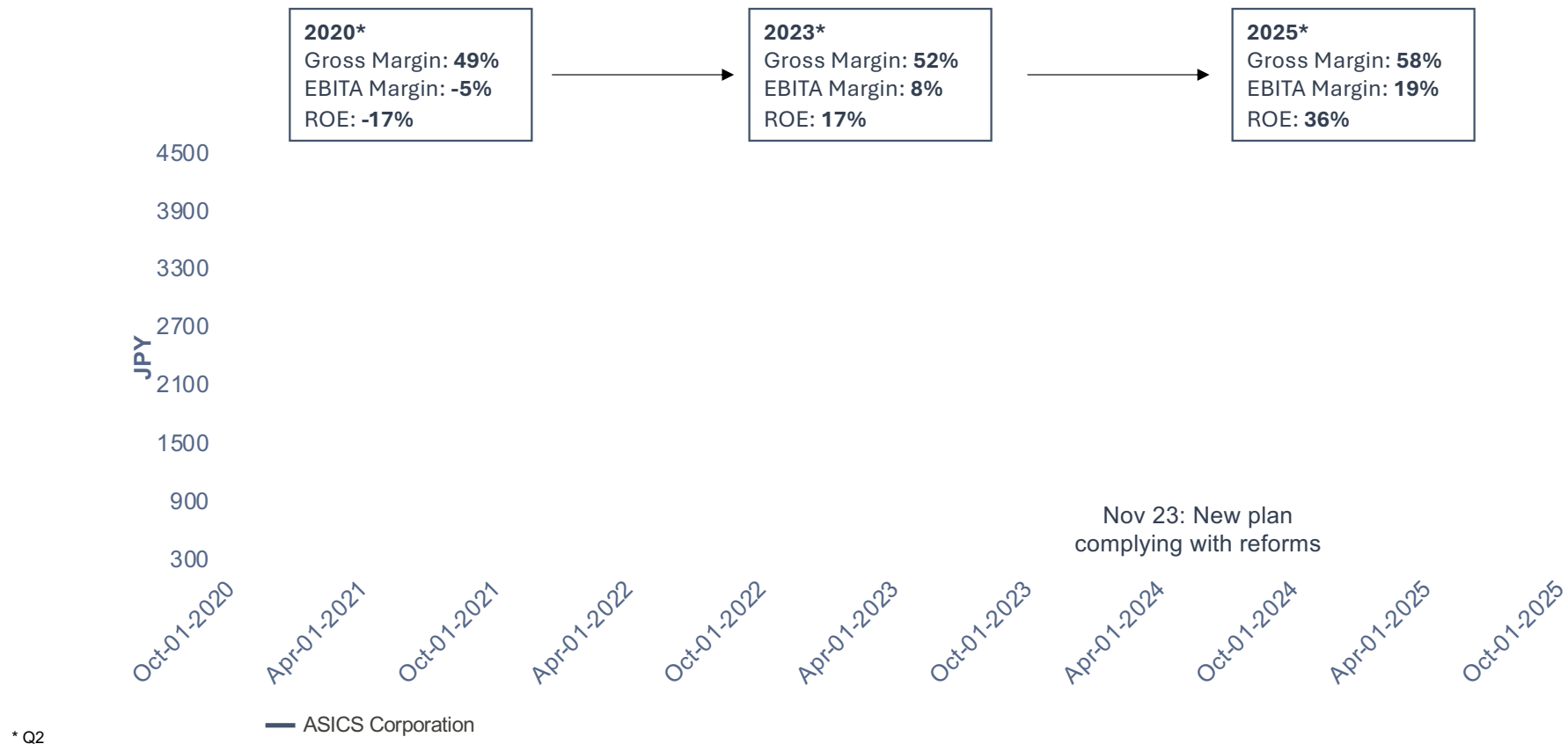


Source: UBS, METI

# Market reform example - ASICS corp (non-holding)



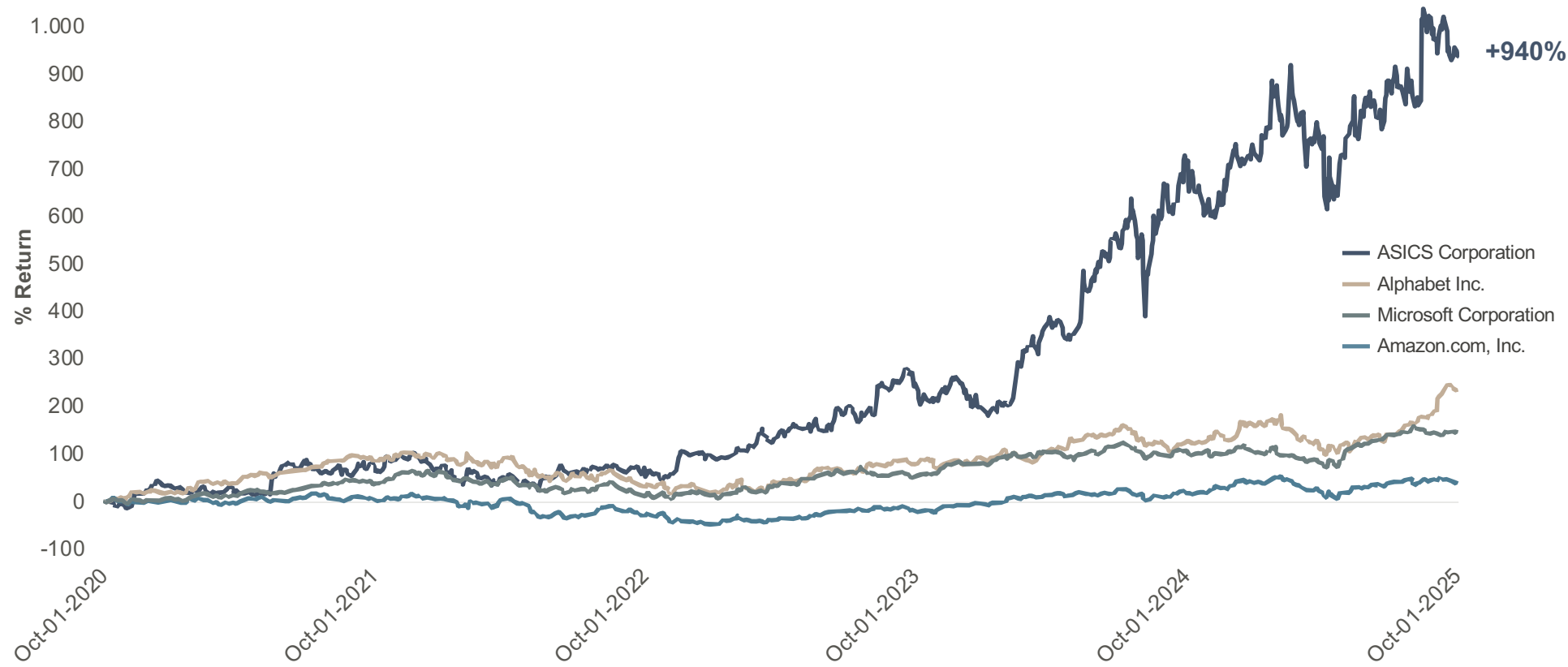
Profitability focus, cross-shareholding sell-offs, and share buybacks



# Market reform example - ASICS corp (non-holding)



Relative returns 2020-2025



# BROCK MILTON CAPITAL

## Poland in Focus

November 25



# Poland: The New European Powerhouse



Poland — the case in brief:

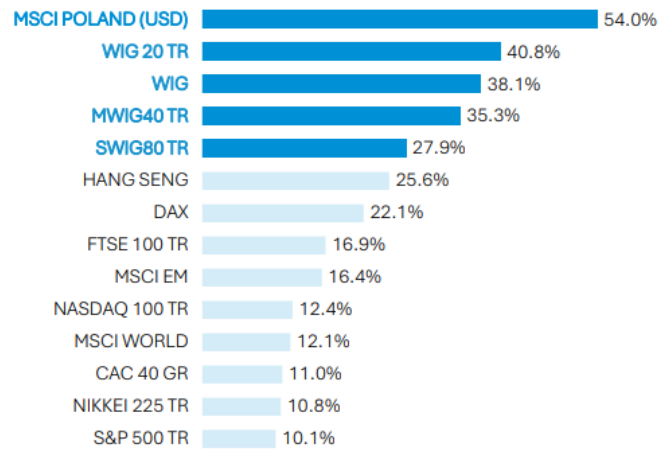
1. **Fast growth:** GDP per capita ~**85%** of Italy/France (PPP); total GDP ~**10×** in ~30 years.
2. **Quality:** well-run, high-ROIC/Margin companies.
3. **Rich country:** Now rapidly converging with Germany/Nordics.
4. **Growth:** many firms **>10%** organic.
5. **Governance:** EU-level rules and disclosure.
6. **Valuation:** still discounted vs EU/US—**gap is closing**.

# Poland: The New European Powerhouse



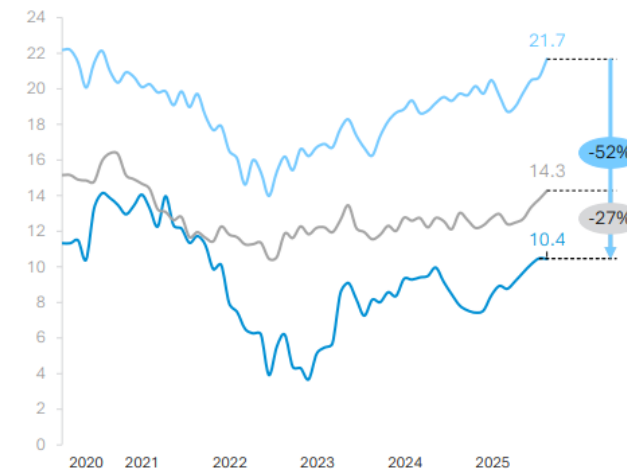
Selected index performance 2025 YTD

YoY, % (in local currencies)

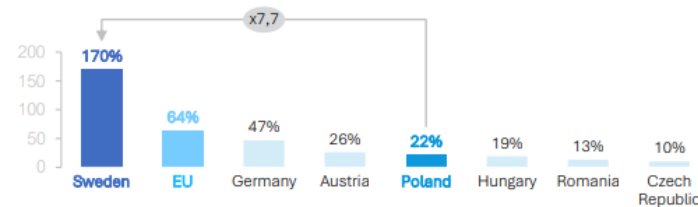


P/E ratio of MSCI indices

— MSCI Poland — MSCI World — MSCI Emerging Markets



Domestic equity market cap to GDP 2024 (%)

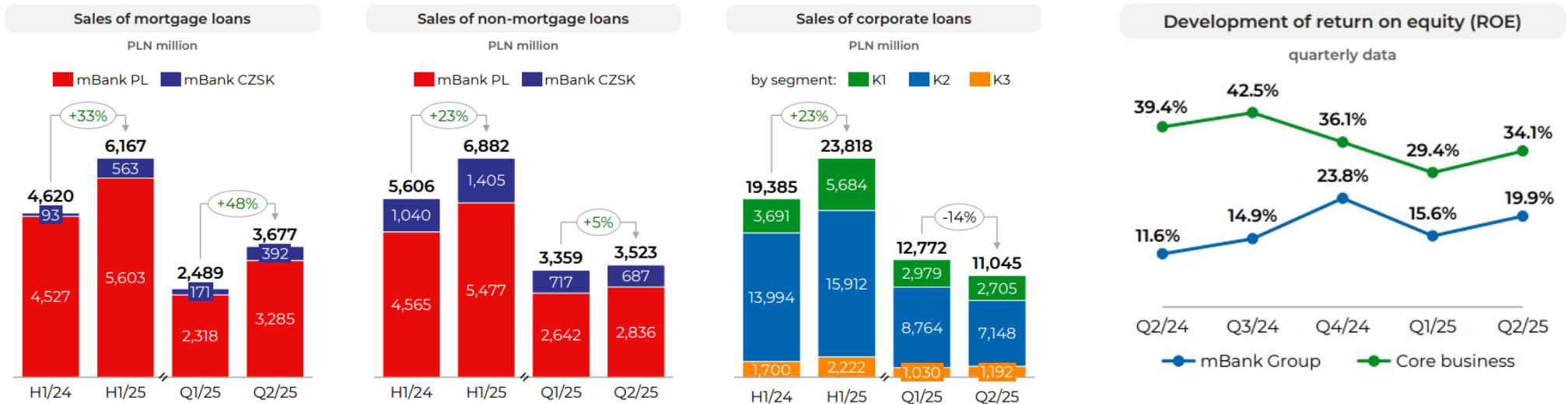


# mBank: 30% ROE, growing 10%+, P/E 8x

(Hypothetical holding)

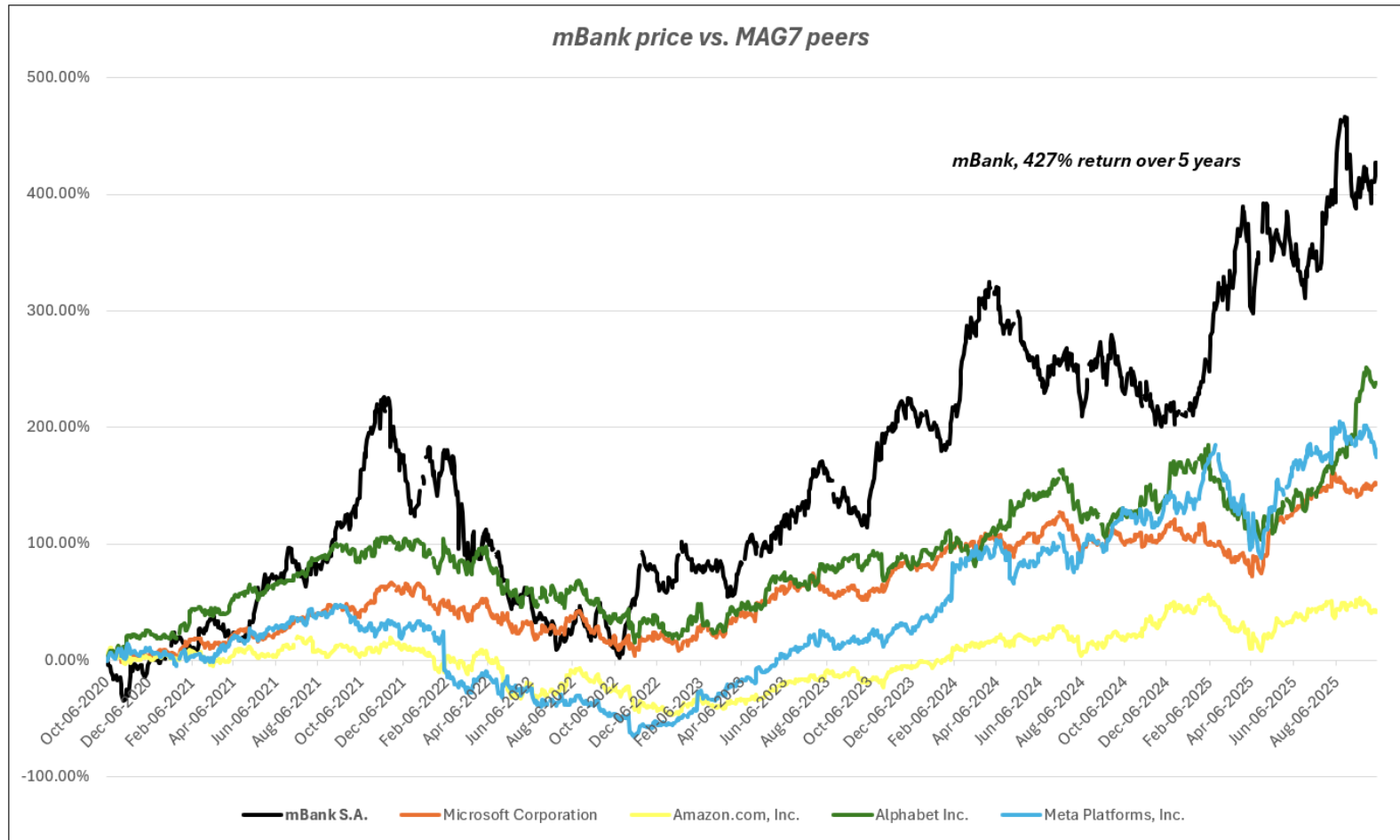


mBank— ~69% owned by Commerzbank—is a well-run, digital-first bank with exceptional ROE and a market-leading cost-to-income ratio.



# mBank: 30% ROE, growing 10%+, P/E 8x

(Hypothetical holding)



# mBank: 2030 strategy – Net profit to triple

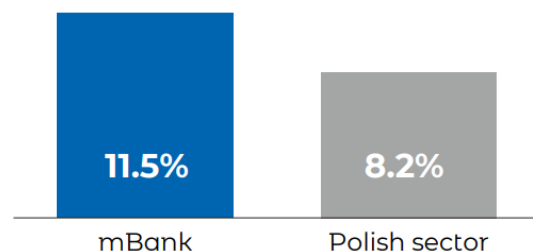
(Hypothetical holding)



With a 15-year EPS CAGR of 11.5% track record, mBank aims to **triple 2024 net income** by 2030 and lift the payout ratio to 75%.

Proven **ability of organic growth** and **expanding our revenue share**

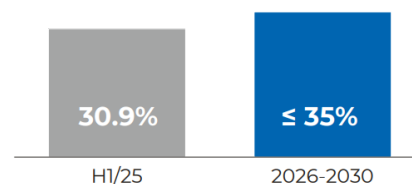
Average annual growth of core income<sup>1</sup> in the last 15 years (CAGR for 2009-2024)



## Net profit of mBank Group is set to triple over the strategy horizon<sup>1</sup>

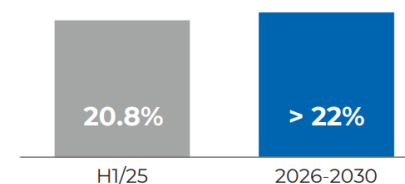
Maintain **leading position by cost/income ratio**, remain **among 3 most efficient banks**<sup>2</sup>

Cost/income ratio of mBank Group



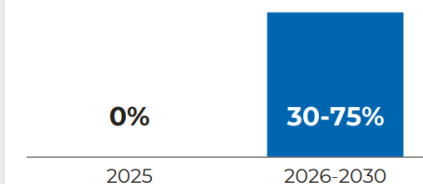
**Competitive ROTE** over entire strategy horizon, ensuring **long-term value for investors**

Return on tangible equity of mBank Group



**Return to dividend payments** from net profit for 2026, **intention to increase payout ratio** to 75% in 2030

Dividend payout ratio<sup>3</sup> of mBank



# The funds geographic exposure

