

## About the Trust

The portfolio invests in a concentrated number of companies listed on the ASX which we believe offer good value and are our most compelling investment ideas. The portfolio will hold in the range of 15 to 30 stocks.

The Trust employs Perennial Value's proven, true-to-label, value-style investment process, which seeks out companies with sustainable operations that are trading at attractive valuations. The process places significant emphasis on capital preservation and balance sheet strength.

The cornerstone of this approach is the undertaking of in-depth company research by our 16-strong investment team, with the aim of developing a detailed understanding of each company before committing investors' funds.

## Asset Allocation and Allocation

**Australian Equities** 90 – 100%

**Cash** 0 – 10%

## Fund Characteristics

### Fund Objective

The Trust aims to grow the value of your investment over the long term by investing in a concentrated portfolio of Australian companies, and to provide a total return that exceeds the S&P/ASX 300 Accumulation Index measured on a rolling three-year basis.

**Benchmark** S&P/ASX 300 Accumulation Index

**Inception Date** June 2017

**Number of stocks** 15 – 30 stocks

**Minimum initial investment** \$25,000

**Fees** 0.8% + 20% performance fee

**Liquidity** Daily

**Risk/Return profile** High

**Income distribution** Half yearly

**APIR Code** WPC6780AU

## About Perennial Partners

At Perennial Partners we always put investors' interests first. We believe in true alignment. Our business and investment partners are wholly owned by executives and we co-invest in our strategies alongside our clients and on the same terms. This means that we have true 'skin in the game', creating a powerful alignment of interests with our clients.

We believe the key to any investment team's success is independence, focus, stability and a stake in their own success. So we created a business model and culture that allows investment specialists to focus solely on what they do best – making investment decisions. Our highly experienced team of non-investment professionals takes care of everything else.

## Why Invest in the Concentrated Australian Shares Trust



### Strong research capabilities

- Fully resourced team of 22
- Concentrated investment style
- 200 stocks modelled in detail



### Strong portfolio construction skills

- Strong emphasis on portfolio construction
- Utilising portfolio analytics to assess factor and stock specific risk



### Well-resourced team

- Both senior Portfolio Managers have greater than 20 years investment experience
- Excellent access to brokers, floats and senior executives

## How are we different?

### Not your average long only investor

Key differences:



## Investment Process



### Universe screening

#### Screen for

- Macro tailwinds
- \$500m min capitalization
- Concept stocks, high debt, poor management

### Fundamental research

#### Characteristics sought

- Sound financial position
- Good management
- Profit track record
- Strong market positions

#### ESGE scoring

#### Company visits

#### Peer reviews

### Proprietary Ranking (Perennial Value Screen)

#### Six key measures sourced from company models

- P/E
- P/FCF
- Gross Yield
- P/NTA
- Net interest cover
- Forecast 3yr EPS Growth

### Portfolio Construction

#### Determines every stock's weighting

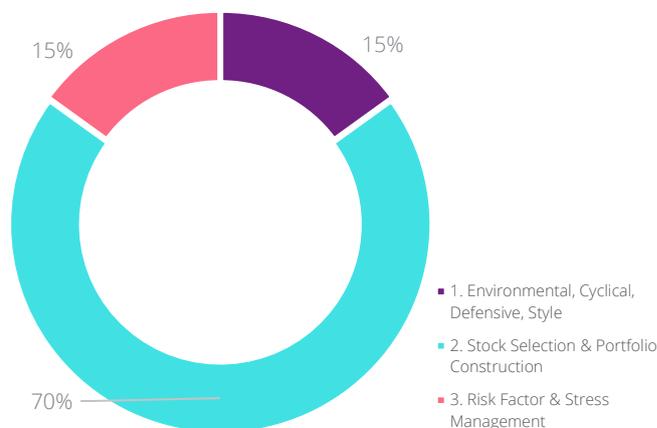
#### Function of

- Factor exposure
- Risk analytics
- Idiosyncratic concentration
- Derivative expression
- Bull / Base / Bear target prices

### Client Portfolio

## Our 3-Step Approach to Portfolio Construction

1. Market perceptions of risk and opportunity a critical starting point
2. Stock selection remains the main part of the process
3. A strong post portfolio construction risk assessment rounding out the process



## Investment Team



### Dan Bosscher

#### Portfolio Manager

Years at Perennial: 10  
Years in the industry: 25



### Scott Stewart

#### Deputy Portfolio Manager

Years at Perennial: 8  
Years in the industry: 23



### Phil Cornet

#### Dealer

Years at Perennial: 7  
Years in the industry: 7

**Talented teams, great opportunities.**

## Contact us



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Disclaimer: This information has been prepared and issued by Perennial Investment Management Limited (ABN 13 108 747 637, AFSL No. 275101) (PIML) as Trustee and Responsible Entity and Perennial Partners Limited (ABN 90 612 829 160) (Perennial Partners) as a Corporate Authorised Representative (No. 1293138) of the Investment Manager Perennial Value Management Limited (ABN 22 090 879 904, AFSL No. 247293) (PVM).

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