







Karoll Financial Group



25 EXCITING YEARS OF SUCCESS | TEAM OF 200 EXPERTS

KAROLL BROKERAGE

*Market volume leader for past 17 yrs
*30% local market share by trade volume

KAROLL CAPITAL MANAGEMENT

*Pioneered 1st equity mutual fund in 2004 *Strategic local partner of Schroders UK since 2012

KAROLL FINANCE

*Manages Bulgaria's largest farmland REIT *IFC / World Bank - key stakeholder *Launched 1st private-equity fund in 2006

KAROLL FINANCIAL HOUSE

*Licensed foreign exchange dealer since 1993

KAROLL INVESTMENT

*Corporate adviser on M&A, IPOs, and restructuring
*Official representative of Oaklins (world's largest M&A Advisor for deals up to 250mm eur)

KAROLL STANDARD

*Leading broker for pensions, health, life insurance

Karoll Financial Group Main Activities



ASSET MANAGEMENT

Wealth Management products:

- Advance Invest (Balkans) UCITS
- Advance Eastern Europe UCITS
- Advance Emerging Europe Opportunities UCITS
- Advance Global Trends UCITS
- Global SMAs
- Schroders Investment Management (Luxembourg umbrella of 100+ global funds)
- Sub-advisory mandate for Daishin AM, South Korea
- Equity linked notes in partnership with Credit Suisse

SMA Strategies for Professional Investors:

- Emerging Europe Opportunities
- Central Europe

- Balkan
- Thematic Equity
- Mixed / Custom

BROKERAGE

- Local and regional markets
- Global capital markets

INVESTMENT BANKING

- IPO and SPO capital markets
- M&A
- Restructuring
- Consulting

ALTERNATIVE INVESTMENTS

- Advance Equity Holding (private equity)
- Advance TerraFund REIT (farmland)

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Karoll Capital Management Overview



Unique heritage in Emerging Europe

- Founded in Sofia in 2003 with 17-year track record in regional market allocation and stock selection
- Independent, specialized and pioneering
- Highly qualified team with very low turnover (+10 years company tenure for key management and investment personnel)

Steady business growth from diversified business lines

- AUM of \$350+ mln in funds, SMAs, advisory mandates and wealth management, incl. 4 UCITS funds managed in-house
- Regional distributor of 100+ third-party funds

Crisp focus on Emerging Europe

- Our team is specialized in Emerging Europe
- Native understanding of local market dynamics
- No language or cultural barriers
- On-the-ground research coverage of a wide range of companies
- \$ +100 years of combined financial markets experience of Investment Committee members
- In-house managed funds consistently outperform benchmarks

International perspective

- Regional representative of Schroders Investment Management, UK
- Placement agent in Canada Cheverny Capital
- Advisory mandate from K-Biz / Daishin A.M. in Korea
- Master-feeder partnership with Hyundai Securities for distribution of KCM's funds in Korea
- Structured product partnership with Credit Suisse
- Karoll is the only signatory of the UN's Principles of Responsible Investing in Bulgaria

Our founders





Stanimir Karolev, Chairman and owner

Born 1966. MA, Macroeconomics, University for National and World Economy, Sofia. Following post-graduate studies in London, Zurich, and New York, he founded Karoll Financial House in 1993, Karoll Brokerage in 1997, and Karoll Capital Management in 2003. In addition to his entrepreneurial activities, he established the Karoll Knowledge Foundation to support local science and education. Fluent in English and Russian.



Daniel Ganev, Chief Executive Officer

Born 1977. BSc, Business and Finance, William Paterson University, New Jersey; MBA, University of Cambridge, UK. After internships with Merrill Lynch and Sony in the USA, he became an analyst with SG Cowen, New York, then returned to Bulgaria in 2003 to assist Stanimir Karolev in establishing Karoll Capital Management. Fluent in English and Russian.

KAROLL CAPITAL MANAGEMENT • **ORGANIZATIONAL STRUCTURE**





Karoll Capital's Investment Committee Key Members



Seasoned investment team with long tenure and unique combination of skills:



Nadia Nedelcheva, CFA. Chief Investment Officer

Born 1977. BAs in International Economic Relations and Finance, Univ. of National & World Economy, Sofia. 16+ yrs of experience in portfolio management, research, valuations and modeling in Central & Eastern Europe; responsible for Emerging Europe institutional mandates and UCITS funds; Previous employers include Capital Weekly, BalkanPharma and Karoll Brokerage. Fluent in English, and Spanish.



Konstantin Prodanov, Chief Investment Strategist, Emerging Europe

Born 1977. BA/MA in International Law, Sofia University; MA in International Economics, International University of Japan. 19+ yrs of experience in trading, multi-asset portfolio management and research in the Global, Asian and Emerging Europe markets; Responsible for Emerging Europe institutional mandates and UCITS funds; Previous employers include Goldman Sachs, UBS, Allianz, Dresdner Kleinwort Wasserstein. Fluent in English, and Russian, working knowledge of French and Japanese.



Tihomir Kaundzhiev, Portfolio Manager

Born 1981. BA, Business Administration; MA, Finance New Bulgarian University, Sofia. 13+ yrs of experience in portfolio management, financial analysis, technical analysis on the US, European and CEE markets; fund manager of Advance Invest UCITS and Balkan strategy. Previous employers include BISAM, subsidiary of FactSet, and BCRA, EUregistered rating agency; Beta Corp JSC; Fluent in Bulgarian, English, Italian.



Nikolay Nedelchev, CFA, Portfolio Manager, Global Markets

Born 1978. BA in Economics, American University in Washington, and MBA, Columbia Business School. 15+ years of experience in research, structuring, risk management and investments. Portfolio Manager of Discretionary Accounts and Advance Global Trends Fund. Previous employers include IMF, Citigroup, MetLife Investments, Societe Generale Expressbank and BISAM/Factset. Fluent in English, working knowledge of French



Georgi Georgiev, Portfolio Manager, Global Markets

Born 1981. MA, Finance, University of National & World Economy, Sofia. 15+ yrs of experience in research, fundamental analysis, valuations, portfolio management and trading on the global emerging markets and USA; Portfolio Manager of Discretionary Accounts; Previous employers include Kraft Foods, Northfield, USA, Alfa Finance Holding, Sofia Fluent in Bulgarian, English, German.

Karoll Capital's Analysts Team



Research analysts with quick access to regional companies in search of opportunities:



Georgi Raykov, Sr. Investment Analyst

5+ yrs of experience in research, fundamental analysis and valuations in Central & Eastern Europe, covers 7 regional markets



Florian Munteanu, Sr. Investment Analyst

 16+ yrs of experience in financial analysis, wealth planning, international auditing in multinational environment; based in Bucharest, Romania



Emil Yanchev, Sr. Investment Analyst

4+ yrs of experience in investment research, fundamental analysis in Western, Central & Eastern Europe, covers 7 regional markets



Oguz Ziddioglu , Sr. Investment Analyst

 10+ yrs of experience in banking, buy-side equity research and analysis; based in Istanbul, Turkey



Simeon Keranov, Investment Analyst

3 yrs of experience in investment research, economic analysis, focus on global markets and trends

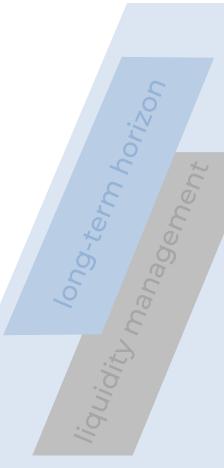




Investment Philosophy

- Market inefficiencies abound in less developed markets due to asymmetric information, liquidity constraints, and behavioral biases. This creates opportunities, but one must have the capabilities and processes to identify them on time and profit from them. Here're our investment pillars:
 - Maintain contrarian bias and long-term investment horizon
 - Approach each investment with an ownership mentality rather than as a speculative trade
 - Prioritize free cash flow generation ability, niche market positioning, pricing power and margin of safety when selecting investments
 - Have each investment proposal purposefully challenged by Investment Committee member to avoid group think; perform investment post-mortems
 - Stay ahead of the curve through regular company visits and access to local news sources
 - Liquidity management during periods of market turmoil maintain an adequate cash buffer to meet unexpected drawdowns or act upon investment opportunities
 - Maintain rigorous discipline with regards to liquidity and concentration risk
 - Transaction and hedging costs can be prohibitively expensive so keep portfolio turnover low (<20% p.a.) and hedge FX risk only on an ad hoc basis ahead of potential black swan events





Our Investment Universe



Selection Filters:



Investment Constraints:

- Entry/exit up to 3 days for more liquid markets, up to 7 days for less liquid ones
- Not more than 10% in a single issuer
- Investment in a single small-cap company < 5%</p>
- ♦ Total investment in less liquid <30% of assets</p>
- Minimum threshold by mkt cap: \$300 mln.

Karoll Capital's Investment Process

1. Screen

- In-house and external screening tools
- Sourcing ideas from 3rd party research
- Conference attendance
- Company visits
- ESG sector exclusions
- Market intelligence

2. Study

- In-depth analysis conducted in-house
- Sector dynamics assessment
- Business model review, assessment of ability to generate return > cost of capital
- Identifying companies with increasing margins and low debt
- · Calculation of intrinsic value
- Analyst proposal to PMs

3. Shape

- Investment Committee decides on country and sector allocation limits
- PMs decide on inclusion of stocks in portfolios and weight in line with mandate constraints and risk parameters
- Benchmark unconstrained approach – at a country and individual stock level

4. Supervise

- Regular review of portfolio components' fundamentals
- Exit discipline: excessive valuation; unexpected deterioration in fundamentals; loss of confidence in management
- Monthly attribution analysis to determine how performance is affected by allocation & selection and quantify true alpha
- Risk management: oversight by CRO and investment committee



Karoll Capital's ESG process & criteria

- Exclusion of companies generating majority of revenues from tobacco, weapons and pornography sectors
- Assessment of corporate governance
 alignment of interests of owners with those of minorities; management must act to
 minimize risk of corruption
- ♦ Environmental and social factors → does company address environmental & social issues in its operations
- Active ownership approach

Signatory of:



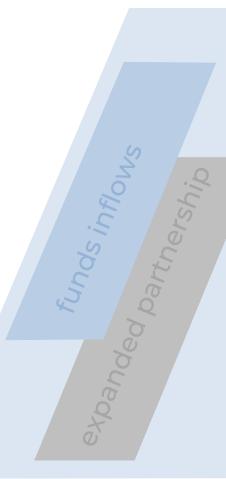




New Developments at Karoll Capital

karol APITAL MANAGEMENT

- **Stellar performance of Karoll's mutual funds in 2019** Karoll's Advance Eastern Europe UCITS was the best performing mutual fund in Bulgaria in 2019 with 29.9% return
- Fund inflows into Emerging Europe local pension funds managed by financial conglomerates Allianz, NN, Vienna Insurance Group and OTP added substantial new exposures to Emerging Europe via one of our UCITS Funds - Advance Emerging Europe Opportunities
- Further penetration in South Korea Having been present in SK for a while through advisory mandates, we are now in the final stages of registering a master-feeder structure there in partnership with Hyundai AM, which would make our fund offerings directly accessible to the investment community in Asia
- ♦ Expanded partnership with Schroders UK KCM was appointed as distribution agent for Romania at the end of 2018 and has already managed to secure a large fund investment by an institutional client (Erste Bank's Romanian arm)
- KCM investment team boost— two seasoned investment professionals with close to 40 years of combined experience in the global financial markets joined the KCM team







Buoyant region converging with developed Europe



Emerging Europe is a diverse region, considerable in scale and thriving with opportunities:



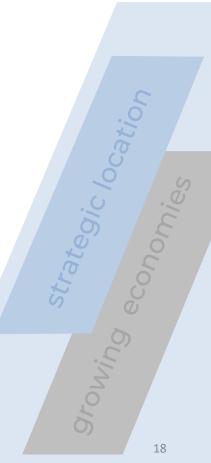
- incubator for fast growing companies
- increasingly participating in European & global supply chains
 - large number of companies shifting production here



Why Emerging Europe?

- ♦ EE is growing over 4 time faster than developed Europe → +3.7% on ave. b/n 2008-2018 vs. +0.8% for euro-area
- ♦ Growth potential through leverage → govt. debt to GDP is 50% vs. 89% for the Eurozone; gross private debt is 92.7% (63.7% corporate/29% household) vs 161.2% for the Eurozone
- ♦ Strong catch-up potential and price momentum → regional equity markets have rallied ~25% in 2019 but are still 45% below the 2007 peak) yet remain largely underweight in global investment portfolios
- Superior EPS growth → 5Y EPS growth is 15.7% vs 5.8% Western Europe
- ♦ Lowest valuations globally → ave. P/E ~ 7x vs. 15x for the developed world, highest dividend yields (>6%)
- ♦ Strong domestic demand → buoyed by rising household incomes and supportive fiscal initiatives
- ♦ EU/Eurozone membership & ties → most EE countries are EU, OECD and NATO members, with access to the common European market, cohesion funds and financial stability mechanisms. Some have already adopted the Euro. Regulatory framework synchronized with EU legislation.
- **Strong support from EU funds** → total: €175.7 bln = 16.2% of GDP on ave. during 2007-2013
- ♦ Low labor costs, business expenses and taxes → Well-educated and cheap workforce, low overall costs attracting international business; lowest taxes in Europe
- ♦ Strategic location of the region → ideally situated for trade links b/n Western Europe, Middle East and Asia. Significant improvement in infrastructure with further major projects in the works.

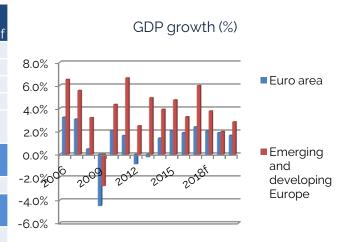




Emerging Europe among the fastest growing regions



	2015	2016	2017	2018e	2010f	2020f
	2015	2010	201/	20106	20191	20201
World	3.4%	3.3%	3.7%	3.7%	3.7%	3.7%
Advanced economies	2.3%	1.7%	2.3%	2.4%	2.1%	1.7%
Euro area	2.1%	1.9%	2.4%	2.0%	1.9%	1.7%
European Union	2.4%	2.0%	2.7%	2.2%	2.0%	1.8%
Emerging market and developing economies	4.3%	4.4%	4.7%	4.7%	4.7%	4.9%
Commonwealth of Independent						
States	-2.0%	0.4%	2.1%	2.4%	2.4%	2.4%
Emerging and developing Asia	6.8%	6.5%	6.5%	6.5%	6.3%	6.4%
Emerging and developing Europe	4.7%	3.3%	6.0%	3.8%	2.0%	2.8%
Latin America and the Caribbean	0.3%	-0.6%	1.3%	1.2%	2.2%	2.7%
Middle East and North Africa	2.4%	5.2%	1.8%	2.0%	2.5%	2.9%
Sub-Saharan Africa	3.3%	1.4%	2.7%	3.1%	3.8%	3.9%

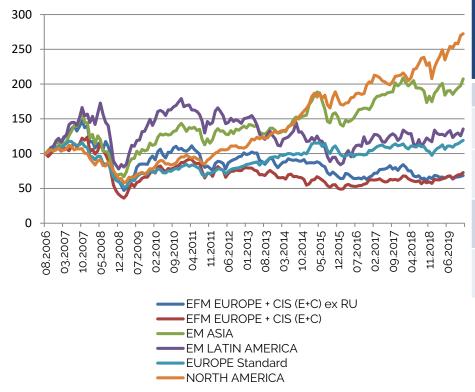


Source: IMF WEO October 2018

- Emerging Europe growing much faster than developed Europe:
 +3.7% on ave. b/n 2008- 2018 vs. +0.8% for euro-area
- Positive trend to persist in the following years
- ♦ GDP per capita way below Eurozone average = catch-up potential

Strong price momentum and catch-up potential





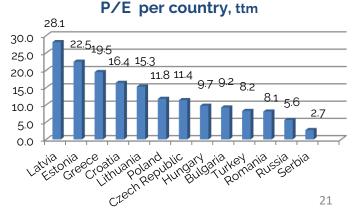
	MSCI EFM Europe+CIS, € 31.12.2019	MSCI EFM Europe+CIS <u>ex RU,</u> € 31.12.2019
YTD	27.68%	6.91%
1Y	27.68%	6.91%
3Y, annualized	5.29%	1.15%
5Y, annualized	5.89%	-4.47%
10Y, annualized	0.15%	-2.95%

Why now: compelling valuations in Emerging Europe



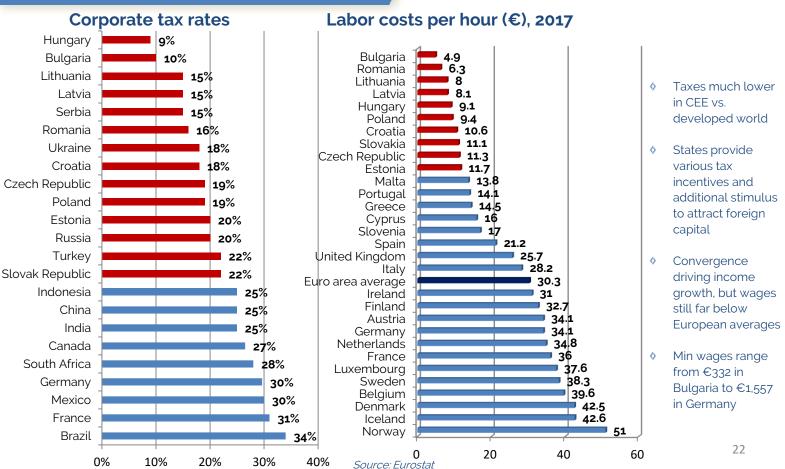






Emerging Europe boasts lowest taxes & labor costs





What we offer



Emerging Europe equity strategies for professional investors in the form of SMA mandates, UCITS mutual funds, institutional advisory and sub-advisory services in **Central and Eastern Europe Central Europe Balkans Thematic** Custom Austria Poland Bulgaria Hungary Croatia Czech Republic Bulgaria Czech Republic Austria A Romania **Estonia** Latvia Greece Lithuania Hungary Estonia Latvia Croatia Lithuania Slovakia Poland Romania Russia Industrial development Tailored country allocations Serbia Outsourcing Custom benchmarks Turkey Tourism development High-growth exporters





ADVANCE Emerging Europe Opportunities UCITS



Investment theme: invests in the stock markets of Central Europe
 Poland, Czech, Hungary, Austria, Baltics

Investment style: blended (value & growth), stock-picking, bottom-up combined with top-down and sector views, benchmark agnostic

Objective: to generate alpha at lower risk than the market

Market cap: regional large cap, but also small & mid cap

Portfolio components: ~ 50 positions

Low portfolio turnover (~20% of assets p.a.) and limited volatility

Offering format: UCITS fund, daily trading in EUR

Mgmnt fee: 1.5% of NAV; no front-end fee for investment above €500,000

ISIN: BG9000023077 Bloomberg: ADVIPOF.BU

Benchmark: MSCI EFM Europe + CIS ex. RU

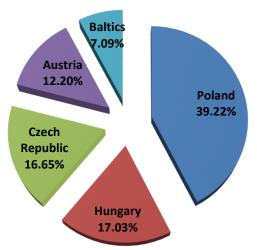
Fund Launch: November, 2007



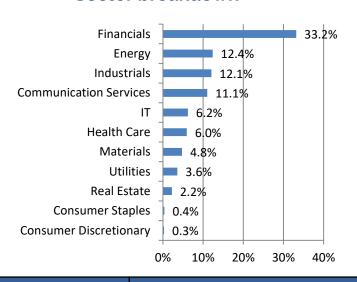
ADVANCE Emerging Europe Opportunities UCITS



Geographic breakdown (31.12.2019)



Sector breakdown



Top 5 positions	% of portfolio	Country	Sector
CD Project	5.81%	Poland	Communication Services
WIZZ AIR HOLDINGS PLC	4.08%	Hungary	Industrials
MOL HUNGARIAN OIL AND GAS	4.04%	Hungary	Energy
MONETA MONEY BANK	3.91%	Czech Republic	Financials
KOMERCNI BANKA	3.64%	Czech Republic	Financials

Performance of vs. Benchmark





Strategy vs. Benchmark performance, in EUR, Dec 31, 2019	YTD	1 year	3y return (ann.)	5y return (ann.)	Volatility	Alpha	Div Yield
MSCI EFM Europe+CIS							
ex RU	6.91%	6.91%	1.15%	-4.47%	15.70%		3.51%
Advance Emerging Europe Opportunities UCITS	11.31%	11.31%	5.06%	3.98%	10.30%	4.56%	4.18%

Advance Emerging Europe Opportunities UCITS – key metrics

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	Strategy	MSCI EFM Europe + CIS ex. RU
3Y return (annualized)	5.05%	1.28%
Alpha (3Y annualized)	4.56%	
Beta	0.48	
Volatility	10.3%	15.7%
Sharpe Ratio	0.53	0.11
Sortino Ratio	0.96	0.19
Information Ratio	0.51	
Tracking Error	0.11	
Best Monthly Return (last 3Y)	6.85%	7.37%
Worst Monthly Return (Last 3Y)	-6.47%	-10.27%







Advance Eastern Europe UCITS

Karol ALPITAL MANAGEMENT

Investment theme: invests in the stock markets of Eastern Europe – Russia, Turkey, Greece, Romania, Bulgaria, Serbia, Croatia, Ukraine

Investment style: blended - bottom-up stock picking focused on growth, combined with top-down approach where the major decision is the allocation among the different markets; benchmark agnostic

Objective: to generate alpha at lower risk than the market

Market cap: regional large cap, but also small & mid cap

Portfolio components: ~ 40 positions

Low portfolio turnover (~20% of assets p.a.) and limited volatility

Offering format: UCITS fund, daily trading in EUR

ISIN: BG9000016063 Bloomberg: ADVEAEU.BU

♦ Mgmnt fee: 1.5% of NAV; no front-end fee for investment above €500,000

Benchmark: MSCI EFM Europe + CIS

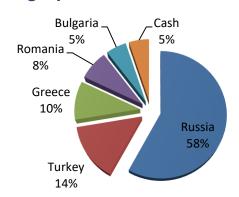
Fund Launch: October, 2006



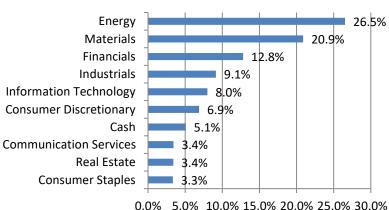
Advance Eastern Europe UCITS



Geographic breakdown (31.12.2019)



Sector breakdown



Top 5 positions	% of portfolio	Country	Sector
GMK Norliski Nikel	6.76%	Russia	Materials
Lukoil	5.51%	Russia	Energy
SBERBANK	5.41%	Russia	Financials
JSC "NOVATEK"	5.01%	Russia	Energy
GAZPROM NEFT	4.76%	Russia	Energy

Performance of vs. Benchmark





Strategy vs. Benchmark performance, in EUR, Dec 31, 2019	YTD	1 year	3y return (ann.)	5y return (ann.)	Volatility	Alpha	Div Yield
MSCI EFM Europe+CIS	27.68%	27.68%	5.29%	5.89%	13.0%		5.65%
Advance Eastern Europe UCITS	29.88%	29.88%	4.20%	4.23%	9.84%	1.46%	5.6%

Advance Eastern Europe UCITS – key metrics

	Fund	MSCI EFM Europe + CIS
3Y return (annualized)	4.16%	5.29%
Alpha (3Y annualized)	1.46%	
Beta	0.55	
Volatility	9.84%	13.0%
Sharpe Ratio	0.47	0.44
Sortino Ratio	0.77	0.83
Information Ratio	0.51	
Tracking Error	0.09	
Best Monthly Return (last 3Y)	5.92%	10.37%
Worst Monthly Return (Last 3Y)	-5.69%	-6.83%









Advance Invest UCITS

karol APITAL MANAGEMENT

Investment theme: invests in the Balkan stock markets – Bulgaria and Romania

Investment style: blended (value & growth), stock-picking, bottom-up combined with top-down and sector views, benchmark agnostic

Objective: to generate alpha at lower risk than the market

Market cap: regional large cap, but also small & mid cap

Portfolio components: ~ 50 positions

♦ Low portfolio turnover (~20% of assets p.a.) and limited volatility

Offering format: UCITS fund, daily trading in EUR

ISIN: BG9000014134 Bloomberg: ADVIMFD.BU

♦ Mgmnt fee: 2.5% of NAV p.a.; no front-end fee for investment above €500,000

Benchmark: MSCI EFM Europe + CIS ex RU

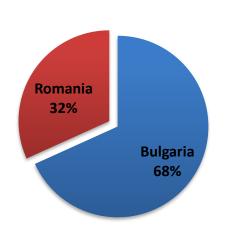
Fund Launch: May, 2004



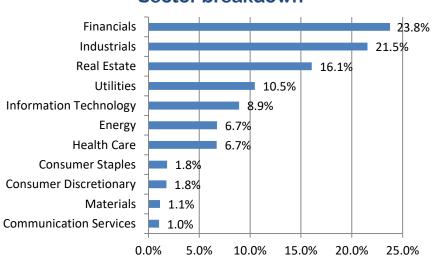
Advance Invest UCITS



Geographic breakdown (31.12.2019)



Sector breakdown



Top 5 positions	% of portfolio	Country	Sector
CEZ Distribution Bulgaria AD	6.1%	Bulgaria	Energy
Chimimport AD	4.8%	Bulgaria	Financials
Sopharma AD	4.0%	Bulgaria	Health Care
Aktiv Properties REIT	3.9%	Bulgaria	Real Estate
Alterco AD	3.7%	Bulgaria	Information Technology

Performance vs. Benchmark





Strategy vs. Benchmark performance, in EUR, Dec 31, 2019	YTD	1 year	3y return (ann.)	5y return (ann.)	Volatility	Alpha	Div. Yield
MSCI EFM Europe+CIS ex RU	6.9%	6.9%	1.1%	-4.5%	15.7%		3.5%
Advance Invest UCITS	7.6%	7.6%	6.2%	4.3%	8.97%	6.2%	3.4%

Advance Invest UCITS – key metrics

	Fund	MSCI EFM Europe + CIS ex RU
3Y return (annualized)	6.09%	1.28%
Alpha (3Y annualized)	6.2%	
Beta	0.24	
Volatility	8.97%	15.7%
Sharpe Ratio	0.73	0.11
Sortino Ratio	1.61	0.19
Information Ratio	0.45	
Tracking Error	0.14	
Best Monthly Return (last 3Y)	7.44%	7.37%
Worst Monthly Return (Last 3Y)	-4.23%	-10.27%





CONTACTS



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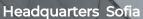
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