

Equity. Eurozone Small Caps: Pure Fundamental Approach. Investing in Small Caps



GVC Gaesco Small Caps, FI

Pareturn GVC Gaesco Euro Small Caps Equity Fund

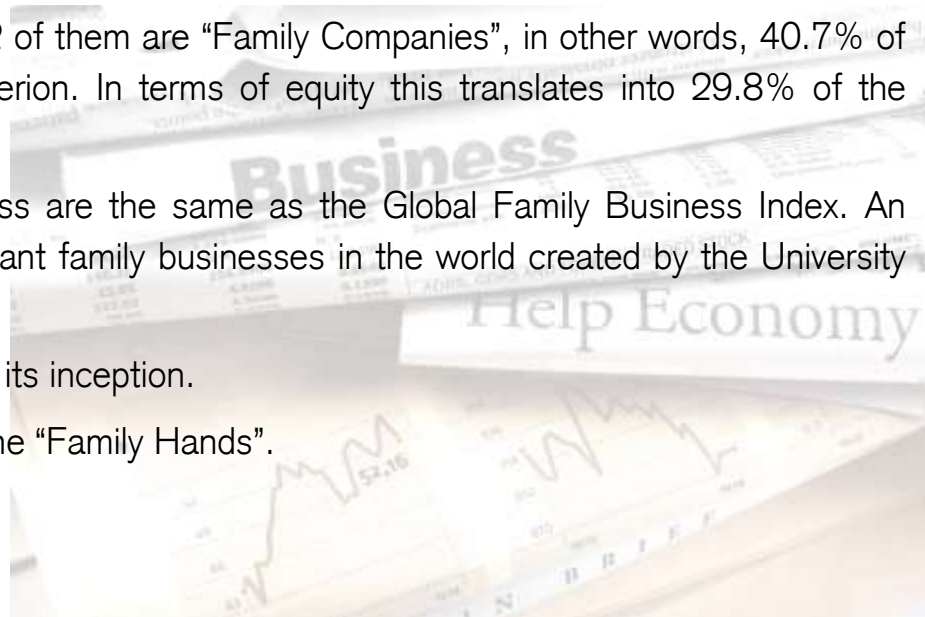
► GVC Gaesco Small Caps. Main Characteristics

- Universe: Euro Zone
- Market Cap lower than 2,000 Million EUR when bought
- Focus Portfolio: Between 30 and 60 companies
- Benchmark: MSCI EMU Small Caps

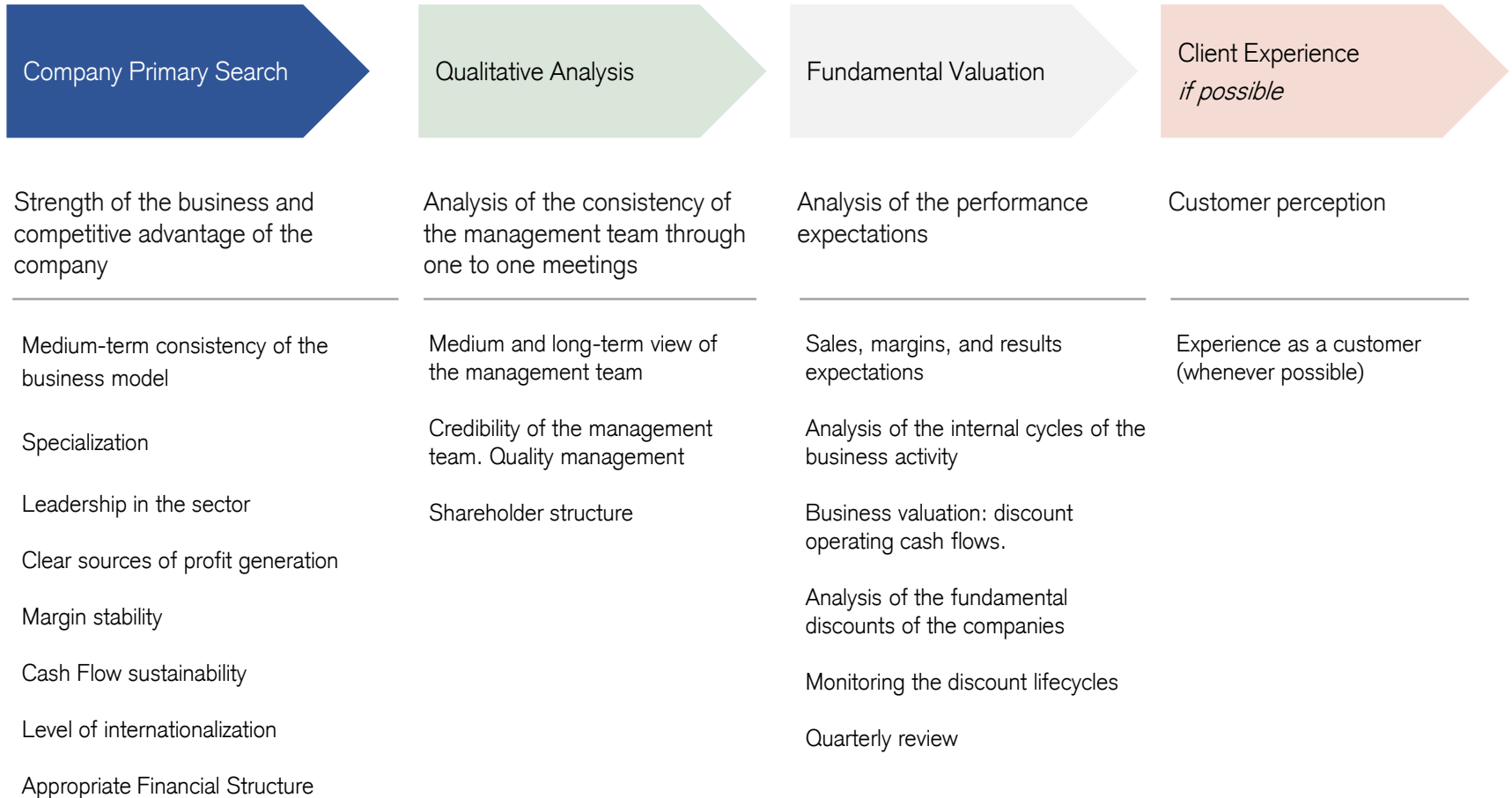


► GVC Gaesco Small Caps. Investment Philosophy

- We are a “Buy & Hold Investors”. In our Investment Philosophy we want to alienate with the management of the Company. Because of this, long-term thinking is essential.
- With family businesses we ensure that the alignment of interests is 100% secure. In addition to this, if we take into account the global family business index, we see that the cumulative annual return is higher than 13% since its creation in 2005. This represents a % widely exceeded by the average profitability of the stock market and small businesses.
- 59 companies are currently in the portfolio, 22 of them are “Family Companies”, in other words, 40.7% of the companies inside the fund meet this criterion. In terms of equity this translates into 29.8% of the portfolio.
- The criteria used to consider a family business are the same as the Global Family Business Index. An index that is made up of the 500 most important family businesses in the world created by the University of ST. Gallen and Ernst & Young:
 1. Tradition of family management since its inception.
 2. More than 32% of the equity under the “Family Hands”.



Investment Process



Portfolio Construction

Company Primary Search

Qualitative Analysis

Fundamental Valuation

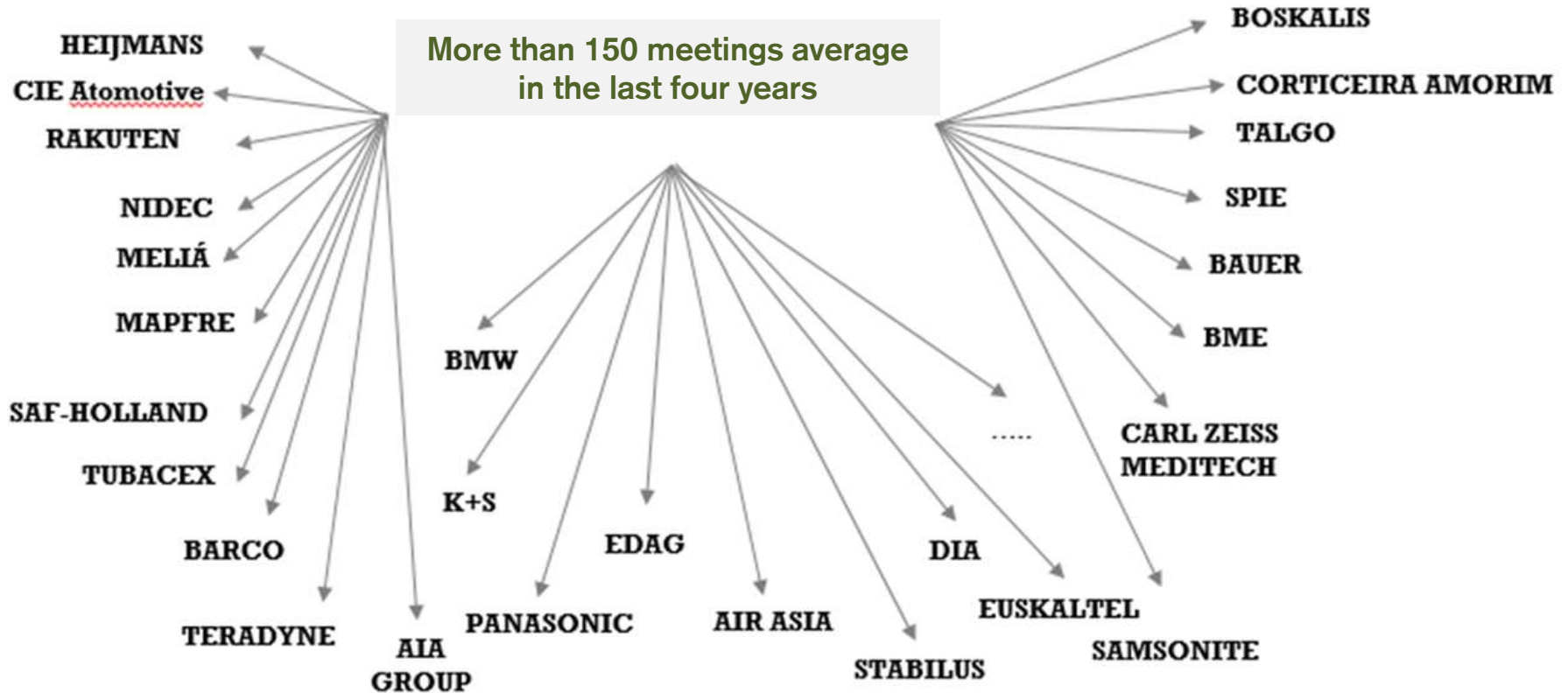
Client Experience

Portfolio Construction

- “Bottom Up” approach with a “Macro Overlay”
 - Maximizing the Fundamental Discount of the portfolio
 - Concentrated portfolios from 30 to 60 companies
 - Low turnover
 - Active management: Wide Tracking errors
 - Permanent monitoring of the portfolio
 - Portfolio liquidity test*:
 - Days to sell 50% of the portfolio: 5.1
 - Days to sell 75% of the portfolio: 7.6
 - Days to sell 90% of the portfolio: 9.1
- } Actual

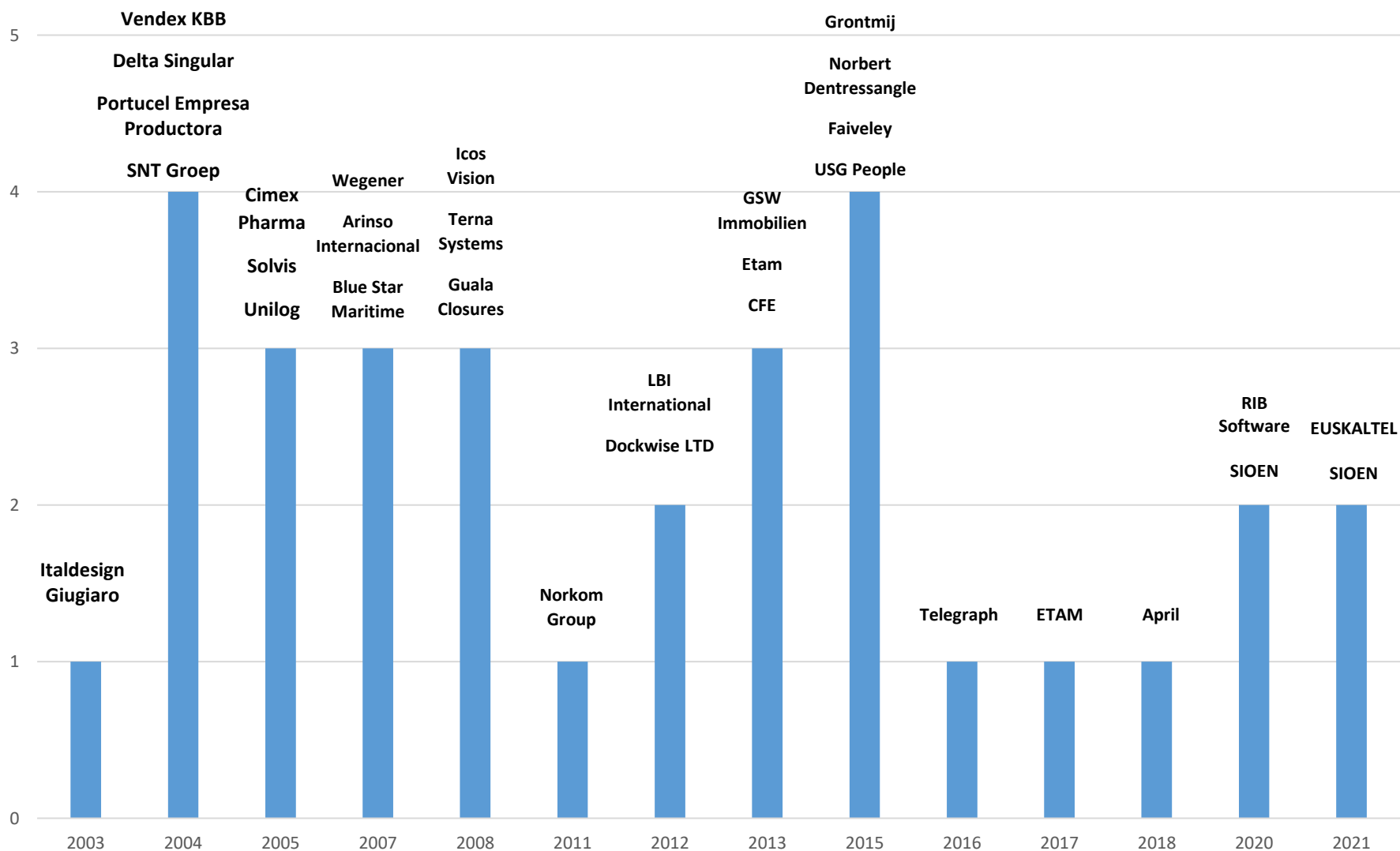
* Liquidity tests are calculated assuming that we can negotiate 30% of the average volume in the last year for each particular company

Our added value focused in under follow small & midcaps co. 70% European
 Company Meetings: 599 companies. 129 in 2017, 146 in 2018, 161 in 2019 and 193 in 2020



Source: GVC Gaesco Gestión

BIDS to our holdings in the Small Caps Fund since inception



31 companies have been taken over in the last 18 years

- Dutch Company active in the manufacture of electromagnetic systems for many industries
- Excellent competitive position
- **5.89% Paretun GVC Gaesco Small Caps**



Sector	Country	Market Cap	Employees
Electromagnetic Systems	Netherlands	320,3M €	2,456

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	418.0 €	41.4 €	9.9%	11.0 €	27.2
2020	385.3 €	41.2 €	10.7%	6.7 €	47.7
2021E	433.5 €	54.7 €	12.6%	17.0 €	18.8
2022E	460.5 €	61.2 €	13.3%	21.5 €	14.6
2023E	483.0 €	67.8 €	14.0%	26.5 €	12.1



Corticeira Amorim

- World's leading supplier of cork products
- >45% market share
- Cork production very concentrated in a few areas all over the world
- **5.66% Paretun GVC Gaesco Small Caps**



Sector	Country	Market Cap	Employees
Cork Products	Portugal	1,375 M €	4,382

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	786.1 €	125.3 €	15.9%	67.7 €	20.3
2020	739.7 €	122.0 €	16.5%	64.2 €	21.1
2021E	783.9 €	141.4 €	18.0%	81.6 €	16.7
2022E	829.5 €	158.8 €	19.1%	95.1 €	14.4
2023E	890.0 €	174.0 €	19.6%	108.3 €	12.7



Heijmans

- German Company world leader in property development
- Main country presence: Benelux, Germany and Belgium.
- **5.54% Paretun GVC Gaesco Small Caps**

Sector	Country	Market Cap	Employees
Construction services	Germany	290.8 Million EUR	4,678

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	1,577.3 €	53.7 €	3.4%	33.2 €	9.4
2020	1,753.0 €	53.0 €	3.0%	37.0 €	7.7
2021E	1,709.7 €	80.6 €	4.7%	41.2 €	6.9
2022E	1,764.0 €	83.7 €	4.7%	43.2 €	6.8
2023E	1,807.0 €	85.5 €	4.7%	45.5 €	6.6



SAF Holland

- German company that manufactures suspension systems and others for farmer trucks, industrial trailers and buses.
- It operates in Europe, Brazil, Canada, China, Czech Republic, Japan, Malaysia, Mexico, Russia, USA, South Africa and Thailand.
- 4.72% Paretun GVC Gaesco Small Caps**

Sector	Country	Market Cap	Employees
Industrial cargo components	Germany	562.9 M€	3,113

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	1,284.2 €	110.9 €	8.6%	35.4 €	18.7
2020	959.5 €	48.0 €	5.0%	26.4 €	47.9
2021E	1,109.8 €	111.1 €	10.0%	41.6 €	13.3
2022E	1,189.5 €	126.9 €	10.7%	52.6 €	10.6
2023E	1,243.9 €	132.9 €	10.7%	57.5 €	9.6



RHI Magnesita

- Austrian supplier world leader in refractory products, systems and services
- The company operates through 3 segments: steel, industrial and raw materials
- **4.02% Paretun GVC Gaesco Small Caps**

Sector	Country	Market Cap	Employees
Oil & Gas services	Austria	2,182 Million EUR	12,564

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	2,964.2 €	538.0 €	18.2%	264.0 €	8.3
2020	2,336.6 €	369.6 €	15.8%	157.8 €	13.8
2021E	2,494.4 €	434.6 €	17.4%	197.0 €	10.2
2022E	2,637.4 €	476.4 €	18.1%	235.8 €	8.9
2023E	2,735.8 €	505.3 €	18.5%	277.0 €	10.4
2024E	2,823.0 €	N/A	N/A	290.0 €	N/A



Talgo

- Spanish railway company known mainly for being the creator of the Talgo trains.
- It offers train manufacturing and maintenance services.
- Differential technology: Advantages in new railways, higher capacity and lower center of gravity; as in a better use of old railways; faster and track wide adapter.
- Successful internationalization.
- 3.77% Paretun GVC Gaesco Small Caps**

Sector	Country	Market Cap	Employees
Railways	Spain	551.83M €	2,668

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	419.1 €	74.8 €	17.8%	40.0 €	14.1
2020	469.9 €	30.3 €	6.5%	-2.0 €	191.3
2021E	599.0 €	71.7 €	12.0%	34.6 €	17.1
2022E	587.9 €	85.5 €	14.5%	44.5 €	12.1
2023E	652.0 €	93.4 €	14.3%	51.7 €	10.4
2024E	672.0 €	87.0 €	12.9%	47.0 €	



- Stabilus S.A. manufactures gas springs and hydraulic vibration dampers.
- The Company offers non-locking and locking gas springs, dampers, automatic drive systems, swivel chair gas springs, and spare parts.
- Stabilus caters its products worldwide to automotive, furniture, medical technology, and other industrial applications.
- **2.12% Paretum GVC Gaesco Small Caps**

Sector	Country	Market Cap	Employees
Industrial Goods	Germany	1,496M €	6,374

Million EUR	Sales	EBITDA	EBITDA Margin	Net Income	PER
2019	949.25 €	180.63 €	19.03%	95.85 €	14.88
2020	817.13 €	143.29 €	17.54%	66.30 €	23.01
2021E	904.38 €	173.33 €	19.17%	80.68 €	17.92
2022E	970.13 €	201.00 €	20.72%	92.50 €	15.59
2023E	1,032.00 €	205.50 €	19.91%	107.33 €	13.73
2024E	1,108.50 €	220.50 €	19.89%	140.00 €	N/A



ETAM Bid in June 17





Does the Price reflect properly the real value of the Companies?



Fuente: Bloomberg

Price 31/12/16: 11,99

Price 31/12/17: 14,70

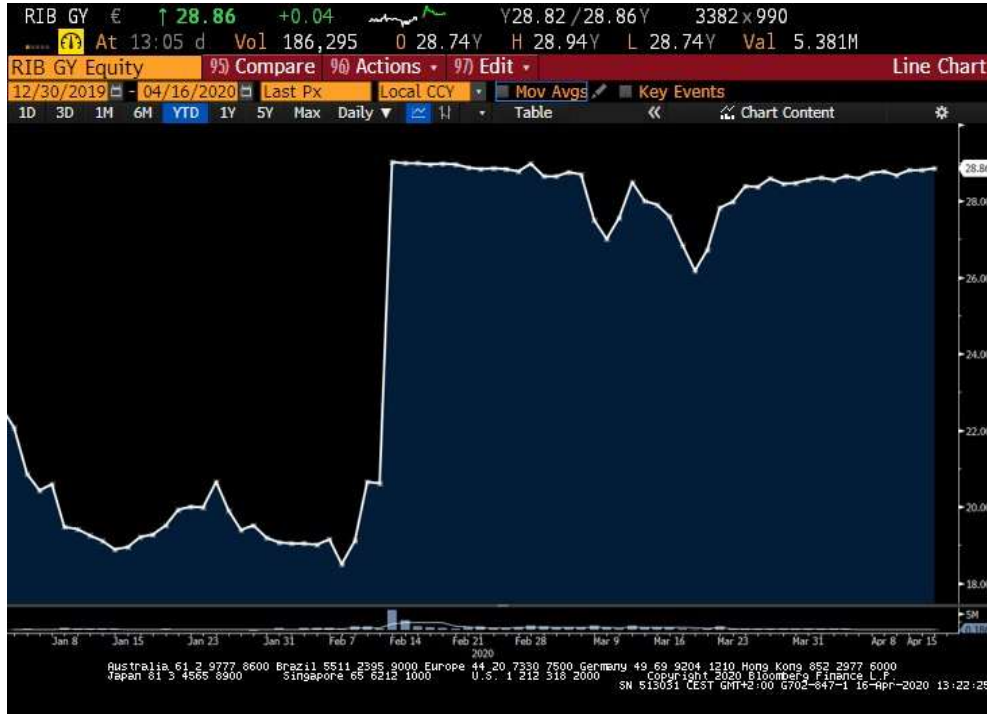
Price 11/10/18: 12,10

Sell GVC Gaesco Small Caps:
08/01/19: 20,30

Million EUR	Sales	EBIT	Margin EBIT	Net Income
2020E	1.121	87,6	7,8%	55,6
2019E	1.063	82,0	7,7%	52,0
2018E	1.002	75,5	7,5%	32,9
2017	936	73,0	7,8%	44,9
2016	876	60,4	6,9%	36,5



BID on RIB SOFTWARE. February 2020. Premium +41%



Bidder : **Schneider Electric**
Bid date: **12/2/20**
Bid Price: **29 euros**
Bid payment: **Cash**
Premium related to last close price: **+41%**

Our action: **We accept the BID**

Source: Bloomberg



BID on SIOEN. October 2020. Premium +25%



Bidder : **Family SIOEN**

Bid date: **29/10/20**

Bid Price: **23 euros**

Bid payment: **Cash**

Premium related to last close price: **+25%**

Our action: **We don't accept the BID**

Suerce: Bloomberg

SIOEN Update BID GVC Gaesco Small Caps, FI



BID on SIOEN. February 2021. Premium +17.4%



Source: Bloomberg

Bidder : **Family SIOEN**

Bid date: **15/02/21**

Bid Price: **27 euros**

Bid payment: **Cash**

Premium related to last close price: **+17.4%**

Our action: **We accept the BID**

Euskaltel BID GVC Gaesco Small Caps, FI

BID on EUSKALTEL. March 2021. Premium +16.5%



Bidder : **Kaixo Telecom SAU**

Bid date: **29/3/2021**

Bid Price: **11.17€**

Bid payment: **Cash**

Premium related to last close price: **+16.5%**

Our action: **Accept the BID**



Portfolio Composition

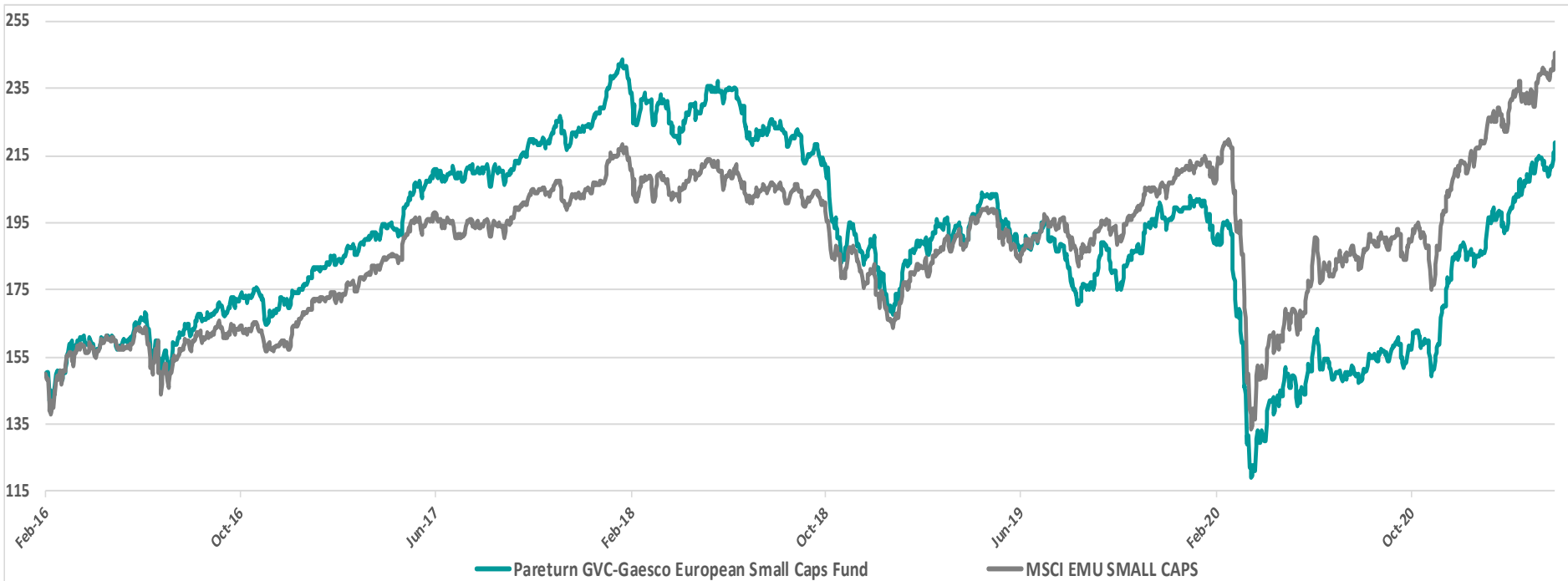
Countries	% Allocation
Germany	12.6%
Spain	12.5%
Netherlands	11.8%
Italy	10.8%
Belgium	9.8%
Austria	9.2%
Portugal	9.2%
France	8.6%
Luxembourg	6.9%
Greece	2.9%
Switzerland	1.5%
Ireland	0.8%

% Equity	98.8%
Number of Holdings	51

Sectors	Assets %
Industry	24.7%
Discretionary consumption	22.4%
Equipments	12.4%
Technology	11.3%
Energy	4.5%
Households	3.9%
Media	2.4%
Food & Beverages	1.8%
Entertainment	1.8%
Financial Services	1.6%
Services	1.0%
Health Care	1.0%

Size	99,3%	
< 100M €	8	5.4%
>100M € <500M €	18	31.4%
>500M € <1000M €	10	25.5%
>1000M € <2000M €	10	25.5%
>2000M €	5	12.1%
Total	51	100%

Pareturn GVC Gaesco Euro Small Caps Fund U Class Feb 28th 2021)



Year	YTD	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Set	Oct	Nov	Dec
2016	19,19%		0,87%	5,70%	-0,17%	3,59%	-6,01%	5,86%	2,18%	2,27%	0,29%	-0,25%	3,92%
2017	28,21%	2,05%	2,41%	4,01%	3,21%	3,89%	0,11%	0,73%	-0,88%	5,55%	1,70%	-0,09%	2,60%
2018	-24,26%	3,64%	-2,52%	-4,66%	3,24%	2,25%	-4,92%	1,15%	-1,18%	-4,05%	-9,61%	-2,03%	-7,74%
2019	14,88%	9,14%	1,99%	-1,74%	7,11%	-7,55%	2,52%	-3,78%	-4,35%	1,92%	2,91%	5,51%	1,57%
2020	-6,81%	-5,19%	-11,48%	-20,55%	12,90%	0,43%	-0,80%	-1,13%	5,60%	1,46%	-4,29%	21,40%	0,98%
2021	15,79%	3,76%	7,64%	3,67%									

Useful Data. GVC Gaesco Small Caps

► GVC Gaesco Small Caps, FI

Category	Euzo Zone Small Caps Equity		A Class	P Class	I Class
Launching Date	19/10/1999				
Benchmark	MSCI EMU Small Caps	ISIN	ES0113319034	ES0113319000	ES0113319018
NAV Calculation	Daily	Management Fee	1.70% + 0.35% / Master fund	1.00% + 0.35%/ Master Fund	0.40% + 0.35% Master Fund
Currency	Eur	Minimum investment Eur	1	300,000	1.000,000
Asset manager	GVC Gaesco Gestión, SGIC	Bloomberg Ticker	GAESMAL SM	GAESMAL SM	GAESMAL SM
Depository	BNP Paribas España				

► Pareturn GVC Gaesco Euro Small Caps Equity Fund

Category	Euro Zone Small Caps Equity		G Class	I Class	U Class
Launching Date	02/05/2016				
Benchmark	MSCI EMU Small Caps	ISIN	LU1144805923	LU1144806145	LU1144805766
NAV calculation	Daily	Management Fee	1.35%	0.75%	0.35%
Management Company	MDO	Minimum investment Eur	300,000	10€	10,000,000
Investment Manager	GVC Gaesco Gestión, SGIC	Bloomberg Ticker	PAGESCG LX	PAGESCI LX	PAGESCU LX
Transfer Agent	BNP Securities Services Luxembourg				
Depository	BNP Securities Services Luxembourg				
Auditor	Deloitte				
Fund Administration	BNP Securities Services Luxembourg				

Awards

▶ Asset Management

- Mutual Funds: ES & LU
- SICAVs: ES & LU
- Portfolio Management: ES & LU
- Pension Funds: ES
- Venture Capital: ES

31	ES Mutual Funds
3	LU Mutual Funds
44	ES SICAV
1	LU SICAV
8	Pension Funds
2	Venture Capital Companies
19	Awards in the last 10 years

Performance Awards



2017
2015
2013
2011
2009
2008
2007
2006



Awards
2013™

STANDARD
& POOR'S

Interactive Data

CincoDías

MORNINGSTAR

Expansión

LIPPER

EUROFONDS

intereconomía



Pareturn GVC Gaesco Absolute Return Fund

Funds People stamp in 2018



GVC Gaesco Gestión, SGIIC

Awarded by European Funds Trophy in Paris as the best Spanish asset manager in the category



GVC Gaesco TFT, FI

Top performer of the Spanish sectorial funds in 2017



Bona-Renda, FI

Top 10 performer of the Spanish balanced funds in 2017



GVC Gaesco Small Caps, FI

Top 10 performer of all the Spanish funds in 2017

More than 20 awards in the last 10 years: A recognition of the Company's strategy and investment philosophy

2018

GVC Gaesco Gestión, SGIC

Ranked Best Spanish Asset Management in its category by the European Funds Trophy

Fund: Pareturn GVC Gaesco Absolute Return Fund

In 2018 received Funds People's stamp of approval as a featured product

2017

Fund: GVC Gaesco Small Caps, FI,
Category: Among the Top 10 of the most profitable Spanish Mutual Funds 2017

Fund: Bona-Renda, FI
Category: Among the Top 10 of the most profitable Spanish Mixed Mutual

Fund: GVC Gaesco TFT, FI
Category: The most profitable Sectoral Spanish Mutual Fund 2017

2015

Funds:
GVC Gaesco Small Caps, FI,
GVC Gaesco Op. Empresas Inmobiliarias, FI
GVC Gaesco Japón, FI,
GVC Gaesco 300 Places Worldwide, FI

Category: Top 20 Best Performing Spanish Investment Funds in 2015

2013

Fund: IM 93 Renta, FI
Award: Morningstar – El Economista
Category: Mixed Flexible Euro

2011

Manager: Jaume Puig – Mejor Gestor de RV última década
Award: Interactive Data – Expansión XXV Aniversario Expansión
GVC Gaesco Small Caps, FI
Category: Equity

2009

Fund: Bona Renda, FI
Award: Eurofondos Fundclass (Le Monde)
Category: Mixed Equity

2008

Fund: Gaesco Fondo de Fondos, FI
Award: Eurofondos Fundclass (Le Monde)
Category: Equity

2007

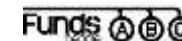
GVC Gaesco Gestión, SGIC

Award: Eurofondos Fundclass (Le Monde)
Category: All Funds

Fund: Gaesco Fondo de Fondos, FI
Award: Eurofondos Fundclass (Le Monde)
Category: Equity

Fund: Catalunya Fons, FI
Award: Eurofondos Fundclass (Le Monde)
Category: Mixed Equity Spain

Fund: Catalunya Fons, FI
Award: Eurofondos Fundclass (Le Monde)
Category: Mixed Equity Europe



More than 20 awards in the last 10 years: A recognition of the Company's strategy and investment philosophy

2006

GVC Gaesco Gestión, SGIC

Award: Lipper – Cinco Días

Category: All Funds

Fund: Gaesco TFT, FI

Award: Standard&Poor's – Expansión

Category: Equity

Fund: Gaesco Fondo de Fondos, FI

Award: Morningstar – Intereconomía

Category: Equity

Fund: Cahispa Emergentes, FI

Award: Morningstar – Intereconomía

Category: Renta Variable

Fund: Bona Renda, FI

Award: Standard&Poor's – Expansión

Category: Mixed Equity

2004

GVC Gaesco Gestión, SGIC

Award: Eurofonds Fund Class (Le Monde)

Category: All Funds

GVC Gaesco Gestión, SGIC

Award: Standard&Poor's – Expansión

Category: Best Spanish Equity Asset

Management

Funds:

Gaesco Small Caps, FI,

GaescoQuant, FI,

Gaesco Emergentfond, FI,

Gaesco Fondo de Fondos, FI,

Eurofondo, FI,

Bolsalider, FI,

Fondguissona, FI,

Gaesco TFT, FI,

Gaesco Multinacional, FI,

Cahispa Small Caps, FI,

Cahispa Eurovariable, FI,

Cahispa Emergentes, FI,

Cahispa Multifondo, FI

Fund: Fonsglobal Renta, FI

Award: Standard&Poor's – Expansión

Category: Mixed Equity

Fund: FonsManlleu Borsa, FI

Award: Standard&Poor's – Expansión

Category: Mixed Equity

2002

Fund: Cahispa Renta, FI

Award: Lipper – Cinco Días

Category: Mixed Fixed Income

2001

Fund: Gaesco Fondo de Fondos, FI

Award: Standard&Poor's – Expansión

Category: Equity

Fund: Cahispa Renta, FI

Award: Standard&Poor's – Expansión

Category: Mixed Fixed Income

STANDARD
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CincoDías

Interactive Data

Expansión

MORNINGSTAR

LIPPER

intereconomía

EUROFONDS

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The competent authorities that regulate GVC Gaesco activities are Comisión Nacional del Mercado de Valores, Paseo de la Castellana, 19, 28046 Madrid; Banco de España, Alcalá, 48, 28014 Madrid

GVC Gaesco Beka is subjected to Fondo de Garantía de Inversiones (FOGAIN) in accordance with the current law, FOGAIN, Paseo de la Habana, 82, 28036 Madrid

GVC Gaesco Beka renders the client the following contract services:

- Postal mail to GVC Gaesco Beka S.V. S.A., Calle Fortuny, 17, 28001 Madrid / Dr. Ferran, 3 - 5, 08034 Barcelona
- Telephone service 914 315 606 / 933 662 727 / 955 328 500 / 961 394 965
- Switchboard telephone / fax 902 237 237 / 915 762 937 / 93 550 47 75
- Corporate e-mail info@gvcgaesco.es

General information on GVC Gaesco Beka, as well as information related to agents are available on the website www.valores.gvcgaesco.com. Client's can communicate with GVC Gaesco Beka in Spanish and Catalan.