

Marketing Communication

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More than passive and equity tools

8-10th November 2023

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Content

- 1. Dynamic market trends
- 2. AXA IM ETFs at a glance
- 3. Active Fixed Income Capabilities
- 4. Q&A





Dynamic market trends Record flows, Fixed Income UCITS ETFs, 2023 trends

2023 off to a record breaking year with +\$117bn YTD NNM in UCITS ETFs

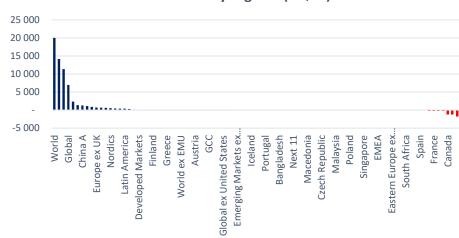


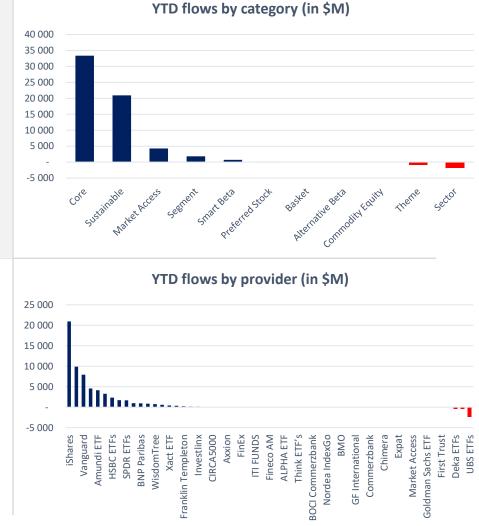
Source: As of 30/09/2023 on ETFbook.com YTD: Year-to-date, NNM: Net new money, AuM: assets under management

Focus on Equities UCITS ETFs: +\$58bn YTD NNM

50% of UCITS ETFs NNM 72% of UCITS ETFs AUM

- 2023: \$1 065bn AuM (+15% YTD vs. 2022) and +\$58bn YTD NNM
- Mainly Core plain vanilla and sustainable solutions
- Global, US and EM exposures lead the pack
- Top 5 selling ETFs accounting for >25% of total equity flows





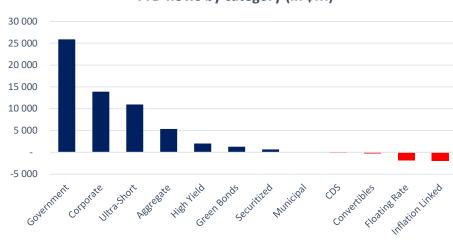
YTD flows by regions (in \$M)

Focus on Fixed Income UCITS ETFs: +\$56bn YTD NNM

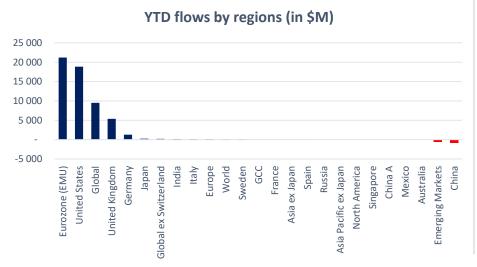
48% of UCITS ETFs NNM 26% of UCITS ETFs AUM

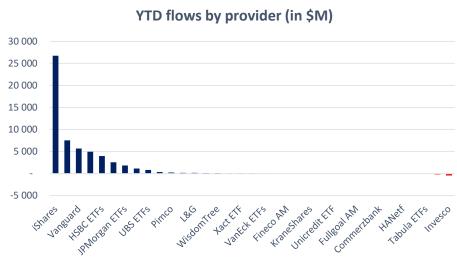


- Market dominated by nearly one provider
- Inflows driven by Indexed strategies
- **Top 5 selling ETFs**, Govies and Corporate ETFs lead the pack



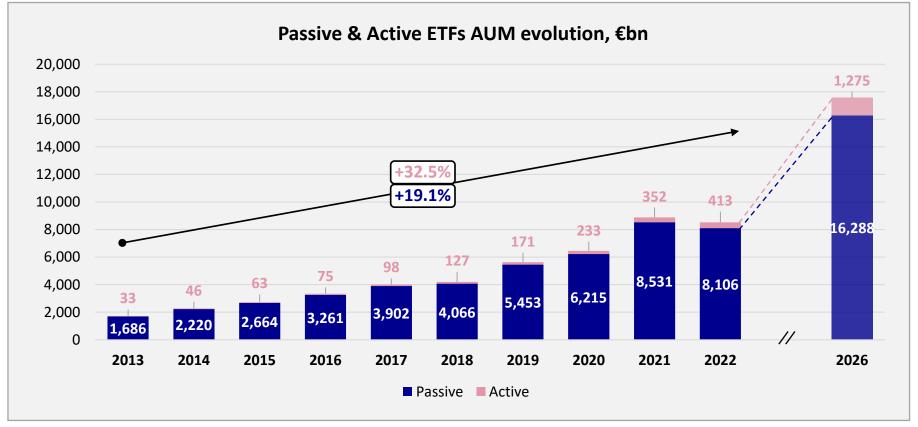
YTD flows by category (in \$M)





Global ETF AUM Evolution over the years

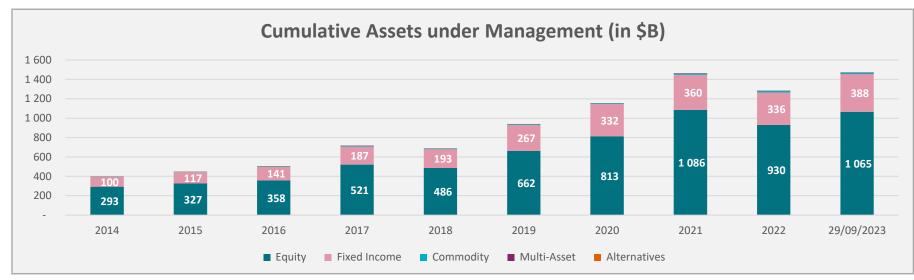
- Over the past ten years, the average ETF AUM growth CAGR globally has remained at 19,5%.
- Global ETF assets are mostly passive; however, recently, the share of active assets has grown significantly.
- At this pace, assets invested in ETFs should reach €17.6tr by 2026, with €16.2tr in passive strategies

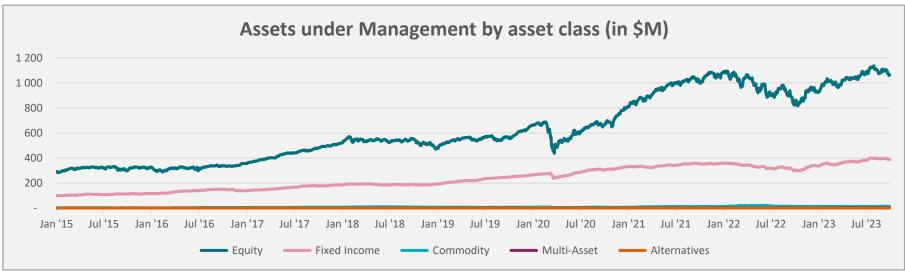






UCITS ETF portfolios are primarily composed of fixed income and equity, but the share of fixed income continues to gain ground





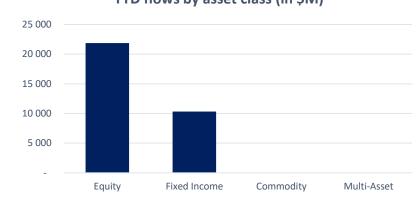


Major trends 2023

Focus on ESG UCITS ETFs: +\$32bn YTD NNM

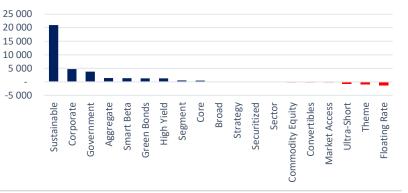
27% of UCITS ETFs NNM 23% of UCITS ETFs AUM

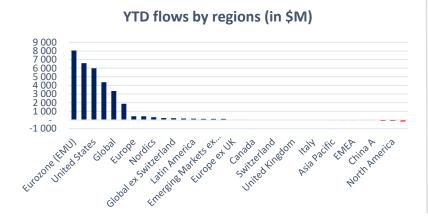
- 2023: \$346bn AuM (+17% YTD vs. 2022) and +\$32bn YTD NNM
- Slowdown in 2023 on ESG (compared to 2022 the year of ESG)
- ESG is often coupled with Corporates and Govies which are also among top selling sectors
- Contrary to rest of inflows more regional inflows on Eurozone
- Better diversification in term of ETF Issuers



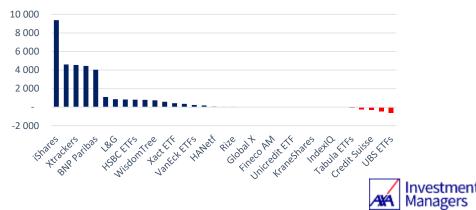
YTD flows by asset class (in \$M)

YTD flows by category (in \$M)





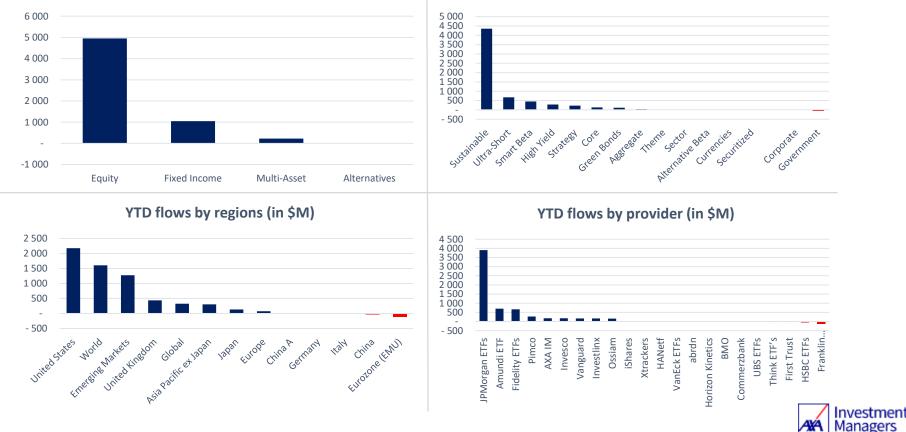




Focus on Active UCITS ETFs: +\$6bn YTD NNM

5% of UCITS ETFs NNM 2% of UCITS ETFs AUM

- 2023: \$29bn AuM (+27% YTD vs. 2022) and +\$6bn YTD NNM (+138% YTD vs. 2022)
- 95% driven by Equity / Sust
- Main Regional exposure: United States / World / Emerging Markets



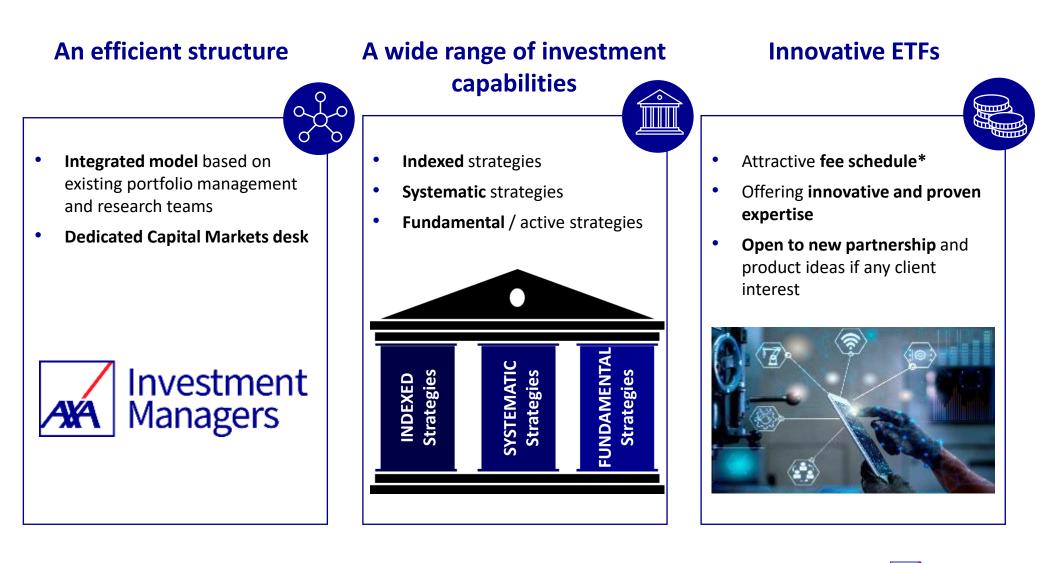
YTD flows by asset class (in \$M)

YTD flows by category (in \$M)



AXA IM ETFs at a glance What makes AXA IM ETFs unique

An innovative ETF range developed by AXA IM

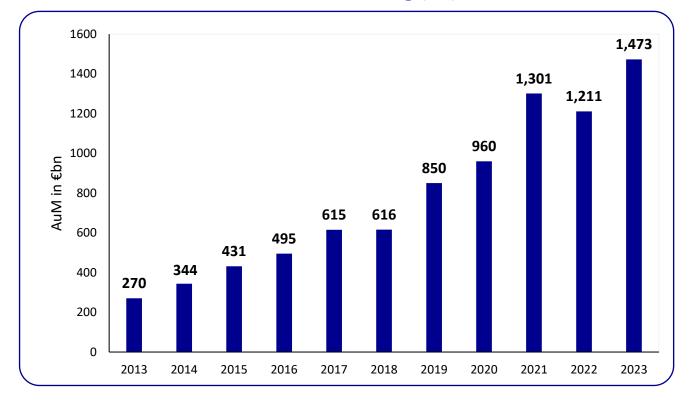




Investment

Managers

ETFs have evolved over time...



Assets in UCITS ETFs have been booming (x5) over the last decade

FUN FAC

First ETF

First Bond ETF

First Leveraged ETF

First Currency-Hedged ETF

First Active ETF

First Bitcoin ETF

1990

2000

2007

2015

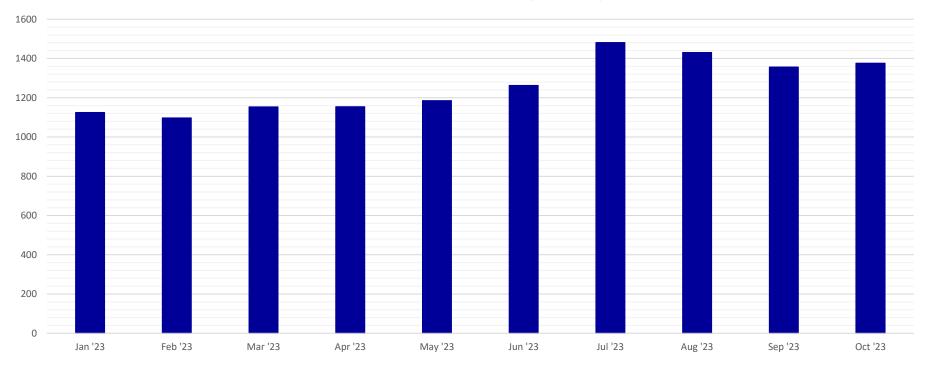
2016

2021

Source: Broadridge and ETF Book 30/09/2023, all asset classes, all domiciled. For illustrative purpose only. The potential growth of thematic ETFs does not guarantee future results.

AXA IM's ETFs enjoy strong growth

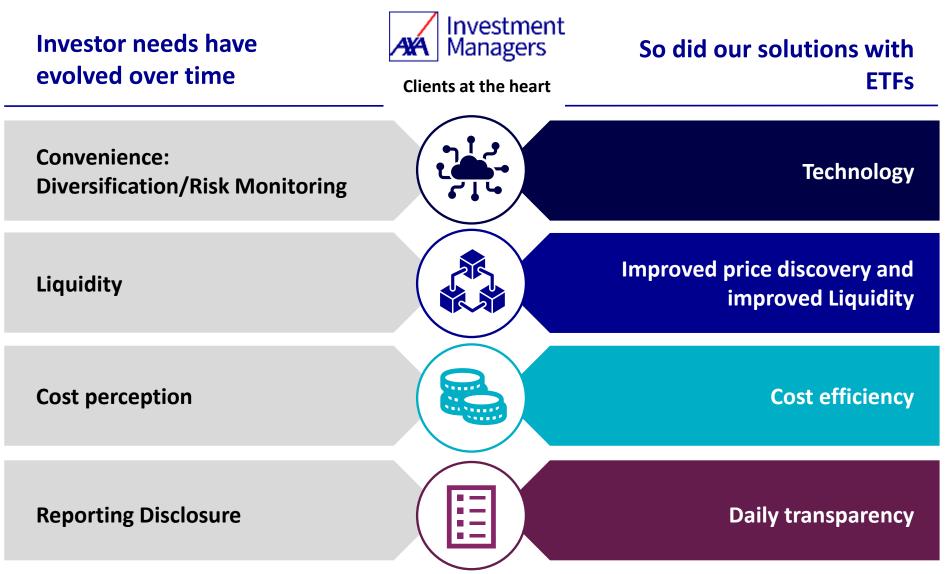
- Early 2023: **3 ETFs** and **\$1027mn** in assets under management
- End of September: **4 ETFs** and **\$1356mn** in assets under management

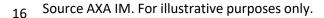


AXA IM ETF AUM (in \$M)

An Investment Managers

Advancing the potential of ETFs







AXA IM ETF

Key features

Physical replication
Irish based ETF
All UCITS ETFs format
Multilisted
Multiregistered
Open architecture for Market Making
Listed on:

- Borsa Italiana
- Deutsche Boerse Xetra
- SIX Swiss Exchange
- Bolsa Institutional de Valores







Source: AXA IM

AXA IM ETFs range

	ETF Name	Shareclass	Exchange	Ticker	ISIN	Trading Currency	Investment reduced by TER cost (bps)	SFDR ¹ classificatic
4	Active Strategies							
Γ	5		Xetra	ACLU GY		USD		Article 8
		USD Acc	Xetra	ACLT GY	IE000Z8BHG02	EUR	50	
	AXA IM ACT CLIMATE EQUITY UCITS ETF	USD ALL	Borsa Italiana	ACLU IM		EUR		
			SIX	ACLU SW		USD		ALLCLE
		EUR Hedged	Xetra	ACLE GY	IE000E66LX20	EUR	53	
		Acc	Borsa Italiana	ACLE IM	IEUUUEOOLAZU	EUR	55	
			Xetra	ABIU GY		USD	50	Article 8
			Xetra	ABIT GY	IE000SBHVL31	EUR		
	AXA IM ACT BIODIVERSITY EQUITY UCITS ETF	USD Acc	Borsa Italiana	ABIU IM		EUR		
			SIX	ABIU SW		USD		
		EUR Hedged	Xetra	ABIE GY	IE0003IT72N9	EUR	53	
		Acc	Borsa Italiana	ABIE IM	1200051172119	EUR		
1	ndexed Strategies							
		USD Acc	Xetra	ANAU GY		USD	14	Article 6
	AXA IM NASDAQ 100 UCITS ETF		Borsa Italiana	ANAU IM		EUR		
	AXA IWI NASDAQ 100 UCITS ETF		SIX	ANAU SW		USD		
			BIVA	AXAQ MU		MXN		
A	Ac tive Strateg ies							
Γ	AXA IM EURO CREDIT PAB UCITS ETF		Xetra	AIPE GY		EUR	20	Article 8
		EUR Acc	Borsa Italiana	AIPE IM	IE000JBB8CR7	EUR		
			SIX	AIPE SW		EUR		

The value of investments, and the income from them, can fall and investors may not get back the amount originally invested.

Source: AXA IM as at 30/09/2023

1: SFDR: Sustainable Financial Disclosure Regulation. The product categorization is provided based on the basis of the European Directive (EU) 2019/2088 on sustainability-related disclosures in the financial services sector ("SFDR Regulation") and on the basis of knowledge at the time of the creation of this document. More information available in the end disclaimer.



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Fixed



Active Fixed Income Capabilities AXA IM Euro Credit PAB UCITS ETF

Product Features

AUM: **€157M** Benchmark: ICE BofA Euro Corporate Index Paris Aligned (Absolute Emissions)

First active Euro Credit PAB ETF

The ETF is actively managed with deviation expected in term of constitution and performance compared to benchmark that is likely to be limited.

Aim to combine long term alpha generation and a decarbonization strategy

Physical replication

Paris Aligned Benchmark

Shareclass	Ticker	Listing Venue	Investment reduced by TER cost (bps)
	AIPE GY	Xetra in EUR	20
AXA IM Euro Credit PAB UCITS ETF EUR Acc	AIPE IM	Borsa Italiana in EUR	20
	AIPE SW	SIX in EUR	20

For more information on ETFs, including holdings lists, visit your local fund center available at core.axa-im.com/etf

Source: AXA IM as of 31/10/2023. For illustrative purposes only.



The first Innovative, Active and Liquid solution to invest in Euro Credit IG while keeping a decarbonization strategy in line with a Paris Aligned Benchmark



Innovative

- The first actively managed* Euro Credit PAB ETF under UCITS format, leveraging on our long-standing sustainable investment capabilities
- Leveraging our Global Fixed Income investment capabilities seeking to identify our conviction Euro credit IG** investment ideas while keeping a decarbonization strategy
- Art. 8 SFDR classification.
- Aim to improve carbon emissions profile relative to benchmark***



- Long-term conviction driven portfolio
- Investment process combining strong top-down inputs and rigorous bottom-up research
- Capturing the value of the Euro Credit market
- Diversified and risk-managed exposure to euro denominated IG bonds
- Monthly rebalancing

Liquid

- Offer an innovative solution under a liquid UCITS ETF format
- Accessible to all investors (from institutional to deep retail) at any time****

The ICE BofA Euro Corporate Index Paris Aligned (Absolute Emissions) is referenced for comparative purposes and for the financial objectives only of the strategy as per the 22 prospectus. *During regional market trading hours. Only Authorised participants can deal directly with the Fund.



Source: AXA IM as of 31/10/2023. For illustrative purposes only. The product categorization is provided based on the basis of the European Directive (EU) 2019/2088 on sustainabilityrelated disclosures in the financial services sector ("SFDR Regulation") and on the basis of knowledge at the time of the creation of this document. More information available in the end disclaimer. The targeting of specific SDG does not imply the endorsement of the United Nations of AXA Investment Managers, its products or services, or of its planned activities and does not constitute, explicitly or implicitly, a recommendation for an investment strategy.

^{*}The Fund is actively managed with deviation expected in term of constitution and performance compared to benchmark that is likely to be limited. ** IG: Investment Grade, i.e. bonds rated at least BBB- by Standard & Poor's or equivalent ratings by Moody's or Fitch or, if unrated, judged equivalent to those ratings by the Investment Manager.

What is a Fixed Income Paris Aligned Benchmark (PAB) ?

Achieving a net zero carbon emissions level by 2050

Indices designed from a "Parent Index" to be aligned to Paris Agreement, aiming to limit the rise in global temperatures to well below 2°C above pre-industrial levels, and to pursue efforts to keep the rise to 1.5°C.

Reducing the carbon emissions level relative to the Parent index (non-PAB) by 50% at inception, in absolute or intensity (% of EVIC) terms

Maintaining that 50% reduction thereafter

Minimum 7% annualized rate of reduction versus previous rebalancing

Reach net zero carbon emissions by 2050

ESG, climate related and/or fossil fuels related business involvements exclusions

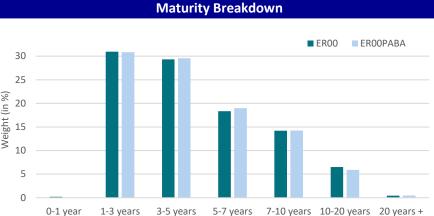
Key measures (duration, ratings distribution, sector allocations...) are not significantly changed relative to Parent index



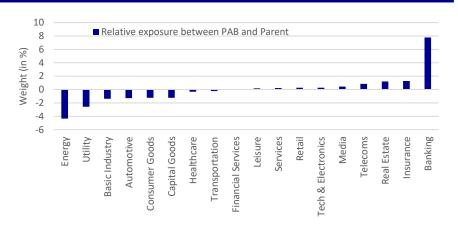
What is a Fixed Income Paris Aligned Benchmark (PAB) ?

Fixed Income PAB absolute emissions versus parent index

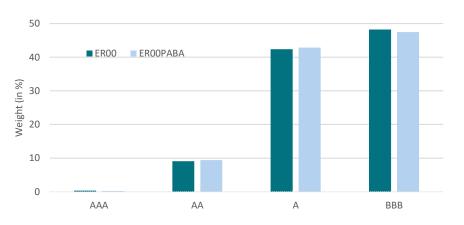
Index Characteristics					
	ER00 (Parent index)	ER00PABA (PAB index)			
Duration	4,68	4,52			
OAS	149	151			
Effective Yield	4,3	4,14			
Credit Rating	A-	A-			
Number of issues	4,152	3,434			



Sector Breakdown



Credit Rating Breakdown



Source: AXA IM, Bloomberg as of 16/08/2023.

ER00: ICE BofA Euro Corporate Index. ER00PABA: ICE BofA Euro Corporate Index Paris Aligned (Absolute Emissions)



Investment process overview

Initial Investment Universe

 ICE BofA Euro Credit Paris Aligned (Absolute Emissions) index (ER00PABA)

ESG Exclusions + Carbon transition filter

AXA IM Sectorial policies:
Climate Risk Ecosystem Protection and De

Climate Risk, Ecosystem Protection and Deforestation, Controversial Weapons, Soft Commodities

• AXA IM ESG standards:

Excluding Tobacco, White Phosphorus Weapons Producers, Low ESG Quality, Violations of International Norms and Standards, Severe Controversies, Severe Human Rights Violations

- Coverage in Absolute Carbon Emissions (scope 1+2+3)
- Exclusion of issuers not engaged in a "decarbonisation and transition pathway"

Align with the objectives of the Paris Agreement.

Fundamental Analysis Filter

 Active top-down allocation blended with robust bottomup issuer selection:

Portfolio Managers define the top-down strategy that will determine the direction and shape of the portfolio

Deep credit and macro research resources to support bottom-up selection

Implementation

- Physical replication of model portfolio⁽¹⁾
- Work closely with AP and market maker to monitor liquidity
- Rebalance and monitor benchmark evolution

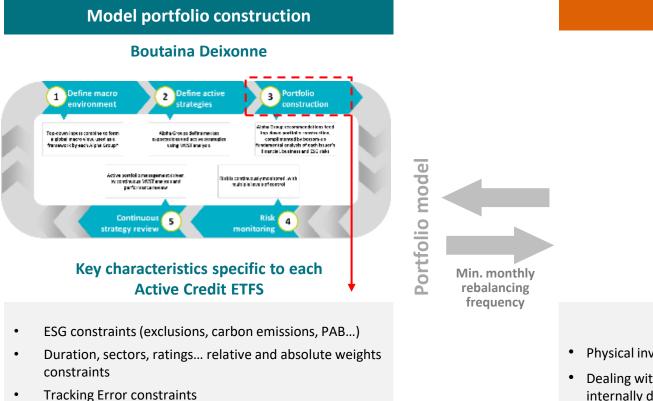
Source: AXA IM as of 31/10/2023. For illustrative purposes only. No assurance can be given that the strategy will be successful or that investors will not lose some or all of their capital. AXA IM reserves the right to modify any of the investment process described herein at its discretion.

(1) The sampling methodology can lead to small discrepancy between model portfolio and actual portfolio



Active Fixed Income ETF Investment Process

Leveraging AXA IM Fixed Income global investment process



• Liquidity and risk monitoring

Lorraine Zafrani Authorized Participants Physical investment of the portfolio model • Dealing with the subscription redemption using an internally developed sampling optimizer **ETF PM team**

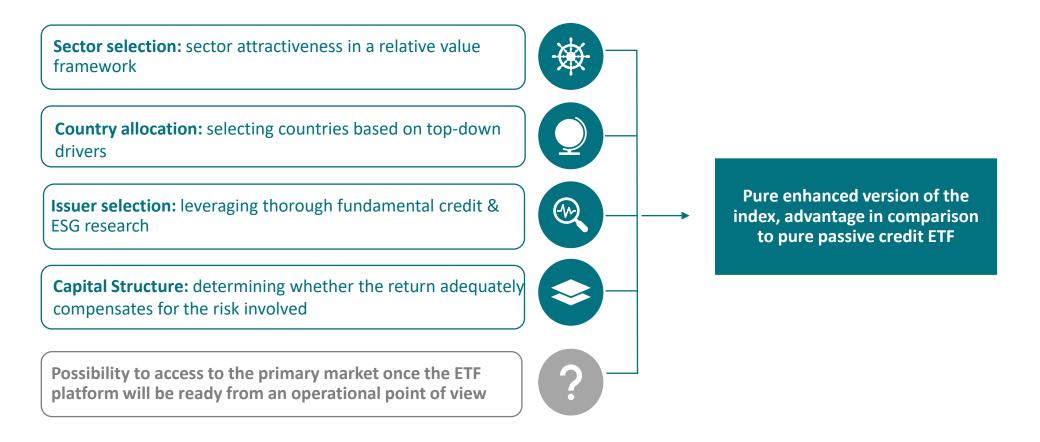
ETF management

Fixed Income PM teams



Alpha sources - performances drivers of the active credit ETFs

Leverage on existing FI expertise to propose an enhanced PAB





Key characteristics

Investment Objectives and Guidelines					
Investment Objective	Outperform the benchmark over a full market cycle of 3 to 5 years with an actively managed Euro credit IG strategy while keeping a decarbonization strategy aligned with the carbon emission of the benchmark.				
Benchmark	ICE BofA Euro Corporate Paris Aligned index (Absolute emission) (ER00PABA)				
Number of holdings	c.250-300 bonds				
Geographical limits	Only countries included in the benchmark				
Credit Quality	BBB+ average rating (BBB- min rating for single security)				
HY limit	0% (fallen angels sold within 6 months)				
Currency	EUR only				
Duration	-/+ 0.5 year vs benchmark				
Spread Duration	-/+ 1 year vs benchmark				
Derivatives	Interest rates derivatives allowed				
Sector allocation	-/+ 3% vs benchmark				
Subordinated debt	-/+ 15% vs benchmark				
Coco bonds	Not allowed				
Targeted ex-ante TE	c. 1% p.a.				
ESG Exclusion	AXA IM's RI sectorial policies and ESG standards				
Carbon Objective	The Absolute carbon emissions of the portfolio holdings must be below or equal to the reference point determined by its index (ER00PABA)				



Main risks

The list below of risk factors is not exhaustive. Please refer to the prospectus & prospectus supplement for full product details and complete information on the risks.

Interest rate risk: This corresponds to the risk of depreciation in rate-based instruments over either the short or medium term stemming from interest rate variations. For purposes of illustration, the price of a fixed-rate bond tends to decrease as interest rates increase.

The Fund is particularly exposed to bonds and other debt securities; in the event of a rise in interest rates, the value of assets invested at a fixed rate may fall.

Credit risk: In the event of default or deterioration of the quality of private bond issuers (for example, a reduction in rating), the value of debt securities in which the Fund is invested may fall. In such case, the Net Asset Value of the Fund may fall.

Risk related to investments in high yield instruments: The Fund may be exposed to a risk related to investments in high yield financial instruments. These instruments present higher default risks than those of the investment grade category. In case of default, the value of these instruments may decrease significantly, which would affect the Net Asset Value of the Fund.

Lower-rated securities generally tend to reflect short-term corporate and market developments to a greater extent than higher-rated securities which respond primarily to fluctuations in the general level of interest rates. There are fewer investors in lower-rated securities and it may be harder to buy and sell such securities at an optimum time: accordingly, such securities carry liquidity risk

Derivatives Risk and Leverage: The Fund may use both listed and OTC derivatives for investment or hedging purposes. These instruments are volatile and may be subject to various types of risks, including but not limited to market risk, liquidity risk, credit risk, counterparty risk, legal risk and operations risks. In addition, the use of derivatives can involve significant economic leverage and may, in some cases, involve significant risks of loss. Furthermore, investments in OTC derivatives may have limited secondary markets liquidity and it may be difficult to assess the value of such a position and its exposure to risk. For these reasons, there can be no guarantee that strategies using derivatives instruments will meet their expected target.

Counterparty risk: This is the risk of default (or counterparty's failure to perform any of its obligations) of any counterparties of the Fund to any OTC financial derivatives transactions. 8 The counterparty's default (or the counterparty's failure to perform any of its obligations) under these transactions may have a material adverse effect on the Net Asset Value of the Fund.

Given the investment strategy of the Fund and its risk profile, the likely impact of sustainability risks on the Fund's returns is expected to be low.



Investment Information

Main Characteristics

Investment Objective Investment Horizon	The investment objective of the Fund is to seek long-term capital growth from an actively managed portfolio of investment grade Euro denominated corporate debt securities while maintaining a decarbonization strategy aligned with the carbon emissions of the ICE BofA Euro Corporate Index Paris Aligned (Absolute Emissions) ER00PABA (the "Benchmark"). 5 years
Investment Universe/Benchmark	ICE BofA Euro Corporate Index Paris Aligned (Absolute Emissions)
Inception Date	11 July 2023
Legal Form	ICAV
Reference Currency	EUR€
Type of Share	Accumulation
Valuation	Daily
Subscription / Redemption	Daily
Settlement	T+3
Management Company	AXA INVESTMENT MANAGERS PARIS
Investment Manager	AXA INVESTMENT MANAGERS PARIS
Administrator	State Street Fund Services Ireland Ltd
Depositary	State Street Custodial Services Ireland Ltd

Risk Indicator

1	2	3	4	5	6	7		
Lower risk Higher risk								

The risk indicator assumes you keep the product for 5 years. The actual risk can vary significantly if you cash in at an early stage and you may get back less.

The summary risk indicator is a guide to the level of risk of this product compared to other products. It shows how likely it is that the product will lose money because of movements in the markets or because we are not able to pay you. We have classified this product as 2 out of 7 which is the a low risk class. This rates the potential losses from future performance at a low level. The risk category associated to this product was determined based on past observations, it is not guaranteed and can evolve in the future.

Be aware of currency risk. You will receive payments in a different currency, so the final return you will get depend on the exchange rate between the two currencies. This risk is not considered in the indicator shown above. Other risks not included in the Summary risk indicator can be materially relevant, such as concentration risk due to the decarbonisation and transition pathway strategy. For further information, please refer to the prospectus.

The investment will be reduced by the payment of the below costs/fees – ACC EUR:

For all clients, on the secondary market:

Transaction costs occur when purchasing/selling ETF shares on the market and may be subject to broker fees and/or other charges. Only Authorized participants can deal directly with the Fund.

For Authorized Participants (AP), on the primary market :

Redemption Fee : Up to 3%. Subscription Fee : Up to 3%. Transaction costs : 0.2 %

This is the maximum that might be taken out of your money before it is invested. Entry and exit charges are not applicable to investors buying/selling shares of the Fund on stock exchanges, but these investors will do so at market prices and may be subject to broker fees and/or other charges.

Charges taken from the fund over a year

TER	0.20%			
Charges taken from the fu	nd under specific conditions			
Performance Fees	None			
Minimum initial and subsequent subscription				
Minimum initial subscription	1 share on secondary market 100 000 for the AP			

Subsequent subscription

1 share on secondary market 100 000 for the AP

Source: AXA IM as of 19/06/2023. Please refer to the fund Key Information Document (KID) or Prospectus for full product details and the special risk consideration. AP = Authorized Participant





Q&A



An ETF to compete in a growing fixed income market

Growing Fixed Income market (7% organic growth YTD, x2 since end-2018)

- ESG ETF are growing even faster (10-12% organic growth YTD)
- PAB ETF even more (x9 in less than 5y), only few PAB ETF so far

Meeting RI high standards with decarbonization product

- AXA IM Euro Credit PAB will be Art. 8 (only Tabula is art. 9)
- PAB definition + AXA IM ESG policy (standard exclusions, RI sectorial excl., Climate coloring system)

AXA IM recognized FI expertise

- AXA IM strong process with the objective to outperform over a 3-5 years cycle
- Low TE (c.1%)



New generation of AXA IM products

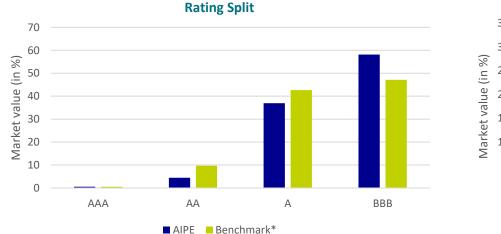
- 1st of AXA IM PAB ETF product suite
- **Competitive pricing** (20bp)

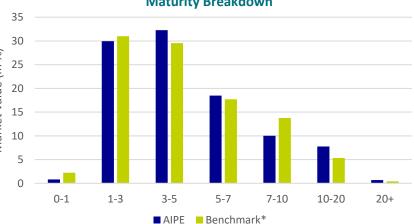


Portfolio positioning as of 30/09/2023

Fund Characteristics	AIPE	ICE Euro Corporate Paris- Aligned Absolute Emissions Index
Duration	4.46 years	4,26 years
Yield to Worst	4.63%	4,54%
Average Coupon	2.36%	2.17%
Average Rating	A-	A-
Number of issues	251	3402

Top 10 issues	Sector	ETF	Benchmark*
AT&T Inc 2026	Telecom	1,47%	0,06%
Electricite de France SA 2029	Utility	1,26%	0,02%
AIB Group PLC 2028	Banking	1,24%	0,05%
Vicinity Centres Trust 2029	Real Estate	1,23%	0,02%
EDP Finance BV 2026	Utility	1,20%	0,02%
Verizon Communications Inc 2026	Telecom	0,94%	0,02%
UniCredit SpA 2026	Banking	0,91%	0,07%
Raiffeisen Bank International AG 2032	Banking	0,85%	0,03%
ABN AMRO Bank NV 2027	Banking	0,84%	0,02%
BBVA SA 2026	Banking	0,84%	0,06%



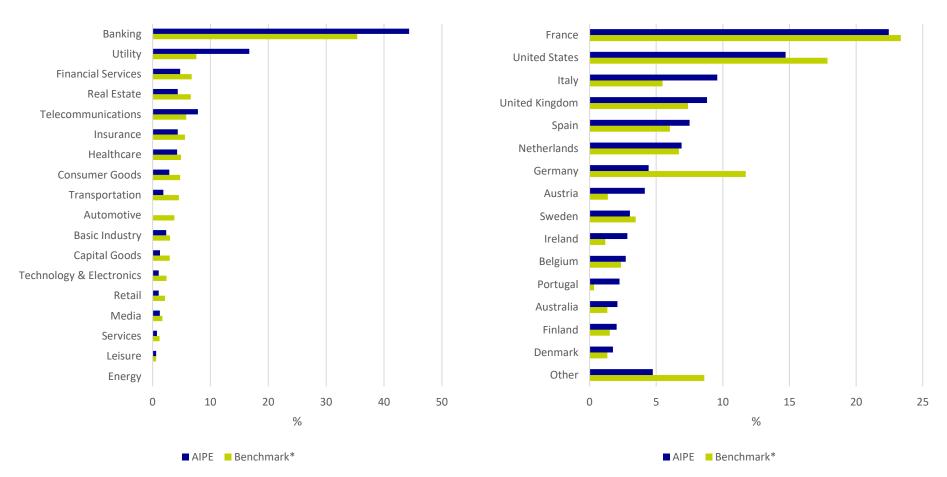


Source: AXA IM as of 30/09/2023. For illustrative purposes only. Rating by Standard & Poor's or equivalent ratings by Moody's or Fitch or, if unrated, judged equivalent to those ratings by the Investment Manager *The ICE BofA Euro Credit Paris Aligned Absolute Emissions Index (ER00PABA) is referenced for comparative purposes and for the financial objectives only of the strategy as per the prospectus. Companies shown herein are for illustrative purposes only as of 34 30/09/2023 and may no longer be in the portfolio later. This information should not be considered a recommendation to purchase or sell any security.

Maturity Breakdown

Investment Managers

Portfolio Positioning as of 30/09/2023



Sector Breakdown

Country Breakdown

lanagers

Source: AXA IM as of 30/09/2023. For illustrative purposes only. Sectors classification: Merrill Lynch level 3. *The ICE BofA Euro Credit Paris Aligned Absolute Emissions Index (ER00PABA) is referenced for comparative purposes and for the financial objectives only of the strategy as per the prospectus.

Risk considerations

Discretionary Management Risk : there is a risk that investment techniques or strategies are unsuccessful and may incur losses for the Fund. Shareholders will have no right or power to participate in the day-to-day management or control of the business of the Fund, nor an opportunity to evaluate the specific investments made by the Fund or the terms of any of such investments.

Risk linked to Method and Model: attention is drawn to the fact that the Fund's strategy is partially based on the utilisation of a proprietary share selection model. The effectiveness of the model is not guaranteed, and the utilization of the model may not result in the investment objective being met. Impact of any techniques such as derivatives: Certain management strategies involve specific risks, such as liquidity risk, credit risk, counterparty risk, legal risk, valuation risk, operational risk and risks related to the underlying assets. The use of such strategies may also involve leverage, which may increase the effect of market movements on the Fund and may result in significant risk of losses.

Currency Risk: the Fund holds investments denominated in currencies other than the base currency of the Fund. As a result, exchange rate movements may cause the value of investments (and any income received from them) to fall or rise affecting the Fund's value. For the currency hedged shareclasses, the performance may deviate from the one of the non-hedged shareclasses and the Fund's benchmark due to the performance differential inherent within the currency hedging activity. Further explanation of the risks associated with an investment in this Fund can be found in the prospectus

The list above of risk factors is not exhaustive. Prospective investors should review the complete list of risk factors in the prospectus



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