UCITS HAVE NO GUARANTEED RETURN AND PAST PERFORMANCE IS NOT A GUIDE TO FUTURE PERFORMANCE

# **M&G** (Lux) Optimal Income Fund

Richard Woolnough, Stefan Isaacs and Anjulie Rusius

Investment professionals only

# M&G (Lux) Optimal Income Fund

The main risks that could affect performance are set out below:

The value and income from the fund's assets will go down as well as up. This will cause the value of your investment to fall as well as rise. There is no guarantee that the fund will achieve its objective and you may get back less than you originally invested.

Investments in bonds are affected by interest rates, inflation and credit ratings. It is possible that bond issuers will not pay interest or return the capital. All of these events can reduce the value of bonds held by the fund.

High yield bonds usually carry greater risk that the bond issuers may not be able to pay interest or return the capital.

The fund may use derivatives to profit from an expected rise or fall in the value of an asset. Should the asset's value vary in an unexpected way, the fund will incur a loss. The fund's use of derivatives may be extensive and exceed the value of its assets (leverage). This has the effect of magnifying the size of losses and gains, resulting in greater fluctuations in the value of the fund.

Investing in emerging markets involves a greater risk of loss due to greater political, tax, economic, foreign exchange, liquidity and regulatory risks, among other factors. There may be difficulties in buying, selling, safekeeping or valuing investments in such countries.

The fund is exposed to different currencies. Derivatives are used to minimise, but may not always eliminate, the impact of movements in currency exchange rates.

In exceptional circumstances where assets cannot be fairly valued, or have to be sold at a large discount to raise cash, we may temporarily suspend the fund in the best interest of all investors.

The fund could lose money if a counterparty with which it does business becomes unwilling or unable to repay money owed to the fund.

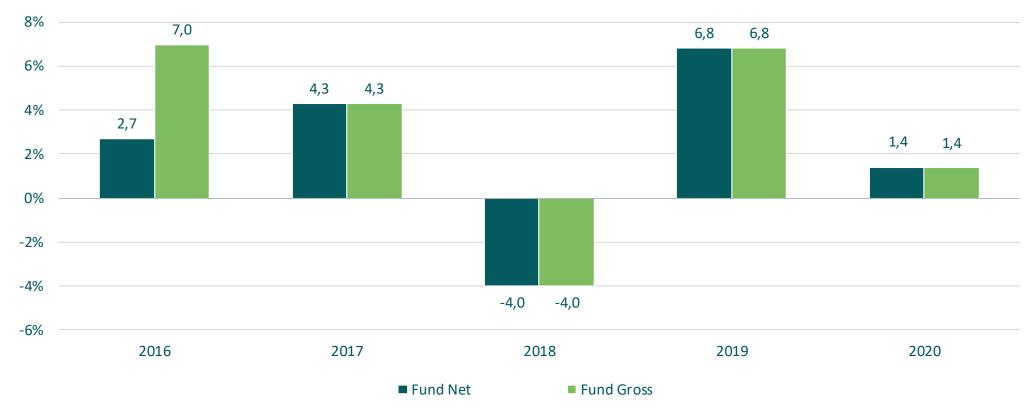
Operational risks arising from errors in transactions, valuation, accounting, and financial reporting, among other things, may also affect the value of your investments. Further details of the risks that apply to the fund can be found in the fund's Prospectus

Wherever a reference or indication of past performance is shown, please note, past performance is not a guide to future performance.

The views expressed in this document should not be taken as a recommendation, advice or forecast.

It is also important to note that The Fund allows for the extensive use of derivatives.

#### M&G (Lux) Optimal Income Fund Calendar-year performance

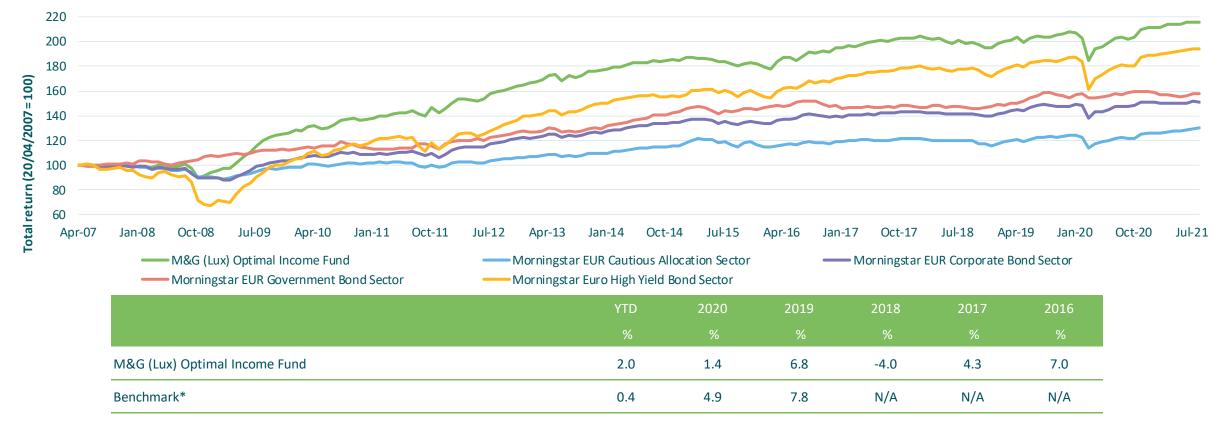


#### Past performance is not a guide to future performance

Gross = performance after fees but before any entry charge is taken into account. Net = performance after fees but after any entry charge has been taken into account. The maximum allowable entry charge of 4,00% (i.e.  $\leq$ 40,00 for an investment of  $\leq$ 1000) is deducted in the first investment year. This means the gross/net figures differ solely in that year. Other charges may reduce performance

Source: Morningstar, Inc., Pan European database, 31 December 2020, euro A Acc share class, income reinvested, price to price. Fund performance prior to 7 September 2018 is that of the Euro A-H share class of the M&G Optimal Income Fund (which launched on 20 April 2007), and which merged into this fund on 8 March 2019. Tax rates and charges may differ.

### Calendar year performance in Euros M&G (Lux) Optimal Income Fund



#### Past performance is not a guide to future performance

The benchmark is a comparator against which the fund's performance can be measured. The composite index has been chosen as the fund's benchmark as it best reflects the scope of the fund's investment policy. The benchmark is used solely to measure the fund's performance and does not constrain the fund's portfolio construction. The fund is actively managed. The investment manager has complete freedom in choosing which investments to buy, hold and sell in the fund. The fund's holdings may deviate significantly from the benchmark's constituents.

\*1/3 Bloomberg Barclays Global Agg Corporate Index EUR Hedged; 1/3 Bloomberg Barclays Global High Yield Index EUR Hedged; and 1/3 Bloomberg Barclays Global Treasury Index EUR Hedged. The composite index was introduced as the fund's benchmark on 7 September 2018.

The M&G (Lux) Optimal Income Fund is a highly flexible bond fund with the ability to invest a cross all the major bond sectors – government, corporate and high yield. Performance of these sectors have been included for comparison purposes to illustrate the advantages of a flexible approach.

Source: Morningstar, Inc., Morningstar wider universe, 31 August 2021, Euro A share class, income reinvested, price to price, net of all fees. Fund performance prior to 5 September 2018 is that of the Euro A-H share class of the M&G Optimal Income Fund (which launched on 20 April 2007), and which merged into this fund on 8 March 2019. Tax rates and charges may differ.

# **Biographies**

#### **Richard Woolnough**



- Joined M&G in January 2004 from Old Mutual
- Richard is the fund manager of the M&G Corporate Bond Fund since February 2004 and M&G Strategic Corporate Bond Fund since la unch in February 2004
- He is also the fund manager of M&G Optimal Income Strategy since launch in December 2006.
- He has 30 years experience in fixed income markets

#### **Stefan Isaacs**



- Stefan Isaacs is Deputy CIO of Public Fixed Income and Head of M&G's Wholesale Fixed Income business.
- He joined M&G as a graduate in 2001 and was appointed fund manager of the M&G European Corporate Bond Fund in April 2007, the M&G Global High Yield Bond Fund in October 2010 and co-fund manager of the M&G Global High Yield ESG Bond Fund upon launch in February 2020.
- He is co-fund manager of the Luxembourg-domiciled SICAVs, the M&G (Lux) Floating Rate High Yield Solution, launched in August 2017 and the M&G (Lux) Global High Yield ESG Bond Fund, launched in October 2017.
- Stefan is also deputy fund manager of the M&G Optimal Income strategy and the M&G Global Floating Rate High Yield strategy.

#### Anjulie Rusius



- Anjulie Rusius has worked within the M&G fixed income team since 2013, initially as a fund managers' assistant, before being promoted to junior manager in September 2015 and, in January 2018 as deputy manager of the Gilt and Fixed Interest Income and Index Linked Bond strategies.
- Focused initially on the UK government bond funds, she expanded her coverage to developed market sovereign bonds, the global macro funds and global credit.
- Prior to working in the fixed income team, Anjulie spent five years working in Counterparty Credit Risk at M&G.
- Anjulie completed a BA degree in economics at the University of Cambridge and holds the Investment Management Certificate (IMC).

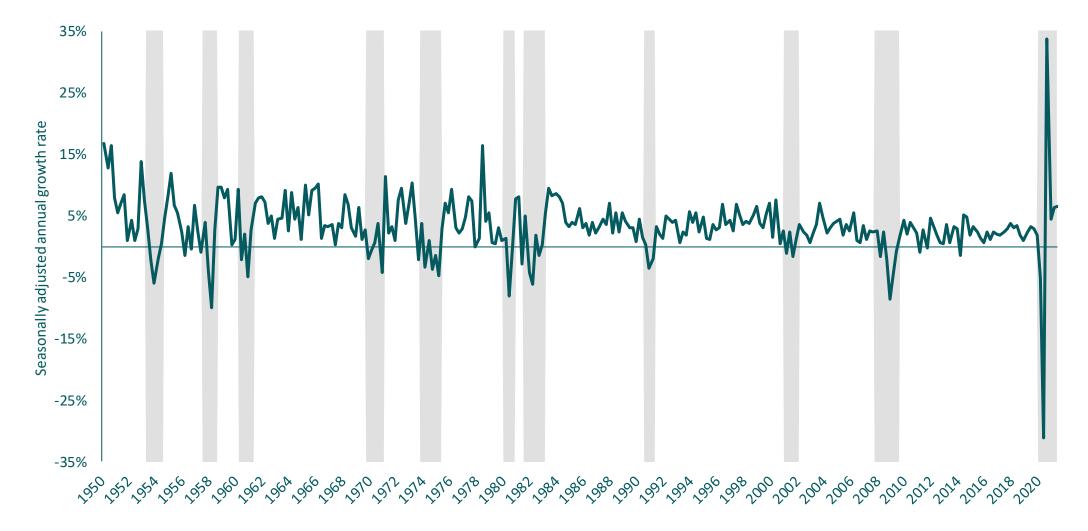
# Agenda

#### 1. Macro and credit views

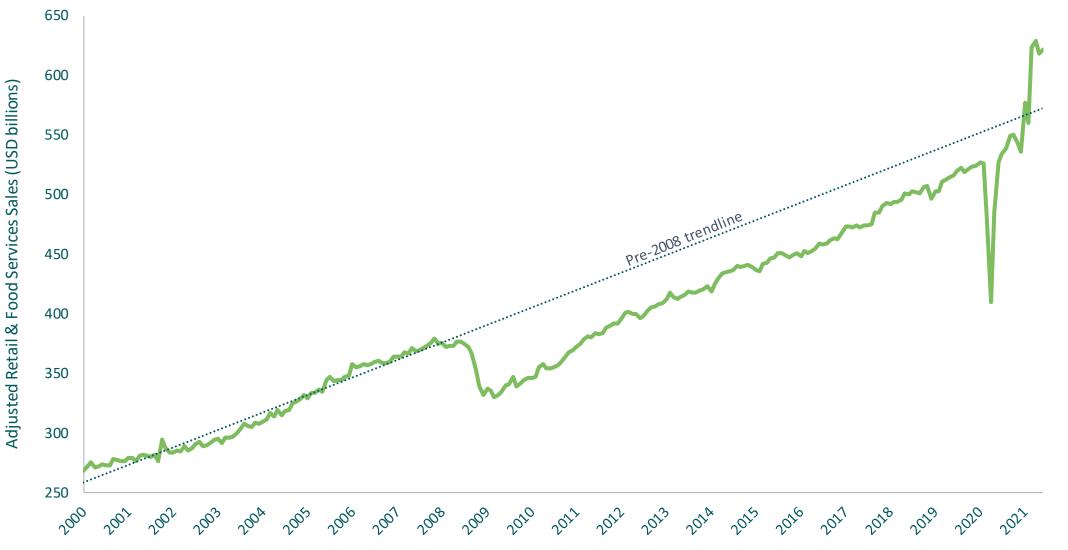
2. Fund positioning

3. Transition to Art. 8

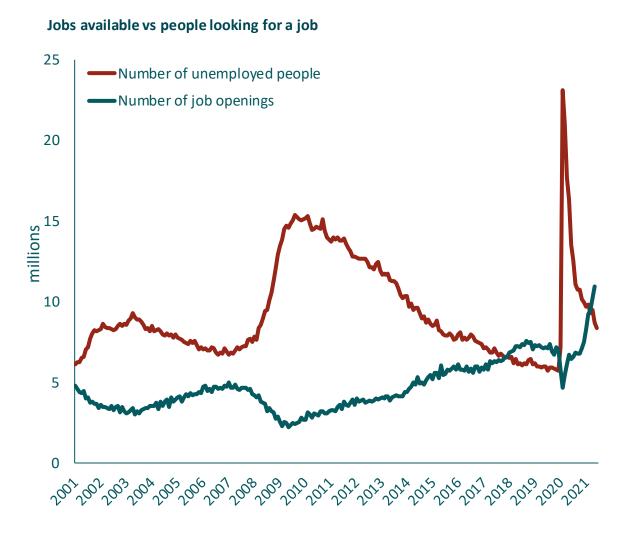
#### A record collapse followed by a record rebound US quarterly real GDP



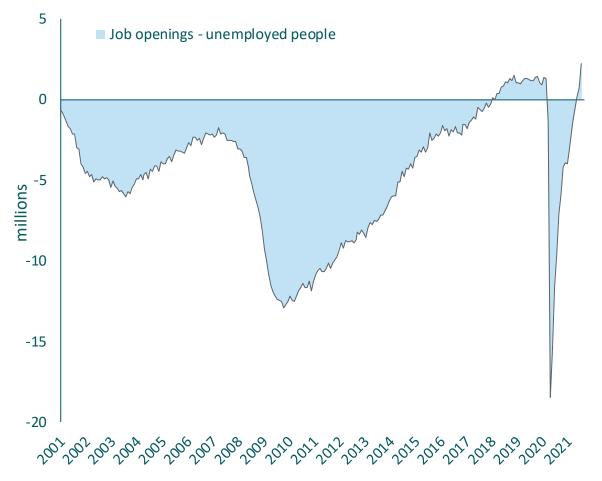
### Economies are reopening and people are spending US Retail Sales



#### US job openings vs unemployed people There are more jobs available than people looking for a job



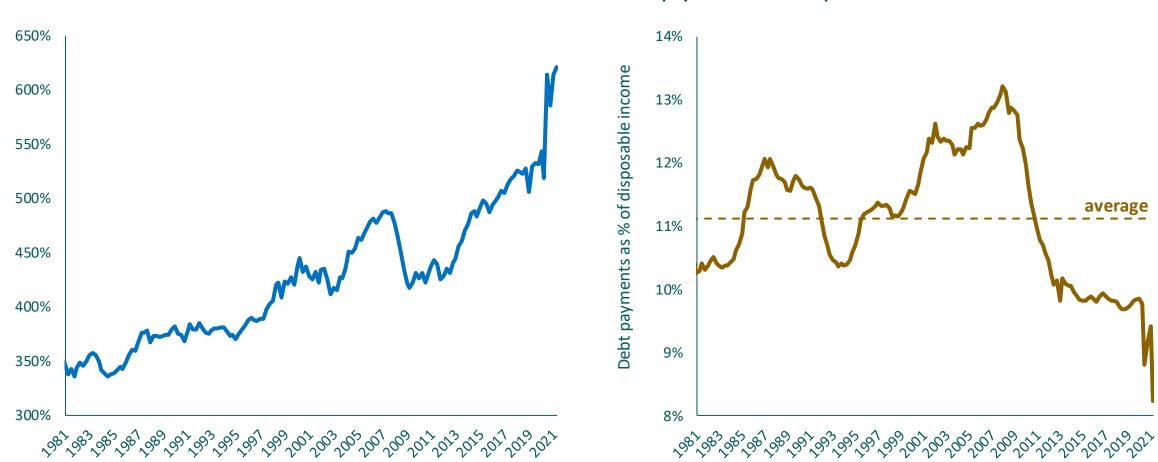
#### Difference between jobs available and people looking for a job



#### US labour market Quits\* rate vs unemployment rate



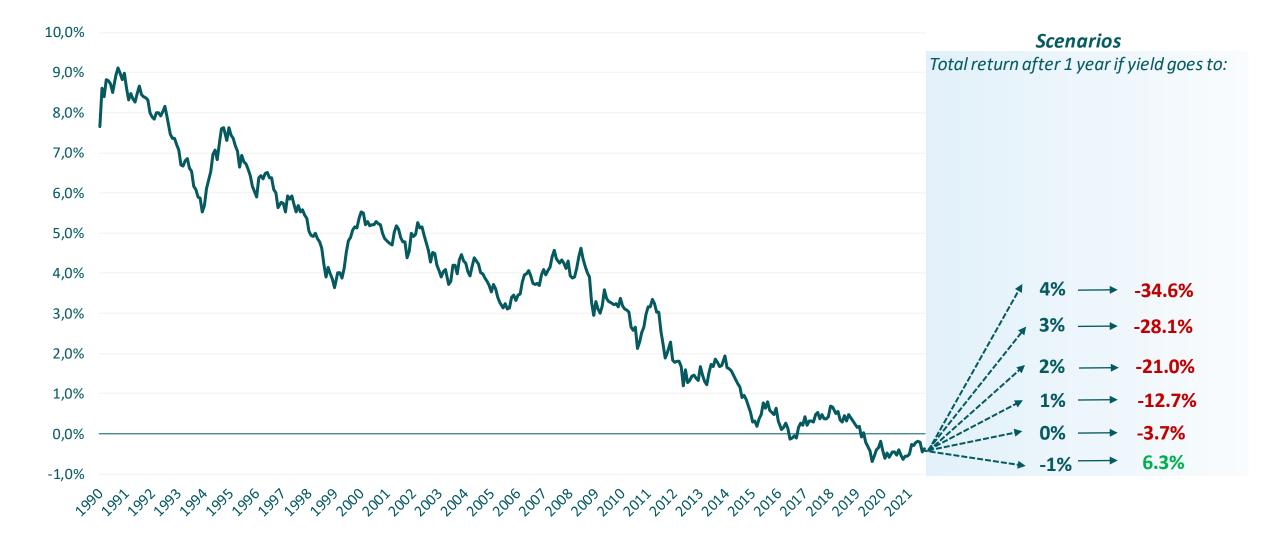
#### Households are in a strong financial position Net worth at an all-time high while debt payments as % of income at an all-time low



Debt payments as % of disposable income

Household net worth as % of GDP

#### Risk-reward in 10 year Bunds 10y Bund scenarios

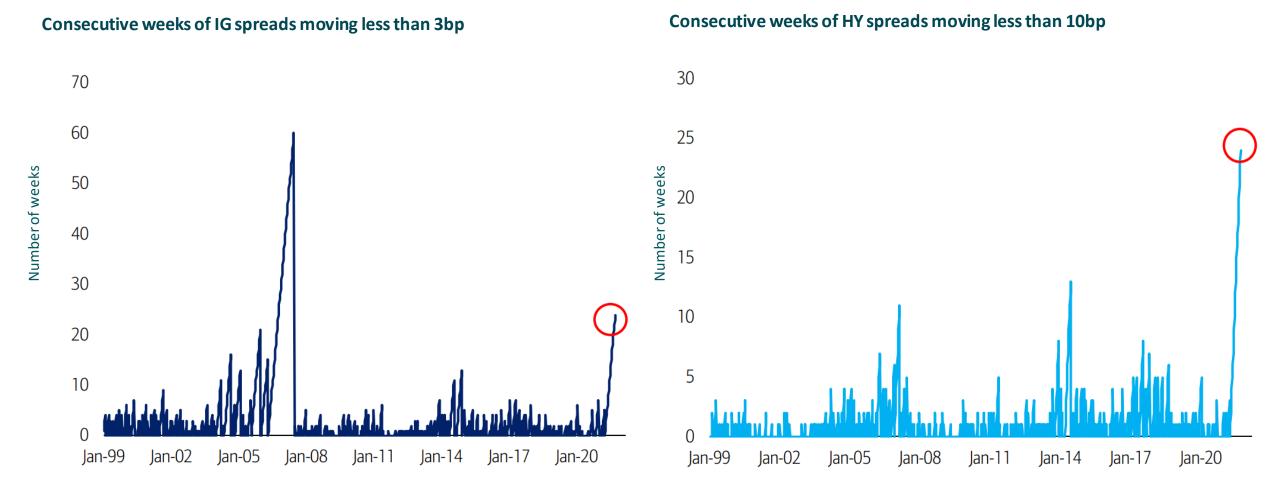


### Positive macroeconomic environment for credit Strong growth + no rate hikes = low default risk = tight spreads

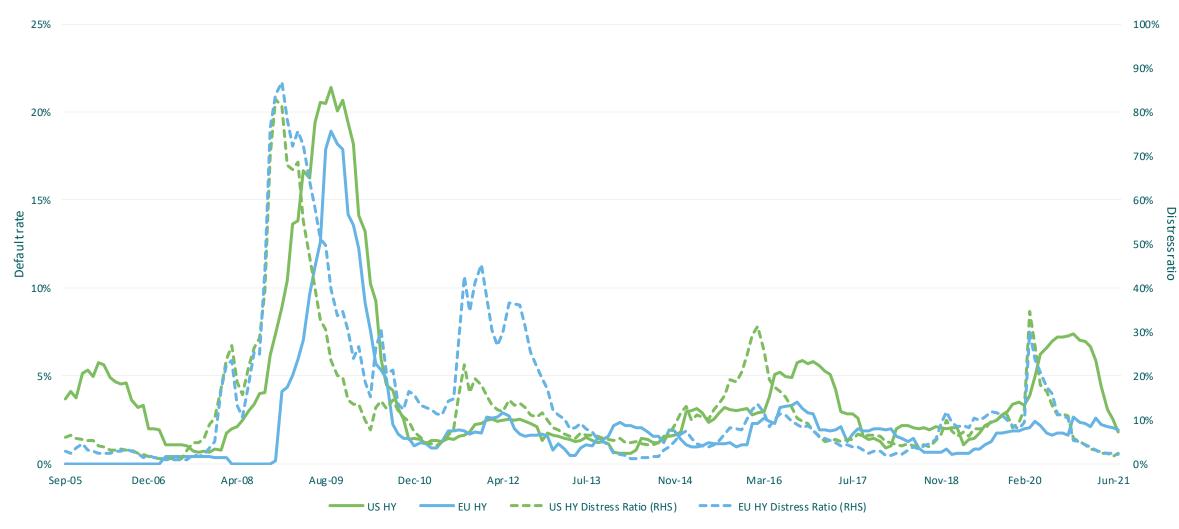
Global IG Corporate Bond\* spreads



### Euro credit spreads Limited dispersion



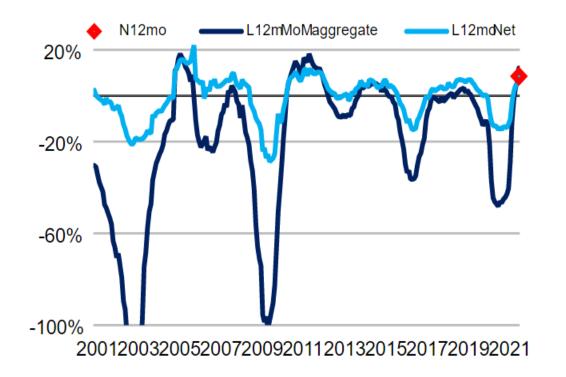
### US and European high yield default cycles The ratio of distressed issuers tends to lead default cycles



Source: ICE Bank of America, 31 July 2021. Default rate calculated as last twelve months par weighted default rate. Distress is defined as spreads > 1,000bp. Information is subject to change and not a guarantee of future results. US HY: ICE BoA US High Yield Index. Europe HY: ICE BoA European High Yield Index.

### Positive rating migration momentum HY rating migrations

**Overall High Yield\* rating migration rates** We expect 8% net upgrade going forward



#### Sector rating migration rates

Food, autos, energy among the top sectors to be upgraded

Food Producers       33%       7%         Autos       29%       8%         Energy       20%       9%         Telecoms       17%       34%         Capital Goods       12%       30%         Chemicals       10%       9%         Technology       9%       3%         Metals       9%       14%         Retail       8%       19%         Financials       6%       0%         Media       6%       8%         Real Estate       4%       19%         Gaming       0%       -6%         Travel       0%       -22%         Cable       0%       18%         Packaging/Paper       0%       5%         Transportation       -1%       -34%         Healthcare       -5%       15%         Utilities       -6%       6%	Net rating migration	n, n12mo pct of face	L12mo
Energy       20%       9%         Telecoms       17%       34%         Capital Goods       12%       30%         Chemicals       10%       9%         Technology       9%       3%         Metals       9%       14%         Retail       8%       19%         Financials       6%       0%         Media       6%       8%         Real Estate       4%       19%         Gaming       0%       -6%         Travel       0%       -22%         Cable       0%       -22%         Packaging/Paper       0%       5%         Services       0%       5%         Transportation       -1%       -34%         Healthcare       -5%       15%         Utilities       -6%       6%	Food Producers	33%	7%
Telecoms       17%       34%         Capital Goods       12%       30%         Chemicals       10%       9%         Technology       9%       3%         Metals       9%       14%         Retail       8%       19%         Financials       6%       0%         Media       6%       0%         Real Estate       4%       19%         Gaming       0%       -6%         Travel       0%       -22%         Cable       0%       18%         Packaging/Paper       0%       5%         Transportation       -1%       -34%         Healthcare       -5%       15%         BB       15%       8%	Autos	29%	8%
Capital Goods       12%       30%         Chemicals       10%       9%         Technology       9%       3%         Metals       9%       14%         Retail       8%       19%         Financials       6%       0%         Media       6%       8%         Real Estate       4%       19%         Gaming       0%       -6%         Travel       0%       -22%         Cable       0%       18%         Packaging/Paper       0%       -4%         Services       0%       5%         Transportation       -1%       -34%         Healthcare       -5%       15%         Utilities       -6%       6%	Energy	20%	9%
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Real Estate     4%     19%       Gaming     0%     -6%       Travel     0%     -22%       Cable     0%     18%       Packaging/Paper     0%     -4%       Services     0%     5%       Transportation     -1%     -34%       Healthcare     -5%     15%       Utilities     -6%     6%	Financials	6%	0%
Gaming     0%     -6%       Travel     0%     -22%       Cable     0%     18%       Packaging/Paper     0%     -4%       Services     0%     5%       Transportation     -1%     -34%       Healthcare     -5%     15%       Utilities     -6%     6%       BB     15%     8%       B     1%     8%	Media	6%	8%
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Packaging/Paper     0%     -4%       Services     0%     5%       Transportation     -1%     -34%       Healthcare     -5%     15%       Utilities     -6%     6%       BB     15%     8%       B     1%     8%	Travel	<u>0%</u>	- 22%
Services         0%         5%           Transportation         -1%         -34%           Healthcare         -5%         15%           Utilities         -6%         6%           BB         15%         8%           B         1%         8%	Cable	0%	18%
Transportation     -1%     -34%       Healthcare     -5%     15%       Utilities     -6%     6%       BB     15%     8%       B     1%     8%	Packaging/Paper	<u>0%</u>	-4%
Healthcare     -5%     15%       Utilities     -6%     6%       BB     15%     8%       B     1%     8%	Services	0%	5%
Utilities -6% 6% BB 15% 8% B 1% 8%	Transportation	-1%	- 34%
BB 15% 8% B 1% 8%	Healthcare	-5%	15%
B 1% 8%	Utilities	-6%	6%
	BB	15%	8%
CCC 1% 16%	В	1%	8%
	ССС	1%	16%

# Agenda

1. Macro and credit views

2. Fund positioning

3. Transition to Art. 8

#### Duration contributions M&G (Lux) Optimal Income Fund



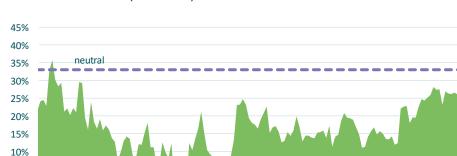
#### Actively managing duration across markets

On 8 March 2019, the non-sterling assets of the M&G Optimal Income Fund, a UK-authorised OEIC, merged in the M&G (Lux) Optimal Income Fund, a Luxembourg authorised SICAV, which launched on 5 September 2018. \*Data prior to the 8 March 2019 refers to the OEIC.

Please note: Portfolio data is based on internal sources, is unaudited and may differ from information as shown in the Monthly Fund Review. Information is subject to change and is not a guarantee of future results.

Source: M&G, 31 August 2021

### Asset allocation over time M&G (Lux) Optimal Income Fund



2012

2013

2014

2015

2016

2017

2018

2019

2020

2021

Government bonds (and cash)



#### IG corporate

2006 2007 2008 2009 2010 2011 2011 2012 2013 2014 2015 2016 2016 2017 2018 2019 2020 2021



On 8 March 2019, the non-sterling assets of the M&G Optimal Income Fund, a UK-authorised OEIC, merged in the M&G (Lux) Optimal Income Fund, a Luxembourg authorised SICAV, which launched on 5 September 2018. \*Data prior to the 8 March 2019 refers to the OEIC.

\*

Please note: Portfolio data is based on internal sources, is unaudited and may differ from information as shown in the Monthly Fund Review. Information is subject to change and is not a guarantee of future results.

Source: M&G, 31 August 2021

5% 0%

2007

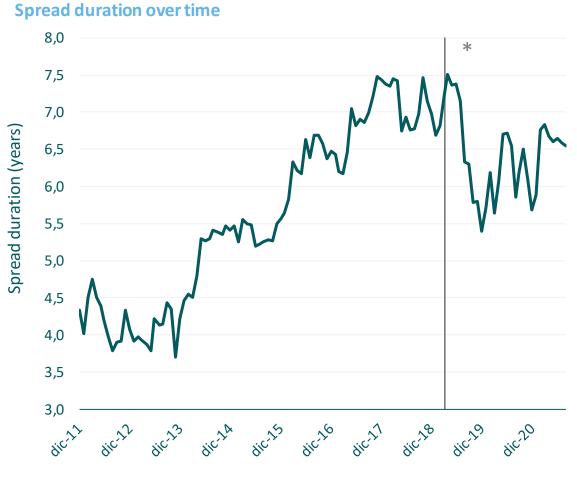
2008

2009

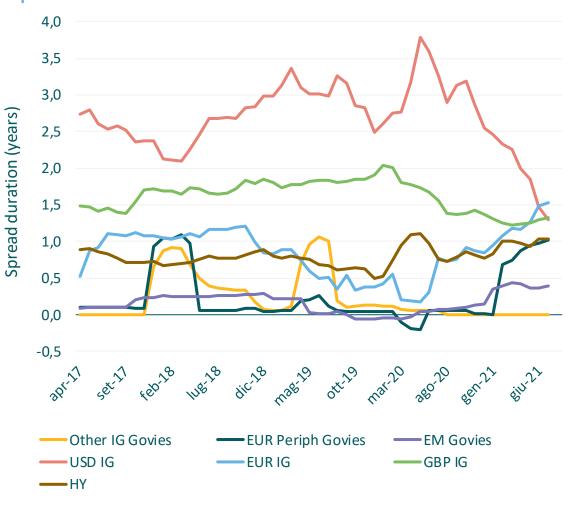
2010

2011

### Spread duration by asset class M&G (Lux) Optimal Income Fund



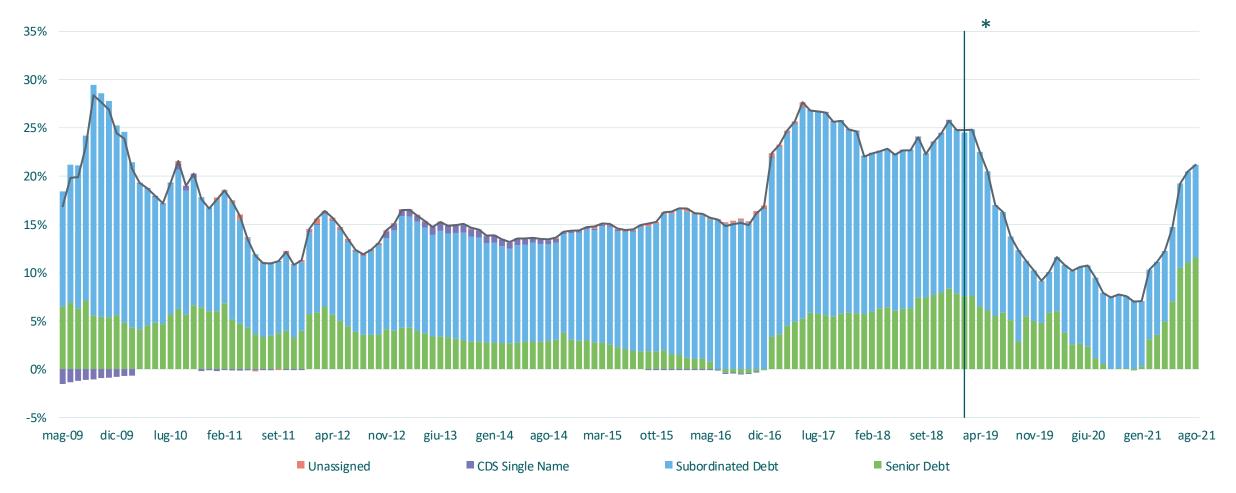
**Spread duration contribution** 



On 8 March 2019, the non-sterling assets of the M&G Optimal Income Fund, a UK-authorised OEIC, merged in the M&G (Lux) Optimal Income Fund, a Luxembourg authorised SICAV, which launched on 5 September 2018. \*Data prior to the 8 March 2019 refers to the OEIC.

Please note, portfolio data is based on internal sources, is unaudited and may differ from information as shown in the Monthly Fund Review. Information is subject to change and is not a guarantee of future results. Source: M&G, 31 August 2021.

### Financial exposure: senior vs subordinated debt M&G (Lux) Optimal Income Fund



On 8 March 2019, the non-sterling assets of the M&G Optimal Income Fund, a UK-authorised OEIC, merged in the M&G (Lux) Optimal Income Fund, a Luxembourg authorised SICAV, which launched on 5 September 2018. \*Data prior to the 8 March 2019 refers to the OEIC.

Note: covered bonds are not included.

Please note: Portfolio data is based on internal sources, is unaudited and may differ from information as shown in the Monthly Fund Review. Information is subject to change and is not a guarantee of future results.

Source: M&G, 31 August 2021

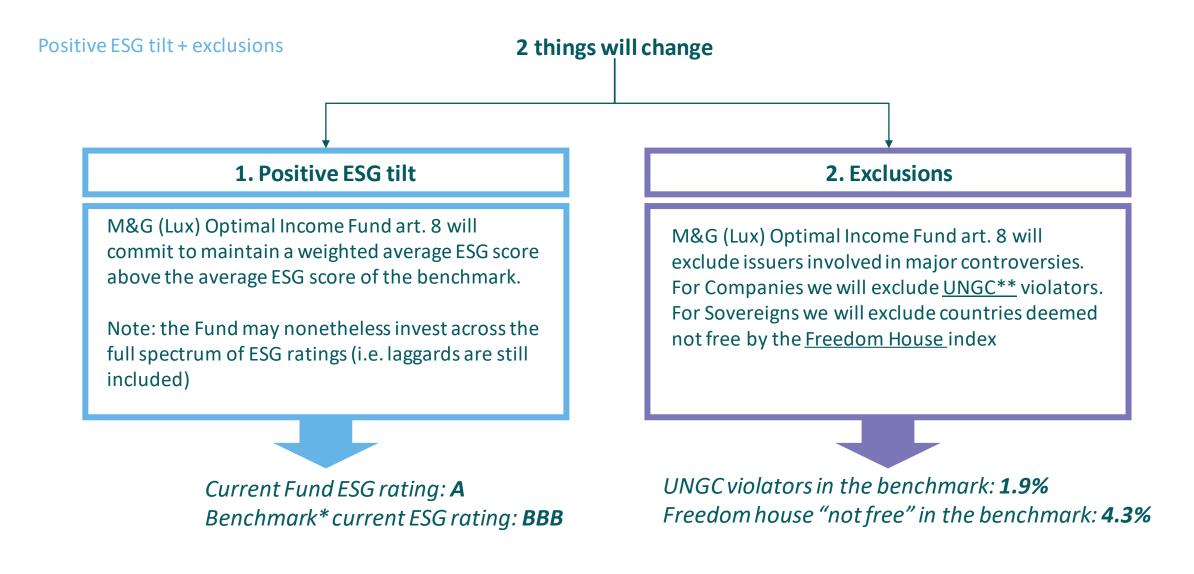
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# What will change when M&G (Lux) Optimal Income Fund becomes art. 8?



Source: M&G, 9 September 2021. \*1/3 Bloomberg Barclays Global Corporate Bond index EUR hedged, 1/3 Bloomberg Barclays Global High Yield index EUR hedged, 1/3 Bloomberg Barclays Global Treasury index EUR hedged. \*\*United Nations Global Compact, a set of principles aiming to encourage businesses to adopt sustainable and socially responsible policies.

# Internal and external ESG capabilities



Quali	tative		Rigo	rous		Gra	nular		F	orwar	d lo	oking
M &G				Sim	plified	Score	ecard	View	V			俞
d#b	<b>yst Name</b> HAEL POSNANS	sky 🗸	Ticker	Clin	50 mate Score	45 E Scor	e	54 S Score		57 G Score	Тс	52 otal ESG Score
	Analyst I	Name		Ir	ntegrated ES	G Impac	t Evalua	tion		Las	t Upd	ated
	AEL PO		NSKY		Litt	le imp	act			09	/03/2	2021
	Clim	ate			Soci	al				Governa	nce	
Issue	Impact	Score (	Comment 🔺	Issue	Imp	act Scor	e Comment	Issue		Impact	Score	Comment /
Disclosure	Best in class		CFD aligned and SBT	Diversity & Inclusio	on Little	impact 0.0	00 Recognised as			Little impact		100% independent boar C-suite with majority of
Footprint (Scope 1,2,3) Intensity (Scope 1,2)	Extremely high	-10.00 (	Eement Sector has high emissions and hard to abate Eement Sector has high emissions and hard to	Modern Slavery	Slight	tly positive 5.	reporting is limited and no targets 00 Has human	Corporate	e culture and 'sy	Slightly negative	-5.00	Faced criminal charges of armed groups in Syria, v as a result of poor com- of employee safety in in
Intent	Strong commitme with clear evidenc	nt 10.00 li e s	ibate nvesting in CCS pilot tudies and increasing use of alternative fuels				rights policy a monitors hum rights need more detail fo StP	an	urity	Slightly positive		Considers impact from or established IT policies a recovery systems and a measures regularly audi insurance
< compared with the second sec			,	Current / L	ong Term Ma	teriality /	Controve					,
lssue		Current Materiality	Current Commen		Long Term Comr	nent Current		ntroversy	Controversy		introversy ore	<ul> <li>Total Key</li> <li>Issue Score</li> </ul>
Air Quality		Little impact	Well managed and declining trend NOx & SOx slightly above Median of Sector. High particulate Emissions ve peers.	Little impact	Expect to remain well managed Target of red SOX, NOX and dust em per tonne of cement b by 2030 appears aggre when compared to its current performance.	issions y 30%	Hig	hly Controversial	risk of failure rest dangerous leaks	ulting in -10	1.0	-10.0
Competitive Behavior		Little impact	History of price fixing but nothing ongoing	Little impact	History of price fixing I nothing expected	but 0.0	Slig	htiy Controversial	Price fixing	-5.	0	-5.0
Ecological Impacts		Little impact	Extractive resources	Little impact	Extractive resources co	mpay 0.0	Slig	htly Controversial	Expect increase a	wareness of -5.	0	-5.0

Key Issues section based on the SASB Materiality Map<sup>®</sup> and captures key idiosyncratic issues based on a company's sector and segmentation. Flexibility for analysts to raise 'out of scope' supplemental or bespoke issues.





Launched in 2010 **155+** ESG analysts 9000 issuers **350,000** securities

Data access / portfolio analytics



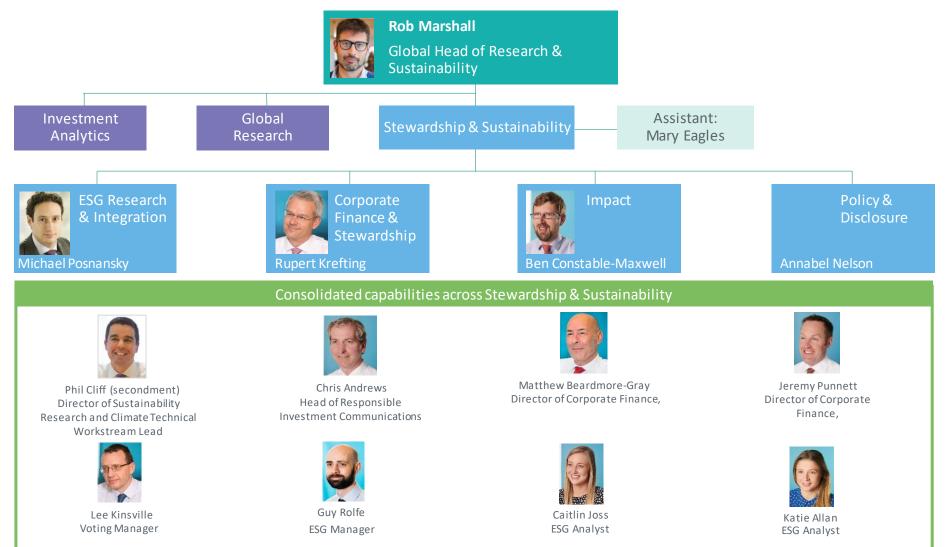
Best in class coverage of global bond universe

Portfolio	By # of securities					
Securities	3	16,239	1,479			
	By % of securities weight					
17718		94%	6%			
	MSCI Coverage	Not included in report analysis	is			

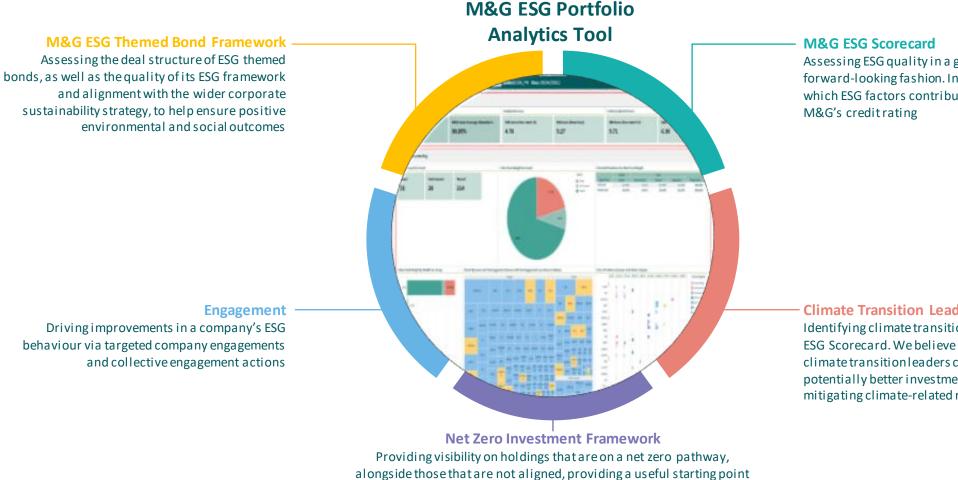


Identify key issues for each industry Judge each company Assign a normalised rating relative to industry peers (from 10.0 to 0.0) with a rating trend

#### Stewardship & Sustainability team Integrated into M&G Fixed Income



### Actively driving sustainability in fixed income Optimising sustainability credentials



Assessing ESG quality in a granular, timely and forward-looking fashion. Indicates the extent to which ESG factors contribute or detract from

**Climate Transition Leaders** Identifying climate transition leaders via the M&G ESG Scorecard. We believe that identifying climate transition leaders can help us to make potentially better investment decisions by mitigating climate-related risks.

The M&G ESG Portfolio Analytics tool is our core ESG portfolio analysis tool which consolidates all ESG research into a single system

to determine our climate-related engagement efforts



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