

InsingerGilissen Asset Management N.V.

Annual Report for the year ended 31 December 2020

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Director's Report

Review of 2020

The cautious recovery that the global economy showed in late 2019 initially continued into 2020, supported by a first trade deal between the US and China. In February and March, however, the economic recovery was impacted by the spread of the corona virus. The services sector in particular was hit hard by the various lockdown measures that were implemented worldwide. Sectors such as catering and tourism almost came to a standstill, while many manufacturing industries were able to continue, albeit to a limited extent at first. This setback caused by the lockdowns forced central banks and governments to take unprecedented rapid and far-reaching action. For example, the US central bank, the Fed, lowered the policy rate to just above 0% and removed the limit on buying up bonds. The ECB kept interest rates unchanged, but announced a new buy-back program. In addition to the central banks, governments around the world were also active and announced extensive support packages.

As the virus seemed to be brought under control fairly quickly by the lockdowns in most countries, the first easing measures could already be implemented in the course of May. The low point of the recession was therefore already reached in April, so that the world economy experienced its shortest recession of all time. The Chinese economy was the first to recover after taking hefty lockdown measures. Elsewhere in the world, manufacturing largely recovered quickly, but large parts of the service sector lagged far behind. A full recovery does not seem to be in sight for these sectors until the virus is completely under control, through vaccinations or other developments. Under these uncertain economic conditions, it is obvious that central banks and governments will continue to be supportive. The major central banks have indicated that, in order to allow for government support, they will keep interest rates at very low levels for a long time, even if inflation would start to pick up again.

US 10-year bond yields fell sharply in late February/early March from 1.9% at the start of the year to a new all-time low of around 0.5%. German long rates also fell to a new low of around -0.8%, but that was not much lower than the low of September 2019. These long rates then moved roughly sideways. The highest gains were made on Italian government bonds, which saw rates fall from 1.4% to around 0.5%, following the EU's decision to create a European recovery fund. After the effectiveness of many vaccines became known in early November, US bond yields began to recover to nearly 1.0%, on the back of rising growth and inflation expectations. German interest rates, on the other hand, barely moved and remained at around -0.55%. Over the year EMU government bonds returned about 5%, with Italy the outlier (8%).

Risk premiums on corporate bonds remained low until the end of February, before rising rapidly under the influence of the corona crisis. As a result, the yield on European investment-grade bonds rose from less than 0.5% to around 2%, while the yields on European high-yield bonds even rose from 3% to 9%. It was not until the end of the year, however, that risk premiums had fallen back to near the levels of early 2020. After losses in the first quarter, positive results of 2% to 3% were achieved over the year on European corporate bonds, investment grade as well as non-investment grade.

In early 2020, global equity markets initially continued the vigorous recovery seen in 2019, with most US indices hitting new highs in mid-February. From the end of February, however, stock markets experienced significant corrections, with the MSCI All Countries world index slipping back over 30%, until markets seemed to hit a bottom on March 23. In the run-up to this low, investors sold not only their shares, but also "safe" investments such as government bonds and gold. The prices of banking and energy stocks fell the most, while stocks from defensive sectors limited the damage. Regionally, the US stock market, with its large technology sector, and the Swiss market, dominated by defensive sectors, performed best. China, with a loss of less than 10%, compared very favorably to most emerging markets, where indices halved in some cases (such as Brazil). The markets already recovered strongly in the second quarter, with the world equity index (MSCI All Countries World) even posting its highest quarterly profit of this century (+ 18.5% total return in local currency). Equity markets continued the recovery for months, but corrected again in September and October as the number of infections flared up. Stock markets rebounded sharply again in early November when the high effectiveness of multiple vaccines became known.

The world equity index (MSCI All Countries World) ended the year at an exceptional level and, expressed in local currency, posted a profit of almost 14% for the whole of 2020. In euros, the profit was limited to less than 7%, mainly because the euro strengthened more than 8% against the dollar (from USD 1.12 to 1.22). The highest gains were made in the IT sector (+ 32%) and in consumer durables (+ 25%). The biggest laggard was the energy sector (-37%), followed at quite a distance by the financial sector (-11%). Regionally, the US equity markets were again among the better performers, with a gain of 7% for the S&P500 index and even 32% for the NASDAQ technology index. The biggest laggards were the UK market (-19%), Spain (-16%) and Hong Kong (-16%).

The price-earnings ratios of most stock markets are very high due to the combination of higher prices and sharply decreased earnings. After the March crisis, investor sentiment has recovered very sharply and many private investors have found their way to equity markets. Markets are supported by expansionary monetary policy, in addition to very strong government support in the main countries. The advent of successful vaccines has contributed greatly to investor optimism. The markets therefore seem vulnerable to disappointment as long as the virus is not yet under control. However, just like a year ago, bond markets still seem overvalued, often resulting in negative interest rates. This entices investors to accept the higher risks associated with investing in stocks, which also supports equity market valuations.

InsingerGilissen fund strategies and performance in 2020

InsingerGilissen Asset Management N.V. (hereinafter: the “Company”) focuses on managing funds, investment portfolios and selecting the specialised asset managers.

The investment funds managed by the Company are divided into profile funds, specialist funds, index funds and the core funds in the following umbrella investment structures:

- InsingerGilissen Umbrella Fund N.V.
- Index Umbrella Fund
- Beheerstrategie N.V.

For Beheerstrategie N.V. (the “Core Funds”) the focus in 2020 was the rationalisation of the number of sub-funds with the objective to achieve a clear investment proposition to the clients. This resulted in that 16 sub-funds are amalgamated with an existing sub-fund taking into account that the investment policy, the risk profile and the cost structure of the disappearing fund and the receiving fund are aligned. In addition is the name of the surviving sub-fund amended to “Sustainable” (“Duurzaam”) or “Responsible” (“Verantwoord”).

Below overview of the changes implemented for the Core Funds.

- **Name change on 30 March 2020**

ISIN	Old name sub-fund	New name sub-fund
NL0013649585	Offensief Duurzaam	Duurzaam Offensief
NL0013649601	Gebalanceerd Duurzaam	Duurzaam Gebalanceerd
NL0013649593	Gematigd Offensief Duurzaam	Duurzaam Gematigd Offensief
NL0013522816	Gematigd Defensief Beleggingsfondsen Duurzaam	Duurzaam Gematigd Defensief
NL0013689144	Offensief Beleggingsfondsen met Alternatieven	Verantwoord Offensief
NL0013689151	Gematigd Offensief Beleggingsfondsen met Alternatieven	Verantwoord Gematigd Offensief
NL0013689169	Gebalanceerd Beleggingsfondsen met Alternatieven	Verantwoord Gebalanceerd
NL0013689177	Gematigd Defensief Beleggingsfondsen met Alternatieven	Verantwoord Gematigd Defensief

- Amalgamation Funds on 30 March 2020

Disappearing Sub-Fund			Receiving Sub-Fund	
ISIN	Sub-Fund		ISIN	Sub-Fund
NL0013380199	Offensief Beleggingsfondsen ex Alternatieven	==>	NL0013649585	Duurzaam Offensief
NL0013689235	Gematigd Offensief Beleggingsfondsen ex Alternatieven	==>	NL0013649593	Duurzaam Gematigd Offensief
NL0013380215	Gebalanceerd Beleggingsfondsen ex Alternatieven	==>	NL0013649601	Duurzaam Gebalanceerd
NL0013380223	Gematigd Defensief Beleggingsfondsen ex Alternatieven	==>	NL0013522816	Duurzaam Gematigd Defensief
NL0013649577	Gematigd Defensief Direct	==>	NL0013522816	Duurzaam Gematigd Defensief
NL0013649619	Gematigd Defensief Duurzaam	==>	NL0013522816	Duurzaam Gematigd Defensief

- Amalgamation Funds on 28 May 2020

Disappearing Sub-Fund			Receiving Sub-Fund	
ISIN	Sub-Fund		ISIN	Sub-Fund
NL0013522782	Offensief Beleggingsfondsen Duurzaam	==>	NL0013649585	Duurzaam Offensief
NL0013522790	Gematigd Offensief Beleggingsfondsen Duurzaam	==>	NL0013649593	Duurzaam Gematigd Offensief
NL0013522808	Gebalanceerd Beleggingsfondsen Duurzaam	==>	NL0013649601	Duurzaam Gebalanceerd
NL0013649502	Offensief met Alternatieven	==>	NL0013689144	Verantwoord Offensief
NL0013649510	Gematigd Offensief met Alternatieven	==>	NL0013689151	Verantwoord Gematigd Offensief
NL0013649528	Gebalanceerd met Alternatieven	==>	NL0013689169	Verantwoord Gebalanceerd
NL0013649536	Gematigd Defensief met Alternatieven	==>	NL0013689177	Verantwoord Gematigd Defensief
NL0013649544	Offensief Direct	==>	NL0013649585	Duurzaam Offensief
NL0013649551	Gematigd Offensief Direct	==>	NL0013649593	Duurzaam Gematigd Offensief
NL0013649569	Gebalanceerd Direct	==>	NL0013649601	Duurzaam Gebalanceerd

Below some key information of the funds of which the Company is the Investment Manager and/or Portfolio Manager.

Supporting Information for annual report InsingerGilissen Asset Management N.V.												
	Note	AuM		Valuation		Performance		Ongoing Charges			Performance Fees	
		31-dec-20	31-dec-19	Highest	Lowest	2020	2019	2020	2020	2019	2020	2019
		x millions	x millions	EUR	EUR	%	%	Fund level	Incl Underlying Funds	Fund level	x EUR 1 000	x EUR 1 000
Profile Funds:	1											
MM Equity		17,9	21,6	148,18	107,91	3,55	22,86	0,95%	1,66%	0,94%	89,9	190,7
MM Balanced		35,9	46,7	139,38	115,35	2,80	13,68	0,97%	1,63%	0,94%	140,6	330,3
MM Defensive Balanced		6,7	10,9	140,78	122,44	2,37	10,00	0,98%	1,55%	0,94%	23,3	59,1
MM Defensive		3,2	3,7	97,89	94,62	-1,26	0,45	0,95%	N/A	0,93%	N/A	N/A
Specialist Funds												
ARS Multi Manager Hedge	1, 2		76,7				1,98			0,90%	N/A	N/A
Real Estate Equity Fund		95,8	108,1	182,62	131,80	-4,64	14,92	1,15%	N/A	1,15%	178,3	955,9
European Large Cap Fund		21,8	48,0	65,03	43,66	10,74	31,68	0,81%	N/A	0,77%	417,1	859,6
European Mid Cap Fund		80,6	68,9	91,73	47,51	25,73	33,76	0,71%	N/A	0,73%	2.955,8	752,6
Index Funds												
Sustainable Europe Index Fund		531,4	596,6	158,09	108,11	-3,31	28,10	0,31%	N/A	0,31%	N/A	N/A
Sustainable World Index Fund		216,9	89,7	199,63	137,91	8,16	29,46	0,28%	N/A	0,33%	N/A	N/A
Sustainable North America Fund		678,4	672,4	193,18	126,71	6,13	33,06	0,31%	N/A	0,31%	N/A	N/A
Core Funds	1											
Duurzaam Offensief		260,7	49,3	1.001,47	703,07	9,63	7,68	0,83%	1,14%	0,82%	N/A	N/A
Duurzaam Gematigd Offensief		637,7	153,7	974,51	729,52	8,06	6,47	0,83%	1,14%	0,82%	N/A	N/A
Duurzaam Gebalanceerd		635,1	101,7	938,03	754,66	6,15	4,53	0,83%	1,15%	0,82%	N/A	N/A
Duurzaam Gematigd Defensief		127,5	20,8	925,15	791,99	4,23	5,19	0,83%	1,17%	0,82%	N/A	N/A
Verantwoord Offensief	3	-	31,6	932,84	701,90	N/A	4,49	N/A	N/A	0,82%	N/A	N/A
Verantwoord Gematigd Offensief		264,6	172,3	917,17	722,70	2,30	3,40	0,83%	1,51%	0,82%	N/A	N/A
Verantwoord Gebalanceerd		464,8	350,4	898,68	743,77	2,01	2,19	0,83%	1,43%	0,82%	N/A	N/A
Verantwoord Gematigd Defensief		89,9	114,5	880,49	763,37	1,70	1,02	0,83%	1,38%	0,82%	N/A	N/A
Dynamic Fixed Income		120,7	46,9	772,97	711,98	0,48	2,20	0,83%	1,24%	0,82%	N/A	N/A
Offensief Beleggingsfondsen ex Alternatieven	4	N/A	57,7	995,50	716,19	N/A	11,08	N/A	N/A	0,82%	N/A	N/A
Gematigd Offensief Beleggingsfondsen ex Alternatieven	4	N/A	128,2	971,28	739,09	N/A	20,60	N/A	N/A	0,82%	N/A	N/A
Gebalanceerd Beleggingsfondsen ex Alternatieven	4	N/A	190,2	942,44	763,39	N/A	7,13	N/A	N/A	0,82%	N/A	N/A
Gematigd Defensief Beleggingsfondsen ex Alternatieven	4	N/A	40,9	915,34	784,64	N/A	5,04	N/A	N/A	0,82%	N/A	N/A
Offensief Beleggingsfondsen Duurzaam	4	N/A	21,7	1.004,46	735,21	N/A	12,35	N/A	N/A	0,82%	N/A	N/A
Gematigd Offensief Beleggingsfondsen Duurzaam	4	N/A	72,8	976,47	752,11	N/A	10,00	N/A	N/A	0,82%	N/A	N/A
Gebalanceerd Beleggingsfondsen Duurzaam	4	N/A	90,6	944,92	773,76	N/A	7,56	N/A	N/A	0,82%	N/A	N/A
Gematigd Offensief met Alternatieven	4	N/A	118,2	955,60	744,41	N/A	6,57	N/A	N/A	0,82%	N/A	N/A
Gebalanceerd met Alternatieven	4	N/A	142,4	928,77	762,79	N/A	4,87	N/A	N/A	0,82%	N/A	N/A
Offensief Direct	4	N/A	42,3	993,98	711,83	N/A	9,21	N/A	N/A	0,82%	N/A	N/A
Gematigd Offensief Direct	4	N/A	94,9	966,78	733,56	N/A	7,40	N/A	N/A	0,82%	N/A	N/A
Gebalanceerd Direct	4	N/A	125,0	935,75	754,68	N/A	5,41	N/A	N/A	0,82%	N/A	N/A
Gematigd Defensief Direct	4	N/A	52,0	906,39	774,80	N/A	3,49	N/A	N/A	0,82%	N/A	N/A

Notes:

- 1) InsingerGilissen is the Portfolio Investment Manager.
- 2) This Fund is merged with InsingerGilissen Umbrella Fund N.V. on 1 January 2021 and is continued as a sub-fund of the NV as from this date.
- 3) Full redemption received from shareholders in this Fund on 29 September 2020.
- 4) Fund is amalgamated with another Fund. See the Directors' Report - Rationalisation Funds paragraph for more details.

Profile Funds

InsingerGilissen's Profile Funds are tailored to four risk profiles (defensive, moderate-defensive, neutral and offensive) and are managed mainly according to the multi-manager strategy. This implies that - per risk profile - clients invest in a combination of appropriate and carefully-selected funds.

Specialist Funds

InsingerGilissen also actively manages a number of specialist investment funds. These Specialist Funds are managed according to a specific investment strategy by a team of specialist and experienced portfolio managers. Each Specialist Fund has its own investment objective, investment policy, investment strategy and risk/return characteristics. Our European Large Cap Fund that actively invests mainly in European companies with bigger market capitalisations and historical patterns of dividend capacity, achieved a performance of 10.74% in 2020. The European Mid Cap Fund, with its growth investment focus on medium sized companies with sufficient liquidity based on in-house primary research, achieved a performance of 25.73% in 2020. The Real Estate Equity Fund, with its focus on listed real estate companies, achieved -4.64% in 2020 whereas the EPRA index returned -10.52%. The Fund of Fund offering ARS Multi-Manager Hedge returned -3.45% in 2020.

Index Funds

InsingerGilissen offers three Sustainable Index Funds and where the objective is to invest as much as possible in accordance with respective DJSI Index and minimise the performance tracking error.

On 1 July 2020 the index for World Index Fund was amended to DJSI World Developed Index ex Korea Diversified and is the management fee as from this date decreased from 0.25% to 0.15% per annum. This has resulted in inflows of approx. EUR 120 million.

The performance of the Index Funds, respective Index and tracking error for 2020 is as follows:

Index Fund	Performance	DJSI Index	Performance	Tracking Error
World Index Fund	-2,31%	*) DJSI World Index ex All	-2,28%	-0,03%
World Index Fund	10,72%	**) DJSI World Developed Index ex Korea Diversified	10,72%	0,00%
Europe Index Fund	-3,31%	DJSI Europe Index ex All	-3,23%	-0,08%
North America Index Fund	6,13%	DJSI North America Index ex All	6,17%	-0,06%
*) Performance for the period 1 January 2020 - 30 June 2020				
**) Performance for the period 1 July 2020 - 31 December 2020				

Core Funds

InsingerGilissen is offering to their discretionary clients Core Funds with a Sustainable or a Responsible proposition with the risk profiles moderate defensive, balanced, moderate growth and growth. The funds are managed in accordance with the risk profile of the clients by investing in combination of appropriate and carefully selected investments. In 2020, the rationalisation of the Core Funds was implemented and where 16 sixteen Core Funds were amalgamated with eight existing Core Funds. See above section "InsingerGilissen fund strategies and performance in 2020" for further details of the amalgamations.

Changes InsingerGilissen Asset Management N.V. during 2020:

- Change Management Board as result of the resignation of below directors:
 - o K.P. A. Cools (as from 1 July 2020) – Chief Commercial Officer
 - o J.J. Maas (as from 14 April 2020) – Chief Risk Officer
 - o R.J.M. Verberne (as from 1 July 2020) – Chief Legal Officer

As result of the above, Mr G.S. Wijnia has taken over the responsibilities of Mrs Cools and has Mr. M.J. Baltus taken over the responsibilities of Mr J.J. Maas. Mr Verberne will continue as the legal counsel of the Company.

The above changes are approved by the shareholder of the Company and by The Dutch Authority for the Financial Markets (AFM).

- Merger InsingerGilissen Bankiers N.V. with its parent Quintet Private Bank (Europe) S.A. ("Quintet")
InsingerGilissen Bankiers N.V. merged with Quintet Private Bank (Europe) S.A. which owns 100% of InsingerGilissen on 15 December 2020. As from this date InsingerGilissen continues as a branch of Quintet Private Bank (Europe) S.A. and is Quintet the direct shareholder of InsingerGilissen Asset Management N.V. This merger does not affect the activities of the Company.

Results

Gross income increased to € 10.0 million from € 8.0 million. Gross income increase in 2020 was due to an increase in performance fees of € 0.7 million and a € 1.3 million increase in commission and management fee income. The increase in commission and management fee as result that for 2020 fees are earned for the Core Funds for the whole year compared to 2019 where these Funds were launched in various tranches during 2019. The past year showed a net inflow of assets under management of € 247 million. Total assets under management amounted to € 4.289 billion as at 31 December 2020. Shareholder's equity amounted to € 24.8 million as at 31 December 2020. The minimum required own funds, according to "Besluit prudentiële regels Wft" amounts to €125 thousand plus 0.02% of the amount of managed assets in excess of € 250 million or at least 25% of the fixed costs. As a consequence the capital and reserves are sufficient to meet the minimum requirement.

Risk Management

Executive Management of InsingerGilissen Asset Management N.V. is responsible for ensuring that risks and controls are addressed in each of their operations. For its enterprise risk management process, including the risk appetite, InsingerGilissen Asset Management N.V. is incorporated in a dedicated section of the Risk Framework of InsingerGilissen.

The Risk Framework for InsingerGilissen is based on a three lines of defence model. The first line of defence is responsible for execution of risk activities which involve Risk Control Self Assessments, Incident Management and operational controls.

Risk Management personnel are seconded from the Risk Management department of InsingerGilissen to InsingerGilissen Asset Management N.V. for second line of defence monitoring of these activities.

The Asset Management Risk Committee consisting both of the first and second line of defence is in place as the main body to ensure that risks in relation to InsingerGilissen Asset Management N.V. activities are monitored and controlled within the risk appetite.

Overlaying this process, the Internal Audit department of InsingerGilissen independently monitors the on-going adequacy and execution of this structure as the third line of defence. They report their findings directly to management of InsingerGilissen Asset Management N.V.

Key risk types relevant for InsingerGilissen Asset Management N.V. are Operational Risk and Investment Risk.

Operational risk (in the broader context as non-financial risk) is defined as the risk due to inadequate or failed internal processes or due to external events, whether deliberate, accidental or natural occurrences. Operational risk encompasses human resources risks, legal risks, tax risks, information system risks, compliance risks, risks linked to operations processing and risks related to published financial information. The regulatory environment in which the Company operates is continuously changing with existing legislation being regularly updated or new laws being implemented. Greater emphasis is being placed by regulators on integrity risks, particularly in respect of customer due diligence and transparency. The legal & compliance teams are responsible for reviewing

all changes in the legal and compliance environment, and assisting with the implementation of these changes within products, policies and processes of the Company.

An important risk relates to services provided in relation to the investment portfolios of the funds. For each fund investment guidelines are stipulated which in addition to the prospectus investment restrictions of the fund include internal investment guidelines which are stricter than the prospectus investment restrictions and/or defines the quantitative maximums. The investment team continuously monitors the operational risks to ensure that the investment portfolio is at all times in line with these investment guidelines. The risk department monitors periodically, in most cases daily, that the investment portfolios are all compliant with its respective investment guidelines. These controls include checks on bandwidth, investable universe and deviations from model portfolios. In addition, it performs periodically monthly investment instrument reviews and evaluates the investment process set up.

During the course of the year, various aspects of the administrative organisation and internal controls were reviewed. We concluded, amongst other things, that the Company has adequate written procedures of the administrative organisation and internal controls that comply with article 3:17 paragraph 2 sub c and article 9/21 4:14 first paragraph of the Dutch law on financial supervision (Wet op het financieel toezicht or Wft) and that the procedures function adequately.

Strategy

The fund offering is based on a range of specialty funds, index funds, multi manager profile funds and core funds, reflecting a diversified investment structure that is aligned with InsingerGilissen's investment process. Our funds are based on a strong alignment of investors' interests with the Company with regards to risk, investment returns and total cost of ownership. The fund offering positions the Company to benefit from distribution opportunities in the core markets of InsingerGilissen, with a specific focus on the Netherlands.

Outlook

As an investment manager, we take responsibility for the future of our planet, social environment and the generations after us. As a signatory of "Principle for Responsible Investment" we will continue our responsible (investment) policy.

For 2021, we expect economic growth globally to return as successful vaccination programs will re-open the economies. The expectation is that this will happen from Q2 this year onwards. In this process of recovery, Central Banks and governments will keep supporting the economies by keeping interest rates effectively low and providing direct lending support or guarantees in order prevent companies from defaulting. As a result company earnings will most likely show strong recoveries.

In such an environment with low interest rates for longer and a broad profit recovery should post gentle equity market returns. Admittedly equity valuations in some regions and sectors look rich, but we expect will be compensated by stronger earnings growth.

We are of the opinion that the risks in our investment portfolios are substantially reduced with a correct responsible policy.

The Covid-19 outbreak has impacted the global economy and the financial position and results of Fund managers. Recurring income from asset management can be impacted by negative general developments in the financial markets. Currently, we keep monitoring the Covid-19 developments, government decisions and/or guidelines and where appropriate (preventative) measures will be taken to ensure continuity of client servicing.

The annual financial statements are prepared on a going concern basis. Nothing has come to the attention of the directors to indicate that the Company will not continue as a going concern until the next reporting date. The financial statements have been prepared by the Management Board. The financial statements, which appear on pages 14 to 25, were signed by the directors on March 1st 2021 and authorised for issue.

M. J. Baltus

G.S. Wijnia

March 1st 2021

FINANCIAL STATEMENTS

PROFIT OR LOSS ACCOUNT

for the year ended 31 December 2020

	Notes	2020 Euro	2019 Euro
Income			
Net fee and commission income	1	9,965,369	8,001,690
		<u>9,965,369</u>	<u>8,001,690</u>
Expenses			
Recharged salaries, pension and social security expenses	2	1,542,275	1,607,372
Other expenses	3	1,117,437	1,312,345
		<u>2,659,712</u>	<u>2,919,717</u>
Result			
Result on ordinary activities before taxation		7,305,657	5,081,973
Taxation on ordinary activities		(1,826,416)	(1,280,843)
Result after taxation		<u>5,479,241</u>	<u>3,801,130</u>

BALANCE SHEET

as at 31 December 2020

(before result appropriation)

	Notes	2020 Euro	2019 Euro
Assets			
Current assets			
Cash (Receivable from related parties)	4	25,429,090	26,096,866
Receivables and accrued income	5	3,889,204	1,944,444
Total assets		29,318,294	28,041,310
Shareholder's equity and liabilities			
Shareholder's equity			
Issued and paid-up share capital	6	70,000	70,000
Other reserves		19,240,780	15,439,650
Result for the period		5,479,241	3,801,130
		24,790,021	19,310,780
Current liabilities			
Taxes and social securities	7	-	-
Other liabilities	8	904,004	992,852
Liabilities to related parties	9	3,624,269	7,737,677
		4,528,273	8,730,530
Total equity and liabilities		29,318,294	28,041,310

STATEMENTS OF CHANGES IN EQUITY

For the year ended 31 December 2020

	Share Capital	Other Reserves	Result for the year	Total
	Euro	Euro	Euro	Euro
Balance as at 1 January 2020	70,000	15,439,650	3,801,130	19,310,780
Appropriation of the result of prior year	-	3,801,130	(3,801,130)	-
Dividend	-	-	-	-
Net Profit	-	-	5,479,241	5,479,241
Balance as at 31 December 2020	70,000	19,240,780	5,479,241	24,790,021
Balance as at 1 January 2019	70,000	13,276,421	2,163,229	15,509,650
Appropriation of the result of prior year	-	2,163,229	(2,163,229)	-
Dividend	-	-	-	-
Net Profit	-	-	3,801,130	3,801,130
Balance as at 31 December 2019	70,000	15,439,650	3,801,130	19,310,780

CASH FLOW STATEMENT

	2020	2019
	Euro	Euro
Cash flows from operating activities		
Net profit	5,479,241	3,801,130
Adjustment for taxation	1,826,416	1,280,843
	<u>7,305,657</u>	<u>5,081,973</u>
Decrease/ (Increase) in operating assets		
Other assets	(1,944,760)	(1,169,135)
	<u>(1,944,760)</u>	<u>(1,169,135)</u>
(Decrease)/ Increase in operating liabilities		
Liabilities to related parties	(5,939,825)	4,488,332
Other liabilities	(88,848)	461,263
	<u>(6,028,673)</u>	<u>4,949,596</u>
Net cash inflow/ (outflow) from operating activities before payment of taxation	(667,776)	8,862,434
Taxation received/ (paid)	-	-
	<u>-</u>	<u>-</u>
Net cash inflow/ outflow from operating activities after payment of taxation	(667,776)	8,862,434
Cash flows from financing activities		
Dividend paid	-	-
	<u>-</u>	<u>-</u>
Net increase/(decrease) in cash	(667,776)	8,862,434
Cash at beginning of year	26,096,866	17,234,432
Net increase in cash	(667,776)	8,862,434
Cash at the end of year	<u>25,429,090</u>	<u>26,096,866</u>

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

For the year ended 31 December 2020

General

InsingerGilissen Asset Management N.V. ("the Company") is a public company with limited liability incorporated in the Netherlands. The address of its registered office and principal place of business is disclosed on page 2. Its registration number of the Chamber of Commerce is 33055195, seated in Amsterdam.

As of 15 December 2020 InsingerGilissen Bankiers N.V. merged with Quintet Private Bank (Europe) S.A. which owns 100% of InsingerGilissen on 15 December 2020. As from this date InsingerGilissen continues as a branch of Quintet Private Bank (Europe) S.A. and is Quintet the direct shareholder of InsingerGilissen Asset Management N.V. This merger does not affect the activities of the Company. The Company's accounts is consolidated in the Quintet Private Bank (Europe) S.A. , and ultimately consolidated in the Pioneer Holding S.A.'s consolidated accounts. The registered office of Pioneer Holding S.A. is located at 15, boulevard Roosevelt, L- 2450 Luxembourg.

The activities of the Company are not significantly impacted by seasonal influences.

Accounting policies

The annual accounts were prepared in accordance with the statutory provisions of Title 9, Book 2, of the Netherlands Civil Code and the "Wet op het financieel toezicht" ("Wft") and the firm pronouncements in the Guidelines for Annual Reporting in the Netherlands as issued by the Dutch Accounting Standards Board. The annual accounts are denominated in Euros.

Appropriation of the result

The proposed appropriation of the result for 2020 is as follows. The management board proposes to add the profit of the year of € 5,479,241 to the other reserves.

Basis of valuation of assets and liabilities

General information

Unless stated otherwise, assets and liabilities have been stated at nominal value.

The book value does not differ from the fair value.

Cash (Receivable from related parties)

The cash as referred to in the cash flow statement consists of a current account with InsingerGilissen. Cash has been stated at nominal value and are at the Company's discretionary disposal.

Maturity assets and liabilities

The booked assets and liabilities have a duration of no longer than one year.

Foreign currency

Assets and liabilities denominated in foreign currencies are translated at the rates of exchange ruling at the balance sheet date. The resulting gains or losses are recognised in the profit or loss account.

Receivables and accrued income

Receivables are initially recognised at fair value and subsequently measured at amortised cost taking into account the provision for bad debts. This item has a period shorter than one year.

Basis for determination of results**General**

Income and expenses are recorded in the year to which they relate.

Fees and commissions

Fees and commissions are generally recognised on an accrual basis when the service has been provided. Commission and fees, arising from negotiating, or participating in the negotiation of, a transaction for a third party – such as the arrangement of the acquisition of shares or other securities or the purchase or sale of businesses – are recognised on completion of the underlying transaction.

Foreign currency translation

Transactions arising in foreign currencies are translated into the functional currency at the spot exchange rate at the date of transaction. Monetary assets and liabilities denominated in foreign currencies are translated into the functional currency at the rates of exchange ruling at the balance sheet date. The resulting gains or losses are recognised in the profit or loss account.

Employee benefits

InsingerGilissen has defined contribution plans and defined benefit plans in place. The expenses of defined benefit plans relate to plans that are career-average pension schemes. The plan is related to the predecessors of InsingerGilissen and is therefore not active. No contributions except for indexation costs are carried by the InsingerGilissen. There are no contributions from personnel.

Taxation

The tax charge is calculated on the profit before taxes for the year under review in accordance with ruling tax legislation. The Company forms part of the fiscal unit headed by InsingerGilissen and is severally liable for the tax liability of the fiscal unit. The taxation recorded is the amount as if the Company was operating as a stand-alone entity. The receivable or payables relating to the taxation are due from/due to InsingerGilissen. The recorded tax is the effective tax.

Cash flow statement

The cash flow statement has been drawn up in accordance with the indirect method, making a distinction between cash flows from operating, investing and financing activities.

Cash flows in foreign currency are converted at the average exchange rates during the financial year. With regard to cash flow from operations, the net profit is adjusted for income and expenses that did not result in receipts and payments in the same financial year and for changes in provisions and accrued and deferred items (other assets, accrued assets, other debts and accrued liabilities).

Cash consist of cash and deposits with InsingerGilissen. The deposit with InsingerGilissen is recorded under the item Cash (Receivable from related parties).

Accounting estimates

The estimates and underlying assumptions are periodically assessed. Assumptions about future developments (or future developments that do not occur) may change due to market changes or circumstances arising that are beyond the control of the company. These changes in estimates will be accounted for prospectively. No significant changes have occurred compared to 2019.

NOTES

	2020	2019
	Euro	Euro
1) Net fee and commission income		
Commission and management fee income	6,160,402	4,853,376
Performance fees	3,804,967	3,148,313
Net fee and commission income	<u>9,965,369</u>	<u>8,001,690</u>

The COVID-19 pandemic has developed rapidly in 2020, impacting society and economy. The resulting impact of the virus on the operations of InsingerGilissen Asset Management N.V. was nevertheless limited as a result of robust management. Included under the line commission and management fee income are management fees, commissions received and upfront fees and payment of the fees due to InsingerGilissen for the delegation of the portfolio activities of Beheerstrategie N.V. The increase in commission and management fees is because of that for 2020 fees are earned for the Core Funds for the whole year compared to 2019 where these Funds were launched in various tranches during 2019. The increase in performance fees is due to the fact that the performance of the respective funds exceeded the High- Water Mark during the reporting period.

	2020	2019
	Euro	Euro
2) Recharged salaries, pension and social security expenses		
Salaries	1,311,141	1,373,518
Social security expenses	129,665	149,316
Pension costs	101,469	84,538
	<u>1,542,275</u>	<u>1,607,372</u>

This relates to recharged and seconded personnel.

InsingerGilissen recharged the Company € 1,542 thousand (2019: €1,607 thousand) for the provision of intragroup services and for seconded personnel. This has been recorded in the Services Agreement for the Provision of IntraGroup Services and the Secondment Agreements between InsingerGilissen and the Company.

	2020	2019
	Euro	Euro
3) Other expenses		
Recharges (1)	712,279	852,805
Information suppliers	326,327	307,739
Other (2)	78,831	151,801
	<u>1,117,437</u>	<u>1,312,345</u>

- 1) This relates to recharged expenses from the InsingerGilissen for various services performed. These services are charged at a cost-plus basis.
- 2) Included in other expenses are the fees of the external auditor EY, who perform the external auditing and assurance services for the Company.

	2020	2019
	Euro	Euro
4) Cash (Receivable from related parties)		
Bank accounts at InsingerGilissen	<u>25,429,090</u>	<u>26,096,866</u>

No interest is charged or received on the bank accounts. The receivable is freely disposable by the company.

	2020	2019
	Euro	Euro
5) Receivables and accrued income	<u>3,889,205</u>	<u>1,944,444</u>

This relates primarily to debtors and receivables from investment management.

	2020	2019
	Euro	Euro
6) Issued and paid-up share capital	<u>70,000</u>	<u>70,000</u>

The authorized capital of € 350,000 consists of 350 shares with a nominal value of € 1,000. The issued and paid up share capital amounts to € 70,000 and consists of 70 shares with a nominal value of € 1,000.

7) Taxes and social securities

In 2020 the corporate income tax payable of € 1,826,416 has been booked directly under the liabilities to related parties. Refer to note 9.

	2020	2019
	Euro	Euro
8) Other liabilities	<u>904,005</u>	<u>992,852</u>

The remaining term of the Other liabilities is less than one year.

	2020	2019
	Euro	Euro

9) Liabilities to related parties

InsingerGilissen	<u>3,624,269</u>	<u>7,737,677</u>
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The decrease compared to 2019 relates to pending InsingerGilissen Bank recharges in the last three quarters of 2019.

10) Related party transactions

The Company is controlled by Quintet Private Bank (Europe) S.A. which owns 100% of the ordinary shares and InsingerGilissen serves as a Quintet Private Bank (Europe) S.A. branch. A number of banking transactions are entered into with InsingerGilissen in the normal course of business.

The outstanding balances with related parties are separately disclosed in the balance sheet and profit or loss account.

11) Employees

Certain employees of InsingerGilissen are seconded to the Company, pursuant to an secondment agreement. The remuneration policy of the Company is based on the remuneration policy of InsingerGilissen.

In total 24 staff personnel are performing activities for the Company, consisting of two Directors, ten staff personnel responsible for the portfolio investment activities and twelve staff personnel involved for the various controls. Not all staff personnel perform full time activities for the Company. Calculated in FTE for 2020, 12.37 FTE performed activities for the Company (2019: 13.23 FTE).

The personnel cost can be split as follows (note identified staff is only the directors):

2020	Identified staff	Other employees	Total
FTE	0.91	11.46	12.37
Fixed	267,397	1,274,878	1,542,275
Total	267,397	1,274,878	1,542,275
2019	Identified staff	Other employees	Total
FTE	1.18	12.05	13.23
Fixed	287,115	1,320,257	1,607,372
Total	287,115	1,320,257	1,607,372

12) Fiscal Unity

As a member of the fiscal unity headed by InsingerGilissen for both corporate income tax and value added tax, the Company is jointly and severally liable for the tax liability of the fiscal unity.

13) Appropriation of the result

Article 19 of the articles of association states:

1. The profits accrued in a financial year, shall be at the disposal of the General Meeting. If the General Meeting does not adopt a resolution regarding the allocation of the profits prior to or at latest immediately after the adoption of the annual accounts, the profits will be reserved.
2. Distribution of profits shall be made after adoption of the annual accounts, if permissible under the law given the contents of the annual accounts.
3. The General Meeting may resolve to make interim distributions on Shares and/or to make distributions on Shares at the expense of any reserve of the Company. In addition, the Management Board may decide to make interim distributions on Shares.
4. Distributions on Shares shall be made payable immediately after the resolution to make the distribution, unless another date of payment has been determined in the resolution.
5. Distributions may be made only up to an amount which does not exceed the amount of the Distributable Equity and, if it concerns an interim distribution, the compliance with this requirement is evidenced by an interim statement of assets and liabilities as referred to in Section 2:105, subsection 4, of the Dutch Civil Code. The Company shall deposit the statement of assets and liabilities at the office of the Dutch trade register within eight days after the day on which the resolution to distribute is published.

14) Post balance sheet events

No extraordinary events occurred in the period from the balance sheet date up to the date of issuance of the financial statements.

Report on other information included in the annual report

In addition to the financial statements and our auditor's report thereon, the annual report contains other information that consists of:

- ▶ Director's report
- ▶ Other information as required by Part 9 of Book 2 of the Dutch Civil Code

Based on the following procedures performed, we conclude that the other information:

- ▶ Is consistent with the financial statements and does not contain material misstatements
- ▶ Contains the information as required by Part 9 of Book 2 of the Dutch Civil Code

We have read the other information. Based on our knowledge and understanding obtained through our audit of the financial statements or otherwise, we have considered whether the other information contains material misstatements. By performing these procedures, we comply with the requirements of Part 9 of Book 2 of the Dutch Civil Code and the Dutch Standard 720. The scope of the procedures performed is substantially less than the scope of those performed in our audit of the financial statements.

Management is responsible for the preparation of the other information, including the management board's report in accordance with Part 9 of Book 2 of the Dutch Civil Code and other information pursuant to Part 9 of Book 2 of the Dutch Civil Code.

Description of responsibilities for the financial statements

Responsibilities of management for the financial statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with Part 9 of Book 2 of the Dutch Civil Code. Furthermore, management is responsible for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

As part of the preparation of the financial statements, management is responsible for assessing the company's ability to continue as a going concern. Based on the financial reporting framework mentioned, management should prepare the financial statements using the going concern basis of accounting unless management either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so. Management should disclose events and circumstances that may cast significant doubt on the company's ability to continue as a going concern in the financial statements.

Our responsibilities for the audit of the financial statements

Our objective is to plan and perform the audit assignment in a manner that allows us to obtain sufficient and appropriate audit evidence for our opinion.

Our audit has been performed with a high, but not absolute, level of assurance, which means we may not have detected all material errors and fraud.

Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements. The materiality affects the nature, timing and extent of our audit procedures and the evaluation of the effect of identified misstatements on our opinion.

We have exercised professional judgment and have maintained professional skepticism throughout the audit, in accordance with Dutch Standards on Auditing, ethical requirements and independence requirements. Our audit included among others:

- ▶ Identifying and assessing the risks of material misstatement of the financial statements, whether due to fraud or error, designing and performing audit procedures responsive to those risks, and obtaining audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control
- ▶ Obtaining an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control
- ▶ Evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management
- ▶ Concluding on the appropriateness of management's use of the going concern basis of accounting, and based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause a company to cease to continue as a going concern
- ▶ Evaluating the overall presentation, structure and content of the financial statements, including the disclosures
- ▶ Evaluating whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation

We communicate with management regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant findings in internal control that we identify during our audit.

Amsterdam, 1 March 2021

Ernst & Young Accountants LLP

signed by A.B. Roeders