



LA FRANÇAISE

UCITS

covered by Directive 2009/65/EC

# PROSPECTUS

## La Française Convertibles 2020

Mutual Fund

### 1. General information

#### 1.1 Legal form of the UCITS

**Name:**

La Française Convertibles 2020

**Legal form and Member State in which the UCITS has been set up:**

Fonds Commun de Placement [mutual fund] under French law

**Launch date and scheduled duration:**

26/11/2008 - 99 years

**Date of approval by the French Financial Markets Authority:**

26/11/2008

**Summary of the management offer**

Type of unit	ISIN code	Initial net asset value	Sub-funds	Allocation of income	Allocation of gains and losses:	Denomination currency	Target investors	Minimum initial investment value
I units	FR0010684282	EUR 1,000	No	Capitalisation	Capitalisation	EUR	Intended for professional clients within the meaning of MiFID	EUR 150,000
E units	FR0011732841	EUR 1,000	No	Capitalisation	Capitalisation	EUR	All investors, particularly investors residing in Spain	EUR 100,000
R units	FR0010766568	EUR 1,000	No	Capitalisation	Capitalisation	EUR	All subscribers, including investors subscribing via distributors providing a non-independent advisory service within the meaning of MiFID II or Reception and Transmission of Orders (RTO) with services	None
T C EUR units	FR0013287604	EUR 1,000	No	Capitalisation	Capitalisation	EUR	All subscribers without payment of retrocession fees to distributors	None

The minimum initial subscription value does not apply to La Française Am Gestion Privée or the entities of La Française Group.

**Location where the latest annual report and the latest interim report may be obtained:**

The latest annual reports and the breakdown of assets will be sent within eight working days, upon written request by the unitholder to:

LA FRANÇAISE ASSET MANAGEMENT

Marketing Department

128, boulevard Raspail

75006 Paris

Tel. +33 (0) 1 44 56 10 00

email: [contact-valeursmobilières@la-française.com](mailto:contact-valeursmobilières@la-française.com)

For further information, please contact the Marketing Department of the Management Company by e-mail at: [contact-valeursmobilières@lafrancaise.com](mailto:contact-valeursmobilières@lafrancaise.com).

## 1.2 Participants

### **Management company:**

LA FRANÇAISE ASSET MANAGEMENT

Simplified joint stock company, registered in the Paris Trade and Companies Register under number 314 024 019

Management company approved by the French Financial Markets Authority on 1 July 1997, under number GP 97-76,

Registered office: 128, boulevard Raspail - 75006 PARIS

### **Depositary and registrar:**

#### **Identity of the UCITS Depositary**

The Depositary of the UCITS is BNP Paribas Securities Services SCA, a subsidiary of the BNP PARIBAS SA group located at 9, rue du Débarcadère, 93500 PANTIN (the "Depositary"). BNP PARIBAS SECURITIES SERVICES, a partnership limited by shares, registered in the Trade and Companies Register under number 552 108 011, is an institution approved by the Autorité de Contrôle Prudentiel et de Résolution (ACPR) and regulated by the French Financial Markets Authority (Autorité des Marchés Financiers – AMF), whose registered office is located at 3, rue d'Antin, 75002 Paris, France.

#### **Description of the responsibilities of the Depositary and potential conflicts of interest**

The Depositary carries out three types of responsibilities: checking the legality of the decisions of the Management Company (as defined in Article 22(3) of the UCITS V Directive), monitoring the UCITS cash flow (as defined in Article 22(4)) and holding UCITS assets (as defined in Article 22(5)).

The main objective of the Depositary is to protect the interests of unitholders/investors in the UCITS. This will always take precedence over commercial interests.

Potential conflicts of interest may be identified, especially in the case where the Management Company has a commercial relationship with BNP Paribas Securities Services SCA alongside its appointment as Depositary (which may be the case where BNP Paribas Securities Services, by delegation from the Management Company, calculates the net asset value of the UCITS while BNP Paribas Securities Services is the Depositary or where a group connection exists between the Management Company and the Depositary).

In order to manage situations such as this, the Depositary has implemented and regularly updates a conflict of interest management policy, with the aim of:

- identifying and analysing potential conflicts of interest;

- recording, managing and monitoring conflicts of interest:

- o based on the permanent measures put in place in order to manage conflicts of interest, such as the distribution of tasks, the separation of hierarchical and operational lines, the monitoring of internal lists of insiders and dedicated IT environments;

- o on a case-by-case basis:

- implementing appropriate preventive measures such as the creation of an ad hoc monitoring list and new Chinese walls, or by verifying that transactions are properly processed and/or by keeping the relevant clients informed.

- by refusing to manage activities which could lead to conflicts of interest.

#### **Description of any safekeeping functions delegated by the Depositary, list of delegates and sub-delegates and identification of conflicts of interest likely to result in such a delegation**

The UCITS Depositary, BNP Paribas Securities Services SCA, is responsible for the safekeeping of assets (as defined in Article 22(5) of Directive 2009/65/EC, as amended by Directive 2014/91/EU). In order to offer services linked to the safekeeping of assets in a large number of countries, enabling the UCITS to achieve its investment objectives, BNP Paribas Securities Services SCA has appointed sub-depositaries in countries where BNP Paribas Securities Services SCA has no local presence. These entities are listed on the following website:

<http://securities.bnpparibas.com/solutions/asset-fund-services/depositary-bank-and-trustee-serv.html>

The appointment and monitoring process for sub-depositaries adheres to the highest quality standards, including the management of potential conflicts of interest which may arise as a result of these appointments.

Up-to-date information relating to the above points will be sent to investors upon request.

### **Statutory auditor:**

DELOITTE et Associés

6 place de la Pyramide 92908 Paris-La Défense cedex

Represented by Mr Jean-Marc LECAT

### **Marketers:**

LA FRANCAISE AM FINANCE SERVICES

Customer service

128, boulevard Raspail - 75006 PARIS

Banque Coopérative et Mutuelle Nord Europe

4, place Richebé, 59000 LILLE

**Delegates:**

**Appointed Accounting Manager**

BNP PARIBAS SECURITIES SERVICES, SCA

With its registered office at 3, rue d'Antin, 75002 PARIS

With its postal address at Grands Moulins de Pantin, 9, rue du Débarcadère, 93500 Pantin

**Advisers:**

None

**Centralising agent:**

LA FRANÇAISE ASSET MANAGEMENT

Simplified joint stock company, registered in the Paris Trade and Companies Register under number 314 024 019

Management company approved by the French Financial Markets Authority on 1 July 1997, under number GP 97-76,

Registered office: 128, boulevard Raspail - 75006 PARIS

**Appointed establishment responsible for subscription and redemption orders:**

LA FRANCAISE AM FINANCE SERVICES

Customer service

128, boulevard Raspail - 75006 PARIS

## 2. Terms of operation and management

### 2.1 General information

**Unit features:**

- Nature of right attached to each unit category: each unitholder has the right of co-ownership in Fund assets in proportion to the number of units held.
- Liabilities managed by BNP Paribas Securities Services.
- Units admitted to EUROCLEAR France.
- Voting rights: the units do not carry any voting rights; decisions are taken by the Management Company.
- Form of units: bearer units.
- Decimalisation: each unit can be divided into hundred thousandths (I, R, and T C EUR units) and thousandths (E units)

**Closing date:**

- End of accounting period: last trading day in December
- Closing date of the 1st financial year: 31 December 2009

**Tax system:**

*Please note: Depending on your tax system, any capital gains and income associated with holding units in the UCITS could be subject to taxation. If the unitholder is uncertain about his tax situation, he must consult the UCITS marketer or his financial adviser for more information.*

### 2.2 Specific provisions

**ISIN code:**

I units	FR0010684282
E units	FR0011732841
R units	FR0010766568
T C EUR units	FR0013287604

**Classification:**

None

**Management objective:**

The Fund aims to achieve a higher return than that of the bond market by the end of the investment period. The management objective is to achieve, over the recommended investment period, a higher return than that of the OAT maturing on 25 October 2020, by benefiting from growth in the eurozone equity markets of OECD countries, through a portfolio of convertible bonds.

- Investment period:

The Fund shall implement the investment strategy over investment periods with a fixed maturity, determined at the opening of each investment period. The first investment period matures on 31 December 2020. The date of maturity for the second investment period will be determined in the last 3 months prior to maturity, depending on the market conditions prevailing at the time.

**Benchmark index:**

The OAT maturing on 25/10/2020

OATs (Obligations assimilables du Trésor, or French treasury bonds) are debt securities issued by the French state. Consequently, they have the best credit rating on the market and are the benchmark for risk-free money rates.

**Investment strategy:**

**1. Strategies employed**

The investment strategy of the Fund is to manage a diversified portfolio of convertible bonds and related securities and conventional bonds, with maturities less than or equal to the investment period (as defined above).

The Fund seeks to maximise the portfolio's average actuarial yield by the end of the investment period by aiming to achieve a higher return than that of the bonds used as the benchmark.

To do this, the management team will rely on the analysis of various risk factors inherent to convertible bonds:

equity risk, by monitoring the portfolio's overall exposure to the equity market through the management of convertible bonds, the creation of synthetic convertibles and the pragmatic management of credit events;

volatility risk, through the use of listed options to overcome isolated market inconsistencies.

The management style aims to ensure the portfolio outperforms the benchmark, with resilience during periods of consolidation in the equity markets.

**Investment universe:**

The Fund may invest up to 100% of the net assets in convertible bonds and any conventional bonds with maturities on or before 31 December 2020 and/or maturing on or before 31 December 2020.

The investment strategy is to focus on convertible bonds with a positive actuarial yield to mature on 31 December 2020.

The balance of the assets shall be invested in cash instruments. The Fund may invest up to 100% of its assets in money market instruments.

Cash assets must be carefully managed, given the impact on the yield to maturity. The general principle is to consider that the cash available (subject to early redemption) must be permanently invested in liquid securities with a maturity equal to or less than that of the Fund.

The debt securities (including convertibles) and money market instruments that are used shall be denominated in euros; those issued in currencies other than the euro shall be limited to 10% of the assets.

Provided that the securities are not denominated in euros, the manager will systematically hedge the exchange risk. There may however be a residual exchange risk due to imperfect hedging.

The Fund may invest without reference to specific credit rating criteria.

**Management parameters:**

- Investment horizon: minimum period of 3 years – December 2020 horizon;
- Decreasing sensitivity from 7 to 0.

The Fund may also invest up to 10% of its assets in units or shares of UCITS under French or foreign law, and/or UCIs in accordance with the four criteria of the monetary and financial code. These UCITS may be managed by the Management Company or an associated company, as applicable. They will be used to manage cash flow or to achieve the management objective.

The Fund may also invest in futures traded on French and foreign regulated markets or OTC markets.

In this context, the manager may take positions to hedge and/or expose the portfolio to equity market risk, interest rate risk and/or exchange risk (for hedging purposes only) through futures, options and/or swaps, without seeking overexposure.

The Fund may also engage in transactions for the temporary purchase and sale of securities in order to (i) ensure the investment of the liquid assets available (e.g. reverse repurchase transactions), (ii) optimise the performance of the portfolio (e.g. securities lending).

**2. Assets used**

**a. Equities:**

As the portfolio contains convertible bonds, the Fund may temporarily hold equities obtained by conversion or exchange.

The equities resulting from these conversions are to be sold as soon as possible taking into account the most favourable market conditions.

**b. Debt securities and money market instruments:**

The UCITS may invest without constraint in convertible bonds and similar securities denominated in euros and may also invest in debt securities and money market instruments denominated in euros without reference to specific credit rating criteria.

Those issued in currencies other than the euro shall be limited to 10% of the assets.

The sensitivity spread of the portfolio is between 0 and 7.

### c. Units or shares of UCIs:

The Fund may also invest up to 10% of its assets in units or shares of UCITS under French or foreign law, and/or Alternative Investment Funds (AIF), in accordance with the four criteria listed in Article R214-13 of the Monetary and Financial Code. These UCIs may be managed by the Management Company or an affiliated company, as applicable. These UCIs will be used in particular to manage the Fund's cash flow or to benefit from an investment strategy for the Fund's management objective.

### 3. Derivative instruments

The Fund may invest in financial futures or options, traded on French and foreign regulated markets or OTC. In this context, the manager may take positions on interest rate, equity and/or exchange risk (for hedging purposes only) in order to achieve the management objective.

Each derivative instrument addresses a specific hedging or exposure strategy as explained below:

- Futures. Futures may be used to:

- (i) hedge the entire portfolio or certain classes of assets held within it against interest rate, equity and/or exchange risks (e.g. hedging bonds against any rises in interest rates by selling futures);
- (ii) increase the Fund's exposure to interest rate or equity risks by up to 100%.

All transactions are performed with an overall off-balance sheet investment limit of 100% of the assets of the UCITS.

- Options. Options may be used to optimise the position envisaged in futures, so as to alter the profile of the expected result:

- (i) hedge the entire portfolio or certain classes of assets held within it against interest rate, equity and/or exchange risks (e.g. hedging fixed-term bonds against any rises in interest rates by buying put options);
- (ii) synthetically rebuild specific assets;
- (iii) increase the Fund's exposure to interest rate or equity risks by up to 100%.

All transactions, converted to the equivalent underlying futures, are performed with an overall off-balance sheet investment limit of 100% of the assets of the UCITS.

- Swaps, caps and floors. These transactions can be used to:

- (i) hedge the entire portfolio or certain classes of assets held within it against interest rate, equity and/or exchange risks (e.g. hedging bonds against rising interest rates by entering into an interest rate swap);
- (ii) synthetically rebuild specific assets.

All transactions, converted to the equivalent underlying futures, are performed with an overall off-balance sheet investment limit of 100% of the assets of the UCITS.

### 4. Securities with embedded derivatives

The Fund may use instruments with embedded derivatives. Securities with embedded derivatives may be used in particular to synthetically rebuild convertible bonds. “

Risks on which the manager seeks to act:

- equity: yes
- interest rates: yes
- exchange rates: yes
- credit: yes
- Nature of activities:
  - hedging: yes
  - exposure: yes
  - arbitrage: no
- Nature of the instruments used:
  - warrants
  - convertible bonds
  - callable bonds
  - puttable bonds

#### ***Management of financial guarantees relating to transactions on over-the-counter derivative financial instruments:***

OTC transaction counterparties will be counterparties such as credit institutions, authorised by the Management Company and domiciled in OECD Member States.

These counterparties do not have discretionary decision-making powers over the management of the assets underlying the derivative financial instruments.

These transactions can be entered into with companies linked to the Management Company's Group.

These transactions may give rise to the guarantee deposit:

- of cash,
- of securities issued by OECD Member States,
- of other monetary UCITS/AIF units or shares.

The fund will not receive securities as collateral as part of the management of financial guarantees relating to transactions on over-the-counter derivative financial instruments and to effective portfolio management techniques.

Financial guarantees received in cash may be:

- placed in deposit with a credit institution whose registered office is located in an OECD Member State or in another country with equivalent prudential rules,
- invested in high-quality government bonds,
- invested in short-term money market funds as defined in the guidelines on a common definition of European money market funds.

**5. Deposits:** none.

**6. Cash borrowings:** the Fund is not intended to be a cash borrower; however, it may temporarily perform cash borrowing operations with up to 10% of its assets.

**7. Temporary securities purchase and sale transactions:**

o General description of transactions:

• Nature of activities:

Transactions for the temporary purchase or sale of securities shall be carried out in accordance with the Monetary and Financial Code. They shall be carried out within the framework of cash flow management and/or the optimisation of UCI income. In no circumstances shall these strategies aim to create or result in the creation of a leverage effect.

• Nature of transactions used:

These transactions shall consist of securities loans and borrowings and/or repurchase and reverse repurchase transactions of interest rate or credit products of OECD member states. The instruments subject to transactions of this nature shall be bonds, convertible bonds and other negotiable debt securities issued by public and/private entities with an "investment grade" rating (rating higher than or equal to BBB- according to Standard&Poors or Baa3 according to Moody's), and/or may also be speculative (rating lower than BBB- or Baa3).

o General data for each type of transaction:

• Envisaged level of use:

Transactions for the temporary sale of securities (securities lending, reverse repurchase transactions) may be carried out up to an amount equivalent to a maximum of 50% of the UCI's assets, while transactions for the temporary purchase of securities (securities borrowing, repurchase agreements) may be carried out up to an amount equivalent to a maximum of 10% of the UCI's assets. The expected proportion of assets under management that will be subject to such transactions may be 25% of assets.

• Selection of counterparties:

The Management Company follows a specific selection process for financial intermediaries, also used for intermediaries designated for transactions for the temporary purchase or sale of securities. These intermediaries are selected based on their research quality, the cash assets that they offer, and their speed and reliability with regard to how they process orders and the quality they provide in doing so.

At the end of this rigorous and regulated process, subject to a grade, the counterparties selected for transactions for the temporary purchase or sale of securities are credit institutions authorised by the Management Company which have their registered office in a Member State of the European Union.

• Remuneration:

No remuneration is due to the Depositary (within the framework of his capacity as Depositary) or to the Management Company for transactions for the temporary purchase or sale of securities. All income from these transactions is paid in full to the UCI.

The costs/fees relating to transactions for the temporary purchase and sale of securities are not invoiced to the Fund. These costs/fees are fully undertaken by the Management Company.

Moreover, the Management Company does not take any commission in kind for these transactions.

• Accepted guarantees:

Within the framework of transactions negotiated on OTC markets for the temporary purchase or sale of securities, the UCI may receive cash in its reference currency as collateral.

Guarantees are held by the Depositary of the UCI.

• Reinvestment policy for guarantees received:

Financial guarantees received in cash are reinvested in accordance with the rules in effect.

Financial guarantees received must be able to be fully enforced by the UCI at any time and without consulting or obtaining the approval of the counterparty.



Financial guarantees received in cash may be:

- placed in deposit;
- invested in high-quality government bonds;
- invested in short-term money market funds.

Securities received as collateral cannot be sold, reinvested or used as a guarantee deposit.

• **Risks:**

There is no correlation policy to the extent that guarantees received in cash in the reference currency of the UCI do not present an exchange risk or valuation risk due to fluctuating financial markets. Therefore, there is no haircut policy applied to the guarantee received.

The audit teams in charge of the Fund shall respect all the limits described under the heading "Envisaged level of use". The policy for financial guarantees in cash does not require a specific risk procedure in order to monitor collateral and associated haircuts.

The recourse to the purchase and/or sale transactions of securities may result in legal risks, in particular relating to contracts.

***Risk profile:***

Risk of capital loss:

Investors should be aware that their capital is not guaranteed and may therefore not be returned to them.

Interest rate risk:

This is the risk of a decrease in interest rate instruments due to interest rate fluctuations, which may cause a decline in the net asset value of the Fund.

Risk associated with holding convertible bonds:

The Fund is invested in convertible bonds. The value of convertible bonds depends to some extent on the evolution of the prices of their underlying equities. Changes in the underlying equities may lead to a fall in the Fund's net asset value.

Credit risk:

Credit risk may arise from a downgrading of the credit rating of an issuer of debt securities or the default of an issuer. If an issuer's credit rating is downgraded, the value of its assets falls. Consequently, this may cause the net asset value of the Fund to fall.

Counterparty risk:

Counterparty risk arises from entering into contracts in financial futures traded on over-the-counter markets, and from temporary purchases and sales of securities. This is the risk that a counterparty may default on payment. Thus, the default of a counterparty may lead to a decline in the net asset value.

Exchange rate risk:

The mutual fund may invest in transferable securities denominated in currencies other than the reference currency.

The manager will always hedge the exchange risk. There may however be a residual exchange risk due to imperfect hedging. The net asset value of the fund may fall as a consequence.

Potential risk of a conflict of interest:

This risk relates to the completion of temporary purchases and sales of securities transactions, during which the fund uses an entity as counterparty and/or financial intermediary that is linked to the group to which the fund's Management Company belongs.

**PLEASE NOTE**

Given the investment strategy implemented, the Fund's risk profile changes over time as the investment period approaches its maturity. At the beginning of each investment period, the Fund is fully exposed to the various risk factors for convertible bonds. As the end of the investment period nears, exposure to the various risk factors decreases. The Fund's risk profile will therefore be significantly different at the beginning of each new investment period.

***Guarantee or protection:***

***Target investors:***

I units	Intended for professional clients within the meaning of MiFID
E units	All investors, particularly investors residing in Spain
R units	All subscribers, including investors subscribing via distributors providing a non-independent advisory service within the meaning of MiFID II or Reception and Transmission of Orders (RTO) with services
T C EUR units	All subscribers without payment of retrocession fees to distributors

The Fund is aimed primarily at investors seeking to make a profit from the equity markets while benefiting from a decreasing risk profile (equity and rates) during periods of market crisis.

**Terms of subscription to T units:**

Subscriptions for T units (net units) are reserved:

- for investors subscribing through distributors or intermediaries:
  - subject to national legislation prohibiting all retrocession fees to distributors
  - providing:
    - o independent advice within the meaning of European regulation MiFID II,
    - o individual portfolio management under mandate
- for funds of funds

Any arbitrage of fund units towards T units will benefit from the MiFID II tax exemption until 31/12/2018 (letters dated 16 March 2017 and 31 October 2017 of the Directorate-General for Public Finance, which confirms that such exchange transactions benefit from the tax deferral provided for in Article 150-0 B of the General Tax Code; [www.la-francaise.com](http://www.la-francaise.com)), provided that subscriptions for T units are immediately preceded by a redemption in R units by the same unitholder for a product equivalent to the number of redeemed units and on the same net asset value date.

#### US investors

Units have not been and will not be registered under the US Securities Act of 1933 (hereinafter the "Act of 1933") or any other law applicable in a US state. Units may also not be directly or indirectly transferred, offered or sold in the United States of America (including its territories and possessions) to any US Person (hereinafter "U.S. Person"), as defined in the American Regulation 'Regulation S' of the Act of 1933 as adopted by the Securities and Exchange Commission ("SEC") unless (i) the units have been registered or (ii) an exemption applies (with the prior agreement of the management company's governing body).

The Fund has not been and will not be registered under the US Investment Company Act of 1940. Any re-sale or transfer of units in the United States of America or to a U.S. Person may be in breach of U.S. law and requires the written agreement of the Management Company of the Fund. Those wishing to acquire or purchase units will have to certify in writing that they are not U.S. Persons.

*The reasonable amount to invest in this fund depends on your personal financial situation. In order to determine this amount, you should take into account your personal assets and current requirements, and also your willingness to take risks or your wish to favour prudent investment. You are also strongly advised to diversify your investments so that they are not exposed solely to the risks of this fund.*

#### **Recommended investment period:**

This fund may not suit investors who intend to withdraw their contribution before 31 December 2020.

#### **Methods of determining and allocating distributable amounts:**

I units	Capitalisation
E units	Capitalisation
R units	Capitalisation
T C EUR units	Capitalisation

The distributable amounts are made up of:

1. Net income, which is equal to total interest payments, arrears, dividends, bonuses and lots, attendance fees and all earnings from securities held in the fund's portfolio, plus earnings from amounts held as liquid assets, minus management fees and borrowing costs, plus the amount carried forward and plus or minus the balance of prepayments and accrued income;
2. The realised capital gains, net of costs, minus the realised capital losses, net of costs, during the financial year, plus the similar net capital gains realised during the previous financial years which were not subject to distribution or capitalisation, minus or plus the balance of accrued capital gains.

#### **Accounting currency:**

EUR

#### **Subscription and redemption terms:**

Subscription orders (in value or thousandths of units) and redemption orders (in thousandths of units) are processed by La Française AM Finance Services on each net asset value calculation day (D) at 11.00 a.m. (if the Stock Exchange is open in Paris, except for public holidays in France) and are executed on the basis of the net asset value calculated on D+1.

The clearing and settlement of securities relating thereto shall be made on the second trading day following the valuation date (D+2).

Each unit can be divided into hundred thousandths.

The orders shall be carried out according to the table below:

Processing of subscription orders	Processing of redemption orders	Order fulfilment at the latest, in D	Publication of net asset value	Settlement of subscriptions	Settlement of redemptions
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D before 11 a.m.	D before 11 a.m.	Each trading day (D)	D+1 working day	D+2 working days	D+2 working days
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**Minimum initial subscription value:**

I units	EUR 150,000
E units	EUR 100,000
R units	None
T C EUR units	None

**Minimum value for subsequent subscriptions:**

I units	None
E units	None
R units	None
T C EUR units	None

**Date and frequency of the net asset value:**

The net asset value is calculated and published on D+1 for each trading day in Paris, excluding legal holidays in France.

**Initial net asset value:**

I units	EUR 1,000
E units	EUR 1,000
R units	EUR 1,000
T C EUR units	EUR 1,000

**Location where the net asset value is published:**

The Management Company's premises and online at: [www.la-francaise.com](http://www.la-francaise.com)

**Charges and fees:**

*Subscription and redemption fees:*

*Subscription fees are added to the subscription price paid by the investor and redemption fees are deducted from the redemption price. The fees received by the UCITS offset the charges it incurs in investing or divesting the assets entrusted to it. Fees that are not paid to it revert to the Management Company, marketer, etc.*

Fees charged to the investor, levied at the time of subscription and redemption	Base	Rate/scale
Subscription fee not paid to the UCITS	Net asset value x Number of units	<b>I units:</b> 1.00 % maximum <b>E units:</b> 3.00 % maximum <b>R units:</b> 4.00% maximum <b>T C EUR units:</b> None
Subscription fee paid to the UCITS	Net asset value x Number of units	<b>I units:</b> None <b>E units:</b> None <b>R units:</b> None <b>T C EUR units:</b> None
Redemption fee not paid to the UCITS	Net asset value x Number of units	<b>I units:</b> 4.00% maximum <b>E units:</b> Exit fee (not paid to the mutual fund): none for the marketing period until 31 December 2014; 0.975% from 1 January 2015 to 30 June 2015 inclusive; 0.650% from 1 July 2015 to 31 December 2015 inclusive; 0.325% from 1 January 2016 to 30 June 2016 inclusive; none as from 1 July 2016. <b>R units:</b> 4.00% maximum <b>T C EUR units:</b> None
Redemption fee allocated to the UCITS	Net asset value x Number of units	<b>I units:</b> None <b>E units:</b> None <b>R units:</b> None <b>T C EUR units:</b> None

**Operating and management fees:**

*These fees cover all costs charged directly to the UCITS, apart from transaction costs. Transaction costs include intermediation costs (brokerage, stock exchange tax, etc.) and any turnover fees, charged notably by the Depositary and the Management Company.*

In addition to operating and management fees, there may also be:

- *outperformance fees*. These are paid to the Management Company when the UCITS has exceeded its objectives. They are therefore charged to the UCITS;
- *turnover fees charged to the UCITS*.

	<b>Costs billed to the UCITS</b>	<b>Base</b>	<b>Rate/scale</b>
1	Financial management fees	Net assets	<b>I &amp; T C EUR units:</b> 0.561% maximum rate (including tax) <b>R units:</b> 1.111% maximum rate (including tax) <b>E units:</b> 1.011% maximum rate (including tax)
2	Administrative fees not paid to the Management Company	Net assets	<b>I &amp; T C EUR &amp; R &amp; E units:</b> 0.289% maximum rate (including tax)
3	Maximum indirect costs (commission and management fees)	Net assets	None
4	Turnover fees	Deducted from each transaction	<b>Equities:</b> 0.40% (with a minimum of EUR 120) <b>Convertible bonds &lt; 5 years:</b> 0.06% <b>Convertible bonds &gt; 5 years:</b> 0.24% <b>Other bonds:</b> 0.024% (with a minimum of EUR 100) <b>Monetary instruments:</b> 0.012% (with a minimum of EUR 100) <b>Swaps:</b> EUR 300 <b>Forward exchange:</b> EUR 150 <b>Spot exchange:</b> EUR 50 <b>UCI:</b> EUR 15 <b>Futures:</b> EUR 6 <b>Options:</b> EUR 2.5
5	Outperformance fee	Net assets	None

Other costs billed to the UCITS:

- contributions due to the UCITS management pursuant to Article L621-5-3 (II)(3)(d) of the French Monetary and Financial Code;
  - taxes, duties, licence fees and government fees (relating to the UCITS), both extraordinary and non-recurring;
  - extraordinary and non-recurring costs relating to debt recovery or a procedure for asserting a right (e.g. class action procedure).
- Information concerning these fees is also laid out, *ex post*, in the UCITS's annual report.

Choice of financial intermediaries:

The financial intermediaries will be independently selected by the Management Company based on different criteria: the quality of the provider, research, execution, set prices, quality of the Back Office for clearing and settlement transactions. The management company is prohibited from placing its orders through a single intermediary.

For further information, unitholders may refer to the mutual fund's annual report.

### 3. Commercial information

1. The distribution of Fund units is handled by LA FRANCAISE AM FINANCE SERVICES, Banque Coopérative and Mutuelle Nord Europe.
2. Purchase/redemption requests are processed by La Française AM Finance Services.
3. Information about 'La Française Convertibles 2020' mutual fund is available on the premises of the Management Company or online at: [www.la-francaise.com](http://www.la-francaise.com).
4. Information regarding consideration of ESG (environmental, social and quality of governance) criteria in the investment policy is available on the management company's website: [www.la-francaise.com](http://www.la-francaise.com) and will appear in the annual report.
5. Transmission of the portfolio's composition: the management company may transmit, directly or indirectly, the breakdown of the UCI's assets to those unitholders of the UCI classed as professional investors, only for purposes associated with regulatory obligations as part of the calculation of shareholders' equity. Where applicable, this transmission shall take place no less than 48 hours following the publication of the net asset value.

### 4. Investment rules

The Fund shall comply with the investment rules set by the French Monetary and Financial Code.

### 5. Total risk method

The mutual fund applies the method of calculating commitment.

## 6. Valuation and accounting rules for the assets

### 6.1 Rules for valuing assets

The net asset value is calculated according to the valuation rules stated below:

- Transferable securities traded on a regulated French or foreign market are valued at the closing price of the relevant market. Listed securities: at market value - including accrued coupons (French and European securities: closing price - Other foreign securities: in the absence of a representative listing, last closing price).

Foreign prices are converted into euros using the exchange rates on the valuation day.

Transferable securities whose price has not been noted on the valuation day, or has been adjusted, will be valued by the Management Company at their probable trading value. These valuations and their supporting documentation will be made available to the statutory auditor at the time of the audit.

- Negotiable debt securities maturing in more than three months: at market value, at the last known closing price. When the time to maturity becomes equal to three months, negotiable debt securities are valued at the last rate up to maturity. If they are purchased with less than three months' maturity, interest is calculated using a linear method.

Debt instruments and other negotiable assets that are not traded in large volumes are valued at their probable trading value using an actuarial method. The rate used is the same as that for equivalent securities which is adjusted by a differential according to the nature of the security's issuer. However, if there are no reasons for particular caution, negotiable debt securities with a remaining maturity of three months or less can be valued according to the linear method. The procedures for applying these rules are specified by the Management Company.

- UCITS units or shares are valued at the last known net asset value.

- Securities that are not traded on a regulated market are valued by the Management Company at their probable trading value.

- Financial futures:

- Futures: French and European markets: closing price. Other foreign markets: in the absence of a representative listing, last closing price;

- Off-balance-sheet commitments are calculated on the basis of par value, their price in the portfolio and, where applicable, the exchange rate;

- Commitments on options markets are calculated by converting the options to the equivalent underlying securities;

- Commitments on swaps are valued at their market value;

- Forward exchange transactions are valued using the forward exchange rates on the valuation date, taking into account the premium/discount.

- Contracts:

- Swaps with maturity of over three months: market value. When the time to maturity reaches three months, swaps are valued at the last rate up to maturity. If they are purchased with a maturity of less than three months, interest is calculated using a linear method.

- Any temporary securities purchase and sale transactions are valued according to the provisions of the contract. Some fixed-rate transactions with a time to maturity of more than three months may be valued at market price.

- Closed or conditional forward transactions or swaps entered into on over-the-counter markets and authorised by the regulations applicable to the UCITS are valued at their market value or an estimated value according to the procedures specified by the Management Company

The procedures for valuing assets are described in the notes to the annual accounts.

### 6.2 Accounting method

The undertaking abides by the accounting rules laid down under the regulations in force and in particular the accounting rules applicable to UCITS.

All transferable securities in the portfolio are recorded at historic cost, excluding transaction costs. Income is recorded using the coupons received method.

#### **Method for adjusting the net asset value relating to swing pricing with a trigger threshold**

This mechanism aims to protect unitholders in the event of significant subscriptions or redemptions on the liabilities side of the Fund's balance sheet by applying an adjustment factor to unitholders who invest or redeem significant amounts of outstanding assets, which is likely to generate costs for unitholders in the event of inflows or outflows, which would otherwise affect all unitholders in the Fund.

Therefore, in the event that on the net asset value calculation day, the total net subscription/redemption orders of investors of all Fund units exceeds the pre-established threshold set by the Management Company and defined on the basis of objective criteria as a percentage of the net assets of the Fund, the net asset value may be adjusted upwards or downwards to take into account the readjustment costs arising from net subscription/redemption orders.

The cost parameters and threshold triggers are established by the Management Company and reviewed on a regular basis. The costs are estimated by the Management Company on the basis of transaction costs and the bid-ask spread.

It is not possible to forecast if the swing shall be applied at a given time in the future, or how often the Management Company shall carry out such adjustments.

Accordingly, such adjustments may not exceed 2% of the NAV. Investors shall be informed that the volatility of the NAV of the mutual fund shall not only reflect that of the securities held in the portfolio due to the application of swing pricing.

The swung net asset value is the only net NAV of the Fund and the only one communicated to unitholders of the Fund. However, if there are outperformance fees, these shall be calculated on the basis of the NAV before application of the adjustment mechanism.

## 7. Remuneration

In accordance with Directive 2009/65/EC and Article 314-85-2 of the General Regulations of the Financial Markets Authority, the Management Company has implemented a remuneration policy for categories of staff whose professional activities have significant repercussions on the risk profile of the Management Company or of the UCITS. These categories of staff include managers, members of the Board of Directors (including the senior management), risk takers, persons performing auditing tasks, persons in a position to influence employees, and all employees receiving a total remuneration who are in the same remuneration range as the risk takers and the senior management. The remuneration policy is compliant and encourages healthy and effective risk management, and does not encourage risk-taking which would be incompatible with the risk profiles of the Management Company, and do not hinder the obligation of the Management Company to act in the greater interests of the UCITS.

The La Française Group has established a remuneration committee at Group level. The remuneration committee is set up in accordance with the internal regulations and in accordance with the principles laid down in Directive 2009/65/EC and Directive 2011/61/EU. The remuneration policy of the Management Company is designed to promote good risk management and to discourage risk-taking which would exceed the tolerable level of risk, by taking into account the investment profiles of the funds under management and by implementing measures enabling any conflicts of interests to be avoided. The remuneration policy is reviewed annually.

The remuneration policy of the Management Company, detailing the way in which remuneration and benefits are calculated, is available free of charge from the registered office of the Management Company. A summary is available online at: <http://lfgrou.pe/MnDZx7>

# MUTUAL FUND RULES

## La Française Convertibles 2020

### SECTION 1: ASSETS AND UNITS

#### Article 1: Co-ownership units

Co-ownership rights are expressed in units, with each unit corresponding to the same fraction of Fund assets. Each unitholder has a right of co-ownership to Fund assets in proportion to the number of units held.

The duration of the Fund shall be 99 years from its launch, except in the event of early dissolution or extension as provided for under these rules.

Unit categories:

The features of the different unit categories and their access conditions are specified in the mutual fund prospectus.

The different classes of units may:

- use different income distribution procedures (distribution or capitalisation or carry forward);
- be denominated in different currencies;
- have different management fees;
- have different subscription and redemption fees;
- have a different nominal value;
- be systematically hedged against risk, in part or in full, as defined in the prospectus. This hedging is provided through financial instruments, minimising the impact of hedging on the other classes of units of the mutual fund;
- be confined to one or more marketing channels.

The units may be divided, consolidated or split into tenths, hundredths, thousandths, ten thousandths or hundred thousandths ("fractional units") on the decision of the Management Company's Executive Board.

The provisions of these rules regulating the issue and redemption of units shall also apply to fractional units, the value of which is always proportional to that of the unit they represent. Unless otherwise stipulated, all other provisions of these rules relating to units also apply to fractional units, without it being necessary to state this explicitly.

Finally, the Executive Board of the Management Company may decide unilaterally to split units by creating new units to be allocated to the unitholders in exchange for the old units.

#### Article 2: Minimum assets

Units may not be redeemed if the assets fall below EUR 300,000; if the assets remain below this amount for a period of 30 days, the Management Company shall make the necessary provisions to liquidate the UCITS in question, or to carry out one of the operations mentioned in Article 411-16 of the General Regulations of the Financial Markets Authority (transfer of the UCITS).

#### Article 3: Issue and redemption of units

Units may be issued at any time at the request of the unitholders, based on their net asset value plus any subscription fees, where applicable.

Redemptions and subscriptions are carried out according to the terms and conditions set out in the prospectus.

Units of the mutual fund may be admitted to the official listing in accordance with the regulations in force.

Subscriptions must be fully paid-up on the date of calculation of the net asset value. They may be paid for in cash and/or through the contribution of financial instruments. The Management Company shall be entitled to reject securities offered to it, and to this end shall have a period of seven days from the date of receipt of the securities to announce its decision. If the securities are accepted, they are valued in accordance with the rules set out in Article 4 and the subscription is carried out on the basis of the net asset value immediately following acceptance of the securities concerned.

Redemptions can be made in cash and/or in kind. If the redemption in kind corresponds to a representative share of the portfolio assets, the UCITS or the Management Company must obtain only the signed written consent of the unitholder of outflows. If the

redemption in kind does not correspond to a representative share of the portfolio assets, all unitholders must give their written consent for the unitholder of outflows to have its units redeemed in exchange for certain assets, as laid out in the agreement.

By way of derogation from the above-mentioned, if the fund is an ETF, redemptions on the primary market may be made in kind according to the conditions laid out in the fund regulations or prospectus; in either case, the Management Society of the portfolio must give its agreement and this be in the interests of the unitholders. The assets are then delivered to the holder of the issuing account under the conditions laid out in the Fund prospectus.

Redeemed assets are generally evaluated in accordance with the rules set in Article 4, and redemption in kind is carried out on the basis of the first net asset value following the acceptance of the assets concerned.

Redemptions are settled by the bookkeeper no later than five days after unit valuation.

Under exceptional circumstances, however, where reimbursement requires the prior disposal of assets held in the fund, this period may be extended to a maximum of 30 days.

Except in the case of inheritance or inter vivos distribution, the disposal or transfer of units from one unitholder to another or to a third party is treated as a redemption followed by a subscription. In the case of a third party, the amount of the disposal or transfer must, if necessary, be made up by the beneficiary to the minimum subscription amount specified in the prospectus.

Pursuant to Article L214-8-7 of the Monetary and Financial Code, both the redemption by the mutual fund of its units and the issue of new units may be suspended on a temporary basis by the Management Company where required by exceptional circumstances and where this is in the interests of the unitholders.

Where the net assets of the mutual fund fall below the amount set out in the regulations, no units may be redeemed.

The UCITS may partially or totally stop issuing units temporarily or definitively pursuant to Article L214-8-7, third paragraph, of the Monetary and Financial Code in objective situations leading to the closure of subscriptions, such as a maximum number of units or equities being issued, a maximum amount of assets being achieved or the expiry of a determined subscription period. Information on this instrument's activation will be issued via any means to all existing unitholders concerned by its activation; it will also include information on the threshold and the objective situation which led to the decision for partial or total closure. In the event of a partial closure, the information issued via any means will clarify in detail the terms under which existing unitholders may continue to subscribe over the period of the partial closure. Unitholders shall also be informed via any means of the decision of the UCITS or of the Management Company to either end the partial or total closure for subscription (during the passage under the activation threshold) or not to end it (in the event of changes to the threshold or changes in the objective situation which led to the instrument being implemented). Any proposed change to the objective situation or to the instrument activation threshold must always be made in the interests of the unitholders. The information issued via any means will clarify the precise reasons for the changes.

Minimum subscription conditions may be set out in the prospectus.

Where the net assets of the mutual fund fall below the amount set out in the regulations, no units may be redeemed.

The Management Company reserves the right to restrict or deny the direct or indirect holding of Fund units by any person or entity which is prohibited from holding Fund units (hereinafter "Ineligible Person") as described below:

An Ineligible Person is:

- a U.S. Person as defined in SEC Regulation S of the Securities and Exchange Commission (SEC) (Part 230 – 17 CFR 230.903); or

- any other person who (a) is directly or indirectly in violation of the laws and regulations of any country or government institution, or (b) may, in the opinion of the Management Company of the mutual fund, cause damage to the mutual fund, which it would have otherwise not endured or suffered.

To this end, the Management Company of the mutual fund may:

- (i) refuse to issue any units as soon as it becomes evident that such issuance will or may result in the aforementioned units being directly or indirectly held by or for an Ineligible Person;

- (ii) demand, at any time, that a person or entity whose name appears on the register of unitholders provide any information, accompanied with a solemn declaration, which it deems necessary in order to establish whether the actual beneficiary of the relevant units is an Ineligible Person or not;

and

- (iii) when it is apparent that a person or entity is (i) an Ineligible Person and, (ii) solely or jointly, the effective beneficiary of the units, proceed with the forced redemption of all the units held by a unitholder without delay and, at the latest, within five days.

The forced redemption will take place at the last known net asset value, minus, where applicable, the relevant fees, rights and commissions, which will be charged to the Ineligible Person within five days, during which time the actual beneficiary of the units may present his observations to the competent authority.

This power also covers any person (i) who is in direct or indirect violation of the laws and regulations of any country or government institution, or (ii) may, in the opinion of the Management Company of the mutual fund, cause damage to the mutual fund, which it would have otherwise not endured or suffered.

#### **Article 4: Calculation of net asset value**

The net asset value of the units is calculated pursuant to the valuation rules provided in the prospectus.

Contributions in kind may only consist of securities, transferable securities or contracts in which UCIs are authorised to invest, such contributions shall be valued pursuant to the valuation rules used to calculate the net asset value.



## SECTION 2: OPERATION OF THE FUND

### Article 5: The Management Company

The fund is managed by the Management Company in accordance with the strategy defined for the Fund.

The Management Company shall act under all circumstances in the exclusive interests of the unitholders and may alone exercise the voting rights attached to the securities in the Fund.

### Article 5a: Operating rules

The instruments and deposits in which the UCI may invest and the investment rules are specified in the prospectus.

### Article 6: The Depositary

The Depositary carries out the assignments incumbent upon it in application of the applicable legislation and regulations, as well as those binding on it as applied by the Management Company. It must ensure the legality of decisions taken by the portfolio Management Company. Where necessary, it must take all the precautionary measures that it deems to be necessary. In the event of any dispute with the Management Company, it shall inform the AMF.

### Article 7: Statutory auditor

A statutory auditor is appointed by the Executive Board of the Management Company for a period of six financial years, subject to the approval of the AMF.

It shall certify that the financial statements give a true and fair view of the company.

The statutory auditor's term of office may be renewed.

The statutory auditor is required to notify the AMF as quickly as possible of any fact or ruling regarding the UCITS of which it becomes aware over the course of its assignment, of a nature that:

1. constitutes a breach of the legislative or regulatory provisions applicable to this body and liable to have significant effects on the financial situation, the profits or the assets;
2. jeopardises the conditions or the continuity of its operation;
3. leads to the issuance of reserves or the refusal to certify the accounts.

The valuations of the assets and the calculation of the exchange parity in conversion, merger or demerger transactions shall be supervised by the statutory auditor.

It is responsible for evaluating each purchase or redemption in kind; except for in the framework of redemptions in kind for an ETF on the primary market.

It monitors the composition of the assets and other elements prior to publication.

The statutory auditor's fees are fixed by mutual agreement between the statutory auditor and the Executive Board of the Management Company on the basis of a work schedule specifying the duties which are considered to be necessary.

It shall certify the situations on the basis of which interim distributions are made.

### Article 8: Financial statements and management report

At the close of each financial year, the Management Company shall draw up summary documents and a report on the management of the Fund for the past financial year.

The Management Company shall draw up, at least semi-annually and under the supervision of the Depositary, the inventory of assets of the UCI.

The Management Company shall make these documents available to unitholders within four months of the end of the financial year and will inform them of the income to which they are entitled: these documents shall be sent to unitholders by post at their express request or made available to them at the offices of the Management Company.

## SECTION 3: PROCEDURES FOR ALLOCATING DISTRIBUTABLE AMOUNTS

### Article 9: Procedures for allocating income and distributable amounts

The distributable amounts are made up of:

- 1) the net profit plus the amount carried forward, plus or minus the balance of prepayments and accrued income;
- 2) the realised capital gains, net of costs, minus the realised capital losses, net of costs, during the financial year, plus the similar net capital gains realised during the previous financial years which were not subject to distribution or capitalisation, minus or plus the balance of accrued capital gains.

The amounts stated in 1) and 2) may be distributed, in whole or in part, independently of each other.

Payment of the distributable amounts shall be carried out within five months of the end of the financial year.

The net income of the mutual fund is equal to total interest payments, arrears, premiums and bonuses, dividends, attendance fees and all earnings from securities held in the Fund's portfolio, plus earnings from amounts held as liquid assets, minus management fees and borrowing costs.

The Management Company shall decide how income will be distributed.

For each equity category, as applicable, the mutual fund may opt for one of the following formulae for each of the amounts detailed in 1) and 2):

Pure capitalisation: the amounts available for distribution are fully capitalised, with the exception of those that are subject to mandatory distribution by law;

Pure distribution: the amounts are fully distributed, to the nearest rounded figure.

For mutual funds seeking to maintain the freedom to capitalise and/or distribute and/or carry distributable amounts forward, the Management Company shall decide on the allocation of each of the amounts detailed in 1) and 2) each year.

As applicable, during the course of the financial year, the Management Company may decide to make one or more prepayments not exceeding the net income of each of the amounts detailed in 1) and 2); these prepayments are recorded at the date of the decision.

The exact methods for the allocation of income are detailed in the prospectus.

### **Article 10: Merger – Demerger**

The management company may either make a total or partial contribution of the assets comprising the fund to another UCITS, or may split the fund into two or more mutual funds.

Unitholders must be notified before any such merger or demerger takes place. A new statement will then be issued showing the number of units held by each unitholder.

### **Article 11: Winding up – Extension**

If the assets in the Fund remain below the amount laid down above in Article 2 for 30 days, the Management Company shall advise the AMF and dissolve the Fund, unless there is a merger operation with another mutual fund.

The Management Company may dissolve the Fund early; it shall inform the unitholders of its decision, and subscription or redemption orders will not be accepted after this date.

The Management Company shall also dissolve the Fund in the event of a redemption order for all of the units, or where the Depositary is relieved of its responsibilities and no other Depositary has been appointed, or on expiry of the term of the Fund, if not extended.

The Management Company shall inform the AMF by post of the date and of the procedure adopted for dissolution. Subsequently, the Management Company shall send the statutory auditor's report to the AMF.

The Management Company, in agreement with the Depositary, may decide to extend a fund. Its decision must be taken at least three months prior to expiry of the Fund's term, and must be notified to the unitholders and the AMF.

### **Article 12: Liquidation**

In the event of dissolution, the Management Company shall act as liquidator, failing which a liquidator shall be appointed by the court at the request of any interested party. To this end, they are vested with the most extensive powers for liquidating assets, paying creditors and distributing the available balance to unitholders in cash or securities.

The statutory auditor and the Depositary shall continue to carry out their duties until the liquidation operations have been completed.

### **Article 13: Jurisdiction – Choice of domicile**

Any disputes concerning the mutual fund arising during its existence or upon its liquidation, whether between unitholders, or between unitholders and the Management Company or the Depositary, shall be subject to the jurisdiction of the competent courts.