Bennelong ex-20 Australian Equities Fund
Performance update

As at 31 May 2019

Net client returns (after fees and expenses)

	1 mth	3 mths	1 Year	3 years pa	5 years pa	10 years pa	Since Inception** pa
Fund	-2.73%	2.29%	-7.70%	5.90%	10.47%	na	11.80%
Benchmark*	0.42%	4.44%	6.73%	10.94%	11.13%	na	8.28%
Value added	-3.15%	-2.15%	-14.43%	-5.04%	-0.66%	na	+3.51%

Performance figures are net of fees and expenses. 'Value added' calculation does not use rounded performance figures.
*S&P/ASX 300 Accumulation Index excluding S&P/ASX 20 Leaders Index
**Inception date is 2 November 2009

Portfolio positioning

Portfolio Sector Allocation

Sector	Fund Weight	Benchmark* Weight	Active Weight
Discretionary	27.8%	9.6%	18.2%
Health Care	14.8%	7.3%	7.5%
REIT's	20.9%	15.2%	5.7%
Consumer Staples	9.8%	5.3%	4.5%
Liquidity	0.8%	0.0%	0.8%
Communication	3.2%	3.3%	-0.1%
Industrials	10.2%	11.5%	-1.3%
IT	4.1%	5.5%	-1.4%
Utilities	0.0%	4.4%	-4.4%
Financials	4.3%	11.9%	-7.6%
Energy	0.0%	7.9%	-7.9%
Materials	4.1%	18.1%	-14.0%

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

Top Holdings

Aristocrat Leisure
Goodman
Reliance Worldwide

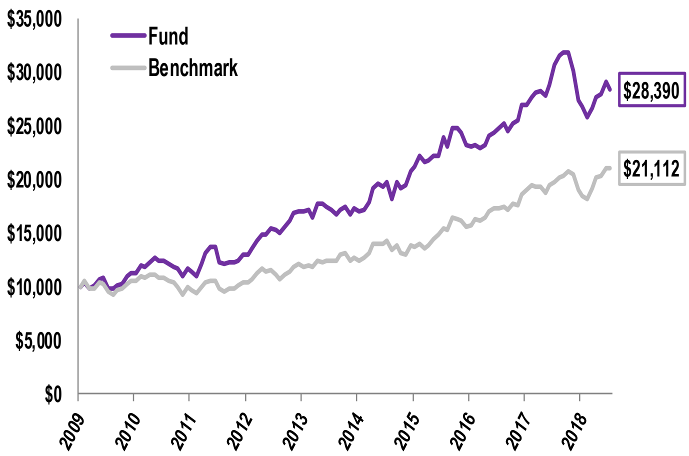
Portfolio characteristics

	Fund	Benchmark*	
Return on Equity	13.5%	11.0%	Premium Quality
Debt/Equity	33.8%	40.9%	
Sales Growth	10.4%	4.9%	Superior Growth
EPS Growth	13.9%	10.5%	
Price/Earnings	22.3x	16.6x	Reasonable Valuation
Dividend Yield	2.4%	3.9%	
Beta	1.02	1	
Active Share	83%	na	Genuinely Active
No. of Stocks	25	277	

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

Long-term performance

Growth of $10,000 Since Inception



Source: BAEP. Inception date is 2 November 2009

Performance Update

After the fund was starting to recover from a disappointing period in the back end of last year, the fund underperformed in May.

The largest detractor was **Reliance Worldwide**. The company downgraded its earnings guidance during the month, and the shares fell in kind. As Reliance was a large weighting in the portfolio, the share price decline had a material impact on performance.

The downgrade to earnings guidance was in the order of 7%. There were a number of reasons that were provided and that cumulatively explain the softer-than-expected trading. Some of these included:

- less-than-normal freeze conditions in the US, which tends to crack or break pipes that then need replacement;
- a reduction in sales to US retailers and wholesalers who were selling down inventory levels (notwithstanding good sell-through to end-customers);
- the exit of certain products in the UK business such as thermal interface units, as management looked to focus the business on better growth opportunities;
- soft demand and increased competition for certain products such as PEXa pipe within its Spanish business; and
- reduced sales in Australia, owing to slowing residential construction activity.

These issues are in many respect one-off in nature. Despite them, we continue to believe in the company's longer term prospects. Its core Sharkbite product continues to sell through well to end-customers with strong growth, and its large-scale acquisition of John Guest looks to be on track. Indeed, based on consensus numbers, the company is set to achieve double-digits earnings growth over the next few years.

The share price decline was disappointing. At the now lower share price, the valuation has become more attractive, with less downside risk and more upside return potential. The company's shares trade on approximately 16 times next financial year's earnings, which we believe undervalues the company's quality and growth. We have kept it as a top-3 holding with a weighting of almost 8% in the portfolio.

Another large detractor was **Corporate Travel Management**. There was little news to explain its share price weakness. That said, weakening global economic conditions have likely reduced the likelihood that it will be able to beat its full year earnings guidance. The shares trade on 20 times next financial year's earnings, and we view this as attractive given strong double-digit earnings growth for the foreseeable future.

Another detractor was **Costa Group**, which downgraded its earnings guidance at its AGM during the month. The fund had been reducing the weighting of Costa in the portfolio, and the size of the position at the time of the downgrade meant the downgrade was not as impactful as it could have been. It currently remains a small position in the portfolio, with a weighting of less than 2%.

On the other hand, **Aristocrat Leisure** helped out performance. The company reported a strong interim result during the month, with growth in revenues and earnings per share of 30% and 17% respectively. This was above the market's expectations, and the shares rose accordingly.

The company has been investing more than expected in design & development – the gaming industry's equivalent to R&D – and this augurs well for its pipeline of new game releases and longer term growth prospects. With the continued popularity and success of its slot machine games, and momentum building in its online games business, we believe the shares are attractively valued at approximately 18.5 times next financial year's earnings. It remains the fund's largest position.

Performance Update

While valuation metrics such as price-to-earnings ratios appear relatively attractive for the ASX at present, the main risk that we see is that of earnings risk. This is the risk that companies disappoint investors by delivering earnings below expectations. There have been plenty of earnings downgrades right across the market. Reliance Worldwide and Costa Group were just two examples of many in recent months. Share prices have often reacted to these downgrades with disproportionately larger falls than appears justified. One can conclude that investors remain very risk-averse, short term focused and skittish.

Bearing this in mind, we are particularly focused on earning risk within the portfolio. Our investment approach is in tune with this focus. We add, increase, trim or sell out of positions based on our conviction in earnings; in particular, our view of earnings compared to the consensus and the broader market's expectations.

The portfolio continues to be invested in a large number of high quality global business franchises. They all trade on quite reasonable earnings multiples, which we believe point to decent investor returns based on what we consider to be strong and relatively reliable growth prospects. Examples include Aristocrat Leisure, Goodman Group, Reliance Worldwide and IDP Education. Of course, we must remain vigilant in our research and analysis in looking for any weakness in their earnings prospects, however slight, and both in respect of the near and longer term.

We will provide further detail on our portfolio performance and positioning in the typically more expansive end-of-quarter report next month.

Bennelong ex-20 Australian Equities Fund
Performance update
As at 31 May 2019

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 ex-20 Australian Equities Fund typically holds 20-35 stocks across all but the top 20 stocks of the Australian share market.

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.
- In comparison to the typical domestic core equity portfolio, the Fund offers genuine diversification and greater exposure to the rich opportunity set outside of the largest 20 stocks.
- The Fund has a long term track record of adding value by outperforming the market over the long term.

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

The Fund at a glance

Feature	Fund fact
APIR code	BFL0004AU
Benchmark	S&P/ASX 300 Accumulation Index excluding S&P/ASX 20 Leaders Index
Investment objective	4% p.a. above benchmark measured over rolling 3-year periods
Investment manager	Bennelong Australian Equity Partners (BAEP)
Active stock limit	± 10%
Cash limit	0-10%
Inception date	2 November 2009
Recommended investment period	Long 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
Performance Fee	15% of any amount by which the Fund's return is greater than the return generated by the S&P/ASX 300 Accumulation Index excluding S&P/ASX 20 Leaders Index

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 (Advantage, iAccess, Investment Service, My North, North, Pension Service, Portfolio Advantage, Portfolio Care, Portfolio Care eWrap, PPS, Summit, Synergy, Wealthview eWrap Inv)	
Allan Gray Solutions (Super, Pension, Investment)	IOOF (AET, IPS, Lifetrack, Portfolio Services, SuperWrap, Pursuit Select, Pursuit Select (PIS), Employer Super, TPS)
ANZ (Grow, PortfolioOne)	JBWere
AON	Linear
Asgard (Master Trust, eWrap, Employee Super, Infinity)	Macquarie Wrap (IDPS, Super)
Australian Unity (Lifeplan Investment Bond)	Mason Stevens
Bridges TPS	MLC (Navigator, Wrap)
BT (Wrap, Super Wrap, Panorama)	Netwealth (Super Service, Wrap Service, IDPS)
CFS (FirstChoice, FirstWrap, IX)	Oasis (Dominion, Matrix, Mentor)
Credit Suisse	Powerwrap (Super, Pension, Smartwrap)
Federation	Wealthtrac
Hub24 (Super, IDPS)	Wealth O2