

23 August 2023

The Manager ASX Market Announcements Australian Securities Exchange Limited Sydney NSW 2000

### Platinum Asset Management Limited (PTM) – 2023 Full-Year Financial Results – Analyst Presentation

PTM encloses for release to the market the 2023 full-year financial results analyst presentation.

#### Authorised by

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Platinum Asset Management Limited ABN 13 050 064 287

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Platinum Asset Management Limited

## **Analyst Briefing**

23 August 2023



## Analyst Briefing

Presented by:



Andrew Clifford
Co-Founder

Andrew Stannard
Finance Director



## CEO role – Andrew Clifford

- Stepping aside as Chief Executive Officer
- Retaining role as Co-Chief Investment Officer
- Search to commence for replacement CEO (Andrew to remain in the role until appointment)

(Please see separate ASX announcement)



## Financial Highlights

#### Full Year ended 30 June 2023

	FY23	FY22	Var. %
Average FuM (A\$b)	18.1	21.4	(15)%
Average Fee (bps)	112	115	(3)%
Revenue (A\$m)	217.4	232.8	(7)%
Expenses (A\$m)	100.6	86.1	17%
NPAT (A\$m)	80.9	101.5	(20)%
Final Dividend (cps)	7cps	7cps	Flat

- Lower revenues largely reflect changes in FuM and FuM mix during FY22 and FY23, partly offset by mark-to-market gains from seed capital
- 95% of the expense increase attributed to higher investment team compensation and share based payments expense. Non-people costs well controlled, down 6% on prior year
- Final dividend declared of 7cps, fully franked



## **Business Highlights FY23**

One of Australia's trusted international investment managers with global longshort strategy

Short strategy	Year ended 30 June 2023 <sub>2</sub>		
<ul> <li>No 1. active global equity "managed fund" manager in Australia by market share</li> </ul>	9%₁ Market Share		
<ul> <li>Global Fund (Long Only) achieved strong 1 year absolute and relative investment performance</li> </ul>	+22.9% p.a.  1yr absolute performance to 30-Jun-23	+2.5% p.a.  1yr relative performance to 30-Jun-23	
<ul> <li>Strong 1 year absolute investment performance from International Fund to 30 June, accelerating in July</li> </ul>	+13.9% 1yr absolute performance to 30-Jun-23	+18.2% 1yr absolute performance to 31-Jul-23	
<ul> <li>Japan Fund stellar performance for over 25 years</li> <li>Asia Fund outperforming across multiple time periods</li> </ul>	+12.8% p.a. Japan Fund Absolute performance since inception <sup>3</sup>	+1.8% p.a. Asia Fund 5yr relative performance to 30-Jun-23	
<ul> <li>New pricing arrangements and new strategies.</li> <li>More business development activities offshore in US &amp; Europe</li> </ul>	+7.0% Global Transition Fund (QMF) absolute performance since inception₃	+8.5% Biotech (UCITS Fund) absolute performance since inception <sub>3</sub>	
<ul> <li>Strong balance sheet and seed investment portfolio</li> </ul>	<b>\$186m</b> Cash & Term Deposits	<b>\$141m</b> Seed Investments	

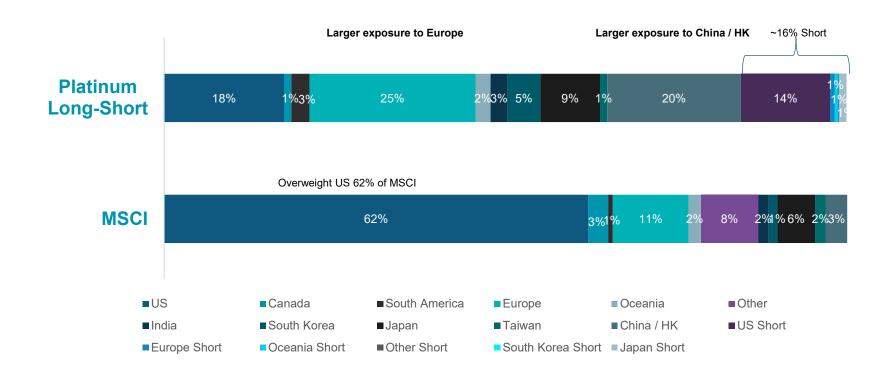
Source: 1. Platinum, NMG Research, Morningstar. As at March 2023. Market share % excludes largely passive fund managers such as Vanguard and Blackrock.

2. Platinum. Past performance is not a reliable indicator of future returns. Fund returns are calculated using C Class NAV unit price, net of accrued fees and costs, pre-tax, and assume the reinvestment of distributions. 3. Since inception dates: Platinum Japan Fund – 30 June 1998; Platinum Global Transition Fund (Quoted Managed Hedge Fund) – 1 July 2022; Platinum World Portfolio PLC – Health Sciences Fund (referred to as Biotech (UCITS Fund)) – 28 October 2022.

## Building genuinely benchmark unaware portfolios...

#### **Platinum long-short differentiated**

## MSCI (ACWI) heavily weighted to US

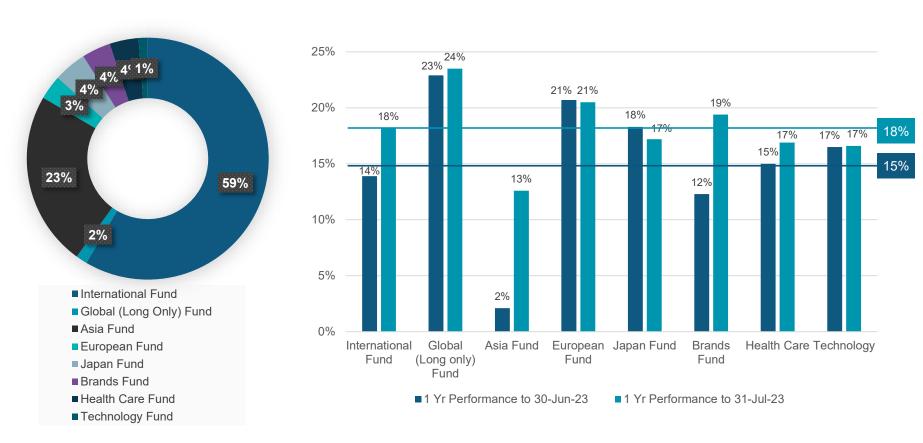




### Investment Performance Financial Year 2023

## Platinum Trust Funds A\$11.3b (63% of total FUM)

Strong 1 Year absolute investment performance Averaging 15% p.a. to 30-Jun-23 and 18% to 31-Jul-23

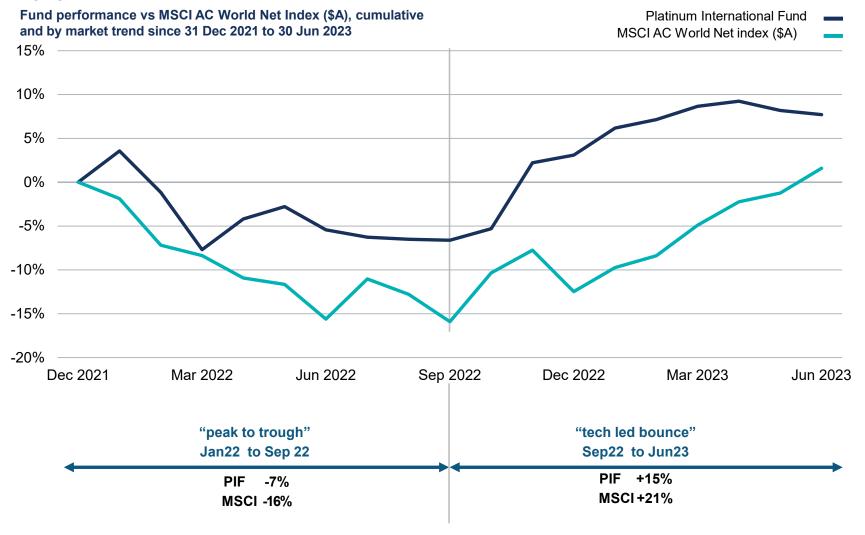


Absolute investment performance added \$2b to investors' assets (& Platinum's FUM) during the 12 months to 30 June 2023



### Platinum International Fund: Performance in context

Investment performance: 18 months since MSCI AC World Net Index peak to 30 June 2023\*





## Platinum Global Fund (Long Only)

## Since inception performance to 30 June 2023



#### 1 Year Performance to 30 June 2023





## Unwavering focus in delivering strong long-term client outcomes through a differentiated investment approach











#### Contrarian

**Bottom-up** 

Risk management

Team<sup>1</sup>

**Ethics** 

A contrarian longterm investment philosophy

Strong long-term returns

Look beyond short-term turbulence

A bottom up, indexagnostic approach to stock selection

Quantitative analysis & fundamental research

Portfolio composition is very different to what is offered in index tracking funds Focus on downside protection

Use of cash holdings and short positions to decrease market exposure A dedicated and experienced team

Strong corporate
values, excellence
integrity and team
mindset
126 employees
13 analysts
12 portfolio managers
9 other investment
team member
Average >7.2 yr
tenure (all staff)

Uncompromising business ethics

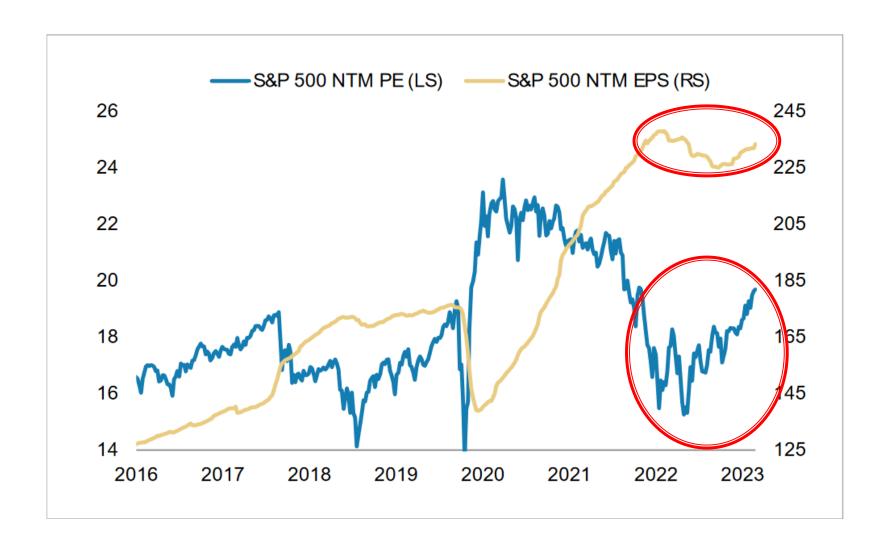
Dependable service to our clients

Prioritise client returns over the pursuit of sales

29 years in business



## S&P 500: 22/23 recovery has been all P/E, EPS trending lower





Where to from here?



## Strong drivers for future growth

Investment performance

- Differentiated proposition
- Platinum International Fund proven long-short value manager
- Platinum Asia Fund at or ahead of benchmark across multiple time periods
- Investment performance considered a lead indicator for future FUM flows

New growth opportunities

- New funds seeded in Biotech (UCITS) and Global Transition, both offering multi-decade investment opportunities
- Services under development over the next 3 years
- New capital management measures in closed end vehicles
- Build out of ESG capability ongoing

Investment in distribution

- New wholesale pricing model to service growth segment of managed accounts
- Additional investment in distribution team
- Investing in brand: New website build in progress and advertising campaigns
- Offshore business development engagement in US & Europe, increased offshore distribution

Strong balance sheet

- \$186m cash and term deposits
- \$141m seed investments and flexibility to seed new products
- Ability to invest in distribution, long term efficiency via technology and middle office solutions

5 Attract and retain staff

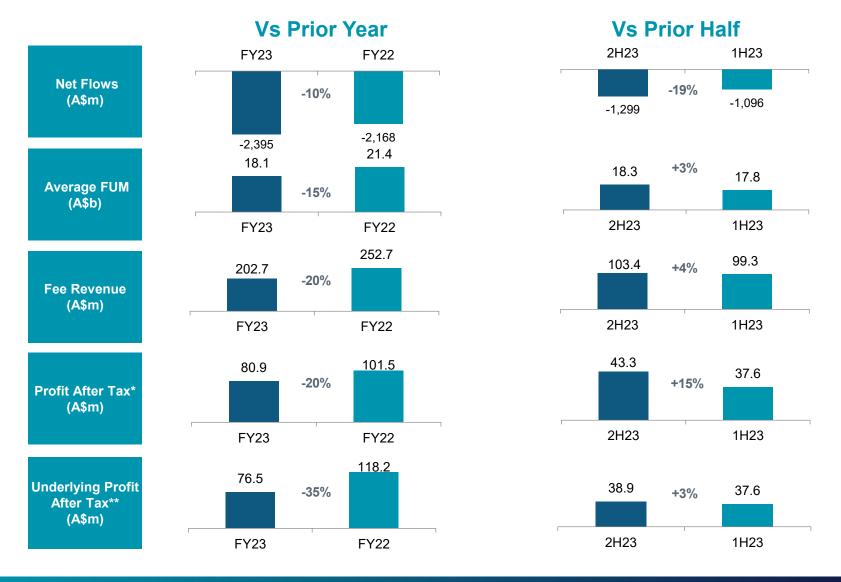
- Reworking plans to drive greater alignment between investment team and shareholders
- LTI plan now in the third year with objective of building equity for key staff



Financial performance



## Flows, Average FUM and Operating Results





<sup>\*</sup> Profit after tax and EPS attributable to owners.

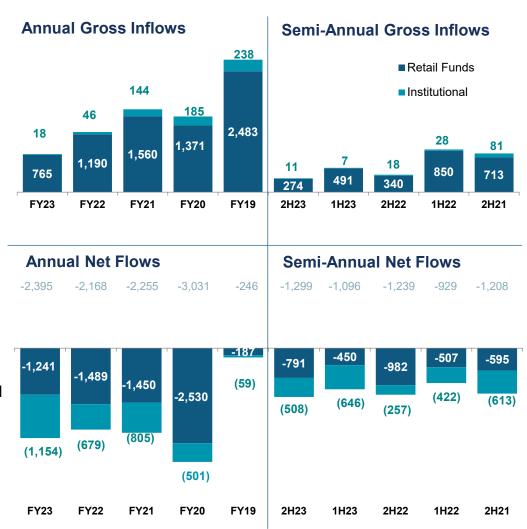
#### Flows

#### **Gross Inflows (A\$m)**

- Gross inflows of \$0.8b in FY23, reflecting subdued retail demand
- Largest gross inflows in International Fund and Asia Fund

#### **Net Flows (A\$m)**

- Net outflows of \$2.4b in FY23
- Retail outflows of \$1.2b in FY23 continued to improve, slowing by 17% pcp, lowest net outflows year since FY19
- Institutional outflows of \$1.2b, \$0.6b related one institutional investor's part redemption
- Large proportion of institutional outflows unrelated to performance or fees
- A long standing institutional client will partly redeem \$0.65b in late Aug-23 (re-allocating to passive)





### Retail flows in context

 At the half year we expected an improvement in new client flows off the back of strong relative performance but gross flows instead slowed, even as outflows improved slightly.

PTM retail flows / average retail FUM	FY2023	FY2022	3 year average	5 year average
Inflow	+7%	+9%	+9%	+10%
Outflow	-18%	-20%	-19%	-20%
Net flow	-11%	-11%	-11%	-10%

Retail clients (and their advisors) appear to have reduced their global equities exposure in aggregate and increased
allocations to passive at the expense of active. Unlisted fund flows (platform & direct retail) were particularly hard hit.

Australian Managed Fund flows: global equites*	1 Year to Mar'23	3 year average
Active managers; net flows (A\$b)	-3.9	+3.6
Unlisted managed funds; net flows (A\$b)	-5.2	-0.9

 Despite this, Platinum's Australian market share remains strong, regaining its #1 position in active global equity managed funds.

Top 10 Active Global Equity Managed Fund Managers as at Mar-23 (A\$b)\*

15.4

PTM Competitor 2 Competitor 3 Competitor 4 Competitor 5 Competitor 6 Competitor 7 Competitor 8 Competitor 9 Competitor 10

## Revenue Analysis

#### Full Year ended 30 June 2023

	FY23 (A\$m)	FY22 (A\$m)	Var. (A\$m)
Average FuM (A\$b)*	18.1	21.4	(3.3)
Average Fee (bps)**	112	115	(3)
Management fees	201.4	246.0	(44.6)
Performance fees	1.2	6.7	(5.5)
Sub-Total: Fee Revenue	202.6	252.7	(50.1)
Interest income	5.2	0.5	4.7
Gain/(loss) on PAI holding	0.3	(3.9)	4.2
Gain/(loss) on UCITS holding	3.4	(11.4)	14.8
Gain/(loss) on PAXX	-	(0.1)	0.1
Gain/(loss) on Cayman funds and other holdings	5.5	(5.0)	10.5
FX gain/(loss)	0.4	0.0	0.4
Sub-Total: Other Income	14.8	(19.9)	34.7
Total Revenue	217.4	232.8	(15.4)

- Revenue largely reflects changes in FuM and FuM mix shifts, towards lower fee institutional mandates
- Improved return on seed investment portfolio
- Interest income increasing consistent with interest rates







## **Expense Analysis**

#### Year ended 30 June 2023

	FY23 (A\$m)	FY22 (A\$m)	Var. (A\$m)
Staff costs	32.8	28.9	3.9
Variable remuneration, incl. share-based payments expense	36.6	23.9	12.7
Custody and unit registry costs	5.8	9.1	(3.3)
Business development costs	7.8	7.0	0.8
Technology, research & data	6.5	5.6	0.9
Occupancy costs*	3.1	3.3	(0.2)
Other costs	8.0	8.3	(0.3)
Total Expenses	100.6	86.1	14.5
Less: share-based payments expense**	12.9	11.9	1.0
Expenses before share-based payments	87.7	74.2	13.5

KEY VARIANCES	(A\$m)
Higher iTeam cash STI	+12.2
Share-based payments expense	+1.0
On-costs related to STI	+0.6
Sub-total	+13.8
Lower non iTeam STI	-0.5
FY'22 wage incr, new hires, other people related costs	+3.3
Non-staff expenses	-2.1
Total variance	+14.5
Less: share-based payments expense**	-1.0
Expenses before share- based payments	+13.5

- 95% of expense increase was higher iTeam variable remuneration and share based payment costs, largely due to strong
  investment performance in the year ended 31 March 2023. iTeam plan under review to improve alignment with shareholder
  experience.
- Non iTeam variable (STI + deferred STI) remuneration down 18% on prior year.
- Tight management of non staff expenses down 6% on prior year

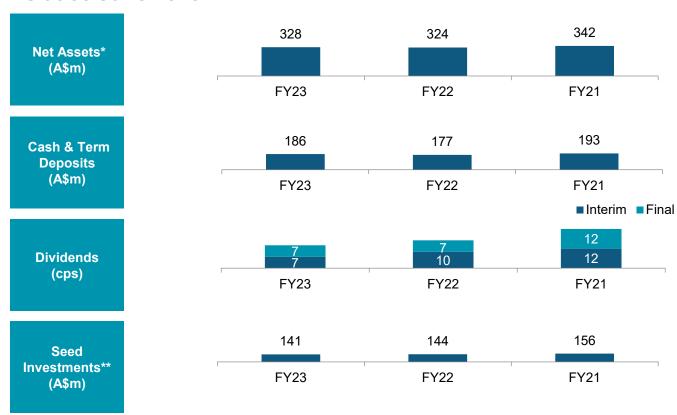


<sup>\*</sup> Includes depreciation of fixed assets, rent, depreciation of right-of-use assets and finance costs on lease liabilities.

<sup>\*\*</sup> Combined "Platinum Partners" Long Term Incentive Plan and Deferred Remuneration Plan. TSR test applies to Platinum Partners Long Term Incentive Plan only. Source: Platinum.

### Strong Balance Sheet and Seed Investment Portfolio

#### As at 30 June 2023



#### Significant new seed investments during the year largely funded by recycling from existing seed:

- Platinum Global Transition Fund (Quoted Managed Hedge Fund) seeded with A\$10m in July 2022 funded by cash reserve
- Platinum World Portfolios Plc Health Sciences Fund seeded with US\$25m in October 2022 funded by withdrawing US\$25m from existing
   Platinum World Portfolios Plc sub funds
- Subsequent additional redemption US\$14m from Platinum World Portfolios Plc Japan Fund



# Questions



**Appendix** 



## Appendix 1: Detailed operating results

#### Full Year ended 30 June 2023

(A\$m)	FY23	FY22	Var. (%)
Management fees	201.4	246.0	-18.1%
Performance fees	1.2	6.7	-82.1%
Interest income	5.2	0.5	Large
Net gains/(losses) on seed investments, FX and other income	9.6	(20.4)	Large
Total Revenue	217.4	232.8	-6.6%
Staff costs incl. share-based payments	69.4	52.8	31.4%
Custody and unit registry costs	5.8	9.1	-36.3%
Business development costs	7.8	7.0	11.4%
Technology, research & data	6.5	5.6	16.1%
Other costs	11.1	11.6	-4.3%
Total costs	100.6	86.1	16.8%
Pre-tax profit	116.8	146.7	-20.4%
Income tax expense	35.9	45.2	-20.6%
Net Profit After Tax	80.9	101.5	-20.3%
Diluted EPS (cents)	14.0	17.4	-19.5%
Average FUM (A\$b)	18.1	21.4	-15.4%
Total no. of shares - issued (m)	586.7	586.7	



## Appendix 2: Performance fees

	Funds	FUM \$m (JUN-23)	Performance fee period to	Benchmark	Participation Rate %	Carry forward at Jun-23*	Performance fee last paid**
Retail Funds	Platinum International Fund	26	30 Jun & 31 Dec	MSCI AC World Net Index in A\$	15%	-27.8%	31 Dec 17
& LICs	Platinum Asia ex-Japan Fund	10	30 Jun & 31 Dec	MSCI AC Asia ex Japan Net Index in A\$	15%	-2.1%	31 Dec 20
	Platinum Japan Fund	3	30 Jun & 31 Dec	MSCI Japan Net Index in A\$	15%	-8.4%	31 Dec 17
	Platinum European Fund	4	30 Jun & 31 Dec	MSCI AC Europe Net Index in A\$	15%	-14.3%	30 Jun 18
	Platinum International Brands Fund	2	30 Jun & 31 Dec	MSCI AC World Net Index in A\$	15%	-33.9%	31 Dec 17
	Platinum International Health Care Fund	11	30 Jun & 31 Dec	MSCI AC World Health Care Net Index in A\$	15%	-51.7%	30 Jun 21
	Platinum Global Fund (Long Only)	3	30 Jun & 31 Dec	MSCI AC World Net Index in A\$	15%	-14.1%	31 Dec 17
	Platinum International Technology Fund	4	30 Jun & 31 Dec	MSCI AC World IT Net Index in A\$	15%	-47.6%	-
	Platinum International Fund (Quoted Managed Hedge Fund)	320	30 Jun & 31 Dec	MSCI AC World Net Index in A\$	15%	-27.8%	31 Dec 17
	Platinum Asia Fund (Quoted Managed Hedge Fund)	103	30 Jun & 31 Dec	MSCI AC Asia ex Japan Net Index in A\$	15%	-2.1%	31 Dec 20
	Platinum Global Transition Fund (Quoted Managed Hedge Fund)	13	30 Jun	Absolute Return 6%	15%	0%	30 Jun 23
	Platinum Capital Limited	458	30 Jun	MSCI AC World Net Index in A\$	15%	-39.2%	30 Jun 09
	Platinum Asia Investments Limited	378	30 Jun	MSCI AC Asia ex Japan Net Index in A\$	15%	-0.7%	30 Jun 20
Institutional	Platinum World Portfolios plc	155	30 Jun	Various	Various	Various	Various
Clients	'Relative' Performance Fee	2,748	30 Jun	Various	Various	Various	Various
	'Absolute' Performance Fee	261	31 Dec	Various	Various	Various	Various
	Total Funds/Mandates with performance fees	4,499					



<sup>\*</sup> Represents relative underperformance carried forward to future calculation periods. Platinum Trust Fund carry forwards are presented before applying the participation rate at 30 June 2023. No performance fee is payable until this amount is offset by relative outperformance.

<sup>\*\*</sup> Represents the most recent period for which a performance fee was payable for each fund.

## Appendix 3: Underlying profit

#### FY23 profit less impacted by volatility of seed investments relative to FY22

	FY23 (A\$m)	FY22 (A\$m)	Var. (A\$m)
Statutory NPAT	81	101	(20)
Net (gain)/loss on financial assets at fair value through profit and loss	(4)	6	(10)
Net share of (profit)/loss of associates	(2)	18	(20)
Adjust for tax effect	2	(7)	9
Underlying Profit After Tax	77	118	(41)



## Appendix 4: Segment analysis

#### Full Year ended 30 June 2023

FY23 (A\$m)	FY22 (A\$m)	Var. (%)
202.6	252.7	-19.8%
2.0	0.1	Large
204.6	252.8	-19.1%
(99.9)	(85.4)	17.0%
104.7	167.4	-37.5%
(32.3)	(51.4)	-37.2%
0.1	0.0	Large
72.5	116.0	-37.5%
18 061	21 350	-15.4%
	(A\$m) 202.6 2.0 204.6 (99.9) 104.7 (32.3) 0.1	(A\$m)     (A\$m)       202.6     252.7       2.0     0.1       204.6     252.8       (99.9)     (85.4)       104.7     167.4       (32.3)     (51.4)       0.1     0.0       72.5     116.0

Investment and other	FY23 (A\$m)	FY22 (A\$m)	Var. (%)
Fee Revenue	-	-	-
Other Revenue	12.8	(20.0)	Large
Total Revenue	12.8	(20.0)	Large
Expenses	(8.0)	(0.7)	14.3%
Profit Before Tax	12.0	(20.7)	Large
Income Tax Expense	(3.6)	6.2	Large
Other comprehensive income	0.2	5.8	Large
Profit After Tax Attributable to Owners	8.6	(8.7)	Large
Segment Net Assets	283.2	272.8	3.8%

- Funds management revenue was down 19.1% primarily due to the 15.4% decrease in average FuM. Expenses increased 17.0% due primarily to an increase in variable compensation expenses. Variable remuneration increased due to higher investment team variable remuneration due to strong average weighted investment performance for the rolling 1 and 3 year periods to 31 March 2023.
- Investments recorded revenue of \$12.8m for FY23. Gains were primarily from Global, Health Sciences and Japan strategies. Interest income was higher due to increasing interest rates



## Appendix 5A: Funds under management by product

#### Full Year ended 30 June 2023 (A\$m)

Funds	Opening balance (1 Jul 2022)	Net flows	Investment performance	Distributions & Other³	Closing balance (30 Jun 2023)	% of Total
Retail offerings						
Platinum Trust Funds (excluding funds fed from PIXX and PAXX) and Platinum Global Fund (mFund) <sup>1</sup>	10,858	(1,184)	1,241	(385)	10,530	61%
Quoted Managed Funds PIXX, PAXX and PGTX	414	-	43	(20)	437	2%
Listed Investment Companies PMC and PAI	821	-	59	(44)	836	5%
MLC Platinum Global Fund	573	(57)	114	-	630	4%
Institutional mandates						
Management Fee Mandates	1,894	(432)	232	-	1,694	10%
Platinum World Portfolios plc (UCITS)	376	(240)	19	-	155	1%
Cayman funds	34	-	2	-	36	0%
"Absolute" Performance Fee Mandates	287	(63)	37	-	261	1%
"Relative" Performance Fee Mandates <sup>2</sup>	2,957	(419)	215	(5)	2,748	16%
Total	18,214	(2,395)	1,962	(454)	17,327	100%

<sup>1</sup> FuM closing balance excludes PIXX, PAXX and PGTX but includes retail performance fee class totalling \$63m. FuM excludes \$0.4b attributable to institutional investors in the Platinum Trust Funds that have elected a performance fee option.



<sup>2</sup> FuM closing balance includes Platinum Trust Fund institutional performance fee investors of \$0.4b and mandates of \$2.3b attributable to institutional investors.

<sup>3 &</sup>quot;Other" includes dividends and tax payments made by the listed investment companies.

# Appendix 5B: Funds under management by strategy A broad array of global equity services

#### Full Year ended 30 June 2023 (A\$m)

Investment strategy	Opening balance (1 Jul 2022)	Net flows	Investment performance	Distributions & Other*	Closing balance (30 Jun 2023)	% of Total
Global long short	11,781	(1,178)	1,614	(369)	11,848	68%
Asia ex-Japan	4,303	(974)	6	(39)	3,296	19%
Total core services	16,084	(2,152)	1,620	(408)	15,144	87%
Health Care	437	(60)	63	(1)	439	3%
Europe	364	(58)	68	(4)	370	2%
Brands	451	(48)	54	(20)	437	3%
Japan	538	(56)	92	(12)	562	3%
Global long only	195	(19)	43	(9)	210	1%
Technology	132	(13)	20	-	139	1%
Global transition	-	11	1	-	12	0%
Other seed	13	-	1	-	14	0%
Total	18,214	(2,395)	1,962	(454)	17,327	100%



## Appendix 6: Share-based payment expense

#### Five year future estimated amortisation profile

(\$Am)	FY23	FY24	FY25	FY26	FY27
Deferred Remuneration Plan <sup>2</sup>					
2019 annual grant	1.4				
2020 annual grant	1.5	1.7			
2021 annual grant	1.5	1.8	1.9		
2022 annual grant	1.4	1.6	1.8	2.0	
2023 annual grant	1.5	1.5	1.7	1.9	2.1
Long Term Incentive Plan <sup>3</sup>					
2021 annual grant	2.4	3.0	2.7	3.6	2.8
2022 annual grant	1.9	1.7	2.0	1.8	2.4
2023 annual grant	1.3	1.3	1.3	1.5	1.4
Total	12.9	12.6	11.4	10.8	8.7

#### Note:

- 1. Amortisation profile includes existing grants as at 30 June 2023. Actual expenses in 2024 to 2027 will also include share-based payment expense for grants made in those years (if any).
- 2. Deferred Remuneration Plan: vesting is conditional on continuous employment for a period of four years from the date of grant (subject to good leaver provisions). Amortization profile includes an estimated forfeiture rate.
- 3. Platinum Partners Long Term Incentive Plan: vesting is conditional upon meeting minimum total shareholder return ("TSR") performance hurdles. Each award is divided into four tranches with one quarter of the award being tested against the TSR hurdle at the end of each year for four years. The exercise of deferred rights that have vested is also subject to an eight year continuous service condition (subject to good leaver provisions). Amortisation profile includes an estimated forfeiture rate.



## Appendix 7: Investment Performance to 30 Jun 2023

#### Strong absolute performance in 12 months to 30 June 2023

Performance of Platinum Tru At 30 June 2023	ust Funds A\$	1 Year p.a.	5 Year p.a.	10 Year p.a.	Since inception p.a.	FUM (A\$b)
International Fund	- Absolute Return	13.9%	5.5%	9.1%	11.5%	6.6
(PMs: AC, CS, ND)	- Relative Return	- 6.5%	- 4.9%	- 3.2%	+ 4.0%	
Asia Fund	- Absolute Return	2.1%	4.9%	9.2%	12.5%	2.7
(PMs: AC, CR, KH)	- Relative Return	0.0%	+ 1.8%	+ 1.4%	+ 3.8%	
Japan Fund	- Absolute Return	18.3%	4.9%	10.5%	12.8%	0.5
(PM: JH)	- Relative Return	- 3.8%	- 0.4%	+ 1.9%	+ 9.4%	
European Fund	- Absolute Return	20.7%	4.0%	8.8%	10.5%	0.4
(PMs: ND, ACo)	- Relative Return	- 5.3%	- 2.9%	+ 0.1%	+ 6.7%	
Brands Fund	- Absolute Return	12.3%	5.3%	9.2%	11.4%	0.4
(PM: JH)	- Relative Return	- 8.1%	- 5.1%	- 3.0%	+ 6.9%	
Health Care Fund	- Absolute Return	15.0%	6.7%	11.8%	9.2%	0.4
(PM: BO)	- Relative Return	+ 5.8%	- 5.0%	- 1.7%	- 0.3%	
Global (Long Only) Fund (PM: CS)	- Absolute Return - Relative Return	22.9% + 2.5%	4.9% - 5.5%	10.1% - 2.2%	10.0% + 2.0%	0.2
Technology Fund (PMs: AB, JS)	- Absolute Return - Relative Return	16.5% - 22.2%	9.3% - 10.9%	11.7% - 10.8%	9.5% + 4.7%	0.1
					Subtotal (A\$b) % of Total FuM	11.3 66%

#### **PORTFOLIO MANAGERS:**

AC = Andrew Clifford, CS = Clay Smolinski, JH = Jamie Halse, ACo = Adrian Cotiga, ND = Nik Dvornak, BO = Bianca Ogden, AB = Alessandro Barbi, CR = Cameron Robertson KH = Kirit Hira, JS = Jimmy Su



## Appendix 7: Investment Performance to 31 July 2023

#### Strong absolute and relative performance in 12 months to 31 July 2023

Performance of Platinum Trust Funds A\$		1 Year	5 Year	10 Year	Since inception p.a.	FUM
At 31 July 2023		p.a.	p.a.	p.a.		(A\$b)
International Fund	- Absolute Return	18.2%	6.1%	9.0%	11.5%	6.8
(PMs: AC, CS, ND)	- Relative Return	+ 1.3%	- 4.3%	- 2.9%	+ 4.0%	
Asia Fund	- Absolute Return	12.6%	6.1%	9.6%	12.7%	2.8
(PMs: AC, CR, KH)	- Relative Return	+ 2.6%	+ 2.1%	+ 1.6%	+ 3.8%	
Japan Fund	- Absolute Return	17.2%	5.3%	10.4%	12.8%	0.5
(PM: JH)	- Relative Return	-2.0%	- 0.4%	+ 1.9%	+ 9.3%	
European Fund	- Absolute Return	20.5%	3.4%	8.0%	10.5%	0.4
(PMs: ND, ACo)	- Relative Return	- 3.8%	- 3.3%	+ 0.1%	+ 6.6%	
Brands Fund	- Absolute Return	19.4%	5.8%	8.5%	11.4%	0.4
(PM: JH)	- Relative Return	+ 2.5%	- 4.6%	- 3.3%	+ 6.8%	
Health Care Fund (PM: BO)	- Absolute Return - Relative Return	16.9% + 9.3%	6.9% - 3.7%	11.3% - 1.4%	9.4% - 0.1%	0.5
Global (Long Only) Fund (PM: CS)	- Absolute Return - Relative Return	23.5% + 6.6%	5.7% - 4.7%	9.9% - 1.9%	10.2% + 2.1%	0.2
Technology Fund (PMs: AB, JS)	- Absolute Return - Relative Return	16.6% - 10.6%	10.0% - 10.3%	11.6% - 10.3%	9.6% + 4.8%	0.1
					Subtotal (A\$b) % of Total FuM	11.7 66%

#### **PORTFOLIO MANAGERS:**

AC = Andrew Clifford, CS = Clay Smolinski, JH = Jamie Halse, ACo = Adrian Cotiga, ND = Nik Dvornak, BO = Bianca Ogden, AB = Alessandro Barbi, CR = Cameron Robertson KH = Kirit Hira, JS = Jimmy Su



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