LUCEIRO

Luceiro Capital Value Fund, Fl

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Luceiro Capital Value Fund, Fl

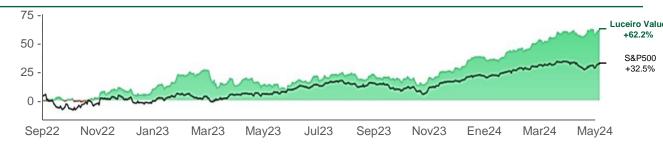


Overview

- Luceiro Capital Value Fund FI, (LCVF) is a global equity fund with a Value approach, minimum 75% exposure to OECD equities and benchmarked to the MSCI World Net Total Return EUR Index.
- The fund focuses on identifying high quality companies operating in industries with secular growth trends and trading at attractive valuations, with the intention of holding them in the portfolio over the long term.
- The fund's objective is to generate returns in excess of the benchmark in absolute and risk-adjusted terms. Since the launch of Luceiro's value strategy, LCVF has appreciated +62.1%, consistently outperforming the benchmark with considerably lower volatility levels (Sharpe 3.06x vs. 1.73x of the index).
- Luceiro's management team has more than 20 years of experience in investment management in traditional and alternative markets at leading global firms.

Methodology

- The Luceiro team has developed an analysis system divided into three phases: Luceiro Dashboard; Research; Luceiro Pendulum. These search, filtering and fundamental analysis tools make it easier for us to identify opportunities that meet our investment criteria. Good companies that are good investments.
 - Filtering: The Luceiro Dashboard allows us to aseptically filter the universe of investable companies and efficiently identify those with a sustained track record of excellent fundamentals.
 - Research: additional screening of both companies and the industries in which they
 operate, consolidating our understanding of business models, growth potential, and
 risk elements.
 - **Assessment: Finally**, the companies that have passed the previous phases of the process, they are subjected to a valuation exercise (Luceiro Pendulum).
- Recurring portfolio review. Possible reasons for underweighting or selling: overvaluation disruptive elements; opportunity cost; corporate events.

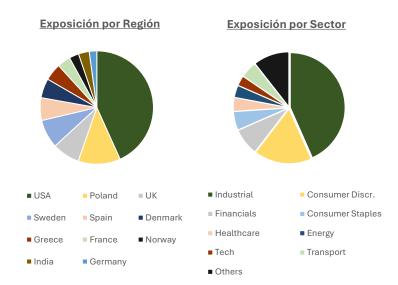


Own Elaboration. Data as of 30 June 2024

Metrics	Upside	% Anual	Sharpe	Beta	EV/EBITDA	ROCE
Luceiro Value	+62.1%	+17.4%	3.06x	0.97	8.1x	21.1%
S&P500	+32.5%	+8.6%	1.73x	1.00	14.0x	10.7%

Own Elaboration. Data as of 30 June 2024

Principales posiciones	%
VBG GROUP AB	7.3%
UNITED RENTALS INC	6.9%
PANDORA A/S	5.0%
INDITEX	5.0%
BERKSHIRE HATHAWAY INC.	4.3%
GRUPA KETY SA	4.8%
BUNZL PLC	3.7%
CHRISTIAN DIOR	3.4%
CLINICA BAVIERA S.A.	3.6%
OWENS CORNING	3.5%
ATKORE INC.	3.3%





Philosophy and Methodology

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Investment philosophy: Strategies





Selection Criteria Core strategy: Good companies that are good investments (in other words: good fundamentals at attractive valuations):

- · Solid track-record of revenue growth.
- Stable gross margins in the top quartile of the industry.
- · Other desirable: leaders in their industry; product companies
- Stable and high conversion to EBITDA and cash flow.
- · High ROCE / ROIC.
- · Moderate financial leverage.
- High level management and equity exposure.
- Industry with numerous opportunities for organic and inorganic growth.
- Attractive valuation with a high margin of safety.

Allocation: appreciation potential; specific risk; overall portfolio exposure to the sector.

Weigth/Deadline

Target 80%; long term.

Luceiro Tactical

Selection Criteria

Weigth/Deadline

Companies whose valuation is affected by extraordinary elements with catalyst events for correction in the short/medium term. Nature of the levers: market dislocations; corporate, political or macroeconomic events; arbitrage or similar.

Maximum target 10%; short/medium term..

Luceiro Macro

Selection Criteria

Weigth/Deadline

Natural index: MSCI World; variable exposure over the investment cycle (prior to UCITs, the strategy used S&P 500).

Depending on trends of a mainly macro nature, positions may be taken in other indices, especially in markets where it is difficult and costly to invest in individual stocks. For example, it has currently been decided to take exposure to India through the MSCI India index.

Target weight 10-15%; medium/long term.

Investment Philosophy: Long- term value generation



Business model

Focus on own-product companies.

Financial strength

Investment in companies with a solid and proven financial position and double-digit growth.

Competitive advantages

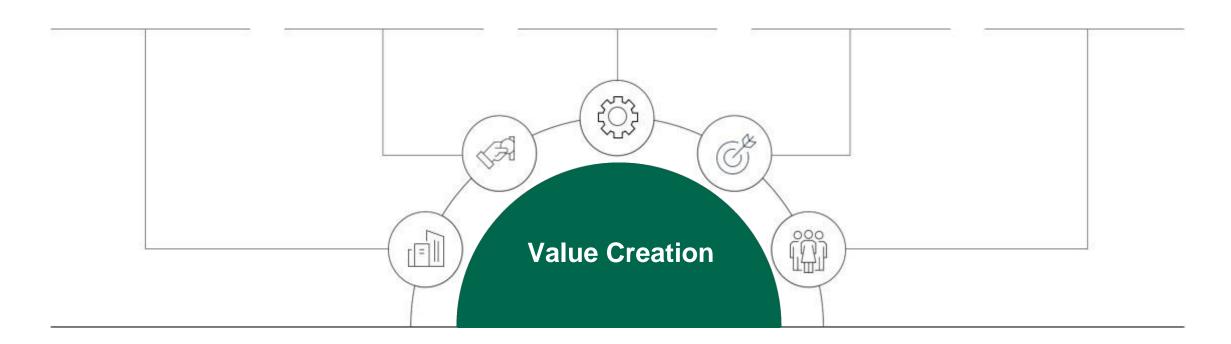
Focus on growing competitive advantages, translatable into high margins, brand power and pricing power.

High ROIC

Business models with a high capacity to reinvest profits (ROIC: "return on invested capital")

Quality management

High quality management teams with a good history of capital allocation and skin in the game.



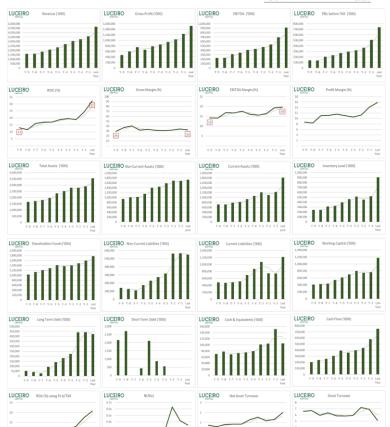


Phase I: Luceiro Dashboard

Identification of Good companies based on fundamentals.

GRUPA KETY SA Revenue CAGR 12.7% 15.0% 15.4% 33.4% EBITDA CAGR 16.8% 17.5% 24.7% 3.7% 8.1% 85.8% 0.2x 0.5x Net Leverage Ratio

	Last Available: 2021
Revenue	4,634,926
Gross Mg	32.7%
EBITDA	909,332
EBITDA Mg	19.6%
CF / EBITDA	82.3%
NLR	0.3x
ROIC	32.3%



Y-9 Y-8 Y-7 Y-6 Y-5 Y-4 Y-3 Y-2 Y-1 Last

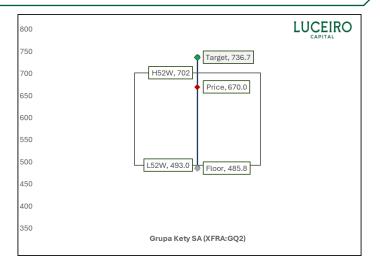
Phase II: Fundamental Research

Rigorous company, industry and macro due diligence



Phase III: Luceiro Pendulum

Identifying good investments based on valuations.



EntryPrice	473.89	
3Y Growth Target		4.0%
3Y Growth Floor		
Price year 3		736.74
Margin of safety		9.1%
Minimum safety ma	rgin	20%
Maximum entry price	e	589.4
CAGR entry price		7.7%

Multiple	Current	rarget	FIOOI
EV/EBITDA	8.3x	7.9x	6.0x
EV/Sales	1.3x	1.4x	1.0x
	Current	Target	Floor
EV	7,120	7,845	5,343
Price	670.0	736.7	485.8
vs. Entry	41.4%	55.5%	2.5%
vs Current		10.0%	(27.5)%

Valuation	PLN	Current	3y Target	Floor
Price	PLN	670.0	736.7	485.8
Diluted shares	million	9.7	10	10
Market Cap	PLNm	6,466	7,110	4,688
Net Debt	PLNm	654	736	654
EV	PLNm	7,120	7,845	5,343
Dividends	PLNm	-	-	-
EBITDALTM	PLNm	861	969	861
Revenues LTM	PLNm	5,307	5,970	5,307

Current	3 years	Target	Upside	CAGR N3Y	Drawdown
8.3x	8.1x	714.6	6.7%	2.2%	
1.3x	1.3x	758.9	13.3%	4.2%	
		736.7	10.0%	3.2%	(34.1)%
	8.3x	8.3x 8.1x	8.3x 8.1x 714.6 1.3x 1.3x 758.9	8.3x 8.1x 714.6 6.7% 1.3x 1.3x 758.9 13.3%	8.3x 8.1x 714.6 6.7% 2.2% 1.3x 1.3x 758.9 13.3% 4.2%

Methodology: Portfolio building



Value Origination

Universe of companies, preferably with mid-market capitalisation in OECD markets.

Luceiro Dashboard: Systematic filter to identify companies with high potential fundamentals.

Research Fundamental: Detailed study of filtered companies & industries.

Pipeline: Selection of investable companies. Constant Monitoring.

Luceiro Pendulum: Rigour and calculation of input valuations

Portfolio Management

Evergreen Value Management

- Evergreen companies that maintain their potential for sustainable and sustained growth over time; increasing their value over time.
- Portfolio companies have a long-term investment time horizon. Ideally the portfolio is permanent
- The ability to absorb capital from invested companies means that, in the UCITS strategy, the fund can constantly rebalance capital inflows by allocating them to the portfolio.
- The number of positions in the fund is not limited, and the strategy favours increasing the number over time, benefiting from advantages such as diversification by industry and geography.

Risk Management

- Although the philosophy is to hold positions for the long term, there is a process of constant portfolio review and risk management.
- Some reasons for underweighting or selling include, among others:
 - Overvaluation: expansion of multiples to levels we consider excessively high; concentration of positions in the maximum quadrant of the pendulum.
 - Disruptive element: Change for the worse in the company's strategy, policy or philosophy; regulatory or other change that affects the business thesis; etc.
 - Opportunity cost: Existence of options with better potential returns in the pipeline.
 - Corporate events: Takeover bid for another company or achievement of the expected event in special situations.



Portfolio Description

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Current portfolio: Main positions



The current portfolio consists of 25 positions plus exposure to the S&P 500 (c.7%). Market Cap is highly diversified by average company size, sector, region and business model.

VBG GROUP	VBG GROUP AB	7.3%
United Rentals	UNITED RENTALS INC	6.9%
PANDÖRA	PANDORA A/S	5.0%
INDITEX	INDUSTRIA DE DISENO TEXTIL S.A.	5.0%
Berkshire Hathaway	BERKSHIRE HATHAWAY INC.	4.3%
GK Grupa Kęty	GRUPA KETY SA	4.8%
BUNZL	BUNZL PLC	3.7%
DIOR	CHRISTIAN DIOR	3.4%
CLINICA BAVIERA	CLINICA BAVIERA S.A.	3.6%
CORNING	OWENS CORNING	3.5%
Atkore	ATKORE INC.	3.3%

Decora	DECORA SA	3.6%
Ashtead group	ASHTEAD GROUP PLC	3.3%
RLI	RLI CORP.	2.8%
Microsoft	MICROSOFT CORP	2.7%
Europris	EUROPRIS ASA	2.5%
Peabody	PEABODY ENERGY	2.4%
MOBRUK	MO-BRUK SA	2.4%
STAR BULK	STARBULK CARRIERS	2.4%
EAGLE	EAGLE BULK SHIPPING	2.4%
	PORSCHE	1.9%
**	ENERGIA, INNOVACION Y DESARROLLO FOTOVOLTAICO, S.A.	0.8%

Current portfolio: Composition

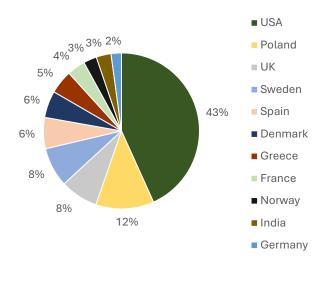


Position	Status	L/S	ISIN	Open price	Current price	% Price	Exposure (%, GBP)	Symbol	Market status Sector	Region
VBG GROUP AB ser. B	Open	Long	SE0000115107	124.50	414.50	232.93%	7.30%	VBG_B:xome	SSE Industrial	Sweden
Pandora A/S	Open	Long	DK0060252690	462.10	1,158.00	150.60%	4.96%	PNDORA:xcse	CSE Consumer Discr.	Denmark
United Rentals Inc.	Open	Long	US9113631090	288.22	709.97	146.33%	6.87%	URI:xnys	NYSE Industrial	USA
Decora S.A.	Open	Long	PLDECOR00013	29.01	66.60	129.59%	3.56%	DCR:xwar	WSE Industrial	Poland
Grupa Kety SA	Open	Long	PLKETY000011	473.89	892.00	88.23%	4.78%	KTY:xwar	WSE Industrial	Poland
Industria De Diseno Textil SA	Open	Long	ES0148396007	23.76	43.67	83.80%	4.99%	ITX:xmce	SIBE Consumer Discr.	Spain
Atkore Inc.	Open	Long	US0476491081	97.81	157.65	61.18%	3.31%	ATKR:xnys	NYSE Industrial	USA
Berkshire Hathaway Inc. B	Open	Long	US0846707026	287.46	413.71	43.92%	4.35%	BRKb:xnys	NYSE Financials	USA
Ashtead Group Plc	Open	Long	GB0000536739	4,310.00	6,150.00	42.69%	3.27%	AHT:xlon	LSE_SETS Industrial	UK
US 500	Open	Long	-	3,866.36	5,306.31	37.24%	6.69%	US500.I	Open Others	USA
Clinica Baviera SA	Open	Long	ES0119037010	21.60	28.80	33.33%	3.62%	CBAV:xmce	SIBE Healthcare	USA
Star Bulk Carriers Corp.	Open	Long	MHY8162K2046	19.90	25.52	28.26%	2.41%	SBLK:xnas	NASDAQ Transport	Greece
Owens Corning	Open	Long	US6907421019	143.90	179.47	24.72%	3.47%	OC:xnys	NYSE Industrial	USA
Star Bulk Carriers Corp.	Open	Long	MHY8162K2046	20.69	25.52	23.32%	1.96%	SBLK:xnas	NASDAQ Transport	Greece
Europris ASA	Open	Long	NO0010735343	57.75	69.80	20.87%	2.46%	EPR:xosl	OSE Consumer Staples	Norway
Christian Dior	Open	Long	FR0000130403	619.00	738.00	19.22%	3.37%	CDI:xpar	PAR Consumer Discr.	France
Microsoft Corp.	Open	Long	US5949181045	377.99	422.66	11.82%	2.67%	MSFT:xnas	NASDAQ Tech	USA
Mo-BRUK S.A.	Open	Long	PLMOBRK00013	295.73	326.50	10.41%	2.44%	MBR:xwar	WSE Consumer Staples	Poland
Photronics Inc.	Open	Long	US7194051022	26.88	29.50	9.73%	2.48%	PLAB:xnas	NASDAQ Industrial	USA
RLI Corp.	Open	Long	US7496071074	133.11	145.16	9.05%	2.81%	RLI:xnys	NYSE Financials	USA
iShares MSCI India ETF	Open	Long	US46429B5984	51.56	52.45	1.73%	2.76%	INDA:bats	BATS_BZX Others	India
GBPEUR	Open	Long	-	1.16	1.17	0.78%	5.32%	GBPEUR	Open -	-
Bunzl Plc	Open	Long	GB00B0744B38	3,041.00	3,052.00	0.36%	3.73%	BNZL:xlon	LSE_SETS Industrial	UK
Energia, Innovacion y Desarrollo Fotovoltaico SA	Open	Long	ES0105517025	7.20	7.12	-1.04%	0.80%	EIDF:xmce	SIBE Energy	Spain
GBPPLN	Open	Long	EZ5MCRDB6PQ2	5.90	4.97	-15.83%	5.32%	GBPPLN	Open -	-
Porsche AG	Open	Long	DE000PAG9113	99.62	83.80	-15.88%	1.91%	P911:xetr	FSE Consumer Discr.	Germany
Peabody Energy Corp.	Open	Long	US7045511000	28.24	22.78	-19.32%	2.39%	BTU:xnys	NYSE Energy	USA

Current portfolio: Overall exposure

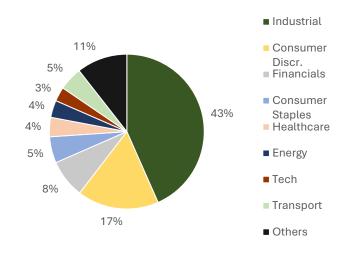


Exposure by Región



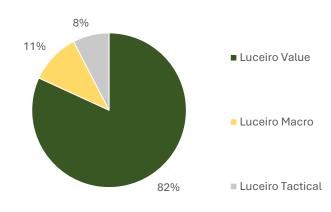
- Global approach, prioritising countries or regions with the following characteristics:
 - Developed countries OECD.
 - · Good macro dynamics.
 - Opportunity for overadjustment.
 - · Liquidity.
 - · Legal certainty.
- · Highlights: USA, Poland, Nordics.

Exposure by Sector



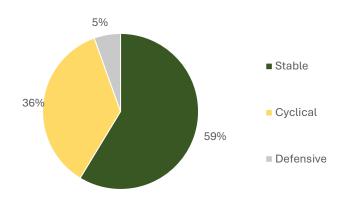
- Relevant exposure to the industrial sector (43%).
- Product companies are priortised over service companies.
- Reduced weight in technology stock, although with indirect exposure through positions in the index (SP500) or in Berkshire Hathaway.

Exposure by Estrategia



- Luceiro Value (82%)
- Macro (10%): Index positions (SP500, MSCI India).
- Tactical (8%): Peabody, Eagle Bulk, StarBulk.

Exposure to the cycle



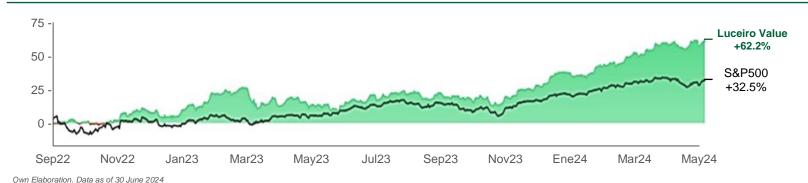
- Categorisation of companies according to exposure of the business model to the economic cycle.
- The majority (2/3) are companies with stable or defensive business models with respect to the economic

Current portfolio: Key metrics



Luceiro's portfolio has not only managed to outperform the benchmark in virtually all fundamentals and key ratios, but has been able to translate this fundamental quality into better stock market performance, returning +62.1%, c.+3000 bps versus the S&P500 (32.5%), better risk-adjusted returns (3.06 Sharpe vs. 1.73) and better dividend returns.

Return



- The attached chart shows the evolution of the portfolio (individual and vs. SP&500) from its formation in August 2022 to May 2024, period in which Luceiro's portfolio has returned +62.1%, c.+3000 bps vs. the S&P500 (32.5%).
- Likewise, the portfolio has performed consistently over time, outperforming the index in all semesters of the period under review.

 Performance
 H2-2022
 H1-2023
 H2-2023
 H1-2024
 Total

 Luceiro Value
 4.7%
 15.6%
 14.1%
 16.7%
 62.1%

 S&P 500
 -1.6%
 15.6%
 7.3%
 14.8%
 32.5%

Principales metrics

Metrics	Upside	Annualised Return	Spread	Sharpe	Beta	Dividend Yield	EV/EBITDA	P/E	Revenue CAGR	Profit Margin	NLR	ROCE
Luceiro	+62.1%	+17.4%	29.6%	3.06x	0.97	4.00%	8.1x	15.8x	11.0%	23.3%	0.8x	21.1%
S&P500	+32.5%	+8.6%	N.a.	1.73x	1.00	1.35%	14.0x	28.9x	7.0%	12.0%	1.58x	10.7%
Winner	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro	✓ Luceiro

Current portfolio: Key ratios





Price-to-Earnings (P/E)

P/E of 15.8x significantly lower than the S&P 500 (28.9x) Dynamics observed in all sectors. This implies lower valuation risk relative to earnings and therefore lower price correction risk.



Debt-to-Equity (D/E)

Average D/E much lower than that of the S&P 500 with an average D/E of 41.42%, 60.91% lower than that of the S&P 500, implying a higher level of solvency and lower credit risk.

Current Ratio

liabilities ratio of 2.05, +52% higher than the S&P 500, indicating the high quality of the portfolio companies' shortterm solvency and liquidity.

Current assets to current

With a beta of less than 1.0, the portfolio has demonstrated lower volatility and systemic risk than the benchmark itself.

Beta

Sharpe

The Sharpe ratio - the quintessential risk-adjusted return metric - far exceeds that of the S&P 500 (3.06 vs. 1.73). confirming Luceiro's superior return per unit of risk versus the benchmark.



EU Growth & US Size

EU growth ratio of 0.27, portfolio companies grow 27% more than the EU index.

US Size Ratio of -0.38: average size of portfolio companies is 38% lower than that of S&P500 companies.

Performance por Sector

Positive returns - in almost all cases double digits - in all sectors except Energy, confirming the consistency in the selection of high quality companies regardless of sector.

Performance por Región

Double-digit positive returns in all regions, again confirming our methodology in selecting winning stocks irrespective of geography.



Own Elaboration. Data as of 30 June 2024

Since inception, our

portfolio has

comfortably and

consistently

outperformed the

S&P 500 on all key

metrics.

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Fund and Structure

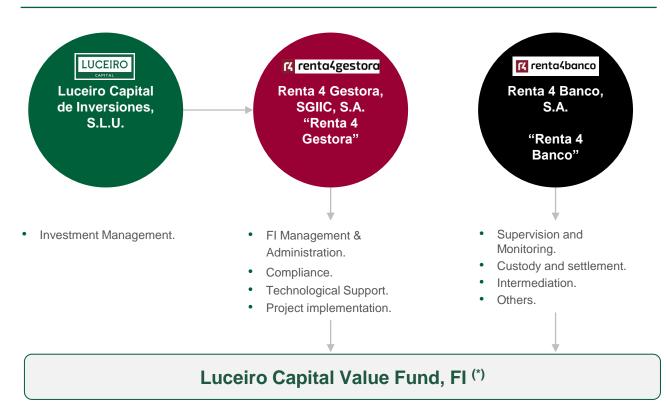
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Background and Structure



Organizational Structure



Until 20.06.24, our Value strategy was managed through a closed-ended investment vehicle, moving to an investment fund under UCITs regulations, with approval date June 21, 2024.

Details of the Fund

Name	Luceiro Capital Value Fund F.I.					
ISIN	ES0158707002					
Manager	Renta 4 Gestora, S.G.I.I.C., S.A.					
Depositary	Renta 4 Banco, S.A.					
Auditor	Ernst & Young S.L.					
Advisor	Luceiro Capital de Inversiones, S.L.U					
Minimum Amount	100 euros					
Marketer	Renta 4 Banco, ALLFUNDS, Inversis, etc					
Regulator	Comisión Nacional del Mercado de Valores (CNMV)					
Brochure	Folleto Luceiro Capital Value Fund, FI - Click aquí					
Management Fee	1.00% of assets under management.					
Success Fee	7.50% on the profitability obtained.					
Other expenditure Risk Level UCITS	 Deposit fee (0.08%) Audit of the fund Brokerage and foreign exchange commissions on trades made 					

1 2 3 4 5 6 7

Process for investing



Step by Step

- To invest in the fund with the lowest posible fees, the most advisable method is to do so through Renta 4 Banco
- Investments from other entities may be made through platdorms such as Allfunds (subjet to a fee charged by such platforms):





- Investor profiles:
 - Private Investor.
 - Institutional Investor.
- Once the account has been opened, it is possible to invest in the fund in different ways:
 - Contribution from liquidity in the account (both in Renta 4 Banco and in other bank accounts).
 - Transfer from another fund in the institution.
 - · Transfer from another fund in another entity.

Setp by Step (continued)



Suscripción

Suscripción con cargo a cuenta

Suscripción de fondos, puntual o periódica, contra el saldo de su cuenta en Renta 4

Suscripción con cargo a ahorro periódico

Asociación de órdenes de ahorro periódico a uno o varios fondos

Consulta de suscripciones periódicas

Consulta y modificación de suscripciones periódicas con cargo a su cuenta en Renta 4

Traspaso

Traspaso interno de fondos

Traspaso de la inversión de un fondo a otro dentro de su cuenta en Renta 4

Traspaso externo

Traspaso de la inversión desde un fondo de otra entidad a Renta 4, al mismo fondo o a otro

Traspasos pendientes

Consulta los traspasos pendientes de tu cartera de fondos



About us

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Luceiro Capital: A Brief History



Beginning



Luceiro Capital was created in 2021 as the promoter of the first Private Equity vehicle established in Galicia with international investors, with the aim of making acquisitions in private companies and facilitating private equity investment in SMEs with high growth potential.

Private Research



Based on a combination of rigorous fundamental análisis and on the ground analysis (not only from an office but by travelling thousands of kilometres in industrial parks visiting companies), we have analysed a large number of private companies, which has allowed us to generate sectorial knowledge and to be very close to the reality of multiple industries.

Public Research



In order to complement the private analysis, we decided to delve deeper into listed companies with similar business models, where there is a higher level of structured information that complements the inputs we receive from the private research, which is valuable because of the proximity to the entrepreneurs who offer their dayto-day vision.

Cross-Research

The combination of Private and Public

operational advances that sometimes

occur earlier in certain more developed

markets or in larger companies, using

this information in other geographies or

in smaller companies. This is a

differentiating point of our analysis.

Research.

Cross-Research.



has









9

EAF regulated by CNMV

Listed Companies Portfolio



In August 2022 we launched our own portfolio of listed investments with the objective of investing in companies that we identified as quality companies that generate long-term value by following the same analysis process applied in the private market. The ambition of the team was to test the Luceiro tools of investment in public / private markets

Private Equity Management (***)

We currently manage assets of more than €12 million in the Private Equity strategy of Luceiro Capital Partners. We work with management teams on a daily basis, we understand challenges faced by companies, we operational support provide executives, we finance projects to create an industrial fabric, digitalisation and ESG progress.

UCITS Investment Fund

We have accumulated track-record track-records with a portfolio with riskadjusted return metrics substantially above the benchmark. with cumulative return of 62%. In 2024 we signed with Renta 4 to transfer the strategy to a regulated UCITS fund: Luceiro Capital Value Fund, Fl.

As part of the constant process of improvement and professionalisation, Luceiro Capital initiates the process to incorporate a CNMV-regulated advisor for the fund, Luceiro Capital Global Advisors, EAF, S.A. The purpose of the same is to act as advisor to Luceiro Capital Value Fund, Fl.







NOMURA





Iván Varela Rozados Founding Partner & Portfolio Manager

Ivan is the founder and Managing Partner of Luceiro Capital, a project motivated by his personal experience growing up in a family of entrepreneurs. More than 10 years of investment experience. He held various positions in the UK and the US, working as an investment professional at PIMCO, MUFG and Nomura. MBA from LBS and Columbia Business School. Industrial Engineer from Universidad Politécnica de Madrid. MSc Information Systems from Cranfield University. Postgraduate Scholarship Holder and Member of the Board of Directors of the Association of Barrié Foundation Scholarship Holders.



accenture





Efrén López Ferreiro Partner & Strategy & Operations Advisor

Efrén has more than 10 years of experience in strategic consulting in operations management, cost optimisation and organisational restructuring of large companies, especially in the manufacturing and retail sectors (including e-commerce). Since 2018, he is part of the consulting team at Accenture Strategy. From 2014 to 2018, he was part of Oliver Wyman's consulting team. MBA from INSEAD and The Wharton School of the University of Pennsylvania. Aeronautical Engineer from the Polytechnic University of Madrid.



Autonomy







Isaac Míguez Armada, CFA Partner & Principal Investments Advisor

Isaac has 10 years of experience in global investment firms, including private equity fund 3i and hedge fund Autonomy Capital, executing and managing over 25 investments in various regions and sectors with an estimated value of over EUR 1.2 billion. He has also worked in the Investment Banking divisions of HSBC and Credit Agricole. He has a wide range of skills in investment analysis, M&A, restructuring and portfolio management. He is a CFA Charterholder and holds a degree in Business Administration and Law from the Universidad Pontificia de Comillas (ICADE E-3).





Gonzalo Pico Cal Chief Financial Officer

Gonzalo has more than 10 years of experience in the financial area of companies in the Industrial, Textile, Services and Financial sectors. He has held positions of Financial Management and Control in Consolidated Groups established in Spain, Portugal, France and the United States among other countries. Degree in Business Administration and Management from the University of La Coruña. Master in Corporate Finance and Financial Markets from UAH-CIFF Business School. Special Mention in Master in International Business and Trade. Exterior by IFFE B. School.



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Forbes BRANDVOICE

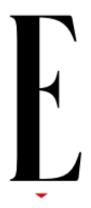
LUCEIRO CAPITAL

Texto Cecillo S. Prieto

Foto Rodi Docasa

Value Investing en la economía real

Luceiro Capital es una firma especializada en la inversión activa en empresas de alto potencial, combinando una estrategia value en empresas mid-market cotizadas, con un vehículo de private equity enfocado en pymes



En numerosos sectores económicos, existe una estrecha colaboración y relación comercial entre empresas medianas que cotizan en bolsa, y otras empresas privadas más pequeñas de su entorno, que complementan su ecosistema de proveedores, elientes o competidores. Ambos tipos de empresas están ampliamente interconectadas y constituyen la base de muchos sectores de actividad industrial. No obstante, muchos inversores han optado por invertir de forma estanca especializándose solo en uno de estos dos mercados, creando una base in-

versora diferenciada motivada quizás por los distintos níveles de liquidez o acceso a información, que benefician al mercado bursátil, contrapuesto al más largo horizonte temporal necesario para estructurar inversiones en el mercado de private equity. Luceiro Capital ha desarrollado sus estrategias de inversión sobre la base de que, para un inversor a largo plazo y con una vocación de invertir en la economía real con la perspectiva de un empresario, existen palancas de creación de valor y mejores retornos combinando ambos mercados. En empresas privadas su estrategia

se basa en adquirir participaciones mayoritarias en compañías privadas ubicadas en España o Portugal; para posteriormente involucrarse en la gestión activa de la empresa y la creación de valor a largo plazo. En empresas cotizadas, las inversiones son como inversor minoritario financiero en valores del mid-market, por ejemplo el BME Growth o el AIM de Londres, buscando mantener las participaciones accionariales con un horizonte temporal idealmente permanente. La filosofía de inversión es la misma que en el mercado privado, y muy alineada con la escuela value: la identificación de empresas de calidad, con modelos de negocio probados y ventajas competitivas sostenibles en

industrias con dinámicas favorables.

La firma opina que este esquema dual entre mercados cotizado y privado proporciona beneficios a ambas estrategias de inversión. En el mercado de private equity, el equipo de inversión aprovecha el valor añadido de analizar negocios desde la perspectiva de business owner con conocimiento directo de los equipos de dirección, y la posibilidad de incorporar a la tesis de inversión palancas de crecimiento como meioras operacionales, tecnológicas o de crecimiento inorgánico. En cotizadas, se aprovecha el mejor acceso a información y reporting, generando tesis de inversión sectoriales con métricas mucho mejor cuantificadas sobre el crecimiento de dicha industria, la recurrencia de ingresos, o los márgenes brutos de las mejores empresas benchmark del sector.

Áunque la base de inversora es distinta en ambos mercados, en última instancia las oportunidades, desafíos y tendencias que afectan a determinados negocios o industrias son las mismas para empresas públicas y privadas. Eso permite al inversor que opera en el crossocer de ambos mercados consolidar información, tanto la más fácilmente accesible de las eotizadas, como la muchas veces valiosísima, pero menos accesible, de los operadores privados. La combi-



LUCEIRO CAPITAL UTILIZA
ESTRATEGIAS VALUE
PARA IDENTIFICAR
OPORTUNIDADES EN LA
INTERSECCION DE LOS
MERCADOS COTIZADO Y
PRIVADO

nación ofrece una oportunidad de adelantarse potencialmente a avances tecnológicos que a veces ocurren antes en determinados mercados más desarrollados o en empresas más grandes, utilizando esa información en otras geografías o en empresas más pequeñas.

Luceiro Capital gestiona su actividad inversora desde sus oficinas en A Coruña y Londres. Lanzó su primer vehículo de inversión en 2021 y opera eon la visión Inversión Local, Capital Global, que resume el objetivo del equipo de acercar el capital financiero y humano, más fácilmente accesible en grandes centros financieros como Londres, a empresas que operan en geografías más descentralizadas, como Galicia. En muchos casos son compañías de propiedad familiar y con una larga trayectoria, que presentan un elevado potencial de crecimiento por explorar si cuentan con el soporte e impulso para posicionarse en nuevos mercados internacionales, así como para aceeder a mejoras tecnológicas para modernizar sus operaciones.

Este nexo entre la economía real local y los mercados de capital globales refleja la historia personal del equipo tras la firma. Su fundador, el coruñés Iván Varela Rozados, lanzó este proyecto desde Galicia, después de desempeñar la parte inicial de su carrera trabajando en el área de Giobal Markets de los bancos Nomura. International y MUFG, en Londres, y de la gestora de fondos PIMCO. Se unieron al provecto como socios los también gallegos Efrén López Ferreiro, con experiencia internacional en estrategia y operaciones en Accenture, Oliver Wyman e Inditex; e Isaac Miguez Armada, del equipo de inversión del hedge fund Autonomy Capital, y previamente en 3i y HSBC.

En 2023 el vehículo de priente equity Luceiro Capital Partners I, incorporado en España, adquirió la mayoria del capital de Safetop Innovative Protection, S.L., una empresa gallega lider en el mercado de equipos de protección personal con una facturación superior a los 10 millones de euros.

En el área de cotizadas, el vehículo Value, incorporado en Reino Unido, cerró su primer año con un retorno del 24,10%, superando en un 9,7% al S&P 500. La firma ha generado sinergias de su inversión peivada en el sector industrial, y se ha centrado particularmente en identificar oportunidades cotizadas en esta vertical sectorial, destacando posiciones en empresas como la americana Atkore Ine, la británica Ashtead Group ple, o la sueca VBG Group AB. •

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Annex - Ratios

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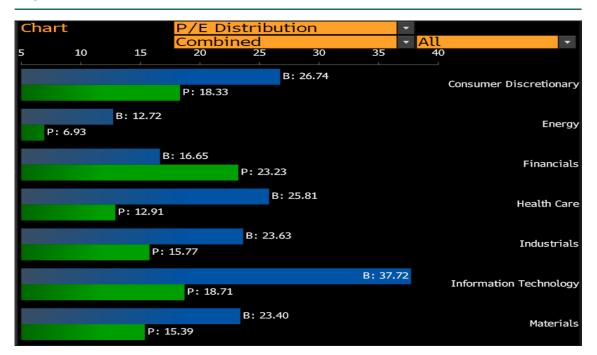
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Current Portfolio Price Ratios



The current portfolio shows an average P/E ratio of 15 and P/CF of 9, which is 55% and 34% lower than the SP500 respectively; in terms of creditworthiness.

P/E



- The chart above shows a comparison of the Price-to-Earnings ratio by sector between our portfolio (green) and the S&P500 (blue).
- The P/E of 15.8x significantly lower than that of the S&P 500 (28.9x) is also a dynamic observed in all sectors. This implies lower valuation risk relative to earnings and therefore lower price correction risk.

P/CF



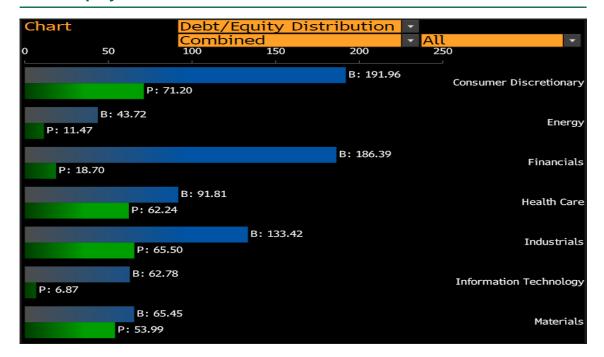
- The chart above shows a comparison of the Price-to-Cash Flow ratio (price) broken down by sector between our portfolio (green) and the S&P500 (blue).
- The conclusions are similar to those discussed for the P/E ratio, the high degree of conversion to cash indicates the high degree of quality of the companies in our portfolio.

Current portfolio Solvency & liquidity



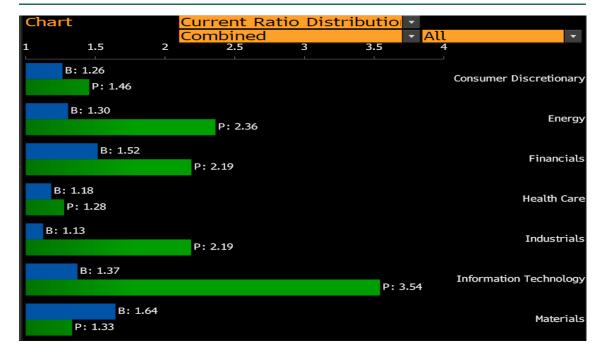
Luceiro's portfolio shows higher creditworthiness and more prudent management of working capital compared to the S&P 500, with lower Debt-to-Equity ratios and higher Current Ratios in almost all sectors.

Debt/Equity



- The chart above shows a comparison of the Debt-to-Equity ratio by sector between our portfolio (green) and the S&P500 (blue).
- Luceiro's average D/E is well below that of the S&P 500 in all sectors in the portfolio, implying higher solvency levels and lower credit risk. Of particular note are Consumer (71.20 vs. 191.96); Financials (18.70 vs. 186.39) and Industrials (65.6 vs. 133.42).

Current ratio



- The chart above shows a comparison of the Current Ratio (liquidity/short-term solvency) broken down by sector between our portfolio (green) and the S&P500 (blue).
- Luceiro's average D/E is considerably higher than that of the S&P 500 in almost all sectors in the portfolio, implying a more prudent management of working capital. IT (3.54 vs. 1.37); and Industrials (2.19 vs. 1.13) stand out.

Current portfolio Risk & volatility



In terms of risk-adjusted return the portfolio is also outperforming the benchmark, with a Sharpe of 3.06 (vs. 1.73 for the SP500) and a Beta of 0.97 which in adjusted terms represents an excess return vs benchmark of +32%.

Sharpe



- The chart above shows various return and risk ratios.
- The Sharpe ratio of our portfolio relative to the S&P 500 shows a far superior performance
 of the portfolio in risk-adjusted terms, with a Sharpe ratio of 3.06 vs. 1.73 for the S&P
 500.

Beta

Name		% Wgt		Gross Active	Total	Contribution	Beta (e
		3		Weight	Risk	(%)	ante
	Port	Bmrk	+/-	+/-	+/-	+/-	P
LUCEIRO CAPITAL VALUE FUND FI	100.00	100.00	0.00	193.39	7.64	100.00	C
Communication Services		7.68	-7 . 68	7.68	1.36	2.10	
Consumer Discretionary	23.18	10.21	12.97	33.16	3.43	23 . 56	(
Consumer Staples		6.59	-6 . 59	6.59	0.73	0.83	
▶ Energy	2.93	4.48	-1.55	7.41	1.59	4. 07	(
Financials	8.08	15.44	-7 . 36	21.84	1.70	-2 .44	(
Health Care	4.12	11.86	-7.74	15.99	1.74	6 . 23	(
Industrials	40.34	11.18	29.16	51.20	6.76	4 9.31	
Information Technology	5.53	24.47	-18.94	24.12	4.30	11.10	
▶ Materials	5.19	3.90	1.29	9.09	1.43	5 . 62	(
▶ Real Estate		2.16	-2.16	2.16	0.37	-0.22	
Utilities		2.62	-2.62	2.62	0.38	0.19	
Not Classified	10.63	-0.60	11.23	11.54	1.32	-0.36	
						_	

- The chart above shows the beta (volatility) of the portfolio.
- With a beta of less than 1.0, the portfolio has demonstrated lower volatility and systemic risk than the benchmark itself.

Current portfolio Size & growth



The chart shows that Luceiro's portfolio has companies 38% smaller than the S&P 500 but with 27% higher growth than the EU index.

US Size



- The chart above shows, among others, the US Size, the correlation between the size of Luceiro's portfolio companies vs. the size of the companies that make up the S&P 500.
- With a US Size factor of -0.38 we conclude that the average size of Luceiro's portfolio companies is 38% smaller than the size of the S&P500 companies.

EU Growth

11) Vi • 12) Acti •	13) Set	ti 🔻 14) Ti	rade S	imul 🕶 15) Work	'sn	Portfolio & I	Risk Analytics				
Intraday Holdings	Character					formance Attrib					
Main View Summary Factors Risk Bets Trends Exposures											
LUCEIRO CAPITAL VALUE	vs Defa	ault (None)	by GIC	S Sectors • in GBP	v.	As of [06/03/24				
Model MAC3 · Integrat	ed Mul 🔻	Horizon Qu	arterly	▼ Unit % ▼		Scalin	g 1 Year				
Asset Class All Asset Classes • Group by All Factors • Hide zero exposures											
		Exposure		Risk			^				
Factor	Portfolio	Benchmark	Active	Factor Vol (Std %)	Tot. Active (Std)	Marginal (X100)	Contributio J				
7. Currency:PLN	0.12	0.00	0.12	7.528	0.88	2.41	1.90				
8. Market: IN Market	0.03	0.00	0.03	15.587	0.50	7.10	1.55				
9. Currency:SEK	0.09	0.00	0.09	7.600	0.71	2.24	1.40				
10. Industrials:US Ind	0.12	0.00	0.12	4.928	0.61	1.64	1.36				
Sweden: EU Sweder	0.07	0.00	0.07	6.743	0.48	2.18	1.05				
12. Industrials:US Ind	0.05	0.00	0.05	7.309	0.36	2.92	0.96				
13. ConsumerDisc:EU (0.11	0.00	0.11	3.986	0.45	1.11	0.84				
14. Industrials:EU Ind	0.06	0.00	0.06	5.411	0.34	1.87	0.79				
15. ResidualVol:EU Res	0.10	0.00	0.10	1.991	0.20	0.96	0.65				
16. LtReversal:US Lon	0.29	0.00	0.29	2.026	0.59	0.31	0.61				
17. Currency:NOK	0.03	0.00	0.03	8.544	0.25	2.98	0.59				
18. Materials: US Const	0.04	0.00	0.04	7.259	0.33	1.65	0.50				
19. EarnYield:US Earn\	0.20	0.00	0.20	2.481	0.50	0.32	0.43				
20. Industrials: UK Ind		0.00	0.05	3.045	0.15	1.27	0.42				
21. Valuation: US Valua	0.24	0.00	0.24	2.138	0.50	0.22	0.35				
22. Growth: EU Growth			0.27	0.612	0.17	0.19	0.35				
23. Currency: EUR	0.22	0.00	0.22	5.185	1.12	0.22	0.32				
24. Size:US Size	-0.38	0.00	-0.38	2.005	0.76	-0.12					
25. ConsumerDisc:UK	0.02	0.00	0.02	7.308	0.16	2.06	0.30				

 The chart above shows EU growth, which shows how the companies in our portfolio are growing 27% faster than the EU index.

Current portfolio Region & industry



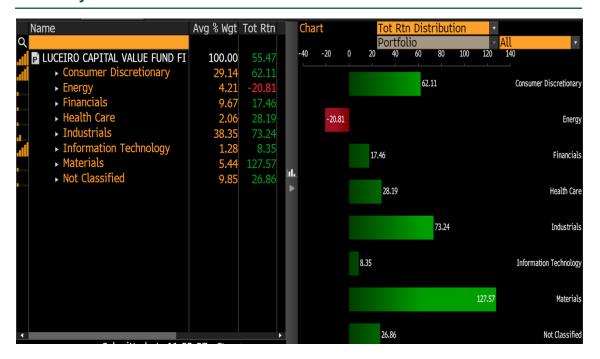
The chart shows that Luceiro's portfolio has had very positive double-digit returns in all regions, led by Eastern Europe (+98.43%), and in almost all sectors, with Materials (+128%) leading the way.

Región



- The chart above shows the return of portfolio investees grouped by region.
- Portfolio returns have been very positive in all regions, all of them comfortably returning double digits. Eastern European companies led the way with a +98.43% gain, followed by Western Europe (+66.7%) and North America (+33.23%), again confirming our methodology for picking winners irrespective of geography.

Industry



- · The chart above shows the return of portfolio investees grouped by sector.
- Portfolio returns have been double-digit positive in all sectors except Energy (- 20.81%) and IT (+8.35%), which gives another argument in favour of consistency in the selection of good companies. The best performing sectors were Materials (+128%) and Industry (+73.2%). This corroborates the consistency in the selection of high quality companies regardless of the sector.

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