Lenox invests in single equities and/or equity funds primarily in the «green» range, namely in profitable corporations with underlying growth and a solid balance-sheet<sup>\*</sup>

|                  | Corporate Growth                                     | Corporate Returns                           | Balance Sheet  |
|------------------|--|---|--|
| High Growth      | Top Line Growth > 20%                                | /   | High Debt; <b>Intangible</b> Assets  |
| Steady Growth    | Top Line Growth > 10%<br>Free Cash Flow Growth > 15% | ROIC > 15%; Earnings-Growth                 | Intangible & Tangible Assets<br>- Optimized Balance Sheet<br>- Low/Little Debt |
| Value Generation | Free Cash Flow Growth > 7.5%                         | ROIC > 10%, Earnings- & Dividend-<br>Growth |  |
| Absolute Value   | Top Line Growth >= GDP                               | 2   | Low/Little Debt; Tangible Assets   |
|                  | Top Line Growth flat                                 | ROIC and/or ROE > 5%, steady Dividend       | Non-cyclical; absolute asset safety;<br>monopoly                               |

\* Our goal is to avoid companies with structural issues or excessive valuations. Turnarounds and other special situations may be delegated to dedicated fund specialists.

Glossary:

GDP = Gross Domestic Product

ROIC = Return on Invested Capital = (net income - dividends ) / (debt + equity)

ROE = Return on Equity = net income / shareholder equity

Intangible Assets = Goodwill, Patents, Copyrights etc.

