



# **Merlon Income Strategy**

Merlon Australian Share Income Fund

**Quarterly Report**

**March 2021**

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Neil Margolis



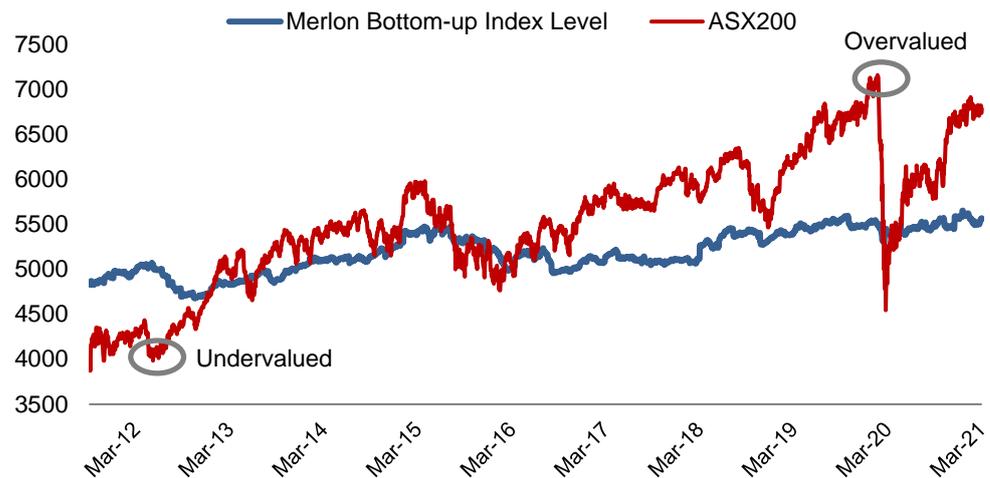
*Market approximately 19% undervalued using consistent bottom-up approach...*

*Confidence indicators and markets are leading economic activity ...*

## Market Outlook and Portfolio Positioning

As has been our historic practice, we continue to provide an aggregate assessment of the ASX200 valuation, based on the individual company valuations for the 160 stocks we actively cover. On this basis the market appears approximately 19% overvalued after rallying more than 4% during the quarter.

**Figure 1: Merlon bottom up market valuation vs ASX200 level**



Source: Merlon

Our individual company valuations have been established utilising our estimates of sustainable free-cash-flows and franking credits, discounted at consistent mid-cycle interest rates and risk premiums. Our valuations are long-term and generally a lot more stable than fluctuating share prices, creating good opportunities for patient long-term investors.

In addition to being less volatile, Merlon's consistent valuation approach across all companies also gives insight into where the market is overly concerned or overly complacent with regard to stock specific risks. This lens on valuation dispersion is more useful than trying to predict when and if the market will price in "mid-cycle" interest rates and long-run average risk premiums. Merlon's value portfolio comprises our best research ideas, based on our long-term valuations and analyst conviction.

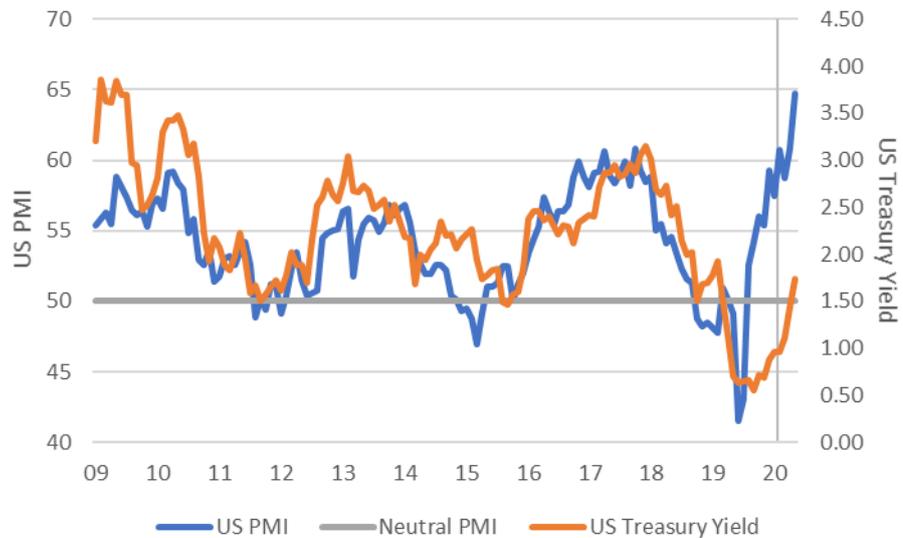
We always maintain a long-term view. In that respect, as we indicated in prior updates and in our [March 2020 COVID Roadmap](#) we were optimistic that at some point there would be a vaccine, herd immunity will develop, and ordinary life will bounce back. It is not surprising to us therefore that the market accumulation index recently set a new record high (at the time of writing) although record low rates have continued to manifest in very wide valuation dispersion between sectors and stocks. This quarter we have updated our [COVID Roadmap One Year On](#).

2021 to date has featured a stimulatory-Biden administration and an accelerated global COVID-19 vaccine rollout. Despite the incidence of additional waves of COVID globally, stimulus and confidence in vaccine-efficacy have served to boost confidence, seen most

**.. with bond yields poised to follow suit**

directly in the US ISM Manufacturing Purchasing Managers' Index (PMI). This link was detailed in our December 2020 report and has continued to prove a reliable indicator, despite Federal Reserve efforts to suppress Treasury yields. While a 60-plus PMI appears unsustainable, we expect it to remain firmly expansionary given additional stimulus measures announced by the Biden administration, and increasingly aggressive vaccination effort. Therefore we can expect further upward pressure on bond yields (see chart below), perhaps presaging an environment more favourable for value-based investing.

**Figure 2: US 10 Year Treasury Yields**



*Data source: Federal Reserve Bank of St. Louis. Calculations / analysis: Merlon Capital.*

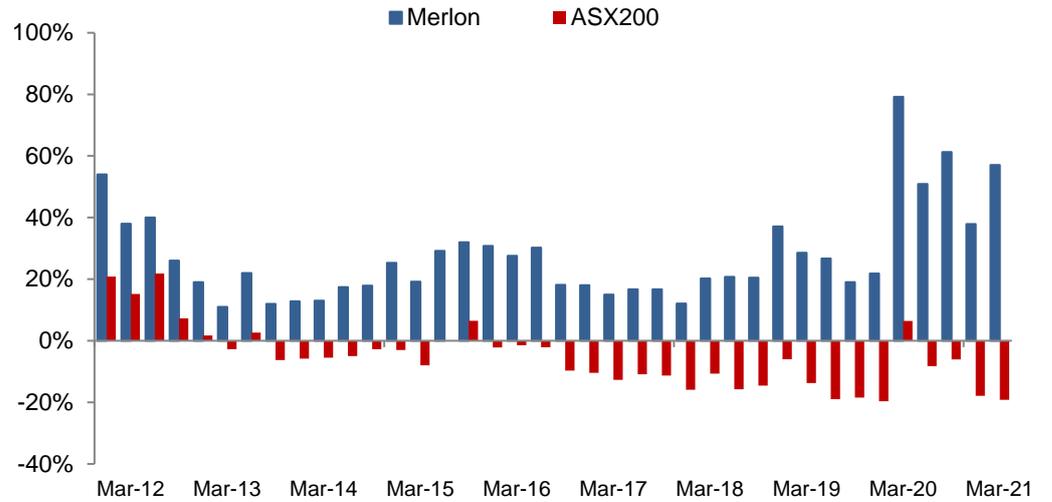
This quarter we have produced a paper on [Interest Rates & Inflation](#), outlining the historical context, investor complacency, growing risks and Merlon's consistent approach which leaves our portfolio largely impervious to a normalisation of interest rates.

Our view is that the risk of permanent loss from COVID economic impacts and resultant financial risks from measures to avert the crisis are mitigated by owning undervalued assets. This is not to say that undervalued assets cannot fall more than expensive assets over short periods of time. Rather, our emphasis is stress testing our investments to ensure we deliver good returns relative to the risk of permanent loss.

**The risk of permanent loss is mitigated by owning undervalued assets**

*The Merlon portfolio continues to offer truly exceptional expected returns...*

**Figure 3: Expected return based on Merlon valuations**



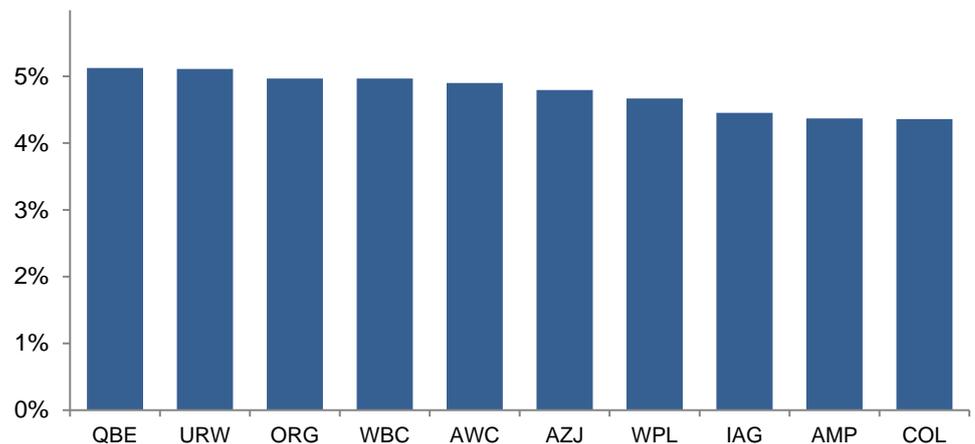
Source: Merlon

We expect the environment over the next year or so will continue to present tremendous investment opportunities for investors with long-term horizons, who are prepared to look through short term noise and who are comfortable having unpopular views.

**Portfolio Aligned to Value Philosophy and Fundamental Research**

The portfolio reflects our best bottom-up fundamental views rather than macro or sector-specific themes. These are usually companies that are under-earning on a three-year view, or where cash generation and franking are being under-appreciated by the market.

**Figure 4: Top ten holdings (gross weights)**



Source: Merlon

While we are not macro investors, as discussed above there are clearly some macro themes built into the portfolio. We need to be aware of these themes and ensure they do not expose us or our clients to unintended risks. In the first instance, any such risks are mitigated by our strategy of investing in companies that are under-valued relative to the sustainable free cash flows and the franking credits they generate for their owners. Attractive valuations strongly

*The portfolio comprises undervalued businesses based on sensible interest rate and risk margin assumptions...*

imply that market concerns are – at least to some extent – already reflected in expectations and provide a “margin of safety” in the event conditions deteriorate.

Our larger investments are typically in companies where investors have become overly pessimistic about long term prospects on account of weaker short-term performance. This tendency to extrapolate short-term conditions too far into the future and investors’ focus on management manipulated measures of corporate financial performance instead of cash flow continue to present us with opportunities.

### Top holdings:



**QBE** is a leading global insurer, seeing the strongest rate increase environment in 20 years. The company is undervalued relative to our valuation, as the market is concerned by persistent earnings disappointments, as well as shorter term claims risks from business interruption. With these concerns already reflected in the price, and our expectations that insurance margins are likely to overshoot to the upside given rate increases, we anticipate the market will ultimately recognise and value a likely 8% mid-cycle free cashflow yield, plus franking.



After establishing an initial position during the COVID downturn and adding at lower levels, **Unibail-Rodamco-Westfield** has rallied to become a large position. The stock has been impacted by the effect of COVID-19 lockdowns across Europe and US, where its portfolio of high-grade shopping malls is located. While the market is also concerned by the threat of online consumer purchasing behaviour, we expect the value of its premium-grade portfolio to be reflected by the market as the rollout of the vaccine gathers pace, particularly given the backdrop of negative real interest rates.



**Origin Energy** remains cheap despite the rally in oil prices, as the market is concerned by the effect of low electricity pricing on Origin’s wholesale and retail electricity businesses. We see low electricity prices as having been driven by 1. the effect of low gas prices, 2. an unseasonably cool summer, and 3. the growth in renewables supply. In addressing these points, we expect gas pricing to normalise as onshore demand recovers, the Bureau of Meteorology-declared end of the current La Nina weather system, and post-COVID demand recovery should enable some recovery of electricity prices. We are also not convinced the current price environment is sustainable for investment in sustaining existing generation assets, nor does it incentivise new investment required to offset planned retirements.

 **Westpac** is undervalued with the market concerned by the potential impact of COVID-19 on bad debts, in addition to prior concerns regarding declining industry returns associated with lower interest rates and increased regulatory scrutiny. Despite having a very similar business mix and track record of returns relative to CBA, the bank continues to trade at an unusually large discount reflecting concerns about management instability, near-term market share loss and rising compliance costs. We expect these concerns to ease over time, with investors rewarded with a 7% mid-cycle free cash flow yield in the interim.

 The position in **Alumina Limited** was established during the second half of 2020, with COVID-19 related market concerns providing attractive entry points for investment. While the stock has been impacted by the effect of COVID-19 on demand, as well as continued growth in Chinese alumina refining capacity, we expect Alumina's low-cost position to enable it to prevail relative to higher cost peers. Also, we expect China's capacity growth to rationalise and global fiscal stimulus to drive a recovery in demand for aluminium and its alumina-input.

 A position in **Aurizon** was established during the quarter. The company operates the monopoly Queensland rail network for large, low cost and predominantly metallurgical (rather than thermal) coal miners. The stock had become cheap, relative to our estimate of a mid-cycle return on capital-based valuation. The stock had been affected by concerns relating to Chinese restrictions on a range of imported Australian goods, including coal. We expect Chinese import restrictions on met coal to abate, given the lack of access to high quality coals, which will likely see the share price appreciate towards our valuation.

 **Woodside Petroleum** remains a large position as it remains undervalued relative to our assessment of value, and despite the rally in oil prices. The market is currently discounting the value of Woodside's cash-generative operating asset base, in addition to its large undeveloped reserve profile. We expect oil prices to continue to strengthen as demand recovers to pre-COVID levels, while the underinvestment in conventional and now unconventional oil supply, as evidenced by an active global rig count nearly 40% below pre-COVID levels, manifests in a reduced ability of supply to meet demand.

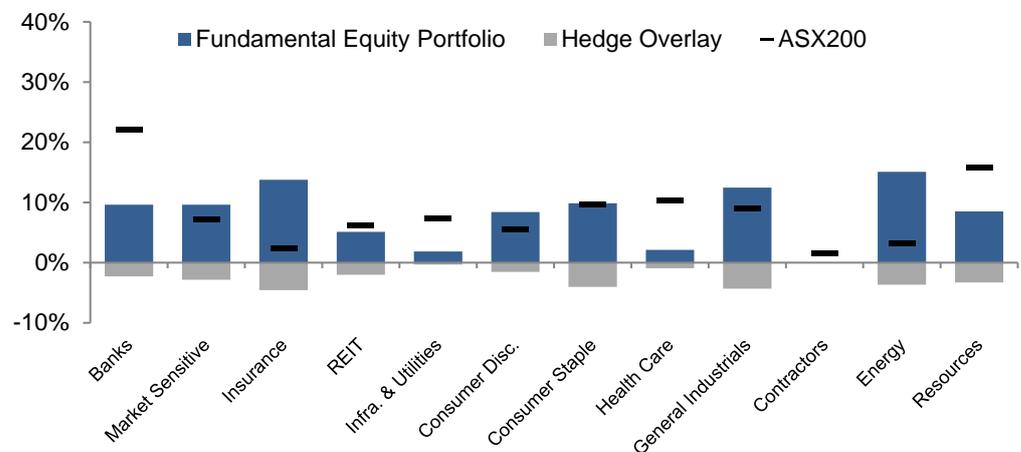
 Post completion of the life transaction and other announced transactions, **AMP** has net tangible assets (mainly cash) of \$3.4b against a market cap of \$4.2b. For the less than \$1b capital at risk, investors own a growing fund manager, AMP Capital, with \$190b FUM (including \$60b in "real assets"), a high returning bank (\$20b in mortgages and \$17b deposits), a NZ wealth business (\$40m

earnings), a \$120b platform administration business and a loss-making advisor servicing business net of corporate costs that might break-even if cost-out targets are achieved. Governance failures are being addressed with a renewed board and management.



**Coles** remains attractively priced relative to other “defensive” sectors that are included in the “bond proxy” group. Coles and Woolworths operate under an umbrella of a sound industry structure (Kaufland exit this year is further evidence of this), provide long term inflation protection, have minimal debt and are still generating margins below historic levels despite the COVID demand boost.

**Figure 5: Portfolio exposures by sector (gross weights)**



Source: Merlon

**Figure 6: Portfolio Analytics<sup>ii</sup>**

	Portfolio	ASX200
Number of Equity Positions	33	200
Active Share	78%	0%
Merlon Valuation Upside	57%	-19%
EV / EBITDA	8.4x	13.8x
Price / Earnings Ratio	15.5x	20.1x
Price / Book Ratio	2.0x	4.5x
Mid-cycle Free Cash Flow Yield	7.1%	4.5%
Distribution Yield (inc. franking)	7.0%	4.5%
Net Equity Exposure	70%	100%

Source: Merlon

At quarter end, the hedge overlay was inline with the targeted 30% reduction in market exposure, and will provide material protection if markets retrace towards the recent lows.

**The hedge overlay offers material downside protection**

*There were three new investments in the quarter and three positions exited*

## March Quarter Portfolio Activity

During the quarter, we established new investments in **Aurizon Holdings** (see summary above), **AGL Energy** and **Genworth Mortgage Insurance**, funded by exits of News Corp, Star Entertainment, Bendigo Bank, Nick Scali, Sims Metals and Asaleo Care, which had reached our valuations.



**AGL Energy** is Australia's largest electricity generator and retailer. The market is capitalising the currently low electricity prices, despite the likelihood that prices should appreciate as seasonal weather conditions normalise, and as the effect of COVID on demand reverses. The market is also concerned by continued state and federal government intervention into the sector, which may have the adverse effect of driving out private investment in new generation, as well as investment in existing generation assets.

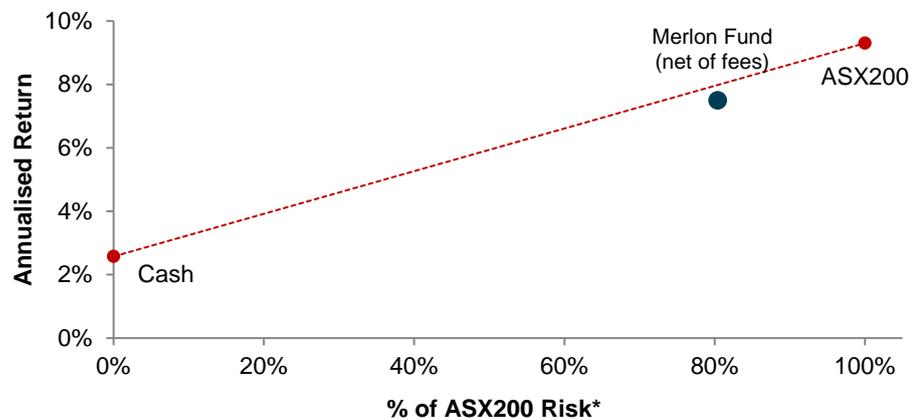


**Genworth Mortgage Insurance Australia** provides insurance for 1.2 million loans on behalf of major Australian banks. The stock has underperformed the market on concerns relating to the effect of COVID on the Australian housing sector. We model a lower than market-expected 10 year average loan-loss rate of 5 basis points, supported by a better quality mortgage portfolio.

Performance <sup>i</sup> (%) (after fees, inc. franking)	Month	Quarter	FYTD	Year	3 Years (p.a.)	5 Years (p.a.)	7 Years (p.a.)	10 Years (p.a.)
Fund Total Return	2.1	2.3	13.6	32.9	5.1	6.8	6.3	7.5
70% ASX200 / 30% Bank Bills	1.9	3.3	13.1	26.1	8.4	8.8	7.1	7.5
ASX200	2.7	4.7	18.9	38.4	11.0	11.6	9.1	9.4
Average Daily Exposure	70%	69%	69%	70%	70%	70%	70%	70%
Gross Distribution Yield	1.1	2.0	5.3	7.9	7.1	7.3	7.4	8.4

**Past performance is not a reliable indicator of future performance.** Total returns above are grossed up for franking credits. Gross Distribution Yield represents the income return of the fund inclusive of franking credits. Portfolio inception date is 30/09/05.  
The source of fund returns and benchmark returns is Fidante Partners Limited, 31 March 2021.

**Figure 7: Rolling Ten Year Risk vs. Return (%p.a.)<sup>ii</sup>**



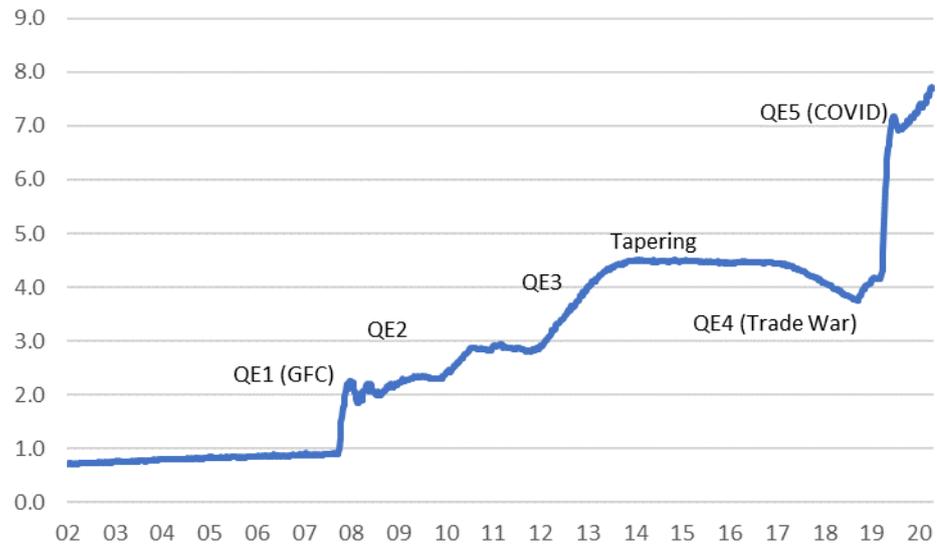
Source: Merlon

### March Quarter Market & Portfolio Review

Markets continued to rally strongly during the quarter as additional stimulus announcements from the Biden administration combined with a positive economic outlook, outweighed the negative sentiment associated with additional waves of COVID-19. Quantitative easing programs continued, in an effort to provide some suppression to the continued rally in US treasury yields, which ended the quarter at 173 basis points, up from 93 basis points.

*Markets approached all-time highs in another strong quarter ...*

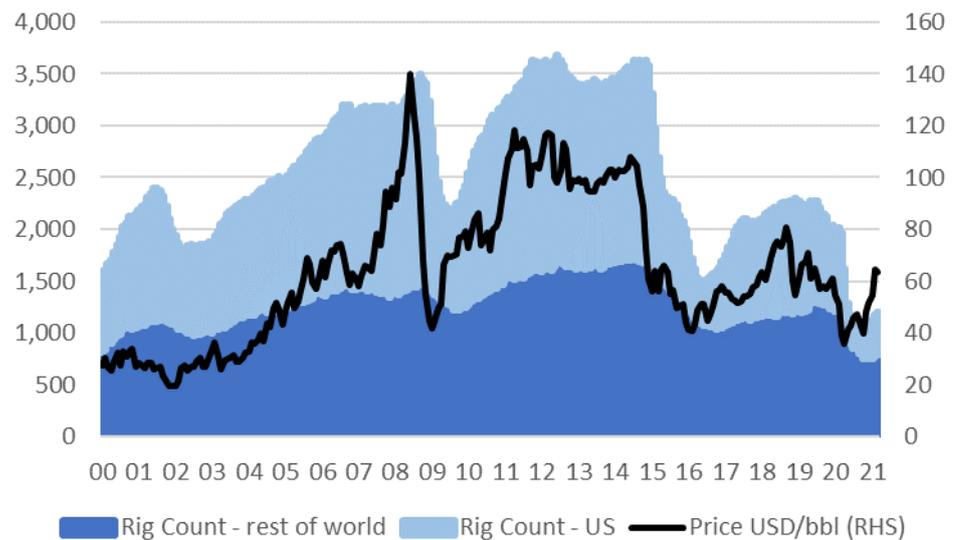
**Figure 8: US Federal Reserve Total Assets USDtr**



Data source: Federal Reserve Bank of St. Louis. Calculations / analysis: Merlon Capital.

Commodities continued their rally, alongside the recovery in the US Manufacturing PMI. Energy (+16%) outperformed industrial commodities (+11%) as the OPEC+ cartel displayed disciplined production restraints while US onshore activity remained subdued. The longer the activity levels remain significantly below pre-COVID levels, the larger the potential supply squeeze could be when demand normalises.

**Figure 9: global rig count vs oil price**



Data source: Bloomberg. Calculations / analysis: Merlon Capital.

### Portfolio review

Against this backdrop the portfolio increased by **2.1%** in the quarter (including franking, net of fees), underperforming the market. While overweight positions in **Incitec Pivot**, **Super**

**Retail**, and **QBE**, combined with underweights in **CSL** and **Afterpay** contributed, these were ultimately outweighed by negative contributions from overweight positions in **AMP**, **Ampol** and **NIB Insurance**, and an underweight position in **BHP**. Given the positive returns from the underlying share portfolio the hedge overlay detracted during the quarter.

Financial year-to-date, the Fund has delivered a total return of **13.6%**, with the Fund's structurally lower market exposure accounting for the underperformance. The underlying share portfolio outperformed by 2.4%. Key contributors over the period have been overweight positions in COVID-beneficiaries **Super Retail** and **Harvey Norman**, as well as **Newcorp**, **Sims Metals**, and an underweight position in **CSL**. Detractors included overweight **AMP**, **Ampol**, **IAG** and **Origin Energy**, and an underweight position in **BHP**.

With this month marking one year from the lows experienced during the initial Covid-19 correction, the portfolio has performed strongly as markets rebounded, delivering 86% of the ASX200 return whilst maintaining 70% net exposure. The underlying share portfolio has outperformed the ASX200 by **12.6%** with the hedge overlay detracting given the ~51% return from the underlying share portfolio. Key contributors from stocks held over the year included positions in market-leading retail names **Super Retail**, **Nick Scali**, **Harvey Norman**, and **Newscorp**, as well as other cyclicals such as **Boral**, **Southern Cross Media**, and **Sims Metals**, while **Virtus Health** also assisted. Also contributing strongly over the year was an underweight position in **CSL**. The contributions from the portfolio's retail names was particularly pronounced as the effects of the COVID-induced lockdowns assisted demand for home furnishings and other consumer recreation-related items.

Key detractors over the year included underweight positions in iron ore miners **BHP** and **Fortescue Metals**, which benefited from the additional impact of COVID in Brazil following Vale's 2019 dam failure. Other key detractors included overweight positions in **AMP** and **IAG**, and an underweight position in **Afterpay**.

The portfolio's **non-benchmark value and contrarian style** has been a headwind over the past few years and in the initial stages of the COVID-19 downturn. Investors have gravitated towards large capitalisation quality and growth stocks, even more so as interest rates have approached zero. This has only served to increase our resolve and belief in taking a long-term view based on sustainable free cash flow combined with low market expectations. As we documented in our [March 2020 roadmap](#), we are focused on the risk of permanent loss and mitigate this by taking a long-term view, focusing on owning undervalued assets and fully deducting debt in developing our investment case. At the same time, the opportunity for meaningful absolute and relative performance is significant.

The additional performance information over the page is presented on a financial year basis and should be read in conjunction with the summary performance table on page 10.

*... but exhibited strong value characteristics by delivering 86% of the market's return whilst maintaining 70% net exposure.*

## Additional Performance Detail: Sources of Return

<b>FY Performance<sup>i</sup> (%)</b> (inc. franking)	<b>21TD</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>10 Years</b> (p.a.)
Underlying Share Portfolio	21.3	-9.3	8.4	7.4	23.5	7.0	9.5	16.3	36.0	-3.4	10.5
Hedge Overlay	-6.9	3.9	-0.9	-2.3	-5.6	-0.9	-1.7	-3.5	-9.3	2.6	-2.0
Fund Return (before fees)	14.4	-5.4	7.5	5.1	17.9	6.1	7.8	12.8	26.7	-0.8	8.5
Fund Return (after fees)	13.6	-6.3	6.5	4.1	16.8	5.1	6.8	11.8	25.6	-1.8	7.5

<b>FY Performance<sup>i</sup> (%)</b> (before fees, inc. franking)	<b>21TD</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>10 Years</b> (p.a.)
Underlying Share Portfolio	21.3	-9.3	8.4	7.4	23.5	7.0	9.5	16.3	36.0	-3.4	10.5
ASX200	18.9	-6.5	13.2	14.5	15.5	2.2	7.2	18.9	24.3	-5.1	9.4
Excess Return	2.4	-2.8	-4.8	-7.1	8.0	4.8	2.3	-2.7	11.7	1.7	1.1

<b>FY Performance<sup>i</sup> (%)</b> (after fees)	<b>21TD</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>10 Years</b> (p.a.)
Income	3.7	5.2	5.8	5.5	6.2	5.9	5.6	5.8	7.8	7.6	6.4
Franking	1.6	1.2	2.2	1.5	1.6	2.1	1.9	1.7	2.3	2.5	2.0
Growth	8.3	-12.7	-1.4	-2.8	9.0	-2.9	-0.7	4.3	15.5	-11.9	-0.9
Fund Return (after fees)	13.6	-6.3	6.5	5.1	16.8	5.1	6.8	11.8	25.6	-1.7	7.5

<b>FY Performance<sup>i</sup> (%)</b> (after fees, inc. franking)	<b>21TD</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>10 Years</b> (p.a.)
Fund Return (before fees)	14.4	-5.4	7.5	5.1	17.9	6.1	7.8	12.8	26.7	-0.8	8.5
70% ASX200/30% Bank Bills	13.1	-3.6	9.9	10.6	11.3	2.2	6.0	14.0	17.8	-2.1	7.5
Excess Return (before fees)	1.3	-1.9	-2.4	-4.4	6.6	3.9	1.8	-1.2	8.9	1.3	1.0
Excess Return (after fees)	0.5	-2.7	-3.4	-5.4	5.5	2.9	0.8	-2.2	7.7	0.4	0.0

### Monthly Distribution Detail: Cents per Unit

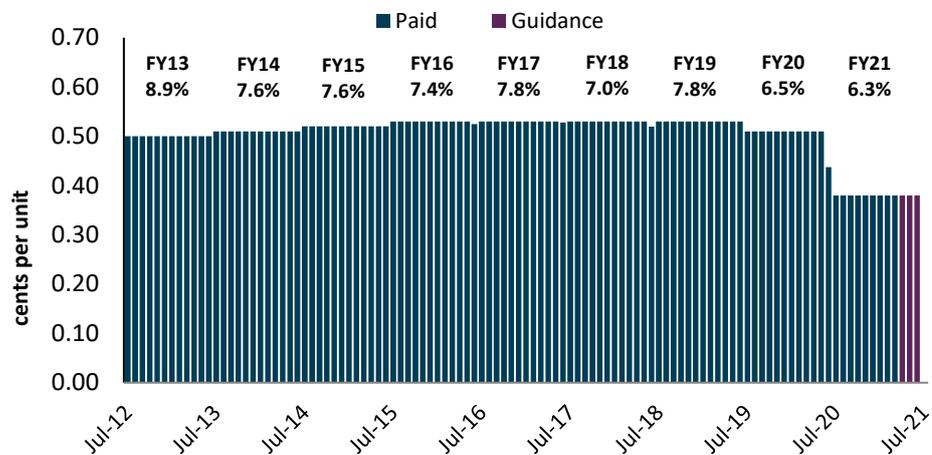
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Franking
<b>FY2013</b>	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	0.50	1.29	<b>6.79</b>	2.26
<b>FY2014</b>	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.52	<b>6.13</b>	1.98
<b>FY2015</b>	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	0.52	<b>6.24</b>	2.20
<b>FY2016</b>	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.52	<b>6.35</b>	1.92
<b>FY2017</b>	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	<b>6.36</b>	2.02
<b>FY2018</b>	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.52	<b>6.35</b>	1.84
<b>FY2019</b>	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.53	0.50	<b>6.33</b>	2.57
<b>FY2020</b>	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.51	0.44	<b>6.05</b>	1.40
<b>FY2021</b>	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	0.38	<b>4.56</b>	1.60

Highlighted data are estimates at the date of this report.

**Monthly income will be 0.38 cents per unit at least through to May 2021...**

**and the franking level is projected to be in the 60-70% range**

**Figure 17: Monthly Income from \$100,000 invested in July 2012<sup>iii</sup>**



Source: Merlon, FY21 estimate, FY Yield based on monthly distribution plus franking credits divided by opening unit price, excludes bonus income in FY13 and FY14.

## **Links to Previous Research**

[Reinventing Value Investing](#)

[The Merlon Approach to Corporate Governance](#)

[The Strategic Value of amaysim](#)

[Oil - Pricing in a More Realistic Recovery](#)

[Long-term Dividend Opportunity the Main Game](#)

[Oil - Pricing in More Realistic Recovery](#)

[COVID-19 Roadmap](#)

[Trade war – winners, losers and...is it over?](#)

[Why Telstra could be worth less than \\$2](#)

[Good Companies not Always Good Investments](#)

[The AMP Valuation Case](#)

[Iron Ore: Supply Disruption is Temporary](#)

[A Case Study in Poor Capital Allocation](#)

[Trade Wars and the Peak of the Chinese Growth Model](#)

[Some More Thoughts on Telstra](#)

[Rethinking Post Retirement Asset Allocation](#)

[Amazon Revisited - Muted Impact So Far](#)

[Some Thoughts on Asset Prices](#)

[Digital vs. Traditional Media - A Global Trend](#)

[Value Investing - An Australian Perspective: Part III](#)

[Oil: The Cycle Continues](#)

[Value Investing - An Australian Perspective: Part II](#)

[Telstra Revisited](#)

[Value Investing - An Australian Perspective: Part I](#)

[The Case for Fairfax Media Over REA Group](#)

[Some Thoughts on Australian House Prices](#)

[Amazon Not Introducing Internet to Australia](#)

[Iron Ore is Well Above Sustainable Levels](#)

[Boral's High Priced Acquisition of Headwaters](#)

## Fund Details<sup>^</sup>

Fund size	\$ 473m	Merlon FUM	\$ 988m
APIR Code	HBC0011AU	Distribution Frequency	Monthly
ASX Code	MLO02	Minimum Investment	\$ 10,000
Inception Date	30 September 2005	Buy / Sell Spread	+/- 0.20%

<sup>^</sup>Source: Fidante Partners Limited, 31 March 2021.

## About Merlon

Merlon Capital Partners is an Australian based fund manager established in May 2010. The business is majority owned by its five principals, with strategic partner Fidante Partners Limited providing business and operational support.

Merlon's **investment philosophy** is based on:

**Value:** We believe that stocks trading below fair value will outperform through time. We measure value by sustainable free cash flow yield. We view franking credits similarly to cash and take a medium to long term view.

**Markets are mostly efficient:** We focus on understanding why cheap stocks are cheap, to be a good investment market concerns need to be priced in or invalid. We incorporate these aspects with a "conviction score"

## About the Fund

The Merlon Australian Share Income Fund's investment approach is to construct a portfolio of undervalued companies, based on sustainable free cash flow, whilst using options to overlay downside protection on holdings with poor short-term momentum characteristics. An outcome of the investment style is a higher level of tax-effective income, paid monthly, along with the potential for capital growth over the medium-term.

## Differentiating Features of the Fund

- **Deep fundamental research** with a track record of outperformance. This is where we spend the vast majority of our time and ultimately how we expect to deliver superior risk-adjusted returns for investors.
- **Portfolio diversification** with no reference to index weights. The benchmark unaware approach to portfolio construction is a key structural feature, especially given the concentrated nature of the ASX200 index.
- **Downside protection** through fundamental research and the hedge overlay. In addition to placing a heavy emphasis on capital preservation through our fundamental research, we use derivatives to reduce the Fund's market exposure and risk by 30% whilst still retaining all of the dividends and franking credits from the portfolio.
- **Sustainable income**, paid monthly and majority franked. As the Fund's name suggests, sustainable above-market income is a key objective but it is an outcome of our investment approach.

## Footnotes

### <sup>i</sup> Performance (%)

*Average Daily Market Exposure* is calculated as the daily net market exposure divided by the average net asset value of the Fund.

Composite benchmark is calculated as 70% S&P/ASX200 Accumulation Index and 30% Bloomberg AusBond Bank Bills Index. The Fund reduces exposure to share market volatility to a typical range of 60-80% through the use of derivatives with the remaining 20-40% option protection seeking to deliver a cash-like risk/return profile.

Fund Franking<sup>^</sup>: Month 0.8%, Qtr 0.9%, FYTD 1.6%, Year 1.6%, 3 Years 1.7% p.a., 5 Years 1.7% p.a., 7 Years 1.8% p.a., 10 Years 2.0% p.a.

ASX200 Franking<sup>^</sup>: Month 0.3%, Qtr 0.4%, FYTD 0.9%, Year 0.9%, 3 Years 1.3% p.a., 5 Years 1.4% p.a., 7 Years 1.4% p.a., 10 Years 1.5% p.a.

<sup>^</sup> Source: Fidante Partners Limited, 31 March 2021.

### <sup>ii</sup> Rolling Seven Year Performance History

Past performance is not a reliable indicator of future performance. Returns for the Fund and ASX200 grossed up for accrued franking credits and the Fund return is stated after fees as at the date of this report, assumes distributions are reinvested.

% of ASX200 Risk represents the Fund's statistical beta relative to the ASX200

### <sup>iii</sup> Monthly Income from \$100,000 invested in July 2012

Past performance is not a reliable indicator of future performance. Income returns exclude 'bonus income' from above-normal hedging gains in FY13 and assumes no bonus income in FY21 estimate.

### <sup>iv</sup> Portfolio Analytics

Source: Merlon, Active share is the sum of the absolute value of the differences of the weight of each holding in the portfolio versus the benchmark, and dividing by two. It is essentially stating how different the portfolio is from the benchmark. Net equity exposure represents the Fund's net equity exposure after cash holding's and hedging Beta measures the volatility of the fund compared with the market as a whole. EV / EBITDA equals a company's enterprise value (value of both equity and debt) divided by earnings before interest, tax, depreciation, and amortization, a commonly used valuation ratio that allows for comparisons without the effects of debt and taxation.

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