



Capital Partners
your partner for alternative investments

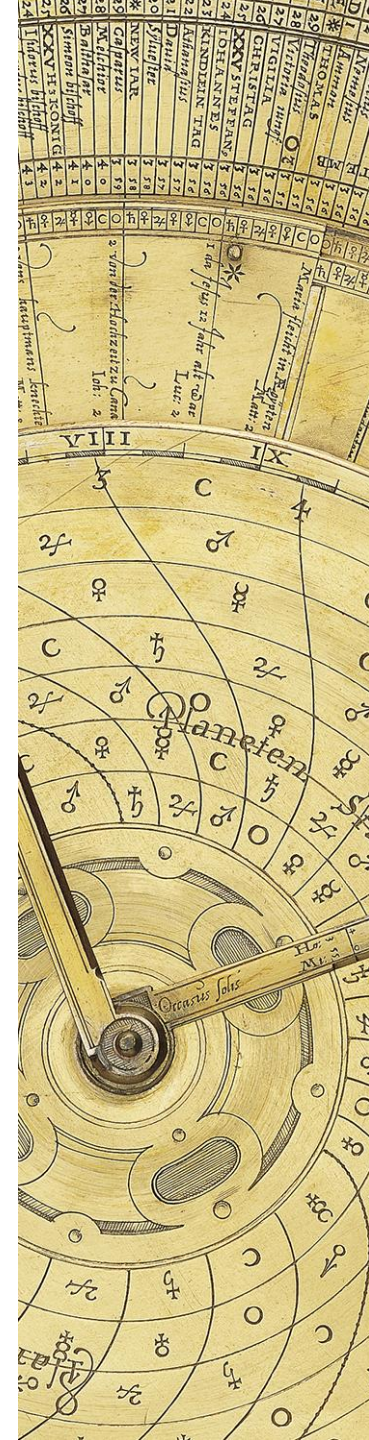
ESG integration and impact in Private Equity

Best practices, trends and developments

Mefop Seminar: *Impact Investing*: how to combine yield and new welfare needs

Rome, 3 July 2018

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Risk factors

Potential investors should carefully consider the strategy's risks. The risks include, without limitation:

- **Alternative investments are speculative, involve complex instruments, and carry a high degree of risk.** Such investments generally involve additional risks including higher levels of borrowing, limited transferability of investments, reduced investor protection, and less information to investors than would apply in major securities markets. An investment should only be made by those persons who could sustain a loss on their investment and is only suitable for professional investors.
- Investments can be subject to illiquidity, meaning there may be no buyer or seller available when the investor desires to invest or divest.
- The value of investments may be affected by uncertainties such as political developments, changes in government policies, changes in taxation, restrictions on foreign investments and currency repatriation, unfavorable exchange rate movements, and other developments in the laws and regulations of countries in which investments are made. This product may include investments in emerging markets. Emerging markets investments present heightened political risks, economic risks, credit risks, exchange rate risks, market liquidity risks, legal risks, settlement risks, market risks, shareholder risk, and creditor risk.
- Additional risks include: (i) substantial or total loss on the investment due to extensive use of short sales, derivatives and debt capital, (ii) incentives to make investments that are riskier or more speculative due to performance based compensation, (iii) volatility of returns, (iv) potential lack of diversification and resulting higher risk due to concentration, (v) high fees and expenses that may offset profits, (vi) no requirement to provide periodic pricing or valuation information to investors, (vii) complex tax structures and delays in distributing important tax information, (viii) fewer regulatory requirements than registered funds, (ix) credit risks i.e. the failure of counterparties to meet contractual financial obligations and (x) operational risk due to insufficient internal processes or systems, misbehavior of staff or external circumstances.
- With regard to private markets investments specifically, investors are required to contribute capital as and when requested, any default may trigger substantial penalties, and prior distributions to investors can be recalled, and investors may be bound to lock-up periods as lengthy as 15 years.

Important information

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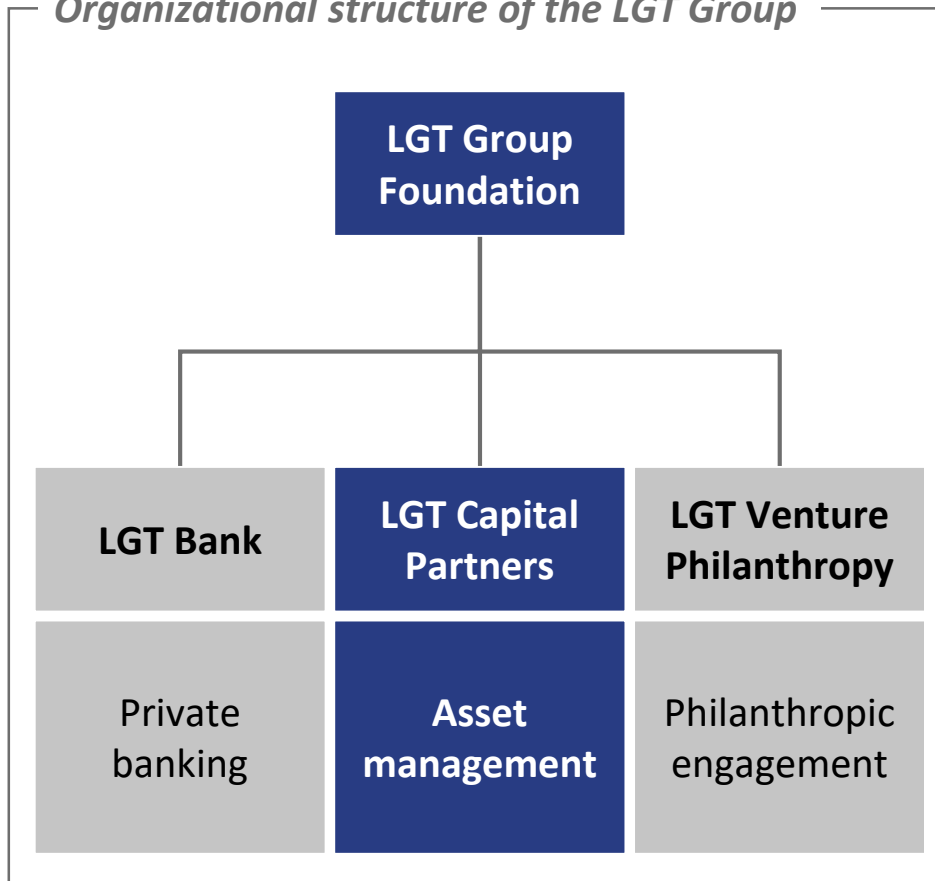
III. Concepts and tools

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Overview LGT Group

Organizational structure of the LGT Group



The worlds largest family-owned banking and asset management group with AuM above USD 200bn



Largest financial institution in Liechtenstein



Rating Moody's/Standard & Poor's: Aa2/A+



Winner of industry awards



Focus on Environmental, Social and Governance (ESG) integration in all investments



Source: LGT Capital Partners

Rating Moody's/Standard & Poor's refer to LGT Bank Ltd.

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Past performance is not a guarantee, nor an indication of current or future performance. Returns may increase or decrease as a result of currency fluctuations.

LGT Capital Partners is a global multi-alternatives platform

USD 60bn AuM

>450 staff

Privately owned



Investment competencies

Private markets

Liquid alternatives

Multi-assets

Source: LGT Capital Partners

Data as of 31 March 2018. AuM data is estimated and subject to change. Private equity and real estate assets are stated in terms of committed capital.

Please see the glossary for additional information regarding LGT Capital Partners.

With three main areas of expertise

Private markets	Liquid alternatives	Multi-assets
<ul style="list-style-type: none"> Private equity Real estate Private debt 	<ul style="list-style-type: none"> Hedge funds Alternative style premia Insurance-linked strategies 	<ul style="list-style-type: none"> Multi-asset/multi-alternative solutions Specialized fixed income Sustainable equities
<i>Return enhancement</i>	<i>Diversifying strategies</i>	<i>Stable returns</i>

ESG/Sustainable investing



LGT Capital Partners
Alternatives Fund House
of the Year



LGT Capital Partners
Alternatives Manager of
the Year



WINNER OF THE 2017
THOMSON REUTERS
LIPPER FUND AWARDS



LGT Capital Partners
Private Equity Fund of Funds
Manager of the Year



Source: LGT Capital Partners

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Sophisticated institutional investor base

>500 clients

37 countries

Insurance companies



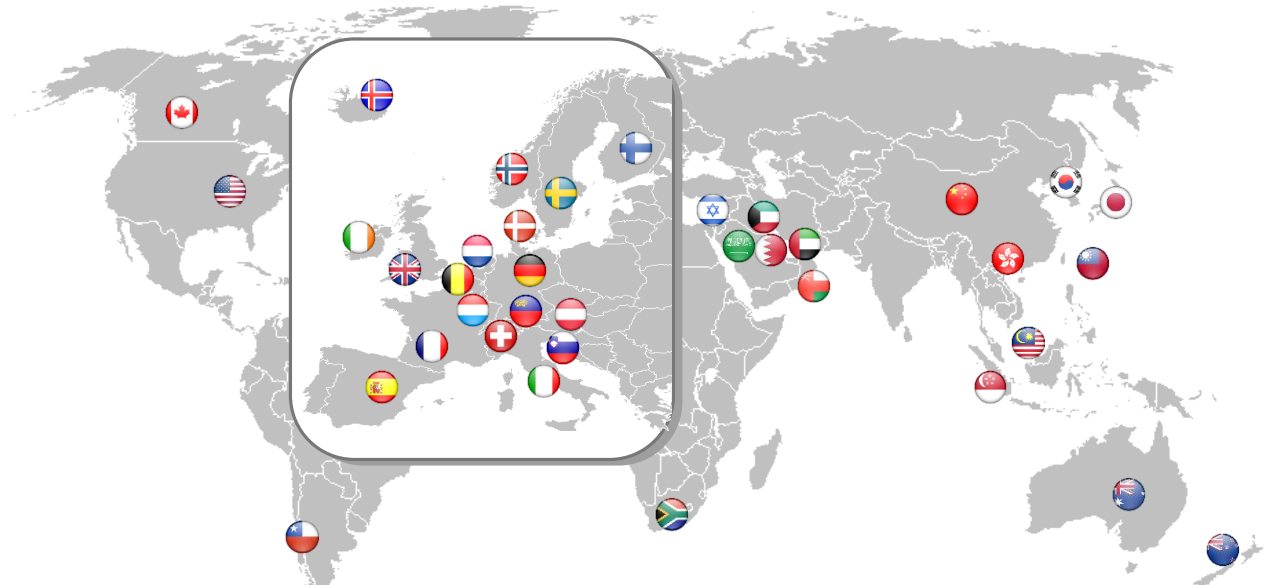
Endowments



Corporate/industry-wide pension funds



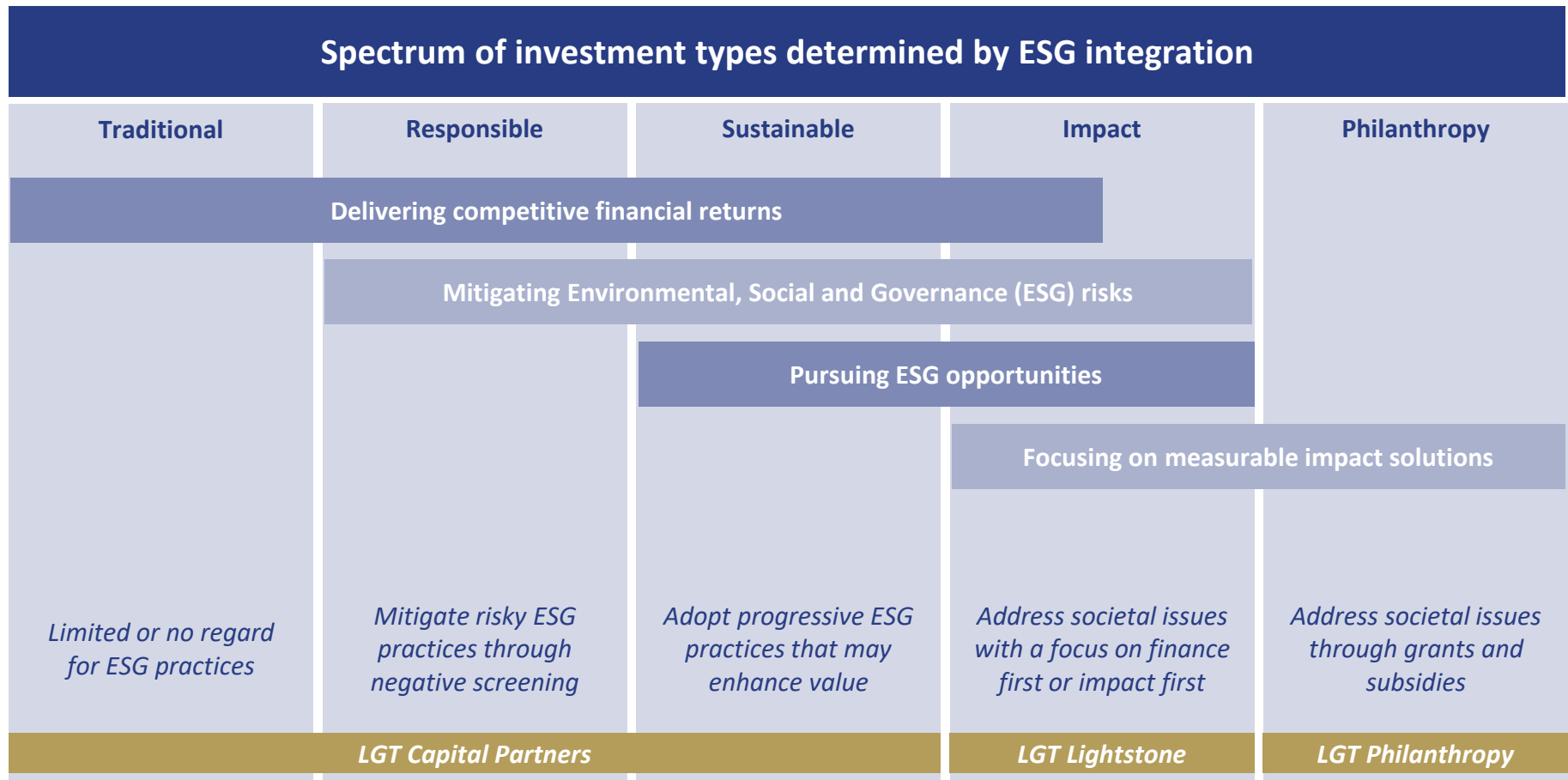
Government related funds



Source: LGT Capital Partners

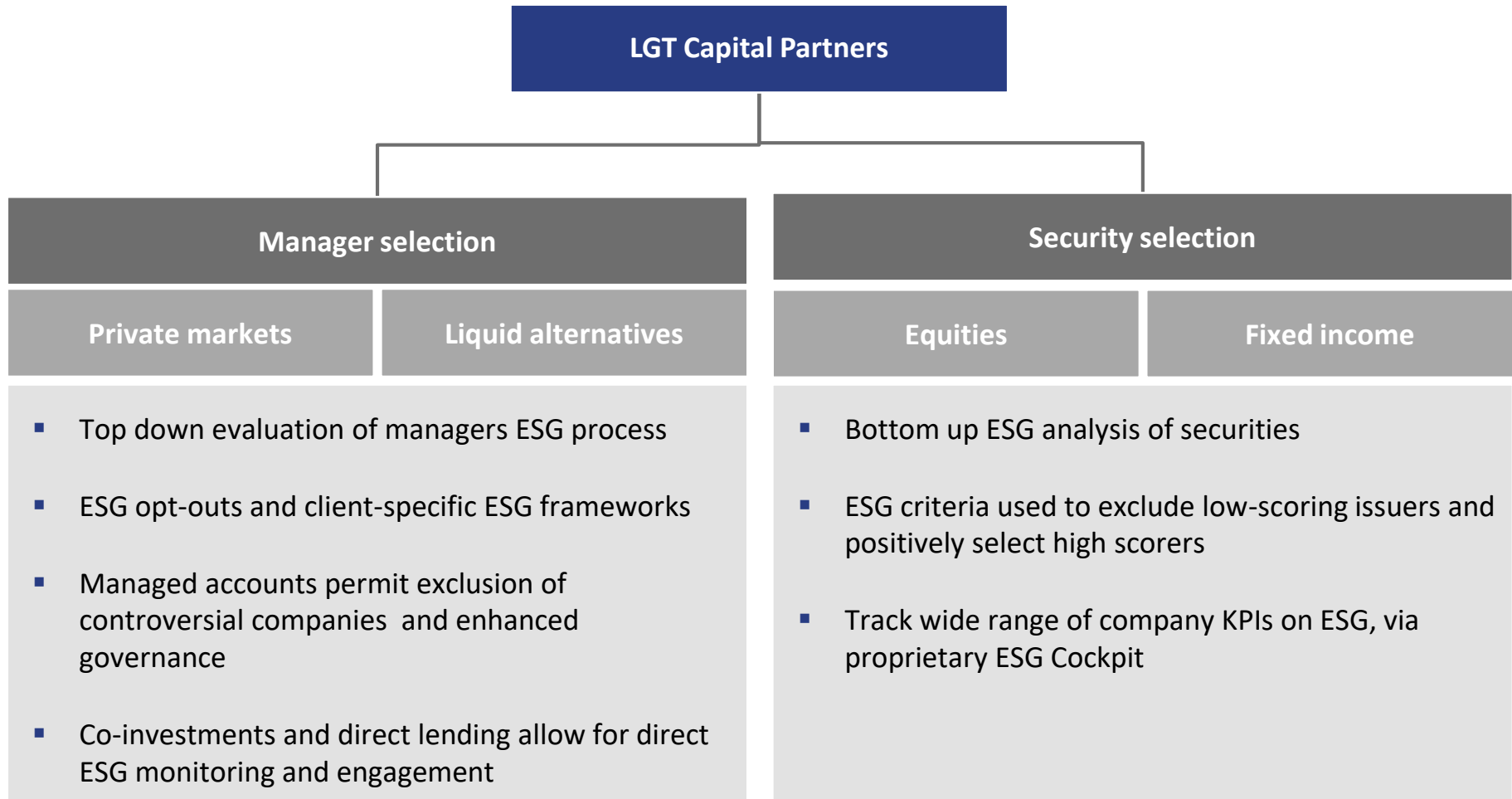
Clients listed include direct clients of LGT Capital Partners and investors in funds managed or advised by it. Clients listed were selected to demonstrate the extensive types of clients served by LGT Capital Partners. Inclusion in the list does not indicate approval or disapproval by any of the clients of LGT Capital Partners, or the services rendered by LGT Capital Partners to the relevant client.

What is our definition of ESG and Sustainable investing?



Source: interpretation of Bridges Ventures 2016, European SRI study 2012, C-Change analysis

LGT Capital Partners has specific ESG processes for each asset class



Source: LGT Capital Partners

LGT CP's Tycho Sneyers serves on the PRI board of directors

- Tycho Sneyers, managing partner and chairman of the firm's ESG Committee, was elected to the PRI board for a 3-year term
- He brings specific Private Equity experience to the PRI Board including 15 years of ESG integration into alternative assets
- Serving on the board enables us to help shape global ESG practices and influence the PRI strategy
- LGT Capital Partners has collaborated with fellow asset managers in four different PRI working groups over the years



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ESG integration through manager assessments

- ESG is integrated into our investment processes (full cycle from due diligence to exit)
- Based on annual ESG assessment of our private equity (PE) and hedge fund (HF) managers
- 2018 assessment covers 202 PE managers and 44 HF managers across the US, Europe and Asia
- Provides a snapshot of how ESG is being integrated into our portfolios and measures progress over time

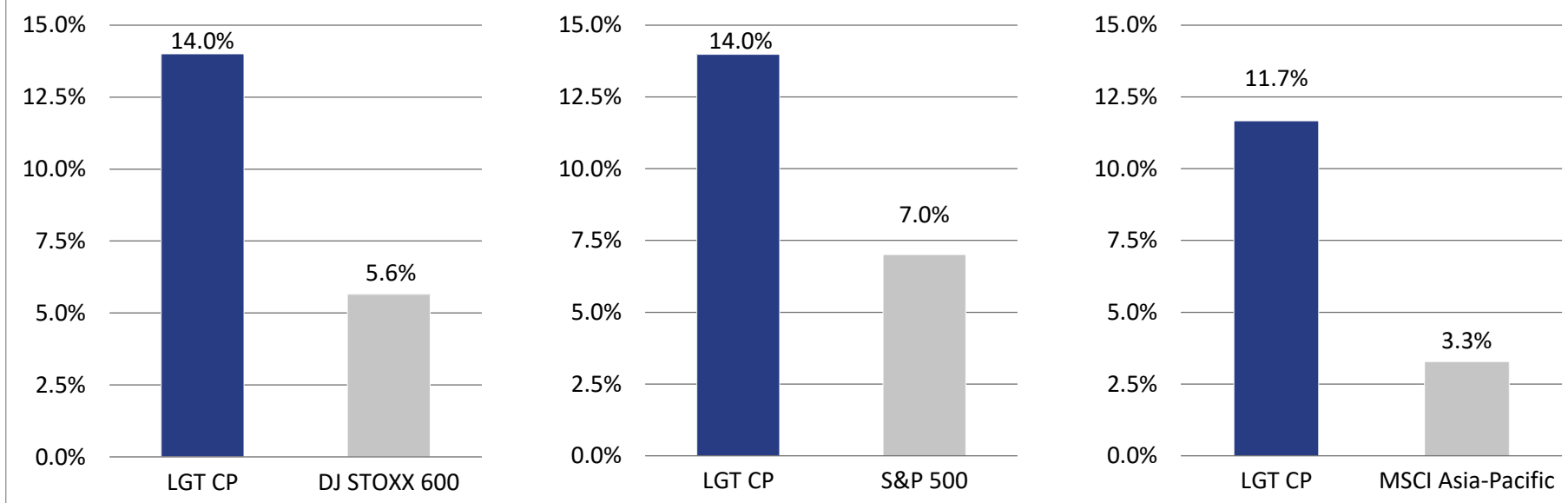


Source: LGT Capital Partners

And a proven track record spanning 20 years of experience

Europe		US		Asia-Pacific	
Amount committed	EUR 10.4bn	Amount committed	USD 6.3bn	Amount committed	USD 2.6bn
Number of funds	406 funds	Number of funds	326 funds	Number of funds	192 funds

LGT CP track record by geography vs. public benchmarks (by IRR)

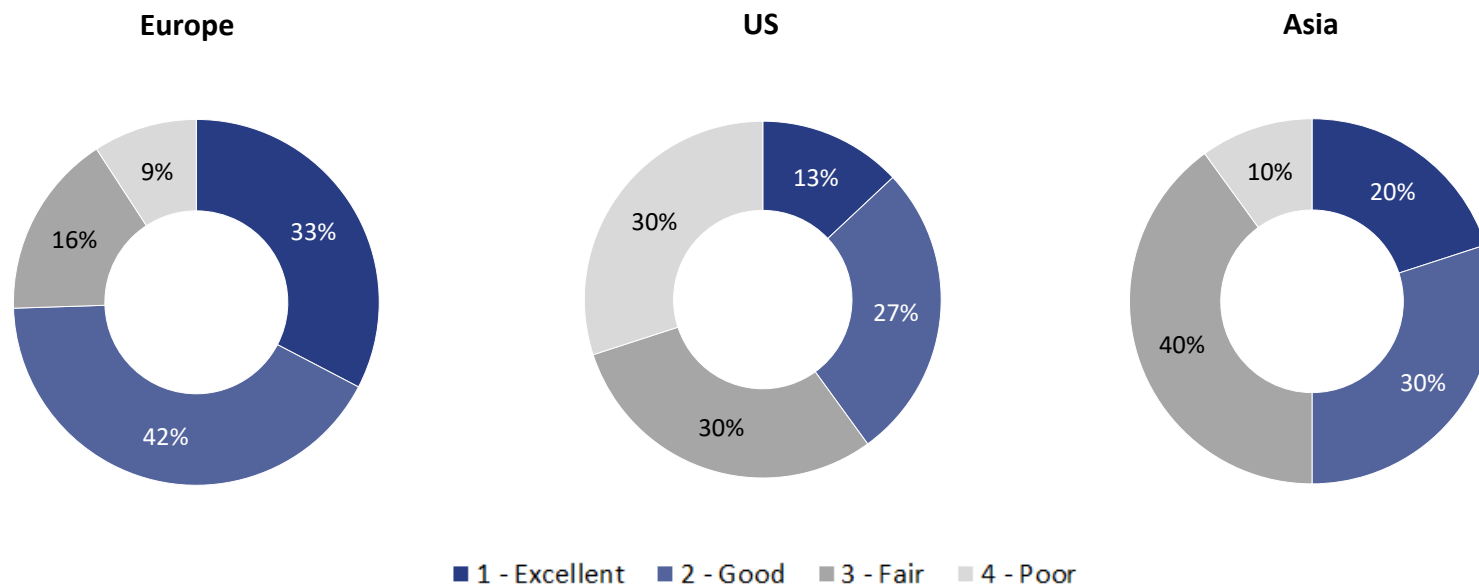


Performance data of LGT CP private equity (primaries and secondaries) since inception, by IRR net of all fees, expenses and carried interest charged by underlying funds; gross of LGT CP fees, as per 30 June 2017, based on latest valuations received. Gross return does not include management fees, other fees and expenses, which will reduce performance to investors. European buyout track record calculated in EUR, US buyout and Asia-Pacific track record calculated in USD. LGT CP's strategy in Asia-Pacific include investments in buyouts and venture. Public equity market benchmark assumes identical monthly cash flows as private equity portfolio (performance index, includes dividends, as of 30 June 2017). LGT CP does not hedge currency exposures in these funds. LGT CP provides currency exposures to its investors, and investors may independently use this information as part of a client's own hedging program. The performance returns include bridge facility which is used for cash flow management purposes. Performance may have been materially different, had the bridge facility not been used. Source: LGT Capital Partners. Similar investment may not be made. These investments use a similar strategy and a similar investment team. **Past performance is not a guarantee, nor an indication of current or future performance. Returns may increase or decrease as a result of currency fluctuations.**

European managers perform best, followed by Asian managers

- Europe continues to lead, with 75% of managers now having excellent or good ESG processes in place
- US managers have been the slowest to adopt ESG practices, with just 40% achieving a rating of 1 or 2
- Asia continues to gain ground, as 50% of managers now have similarly well-developed approaches to ESG

Manager ESG ratings by region in 2018



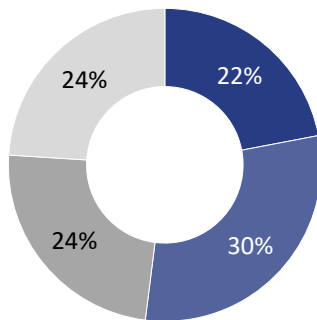
Source: LGT Capital Partners

Fund size is still a major factor in ESG uptake

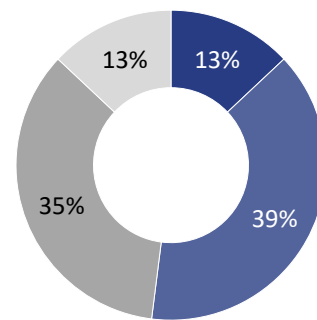
- Larger managers tend to have better developed ESG processes in place, given their greater team resources for specialized functions
- Even so, our small managers have made improvements in the ESG practices since last year's survey

ESG ratings by size of funds (EURm)

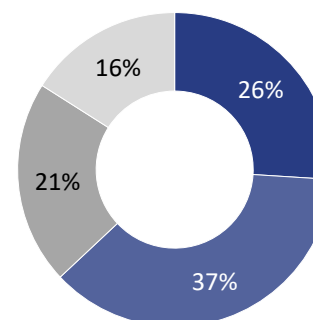
Small managers
(funds below EUR 500m)



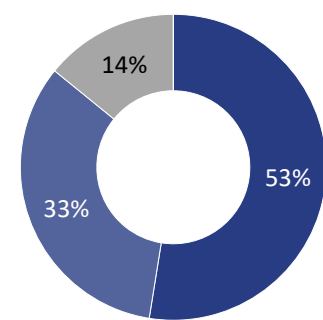
Middle market managers
(funds EUR 500m – 1.5bn)



Large managers
(funds EUR 1.5–5bn)



Mega managers
(funds above EUR 5bn)

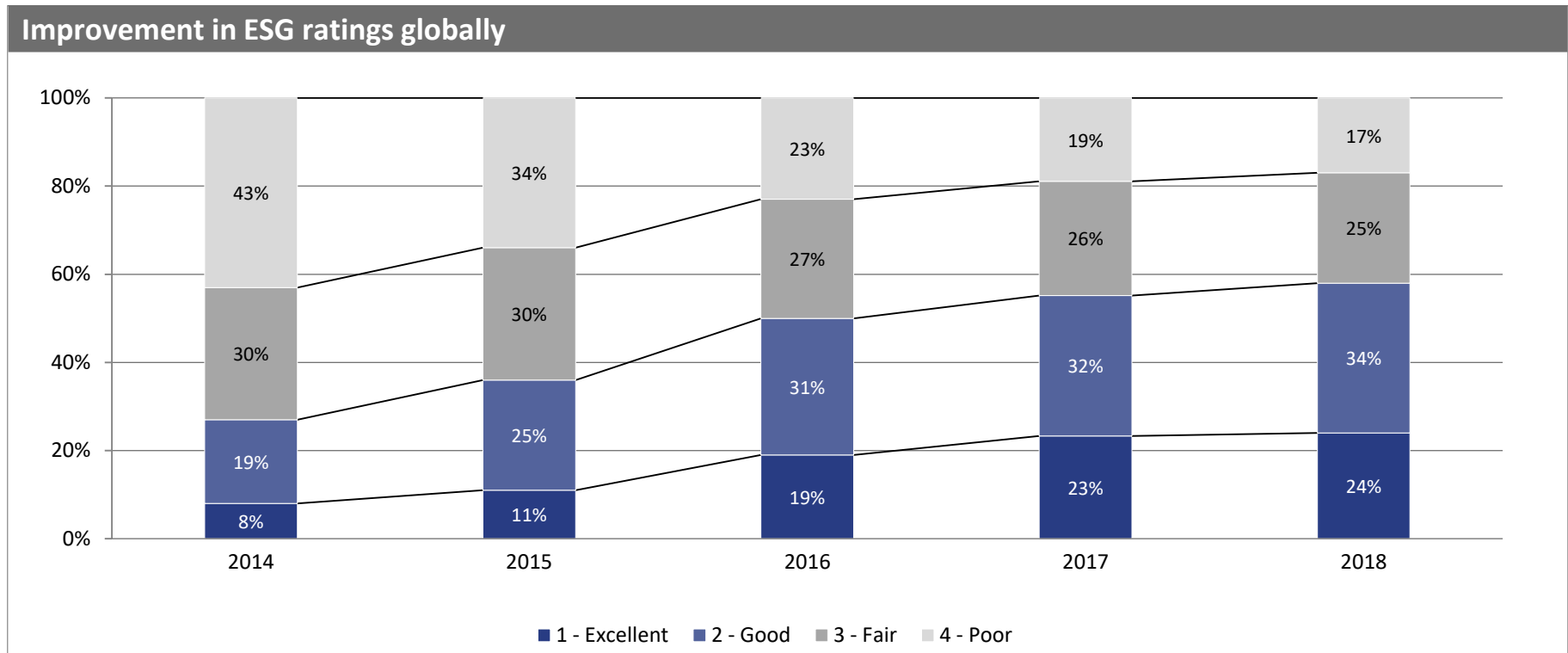


■ 1 - Excellent ■ 2 - Good ■ 3 - Fair ■ 4 - Poor

Source: LGT Capital Partners

Multi year manager engagement has paid off

- 58% of managers are now rated 1 or 2, reflecting steady progress on a longer trend
- Managers with a rating of 4, indicating effectively no action on ESG, have decreased to 17% of the total
- Less significant changes in ESG ratings in recent years



Source: LGT Capital Partners

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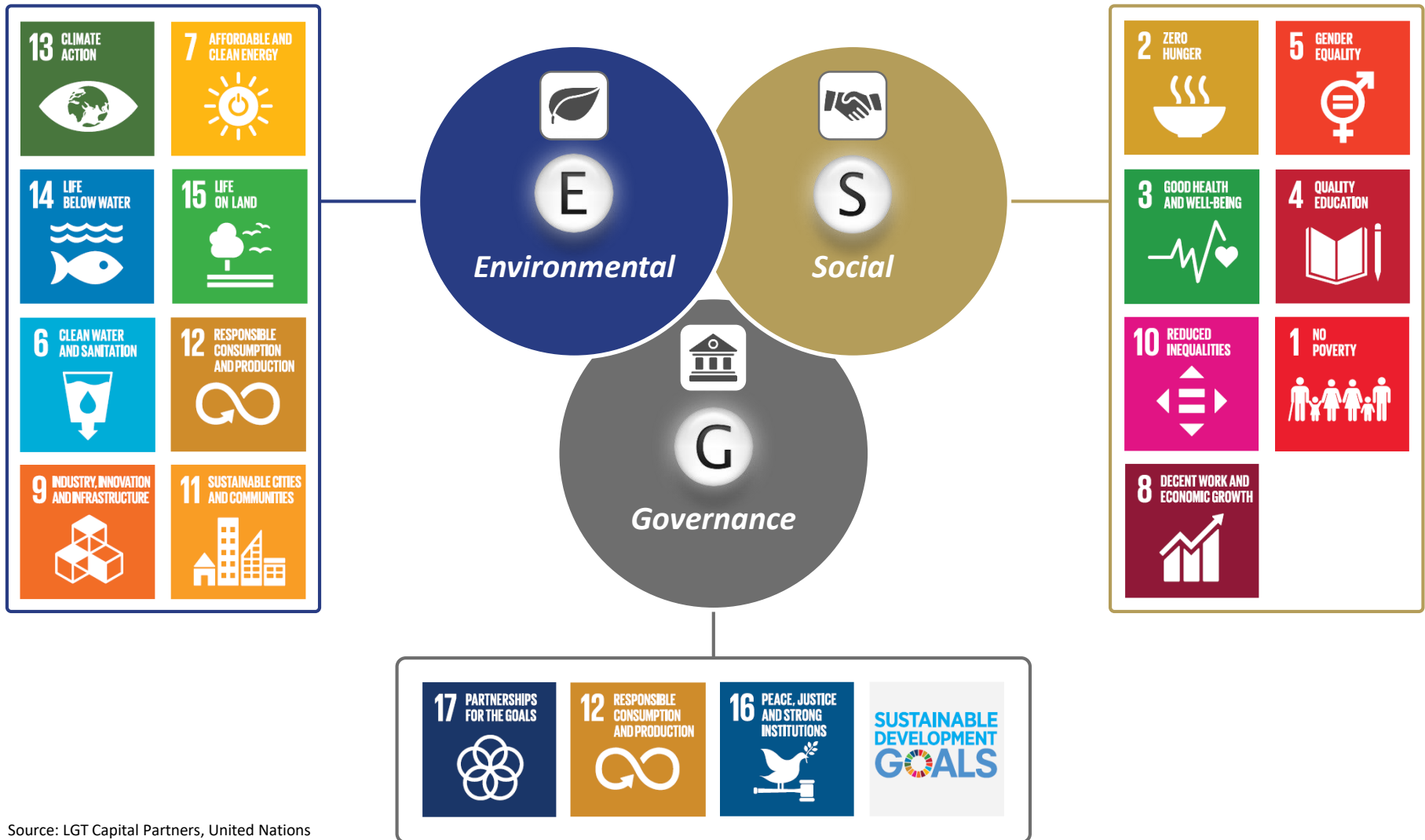
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Private equity is well suited to addressing the SDGs



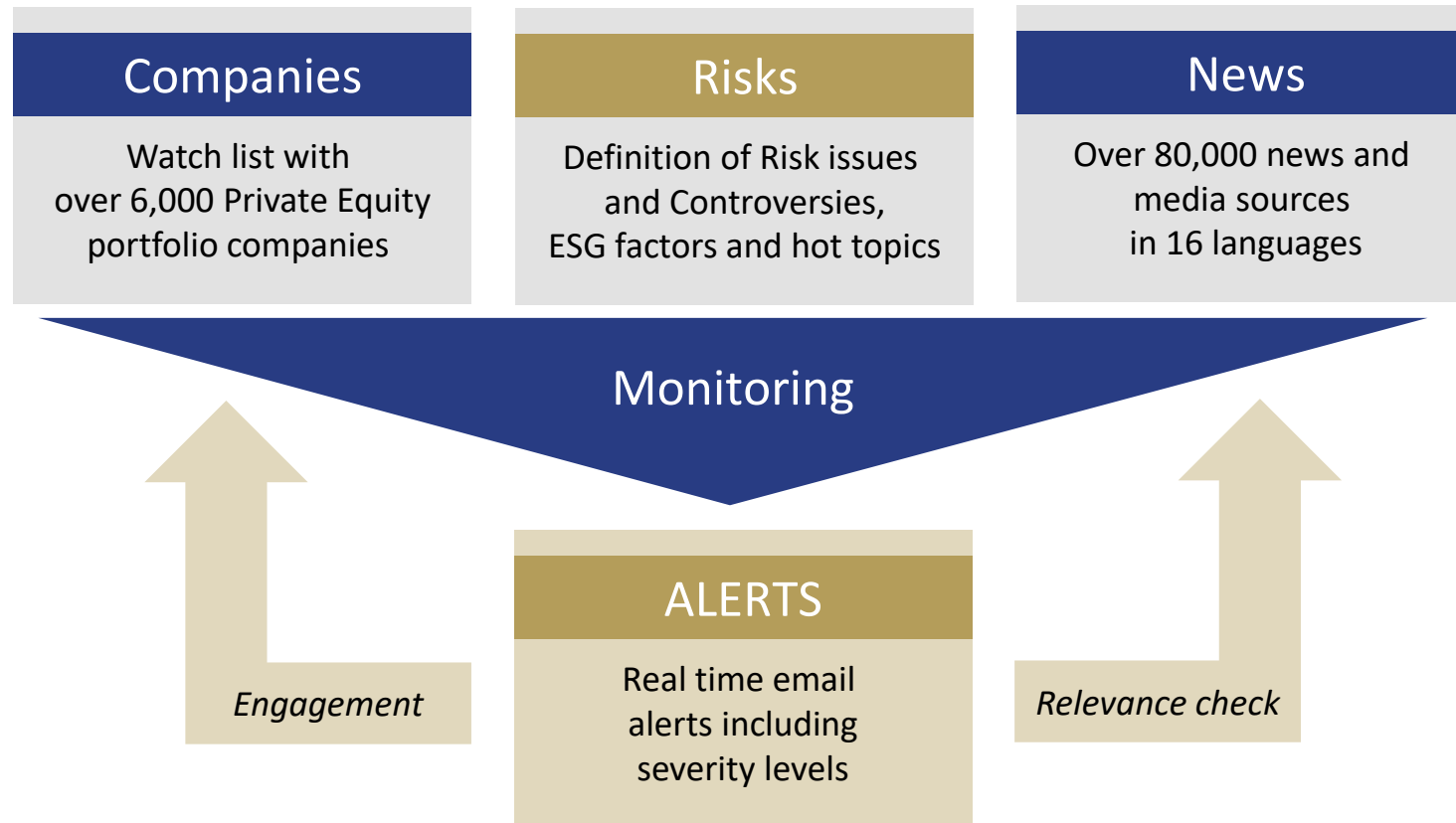
Source: LGT Capital Partners, sustainabledevelopment.un.org

The Sustainable Development Goals bring ESG to next level



Source: LGT Capital Partners, United Nations

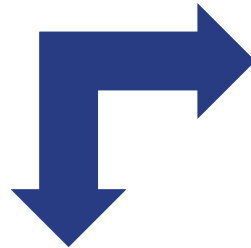
Monitoring tool for ESG risks and controversies at company level



Source: LGT Capital Partners, RepRisk

Next step: Mapping PE ESG KPIs to SDGs

Establish links between
SDG contributions
and ESG KPI items



Target 4.4

By 2030, substantially increase the number of youth and adults who have relevant skills, including technical and vocational skills, for employment, decent jobs and entrepreneurship




Possible relevant business actions to help achieve this target:

- Respecting the universal right to work, which includes the right of everyone to have the opportunity to gain his or her living by work which he or she freely chooses or accepts, and taking appropriate steps to safeguard this right.
- Offering technical and vocational guidance and training programs, ensuring that company-supported education and vocational training programs are equally available and accessible to all groups.
- Providing incentives for employees to obtain extra qualifications or continue their education.
- Engaging with educational institutions to develop or support programs for vocational training, employment skills and educational development, and improving teaching technical skills through providing innovative solutions – complementing rather than substituting government and public sector action.
- Influencing the supply chain to adopt similar practices. Paying fair share of taxes to help finance national educational services.

LGT ESG Cockpit

-  Environmental
-  Social
-  Governance

Social

-  Labor Conditions
-  Health & Safety
-  Human Resources

Quantitative data

Turnover of Employees 	50.0	40%	12%	2016
Salaries and Wages 	(e) 74.7	50%	50'147	2016
Average Training Hours 	85.9	10%	38.8	2016

Qualitative data

Internal Promotion 	17%	Y	2016
Management Departures 	33%	Y	2016
Training and Career Development Processes/Policy Career Development 	17%	Y	2016
Training and Career Development Processes/Policy Skills Training 	17%	Y	2016
Management Training 	17%	Y	2016

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Sustainable and social impact investing

ESG as an integral part of LGT Capital Partners

- Investment process aligned to six principles of UN PRI
- Chairman of LGT Capital Partners' ESG Committee serves on the PRI Board



- Committed to UN Global Compact (human rights, labor, environment and anti-corruption)



- Partner with GES to screen portfolios for companies that produce controversial weapons



Supporting LGT Lightstone and LGT Venture Philanthropy

Education

Agriculture & Forestry

ICT



Health & Sanitation

Renewable Resources

- More than 50 organizations supported
- Improved quality of life of approx. 5 million people
- Built local teams and invested in six regions
- Case study: 1.1 million children with improved learning outcomes
- Case study: 300,000 solar power units of M-KOPA sold in 2016 (target: 1 million sold by 2018)

LGT Lightstone and LGT Venture Philanthropy support innovative, scalable solutions that create high impact since 2007



Vision

“All human beings should be able to live under dignified conditions and be given a fair chance for personal development in their lives.”

Prince Max von und zu Liechtenstein, CEO LGT

Mission

Improve the **quality of life** of disadvantaged people
Contribute to **healthy ecosystems**
Build resilient, **inclusive and prosperous communities**

translate into two complementary approaches

Impact Investing
implemented through:

LGT Lightstone - Scaling impactful returns



Venture Philanthropy
implemented through:

LGT Venture Philanthropy - Scaling positive impact



LGT Group's commitment further reflected in the work of LGT Venture Philanthropy

>56 organizations supported

local in 6 regions

36 staff

- LGT Venture Philanthropy (LGT VP) was founded in 2007 with the objective to invest capital efficiently to create positive social impact
- Mission to increase the sustainable quality of life of less advantaged people
- Supports strongly growing organizations that benefit the poor by applying private equity principles
- One of the world's leading social impact investing organizations
- Built local teams and invested in six regions worldwide
- Investing on behalf of institutional, private clients and the Liechtenstein Princely Family

Education



Health & Sanitation



Agriculture & Forestry



Renewable Resources



ICT



Note: data as of 30 June 2016

Source: LGT Capital Partners/LGT Venture Philanthropy

Improving the quality of life of less advantaged people



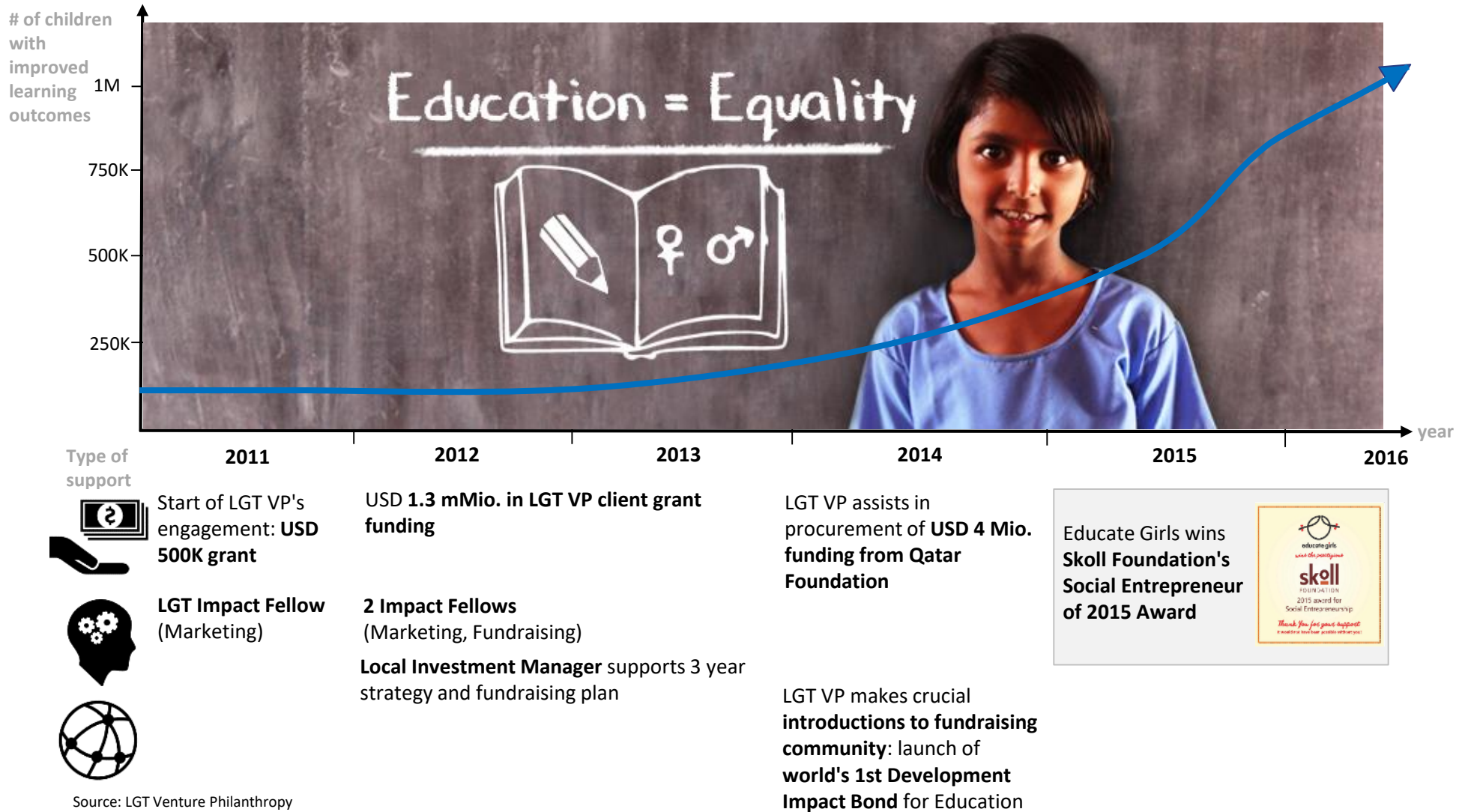
3.8 million

*Less advantaged
people positively
impacted*



Source: LGT Venture Philanthropy

The number of children reached has grown from 250,000 to 1.1 million in 2016



Source: LGT Venture Philanthropy

How we have contributed to M-KOPA's growth

Impact (# units sold)



M-KOPA's screening

37,000 equity and 500,000 debt investment

USD 1m client debt co-investment

One debt tranche fully paid

Debt investment

Issuance of 1st M-KOPA Loan Note; becomes lead equity and debt investor

2nd M-KOPA Loan Note

Permanent on-site support from Investment Manager

2 LGT Impact Fellows
Legal & strategy; product development

LGT Impact Fellow
Lead systems engineer

Impact targets

- 1 million units sold by 2018
- 1'450 agent distributors
- 5 program countries

M-KOPA Solar wins Bloomberg New Energy Finance Award

M-KOPA Solar wins Zayed Future Energy Prize



Source: LGT Venture Philanthropy

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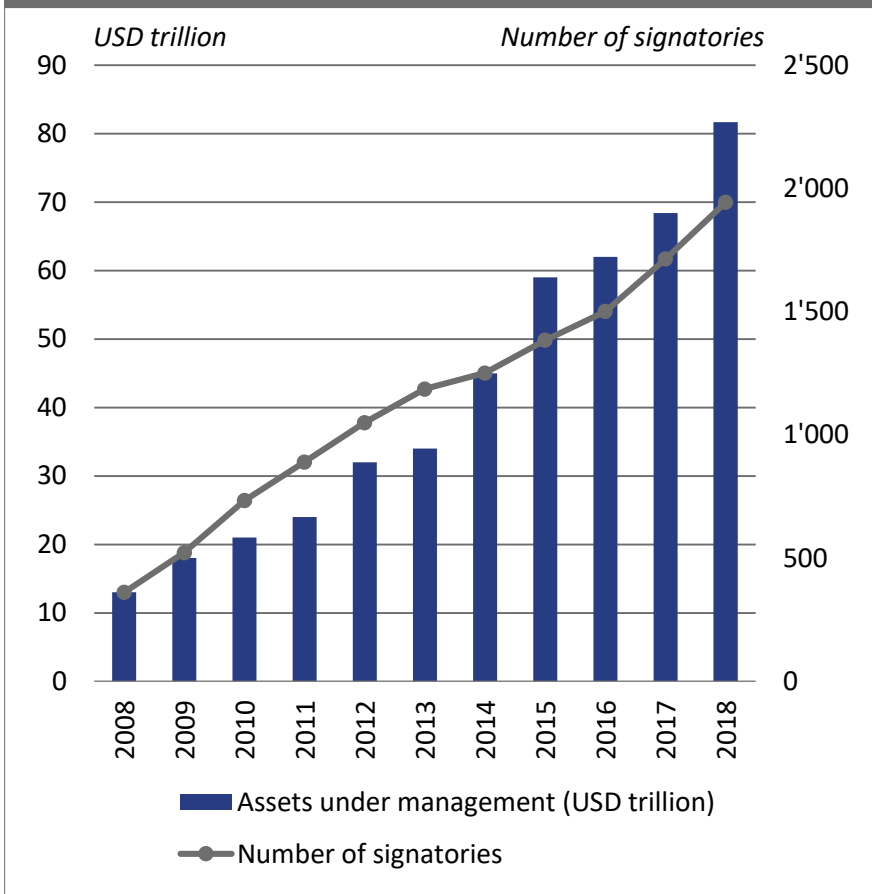
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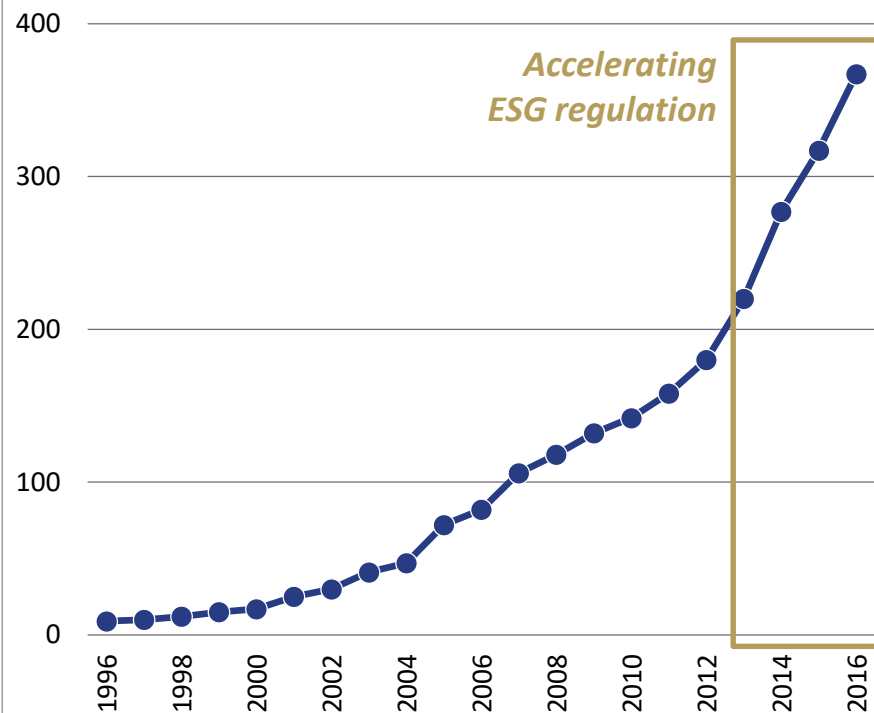
ESG is gaining in importance

1,900+ PRI signatories represent USD 82 trillion AuM



ESG is high on government agendas worldwide

Cumulative number of policy interventions per year

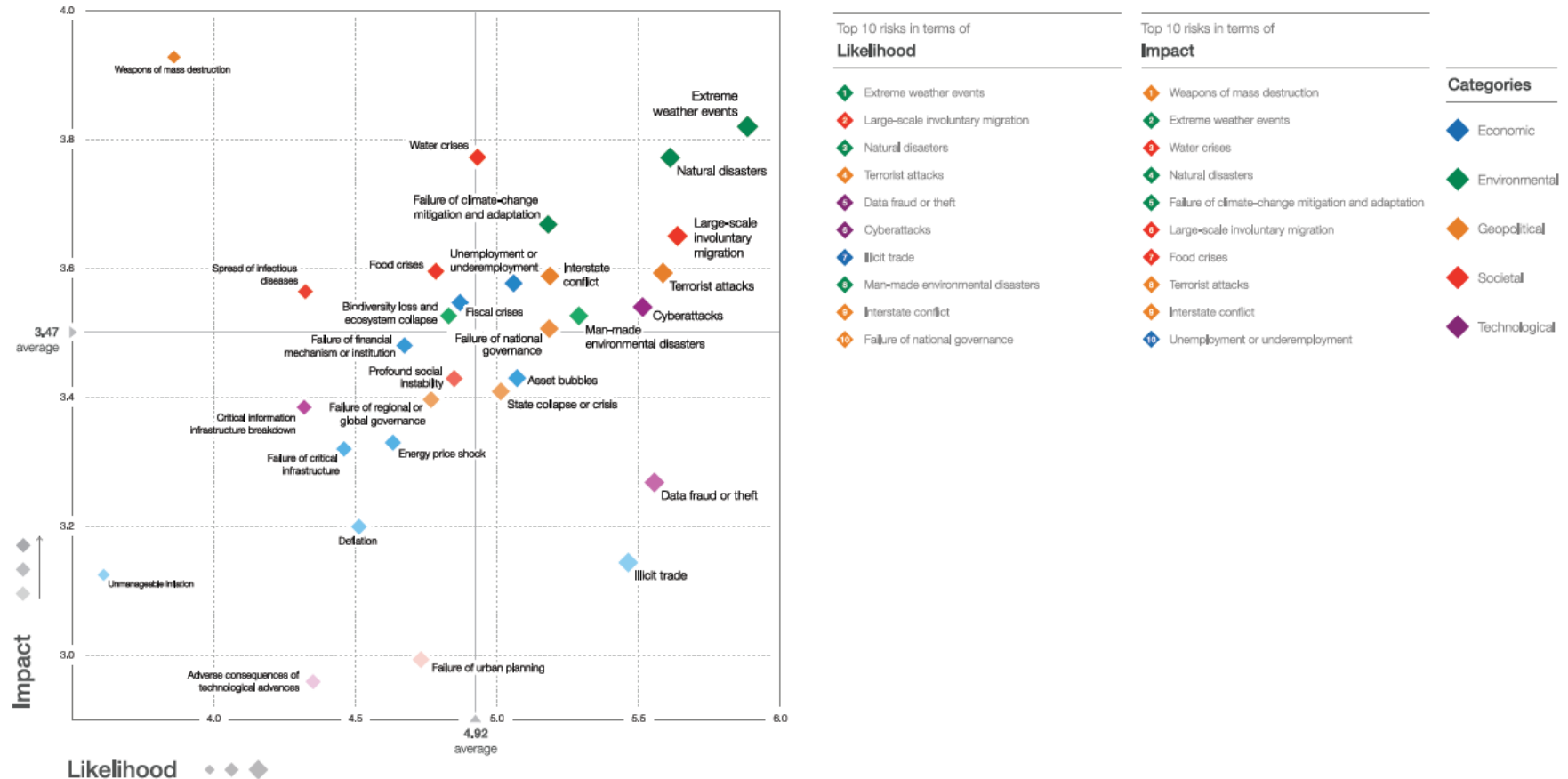


Source: PRI; left chart: PRI April 2018; right chart: PRI/MSCI Global Guide to Responsible Investment Regulation, 2016

The principles of responsible investment include six principles that offer guidelines to include sustainability criteria into the investment and decision-making process.

Global leaders identify biggest risks are ESG related

Key global risks identified by 750 business and political leaders



Source: World Economic Forum, Global Risks Report 2017

Survey respondents were asked to assess the likelihood of the individual global risk on a scale of 1 to 7, 1 representing a risk that is not likely to happen and 7 a risk that is very likely to occur. They also assess the impact on each global risk on a scale of 1 to 5 (1: minimal impact, 2: minor impact, 3: moderate impact, 4: severe impact and 5: catastrophic impact).

Growing number of regulations on ESG

UK

The Stewardship Code is overseen by the Financial Reporting Council (FRC). The code is supported by Conduct of Business Rule 2.2.31, which requires funds managed for professional clients to disclose the nature of their relationship to the code, or the alternative strategies in place. The FRC publishes statements of commitment to the code on its website and announced that in 2016 it would begin publicly ranking signatories based on the quality of their disclosures against the code.

UK

The Occupational Pension Schemes (Investment) Regulation requires pension funds' Statement of Investment Principles to cover "the extent (if at all) to which social, environmental or ethical considerations are taken into account in the selection, retention and realisation of investments; and their policy (if any) in relation to the exercise of the rights (including voting rights) attaching to the investments."

NORWAY

The Government Pension Fund's mandate commits the fund to upholding principles based on the UN Global Compact, the OECD Principles of Corporate Governance and the OECD Guidelines for Multinational Enterprises, as well as considering environmental factors in management of the real estate portfolio. The fund is also subject to an exclusions list.

PENSION FUND REGULATIONS

STEWARDSHIP CODES

CORPORATE DISCLOSURE GUIDELINES

SWEDEN

The National Pension Insurance Funds (AP Funds) Act notes that environmental and ethical considerations must be taken into account without compromising returns.

KAZAKHSTAN

Stock Exchange (KASE) listing rules (2009) must include information on social and environmental liabilities and corporate governance structure.

SOUTH KOREA

The National Pension Act of Korea requires the National Pension Scheme to consider ESG issues and declare the extent to which they are taken into account.

JAPAN

The Principles for Responsible Institutional Investors considers stewardship and ESG integration. It is overseen by the Financial Services Agency (FSA) which encourages adopters to publicly disclose adoption of the Principles on their own websites. The FSA also collates signatories to the code on its own website. They have established the "Follow up council" to monitor implementation.

SOUTH KOREA

The Financial Services Commission's Green Posting System (2012) requires firms to post their greenhouse gas emissions and energy usage. Companies listed on the Korean Stock Exchange (KSE) must include this information in their annual reports.

SINGAPORE

In 2016, Stewardship Asia launched Singapore's Stewardship Principles (SSP) for Responsible Investors. It references ESG issues as appropriate topics for engagement.

GERMANY

Insurance Supervision Act, Occupational Pension Schemes requires pension funds to disclose to scheme members if and how ESG issues are taken into account.

INDIA

Business Responsibility Report regulation is set out by Securities and Exchange Board of India (SEBI) with National Stock Exchange of India (NSE) and Bombay Stock Exchange (BSE) responsible for its implementation.

SOUTH AFRICA

Johannesburg Stock Exchange's (JSE) listing rule mandates the adoption of the Institute of Directors' King Code which requires integrated reporting.

EUROPEAN UNION

Pending transposition into member state law, the revised Occupational Retirement Provision Directive (IORP II) will require European occupational pension funds to disclose how they consider ESG issues in their investment approach through a Statement of Investment Policy Principles and establish risk management processes for emerging ESG issues.

CANADA

Ontario Pension Benefits Act, Reg. 909 requires pension funds in Ontario to disclose in their investment policies "information about whether environmental, social and governance factors are incorporated into the plan's investment policies and procedures and, if so, how those factors are incorporated."

BRAZIL

Resolution Nr. 3.792/2009 Article 16, § 3rd., VIII requires pension funds to disclose in their investment policies if social and environmental responsibility is factored into investment policies.

PENSION FUND REGULATIONS **STEWARDSHIP CODES** **CORPORATE DISCLOSURE GUIDELINES**

Source: PRI/MSCI Global Guide to Responsible Investment Regulation, 2016

The EU is taking center stage with an ambitious Action Plan

1. Classification system for sustainable activities (or taxonomy)
2. Creating standards and labels for green financial products
3. Fostering investments in sustainable projects
4. Incorporating sustainability into financial advice
5. Developing sustainability benchmarks
6. Better integrating sustainability in ratings and research
7. Clarification of duties for investors and asset managers
8. Incorporating sustainability in prudential requirements
9. Strengthening sustainability disclosure and accounting rule-making
10. Sustainable corporate governance (avoiding short-termism)



Glossary

AB	Advisory board
AI	Alternative investments
AuM	Assets under Management
Benchmarks and indices	Benchmarks and indices are shown for illustrative purposes only, are not available for direct investment, are unmanaged, assume reinvestment of income, and have limitations when used for comparisons because they have volatility, credit, or other material characteristics (such as number and types of securities) that are different from the product.
CTA	Managed futures/Commodity trading advisers
ESG	Environmental, Social and Governance
FoF	Fund of funds
GES	Global Engagement Services
GTAA	Global tactical asset allocation
HF	Hedge funds
HFRI	Hedge fund indices
ILS	Insurance-linked strategies
LGT Capital Partners includes	LGT Capital Partners (“LGT CP”) includes LGT Capital Partners Ltd., LGT Capital Partners (Asia-Pacific) Limited, LGT Capital Partners (Australia) Pty Limited, LGT Capital Partners (Dubai) Limited, LGT Capital Partners (FL) Ltd., LGT Capital Partners (Ireland) Limited, LGT Capital Partners (Japan) Co., Ltd., LGT Capital Partners (U.K.) Limited, LGT Capital Partners (USA) Inc., LGT European Capital Ltd., LGT ILS Partners Ltd., LGT Investment Consulting (Beijing) Ltd., and LGT Investment Partners Ltd., ECAS Agent SAS
LGT Group endowment (or Princely Strategy)	The LGT Group endowment (or Princely Strategy) follows the same investment approach to that used for the Princely Family of Liechtenstein. This investment strategy invests in a broad range of investment opportunities worldwide. The investments are often made indirectly via the active selection of global asset managers.
L/S	Long/Short
PE	Private equity
UN	United Nations
UN PRI	United Nations Principles for Responsible Investing

Contact details

Pfaffikon (Switzerland)

LGT Capital Partners Ltd.
Schuetzenstrasse 6, P.O. Box
CH-8808 Pfaffikon
Phone +41 55 415 9600

New York

LGT Capital Partners (USA) Inc.
30th Floor
1133 Avenue of the Americas
New York, NY 10036
Phone +1 212 336 0650

Dublin

LGT Capital Partners (Ireland) Limited
Third Floor
30 Herbert Street, Dublin 2
Phone +353 1 433 7420

London

LGT Capital Partners (U.K.) Limited
1 St. James's Market
London SW1Y 4AH
Phone +44 20 7484 2500

Vaduz (Liechtenstein)

LGT Capital Partners (FL) Ltd.
Herrengasse 12
FL-9490 Vaduz
Phone +423 235 2525

Sydney

LGT Capital Partners (Australia) Pty
Limited
Level 36, Governor Phillip Tower
1 Farrer Place
Sydney NSW 2000
Phone +61 2 8823 3301



London

LGT European Capital Ltd.
1 St. James's Market
London SW1Y 4AH
Phone +44 20 7484 2500

Paris

LGT European Capital Ltd.
37 Avenue Pierre 1er de Serbie
75008 Paris
Phone +33 1 40 68 0666

Dubai

LGT Capital Partners (Dubai) Limited
Office 7, Level 3, Gate Village 10
Dubai International Financial Centre
P.O. Box 125115
Dubai, United Arab Emirates
Phone +971 4 401 9900

Beijing

LGT Investment Consulting (Beijing) Ltd.
Room 1516, China World Tower 1
1 Jianguomenwai Ave
Chaoyang District
Beijing, P.R. China 100004
Phone +86 10 6505 8225

Hong Kong

LGT Capital Partners (Asia-Pacific) Limited
4203 Two Exchange Square
8 Connaught Place Central
G.P.O. Box 13398
Hong Kong
Phone +852 2522 2900

Tokyo

LGT Capital Partners (Japan) Co., Ltd.
17th Floor, Stage Building
2-7-2 Fujimi, Chiyoda-ku
Tokyo 102-0071
Phone +81 3 6272 6442

www.lgtcp.com / lgt.cp@lgt.com