



Ethical  
Managed Funds

# Hunter Hall International

## Results for the year to June 2014

**David Deverall**

Chief Executive Officer

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Chief Financial Officer



- Key Financial and Operational Metrics
- Balance Sheet and Dividends
- Our Strategy
- Outlook



# Hunter Hall International Limited

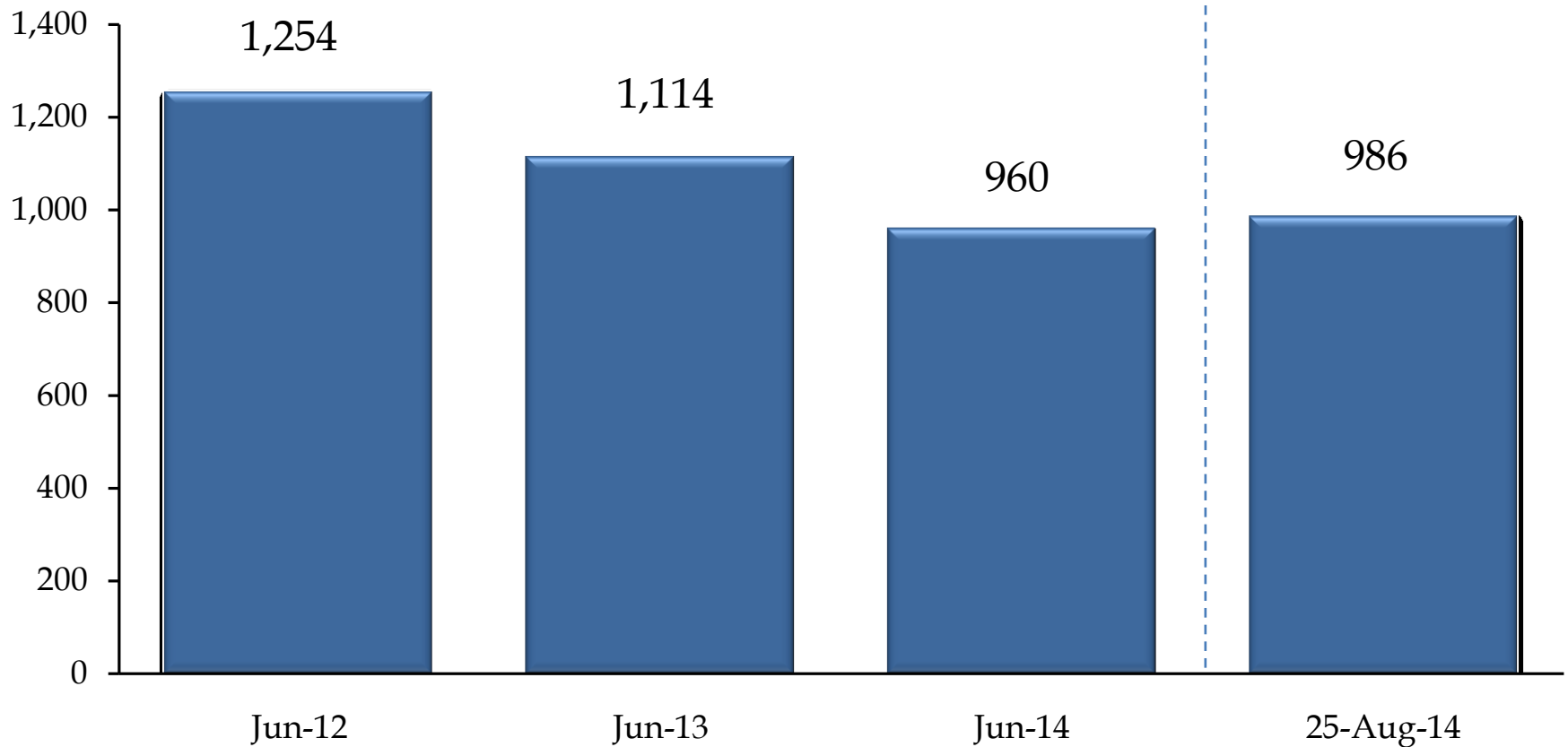
## Key Financial Metrics

Year Ending	30 Jun 2014	30 Jun 2013
Funds Under Management (\$m)	960	1,115
Operating Revenue (\$'000)	16,042	18,373
Operating Profit from Invest Mgmt Pre- tax (\$'000)	<b>6,066</b>	<b>7,718</b>
Cost/Income Ratio	62%	58%
Net Profit after Tax	3,715	4,812
Dividend (cents per share)	13.4	18.6



# Funds Under Management

**FUM(\$m)**





# Investment Returns

30 June 2014

	VGT	AVT	GET	HHV
<b>Year to 30 Jun 2014</b>	<b>19.6%</b>	<b>14.8%</b>	<b>17.4%</b>	<b>21.5%</b>
Benchmark ^	20.3%	13.1%	20.3%	20.3%
<b>Relative Returns</b>	<b>-0.7%</b>	<b>1.7%</b>	<b>-2.9%</b>	<b>1.2%</b>
<b>5 Years to 30 Jun 2014</b>	<b>9.8%</b>	<b>6.9%</b>	<b>7.0%</b>	<b>11.2%</b>
Benchmark ^	11.5%	3.4%	11.5%	11.5%
<b>Relative Returns</b>	<b>-1.7%</b>	<b>3.5%</b>	<b>-4.4%</b>	<b>-0.3%</b>
<b>Since inception to 30 Jun 2014</b>	<b>13.1%</b>	<b>7.0%</b>	<b>5.0%</b>	<b>6.2%</b>
Benchmark ^	5.6%	5.6%	1.7%	4.9%
<b>Relative Returns</b>	<b>7.4%</b>	<b>1.4%</b>	<b>3.4%</b>	<b>1.2%</b>

^Benchmarks: VGT, GET, HHV - MSCI World Total Return Index, Net Dividends Reinvested in A\$

AVT - S&P/ASX Small Ordinaries Accumulation Index



## Balance Sheet & Dividends

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- Cash and investments of \$17.9m or \$0.67 per share
- No debt
- Typically HHL pays 100% of after tax profits as dividends
- Final dividend of 6.4 cents per share
- Franking level for final dividend 99%, up from 75% in previous comparable period
- Expect franking levels for dividends in future periods to be in excess of 90%



# Hunter Hall's Strategy

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- Hunter Hall offers a range of **responsibly-managed** domestic and global **equities funds** with a **value** and a **small and mid-caps** bias...
- ... to Australian **superannuation funds, financial planners, and investors**
- Hunter Hall will win the competition for value creation because:
  - **equities** outperform cash over the long term
  - **value investing** is a superior investment approach for the creation of excess returns
  - **small and mid caps** outperform large caps over time
  - we are a **thought leader in responsible** investing



## Hunter Hall Strategy

### Re-invest in Our Strengths

- Stay true-to-label as a value investor
- Maintain our small-mid caps bias
- Reinforce position as thought leader in responsible investing
- Build our investment team capability

### Implement the Plan for Change

- Strengthen our risk management
- Build new distribution channels
- Manage our cost base and balance sheet prudently



- Low interest rates spurring investor demand for risk assets
- Momentum building for our new Australian Equities Fund in the institutional market
- Absolute and relative performance of our Funds improving
- Fund outflows reducing
- FUM of \$986m as at Monday, 25 August 2014, up \$26m from 30 June 2014
- FUM levels to be released to the ASX seven times each year: quarter-end, half and full year results, and AGM



# Disclaimer

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