

Bennelong Australian Equities Fund

Performance update

As at 30 November 2018

Net client returns (after fees and expenses)

| | 1 mth | 3 mths | 6 mths | 1 Year | 3 years pa | 5 years pa | Since Inception** pa |
|-------------|--------|---------|--------|--------|------------|------------|----------------------|
| Fund | -1.50% | -14.13% | -9.17% | 3.64% | 9.05% | 7.82% | 12.72% |
| Benchmark* | -2.18% | -9.29% | -3.85% | -1.03% | 7.69% | 5.82% | 9.64% |
| Value added | +0.68% | -4.83% | -5.32% | +4.67% | +1.36% | +2.00% | +3.07% |

Performance figures are net of fees and expenses. 'Value added' calculation does not use rounded performance figures.

*S&P/ASX 300 Accumulation Index

**Inception date is 30 January 2009

Portfolio positioning

| Top Holdings |
|----------------------|
| CSL |
| BHP Billiton |
| Costa Group Holdings |

| Portfolio Sector Allocation | | | |
|-----------------------------|-------------|-------------------|---------------|
| Sector | Fund Weight | Benchmark* Weight | Active Weight |
| Discretionary | 25.5% | 6.5% | 19.1% |
| Health Care | 20.0% | 8.4% | 11.6% |
| Consumer Staples | 10.7% | 5.6% | 5.1% |
| Liquidity | 1.1% | 0.0% | 1.1% |
| Materials | 17.1% | 17.5% | -0.5% |
| Industrials | 6.9% | 8.0% | -1.1% |
| Utilities | 0.0% | 1.9% | -1.9% |
| IT | 0.0% | 2.3% | -2.3% |
| Communication | 1.3% | 3.7% | -2.4% |
| REIT's | 4.8% | 7.9% | -3.2% |
| Energy | 0.0% | 5.4% | -5.4% |
| Financials | 12.7% | 32.8% | -20.1% |

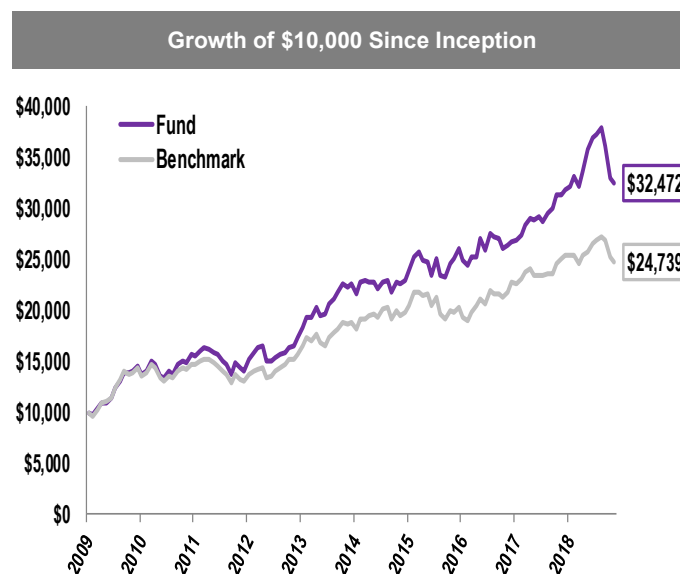
Source: BAEP. *Benchmark is as for the Fund

Portfolio characteristics

| | Fund | Benchmark* | |
|------------------|-------|------------|----------------------|
| Return on Equity | 17.3% | 12.2% | Premium Quality |
| Debt/Equity | 12.4% | 22.9% | |
| Sales Growth | 8.9% | 0.4% | Superior Growth |
| EPS Growth | 11.6% | 6.7% | |
| Price/Earnings | 18.6x | 14.4x | Reasonable Valuation |
| Dividend Yield | 3.6% | 5.1% | |
| Beta | 0.97 | 1 | |
| Active Share | 73% | na | Genuinely Active |
| No. of Stocks | 26 | 296 | |

Source: BAEP. *Benchmark is as for the Fund.

Long-term performance



Source: BAEP

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As at 30 November 2018

About BAEP

Bennelong Australian Equity Partners (BAEP) is a boutique fund manager focused on Australian equities. It was founded in 2008 in partnership with Bennelong Funds Management. BAEP is a genuinely active fund manager with a consistent, disciplined and proven investment approach.

BAEP's investment philosophy is to selectively invest:

- in high quality companies;
- with strong growth outlooks; and
- underestimated earnings momentum and prospects.

BAEP's investment process is research-intensive with a focus on proprietary field research and is supported by macro-economic and quantitative insights.

About the Fund

The Bennelong Australian Equities Fund typically holds 25-60 stocks across the entire spectrum of the Australian share market. It primarily holds stocks from the S&P/ASX300 Index, although it can invest in stocks beyond this index.

Benefits of the Fund

- BAEP is an award winning and highly rated equities fund manager with an experienced and performance-orientated team.
- BAEP is a genuinely active and high conviction fund manager.
- The Fund is managed in accordance with BAEP's robust, disciplined and proven investment philosophy and process.
- The Fund has a track record of adding value by outperforming the market over the long term.

The Fund at a glance

| Feature | Fund facts |
|-------------------------------|--|
| APIR code | BFL0001AU |
| Benchmark | S&P/ASX 300 Accumulation Index |
| Investment objective | 2% p.a. above benchmark measured over rolling 3-year periods |
| Investment manager | Bennelong Australian Equity Partners (BAEP) |
| Active stock limit | ± 6% |
| Cash limit | 0-10% |
| Inception date | 30 January 2009 |
| Recommended investment period | Medium to longer term (five years plus) |
| Buy/sell spread | +/-0.25% |
| Entry/exit fees | Nil |
| Management Fee | 0.95% p.a. of Net Asset Value of the Fund |

How to invest

The Fund is open to investors directly via the PDS, available on our website, or via a range of platforms.

Platforms

AMP: Elements Investment, Elements Pension, eWrap Investment Acc, eWrap Pension Acc, iAccess, Investment Service, Multifund, MyNorth, North, Pension Service, Portfolio Care, Portfolio Care eWrap, Summit, Super Service, Synergy, Wealthview eWrap Inv

ANZ (Grow, PortfolioOne) IOOF (AET, SuperWrap)

AON Netwealth (Super Service, Wrap Service, IDPS)

BT (Wrap, Super Wrap, Panorama) Oasis (Wealthtrac, Voyage, Matrix)

CFS (FirstWrap, IX) One Answer (Frontier, OnePath)

Hub24 (Super, IDPS)

Contact details

For more information, call 1800 895 388 (AU) or 0800 442 304 (NZ) or visit baep.com.au.

The Fund is managed by Bennelong Australian Equity Partners, a Bennelong Funds Management boutique.

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