## **DaltonInvestments**



## **Due Diligence Questionnaire for**

## **Longchamp Dalton India UCITS Fund**

**Managed By** 

**Longchamp Asset Management** 

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#### **IMPORTANT INFORMATION & QUALIFICATIONS**

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Past performance (including simulated data) is not a guarantee of future performance. Hypothetical performance results may have inherent limitations, some of which are described below. The value of the investments and the income from them can go down as well as up and an investor may not get back the amount invested. There can be no assurance that the Sub-Fund will achieve its investment objectives. As such, no representation is being made that any account will or is likely to achieve profits or losses similar to those shown. In fact, there are frequently differences between hypothetical performance results and the actual results subsequently achieved by any particular investment strategy. One of the limitations of hypothetical performance results is that they are generally prepared with the benefit of hindsight. The information presented does not constitute, and should not be construed as, investment advice or recommendations with respect to the securities or investments mentioned herein or to participate in any particular trading strategy.

Investments may be in a variety of currencies and therefore changes in rates of exchange between currencies may cause the value of investments to decrease or increase. Investments in derivative instruments carry certain inherent risks such as the risk of counterparty default, and before investing you should ensure you fully understand these risks. Use of leverage may also magnify losses as well as gains to the extent that leverage is employed. These investments are designed for investors who understand and are willing to accept these risks. Performance may be volatile, and an investor could lose all or a substantial portion of his or her investment.

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In Singapore, the offer of the Shares is made pursuant to the exemptions under Sections 304 and 305 of the SFA. Accordingly, the Shares may not be offered or sold, nor may the Shares be the subject of an invitation for subscription or purchase, nor may

this material or any other document or material in connection with the offer or sale, or invitation for subscription or purchase of the Shares be circulated or distributed, whether directly or indirectly, to any person in Singapore other than under exemptions provided in the SFA for offers made (a) to an institutional investor (as defined in Section 4A of the SFA) pursuant to Section 304 of the SFA, (b) to a relevant person (as defined in Section 305(5) of the SFA), or any person pursuant to an offer referred to in Section 305(2) of the SFA, and in accordance with the conditions specified in Section 305 of the SFA or (c) otherwise pursuant to, and in accordance with, the conditions of any other applicable provision of the SFA.

Where the Shares are acquired by persons who are relevant persons specified in Section 305A of the SFA, namely:

- (a) a corporation (which is not an accredited investor (as defined in Section 4A of the SFA)) the sole business of which is to hold investments and the entire share capital of which is owned by one or more individuals, each of whom is an accredited investor; or
- (b) a trust (where the trustee is not an accredited investor) whose sole purpose is to hold investments and each beneficiary of the trust is an individual who is an accredited investor,

the shares, debentures and units of shares and debentures of that corporation or the beneficiaries' rights and interest (howsoever described) in that trust shall not be transferred within 6 months after that corporation or that trust has acquired the Shares pursuant to an offer made under Section 305 of the SFA except:

- (1) to an institutional investor or to a relevant person as defined in Section 305(5) of the SFA, or which arises from an offer referred to in Section 275(1A) of the SFA (in the case of that corporation) or which arises from an offer that is made on terms that such rights or interest in that trust are acquired at a consideration of not less than S\$200,000 (or its equivalent in a foreign currency) for each transaction, whether such amount is to be paid for in cash or by exchange of securities or other assets (in the case of that trust);
- (2) where no consideration is or will be given for the transfer; or
- (3) where the transfer is by operation of law;
- (4) as specified in Section 305A(5) of the SFA; or
- (5) as specified in Regulation 36 of the Securities and Futures (Offers of Investments) (Collective Investment Scheme) Regulations 2005 of Singapore.

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1 INVESTMENT MANAGER	INFORMATION
1.1 CONTACT INFORMATION	
1.1.1 Company name:	Longchamp Asset Management
1.1.2 Address:	30 rue Galilée, 75116 Paris, France
1.1.3 Telephone:	+33 1 71 70 40 30
1.1.4 Fax:	+33 1 71 70 40 28
1.1.5 E-mail:	ir@longchamp-am.com
1.1.6 Name of contacts:	Lucas de Gandiaga
1.1.7 Title of contacts:	Head of Marketing & Investor Relations
1.1.8 E-mail of contacts:	lucas.degandiaga@longchamp-am.com
1.1.9 Internet/website:	www.longchamp-am.com
1.2 COMPANY	
1.2.1 Please give a brief history of the company:	Longchamp Asset Management ("Longchamp AM") is a financial services firm specialized in the regulated absolute return market.  Incorporated in France on 31 October 2012, Longchamp AM received its licence to act as an investment management firm from the French regulator (Autorité des Marchés Financiers, "AMF") on 01 March 2013 (under GP – 13000009).  Longchamp AM's activities revolve around 5 complementary poles:  - Open-ended funds management which relies on Longchamp AM's internal expertise in structured products, High Yield credit and diversified / multi-asset.  - Open-ended funds management based on external expertise: Longchamp AM intervenes for the monitoring, structuring and distribution of funds managed by third-parties. In this context, Longchamp AM developed a recognized expertise in Asian Equities, selecting foreign asset managers and offering them to European institutional investors.  - Structuring of tailor-made investment solutions: Longchamp AM takes advantage of its team's experience in structuring, trading, investment management, and sales activities with well-known financial institutions, to imagine and carry out innovative investment solutions, generally in a dedicated format.  - Consulting in Structured Products: derivatives and structured products are one of Longchamp AM's key areas of expertise. Longchamp AM leverages its knowledge and expertise in structured products to advise clients in the structuring, design, and negotiation of products with the largest banks in the market.  - Multi-Family Office: Longchamp AM offers and manages tailor-made solutions for families in an open architecture, giving them access to both Longchamp AM content and excellent content from all the major players in asset management.

From March 2013 to September 2014, Longchamp AM mainly focused on its role as distributor of third-party UCITS funds within the French speaking markets to Morgan Stanley's FundLogic UCITS Platform, which its founders had created and developed for nearly three years.

From 2014, Longchamp AM also began to fully manage assets. In September of this year, Longchamp launched its first fund, the "Longchamp Absolute Return Fund", a diversified wealth fund that relied on the original expertise of Longchamp AM, regulated alternative management (this fund was recognized as the "Best Performing Fund" over a 5-year period and 3-year period in 2020 and 2024 respectively in the Fund of Funds category by the prestigious Hedge Fund Journal).

As of 2014, Longchamp AM's development philosophy was in place: to offer institutional clients internally developed content and content from external managers to compose a rich, diversified, and high-quality range of investments. The development of a talented team with varied backgrounds, from Investment Banking to Asset Management, gave Longchamp a position that is still unique today in the market. Longchamp AM also obtained the label of "Jeune Entreprise Innovante" (JEI) from the French administration for its research effort.

In 2019, the launch of the Longchamp Autocall Fund, a unique strategy, was a total innovation that relied on the expertise embodied by a team specialized in structured products. In 2020, with the arrival of Jean Fau, senior portfolio manager, Longchamp AM was able to broaden its expertise in high yield credit and fixed income, illustrated by the "Longchamp Solferino Credit Fund" which was launched in early 2020.

Since its creation, Longchamp AM has also supported the European development of several managers, with Morgan Stanley first, and then independently after the bank's decision to end its activity as a "third-party manager platform". In particular, Longchamp AM supported Dalton Investments with the objective of offering European investors, in UCITS format, investment strategies on Asian equities. This collaboration is now available through 4 funds whose launches have punctuated the history of Longchamp: the "Lafayette Dalton Asia Pacific UCITS Fund" (a Long / Short fund launched in 2013), the "Longchamp Dalton Japan Long Only UCITS Fund" (launched in 2018, a Long Only strategy on Japanese equities), the "Longchamp Dalton India UCITS Fund" (launched in 2020, a unique vector to gain exposure to a growing region) and since 2021, the "Longchamp Dalton Global Emerging Markets UCITS Fund".

The last few years have also been marked by the establishment of various dedicated funds, tailor-made for large investors around different services and according to needs ("Solutions" approach).

In 2023, Sanso Investment Solutions and Longchamp AM have announced their decision to merge to create a sizable, large, independent Asset Management company. The name of the new entity is Sanso Longchamp AM.

Since 6 December 2023, the "Sanso Longchamp Holding" owns 100% of both Asset Management companies. 40% of the Sanso Longchamp Holding is detained by its management and employees, aligning interests between clients and staff.

		In 2024, pending approval from the AMF, the two companies will be merged, and teams will all be relocated in a single office.
1.2.2	Type of company/entity:	Longchamp AM is an investment management firm, registered in France and incorporated as a Societé par Actions Simplifiée (SAS).
1.2.3	Date and place of incorporation and registered number:	Longchamp AM was incorporated on 31 October 2012 in France.  The firm is registered and authorized by the French regulator (Autorité des Marchés Financiers, "AMF") under licence no. GP – 13000009.
1.2.4	Domicile:	France
1.2.5	Branch offices or other locations, of the Dalton group if any:	Longchamp AM's head office is located in Paris.
1.2.6	What functions are performed at these branches and locations?	<ul> <li>Research</li> <li>Portfolio management</li> <li>Execution &amp; trading</li> <li>Risk Management</li> <li>Marketing, sales, and client support</li> <li>Compliance</li> </ul>
1.2.7	Which regulatory authority is the company registered with? - Name(s) of regulatory bodies: - Date of registration: - Registration number: - Scope of registered activities: - List individuals also registered with the same authority in relation to the company's registration:	Longchamp AM:  • Autorité des Marchés Financiers ("AMF")  • Date of registration: 01 March 2013  • License number: GP – 13000009  • Financial services firm
1.2.8	List any affiliations, directorships, and memberships of the company and/or its principals:	Longchamp AM is a member of the Association Française de Gestion (« AFG »), which gathers most French Asset Management companies.
1.2.9	Specify nature of services provided by the company (discretionary investment management or advisory):	<ul> <li>Asset management &amp; advisory</li> <li>Structuring of bespoke investment solutions</li> <li>Distribution of third-party UCITS funds</li> <li>Management of UCITS Funds</li> <li>Management of Alternative Investment Funds ("AIFs")</li> <li>Management of Separately Managed Accounts ("SMAs")</li> </ul>
1.2.10	Please list the total assets under management by the company across its different categories of client including the fund:	As of 31 March 2024, Longchamp AM managed over EUR 1.6bn of assets.  Breakdown of AUM by Client Type:

#### 1.3 OWNERSHIP

Longchamp AM is a privately-held company.

Main Shareholder: Sanso Longchamp Holding 100%.

Sanso Longchamp Holding Shareholders:

• Financière Mercure : 40%

• David Armstrong (Managing Director): 23.33%

• Others: 14.07% (Partners and IFA's)

• David Kalfon (President): 12%

• Staff: 10.6%

1.3.1 Describe the company's ownership structure, name of its owners, their percentage ownership, and their role within the company:

At the start of 2023, Longchamp AM was owned by David Armstrong (96.5%) and Jean Fau (3.5%).

In 2023, Sanso Investment Solutions and Longchamp AM have decided to merge to create a sizable, large, independent Asset Management company. The name of the new entity is Sanso Longchamp AM. Since 6 December 2023, the "Sanso Longchamp Holding" owns 100% of both Asset Management companies. 40% of the Sanso Longchamp Holding is detained by its management and 7 employees, aligning interests between clients and staff. In 2024, pending approval from the AMF, the two companies will be merged, and teams will all be relocated in a single office.

#### 1.4 ORGANIZATION

1.4.2

## 1.4.1 How many full-time employees are there?

As of 31 March 2024, there are twelve full-time employees.

Longchamp AM also outsourced a number of functions to specialized firms of which office management, compliance, sales, and information technology.

#### **David Armstrong,**

#### **Chief Executive Officer and Chief Investment Officer**

David is Chief Investment Officer at Longchamp AM and sits on the firm's board. Previously, he was a Managing Director at Morgan Stanley & Co. International Plc, acting as global head of the investment bank's Funds and Fund Linked business. In particular, he was in charge of the FundLogic Alternatives Plc (UCITS) Platform and served as President of the French asset management company, FundLogic SAS.

Please provide a short background of principals (education, career background, etc.): Please, attach

information if necessary

Before joining Morgan Stanley, David worked at Société Générale Corporate & Investment Banking in the Equity Derivatives division in Paris before moving to Milan to take the responsibility for the Italian Capital Markets, and then joining Société Générale's New York office to head the Structured Products division for the Americas.

David holds a master's degree in Business Administration from EDHEC, Lille, France.

#### Rémi Genlot,

#### **Fund Structuring & Financial Engineering**

Remi is a structurer at Longchamp. Remi has spent most of his career in investment banks and has an extensive experience of structured funds and derivatives. Prior to joining Longchamp, Remi was a Managing Director at Citigroup in London where he was in charge of multi asset solutions structuring for Europe. Before, Remi worked as a financial engineer at Bank of America Merrill Lynch, Exane and Société Générale.

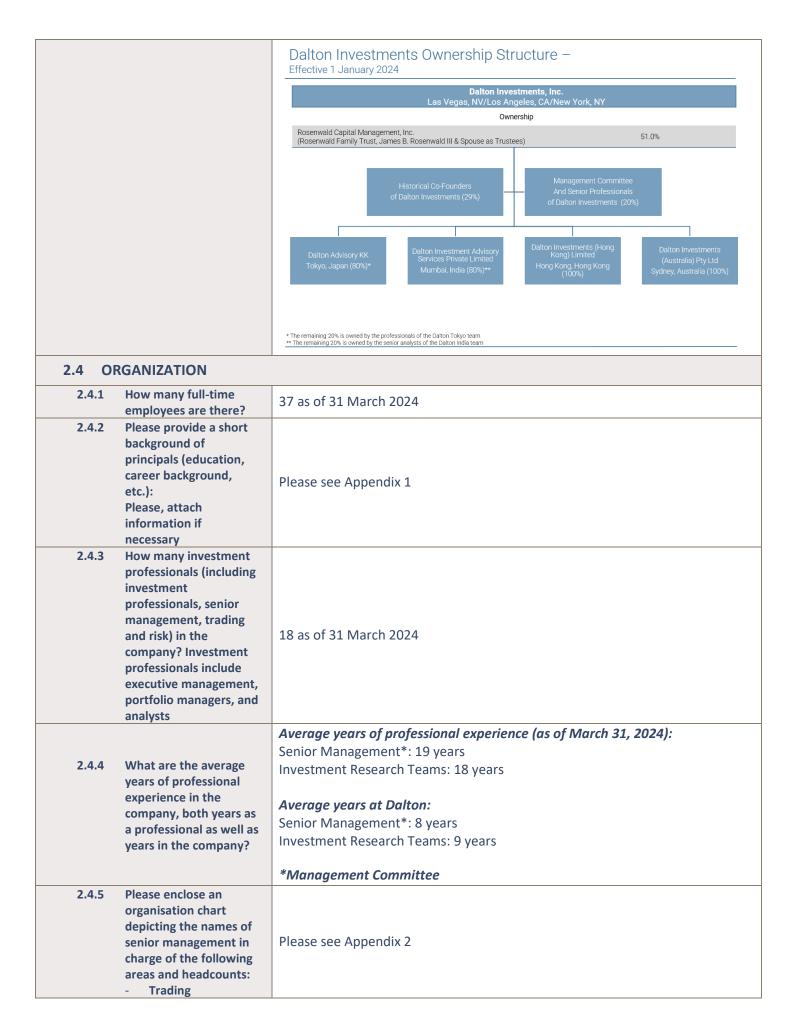
Remi holds an engineering degree in applied mathematics from ENSIMAG, Grenoble, and a master's degree in finance from HEC, Paris.

		Steven is CFO management management equity strategorius Capital of the creation	rector, Chief Find and CCO at Lond and has extended. He began his gy. Before joining Partners, an acondand development.	ngchamp. Stev tensive exper career as a h ng Longcham ffiliate of Nation pment of the	en has worked lience in alto edge fund and o, Steven was kis Investment risk departm	pliance Officer If for 15 years in a ernative investr alyst on long / s Chief Risk Office Managers, in ch eent. Steven hol from Paris-Daup	ment short er at narge Ids a
1.4.3	How many investment professionals are there in the company?		ch 2024: 8 inclu nd 1 Chief Risk (	_	io Managers a	and Assistant, 1 I	Fund
1.4.4	What are the average years of professional experience in the company, both years as a professional as well as years in the company?	• Senior creati	on)	24 years (inclu		vith the firm sind	
1.4.5	Please enclose an organisation chart		DAVID ARMS	MANAGEMENT FRONG, STEVEN BISMUTH	, REMI GENLOT		
	depicting the names of senior management in charge of the following	PORTFOLIO M	MANAGEMENT	CRO & FINANCIAL ENGINEERING	COMPLIANCE	MARKETING & SALES	
	areas and headcounts: - Trading - Operations	David Armstrong Head of Portfolio Management	Remi Genlot Head of Solutions & Fund Structuring	Lorenc Golemi CRO & Head Fin. Engineering	Steven Bismuth General Director & CCO	Lucas de Gandiaga Head of Marketing & Investor Relations	
	<ul><li>Strategy, Research</li><li>Risk Management</li></ul>	<b>Jean Fau</b> Credit Fund Manager	Romain Baumé Private Wealth Manager	Risk Analyst Rolling Internship		Fabrizio Salvaggio Senior Advisor	
	<ul><li>Compliance</li><li>IT</li><li>Administration</li></ul>	Raphael Darmon Junior Portfolio Manager	Thibault Bourgeois Junior Portfolio Manager			Jean-François Grégoire Senior Advisor	
	<ul><li>Reporting</li><li>Marketing</li></ul>	Serena Chaumanet Junior Portfolio Manager	Portfolio Manager Assistant Rolling Internship			Third-Party Marketers	
1.4.6	How are the firm's personnel compensated?	Employees ar firm's financia qualitative ass Portfolio mar Longchamp Al	e also eligible all accountings, sessment of ind nagers receive M on the profit a portion of the session of the profit and the	to annual varia ii/ funds' perf ividual perforr a portion of s generated fo	able compensations of the performance. In the performance of the perfo	et level" fixed sal ations based on d iii/ quantitative nance fee earne he firm through	i/ the re and ed by
1.4.7	How are firm personnel retained?	over the long Longchamp comparable to as generated incentives. Longchamp A	term.  AM compense o industry stan over the long-t	ates its persidards and thaterm which allowed	connel with tare linked to bows the firm to compensation	packages that the the firm's reverse ensure appropagates policy in complication 16 Febr	are enues oriate iance
1.4.8	Where do the primary trading, research, and portfolio management activities take place?	30 rue Galilée	e, 75116, Paris,	France.			

1.4.10	Where are the accounts maintained?  Are outside representatives or consultants used for any activities? if so, give details  Is the firm a member of	The firm's various custodians which may vary from one vehicle to another.  Assets are custodied either in France, Luxembourg, or Switzerland with Tier 1 institutions.  Yes, Longchamp AM has outsourced to specialized firms the below functions:  Compliance: Jornet Finance Consulting  Administration & Custody: SGSS  Fund Audits: PwC  Company Audit: Exponens  Finance and HR: Pluriel Conseils  Information Technology: Tranbert, Dotline
	AIMA or any other relevant trade association?	<ul> <li>Longchamp AM is a member:</li> <li>Association Française de Gestion (« AFG »)</li> </ul>
1.4.12	1.4.12.Number of portfolios / accounts managed by the company:	As of 31 December 2023, Longchamp AM managed 14 portfolios (excluding Private Wealth Management).
1.5 M	ANAGER REFERENCES	
1.5.1	Please provide at least two references for the company and for each of the principals involved in the management of the fund?  Name Company: Title:	Manager references can be provided upon request.
2 DELEC	GATED INVESTMENT	MANAGER INFORMATION
2.1 CC	NTACT INFORMATION	
2.1.1	Company name:	Dalton Investments, Inc. ("Dalton", "Delegated Investment Manager" or the "Firm")
2.1.2	Address:	9440 West Sahara Ave. Suite 215, Las Vegas, NV 89117
2.1.3	Telephone:	+1-424-231-9100
2.1.4	Fax:	+1-424-231-9050
2.1.5	E-mail:	info@daltoninvestments.com
2.1.6	Name of contacts:	Adam Woodward
2.1.7	Title of contacts:	Director, Marketing & Client Service
2.1.8	Telephone of contacts :	+1-424-231-9062
2.1.9	E-mail of contacts:	awoodward@daltoninvestments.com
2.1.10	Internet/website:	http://www.daltoninvestments.com/
2.2 CC	OMPANY	

2.2.1	Please give a brief history of the company:	committed to ca focus on Asia, er crowded areas of absolute terms are The firm is indepinvestment philosoprofessionals see Established in 1990 Dalton continues philosophy. To su Angeles headqual compliance and it York. Dalton has for Dalton currently through separate	iplined, opportunistic, glo pital preservation and lon merging markets, and glob of the market with the aim of relative to relevant benchmarket, owned by its ensophy has valued insight as a to follow a value-oriented pport the firm's growth, the rters in 2001 and began built marketing infrastructure inforeign affiliates in Tokyo, Normanages approximately \$ accounts and pooled investrange of strategies. Dalto	g-term growth. Da al equities. Dalton m of generating sthmarks.  Inployees. Since income agility as the finanging global mark prising from the Asia, globally opportune founders establis leding a strong in-how Los Angeles, Las Mumbai, Hong Kong 14.4 billion (as of 3 terminal termina	Iton's strategies focuses on less trong returns in eption, Dalton's rm's investment et environment.  In financial crisis, histic investment hed Dalton's Los buse operational, Vegas, and New g, and Sydney.  31 March 2024) luding European
			ion funds, foundations, and		iverse group or
2.2.2	Type of company/entity:		nts, Inc., is a corporation for		<sup>f</sup> Nevada.
2.2.3	Date and place of incorporation and registered number:	(#E3257552019-1 Dalton Investme	nts, Inc. was formed in the S .) nts LLC, the predecessor nia in March 1999 (#19990)	of Dalton Investn	
2.2.4	Domicile:	United States of A	America		
		Dalton's headquarters are in Las Vegas, Nevada, with primary operations in Los			
2.2.5	Branch offices or other locations, of the Dalton group if any:	Angeles, California, and research related subsidiaries in Tokyo, Japan, Mumbai, India, Hong Kong, Hong Kong, and Sydney, Australia. Dalton also has a marketing office located in New York, New York.			
2.2.6	What functions are performed at these branches and locations?	Operations : Los A	geles, Tokyo, Mumbai, Hor Angeles and Las Vegas ngeles, New York, and Toky		ý
2.2.7	Which regulatory				
	authority is the company registered with?	Regulatory Bodies	Date of Registration	Registration Number	Scope of Registration
	<ul> <li>Name(s) of         regulatory bodies:</li> <li>Date of         registration:</li> <li>Registration</li> </ul>	U.S. SEC	Dalton Investments. Inc. in July 1999/Dalton Investments, Inc. since October 2021 as a registrant.	#801-121986	Investment adviser
	number: - Scope of registered activities: - List individuals also	Japan FSA	Apr 2010/April 2023	#2385	Investment adviser/ Investment manager
	registered with the	India SEBI	Mar 2019	#736978	Investment adviser
	same authority in relation to the company's	Australia ASIC	Mar 2018 (granted exemption)	Class order 03/1100	Class order exemption
	registration:				

2.2.8	List any affiliations, directorships, and memberships of the company and/or its principals:	Mr. James B. Rosenwald III, Chief Investment Officer ("CIO"), is the President of Rosenwald Capital Management, Inc., an SEC-registered investment adviser and affiliate under common control with Dalton Investments, Inc. Further, Mr. Rosenwald serves as the CIO and a director of Rising Sun Management Limited ("Rising Sun"), an investment adviser for Nippon Active Value Fund PLC, incorporated in England and Wales and listed on the London Stock Exchange. Mr. Rosenwald also serves as a director for Shore Capital Group Ltd. and certain offshore vehicles based in the Cayman Islands and managed by Dalton Investments. Lastly, Mr. Rosenwald is an Adjunct Professor of Finance at New York University's Stern Business School.  Mr. Gifford Combs, Founding Partner and Portfolio Manager, serves on the investment committees of the College of the Atlantic (Bar Harbor) and the Mt. Desert Land and Garden Preserve (Seal Harbor) as well as the committee for the Cambridge University "Deal World" Capital Campaign.  Ms. Belita Ong, Chairman, is a member of the Investor Advisory Committee on Financial Markets for the Federal Reserve Bank of New York and serves on the board of CapitaLand Investment, a leading global real estate investment manager with a strong Asia foothold, listed on the Singapore Stock Exchange.  Ms. Sarah Alfandari, CEO and President, is a Director of the Lafayette UCITS fund, and a Supervisory Board Member for SANSO LONCHAMP AM.
2.2.9	Specify nature of services provided by the company (discretionary investment management or advisory):	Discretionary Investment Management
2.2.10	Please list the total assets under management by the company across its different categories of client including the fund:	Dalton's assets under management total approximately \$4.4 billion as of 31 March 2024.
2.3 OV	WNERSHIP	
2.3.1	Describe the company's ownership structure, name of its owners, their percentage ownership, and their role within the company:	Dalton is 100% owned by its employees. Rosenwald Capital Management, Inc., where James B. Rosenwald serves as the President, owns 51% of Dalton, with other senior employees owning 49%. Please see Dalton Investments' ownership chart below:



- Operations
- Strategy, Research
- Risk Management
- Compliance
- IT
- Administration
- Reporting
- Marketing

Recommendations on compensation for Dalton team members are proposed by the Management Committee and ultimately signed off by the majority owner.

Dalton's primary driver of profitability is providing clients with attractive risk-adjusted returns and superior client servicing and retention. In this manner, Dalton believes that discretionary bonuses help to align the interest of employees and clients.

At Dalton, fixed salaries are kept at a moderate level (Dalton uses an external compensation benchmarking service to ensure fairness), while bonus payments reflect an individual's contribution to the business over the long-term.

While evaluating the analyst team, the Management Committee takes into account an analyst's research efforts and contribution to overall firm profitability. Bonus are based upon 1) the profitability of Dalton, 2) performance of the investment funds they are managing, and 3) contribution to the overall firm. Team members are assessed on various hard metrics, such as absolute and relative returns over 1-year and 5-year periods, as well as soft metrics (team collaboration/communication, engagement activities, marketing contribution, commitment to ESG and adherence to the investment philosophy).

# 2.4.6 How are the firm's personnel compensated?

Dalton expects its investment team to reinvest 50% of their bonus into Dalton's funds with an objective of having 3 to 5 times their annual salaries aligned with clients through their fund investments.

Long-term successful employees can buy into or further increase their share in Dalton. Dalton believes this system aligns investment team members with its clients and locks them into the firm for the long term.

Analyst performance is assessed on the performance of their coverage stocks across the entire firm on a relative and absolute basis.

Success for analysts is defined along multiple lines:

#### Hard metrics:

- 1. Absolute Stock Performance (1 year and 3 years considered, with a bias to longer term performance)
- 2. Relative Stock Performance (1 year and 3 years considered, with a bias to longer term performance)
- 3. Since the establishment of the new Management Committee three years ago, there has been an effort to formalize the performance assessment process and provide greater transparency on results to all team members
- 4. Co-Portfolio Management
- 5. Trade Recommendations

#### Soft metrics:

1. Team Collaboration/ Communication

- 2. Engagement Activities
- 3. Marketing/Client Service Contribution
- 4. Commitment to ESG
- 5. Adherence to Dalton's investment philosophy

Recommendations on compensation for analyst team members are proposed by the Management Committee and may be vetoed by the majority owner. Over the last three years there have been no major adjustments following the majority owner's review. For the analyst team in particular, Chief Research Officer & Chief Sustainability Officer (CRO/CSO) Craig Mercer leads the formal assessment of team members; analysing hard metrics, seeking peer feedback from within the investment team and in the broader firm and meeting with individual analysts. The input of Director of Research Shiro Hayashi is also critical for the assessment of the Japan analysts.

The overall firm bonus pool is recommended by the Management Committee, though it may be vetoed by the majority owner. The Management Committee's decision is based on various elements, including the overall profitability of the firm and the firm's strategic objectives. The portion allocated to the investment team is dependent on the relative success of the investment team over the year (and over the medium term) relative to other Dalton teams (marketing, legal/compliance, operations/accounting). The investment team generally receives the largest bonus pool, reflecting their importance to the firm.

2.4.7 Where do the primary trading, research, and portfolio management activities take place?

Research: Tokyo, Mumbai, Sydney, Hong Kong, and Los Angeles Trading & Portfolio Management: Los Angeles

2.4.8 Is the firm a member of AIMA or any other relevant trade association?

No.

#### 2.5 MANAGER TRACK RECORD

The following are Dalton's marketed strategies/Funds:

# 2.5.1 Number of portfolios/accounts managed by the company:

The following are Datton's marketed strategies/1 and

Asia Equity Long/Short Fund (Dalton Asia Fund)

India Equity Long/Short Fund (Dalton India Fund)

India Equity Long/Short Fund (Longchamp Dalton India UCITS Fund)
Asia Pacific Equity Long Only Managed Accounts
Asia Pacific Equity Long Only Commingled DST

Asia Pacific Equity Long Only Commingled DST

Japan Equity Long Only Managed Accounts

**Asia Equity Strategies:** 

Japan Equity Long Only UCITS Fund (Longchamp Dalton Japan Long Only UCITS Fund)

Asia Equity Long/Short UCITS Fund (Dalton Asia Pacific UCITS Fund)

Japan Equity Long Only Commingled DST

Japan Concentrated Activist Equity (NAVF Select Fund)

Japan Concentrated Equity (Dalton Kizuna Fund)

Asia Pacific Equity Long Only ex-Japan Managed Accounts

#### **Global Emerging Markets Equity Strategies:**

Global Emerging Markets Long Only Managed Accounts

## 2.5.2 Number of funds managed/advised by

Please see above.

		the company:	
		Names of these funds:	
	2.5.3	Oldest continuously active account (start date, name and size):	CIO, James B. Rosenwald III has managed a Japan Long Only Equity separate account for a US Pension Plan since 1996. Current AUM as of 31 March 2024 is \$323MM.
3	INVES	STMENT RESEARCH	
	3.1.1	What outside sources	Dalton augments its internal research and models with research and information from a wide network of relationships, including broker/dealers, other portfolio managers, government officials, and third-party research providers.
	<b>91-1-</b>	are used?	Dalton's investment team also relies heavily on Bloomberg terminals and data to screen its investment universe and to build proprietary investment models for individual companies. ESG analysis is also an important aspect of the investment process, and the team utilizes MSCI and LSEG Workspace for ESG analytics and stress testing.
			A vast majority of the ideas are generated internally by the Portfolio Manager ("PM") and research teams. All ideas are researched by the PM and analysts. Research includes the internal analysis of company financials to determine fair valuation, and requires meetings with key company managers, suppliers, and/or clients to assess company strategy and alignment of interests.
			The initial steps of the research process are largely performed by the team's analysts and the PM. Idea generation comes primarily through ongoing company interaction, bottom-up research, and market knowledge. In addition, the team generates ideas from quantitative screens, current portfolio themes, monitoring shareholder friendly actions, and local networks. All team members are industry generalists, and each member can suggest investment idea(s) and conduct preliminary analysis. Ideas are supported by company visits and broader industry due diligence.
	3.1.2	What proportion of research is generated internally?	<ul> <li>Qualitative Idea Generation Steps include:</li> <li>Ideas generated through ongoing company interaction, bottom-up research, and market knowledge</li> <li>This includes identifying names where there are strong or increasing alignment of interests</li> <li>Analysts focus on identifying companies with encouraging growth dynamics, strong long-term growth potential and attractive competitive positioning</li> <li>The analyst team's research drives the bulk of Dalton's idea generation</li> </ul>
			Quantitative Periodic Screens: <ul> <li>Analysts conduct systematic screening based on Dalton's four mantras</li> <li>Screens are based on quantitative financial metrics e.g. P/B, Fwd P/E, EV/EBITDA, Dividend Yield, ROIC</li> <li>Screens are run periodically to keep ideas fresh and understand the scope of the opportunity set</li> </ul>
			Once a potential stock idea has been identified, the analyst will begin his initial research by reviewing the company's financials, reaching out to sell-side research providers for company and industry reports, looking at competitors of the company to see if this is the best opportunity in the company's specific space

and contacting the investor relations of the company or meeting with management at investor conferences. A preliminary model is then built by the analyst to estimate intrinsic value and assess if there is a margin of safety at or near current prices.

#### 4 EXECUTION & TRADING

# 4.1.1 Describe members of the trade execution group, their functions and experience:

Dalton has two dedicated Asia equity traders who are responsible for trade execution for the Sub-Fund. Richard Hill is the Head of Trading at Dalton and has over 25 years of experience trading Asia markets and is assisted by Kenneth Hendrawan. Steven Persky, Co-Founder, provides back-up trading when required. The CIO is responsible for directing and authorizing trades, as well as signing off on trade confirmations received from the prime broker. Though authorized to execute trades, the CIO typically relies on and the Aisa trading team for 100% of trade execution and therefore spends a very limited amount of time focused on trading activity beyond sending the initial trade directive and providing any follow-up directions.

#### **Trade Execution**

Dalton has two dedicated Asia equity traders who are responsible for trade executions for the Sub-Fund.

The CIO is responsible for placing trades and signing off on trade confirmations.

Trades are communicated by the CIO to Dalton's trading team via email or by phone typically detailing volume and limit price.

Dalton uses the Eze order management system ("OMS"), which provides electronic communications between Dalton's trading team, executing brokers, the custodians, and administrators. The Eze OMS also automatically inputs trade details into Dalton's Geneva Portfolio Management System ("PMS"). All pretrade allocations are entered into Dalton's Eze OMS or otherwise documented. All trades are checked against the Sub-Fund's investment guidelines.

# 4.1.2 Describe your firm's policy for the execution of trade orders? (monitoring of trade order execution - best execution)

Traders send instructions electronically via FIX lines in the EZE OMS to executing brokers, who send the fills back electronically via FIX.

Operations personnel review the portfolio activity from reports generated by the prime broker to ensure proper settlement. Although exceptions are not anticipated, operations personnel work with the counterparty and prime broker to settle any transactions which have appeared on the exception reports.

Operations personnel also compare the portfolio activity from internally generated reports with information downloaded by the relevant custodian for trade breaks and settlement issues. The Operations team works with the relevant counterparty and prime broker to settle any transactions on the break/exception report.

While trade execution and trade confirmation are cross-checked by different staff members, Dalton's Risk Management Committee (comprised of the CEO, COO/CFO, CCO, Chairman and CRO/CSO) formally reviews trade execution on a periodic basis.

#### **Best Execution**

Dalton evaluates the quality and cost of services received from broker/dealers both on an informal contemporaneous basis and on a formal periodic and systematic basis by the Risk Management Committee. As part of the evaluations, both the quality and cost of services available from alternative broker/dealers, market makers, and market centres will be considered. Dalton documents its formal review.

Best execution procedures are memorialized in the Compliance Manual and are monitored by the Risk Management Committee.

Accounts trading pari passu with other like accounts generally are aggregated and allocated on a pro rata basis. Institutional separate accounts may be traded independently when the account guidelines/restrictions differ from other accounts.

Orders for the same security entered on behalf of more than one client will generally be aggregated (i.e., blocked or bunched), provided that aggregation is in the best interests of all participating clients. Subsequent orders for the same security entered during the same trading day may be aggregated with any previously unfilled orders; filled orders shall be allocated separately from subsequent orders. One exception is that subsequent orders may be aggregated with filled orders if the market price for the security has not materially changed and the aggregation does not cause any unintended duration exposure. All clients participating in each aggregated order will receive the average price and subject to minimum ticket charges, pay a pro-rata portion of commissions.

Dalton's compliance and/or operations teams conduct a periodic review of the trade journal to ensure the effectiveness of the trading procedures, including review of execution quality, and will report such results to Dalton's Risk Management Committee at least quarterly.

Summaries of the Risk Management Committee's sessions are reported to Dalton's Management Committee. Any material changes to the firm's risk policies are reviewed and approved by the Management Committee.

#### **Buy discipline**

The final decision as to whether or not to invest in a security, at what price, and in what size, is made after completion of the investment due diligence process and is the result of close collaboration between the CIO, PM, CRO/CSO and the research analysts. In the event of a disagreement, the CIO has the power of veto.

## 4.1.3 What is the buy/sell discipline?

If the decision is made to invest in a security, then the PM decides the acceptable margin of safety (discount to intrinsic value) at which to purchase that security and typically scales into the position. A toe hold position ranging from 0.5% to 1% may be taken based on the merits of the investment case and company visits. However, a full position of typically 3% to 4% will be taken only after the investment team has built trust in the management and gained confidence in its alignment with shareholders.

Dalton goes through the same process looking for opposite attributes on the short side. Dalton seeks expensive stocks where alignments of interest to

shareholders are exceptionally weak, where balance sheet quality is weak, and the business has no identifiable long-term competitive advantage. Sell discipline A portfolio security is sold (typically scaled out), as it approaches intrinsic value or if the investment thesis changes. Assessments of intrinsic values are updated through on-going active research and monitoring, including through engagement with the company. Sometimes, a position is sold prior to the realization of its intrinsic value because another, more attractive investment candidate is available at a significantly greater margin of safety and thus potential upside. The CIO makes the final decision as to whether to sell a position and at what price. While Dalton does not employ mechanical stop-loss triggers, risk process mandates a thorough review after a material decline. Risk systems highlight material declines to all investment team members and senior management. **Soft Position Guidelines:** Long Book: Number of Positions: 25-50 names Position at Purchase: 3% of NAV Position Limit: 8% of NAV at market value Top 10 positions typically less than 55% of total NAV Stop Loss Review: At 20% absolute decline Net equity exposure expected to fluctuate between 90% an 100% The PM has the flexibility to take equity exposure as low as 60% if the environment requires a more cautious positioning 4.1.4 Who is authorized to The PM makes investment recommendations to the CIO who retains ultimate deal and what limits discretionary authority. Therefore, the trading team only acts upon trade orders exist on dealing confirmed by the CIO. authorities? 4.1.5 Who makes the As CIO, James B. Rosenwald III is responsible for all strategic investment ultimate investment decisions. decisions? Proxies are assets of Dalton's clients and need to be voted with diligence, care 4.1.6 **Does the Delegated** and loyalty. In view of its fiduciary duty, Dalton seeks to vote proxies in a way **Investment Manager** that it believes maximizes the value of its clients' assets. Dalton will document exercise voting rights in and abide by any specific proxy voting instructions conveyed by a client with relation to investments respect to that client's securities. The Legal and Compliance team (or its (e.g. at General designee) is responsible for coordinating Dalton's proxy voting process. Absent Meetings)? What is the specific client instructions, Dalton has adopted specific proxy voting procedures **Delegated Investment** Manager's voting policy designed to address the risks that proxies are not properly identified and voted, and does it apply to all and that any conflicts of interest are addressed appropriately. funds/mandates that the Delegated Dalton's proxy voting practices align with the firm's voting principals, which are **Investment Manager** outlined in further detail in the Dalton's Sustainability Policy located here: manages? https://www.daltoninvestments.com/our-firm/sustainable-investment-policy/ 4.1.7 What is the general Dalton's day-to-day operations function from Los Angeles and Las Vegas. Dalton business-related has a Risk Management Committee that generally meets quarterly. In addition, governance structure the principals meet regularly to discuss governance and business-related issues. and procedure?

RISK MANAGEMENT

Longchamp, as Investment Manager of the Fund, has oversight on the Fund. As such, Longchamp AM monitors the following risk parameters on an ongoing basis:

- a) Positions and regulatory ratios (Daily)
  - Securities' eligibility
  - Total number of positions
  - Cash position
  - Regulatory ratios
- b) Market Risk Factors (Weekly)
  - Volatility (ex-ante and ex-post)
  - Performance (absolute and relative to benchmark, tracking error exante and ex-post)
  - Correlation with the Benchmark (ex-ante and ex-post)
  - Exposure breakdown by sector
  - Exposure breakdown by market cap
  - Factor analysis (value, momentum, growth, small cap)
  - Stress-Tests:
    - 2008 crisis: 10/10/2007 09/03/2009
       2013 tapering: 02/05/2013 06/09/2013
    - o Chinese crisis: 27/04/2015- 12/02/2016
- c) Liquidity Risk Factors (Weekly)
  - Portfolio breakdown by market capitalization
    - o 5 billion
    - $\circ$  1 > x > 5 billion
    - o < 1 billion
  - Liquidity ratios:
    - Position/(Daily liquidity of relative position)
    - Percentage of portfolio liquidated in 1 day, 3 days, 1 week, 1 month (using a 30% daily trading volume assumption)
    - Number of days to liquidate the entire portfolio
  - Shareholder register analysis
- d) Counterparty Risk
  - Daily monitoring
  - Counterparty selection
  - Collateral management
  - Counterparty exposures
- e) Operational Risk
  - Settlement Risk (Daily)
  - Compliance with Investment Management Agreement (Daily)
  - Ongoing review of the Delegated Investment Manager (Monthly)

Moreover, Longchamp AM produces monthly Risk reports with the following risk indicators being implemented to monitor the liquidity at Fund and position level:

- Volatility (ex-post & ex-ante)
- Annualized Up Vol (ex-post)
- Annualized Down Vol (ex-post)
- Correlation (ex-post & ex-ante)
- Tracking Error (ex-post & ex-ante)
- Sharpe ratio (ex-post)
- MAR ratio (ex-post)
- 30D Volume Average (ex-post)
- Price to Book (ex-post)
- EV/EBITDA (ex-post)

## 5.1.1 Describe your risk management process

The Longchamp Dalton India UCITS Fund (the "Sub-Fund") operates within the framework of the UCITS legislation, and as such, is constrained by the concentration and market limits provided by the legislation.

The Sub-Fund has the following investment restrictions:

UCITS limits in place:			
Maximum Position Size	The Sub-Fund is subjected to UCITS regulatory limits, which states that no position can exceed 10% of net assets, and, when added together, all positions over 5% may not constitute more than 40% of the Sub-Fund's net assets.		
Credit Exposure	Credit exposure to a single issuer may not exceed 20% of the Sub-Fund's net assets.  No Bank Loans are permitted.		
Counterparty Exposure	The risk exposure of the Sub-Fund to a counterparty in an over the counter (OTC) derivative transaction may not exceed 10% of net assets.		
Leverage	Max. gross exposure: 100% of the Net Asset Value of the Sub-Fund.		
Investment restricti	ons from Prospectus:		
Net Exposure	The maximum net long exposure of the Sub-Fund is limited to 100% of the NAV		
Market Cap	Underlying positions typically have market caps in excess of \$1.0bn or \$1mm average traded value. Small Cap exposure (< USD \$1bn) is < 20% of total NAV at all time.		

#### The Fund's Risk Management Process is as follows:

#### 1. Roles and Responsibilities

#### **Delegated Investment Manager:**

The Delegated Investment Manager's team of portfolio managers and internal legal and compliance personnel shall be responsible for pre-trade monitoring and compliance with the Investment Objectives, Policies and Restrictions with the Regulations in accordance with the Investment Management Agreement.

#### **Investment Manager:**

The Investment Manager shall be responsible for post-trade monitoring and compliance with the Investment Objectives, Policies and Restrictions with the Regulations in accordance with the Investment Management Agreement.

The Investment Manager shall be ultimately responsible for ensuring that the Sub-Fund complies with applicable legal and regulatory requirements.

The Investment Manager shall also be responsible for reviewing the Delegated Investment Manager's internal policies and procedures (at least annually or more frequently as necessary).

#### **Custodian:**

In addition, Société Générale Securities Services, which has been appointed by the Investment Manager as Custodian to the Sub-Fund (the "Custodian"), shall

monitor compliance with the Regulations and the Investment Objectives, Restrictions and Restrictions of the Sub-Fund.

#### 2. Risk Management Process

#### Level I: Controls at the Delegated Investment Manager Level

As previously stated, the Delegated Investment Manager's team of portfolio managers and legal and compliance personnel shall be responsible for pre-trade and post-trade compliance of the Sub-Fund with regulatory ratios, diversification rules, global exposure, as well as any other soft ratio as implemented by the Delegated Investment Manager in accordance with the Regulation, Investment Management Agreement and Sub-Fund's Prospectus.

#### Level II: Independent controls by the Risk Manager

All controls by the Risk Manager are performed on a post-trade basis. Longchamp AM performs daily monitoring on the Sub-Fund in its capacity as Risk Manager to the Sub-Fund.

The Investment Manager is responsible for:

- Monitoring the proper execution of the Sub-Fund's service providers' (including custodian, administrator, auditor) tasks on an ongoing basis.
- Monitoring risk through its tools and systems (based on Excel with Bloomberg feeds and plugged with the Custodian and Administrator's systems) and implementing controls.
- On a daily and post-trade basis the Investment Manager monitors regulatory ratios, diversification rules, global exposure, as well as any other soft ratio as implemented by the Delegated Investment Manager through the Investment Manager's tools and systems.

Depending on the ratios, checks and controls shall be performed either on a daily or weekly basis:

- Monitoring of the Sub-Fund's market and liquidity risks, liquidity ratios (see above for details), global exposure.
- Reconciling the Sub-Fund's net asset value (NAV) with the Sub-Fund's administrator ("Administrator")

In addition to its day-to-day activities which involves liaising and working with the Sub-Fund's service providers, the Investment Manager is the contact point for the Regulator.

The Investment Manager shall ensure that its Compliance team receives a report on the Risk Management Process at their monthly investment and risk management committees.

The Investment Manager's Compliance team shall review at least annually the Risk Management Policy for the Sub-Fund.

#### Level III: Controls at the Fund's Custodian Level

The Fund's Custodian shall:

 monitor exposure and as a policy, report any breach (regulatory ratios, diversification rules, global exposure, other soft ratios) to the Investment Manager

- 2. ensure that the sale, issue, repurchase and cancellation of the shares effected by or on behalf of the Sub-Fund are carried out in accordance with the Regulations and Prospectus of the Sub-Fund;
- 3. ensure that in transactions involving the assets of the Sub-Fund, the consideration is remitted to it within the usual time limits; and
- 4. ensure that the income of the Sub-Fund is applied in accordance with the Sub-Fund's Prospectus.

#### **Breach Escalation Process:**

Any potential active or passive breach, whether identified by the Investment Manager, Delegated Investment Manager or Custodian, shall immediately be reported to the Delegated Investment Manager so that the Delegated Investment Manager shall justify or take appropriate action to remedy the breach in the appropriate timeframe.

The Investment Manager shall keep a record of all breaches that occurred, and portfolio managers and/or legal and compliance personnel of the Delegated Investment Manager shall provide details if they consider the situation would not qualify as a breach to the Sub-Fund's Investment Management Agreement or else explain the reason(s) for the breach.

Any issue deemed significant or any breach that has not been appropriately documented or remedied within an acceptable cure period, shall be reported to the Compliance and Senior Management of the Investment Manager.

The Investment Manager shall report on any operational issues to its internal monthly investment and risk management committees.

#### 3. Global Exposure and Leverage

The Investment Manager has adopted a methodology to compute the Sub-Fund's Global Exposure according to the "Commitment Approach".

The risk management framework for the Sub-Fund shall be supplemented, where appropriate, taking into account the Sub-Fund's risk profile and investment strategy, with other risk measurement methods.

As a reminder, total leverage of the Sub-Fund shall not exceed 100% of the Net Asset Value.

# 5.1.2 How do you measure minimum liquidity of positions?

Liquidity is monitored at both the portfolio and firm level. A security can be considered for inclusion in the portfolio if a meaningful position can be accumulated (or liquidated) over 7 trading days, assuming less than 30% of average daily turnover. Dalton then monitors average trading volume of all portfolio positions so that it can reasonably expect to liquidate 100% of the portfolio within 7 trading days. In order to ensure adequate liquidity, the PM will also seek to invest in companies typically with a market capitalization in excess of \$1.0bn or \$1mn average traded value. Small Cap exposure (<\$1bn) is <20% of total NAV at all times. The liquidity of individual portfolio position sizes is monitored at all times through compliance checks in the EZE OMS. If a purchase trade is directed for a new or existing security, the EZE OMS system will check to ensure that the requested new position size can be fully liquidated within 7 trading days. If the position cannot meet this 7 trading day liquidity criteria, then the trade will be flagged by compliance to the investment team and the position will be resized accordingly.

On average, since inception in January 2020, the portfolio could be liquidated in under 6 trading days, considering 30% of daily trading volume.

		The Sub-Fund is also limited by the liquidity restraints embodied in the UCITS legislation.
		Liquidity analysis is also performed on a quarterly basis by the CRO/CSO and presented to the Risk Management Committee for review. This analysis considers portfolio level liquidity (versus client expectations for their account) and firm wide liquidity in individual positions.
5.1.3	What risk system/software is used in your middle office?	Dalton uses Advent Geneva for its accounting system and Eze OMS for trading and guidelines monitoring. The firm also utilizes Bloomberg as a pricing source, FactSet for portfolio attribution, and LSEG Workspace and MSCI for ESG analytics and stress testing.
5.1.4	both the middle-office and the back-office in your organization.	Dalton's back and middle office functions are handled internally and are overseen by the company's COO/CFO and consists of four accountants (including an accounting manager), two operations associates and a controller. The core responsibilities of the team include trade settlement and reconciliation, accounting, performance, and reporting.
		The accounting manager oversees the accounting team and Sub-Fund audits while the controller oversees firm taxes and management company's books and records. The operations team is responsible for proper trade settlement between the executing broker and custodian/prime broker.
	functions?	The COO/CFO is a member of both the Management Committee and Risk Committee and reports directly to the Dalton's CEO.
		Trade execution, trade confirmation, cash controls, and NAV calculation are cross checked by different staff members of the operations team.
		For both securities positions and cash balances, Dalton utilizes its Geneva PMS auto reconciliation system. This enables Dalton to determine and correct on a daily basis any non-reconciling items between Geneva PMS and:  •Eze OMS,
		Electronic executing broker confirmations, and     Custodial and Administrator statements.
5.1.5	Describe the process carried out to reconcile operations?	The operations team reconcile securities and cash data from Geneva against the custodian/prime broker and fund administrator reports which includes the identifier, security name, quantity, local price, local market value, book market value etc. The tolerance threshold has been 0.5% for market value and zero tolerance for quantity.
		If any discrepancies are identified by the operations team during the reconciliation process, a member of the team will reach out to the appropriate party (i.e., custodian/prime broker and/or administrator) to resolve the issue. Any discrepancies would be escalated to the accounting manager and then the COO/CFO.
		Non-reconciling items occur very infrequently due to the highly automated input process. The operations team checks all reconciliation breaks daily with external brokers, custodians, and administrators until they are resolved.

Dalton calculates NAVs independently from administrators, and the results are compared and reconciled with NAVs calculated independently by the administrator. **OPERATIONAL RISK** Dalton defines operational risk as weak or absent protocols that increase the possibility of errors or may materially interrupt or cause harm to Dalton's business. To mitigate operational risk, Dalton seeks to segregate each major operational function with checks and controls. Trade execution, trade confirmation, cash controls, and NAV calculation are cross checked by different staff members. Dalton calculates NAVs independently from administrators and the results are compared and reconciled with NAVs calculated independently by the administrator. The Risk Management Committee convenes quarterly and provides oversight to all operational risk issues within the Firm. Minutes are kept on all meetings. Dalton's Risk Committee is responsible for supervising operational risk. The Risk Committee reviews analysis and reports provided guarterly. Summaries of the Risk Committee's sessions are reported to Dalton's Management Committee. Please describe the 6.1.1 Any material changes to the Firm's risk policies are reviewed and approved by operational risk management policy: the Management Committee. Various aspects of the Firm's operations, including SEC compliance, GIPS compliance, email surveillance and cybersecurity are tested by ACA Compliance Group, and results are reported to the Risk Management Committee and/or the Management Committee. Additionally, Grant Thornton performs an annual SOC-1 audit on the firm. All performance calculations for Dalton funds are independently done by thirdparty administrators, and the funds are audited annually. Dalton Investments claims compliance with the Global Investment Performance Standards (GIPS®), which standards are promulgated in the U.S. by the CFA Institute. The Longchamp Dalton India UCITS Fund is a Sub-Fund of the "Longchamp" SICAV". The Longchamp SICAV is an Umbrella Fund consisting of UCITS compliant Sub-Funds. It was created on 22 August 2019 and is domiciled 102bis rue de Miromesnil, 75008, Paris, France. The Longchamp SICAV is chaired by Longchamp AM (as permitted by French regulation), ensuring the continuity of its governance. Currently, the Longchamp 6.1.2 Does the board of directors approve and SICAV is chaired by the president of Longchamp AM (David Armstrong). The regularly review the second board member is Rémi Genlot, Managing Director of Longchamp AM. operational risk They have delegated the regulatory reviews and operational risk management management to the Investment Manager, Longchamp AM. framework? Longchamp AM, as the Investment Manager, is responsible for the day-to-day operational risk management. This includes setting the risk management strategy, defining risk controls, and ensuring compliance with regulatory

requirements.

6.1.3	What due diligence process does the company perform prior to the appointment of an outsourced service provider?	Longchamp AM conducts regular reviews of the operational risk management framework, to ensure that it complies with regulatory requirements and aligns with industry best practices.  Dalton typically interviews multiple service providers, requests company information, client references and may do on-site visits.  Thorough due diligence was conducted on Société Générale Securities Services (SGSS) prior to their appointment as Fund Administrator, Custodian, Trustee, and Transfer Agent.  Ongoing due diligence visits are conducted annually by the Investment Manager, Longchamp AM. During these visits, Longchamp AM engages with the key personnel at SGSS, with each relevant department and operational teams systematically evaluated, providing detailed assessments that highlight their strengths and areas needing improvement. Longchamp AM meets with the senior managers of each department at least annually to ensure comprehensive and continuous oversight.
6.1.4	Does the company perform periodic reviews of the outsourced service providers?	Yes.
7 COMP	PLIANCE	
7.1.1	Who is responsible for compliance in the company?	Chris Ha is Dalton's Chief Compliance Officer/Counsel and is responsible for compliance matters for Dalton and its foreign subsidiaries. Chris is supported by Jacob Ginzburg, Deputy Chief Compliance Officer, and Associate General Counsel.
7.1.2	Please describe any current or potential conflict of interest or any relationships which may affect its trading, trading flexibility, e.g. associated broker/dealer.	None.
7.1.3	Does the company have regular compliance monitoring programs? If so, please give brief details:	As CCO, Mr. Ha is responsible for the implementation and monitoring of all Dalton compliance policies and procedures – including all global regulatory obligations. Mr. Ha also works closely with members of Dalton's Risk Management and Management Committees, and is tasked to report any material compliance/regulatory issues to the committees.  Dalton has had a long relationship with ACA Compliance, who performs annual tests of Dalton's compliance program.  Dalton also relies on its outside law firms, including Paul Hastings (Los Angeles) and Appleby (Cayman) to keep the Firm updated on regulatory and compliance matters.
7.1.4	Has the company or its principals ever been the subject of any action or warnings from a regulatory body?	To the best of its knowledge, during the last five years, Dalton has not had any regulatory issue, investigation, sanction, or similar matters that would be material to a client's evaluation of Dalton's advisory business or the integrity of Dalton's management. Nevertheless, for the sake of completeness and transparency, please note the following regulatory matters, which also are disclosed publicly in Dalton's Form ADV.

	On March 18, 2016, the Financial Supervisory Authority of Norway ("Finanstilsynet") sent a letter to Dalton, notifying it of the Finanstilsynet's decision to impose a violation charge of 100,000 NOK (approximately \$11,300 USD) for violating the notification requirement under Norwegian law. Norwegian law requires that a notification be given to the Finanstilsynet if a person's
Has any application to a regulatory body on behalf of the company ever been withdrawn?	proportion of shares of a portfolio company falls below 10%. On July 7, 2015, a sale by Dalton, on behalf of its clients/funds, resulted in its ownership of a portfolio company decreasing from 10.14% to 9.998% on an aggregated basis. Dalton filed the report on July 10, 2015, which the Finanstilsynet did not deem as "immediate" under Norwegian law. Dalton paid the penalty in due course.  On May 25, 2018, the Financial Supervisory Service in the Republic of Korea ("FSS") notified Dalton that it intends to recommend to the Korean Securities and Futures Commission to impose an "administrative fine" of 7,500,000 KRW (approximately \$6,700 USD). The FSS alleges that Dalton, on behalf of one of the funds under Dalton's management, placed an order in July 2017 to engage in a short sale in Korea without borrowing the securities to be sold, violating the short sale restriction provisions in the Financial Investment Services and Capital Markets Act of Korea. The matter is currently pending.
_	
company ever been refused authorisation, or had it withdrawn? If so, please provide	None to the best of Dalton's knowledge.
d.	
ever been any criminal, civil, regulatory or administrative proceedings against the company or any of its principals, or any similar such matters including reparations, arbitrations and negotiated settlements?	Please see the response above in Section 7.4.
Confirm that the company has established Anti-money Laundering (AML) procedures:	At the firm level, Dalton has established AML policies and procedures in place reasonably designed to comply with applicable AML laws. Such policies and procedures address (a) the verification of the identity of investors, (b) the verification of the identity of beneficial owners as applicable and (c) periodic AML training, amongst other things. Dalton may rely on third party agents such as its Fund Administrators to fulfil its AML obligations under its AML program.  Longchamp AM established an AML policy designed to comply with the applicable law.
	regulatory body on behalf of the company ever been withdrawn? If so, please give details:  Has an employee of the company ever been refused authorisation, or had it withdrawn? If so, please provide details:  Are there or have there ever been any criminal, civil, regulatory or administrative proceedings against the company or any of its principals, or any similar such matters including reparations, arbitrations and negotiated settlements?  Confirm that the company has established Anti-money Laundering (AML)

The policy includes five main pillars: knowledge of the client ("KYC"), monitoring of any sensitive operation, communication to the relevant authority of any suspect operation, compulsory knowledge given to employees more specifically "charges d'affaires", and compulsory storing of information.

When entering into a new client relationship and during the relationship's lifetime, Longchamp AM performs 3 distinct checks: 1) control of the client's identity, 2) KYC and notification of client's classification (either professional or non-professional), and 3) monitoring of any potential sensitive operation.

Should a sensitive operation arise, an AML declarant has been appointed and shall list any suspicious activity to the relevant authority ("TRACFIN").

Société Générale Securities Services (SGSS), in its role as the administrator, custodian, trustee, and transfer agent, handles the AML procedures for subscriptions and redemptions in the Sub-Fund and is responsible for the AML obligations related to the Sub-Fund.

Longchamp AM ensures that SGSS performs its AML regulations by conducting periodic reviews of SGSS's processes and standards for asset custody and transfer.

#### 9 INSURANCE

# 9.1.1 Do you currently hold insurance for the following:

- Director & Officers Liability?
- Investment Manager
- Professional Indemnity?
- Crime (Employee fidelity/third party fraud)?
- Key Person Insurance?
- Other?
- N.B.: if you are not restricted from disclosing such information under your policy(ies)

### Policy Limit of Liability

•	•
CNA Primary D&O / EPL	\$5MM D&O / \$5M EPL
Nationwide Excess D&O	\$5MM D&O D&O/E&O
Axis Excess D&O	\$5MM over \$10MM D&O
XL Excess D&O	\$5MM over \$15MM D&O
Travelers FI Bond Dalton	\$5MM
Travelers ERISA Fiduciary Bond	\$3MM

There have been no claims made in the past year and no claims are pending.

Longchamp AM currently holds:

- Director & Officers Liability for up to €2,000,000 per claim and per year
- Insurance for Brokerage for Other Individuals for up to €2,000,000 per claim and per year.

#### **10 BUSINESS CONTINUITY**

10.1.1 Does the company have a formal disaster recovery plan? Please describe the basic provisions:

Dalton utilizes Abacus Group LLC ("Abacus") to manage its IT infrastructure. Dalton's email, file server, Order Management system, Portfolio Management system, and phone server are hosted by Abacus. All Dalton employees have office internet access through a primary and secondary source onsite.

Abacus hosts Dalton's primary IT infrastructure at the primary data centre (Internap/Oakland); and for disaster recovery services, Abacus concurrently replicates and hosts Dalton's secondary IT infrastructure at the secondary data centre (Internap/Dallas).

Abacus supplies users working outside of their primary office with several

options to connect and access all systems remotely: Citrix XenApp, Citrix NetScaler VPN software and VPN hardware device(s).

Disaster Recovery tests are performed on a bi-annual group level DR test.

In addition to data being replicated to the secondary data centre all Dalton data is also backed up daily to a secondary storage media. Dalton data typically belongs to one of the following categories; email, file shares, database, and system data. Backups are configured to run daily. Success and failures are monitored by the Abacus Systems team. Test restores are performed periodically to verify data integrity.

The prime broker or custodian for each account also maintains a backup of transactions and holdings, which may be independently accessed. Further, the administrator also records independent transaction and holdings files. Copies of these external master files can be readily obtained and distributed as needed.

Longchamp AM's BCP stipulates a 2 hours' time frame before basic services can be activated. Disasters include:

- Inaccessibility of the main office
- Threat of an epidemic/pandemic situation
- Case of Force Majeure

A contingency facility has been made available at all times and is prepared to welcome the employees of the firm in case a disaster arises.

Longchamp AM's last BCP test occurred on 04 November 2019, and Longchamp AM triggered the BCP twice in 2020, following lockdown government measures, without any impact on business activity.

Since 2021, Longchamp AM's employees regularly work from home, therefore actively ensuring the BCP outside the office.

# 10.1.2 What contingency plans do you have in terms of:

- Computer system fault?
- Incapacitated investment decision makers?
- Technical failure at Prime Broker's location?
- Presence of inhouse computer technician?
- Back-up systems?

Please see above response for all technical issues.

The prime brokers with whom Dalton has relationships all have complete backup processes and remote locations which have worked in past cases of emergency.

At Longchamp AM, a contingency facility has been made available at all times and is prepared to welcome the employees of the firm in case a disaster arises.

#### 11 FUND INFORMATION

#### 11.1 FUND IDENTITY

11.1.1 Fund Name	Longchamp Dalton India UCITS Fund
11.1.2 Date of inception	24 January 2020
11.1.3 Investment Manager	Longchamp Asset Management
11.1.4 Delegated Investment Manager	Dalton Investments, Inc.

11.1.5 Legal Structure	Sub-Fund of a French UCITS SICAV	
11.1.6 Domicile	France	
11.1.7 Is the Fund regulated?	The Fund is domiciled in France, is subject to UCITS IV regulations and is regulated by the AMF (Autorité des Marchés Financiers).	
11.1.8 Can you confirm what accounting standards the accounts will be prepared under?	Accounts are prepared under French accounting standards applicable to collective investment schemes, pursuant to regulation ANC 2014-01 (Autorité des Normes Comptables, i.e. the accounting standards authority).	
11.1.9 Describe the Fund's ownership structure	<ul> <li>The Longchamp Dalton India UCITS Fund is a Sub-Fund of the Longchamp SICAV.</li> <li>Longchamp AM acts as Investment Manager of the Sub-Fund and has chosen to delegate the investment management to an Indian Equity market specialist, Dalton Investments, Inc.</li> <li>Details over the Sub-Fund and the Longchamp SICAV are available in the Prospectus.</li> </ul>	
	The Sub-Fund seeks to achieve its investment objective primarily by buying and selling equity and equity-related securities (including but not limited to stocks, ADRs, GDRs, P-Notes, and convertible bonds) of companies that are domiciled in India, or which have material exposure to India. The Sub-Fund focuses on identifying and investing in (a) "value" investments in securities that Dalton believes are underpriced relative to their intrinsic value or fundamental value or which are expected to appreciate in value if circumstances change or an anticipated event occurs, (b) direct investments in operating and service businesses (not private equity investments, but investments in publicly traded companies in a minority stake) and (c) other investments in securities or instruments that Dalton believes are undervalued or likely to appreciate. Process is conducted following a "bottom up" analysis and thus leads to a portfolio of long positions in robust companies with competitive advantages that are expected to benefit from long-term growth.	
11.1.10 Describe the Fund's Strategy	<ul> <li>Dalton typically seeks industry leaders:         <ul> <li>In niche markets</li> </ul> </li> <li>Where there exists evidence of management alignment with shareholders</li> <li>Trading at what Dalton believes are distressed valuations including EV/EBITDA, Net Cash/Market Capitalization, Price/Book and Return on Equity</li> </ul>	
	Dalton's investment philosophy is based on the disciplined application of value investing principles with particular focus on alignment of interest between management and shareholders. Dalton's investment philosophy translates into a process that includes the following four investment criteria:  1. Good businesses according to Dalton's analysis – typically strong cash flows and balance sheets, a "moat" against competition  2. Significant "margin of safety" – the stock trades at a significant discount to intrinsic valuation as assessed by Dalton  3. Management interests are aligned with shareholders  4. Management has demonstrated a strong track record of reinvesting capital	

To select the companies in which the Sub-Fund invests, Dalton first conducts an analysis of the companies and their balance sheet using publicly available databases, implementing the internal investment screens and using other proprietary quantitative tools.

History of buyback programs and dividend increases is also analyzed as Dalton views them as important factors in assessing an investment opportunity.

Management teams of prospective companies are researched by Dalton's on the ground analyst team based in California and India to identify the company's key decision makers. Dalton seeks to ensure the alignment of management team's incentives with the company's minority shareholders.

Following this analysis, Dalton progresses to the stage of on-site company visits and seeks to confirm sustainable competitive advantages within the given industry and management's expectations during a complete due diligence.

Finally, Dalton reassesses what it believes the true intrinsic value of each security is by applying its analysis using a discounted cash flow analysis. This analysis assists Dalton to determine security entry and exit prices.

Dalton may take short positions in accordance with Indian regulations, through equity futures or index futures in order to hedge some or all of the long equity exposure. The net exposure of the Sub-Fund to the equity markets will range from 0% to 100% of the net assets.

**BBG Tickers** 

#### 11.1.11 Base currency

EUR

11.1.12	List of Share Classes / ISIN

Class SUH (Seeding)	FR0013423571	DINDSUH
Class SH (Seeding)	FR0013423589	DINDSHE
Class EBUH	FR0013423597	DINDEBU
Class EBH	FR0013423605	DINDEBH
Class R1UH	FR0013423613	DINDR1U
Class R1H	FR0013423621	DINDR1H
Class R2UH	FR0013423639	DINDR2U

ISINs

#### 11.2 FUND FEES

11.2.1	Total Expense Ratio
	("TER"):

Class SH	1.45%
Class EBUH	1.55%
Class EBH	1.55%
Class R1UH	1.95%
Class R1H	1.95%
Class R2UH	1 45%

1.45%

Class SUH

Longchamp AM charges an Administration Fee which covers for the Risk Management, Administration, Custody, Audit, Legal Fees, and Directors.

The Administration Fee is set at 0.45% p.a. across the Sub-Fund.

		Class SUH	0%
		Class SH	0%
11.2.2 Pe		Class EBUH	0%
		Class EBH	0%
		Class R1UH	0%
	Performance fee:	Class R1H	0%
		Class R2UH	17% above benchmark
		Class N2011	1770 above benefittatik
		The Sub-Fund's	s benchmark is the MSCI India Net Total Return EUR Index
		(symbol: M0IN)	
		The "High Wate	es are subject to High Water Mark. er Mark Net Asset Value" means either (i) where a Performance
			e in respect of the prior Calculation Period, the Net Asset Value
		l ·	e relevant Share Class at the beginning of the Calculation Period
			ne number of Shares of such Share Class in issue at the beginning tion Period, increased or decreased on each Dealing Day with
11.2.3	High Water Mark Net		subscriptions or redemptions of Shares which have taken place
	Asset Value:		ning of such Calculation Period; or (ii) where no Performance Fee
			respect of the prior Calculation Period, the High Water Mark Net
			he relevant Share Class at the end of the prior Calculation Period,
		increased or de	creased on each Dealing Day with respect to any subscriptions or
		redemptions of	f Shares which have taken place since the beginning of such
		Calculation Peri	
		Class SUH	up to 5%
		Class SH	up to 5%
	Subscription fee:	Class EBUH	0%
11 2 /		Class EBH	0%
11.2.7		Class R1UH	0%
		Class R1H	0%
		Class R2UH	0%
		Subscriptions fe	ees can be waived by Longchamp AM.
11.2.5	Redemption fee:	None.	
11.2.6	Any other fee:	N/A	
11.3 IN	VESTMENT / REDEMPT	ON TERMS	
		Class SUH	€20,000,000
		Class SH	€20,000,000
11 2 1	Naimine une Instala	Class EBUH	€1,000
11.3.1	Minimum Initial Investment:	Class EBH	€1,000
	mvestment.	Class R1UH	€1,000
		Class R1H	€1,000
		Class R2UH	€1,000
		Class SUH	1 thousandths of a unit or in amount
		Class SH	1 thousandths of a unit or in amount
11.2.2	Minimum aubaamant	Class EBUH	1 thousandths of a unit or in amount
11.3.2	Minimum subsequent Investment:	Class EBH	1 thousandths of a unit or in amount
		Class R1UH	1 thousandths of a unit or in amount
		Class R1H	1 thousandths of a unit or in amount
		Class R2UH	1 thousandths of a unit or in amount
		Class R2UH	1 thousandths of a unit or in amount

		The Sub-Fund will have daily liquidity, except on a holiday as defined in Article L. 3133-1 of the French Labor Code and / or if it occurs on a day when the Paris Stock Exchange is closed (as per Euronext SA calendar) and / or when the Indian stock exchange is closed (as per Mumbai Exchange Group calendar), in which case, the Sub-Fund's net asset value will be calculated on the closing market price of the following business day.		
11.3.3	Dealing day:	The net asset value calculation occurs 1 business day after the Dealing Day (DD+1) (the "Net Asset Value Calculation Date").		
		The Sub-Fund's net asset value will be made available upon request at Longchamp AM on the next business day following its computation, and on the Investment Manager's website: <a href="https://www.longchamp-am.com">www.longchamp-am.com</a> .		
		It will be calculated on the basis of latest available closing market prices for the securities which the Sub-Fund is invested in.		
		Subscription orders received by 12:00 PM of every business day (DD-2) (as per official calendar of Euronext Paris SA) are executed on the basis of the net asset value calculated on the closing market prices of the following 2nd Dealing Day (DD).		
11.3.4	Dealing deadline:	Redemption orders received by 12:00 PM of every business day (DD-3) (as per official calendar of Euronext Paris SA) are executed on the basis of the net asset value calculated on the closing market prices of the following 3rd Dealing Day (DD).		
11.3.5	Settlement Date:	For subscriptions and redemptions, payment (cash) and delivery (shares/units) shall occur within 3 business days (as defined by Article L.3133-1 of the French Labor Code and as per official calendar of Euronext Paris SA) following the relevant Dealing Day (DD+3).		
11.3.6	Does the manager have the ability to distribute redemptions in kind?	The Sub-Fund rules state that redemptions are made exclusively in cash, except in the event of liquidation of the Sub-Fund when shareholders have agreed to be redeemed in kind. They are settled by the custodian within a maximum of five days from the valuation day of the units.  However, if in exceptional circumstances the redemption requires the prior sale of assets held in the Sub-Fund, this deadline may be extended to a maximum of 30 days.		
11.4 AU	11.4 AUDITOR			
11.4.1	Details: - Name - Address	PricewaterhouseCoopers Audit Crystal Park - 63 rue de Villiers – 92200 Neuilly-sur-Seine, France		
11.5 PRIME BROKER				
11.5.1	Who is the Prime Broker for the Fund?	N/A		
11.5.2	Duration of the company's professional relationship with the Prime Broker?	N/A		
11.6 FUI	ND ADMINISTRATOR			

11.9.2	Who is distributing the Fund?	Longchamp AM
11.9.1	Who is the company for the fund?	Longchamp AM
11.9 FUND PROMOTER		
11.8.2	Duration of the company's professional relationship with the Legal Advisors?	Since September 2017
11.8.1	Who are the Legal Advisors for the Fund?	The Fund does not have any Legal Advisors.  The Fund's Investment Manager's primary legal advisor is Jornet Finance Consulting.
11.8 LEGAL ADVISORS		
11.7.2	Duration of the company's professional relationship with the Custodian?	Since July 2015
11.7.1	Who is the Custodian for the Fund?	SOCIETE GENERALE Securities Services (SGSS)  Postal Address: 189 rue d'Aubervilliers – 75886 PARIS Cedex 18  Head Office: 29 boulevard Haussmann – 75009 PARIS
11.7 CU	ISTODIAN	
11.6.1	Administrator for the Fund?	Postal Address: 189 rue d'Aubervilliers – 75886 PARIS Cedex 18 Head Office: 29 boulevard Haussmann – 75009 PARIS
11 6 1	Who is the	SOCIETE GENERALE

#### 12 INVESTMENT MANAGEMENT PROCESS

#### 12.1 STRATEGY

The stated investment objective of the Sub-Fund is to seek long-term capital appreciation through a diversified portfolio of long positions in equity securities with a primary focus on the India region. The Sub-Fund may also opportunistically take short positions in market indexes, currency forwards, and single name equities. The Sub-Fund strives to identify and invest in (a) "value" investments in securities that Dalton believes are underpriced relative to their intrinsic value or fundamental value or which are expected to appreciate in value if circumstances change or an anticipated event occurs, (b) direct investments in operating and service businesses (not private equity investments, but investments in publicly traded companies in a minority stake) and (c) other investments in securities or instruments that Dalton believes are undervalued or likely to appreciate.

# 12.1.1 Describe your strategy (in as much detail as possible):

Dalton's India team consists of CIO, Jamie Rosenwald, PM, Venkat Pasupuleti, Managing Director, Siva Thiravidamony and Research Analyst, Upama Roy. The team is supported by Dalton's broad Asia research team which consists of 9 research analysts covering Japan, Greater China, Korea, and non-Asia emerging markets. The India investment team adheres to consistent, well-defined processes throughout market cycles to identify opportunities while minimizing risk. The investment process seeks to build a long portfolio comprised of sustainable entrepreneurial companies with a competitive advantage and can take advantage of growth in India. Dalton prefers managements that are typically large ambitious shareholders, inclined to "share the wealth" with minority investors.

Companies are selected for investment based on the following four criteria:

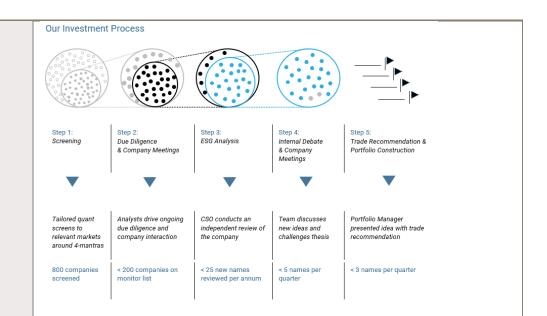
- Invest in good businesses typically strong cash flows and balance sheets, a "moat "against" competition, focus on ESG best practices.
- Identify a significant margin of safety Seek a material discount to intrinsic value, looking out at least three to five years.
- Focus on the alignment of interest Identify companies with an alignment
  of interest between the owner-operator or management and minority
  shareholders or companies where an opportunity exists to enhance
  alignment.
- Strong track record Identify a demonstrable track record of managing capital effectively and rewarding minority shareholders.

These mantras have served as strong guideposts over the years in which Dalton have operated, and Dalton continues to believe that they remain highly relevant in today's investment environment.

Dalton performs fundamental analysis to identify companies that meet its core investment mantras looking for securities trading at a material discount to its calculated intrinsic value, therefore displaying a generous margin of safety.

The value discipline typically leads Dalton's investment team to seek out securities which have relatively low enterprise value to earnings before interest depreciation and amortisation (EV/EBITDA) multiples, or low price-to-book valuations, but high Return on Invested Capital ("ROIC"). Typically, identifying companies with superior ROIC or Return on Equity ("ROE") supports Dalton's focus on proven track records.

To ensure Dalton achieves an alignment of interest between its clients and the management teams of investee companies, Dalton typically seeks out companies where senior management or the founding entrepreneur owns significant stock in the company. In cases where a company meets all the other core mantras but lacks the alignment of interest, Dalton will actively engage with the management team to increase stock-related compensation to account for at least three to five times their annual cash compensation. This strongly encourages management teams to think more like owners than simply paid employees. Dalton strongly believes that a management team with a material investment in the company it runs leads to decision-making and capital allocation policies that benefit all shareholders.



The initial steps of the research process are largely performed by the team's analysts. Idea generation comes primarily through ongoing company interaction, bottom-up research, and market knowledge. Quantitative screens are also maintained to identify pockets of value or potential mispriced opportunities, in addition to monitoring shareholder friendly actions, and local networks and peers. All team members are industry generalists, and each member can suggest investment ideas and conduct preliminary analysis. Company visits and broader industry due diligence support new idea generation. Once an analyst is convinced that an idea meets Dalton's four investment criteria, further due diligence on the overall ESG practices of the target investment is undertaken by Dalton's CRO/CSO. If a candidate security successfully passes the ESG review, a summary investment case is sent to the entire investment team, who will provide review where necessary. This iterative process continues until either the analyst or CIO and PM rejects it, puts it on the monitor list, or agrees to establish an initial position.

It is at this time that the team's CRO/CSO undertakes a separate ESG review of the proposed stock. On completion of the review, the CRO/CSO assigns a rating of A, B, C or D. A = High Quality practices, B = Moderate Quality Practices, C = Low Quality Practices, D = Review by Analyst team requested. Within the overall assessment, Dalton also indicates a qualitative assessment of the company's risk, as it relates to ESG, accounting, litigation and other relevant risks that may potentially impair earnings. Dalton also indicates if there is an opportunity for the analyst to engage with the company. The CRO/CSO has power of veto on a stock idea (if the stock is rated D).

12.1.2 What is your investment/trading philosophy?

Dalton utilizes a value investment approach that seeks to invest in companies with sound, sustainable businesses, operated by management teams whose interests are aligned with shareholders. Client portfolios are built one security at a time; each security being selected on its own merits, through rigorous bottom-up fundamental analysis to calculate an "intrinsic" value. Dalton's investment philosophy places capital preservation as its first priority; therefore, Dalton believes in committing capital only when securities are significantly discounted relative to their intrinsic value. Dalton's core approach to investment analysis has remained consistent over time, though the investment team is asked on an ad-hoc basis to consider the key mistakes it has made in recent periods and update Dalton's Investment Checklist, which is designed to ensure key points of analysis are not missed.

Additionally, Dalton seeks out companies with a strong alignment of interest between owner-operators or management and minority shareholders because, over the long-term, these owner-operators generally have been more successful in compounding stock returns. Behavioural economics would suggest that the reason is related to self-interest, as a large percentage of owner-operator wealth is typically tied with their companies.

Dalton goes through the same process looking for opposite attributes on the short side. Dalton seeks expensive stocks where alignments of interest to shareholders are exceptionally weak, where balance sheet quality is weak, and the business has no identifiable long-term competitive advantage.

Yes, Dalton believes that there are many undervalued and/or overvalued securities (i.e., trading at substantial discounts or premiums to their intrinsic value) in India. The Sub-Fund invests opportunistically in India. The Sub-Fund strives to buy shares in companies with good businesses run by management with a strong alignment of interest with shareholders, at prices that reflect a significant margin of safety to intrinsic value. In addition to performing onsite due diligence and rigorous fundamental analysis, the investment team engages in active collaboration with managements and directors of portfolio companies in order to encourage actions that will lead to revaluation in the equity market.

- 12.1.3 Do you believe that there are persistent structural inefficiencies in the area you invest in? Please explain:
  - How do you think these market inefficiencies will change over time?

Specific to the Indian equites market, Dalton's investment team is acutely aware that many high-quality companies trading at high valuations where alignment of interests is strong, can and may persistently trade at premium valuations. Through research and active interaction with company management teams, Dalton is provided with an edge to help them avoid such positions in the portfolio.

Dalton thinks that quality companies with aligned shareholder interests that are trading at discounts to fair value should generate attractive returns for shareholders. Discounts should inevitably narrow over time as more and more sophisticated institutional shareholders take significant stakes in these companies, and work with management to increase the public value of their institutions. Recommendations to management could include: higher dividend payouts, liquidation, or improvements of underperforming assets, and other value-enhancing corporate actions. Increased coverage by sell-side research analysts would also help these securities to re-rate to their intrinsic values.

Dalton believes that its competitive edge comes from the following factors:

### 12.1.4 What is your competitive edge?

#### Owner-operators outperform over the long run:

A key difference between Dalton's core approach and its peers is the degree of focus on alignment of interest – if an alignment with an "owner-operator" is not present and Dalton cannot see a path to establishing such an alignment, Dalton will pass on an investment, however attractive the business may appear. The majority of these "owner-operators" are companies where the founding entrepreneur, or the family of the founder, maintain large stakes in the company. However, it can also include companies without family-ownership, where the company's management team has alignment of interest with minority shareholders through stock ownership.

#### Less crowded names help achieve margin of safety:

Dalton's primary goal is to seek out those investments that have the potential of compounding meaningful returns over time and are trading with a margin of

safety. Often, this leads to investing in companies that are ignored or misunderstood. A corollary of this approach is that Dalton does not seek to compete with other firms by having the most detailed research on a well-covered stock, but instead focus on lesser-known or out-of-favour companies where Dalton's research provides an advantage.

#### **Concentrated portfolio of best ideas:**

Dalton focus on committing capital to its best ideas has led to attractive alpha overtime. This can be seen in the stock portfolio having historically less than 30 positions and the top ten stocks typically accounting for 50% of the total portfolio. High conviction portfolios can lead to strong alpha over time.

#### All-Cap investment approach and flexibility:

The Sub-Fund follows an all-cap investment strategy allowing the investment team flexibility to search out the best ideas across capitalization ranges for publicly listed Indian equities. This advantage allows the team to structure the portfolio in those names that are trading with the most attractive margins-of-safety (i.e. trading at a discount to Dalton calculated intrinsic value) and exclude investments in securities trading at heightened valuations. Over the history of the Sub-Fund, the portfolio's market cap exposure has varied, and determined by the investment teams bottom-up fundamental research, with the historical weighted average portfolio market cap having ranged between \$22bn and \$47bn since inception, and the largest market cap company being as high as \$250bn and the lowest around \$700mn.

#### Cohesive, experienced team:

Dalton's research efforts in India comprise a dedicated PM and 2 analysts who are on the ground in Mumbai performing fundamental analysis on companies. The India research team works very closely with the CIO, whose successful history in investing in Asia offers tremendous insights and leadership. Additionally, input and collaboration with the broader Asia team and Craig Mercer (CRO/CSO) provide insights, resources, and a broader perspective. Dalton believes that this cohesive, collaborative process provides the foundation for its ability to identify stocks which are misvalued by the market and with the most potential for future upside.

12.1.5 In which markets do you believe your strategy performs best/worst?

Dalton believes it performs well in an environment where companies can be purchased at significant discounts to their fair valuation based on their earnings, cash flow, and asset values.

Dalton believes the most challenging markets are when companies are temporarily overvalued on share price momentum or intangibles, and/or when markets decline rapidly in a highly correlated manner, with external macro risk factors that are significantly outside the control of Dalton's investment team, including global political and economic policy risks.

#### 12.2 LIQUIDITY

12.2.1 What is the liquidity of the underlying assets and what is the appropriate time period to liquidate?

A security can be considered for inclusion in the portfolio if a meaningful position can be accumulated (or liquidated) over 7 trading days, assuming less than 30% of average daily turnover. Dalton then monitors average trading volume of all portfolio positions so that it can reasonably expect to liquidate 100% of the portfolio within 7 trading days. In order to ensure adequate liquidity, the PM will also seek to invest in companies with a market capitalization in excess of \$ 1bn or \$1mn in average traded value. Small Cap exposure (<\$1bn) is < 20% of total NAV at all times. At the portfolio level, Dalton

has coded into to its trade order management system (EZE) a flag that notifies the traders if a new trade will cause a position to take longer than 7 business days to liquidate. The trader is then able to address this with the Portfolio Manager to adjust the position size to ensure ample liquidity.  The Sub-Fund is also limited by the liquidity restraints embodied in the UCITS legislation.
The investment objective of the Sub-Fund is to generate an annualized net performance higher than that of its benchmark, the MSCI India Net Total Return EUR Index over a recommended minimum 5-year holding period. As part of its investment strategy, the Sub-Fund invests its assets in equities with a primary exposure to the Indian market. The Sub-Fund strives to buy shares in companies that Dalton believes are likely to benefit from the dramatic growth and structural changes taking place in India.
The Sub-Fund will seek to achieve its investment objective by taking long positions primarily in equities of companies that derive or are expected to derive a significant portion of their present and/or future revenue from India. The Sub-Fund may also opportunistically take short positions in single name stocks, basket shorts, index shorts and currency hedges to managed overall portfolio risk. The Sub-Fund may invest its assets in negotiable debt securities, bonds of sovereign states of the OECD, fixed and floating rate private bonds, all denominated in Indian Rupees. The Sub-Fund may enter into financial contracts traded on regulated, organized, or over-the-counter international markets in order to conclude: forward exchange contracts, futures, options, currency swaps to hedge foreign exchange risk in relations to the currency risk hedged share class.
The Sub-Fund may invest in UCITS eligible securities from various asset classes (please refer to the Sub-Fund's prospectus for additional details) but seeks to achieve its investment objective primarily by buying and selling India equities, or equities of companies that derive or are expected to derive a significant portion of their present and/or future revenue from India.
The Sub-Fund primarily invests in stocks traded on regulated exchanges, thereby minimizing counterparty risk.  Should the Sub-Fund engage in over-the-counter (OTC) derivative transactions, Longchamp AM, as Risk Manager, is responsible for monitoring and managing counterparty risk.  Counterparty risk arising from OTC transactions with a counterparty is monitored on a daily basis and may give rise to the delivery or payment of collateral in order to comply with the Sub-Fund's counterparty risk limits.
The Sub-Fund operates within the framework of the UCITS legislation, and as such, is constrained by the concentration and market limits provided by the legislation.  Typically, the portfolio comprises of 25 to 50 positions that are generally broadly diversified across sectors and industries with weights being determined by stock selection.

	Single positions are capped at 3% of NAV at cost and 8% of NAV at market value. Top 10 positions are typically less than 55% of the Sub-Fund's total NAV.
12.4.2 How do you calculate the correlation between each investment in the portfolio?	N/A

#### 12.5 EXTERNAL CONTROLS

# 12.5.1 Are any third parties involved in verifying adherence to risk limits, e.g. the fund's administrator?

The Sub-Fund is subject to UCITS regulations and risk limits, and as such, the parties involved in risk limit adherence are:

- The Investment Manager (Longchamp AM)
- The Delegated Investment Manager (Dalton)
- The Sub-Fund's Custodian through its Trustee department (Société Générale)

#### **13 ESG**

#### 13.1 COMMITMENTS AND CORPORATE SOCIAL RESPONSIBILITY

It is Dalton's belief that sustainable investment or ESG focused investment is not only good for the planet but good for long-term investment returns. Dalton believes that over the long-term, companies with a superior approach to managing all the associated risks of ESG will have lower costs of capital, higher profitability and, therefore, more sustainable returns. This belief is strongly supported by academic evidence.

Dalton believes that companies that fail to address climate change risk, poorly manage their workforce, or operate with weak corporate governance practices likely will underperform on a risk-adjusted basis over the long-term. As fiduciaries it is therefore fundamental to ensure that Dalton considers sustainability factors in its decision-making structures to maximize long-term risk-adjusted returns.

13.1.1 On what principles is your responsible investor approach based and how have you formalized the company's commitments (CSR policy)?

Dalton Investments (Dalton) formalized its commitment to corporate social responsibility by publishing its sustainability policy in 2019 and appointing a Chief Sustainability Officer (CSO), who is tasked with formalizing the approach to sustainable investment and overseeing its implementation and integration into the investment discipline and framework.

Since Dalton first published its sustainability policy, there has been material evolution in how market participants view sustainable investments. The regulatory landscape has developed, most notably within Europe. Investors' expectations on tackling climate change related risk have rapidly progressed, and companies have been making substantive changes to their reporting regimes and goal setting as they commit policies towards compliance with the Paris Climate Accord.

The Paris Agreement is a legally binding international treaty and one of the most ambitious agreements ever reached. The agreement has set clear long-term goals, the most important of which is to, "substantially reduce global greenhouse gas emissions to limit the global temperature increase in this century to 2C while pursuing efforts to limit the increase even further to 1.5C."

	More recently, in 2021, European regulators implemented the Sustainable
	Finance Disclosure Regulation (SFDR), a fundamental pillar in the EU's sustainable finance agenda, including the EU Taxonomy Regulations. Looking ahead, Dalton expects further global collaboration on a consistent framework for reporting and analysing climate-related risk via the Task Force on Climate Related- Disclosures (TCFD), Task Force for Nature-Related Disclosures (TNFD), and International Accounting Standards Board (IASB) sustainability-related reporting.
	With this backdrop, in July 2023, Dalton believed it timely to review its sustainability policy to reflect the current framework, while considering how the landscape might shift further in the coming decade.
	Finally, while sustainability is notably about climate-related risk, Dalton's intention is to address how the firm views sustainability as a whole and outline the policies and processes Dalton has established to align itself with the long-term success of all its stakeholders. The scope of this policy extends to Dalton's entire Asia, Japan, and emerging market equity business.
	Dalton's sustainability policy can be found here: <a href="https://www.daltoninvestments.com/our-firm/sustainable-investment-policy/">https://www.daltoninvestments.com/our-firm/sustainable-investment-policy/</a>
13.1.2 Have you defined a governance structure for ESG issues? How is the implementation of the CSR policy organized and supervised (ESG committee)?	The CRO/CSO is responsible for implementing the firm-wide ESG policy, which is set by the firm's Management Committee. The Management Committee comprises the Chief Executive Officer/President, Chief Operating Officer/Chief Financial Officer, Chief Compliance Officer/Counsel, Chief Marketing Officer and CRO/CSO.
13.1.3 Are you a signatory of the United Nations Principles for Responsible Investment (UN PRI)? If yes, since when?	Dalton attained membership of the UN Principles for Responsible Investment in 2019.
13.1.4 Have you signed/joined any other responsible investment or climate action initiatives?	Dalton's first notable external commitment to stewardship was to sign the Japan Stewardship Code in 2015, while Dalton later joined the Korean Stewardship Code (2017), and currently participate in the Climate Action 100+ initiative (2020). Dalton is currently considering membership in the Asian Corporate Governance Association.
13.2 RESPONSIBLE INVESTMEN	т
13.2.1 Does your company have an ESG or SRI policy (ESG charter, transparency code or equivalent)? If yes, since when?	Yes, please view the Dalton's sustainability policy here: <a href="https://www.daltoninvestments.com/our-firm/sustainable-investment-policy/">https://www.daltoninvestments.com/our-firm/sustainable-investment-policy/</a>
13.2.2 Does the fund have a sustainable investment objective?	The Sub-Fund does not have a sustainable investment objective, but the Sub-Fund does meet the classification of an Article 8 fund as it promotes environmental and social characteristics.

When determining what investments to make for the Sub-Fund, as part of the Delegated Investment Managers' Sustainable Investment Policy, the Delegated Investment Manager considers environmental and social factors (at industry or company specific level), in the assessment of the strength of individual businesses and the risks associated with them. In respect of the environmental factors the Delegated Investment Manager takes into consideration, these include for example, assessing through its own due diligence and external third-party data, a company's policies towards managing emissions, energy usage and waste management. In respect of the social factors, the Delegated Investment Manager takes them into consideration, these include for example a focus that a company has on talent management and retention of employees and policies surrounding health, and safety and working practices.

Please visit the Fund's webpage here, under the Extra-Financial Analysis & SFDR Classification:

https://www.longchamp-am.com/overview/dalton-india-ucits-fund-fr0013423571/

#### 13.3 ESG RESEARCH

13.3.1 Describe your organisation and the internal resources dedicated to extrafinancial research.

Craig Mercer GAICD, is Dalton's Chief Research Officer and Chief Sustainability Officer. As CSO, Craig is tasked with formalizing the approach to sustainable investment and overseeing its implementation and integration into the investment discipline and framework.

Craig is supported by Su Cheng Tung, a dedicated sustainability analyst, as well as the 12 individual investment analysts on the research team who are responsible for assessing ESG as part of their overall company assessment, while Craig will conduct an independent review of each prospective investment. Detailed due diligence is shared with the entire team on each position and recommendations for active engagement are provided where necessary.

13.3.2 Are the management teams/analysts trained in ESG issues? On what subjects/themes were the latest training sessions held?

All employees receive annual training on compliance and ESG-related matters as well as training relevant to their specific roles and responsibilities.

The firm's CRO/CSO has provided training to the entire firm on ESG matters and regularly updates the team on key ESG matters, along with the provision of company specific related ESG reporting. The latest training session was on TCFD based climate risk analysis and inclusion of Principle Adverse Impact indicators into fund monitoring and analysis.

13.3.3 List your ESG and
Carbon data providers,
indicating their main
contribution to the ESG
impact and risk
analysis. How do you
control the quality of
indicators used by data

providers?

Dalton decided very early on that relying on third-party vendor data would not become a substitute to proprietary research. This stemmed from a multitude of reasons, or what Dalton perceives to be flaws in external research models:

- Flaw #1: Data sets are relatively immature within the Asian and Emerging markets.
- Flaw #2: Reliability issues exist in data sets.
- Flaw #3: External rankings are typically based on percentiles and are therefore relative to a universe.
- Flaw #4: External rankings are most often compared to a predefined peer group.
- Flaw #5: Corporate governance scores will often take different weightings across sectors.
- Flaw #6: Controversy scores associated with company rankings are based on media news algorithms that tend to be skewed negatively and often have a substantial time lag.

• Flaw #7: The materiality of the ESG qualities on earnings are not considered.

It is Dalton's view that every security needs to be looked at on a case-by-case basis and cross-sector comparisons are often only of limited relevance. That said, governance efficacy is directly comparable across industries and geographies and should take an equal emphasis in any ESG-led analysis.

It is Dalton's opinion that if an investor uses external research as its primary information source, it may lead to making poor choices. For example, if you are analysing an industry that is universally "bad" and the scores are relative and percentile-based, then problems exist. In such a circumstance, external scores will demonstrate half of this universe operating with above-average scores despite the entire universe being bad. This is a compromise Dalton is not willing to make. Indeed, Dalton's ESG process has been specifically designed to address many of the pitfalls highlighted.

Finally, it should be noted that for external research vendors shown to provide high-quality research and where available, Dalton will assess their research as part of its ongoing due diligence. Third-party data is particularly useful in areas such as carbon metrics, climate risk analysis and governance data. Given all of the above, it is another data input into Dalton's process but is not relied upon exclusively. Dalton currently utilizes both MSCI ESG Research and LSEG ESG data in its process. Dalton utilizes LSEG and MSCI for emissions and climate risk data, where it is available.

Yes. Dalton has developed its own internal ESG rating methodology which is implemented by the CRO/CSO once the investment team has completed its due diligence for a targeted investment company on ESG factors. The rating reflects a balanced view of the company's policies and practices across each key area, where governance is the common thread across all industries and geographies. Ultimately, more emphasis is placed on governance across Dalton's process. Dalton firmly believes that a company with relatively weak governance will be unable to implement more robust environmental and social practices. Governance, by default, lays the foundation for everything that follows.

### 13.3.4 Do you have an internal ESG rating methodology?

Based on a qualitative assessment of a company's practices, Dalton assigns a rating of "A", "B", "C" or "D". The rating includes an assessment of the potential risk in the company, an accounting risk metric, and identifies if any potential material controversies exist that may impair earnings. The CRO/CSO also notes whether there is an opportunity to engage with the company on ESG issues.

Rating	Sustainability Risk	Accounting Risk	Controversies	Engagement
	RISK		Present	Opportunity
A – High quality practices	High	High	Yes – Material	Yes
B – Moderate quality practices	Moderate	Moderate	Yes – Not Material	No
C – Low quality practices	Low	Low	No	
D – Poor practices				

13.3.5 How does your internal ESG rating methodology relate to the use of external service providers?

Dalton relies on external research vendors to provide research and where available, will assess their research as part of its ongoing due diligence. However, as noted in the response to question 13.3.3, Dalton does not exclusively rely on service providers for its internal ESG ratings and only utilize

	them as secondary data input into its process. Dalton currently utilizes both MSCI ESG Research and LSEG ESG data in its process.
13.3.6 How frequently is the ESG evaluation of portfolio positions reviewed (screening of the portfolio according to the methodology)?	Each quarter the CRO/CSO will systematically update all the individual company reports to reflect all new financial and ESG-related data. The CRO/CSO also systematically monitors news and ESG-related controversies, which prompt a review of security where required. While ongoing monitoring of the company and its sustainability policy is a team effort and new and relevant changes to its approach are updated in Dalton's due diligence documentation as required.  Additionally, the CRO/CSO provides portfolio level ESG reporting to the Risk Management Committee on a quarterly basis, leveraging both LSEG's ESG analysis and Dalton's own internal rating analysis as part of these review process.
	A key aspect of Dalton's integrated ESG process is to understand whether a company is subject to any material controversies with respect to its operations and whether any potential financial malfeasance may exist. As part of this, Dalton seeks to achieve the following process objectives:
13.3.7 How are controversies managed: monitoring process, evaluation grid, follow-up, impact of controversies deemed severe, external sources used? Specify the approach and involvement of the research and management teams according to the degree of controversy.	<ul> <li>Review independent auditor reports and published accounts to assess contingent liabilities and related party transactions.</li> <li>Conduct proprietary accounting data analysis to screen companies for potential accounting malfeasance.</li> <li>Screen media and external research vendors to identify any material ongoing controversies that may impact upon earnings.</li> <li>Review the industry of a company's operations to understand if systemic long-term issues may exist that could impair long-term earnings.</li> <li>Other factors considered when reviewing controversies and financial risk includes examining the tax code prevalent in the market of operation. For example, how a specific market treats income, and dividends plays a role in how a company may distribute capital to shareholders and how earnings might accrue to a holding company. This runs in parallel to what listing rules are in place within the market of consideration. Voting rights of minority shareholders can be influenced materially, depending on the market of listing, and the type of security or class of shares that an investor chooses to hold.</li> </ul>
13.3.8 How are ESG objectives taken into account in portfolio construction?	Dalton conducts a materiality assessment framework to determine its proprietary metric, the Intrinsic Value Load Factor (IVLF).  The IVLF is a proprietary metric developed to assess how ESG factors may influence the assessment of intrinsic value. The factor is developed using the Sustainability Accounting Standards Board guidelines for the materiality of ESG factors across industries. These factors are then mapped to the industry in which a company operates and, in turn to Dalton's assessed ESG score on the company. Companies rated A and B receive an uplift in the perception of fair value, while those companies rated C or D are assigned a reduction in perceived fair value. The size of the premium or discount is driven by the nature of the business and its relative rank. This is a percentage number between +15% and -15% (then scaled by the potential materiality of ESG across industry). This tool is used as one input into how Dalton might consider sizing a position in an account. Other factors taken into consideration would be industry exposure, country exposure, currency risk, margin of safety, business/management quality and liquidity.
13.3.9 What monitoring procedures have been put in place to ensure that the portfolio	Dalton's portfolio monitoring framework has been structured in-line with the European Union's Sustainable Finance Disclosure Regulation (SFDR) and Dalton aims to produce portfolio metrics in-line with those adopted across the Article

complies with the ESG rules set for the management of the fund(s)?

8 registered funds advised and managed by Dalton. While Dalton examines portfolio risk in aggregate, Dalton also monitors company specific metrics. Included in the Appendix of Dalton's Sustainable Investment Policy are examples of portfolio-based reporting and a company specific report. These reports provide the backbone of Dalton's reporting and risk monitoring of investments within an ESG context.

#### 13.4 EXCLUSION POLICY

13.4.1 Other exclusions (including controversies): please indicate the exclusions applied to the funds.

The Delegated Investment Manager applies active exclusionary screening in the investment process to reduce Sustainability Risks. As part of the process, the Delegated Investment Manager excludes from investment in the Sub-Fund companies that fall within any of the following categories: (i) are involved in the production or trade in weapons and munitions\*, (ii) are involved in the production of tobacco\*, (iii) are involved in gambling, casinos and equivalent enterprises\*, (iv) operate in the thermal coal industry, (v) operate in the oil sands industry, (vi) are involved in adult entertainment enterprises; and (vii) are rated "D" by the Chief Sustainability Officer.

\*This does not apply to project sponsors who are not substantially involved in these activities. "Not substantially involved" means that the activity concerned is ancillary to a project sponsor's primary operations and comprises less than 5% of total annual revenue.

13.4.2 Date of the last update of the current exclusion policy? Next planned update?

The last update was July 2023. The exclusion policy is reviewed annually.

#### 13.5 STEWARDSHIP AND ENGAGEMENT

Like the relevance of understanding the impact of ESG on earnings, an integrated approach to ESG investment will not succeed over time unless there is a dedicated approach to ongoing engagement with companies. As such, Dalton actively incorporates engagement as a pillar of its investment discipline.

A dialogue with investee companies as well as proxy voting are ways to add value to the investment process and Dalton believes that stronger ESG practices will be reflected in better company and stock performance. Through constructive engagement with company management, from a medium to long-term perspective, Dalton seeks to promote an investee company's sustainable growth. This type of dedicated approach creates a positive feedback loop that enhances the investment approach.

# 13.5.1 Do you engage/conduct stewardship activities with your portfolio holdings?



Dalton's investment team will regularly set measurable targets for improvements before engaging with an investee company and will revisit these regularly to monitor progress.

As part of the CRO/CSO's due diligence process and final ranking, there is an indication when there is the need for specific engagement on a company's

overall ESG policies and practices. The CRO/CSO will outline to the analyst leading the research on the company where deficiencies exist and outline the key areas of focus with the management team.

It is also important to note that Dalton is a signatory of the UN Principles for Responsible Investment (PRI) and as such adheres and is committed to the six principles, namely:

- to incorporate ESG issues into investment analysis and decision-making processes.
- to be an active owner and to incorporate ESG factors into its ownership policies and practices.
- to seek appropriate disclosure on ESG factors by the entities in which it invests in.
- to promote acceptance and implementation of the UN PRI Principles within the investment industry.
- to work with the PRI Secretariat and other signatories to enhance their effectiveness in implementing the UN PRI Principles.
- to report on its activities and progress towards implementing the UN PRI Principles.

Dalton is also a proud member of Climate Action 100+, and a signatory of both the Japanese and Korean Stewardship codes.

As well as engaging portfolio companies. Dalton takes an active approach in its relationships with policy makers, regulators, and wider industries bodies, in order to accelerate its engagement objectives.

13.5.2 What are the key criteria (including ESG) that lead to a decision to engage/conduct stewardship activities - are they defined on a case-by-case basis, at the fund level or at the management company

level?

As part of the CRO/CSO's due diligence process and final ranking, there is an indication when there is the need for specific engagement on a company's overall ESG policies and practices. The CRO/CSO will outline to the analyst leading the research on the company where deficiencies exist and outline the key areas of focus with the management team.

13.5.3 What is the preferred method of engagement / stewardship (voting, collaborative engagement, individual engagement, divestment...)?

Dalton typically begins its engagement on a private basis but has a wide "toolbox" of engagement tactics, which can be implemented to drive positive change for all minority shareholders. These are summarized below.

#### Private Engagement

- Management meetings
- Engagement with large shareholders
- Private letters /
   presentations
- Presenting the board with draft shareholder proposals (and negotiating)

#### **Public Engagement**

- Shareholder proposals
- Collective engagement with other large shareholders
- Public letters/presentations
- Media engagement

#### Escalation

- Proxy contests
- Public bids (subject to financing/board
- Tender offer hide

13.5.4 Is the exercise of voting rights carried out internally or outsourced? If outsourced, who is the preferred provider?

Dalton invests its portfolios across a multitude of investment markets across the globe. Each market has a unique structure, corporate governance code, rule of law, and each is in a different phase of its evolution. Indeed, many of the markets in which Dalton invests are emerging economies and therefore have more immature market structures. In order to combat these challenges, Dalton holds a series of common values and principles regarding voting, and it looks to express these as consistently as possible across jurisdictions. Ultimately, Dalton believes

that each situation needs to be examined on a case-by-case basis, where the nuances of both the company and its market of operation are considered. The general framework Dalton has established relies on a range of voting principles that form the foundation for Dalton's voting activity. In the rare circumstances where Dalton votes differently to these principles, Dalton documents its rationale and will provide transparency to its clients where required. The full voting principles are outlined in the firm's sustainability policy. https://www.daltoninvestments.com/our-firm/sustainable-investment-policy/ With the framework outlined, Dalton will seek to vote for proposals that meet its principles. When a board of the investee company seeks to implement structures and recommendations against such principles, Dalton will typically vote against the proposals made. In addition, where policies and structures do not exist in any of the areas its voting principles, this will form part of Dalton's ongoing engagement efforts with the investee company to enhance disclosure and governance. Finally, Dalton employs the use of Institutional Shareholder Services ("ISS") as a proxy advisor to support its voting process and decision-making. 13.6 REPORTING Currently Dalton does not produce a firm wide sustainability report. The firm will look to produce an annual sustainability report when it starts tracking its 13.6.1 Do you produce an ESG report? performance against its emissions and net zero targets, which are due to start in 2025. 13.6.2 Number and profile of The sustainability team produces ESG ratings and reports on every security employees in charge of covered by the firm's sustainability policy. The reports are updated quarterly producing ESG reports. Do you use and/or on an as needed basis (largely in response to any controversies that arise intermediaries to with an investment company). produce the reports? Each quarter, the sustainability team will systematically update all the individual 13.6.3 Frequency and nature company reports to reflect all new financial and ESG-related data. The team also of ESG reporting on systematically monitors news and ESG-related controversies, which prompt a funds (format, review of security where required. While ongoing monitoring of the company indicators monitored, and its sustainability policy is a team effort and new and relevant changes to its etc.). approach are updated in Dalton's due diligence documentation as required. 13.6.4 Do you measure the contribution of your Dalton does not measure against UN SDGs. However, UN SDGS are part of investments to the Dalton's consideration when assessing individual companies. Dalton may in **United Nations** Sustainable time consider adopting UN SDGs in its planning. **Development Goals** (SDGs)? 14 VALUATION The Sub-Fund's net asset value is calculated every business day, part from holidays and/or days when the Paris Stock Exchange is closed. Subscription and 14.1.1 How are NAVs redemption orders can be made either in whole number of shares or in fractions calculated and published? of a share, each share being divided into thousandths.

		The NAV is computed by the Sub-Fund's administrator in accordance with the guidelines in the Sub-Fund's prospectus and in compliance with the pricing policy.  Once computed, the Sub-Fund's administrator sends out its valuation to Longchamp AM through an online tool with securitized access. The NAV is then reconciled and approved by the portfolio management team through the
		administrator's online system.
		Ultimately, Longchamp AM validates the Net Asset Value (NAV) calculated by the Fund Administrator after an independent and internal control.
in	re any third parties volved in verifying the lluation?	The Sub-Fund's auditor operates a valuation control twice a year.
15 INVESTO	OR SERVICE / REPC	PRTING
pr mo tra	an the rospectus/offering emorandum be ansmitted to us ectronically?	Yes.
15.1.2 H	ow is NAV published?	NAV is published on Bloomberg and can be sent via email by the administrator of the Sub-Fund.
ad va yo plo	djustments to the NAV djustments to the NAV djustments to the NAV dluation received from our source? If yes, ease explain what nd in terms of: Liquidity: Time zone: Size: Holding period: Other: Percentage of adjustments to total NAV	No.
be an	an fund performance e transmitted to us nd at what eriodicity?	Monthly reporting is provided to all investors and NAV is available on Bloomberg.

#### **APPENDIX 1 – ADDITIONAL KEY PERSONNEL**

#### **DALTON INVESTMENT TEAM BIOGRAPHIES**

# James B. ("Jamie") Rosenwald III, CFA Dalton Founding Partner Chief Investment Officer

Mr. Rosenwald is a Founding Partner and Chief Investment Officer at Dalton Investments. He is a recognized authority in Pacific Rim investing with more than 41 years of investment experience. He formerly co-managed and founded Rosenwald, Roditi & Company, Ltd., now known as Rovida Asset Management, Ltd., which he established in 1992 with Nicholas Roditi. Mr. Rosenwald advised numerous Soros Group funds between 1992 and 1998.

Mr. Rosenwald holds an MBA from New York University and an AB from Vassar College. He is a CFA charterholder and a director of numerous investment funds. He is a member of the CFA Society of Los Angeles and the CFA Institute and is an Adjunct Professor of Finance at New York University's Stern Business School.

#### Venkat Pasupuleti Portfolio Manager (India)

#### **Partner**

Mr. Pasupuleti is a Partner and Portfolio Manager for the India Strategy. He has 13 years of investment and consulting experience. Prior to joining Dalton in 2013, Mr. Pasupuleti worked as a consultant at Deloitte and Touche LLC, and prior to that, as an Investment Manager at ICICI Lombard General Insurance Co. Ltd.

Mr. Pasupuleti holds a BS in Engineering from Osmania University, an MBA from the Indian Institute of Management, Calcutta, and an MS in Finance from the MIT Sloan School of Management.

#### Siva Thiravidamony Managing Director, Head of India Office Partner

Mr. Siva Thiravidamony is a Partner, Managing Director, and Head of Dalton's India office. He is based out of Mumbai and has 12 years of experience in equity investments. He worked at ICICI Lombard General Insurance company as Associate Vice President of equity investments from 2009 until June 2018. Mr. Siva Thiravidamony holds a Bachelor of Engineering degree from PSG College of Technology, Coimbatore and an MBA from the Indian Institute of Management, Calcutta. He is a CFA charterholder and a member of the CFA Society of India.

#### **Upama Roy**

#### Research Analyst, India Equity

Ms. Upama Roy is a Research Analyst for Dalton's India equity research team. She has worked in the financial service industry for 10 years. Before joining Dalton in 2022, Ms. Upama worked as a Vice President at Morgan Stanley Institutional Equity division in New York. Prior to that, Ms. Upama held various positions in multinational firms' investment and business analytics divisions.

Ms. Upama Roy holds an MBA from Cornell University and a Masters in Statistics from the Indian Statistical Institute. She has also cleared all three levels of the CFA examination.

#### **Craig Mercer GAICD**

#### **Management Committee**

#### **Chief Research Officer and Chief Sustainability Officer**

#### **Partner**

Mr. Mercer is a Partner, Managing Director for Dalton Investments (Australia) Pty Ltd. and Chief Research Officer and Chief Sustainability Officer. Mr. Mercer has worked in the investment industry for over 22 years. Most recently, he served as a portfolio manager for Optimal Fund Management ("Optimal") and was the CIO and lead portfolio manager for Remerga, a specialist emerging markets investment firm focused on sustainable investing which he co-founded with Optimal. Other key roles in the past include serving as the

head of risk management and head of the London office for Dalton and head of emerging markets research at Watson Wyatt (now Willis Towers Watson).

Mr. Mercer holds a BSc (Hons) First Class from the University of Dundee in Financial Economics and Statistics and is a Graduate of the Australian Institute of Company Directors.

#### **Richard Hill**

#### **Head of Trading**

#### **Partner**

Mr. Hill is a Partner and Trader for Dalton's Asia Equity strategy, and has over 24 years of equity trading experience. Prior to joining Dalton in 2015, Mr. Hill was the Director of Equity Trading & Derivatives at TORA Trading Services. Prior to that, he was a Manager of Business Development at Odyssey Ventures, Inc. Mr. Hill holds an AB from Princeton University. He holds his Series 3, 7, 55 and 63 licenses in the United States, his SFC Papers 1 & 2 in Hong Kong, and is a member of the San Francisco Security Traders Association.

### Steven Persky

#### **Dalton Founding Partner**

#### **Trader**

Mr. Persky is a Founding Partner of Dalton Investments. Mr. Persky has more than 41 years of experience in the investment management industry. He received his credit training at Citibank, where he was a senior credit officer. He then joined Salomon Brothers, where he traded high yield and international fixed income securities in New York and Tokyo. Prior to co-founding Dalton, he was a Vice President at Payden & Rygel, a Los Angeles based investment adviser, where he managed institutional fixed income portfolios.

Mr. Persky holds an AB in Asian Studies from Harvard College. He is a CFA charterholder and a member of the CFA Society of Los Angeles and the CFA Institute. He authored a chapter in "Credit Derivative Strategies," published by Bloomberg Press in 2007.

#### Ken Hendrawan

#### **Trading Associate**

Ken Hendrawan is a Trading Associate for Dalton Investments. Prior to the promotion, Ken was part of the Operations team. Before joining Dalton, Mr. Hendrawan was an operations associate at SS&C Technologies Ken holds a BS in Business Administration concentrating in Finance from the University of California, Riverside. He also holds the Investment Foundations certification from the CFA Institute.

#### **DALTON MANAGEMENT COMMITTEE TEAM BIOGRAPHIES**

#### Sarah Alfandari

#### **Chief Executive Officer and President**

#### **Partner**

Ms. Alfandari is a Partner, Chief Executive Officer and President at Dalton Investments. Prior to joining Dalton Investments, Sarah was a Managing Partner with Longchamp AM, a French asset management company which she co-founded in 2013. As head of the Non-Investments teams for over 7 years, Ms. Alfandari was notably in charge of business development which included a strategic partnership with Dalton Investments for the structuring and distribution of their investment expertise in UCITS formats. After starting her career in New York as sales analyst within Société Générale Corporate & Investment Banking's Equity Derivatives division, Ms. Alfandari joined Morgan Stanley where she led the FundLogic Alternatives UCITS Platform's marketing team.

Ms. Alfandari holds a master's degree in Business Administration from ESCP Business School with a major in Finance from which she graduated valedictorian and a bachelor's degree from Paris University Dauphine.

#### **Iain Douglas**

#### **Chief Marketing Officer**

#### **Partner**

Mr Douglas is a Partner and Chief Marketing Officer and has more than 15 years of investment experience. Before joining Dalton, Mr. Douglas was a Senior Investment Consultant at Willis Towers Watson, where he led the Emerging Markets Equity manager research team. In this role, Mr. Douglas was responsible for the team which researched and rated active Emerging Markets Equity strategies and helped to advise Willis Towers Watson's clients on the selection of best-in-class managers. He also led the manager research team's efforts in multi-manager equity portfolio construction. Mr. Douglas received a MEng in Electronics and Electrical Engineering from Imperial College London. He is a CFA charterholder and member of the CFA Society of the UK.

#### Janet Hunpadongrat

#### **Chief Operating Officer and Chief Financial Officer**

#### **Partner**

Ms. Hunpadongrat is a Partner, Chief Operating Officer, and Chief Financial Officer at Dalton Investments. She began her career at Dalton first as a Portfolio Administrator, then as an Accountant, and finally as Vice President, Finance/Controller before being promoted to the position she holds today.

Ms. Hunpadongrat holds a BA in Economics from the University of California, Berkeley, and a Certificate in Accounting from the University of California, Los Angeles. She also holds the Certified Public Accountant (CPA) designation.

#### **Craig Mercer GAICD**

#### **Chief Research Officer and Chief Sustainability Officer**

#### **Partner**

Mr. Mercer is a Partner, Managing Director for Dalton Investments (Australia) Pty Ltd. and Chief Research Officer and Chief Sustainability Officer. Mr. Mercer has worked in the investment industry for over 22 years. Most recently, he served as a portfolio manager for Optimal Fund Management ("Optimal") and was the CIO and lead portfolio manager for Remerga, a specialist emerging markets investment firm focused on sustainable investing which he co-founded with Optimal. Other key roles in the past include serving as the head of risk management and head of the London office for Dalton and head of emerging markets research at Watson Wyatt (now Willis Towers Watson).

Mr. Mercer holds a BSc (Hons) First Class from the University of Dundee in Financial Economics and Statistics and is a Graduate of the Australian Institute of Company Directors.

#### **Christopher Ha**

#### **Chief Compliance Officer and Counsel**

#### **Partner**

Christopher Ha is a Partner, Chief Compliance Officer and Counsel of Dalton Investments. Prior to joining Dalton, he built his career in New York City, first as Counsel at the legal and compliance departments of the asset management division of UBS, a Swiss investment bank, and then as Associate General Counsel and Compliance Officer at Oak Hill Advisors, a hedge fund manager with \$40+ billion of assets under management. Mr. Ha previously worked as an investment management attorney in the Financial Services Group of Dechert LLP, an international law firm with more than 900 lawyers, where he served as counsel to global mutual fund complexes established under the 40 Act, private funds and investment advisers in various domestic and international jurisdictions.

Mr. Ha earned a J.D. from Cornell Law School and a B.S. in Business, magna cum laude, from Indiana University, Bloomington, where he was a Senior Scholar, awarded to the top 1% seniors in the business school. During law school, he also studied and researched international law at Université Paris I – Panthéon-Sorbonne in Paris, France and the University of Sydney, Faculty of Law in Sydney, Australia.

He is admitted to the Bar of the State of New York. He speaks fluent Korean and Japanese.

#### **DALTON FOUNDERS BIOGRAPHIES**

James B. ("Jamie") Rosenwald III, CFA
Dalton Founding Partner
Chief Investment Officer

Mr. Rosenwald is a Founding Partner and Chief Investment Officer at Dalton Investments. He is a recognized authority in Pacific Rim investing with more than 41 years of investment experience. He formerly co-managed and founded Rosenwald, Roditi & Company, Ltd., now known as Rovida Asset Management, Ltd., which he established in 1992 with Nicholas Roditi. Mr. Rosenwald advised numerous Soros Group funds between 1992 and 1998

Mr. Rosenwald holds an MBA from New York University and an AB from Vassar College. He is a CFA charterholder and a director of numerous investment funds. He is a member of the CFA Society of Los Angeles and the CFA Institute and is an Adjunct Professor of Finance at New York University's Stern Business School.

## Belita Ong Dalton Founding Partner Chairman

Ms. Ong is a Founding Partner and Chairman of Dalton Investments and has worked in money management and capital markets for over 42 years. She managed the U.S. dollar portfolio for The Monetary Authority of Singapore, establishing the Authority's New York investment office. She was a proprietary trader at Steinhardt Partners and a Managing Director at Bankers Trust Company, focused on financial derivatives. Ms. Ong joined Dalton Investments as an external Fund Director in 1999 and as the principal responsible for business development in 2001, assuming the role of Chief Executive Officer in 2011.

Ms. Ong received a MA and BA (Hons.) in Mathematics and Economics from the University of Cambridge in England. She was awarded the President's Scholarship and Overseas Merit Scholarship from the Government of Singapore. Ms. Ong is a member of the Investor Advisory Committee on Financial Markets of the Federal Reserve Bank of New York and serves on the board of Elings Park Foundation in Santa Barbara, California.

Gifford Combs

Dalton Founding Partner

Portfolio Manager

Mr. Combs is the Founding Partner, Managing Director and Portfolio Manager for Dalton Investments, and was a founding member of Dalton which was established in 1999. Mr. Combs has over 39 years of investment experience managing equity portfolios. Prior to joining Dalton, he managed equity portfolios for US and

international institutions at Pacific Financial Research, a Beverly Hills-based money manager with assets in excess of US\$15 billion. In 1994, he retired as partner to concentrate on managing a US investment partnership and in 1998 he began managing the portfolio for Pacific and General Investments.

Mr. Combs serves on the board of Cambridge in America (New York) and the Capital Mr. Combs serves on the investment committees of the College of the Atlantic (Bar Harbor) and the Mt. Desert Land and Garden Preserve (Seal Harbor) as well as the committee for the Cambridge University "Dear World" Capital Campaign (Cambridge, United Kingdom). Mr. Combs holds a M.Phil degree in Economics and Politics from Cambridge University and an AB degree from Harvard College.

### Steven Persky Dalton Founding Partner

Mr. Persky is a Founding Partner of Dalton Investments. Mr. Persky has more than 41 years of experience in the investment management industry. He received his credit training at Citibank, where he was a senior credit officer. He then joined Salomon Brothers, where he traded high yield and international fixed income securities in New York and Tokyo. Prior to co-founding Dalton, he was a Vice President at Payden & Rygel, a Los Angeles based investment adviser, where he managed institutional fixed income portfolios.

Mr. Persky holds an AB in Asian Studies from Harvard College. He is a CFA charterholder and a member of the CFA Society of Los Angeles and the CFA Institute. He authored a chapter in "Credit Derivative Strategies," published by Bloomberg Press in 2007.

## APPENDIX 2 – DELEGATED INVESTMENT MANAGER ORGANISATION CHART AS OF MARCH 31, 2024

#### **Dalton Infrastructure**

Effective 31 March 2024

Founders	Management Committee
Belita Ong (22/43) – Chairman*†	Sarah Alfandari (4/17) – Chief Executive Officer and President* †
James B. Rosenwald III (26/43) – Chief Investment Officer*	Janet Hunpadongrat (17/17) – Chief Operating Officer and Chief Financial Officer* $^{\dagger}$
Steven Persky (26/43) – Co-Founder*+	Iain Douglas (7/17) - Chief Marketing Officer*
Gifford Combs (25/41) — Senior Portfolio Manager*	Craig Mercer (8/25) – Chief Research Officer & Chief Sustainability Officer*†
	Christopher Ha (6/19) - Chief Compliance Officer and Counsel*†

Infrastructure		
Marketing & Relationship Management	Operations, Finance, Legal & Compliance	
Bart Maeda (17/33) - Managing Director	Christopher Wu (5/15) — Director of Tax and Controller	
Adam Woodward (9/19) - Director*	Ryo Toyoda (9/12) – Director of Operations and IT*	
Caitlin Tesoriero (8/13) - Sr. Associate	Gilbert Fuentes (9/12) – Accounting Manager	
Tranisha Harris (1/10) – Marketing Associate	Ricardo Silva (9/21) - Sr. Accounting Associate	
(1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1, 1	Matilde Solorzano (6/9) – Sr. Accounting Associate	
	Ithonya Fry (4/5) – Staff Accountant	
	Steven Kayo (1/3) – Operations Associate	
	Megumi Maruta (23/23) – Compliance Officer	
* Partner  † Members of the Risk Management Committee (Years of experience firm/industry)		

#### **APPENDIX 3 – FUND'S STRUCTURE**

