

# Merlon Australian Share Income Fund

Monthly Fact Sheet – November 2021

For queries, please call Investor Services on 13 51 53



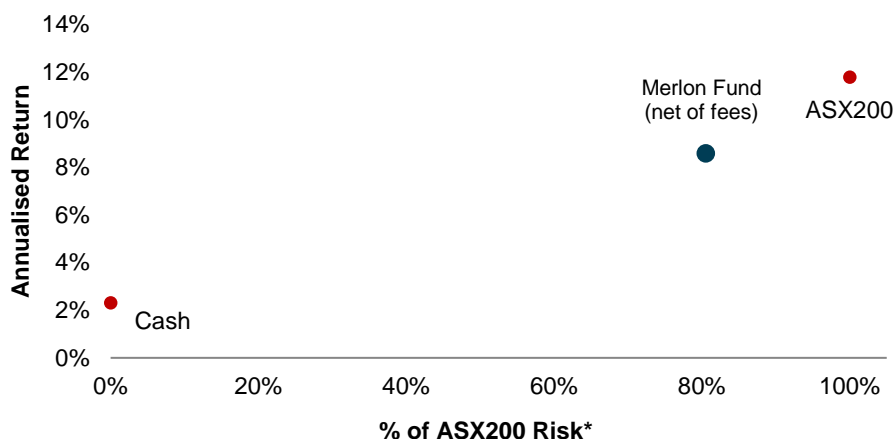
Performance <sup>i</sup> (%)	Month	Quarter	FYTD	Year	3 Years (p.a.)	5 Years (p.a.)	7 Years (p.a.)	10 Years (p.a.)
Fund Total Return (net of fees)	-3.4	-2.7	0.4	5.4	6.2	5.9	6.5	8.6
70% ASX200/30% Bank Bills	-0.3	-1.4	1.3	11.7	10.2	8.6	7.8	9.0
ASX200	-0.4	-2.0	1.8	16.8	13.8	11.4	10.3	11.8
Average Daily Exposure	69%	70%	69%	68%	68%	68%	68%	69%
Gross Distribution Yield	0.5	1.5	2.7	6.4	6.9	7.0	7.2	7.9

\* Past performance is not a reliable indicator of future performance. All returns above are grossed up for franking credits. Portfolio inception date is 30/09/2005. The source of fund returns and benchmark returns is Fidante Partners Limited, 31 October 2021.

## Monthly Performance Commentary

The ASX200 fell for the third consecutive month, returning -0.4%. The materials sector, led by BHP and Fortescue, were the best performers notwithstanding a fall in the iron ore price. Goodman Group, Woolworths CSL and Telstra also outperformed. Commonwealth Bank was the largest detractor after providing quarterly results that disappointed the market, Westpac's full year results also underwhelmed. Energy companies were also weaker as the oil price retreated from recent highs. The Fund returned -3.4% (after fees, including franking) in November. The underlying share portfolio underperformed driven primarily by investments in energy companies, Alumina, IOOF and IAG Insurance. Not owning iron ore miners BHP and Fortescue also detracted. NIB, APA Group, Coles and not owning Commonwealth Bank were the largest contributors. The hedge overlay contributed positively, insulating the Fund from some of the falls in the underlying share portfolio.

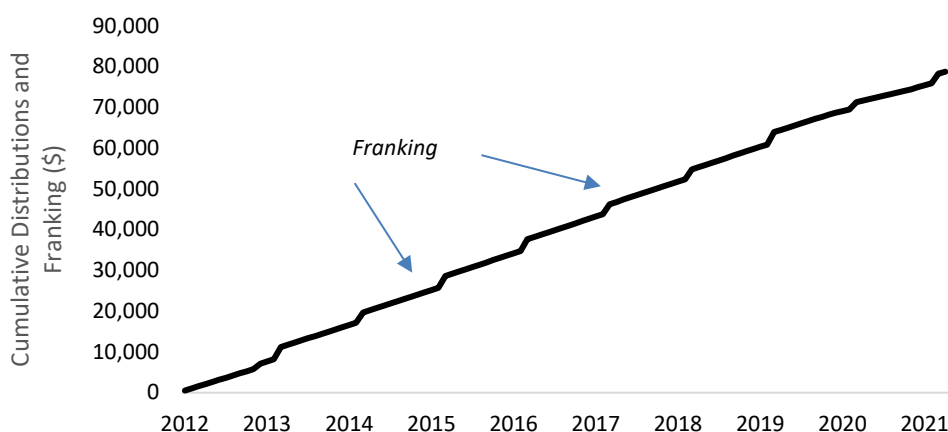
## Rolling Ten Year Performance History <sup>ii</sup>



## Top Ten Holdings (%)

AMP	4.9
Coles	4.8
Woodside	4.8
Ampol	4.8
QBE Insurance	4.7
Origin Energy	4.6
Westpac	4.6
Oil Search	4.5
Alumina	4.4
IOOF	4.1

## Monthly Income since July 2012 <sup>iii</sup>



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Fund Details <sup>^</sup>		Portfolio Analytics <sup>iv</sup>		
Fund size	\$434m		<b>Fund</b>	<b>ASX200</b>
Firm-wide FUM	\$1,014m	Number of Equity Positions	30	200
APIR Code	HBC0011AU	Active Share	84%	0%
ASX Code	MLO02	Net Equity Exposure	69%	100%
Inception Date	30 September 2005	Beta	0.7	1.0
Distribution Frequency	Monthly	EV / EBITDA	11.9x	17.9x
Minimum Investment	\$ 10,000	Price / Earnings Ratio	13.5x	20.6x
Buy / Sell Spread	+/- 0.20%	Mid-cycle Free Cash Flow Yield	7.4%	4.4%

<sup>^</sup> Source: Fidante Partners Limited, 30 November 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 than the broader market, 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 an outcome of our investment approach and a key objective of the Fund.

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## 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.

*Fund franking*<sup>^</sup>: Month 0.1%, Qtr 0.4%, FYTD 0.8%, Year 1.9%, 3 Years 1.7% p.a., 5 Years 1.6% p.a., 7 Years 1.7% p.a., 10 Years 1.7% p.a.

*ASX200 franking*<sup>^</sup>: Month 0.1%, Qtr 0.5%, FYTD 0.7%, Year 1.3%, 3 Years 1.3% p.a., 5 Years 1.3% p.a., 7 Years 1.4% p.a., 10 Years 1.4% p.a.

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.

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

### <sup>ii</sup> Rolling Ten 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. Merlon Australian Share Income Fund franking 1.8% p.a., ASX200 franking 1.4% p.a. % of ASX200 Risk represents the Fund's statistical beta relative to the ASX200

### <sup>iii</sup> Monthly Income since July 2012

Past performance is not a reliable indicator of future performance. Income returns exclude 'bonus income' from above-normal hedging gains in FY13.

### <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.

## Disclaimer

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