# REMUNERATION AND INCENTIVE POLICY

Fondaco Lux S.A.

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## INTRODUCTION

Fondaco Lux SA. is a company belonging to Fondaco Group the ("Group").

The Group, through its parent company Fondaco SGR S.p.A. has adopted a set of policies and procedures to be followed by all the subsidiaries. One of the main policies concerns the principles, systems and forms of remuneration of directors, management and employees. The principles underlying this policy and its implementation schemes are set out in the following paragraphs.

The Board of Directors of Fondaco Lux SA has evaluated and agreed with the Group remuneration policy, deemed it fully consistent with the guidelines for remuneration in the financial sector issued by the CSSF. Therefore, the Board of Directors of Fondaco Lux SA has adopted the Group remuneration policy and its principles, with a specific resolution referred to this topic and the criteria and measures for its implementation. However, there are specific elements of differentiation between the Group policy and the policy that adopts the Company. They relate to specific aspects and characteristics required by the Luxembourg regulations and provisions. These differentiation aspects, as well as the applicable Luxembourg regulations and the principles and details of the Group remuneration policy, are set out in a following paragraph.

For the purposes of this Policy are considered Recipients the below categories:

- Member of the Board of the Management Company
- Material risk takers (if any)
- Employees (including the Conducting Officers)

# CSSF CIRCULAR 18/698 ON SPECIFIC PROVISIONS ON THE FIGHT AGAINST MONEY LAUNDERING AND TERRORIST FINANCING

On 23 August 2018 the Commission de Surveillance du Secteur Financier ("CSSF") released the Circular 18/698 on the fight against money laundering and terrorist financing. The Circular applies to all investment fund managers and entities carrying out the activity of registrar agent.

Pursuant to the Circular 18/698, in order to promote a sound and prudent risk management, this remuneration policy complies with the requirements set forth by Articles 111a and 111b of the 2010 Law, Article 12 of the 2013 Law respectively, and the guidelines of the European Securities and Markets Authority ESMA/2016/5758.

# CSSF CIRCULAR 10/437 ON GUIDELINES FOR REMUNERATION POLICIES IN THE FINANCIAL SECTOR

On 1 February 2010 the CSSF released the Circular 10/437 (hereinafter "the Circular") that transposes into Luxembourg regulation the European Commission Recommendation of 30 April 2009 on remuneration policies in the financial services sector. The Circular applies to all entities supervised by the CSSF, including banks, investment firms and investment funds.

The main provisions of the Circular are as follows:

- The Circular concerns the remuneration of persons who are member of the administration and management of a financial undertaking, as well as the categories of staff whose work has a material impact on the risk profile of the financial undertaking;
- The assessment of the remuneration policy must form an integral part of the supervisory review process, as defined by CSSF; the Board of Directors of the financial undertaking should determine the remuneration of directors and establish the general principles of the remuneration policy of the firm;
- Statutory auditors must assess the internal rules related to the remuneration and their application;
- Remuneration policies must be communicated to the CSSF;
- The implementation of the remuneration policy shall, at least on annual basis, be subject to central and independent internal review by control functions (internal audit, risk management, compliance function); this review must be submitted to the Board of Directors with a copy of the report being made available to the CSSF;
- The remuneration policy must be consistent with and promoting sound and effective risk management and do not inducing excessive risk-taking;
- The policy must be aligned with the firm's strategy and its long-term objectives;
- The remuneration policy must provide an appropriate balance between fixed and variable remuneration elements; the fixed component should represent a sufficiently high proportion of the total remuneration, allowing the firm to operate a fully flexible bonus policy; the remuneration policy shall set a maximum limit on the variable component;
- Where a significant bonus is awarded, the major part of it should be deferred with a minimum deferment period; the amount of the deferred part shall be determined in relation to the total amount of the bonus as compared to the total amount of the remuneration;
- The remuneration policy must ensure that staff engaged in financial and risk control functions are compensated in a manner that is independent of the business areas they oversee and commensurate with their role in the firm;
- Performance related variable remuneration shall be paid on the basis of a multi-year combination of the individual's performance, the business unit performance and the performance of the overall firm; the measurement should include an adjustment for current and future risks related to the underlying performance and take into account the cost of the capital employed and the liquidity required; non-financial criteria, such as compliance with internal rules and procedures, as well as compliance with the standards governing the relationship with clients and investors should also be taken into account;
- The Board of Directors of the financial undertaking shall be able to require staff members to repay all or part of the bonus paid due to misstated or inaccurate results; therefore, remuneration policy must include the provision for reimbursement of bonuses found, later on, to have been based on fraudulent data (clawback clause);
- The remuneration policy should include measures to avoid conflicts of interest; the control functions and, where appropriate, human resources departments and external experts should also be involved in the design of the remuneration policy;
- The staff appraisal process and the remuneration policy shall be properly documented and transparent to the individual staff members concerned;

• The policy is accessible to all staff and should be disclosed to stakeholders either in the form of an independent statement, a periodic disclosure in annual financial statements or any other form; the precise content of this disclosure is contained in the Circular.

In this framework, the CSSF has then issued, on 11 March 2011, the Circular 11/505 relating to additional guidance for the implementation of remuneration policies within the financial sector and specifying the application of the proportionality principle whose principle has been further recalled by the CSSF through its Circular 18/698. The Circular 11/505 complements the Circular 10/437.

The purpose of the Circular 11/505 is to detail the rules laid down in CSSF circulars 10/496 and 10/497 (the "Circulars CRD III") transposing Directive 2010/76/EU of the European Parliament and of the Counsel dated 24 November 2010 as regards capital requirements for trading books and re-securitizations, and the prudential supervision of remuneration policies.

According to the Committee of European Banking Supervisors (CEBS) Guidelines (point 19), the proportionality principle aims to "consistently match the remuneration policies and practices with the individual risk profile, risk appetite and the strategy of the institution". The effect of the proportionality principle is that financial institutions have not to give substance to the remuneration requirements in the same way and to the same extent.

The CSSF clearly refers to the CEBS Guidelines as a reference document to be used by Luxembourg credit institutions and investment firms in defining their remuneration policies.

The mentioned circulars detail specific guidelines:

- if there are the conditions for the deferral, a substantial portion, and in any case at least 40%, of the variable remuneration component is deferred over a period of at least three to five years and is correctly aligned with the nature of the financial undertaking, its risks and the activities of the identified staff;
- in the case of a variable remuneration component of a particularly high amount, at least 60 % of the amount shall be deferred;
- for control functions, "the mix of fixed and variable remuneration for control function personnel should be weighted in favour of fixed remuneration".

Moreover, the Circular 11/505 reminds criteria defined by the CRD III for the application of the proportionality principle which are the size of the institutions (i.e. the value of the assets; liability or risk exposure), their internal organization (i.e. the legal structure) and the nature, scope and complexity of their activities (i.e. the type of authorized activities, the type of client). Those criteria have to be combined.

When an investment firm fulfils the mentioned criteria, it is allowed to neutralize the following requirements:

- the minimum portion of 50% of variable remuneration should be paid in instruments (shares or other instruments);
- the minimum portion of 40% of variable remuneration should be deferred for at last three or five years;
- the retention policy: the portion of the variable remuneration (including any deferred part thereof) may be adjust and may be paid only if the payment is compatible with the financial situation of the institution;
- the establishment of a Remuneration Committee which shall be in charge of the establishment of decisions relating to the remuneration policies.

Finally, pursuant to the Article 5 of the EU Regulation n.2019/2088, the Policy shall contain information on how sustainability risk are integrated within remuneration principles.

## THE FONDACO GROUP REMUNERATION POLICY

#### I. PURPOSE OF THE POLICY

The Policy defines the principles adopted by the asset management company regarding remuneration and incentive. It promotes the proper risk management and aims to prevent conflicts of interest. The Policy enacts consistent measures with: (i) the size and type of the Asset Management Company business (principle of proportionality) (ii) company strategies and (iii) long term value creations for its stakeholders.

#### II. GENERAL PRINCIPLES

Remuneration (fixed and possibly variable) is exclusively aimed at remunerating the Recipients for the quantity and quality of the work and of the professional services, in the observance of their tasks, purposes and applicable to both internal and external regulations.

The Company's remuneration and incentive policies are based on a logic of segmentation of

personnel, which allows the principles of merit and fairness to be defined operationally in order to appropriately differentiate total remuneration, as well as to provide for specific mechanisms for its payment for the various clusters of personnel, with particular focus on those with regulatory relevance for which stricter requirements are envisaged.

In application of these logics, the Company's personnel can be divided into three macrosegments:

- Risk Taker:
- Middle Management<sup>1</sup>;
- Employees

#### IDENTIFICATION OF THE RISK TAKERS

The process of identifying, monitoring and reviewing of the Risk Takers shall be carried out at consolidated level (by the parent company/Remuneration Committee) in application of the local regulations and at Company level, in accordance with the provisions and regulations applicable to the asset management sector.

The "Company Risk Takers" population consists of the following persons:

- i) Executive and non-executive members of the Board of Directors (included Conducting Officers);
- ii) Persons who report directly to the top management (Conducting Officers);
- iii) The personnel of the Company control functions;
- iv) Other persons who, individually or collectively, take on significant risks for the Company or the managed funds;

<sup>1</sup> All Head of Units not already included in the Risk Taker cluster are considered.

v) Persons whose total remuneration falls within the same range as categories ii) and iv) above.

# THE STRUCTURE OF THE REMUNERATION

#### I. FIXED REMUNERATION

The Fixed Remuneration is based on the role and position of the individual employee and consistent with the employment contract. The asset management company does not pay the Recipients only with the Variable Remuneration.

#### 1. Members of the Board of Directors

Members of the Board of Directors receive a fixed fee only, which is supposed to be in line with Luxembourg market practice

#### 2. Control Functions

Employees in Control Functions2 mainly receive Fixed Remuneration, equated to the significant responsibilities and commitments associated with the role. The Variable Remuneration is not connected to quantitative indicators on economic products performance, but is primarily defined by qualitative factors.

#### II. VARIABLE REMUNERATION

The Variable Remuneration consists of two pillars:

- 1) The variable bonus
- 2) Una tantum.

The Variable Remuneration is paid only to the Employee and is intended to recognize high performances of the Employees and provokes continuous incentive to improve professional effectiveness.

The Variable Remuneration is inspired by principles of equity, by consistency with the role responsibilities and by transparency in the relationship with the Employee. The Variable Remuneration is only paid in case of Management Company positive economic performance and may be disbursed either in cash or non-cash instruments.

#### 1. The variable bonus

The variable bonus is annually renewed after Employees assessment. The timeframe of one year is considered appropriate for consistent assessment with the investment risks related to the Products. The asset management company does not consider being necessary to adopt deferral arrangements or adjustment of the variable bonus. The variable bonus can be paid either in cash or in non-cash instruments (fund units).

#### 2. Annual assessment of Employees

Employees' assessment is the result of the sum of two kinds of assessment:

• The quantitative assessment

<sup>&</sup>lt;sup>2</sup> Control Functions are considered to be the Risk Manager, the Chief Compliance Officer and the Internal Audit of the Management Company

• The qualitative assessment.

The Remuneration Committee composed by the Chairman of Fondaco Lux SA and the Managing Director of Fondaco SGR advise, performs the assessment. The Remuneration Committee has the power to provide input to the assessment of the entire employee staff.

The Remuneration Committee can decide not to recognise the Variable Remuneration in the event of considerable negative outcomes in the qualitative evaluation.

For the purposes of determining the incentive due, the Company's performance is measured with respect to the milestones envisaged in the specific multi-year business plan at group level and, in any case, in terms of improvement year on year, in line with the medium/long-term objectives that characterise all the Group's Incentive Systems.

In accordance with the principle of sustainability, the maximum incentive that can be accrued is in any case limited to and compatible with the economic and financial context of the Company.

#### Quantitative assessment

The quantitative assessment is carried out on different targets, adjustable to three levels:

- Company
- Area
- Individual

#### 4. Qualitative assessment

The qualitative assessment is made on the behavioural skills (so-called "soft skills") and, in some cases on the quality of the produced results. In analysing the soft skills some ESG Measurement should be taken into consideration as detailed in the below table:

Measurement	Variables
Environmental (E)	Environmental sustainability
Social (S)	Customer satisfaction and relationship
	Employment satisfaction
	Reputation
	Leadership
	Team Work
	Collaboration
	Brand Value
	Respect of the Ethic Code
Corporate Governance (G)	Vision and Strategy
	Respect of the Risk Management Policy
	Respect of the Compliance Policy and
	Company culture
	Operational Risk

#### 5. Una tantum

The una tantum payment rewards the particular commitment and the high levels of excellence in the work quality and for which the individual employee was marked in the medium term, or on a strategic project. The una tantum payment is therefore not necessarily linked to business performance.

#### 6. Maximum thresholds to the Variable Remuneration

The sum of the two components of the Variable Remuneration has a maximum threshold, depending on working area and the role. As part of a prudent management, the variable remuneration may not exceed 100% of the Fixed Remuneration for each employee, except for the Control Functions employees, which are assigned a maximum limit of 30% of the Fixed Remuneration.

Exemptions to upper limits are allowed only in exceptional cases, after a proposal by the Remuneration Committee to the Board of Directors.

#### III. TASKS DELEGATION

If the asset management company outsources to third parties the portfolio management activities or risk management activities, the Company shall verify that (i) the delegate is subject to remuneration obligations equivalent to those applicable to the Company (ii) the Investment Management Agreement contains clauses such as to avoid possible circumventions of the regulation.

#### IV. GOLDEN PARACHUTE

The Management Company does not recognize royalties agreed in terms of employment early termination (Golden parachutes). However, it is allowed to promote employment early termination arrangement in order to contain business costs, to rationalise team staff.

#### V. PROHIBITIONS

Employees cannot employ hedging strategies or insurances stipulated with third parties that:

- should guarantee the not perceived Variable Remuneration due to a negative annual assessment, or
- that in any case alter or cancel the alignment the principles contained in the Policy.

The Variable Remuneration is not recognized through vehicles or methods that facilitate deception of remuneration and incentive principles provided by the Policy.

The Company does not assume inconsistent risks with the individual products profile.

#### VI. RECRUITMENT DURING THE YEAR AND EMPLOYMENT TERMINATION

In case of recruiting during the year, any variable remuneration will be paid in proportion to the months' service during the year.

Any amounts paid by the asset management company to the Employees in case of employment termination (resignation or dismissal) must reflect the real performance in accordance with the criteria of the Policy. In case of early termination, the Employee will lose all rights to receive the related not paid variable remuneration, except agreements provided for in paragraph 7.

## FINAL PROVISIONS

#### I. INFORMATION

Information on the remuneration of the Company's personnel is provided in the funds management report in accordance with the requirements of national legislation on collective asset management.

The Prospectus of the managed UCIs contains the essential contents of the remuneration and incentive policy and practices for personnel, referring to the Company's website for detailed updated information on the same, including the criteria and methods for calculating remuneration and other benefits and the persons responsible for determining remuneration and the allocation of other benefits, as well as the composition of the Remuneration Committee. A hard copy or other durable medium containing such information is available to investors free of charge upon request.

The Company submits to the Shareholders' Meeting an annual report on the manner in which the remuneration and incentive policies have been implemented (so-called ex post information), broken down by role and function.

Finally, the Company's Remuneration Policy is made available to all Company employees.

#### II. ENTRY INTO FORCE OF THE POLICY, MAINTENANCE AND RESPONSIBILITIES

The Policy shall enter into force on the day of its approval by the Board of Director.

The Remuneration Policy will be reviewed at least annually by the Compliance function of the Management Company and validated by the Management Committee. Any update needed will be reported directly to the attention of the Board for formal approval.

Internal Audit Function checks the implementation of the Policy principles at least annually.

#### III. INDIVIDUAL EMPLOYMENT CONTRACTS

The Conducting Person responsible for the HR ensures that individual employment contracts do not conflict with the provisions of the Policy.