

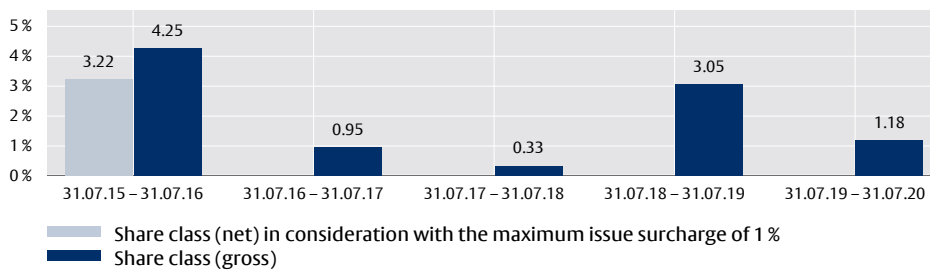


# Flossbach von Storch - Der erste Schritt - I<sup>2</sup>

## INVESTMENT STRATEGY

The Flossbach von Storch – Der erste Schritt fund is a globally diversified, defensive balanced fund with an active investment approach. The fund is flexible enough to take advantage of opportunities arising from the entire bond market and, to a limited extent, from the equity market. The goal is to generate as stable earnings as possible over time. The focus of the fund is on government bonds, covered bonds and corporate bonds, as well as equities, whose quota is limited to a maximum of 15 per cent. Foreign currency risks are largely hedged. Securities are selected as part of a fundamental analysis process. Fund managers Wilhelm Wildschütz and Elmar Peters rely on research tools developed in-house. The sub-fund is actively managed. The fund manager determines, regularly reviews and, if necessary, adjusts the composition of the portfolio exclusively in accordance with the criteria specified in the investment policy. The sub-fund is not managed in reference to an index.

## ANNUAL PERFORMANCE IN EUR (IN %)



## PERFORMANCE IN EUR SINCE 1 OCTOBER 2013 +21.84 % (GROSS, IN %)



## ACCUMULATED PERFORMANCE IN EUR (GROSS, IN %)

	1 month	2020 YTD	1 year	3 years	5 years	since inception 01.10.13
Share class	+0.17 %	+0.55 %	+1.18 %	+4.61 %	+10.09 %	+21.84 %

## ANNUALIZED PERFORMANCE IN EUR (GROSS, IN %)

	1 year	3 years	5 years
Share class	+1.18 %	+1.51 %	+1.94 %

Source: Depository and SIX Financial Information, status: 31.07.20

## EXPLANATORY NOTES REGARDING PERFORMANCE

Gross fund performance (BVI method) takes into account all costs incurred at fund level (for example, management fees), net fund performance also takes into account the subscription fee. Further costs may be charged individually at customer level (e.g. custody fees, commissions and other charges). Example calculation (net method): An investor wishes to buy shares with capital of €1,000. Based on a maximum subscription fee of 5 %, € 50 will be deducted from their investment as a one-off initial charge. In addition, custody fees may also be applied, which will further reduce the investor's return. The level of custody fees can be found in your bank's schedule of fees and services.

Please refer to the cost details presented in this document to determine the maximum subscription fee for the share class of the sub-fund.

The reference index is merely informative. It does not constitute any obligation from the fund manager to track the index or achieve the same performance.

Past performance is not a reliable indicator of future performance.

CATEGORY: MULTI ASSET  
Data as per 31 July 2020

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## FUND DETAILS

Securities ID No. (WKN)	A1W17V
ISIN	LU0952573052
Valor number	21968020
Domicile	Luxembourg
Share class	I
Fund currency	EUR
Share class currency	EUR
Launch date	1 October 2013
Financial year end	30 September
Income utilisation	Distribution
Authorised for distribution	AT, CH, DE, LI, LU
Fund type	UCITS / FCP
Fund assets	EUR 373.72 million
Redemption price	EUR 112.98
Minimum initial investment	EUR 1,000,000.00
Minimum subsequent investment	EUR 100,000.00
Costs <sup>1</sup>	
Ongoing charges	0.57 %
which includes a management fee of	0.43 % p.a.
Performance fee	none
Redemption fee	0.00 %
Exchange commission	up to 1.00 % (based on the unit value of the units to be purchased for the benefit of the relevant distributor)
Subscription fee	up to 1.00 %

## MANAGEMENT COMPANY

Flossbach von Storch Invest S.A.  
2, rue Jean Monnet  
2180 Luxembourg, Luxembourg  
www.fvsinvest.lu

## DEPOSITARY

DZ PRIVATBANK S.A.  
4, rue Thomas Edison, 1445 Strassen, Luxembourg

<sup>1</sup> In addition to the management fee, the fund is charged further costs such as transfer agent fees, transaction costs, and various other charges. Further information about ongoing and one-off costs can be found in the key investor information document (KIID), the sales prospectus, and the most recent annual report.

<sup>2</sup> As of 24 January 2018, the sub-fund "Flossbach von Storch - Bond Total Return" has been renamed "Flossbach von Storch – Der erste Schritt". Simultaneously, the investment strategy has changed.



# Flossbach von Storch - Der erste Schritt - I

## TOP 10 GUARANTORS OVERALL FUND LEVEL (IN %)

1. Republic of Germany	6.06 %
2. Japan	4.28 %
3. Pfandbriefbank schweizerischer Hypothekarinstitute AG	3.61 %
4. NRW.BANK	2.74 %
5. Apple Inc.	2.36 %
6. BNG Bank N.V.	2.36 %
7. ING Groep N.V.	2.18 %
8. DZ Privatbank SA	2.05 %
9. Geneva, Canton	2.01 %
10. Bayer AG	1.98 %
<b>Total</b>	<b>29.63 %</b>

Source: Depository and Flossbach von Storch, status: 31.07.20

## TOP 10 SECTORS FOR EQUITIES (AS % SOLELY RELATING TO THE EQUITY PORTION)

1. Consumer Staples	22.29 %
2. Health Care	20.83 %
3. Communication Services	15.09 %
4. Consumer Discretionary	13.63 %
5. Information Technology	7.15 %
6. Industrials	6.24 %
7. Materials	5.58 %
8. Financials	4.28 %
9. Real Estate	2.87 %
10. Energy	2.05 %

Source: Depository and Flossbach von Storch, status: 31.07.20

## KEY FUND FIGURES

Yield to maturity	0.10 %
Duration	4.16 years
Average dividend yield	3.38

Source: Depository and Flossbach von Storch, status: 31.07.20

## MONTHLY COMMENTARY

The Fund price hardly changed in July. At the end of the month under review, the equity market weighed on performance. We took advantage of the price declines to increase the equity ratio countercyclically. On the bond side, we basically maintained our defensive orientation with a high proportion of government bonds and bonds issued by German federal states. By purchasing Japanese government bonds with maturities of 20 and 30 years, we again slightly increased the Fund's diversification in the period under review. We have fully hedged the currency risk of these investments to date. The weakness of the US dollar was also well cushioned, as most of these investments were also hedged. With a cash position of currently around 11% of fund assets, we are flexibly positioned to take advantage of possible opportunities.

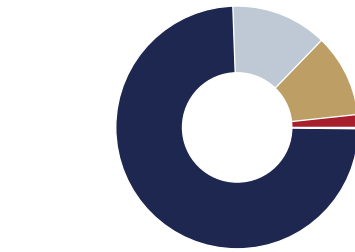
## CREDIT RATING FOR BONDS (IN %)

AAA	58.65 %
AA	19.30 %
A	14.15 %
BBB	7.71 %
BB	0.19 %

Source: Depository and Flossbach von Storch, status: 31.07.20

A simplified ratings scorecard is used when determining the rating. Trends (+/-) are not taken into account in this process. Convertibles are not considered.

## ASSET ALLOCATION (IN %)



Source: Depository and Flossbach von Storch, status: 31.07.20

## FUND MANAGER



### Wilhelm Wildschütz

- » Portfolio Manager & Analyst at Flossbach von Storch AG since 2018
- » Division Head of Treasury & Trading at Bankhaus Lampe (2005 – 2018)
- » Derivatives Trader at IKB Deutsche Industriebank (1998 – 2005)
- » Securities Trader at Spütz and Commerzbank
- » Studied Financial Management at Fernuniversität Hagen and graduated from the University of Wales with a Master of Business Administration (MBA)



### Elmar Peters

- » Co-management of the Multi-Asset Team since April 2016
- » Head of Institutional Asset Management and Senior Portfolio Manager at Flossbach von Storch AG (2010–2016)
- » Support and management of equity mandates for institutional clients at Bankhaus Lampe KG in Düsseldorf (2001–2010)
- » Securities Trader and Investment Adviser at Commerzbank AG in Düsseldorf (1993–2001)
- » Investment Adviser and Bank Trainee at Bankhaus Delbrück & Co. in Aachen/Cologne (1988–1993)



# Flossbach von Storch - Der erste Schritt - I

## OPPORTUNITIES

- + Participate in global bond market growth.
- + Income can be generated from regular interest payments.
- + Active interest rate, currency and risk management (e.g. from the use of derivatives).
- + Risk is broadly diversified by investing in a range of asset classes (e.g. equities, bonds, convertible bonds etc.) Market potential can be exploited by investing across a wide range.

## RISKS

- The securities in which the Management Company invests the sub-fund assets present opportunities for gain but also the possibility of risk. If a sub-fund invests directly or indirectly in securities and other assets, it is subject to many general trends and tendencies, which are sometimes attributable to irrational factors on the markets particularly on the securities markets. Losses can occur when the market value of the assets decreases as against the cost price. If a unitholder sells units of the sub-fund at a time at which the value of assets in the sub-fund has decreased compared with the time of the unit purchase, he will not receive the full amount he has invested in the sub-fund. Despite the fact that each sub-fund aspires constant growth, this cannot be guaranteed.
- Country, credit and issuer liquidity risk. Also potential exchange rate risks. If securities are illiquid (i.e. thinly traded), there is a risk that it may either not be possible to sell the assets at all or only by accepting a significant discount on the sale price.
- Investing in bonds may entail price risks, especially in case of rising interest rates on the capital markets.
- Where used, derivatives can have a greater negative impact on the fund value than would be the case if the assets were acquired directly. This can affect the fund's risk profile and volatility (tendency for the price to fluctuate).

Please read the Prospectus and particularly the RISK WARNINGS section and the specific annex of the subfund to understand the risks and benefits of this product.

## GLOSSARY

### Yield to maturity (YTM)

Yield on a bond held until maturity, taking into account interest payments and any differences between the issue price and the redemption amount.

### Duration

Indicates how long capital invested is bound in a bond. It is shorter than the maturity of a bond since regular interests paid out to investors, are considered. For Zero-Bonds, duration and maturity is the same. Interests are due at maturity date.

### Average dividend yield

Ratio of dividend to share price. It is shown as a per cent and provides information about how a share bears interest.

CATEGORY: MULTI ASSET  
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## INVESTOR PROFILE

### CONSERVATIVE:

The fund is appropriate for conservative investors. Due to the composition of the net sub-fund assets, there is a moderate degree of risk but also a moderate degree of profit potential. The risks may consist in particular of currency risk, credit risk and price risk, as well as market interest rate risks.

### INVESTMENT HORIZONT:

Medium-term: 3 to 5 years

## RISK/RETURN PROFILE



1	2	3	4	5	6	7
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The historical data used for calculating the synthetic indicator is not a reliable indication of the future risk and reward profile of the share class. The category shown is not guaranteed to remain unchanged and may shift over time. Even the lowest category does not mean a risk-free investment. This share class has been placed in the aforementioned risk class because its unit price is subject to little to medium fluctuation, therefore the profit potential and loss exposure may be low to moderate. Because of the calculation model used, all risks may not be taken into consideration when placing the share class in a risk class. Detailed information can be found in the section entitled "Risks" of the prospectus.



# Flossbach von Storch - Der erste Schritt - I

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This document does not constitute an offer to sell, purchase or subscribe to securities or other assets. The information and estimates contained herein do not constitute investment advice or any other form of recommendation. Detailed information about the fund(s) can be found in the sales prospectus as well as in the articles of association, management regulations or contract conditions, in conjunction with the latest respective audited annual report and semi-annual report, if the latter is published later than the most recent annual report. These documents form the sole binding basis for any purchase. The said documents and the Key Investor Information are available free of charge in English and German from the respective management company or the custodian/depositary or from agents in those countries where the funds have been licensed for distribution.

The information contained and opinions expressed in this document reflect the views of Flossbach von Storch at the time of publication and are subject to change without prior notice. Forward-looking statements reflect the judgement and future expectations of Flossbach von Storch. Actual performance and results may, however, differ materially from such expectations. All information has been compiled with care. However, no guarantee is given as to the accuracy and completeness of information and no liability is accepted. The value of any investment can fall as well as rise and you may not recoup the amount you invested. In connection with the brokerage of fund units/shares, Flossbach von Storch and/or its distribution partners may receive reimbursements from costs charged to the fund by the management company in accordance with the relevant sales prospectus. The tax treatment of the investment depends on the investor's personal circumstances and may be subject to change. For more information please consult your professional tax adviser.

**The units/shares issued by this fund may only be offered for purchase or sold in jurisdictions in which such offer or sale is permitted. Accordingly, the units/shares of this fund may not be offered for purchase or sold neither within the USA nor to or for the account of US citizens or US persons domiciled in the USA. Additionally, the units/shares issued by this fund may not be offered for purchase or sold to "US-Persons" and/ or entities, which are owned by one or more "US-Persons" based on the definitions set out in the "Foreign Account Tax Compliance Act (FATCA)". This document and the information contained herein may not be distributed in the USA. The distribution and publication of this document as well as the offer or sale of the fund's units/shares may also be subject to restrictions in other jurisdictions.**

The latest net asset value (NAV) of the fund can be obtained from the management company's website.

**Past performance is not a reliable indicator of future performance.**

The document issued in German is legally binding. This English translation is only for the purpose of convenience.

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## CONTACTS FOR INVESTORS

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Web: [www.flossbachvonstorch.de](http://www.flossbachvonstorch.de)

### Paying agent in Austria

Erste Bank der oesterreichischen Sparkassen AG  
("Erste Bank")  
Am Belvedere 1, 1100 Vienna  
Austria

### Representative in Switzerland

Flossbach von Storch AG  
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### Paying agent in Switzerland

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