

# Case study: Mandatum Asset Management's active ESG dialogue with Incus Capital



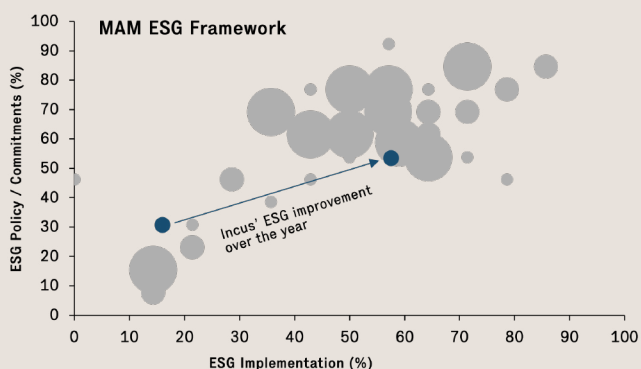
Founded in 2012, Incus Capital is an independent and privately-owned real assets investment advisory firm with local offices in Madrid, Lisbon, Milan & Paris. The firm is an advisor to over €2 billion of AUM across European credit and equity funds.

With over €3 billion invested in European and US private debt funds since 2008, Mandatum Asset Management (MAM) has become a well-known private debt provider. With a keen focus on manager selection to drive strong risk-adjusted returns, ESG has become a critical part of its investment process.

Each target manager of the private debt programme completes MAM's proprietary 100-question survey during diligence focused on ESG Implementation (process, monitoring, reporting) and ESG Policy / Commitments (policies, commitments, targets). Based on the responses, managers are grouped in a bubble chart and compared to other managers and funds to determine any potential ESG risks. All managers complete the survey on an annual basis thereafter. (Read more about our ESG framework [here](#))

In June 2022, MAM made an investment in Incus European Credit Fund IV, which invests in non-sponsor asset-backed private credit transactions in Southern Europe. While the fund scored poorly in MAM's ESG assessment, MAM began an active dialogue with its management team to improve its ESG process and practices.

## CONSTRUCTIVE FEEDBACK DURING DUE DILIGENCE AND AFTER THE COMMITMENT RESULTED IN A SIGNIFICANT IMPROVEMENT IN THE ESG SCORE WITHIN A YEAR

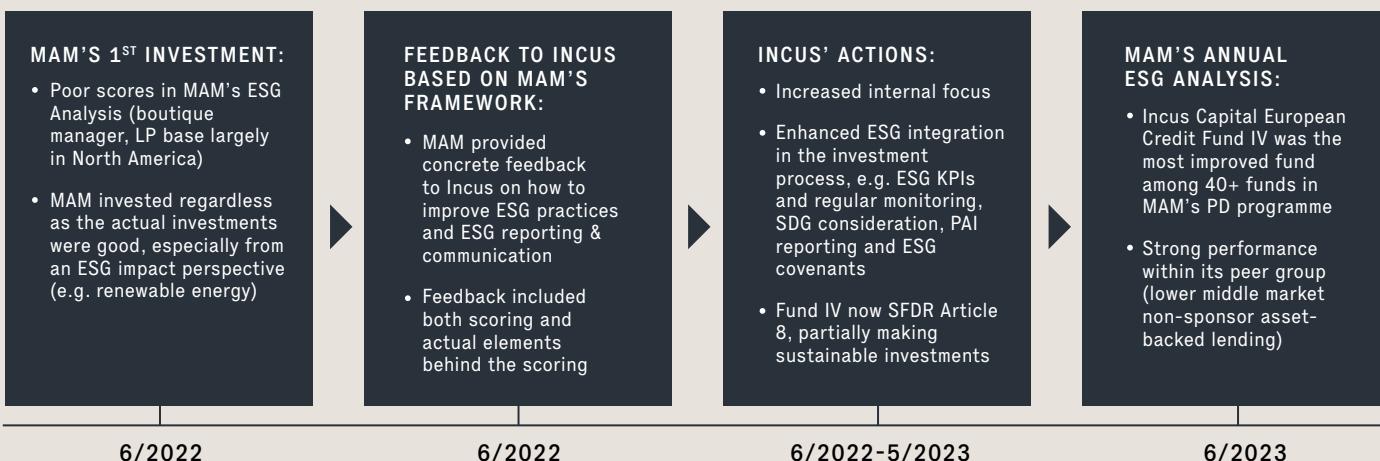


*"MAM's proprietary framework enabled us to get concrete feedback on how to improve our ESG policies and procedures. We remain committed to achieving a best-in-class ESG practice."*

**MARTIN POMMIER, PARTNER AND COO, INCUS CAPITAL**

*"We were really impressed how decisively Incus reacted to our feedback on ESG issues and very happy to see that our target fund will be disclosing under Article 8."*

**JUSSI TANNINEN, HEAD OF PRIVATE DEBT, MANDATUM ASSET MANAGEMENT**



This document is being provided to you for marketing and informational purposes only and does not constitute investment advice or a solicitation to invest or to participate in any trading, investment strategy or an offer to buy or sell any security or other financial instrument. The presented information is based on the information available at the time the article was created as well as on the views and estimates of Mandatum Asset Management Ltd and Mandatum Group ("Mandatum") at that time. The information may change without notice and Mandatum is under no obligation to ensure that such updates are brought to your attention. Mandatum gives no guarantee as to the accuracy or completeness of the presented information, views or assessments, nor assumes responsibility for any direct or indirect damages, expenses or losses which may be caused by the use of the information. The recipient is solely responsible for any decisions they make on the basis of the information. All investments involve risks and past performance does not predict future returns.

Mandatum Asset Management (MAM), established in 2021, is a Nordic asset management company. MAM offers discretionary and consultative asset management for institutional and other professional investors and manages a variety of investment products within its core areas of credit, private equity, real estate and equity selection.



MANDATUM  
ASSET MANAGEMENT

Mandatum Asset Management Ltd  
Bulevardi 56, P.O. Box 1221, FI-00101 Helsinki, FINLAND  
[www.mandatmam.com](http://www.mandatmam.com)