

# PM CAPITAL Global and Asian Opportunities Roadshow

*Lunch presentation*

April 2016

***“Don’t let the market  
force you into something  
you don’t want to do”***

*Paul Moore, CIO of PM CAPITAL*



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# Agenda

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Introduction	Rob Thompson	4
Global Strategy	Paul Moore	11
Asian Strategy	Kevin Bertoli	36
Listed Investment Companies Overview	Paul Moore	58
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# Why PM CAPITAL?

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## Investment Philosophy

### Old fashioned stock-pickers

- Focused on mispriced and under-researched businesses
- Good business at a good price
- Same philosophy, same process, applied by CIO for 30+ years

## Investment Process

### Research Intensive, global perspective

- It's a global village
- Investment responsibilities aligned with global industry sectors
- Bottom-up research process
- Collaboration - ongoing peer group review

## Investment Objective

### To maximise long term after tax return on our investors capital

- We are true long-term investors
- We invest based on our conviction, not benchmark weighting
- No conviction = no investment

## Business Structure

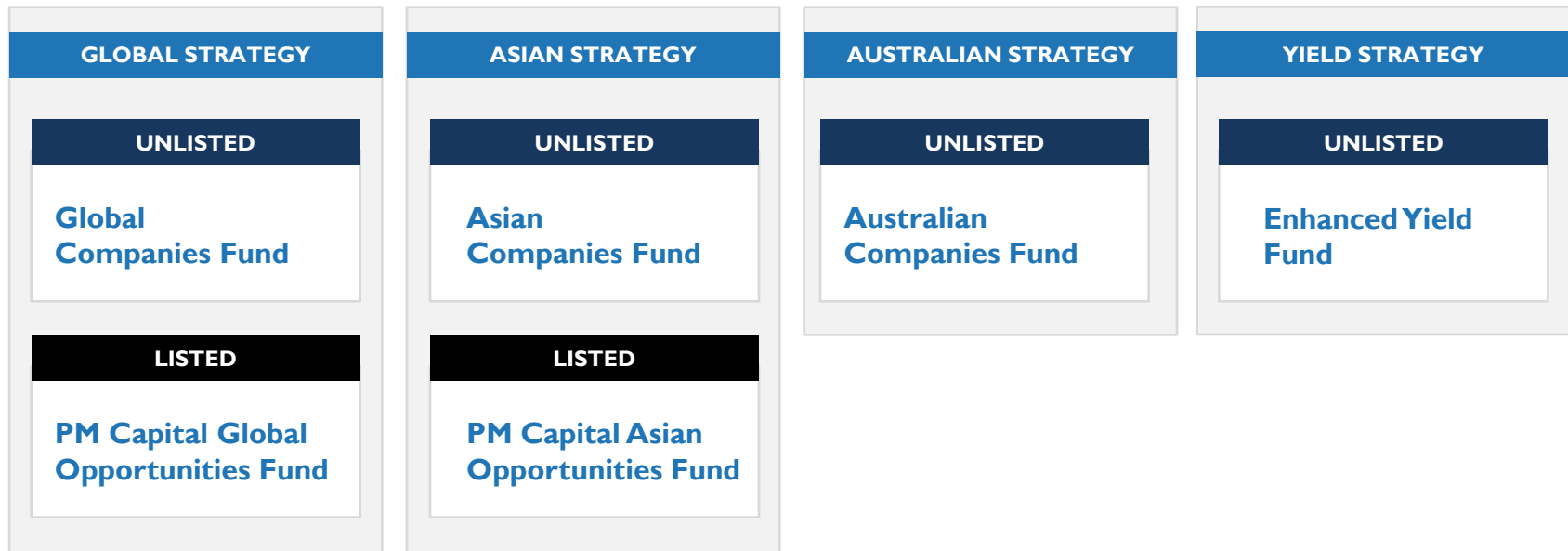
### Alignment of interests

- PM CAPITAL and staff co-invest with our clients

# PM CAPITAL approach and product offering

## Simple investment philosophy

*“The best way to preserve and enhance your wealth is to buy a good business at a good price”*



# PM CAPITAL Global Companies Fund | Short term



**Zenith / Professional Planner**  
*International Equities*  
*(Alternative Strategies)*  
*Fund of the Year 2015*

**Australian Fund Manager  
 Foundation**

*Best Australian Based Global  
 Equity Manager of the Year 2015*







# WHY INVEST IN ASIA?

Via the PM CAPITAL Asian Companies Fund



## CHANGE = OPPORTUNITY

*A clear catalyst for new investment opportunities*

Middle class in Asia estimated to grow to 60% of world consumer markets by 2030



Proven global business models in under developed markets with great potential for  
**STRONG EARNINGS GROWTH OVER THE LONG TERM**



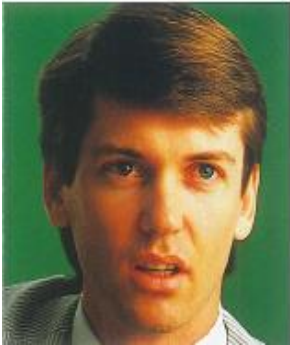
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# Same philosophy, same process, 30+ years

**The investment philosophy** used by your fund manager underpins the success of your investment portfolio. In this article, *Paul Moore*, Executive Vice-President, BT Funds Management, explains our investment philosophy and why we apply it consistently in the face of short-term fluctuations.



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# 30+ years – A history of global stock picking

1	1981	BMI – acquired by Boral in 1982
2	1983	CUB – acquired by Elders IXL
3	1985	BHP – it's a relative (inefficient) world
4	1987	Stock market crash - Portfolio insurance <i>"The day after the market crashed people began to worry that the market was going to crash"</i> Peter Lynch
5	1988	Savings and Loans crisis – Short term relative returns - Blow torch
6	1990	Gulf War
7	1994	Argentina bonds 65% Yield to Maturity 2015 Italian Bonds Negative Yield to Maturity
8	1998	PM CAPITAL founded by Paul Moore
9	2000	<b>TMT - Old economy versus new economy</b> Pets.com
10	2001	Twin Towers - Cantor Fitzgerald
11	2009	<b>Post GFC – Once in a lifetime opportunity in debt, once in a generation opportunity in equities</b>
12	2016	Lloyds Bank

# Guiding principles

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**1 Investor returns are not a straight line**

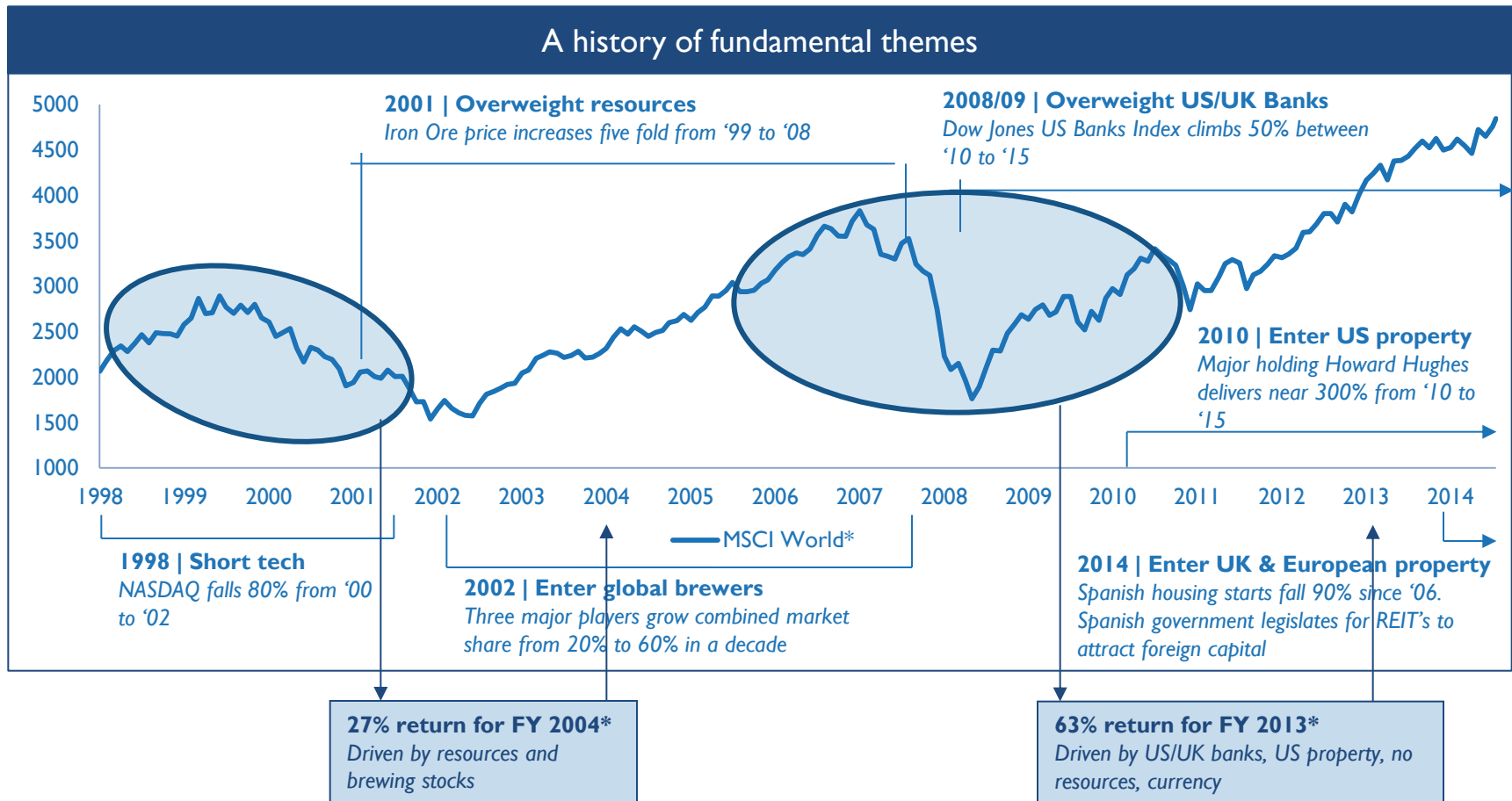
**2 The importance of understanding investor psychology**

*“The day after the market crashed people began to worry that the market was going to crash”* Peter Lynch

**3 “Never let the market force you into something that you really do not want to do”**

Paul Moore

# Investing requires patience and conviction





***When it comes to investing, there is no safety in numbers;***

***you have to be doing something different from what other investors are doing;***

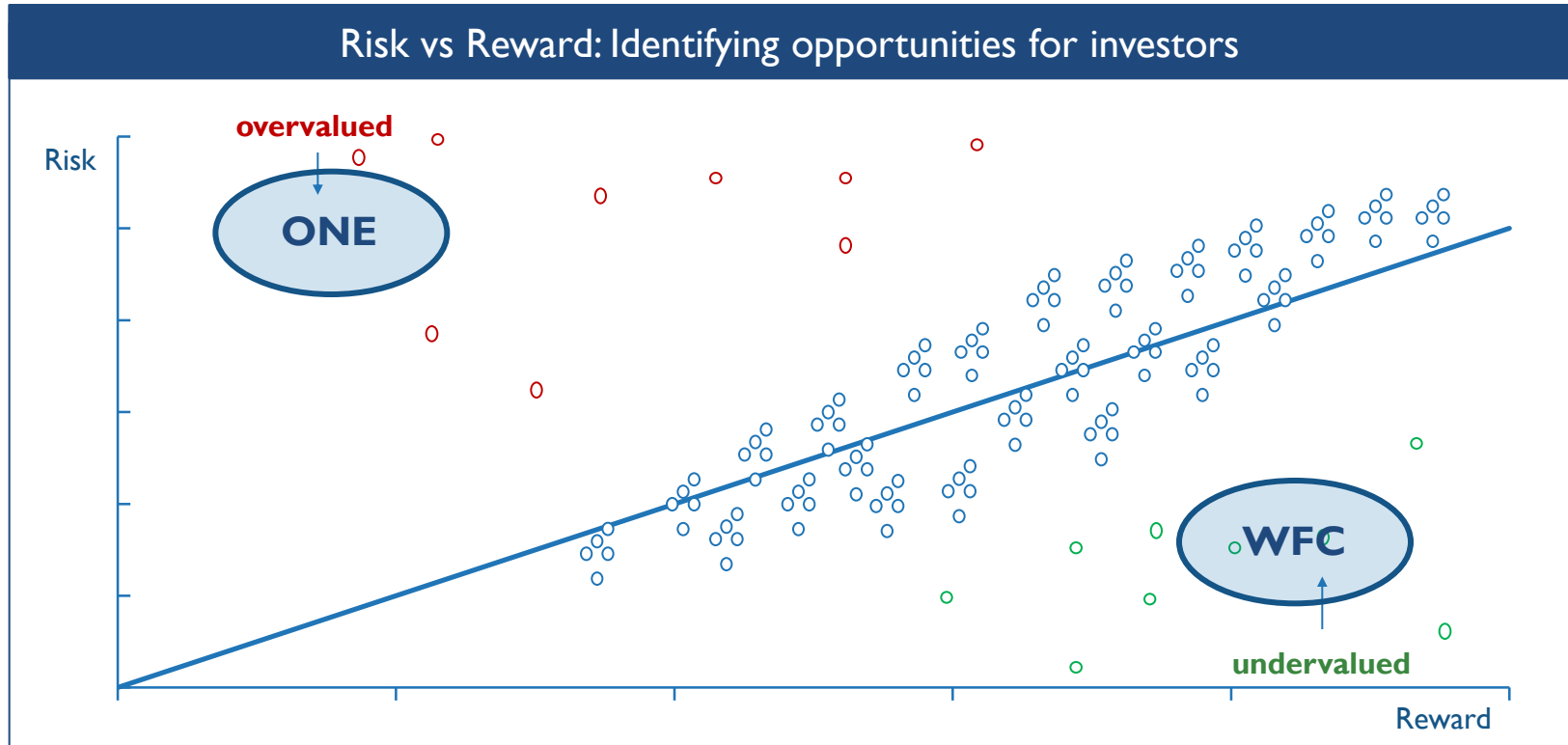
***you must be able to stand your ground under intense pressure and ridicule***

PAUL MOORE

# A Unique Track Record

Performance (net of fees) 29 February 2016	Inception Date	Since Inception p.a.	Total Return Since Inception
<b>Global Companies Fund</b>	<b>10/1998</b>	<b>8.1%</b>	<b>283.4%</b>
<i>MSCI World Net Total Return Index (\$A)</i>		3.4%	77.4%
<b>Asian Companies Fund</b>	<b>07/2008</b>	<b>16.1%</b>	<b>214.7%</b>
<i>MSCI AC Asia ex Japan Net Total Return Index (\$A)</i>		5.6%	52.0%
<b>Australian Companies Fund</b>	<b>01/2000</b>	<b>9.8%</b>	<b>351.1%</b>
<i>S&amp;P/ASX 200 Accumulation Index</i>		7.2%	208.0%
<b>Enhanced Yield Fund</b>	<b>03/2002</b>	<b>6.0%</b>	<b>125.9%</b>
<i>RBA Cash Rate</i>		4.5%	85.7%

# Resources focus on investment anomalies



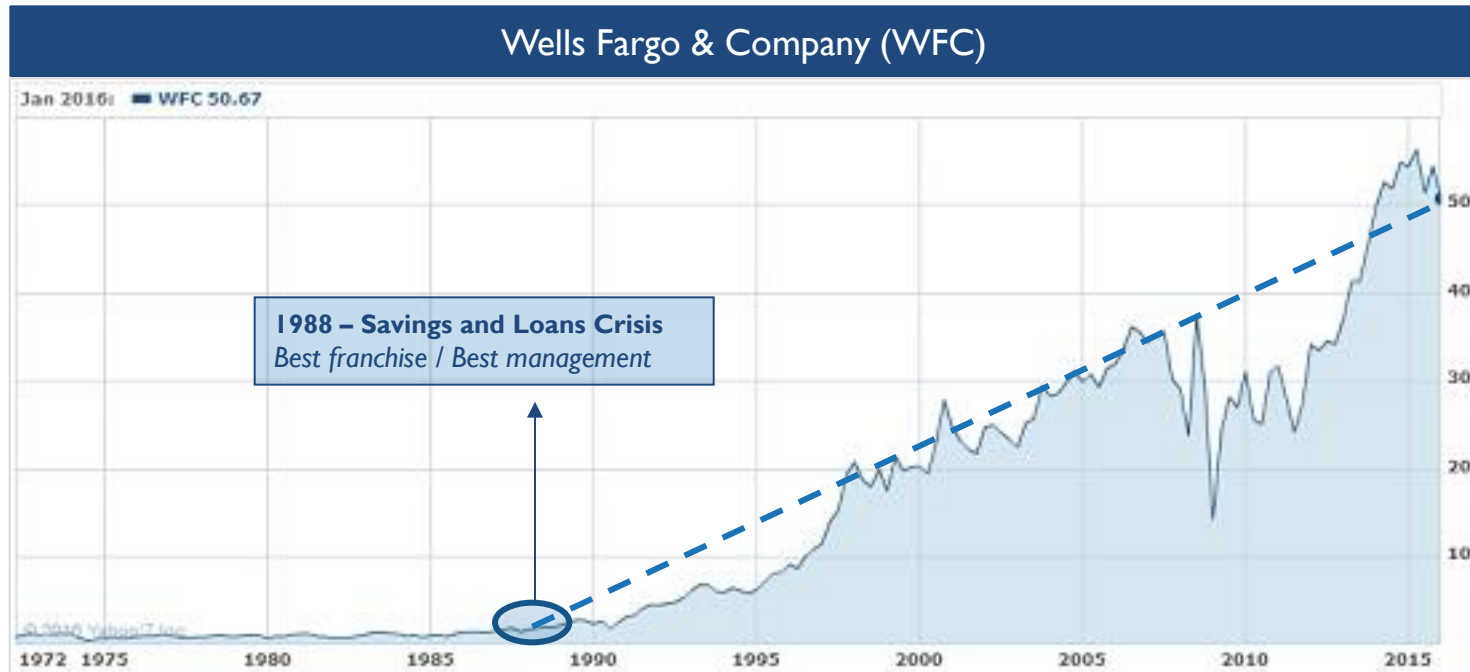
The majority of the market is well researched and fairly valued

limited opportunities are available for investors

10 year + investment cycle

Plenty of time to perform due diligence and research properly

# Wells Fargo (WFC)



***A 13%+ compound return over 26 years despite the greatest financial crisis since the Great Depression, not to mention the Gulf War, Twin Towers and other events.***

# Market Insights – Macro fear

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- 1** Two steps forward one step back
- 2** Cyprus, Greece, Spain
- 3** Oil and China decline
- 4** Speed and magnitude
- 5** Negative rates

***Most macro forecasts are wrong***



# Market Insights – Structural change is now required

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**1 Monetary is short term**

**2 Labour flexibility and taxation**

**3 Higher rates**

# Market Insights – Mr Market; a manic-depressive

Sector	Stock	12 month High	12 month Low	% of Low	% from high
Commodities	<i>BHP</i>	\$31.16	\$14.06	222%	55%
Capital goods	<i>Catepillar</i>	\$89.62	\$56.36	159%	37%
Housing	<i>KB Home</i>	\$17.42	\$9.04	193%	48%
Financials	<i>Lloyds</i>	£0.89	£0.56	160%	38%
Consumer	<i>Coca-Cola</i>	\$ 45.91	\$36.56	126%	20%
Services	<i>McDonalds</i>	\$124.83	\$87.50	143%	30%
Technology	<i>Apple</i>	\$135.00	\$92.00	147%	32%
Transportation	<i>Canadian Pacific Railway</i>	\$241.73	\$140.02	173%	42%

# Market Insights – most interesting observation

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## The number of “quality” buy backs announced

*Owner operators / individuals who have built a business*

## Buy backs experienced by current portfolio holdings



# What do we typically look for?

1

**From crisis comes opportunity**

**Identify severe cyclical corrections that the market prices as permanent when they are in fact transitory**

- *The Global Financial Crisis – distressed property*
  - *Las Vegas, Ireland Spain*

2

**In a slow growth low inflation world**

**High single digit dividends in a low Bond yield world**

3

**Earnings Growth**

**A good business at a good price**

4

**Industry consolidation**

**Global brewing**

# Our best ideas globally...

1

## Domestic banking

Economic recovery and increased payout ratios; Déjà vu



2

## US housing

Recovery from a severe cyclical correction



3

## European property

Recovery from a severe correction in Europe



4

## Monopolistic type service providers

Earnings growth – a toll on activity



5

## Global beverage companies

Industry consolidation



6

## Alternative Investment Managers

Above normal yield + growth



7

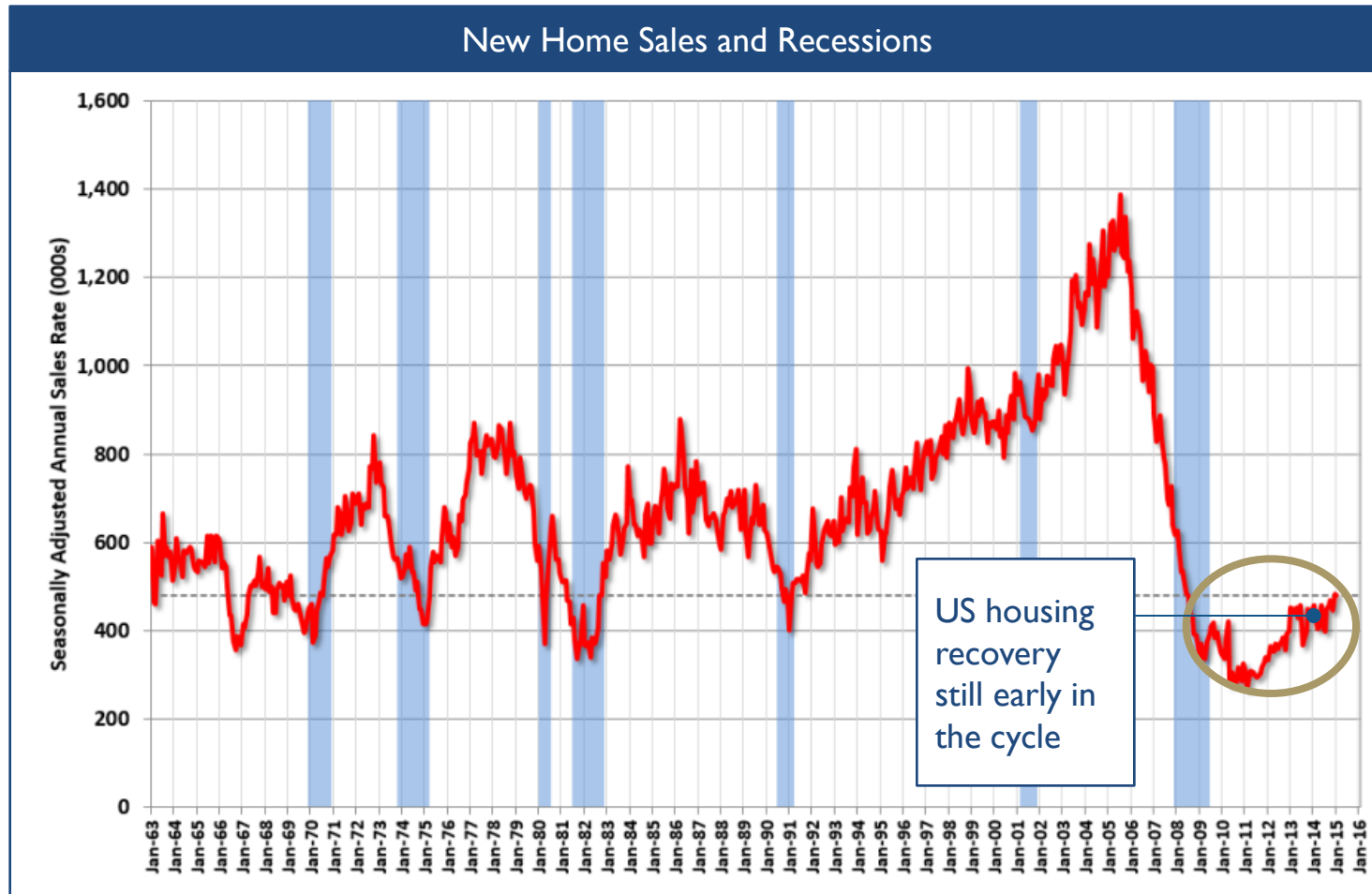
## Macau

Evolution of 4 billion consumers – severe cyclical correction

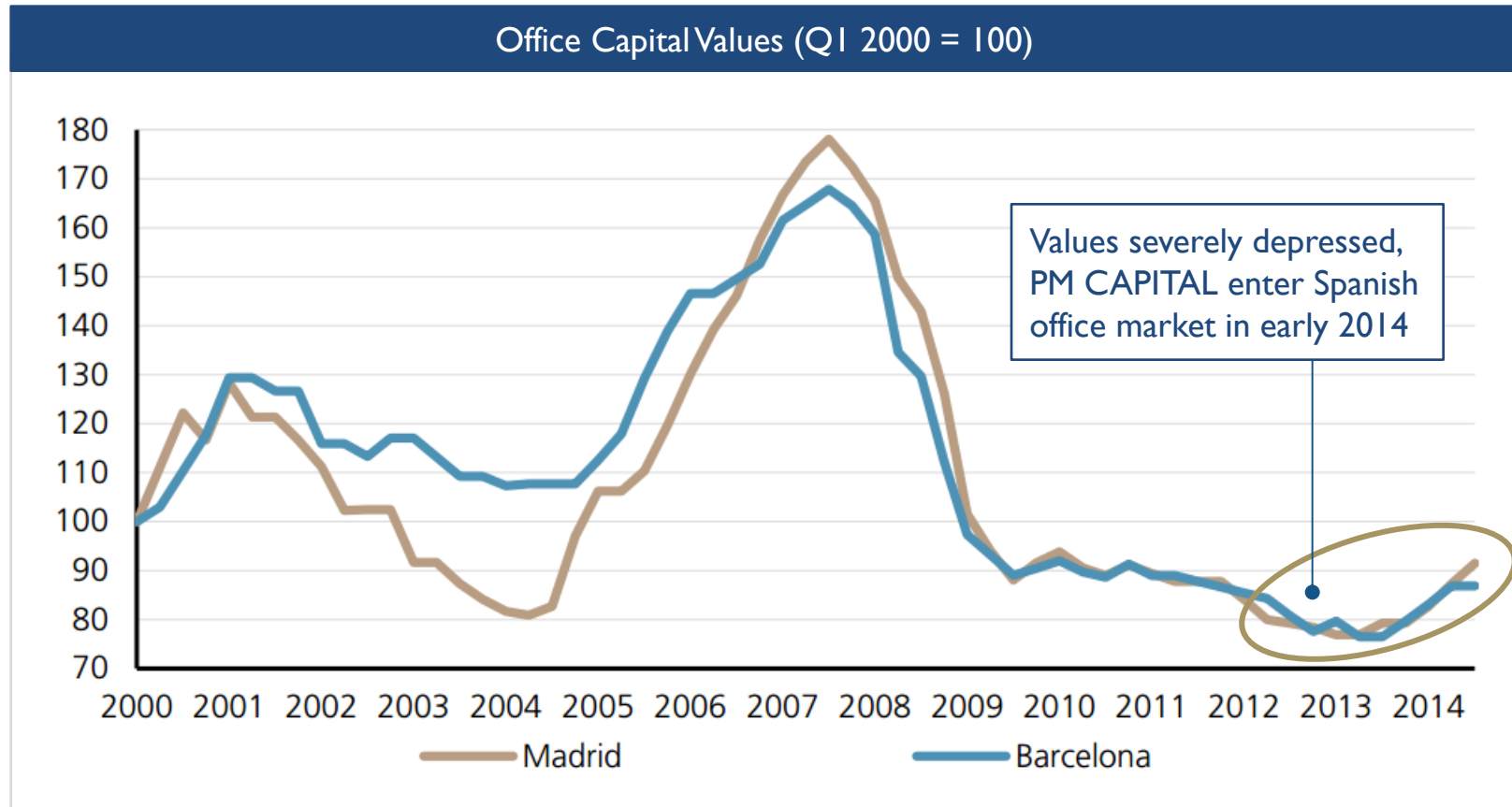




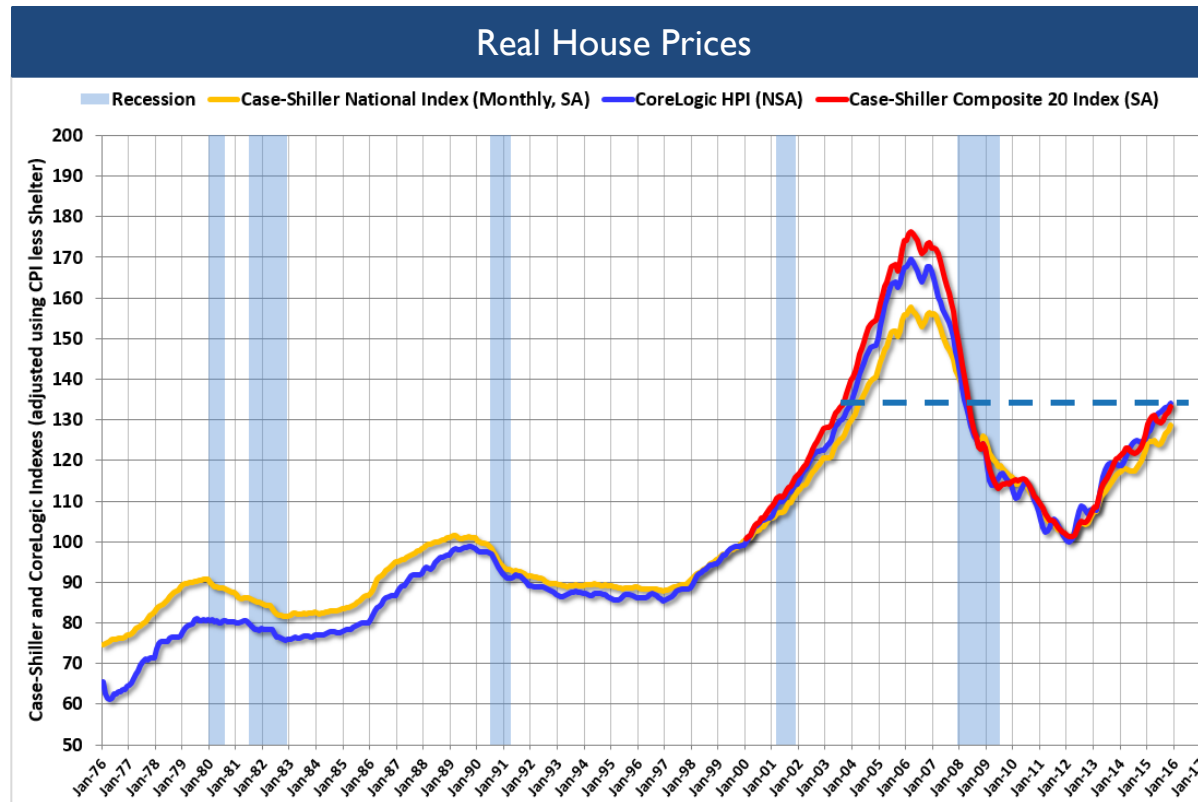
# From crisis comes opportunity



# From crisis comes opportunity



# Update 2016



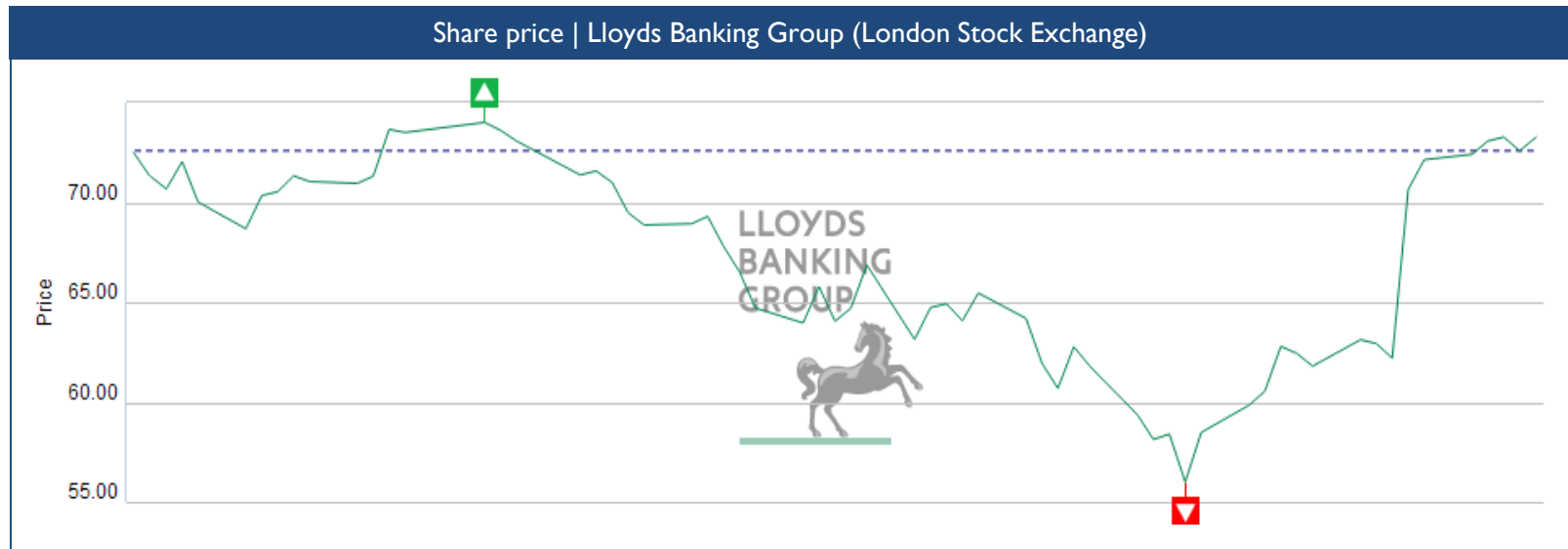
**In 2015, home prices also gained 5 per cent, despite widespread expectations of a Fed interest rate rise, according to the S&P/Case Shiller composite index of prices in 20 metropolitan areas\***

- Las Vegas recovered to more “normal” transaction activity; price levels equating to 2003

# Yield | Domestic banking franchises

FY16 consensus forecasts	Domicile	Market share position	Price to Earnings (P/E)	Price to Book (P/B)
CBA	Australia	1	12.6x	2.0x
Wells Fargo	US	1	11.1x	1.3x
Bank of America	US	2	8.7x	0.5x
Lloyds Bank	UK	1	9.5x	1.1x
ING	Benelux	1	9.8x	0.9x

# Update – 2016



- Lower risk loan book, improved funding profile, +5x the equity = significantly less business risk?
- Macro fear
- 2015 earnings announcement, cash dividend now a reality, 7%+

***Never let the market make you do something you don't want to do***



# Growth | Monopolistic service providers



	5 Year Earnings per Share (EPS) Growth	Market Position
Intercontinental Exchange	17.2%	+90% interest rate futures



VISA / MasterCard	21.3%	#1 global payments
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Google	12.2%	90% search in mobile, 65% in desktop
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# Update 2016



Card transaction volumes and internet search activity continues to grow at double digit rates



Increased velocity of trading on financial futures exchanges, particularly in respect of commodities. Interest rate futures next?

















Industry consolidation; Deutsche Bourse merger with London Stock Exchange

# Industry consolidation | Global brewing

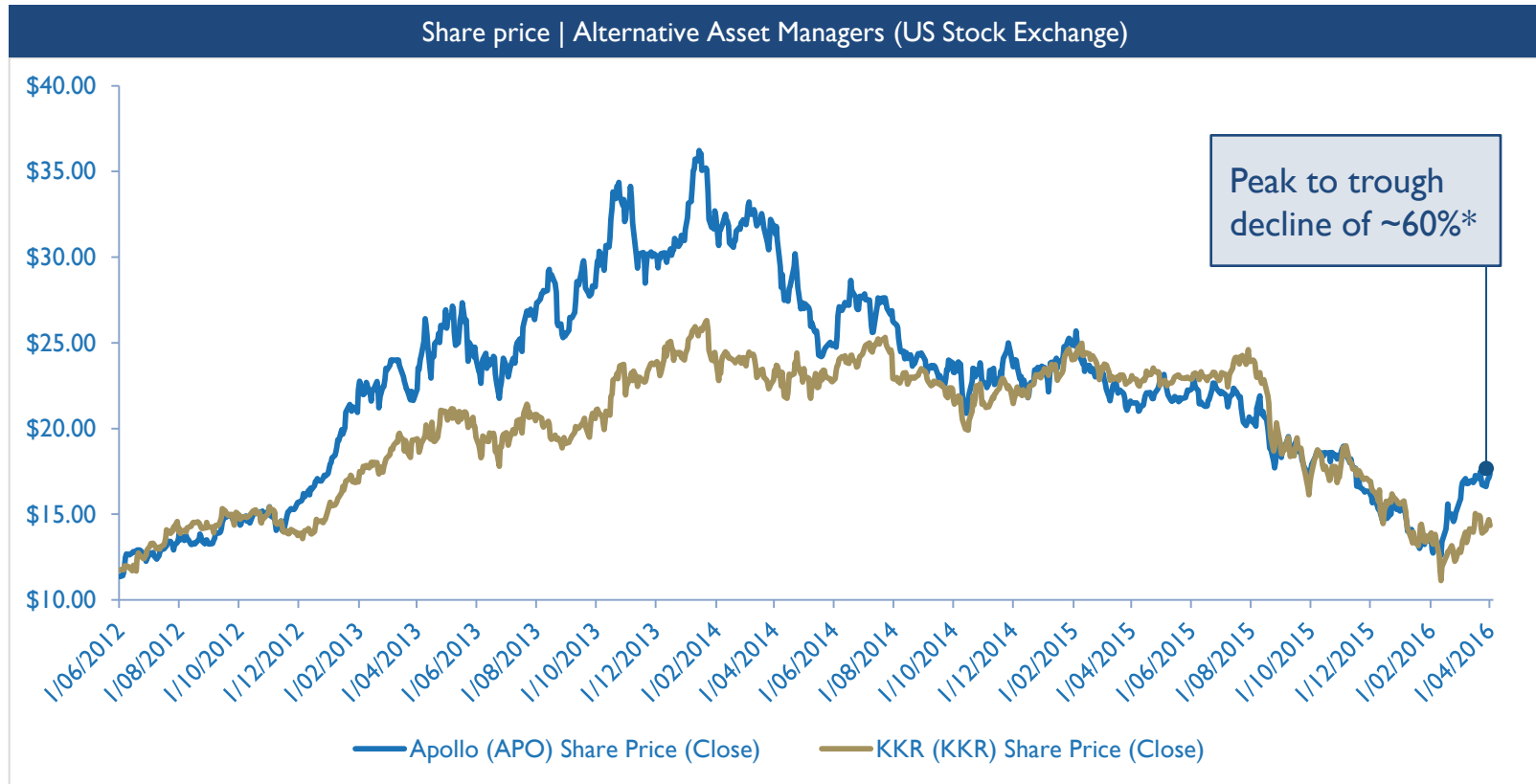


PM CAPITAL Global Companies Fund Historical Positions

	JUN 04	JUN 05	JUN 06	JUN 07	JUN 08	JUN 09	JUN 10	JUN 11	JUN 12	JUN 13	JUN 14	JUN 15	
EUROPE													
Ambev	2%												
Interbrew/Inbev	3%	3%	3%	3%	2%	3%	4%	5%	4%	3%	2%	2%	
Carlsberg	5%	3%	2%										
Scottish & Newcastle PLC			3%	3%									
Heineken Holdings		2%	4%	6%	7%	5%	5%	5%	5%	3%	3%	3%	
SAB Miller									2%				
AMERICAS													
Anheuser Busch Cos Inc				3%	5%								
Molson Brewing	2%												
FEMSA					1%								
Grupo Modelo					4%	3%	2%						
ASIA													
Kirin Brewery	2%	3%		2%									
Asahi Breweries	2%	4%	4%	2%	2%	2%	2%						
HiteJinro					1%	1%	1%	1%	1%				
TOTAL EXPOSURE	16%	15%	16%	19%	22%	14%	14%	11%	12%	6%	5%	5%	
<p>A. Merger with Interbrew      D. Merger with InBev      G. Acquired by Anheuser Busch Inbev</p> <p>B. Merger with Coors      E. Beer business sold to Heineken</p> <p>C. Acquired by Heineken &amp; Carlsberg      F. Acquired by Anheuser Busch Inbev</p>													

□ One simple idea, 15 opportunities over 10+ years

# Alternative Investment Managers



- Severe price adjustment despite significant growth in Assets under management and structural advantage versus traditional asset managers
- Single digit PE, High single digit yields
- Above normal yield + earnings growth

# Macau – from crisis comes opportunity

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## **Simple Business**

Casino – one of our first investments in 1998 - and many since



## **Simple Idea**

Severe cyclical recovery within a long term secular evolution of the Chinese Consumer

- Corruption crackdown on “high rollers”
- Evolution to mass market
- China’s Las Vegas – evolution from corruption and vice to family entertainment

# Summary



Simple  
Ideas



Simple  
Businesses

Google



One  
investment  
proposition,  
many  
iterations



A  
focused  
portfolio

# Agenda

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# Why the Asian Companies Fund?

A differentiated approach to investing in Asia

Rigorous bottom up research = stock pickers portfolio

Global perspective & insights

Index unaware. No conviction = no investment

Asian Companies Fund Top 10 Holdings	Portfolio Weight	MSCI Asia ex Japan Top 10 Holdings	Index Weight
51Job Inc.	7.1%	Taiwan Semiconductor Mfg	4.0%
Donaco International Ltd	6.6%	Samsung Electronics	3.8%
Baidu	5.4%	Tencent Holdings	3.4%
PAX Global	5.4%	China Mobile	2.6%
Zhaopin	4.7%	AIA Group	2.2%
Sinopec Kantons	4.5%	China Construction	1.8%
HSBC	4.0%	ICBC	1.3%
Carlsberg Malaysia	4.0%	Alibaba Group Holdings	1.6%
Tingyi Holdings	3.0%	Hon Hai Precision	1.2%
Astro Malaysia	3.8%	CK Hutchison Holdings	1.2%

Epicentre of global growth over next decade

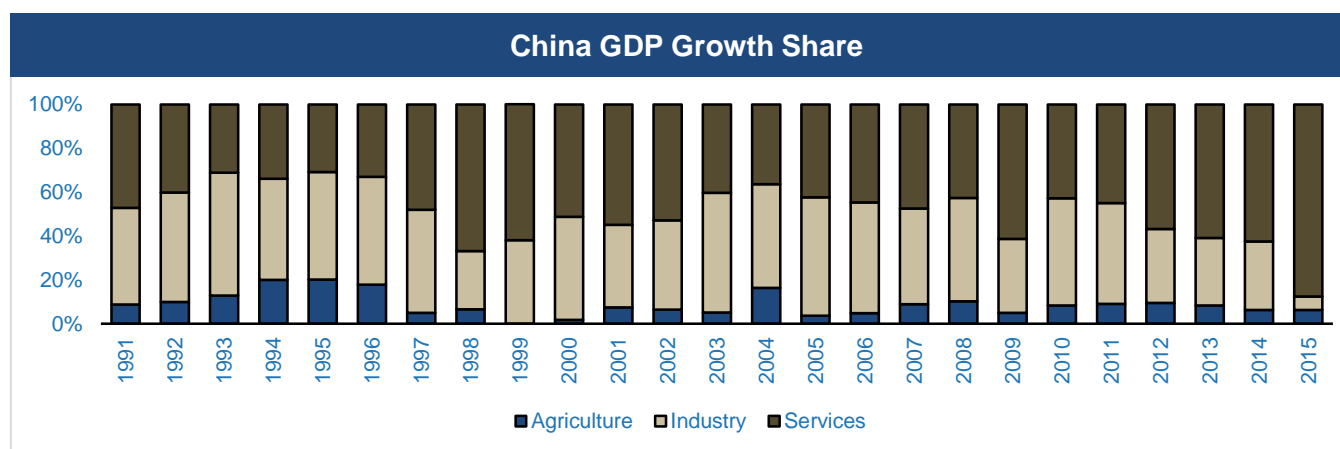
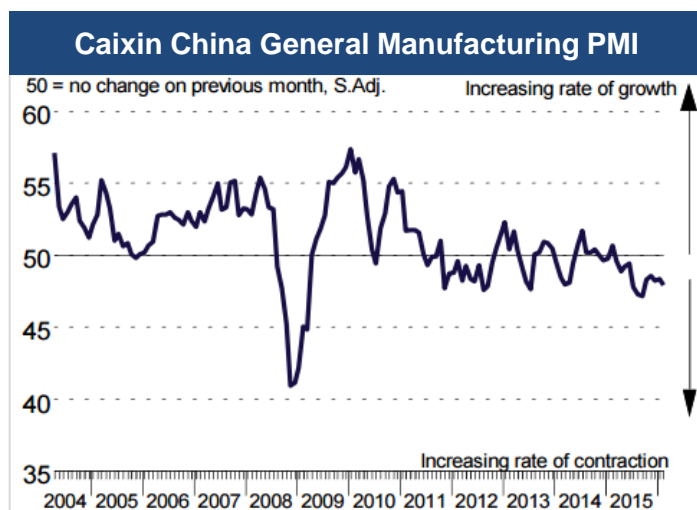
Changing economic structure = stock pickers market

Australia a less relevant proxy



# A changing economic reality in China

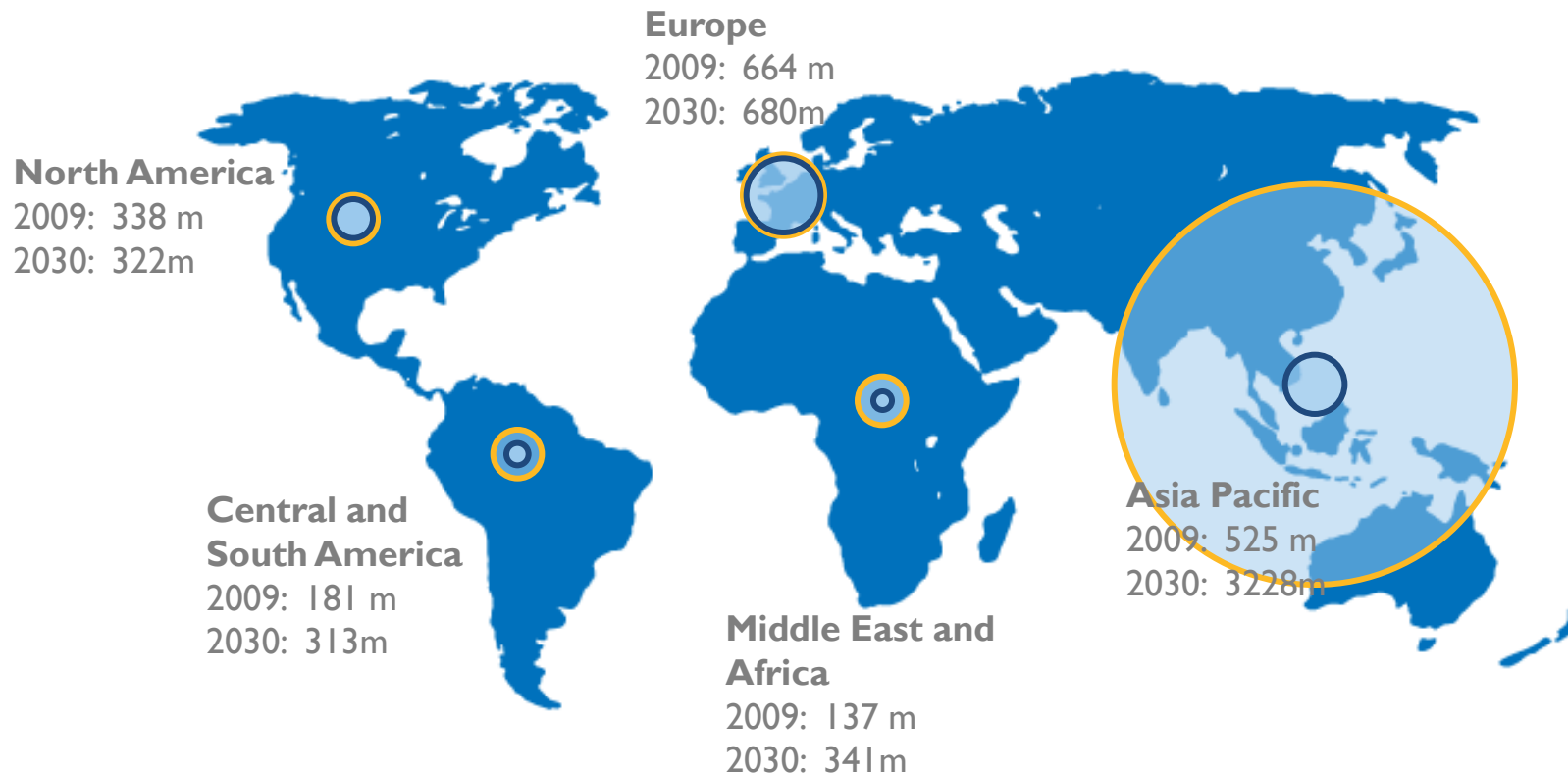
*China's GDP growth composition has shifted but investors still focused on 'old world' economic metrics given index composition*



Service 88% 2015  
GDP growth

# Consumption to drive future growth

***Asia = the fastest growing middle income class globally***



Note: 'Middle class' is defined as those households with daily expenditures between US\$10 and US \$100 per person. The blue border circles and orange border circles depict the size of the middle-class population in 2009 and 2030 respectively.

# Drivers of consumption growth



*Pan-Asia opportunity*

*Group of unique and disparate economic jurisdictions*

1

## **Dominators**

*Large addressable markets w/ low penetration  
i.e. China, India, Indonesia*

2

## **Population growers**

*Countries experiencing rapid population growth  
i.e. ASEAN*

3

## **Urbanisers**

*Large rural populations that are rapidly urbanising  
i.e. India, Vietnam*

4

## **Wage growers**

*Countries with consumers benefiting from growth in wages  
i.e. China*

5

## **Baby Boomers**

*Markets where consumption patterns are transitioning  
i.e. Korea, Taiwan*

# Why now? With crisis comes opportunity!

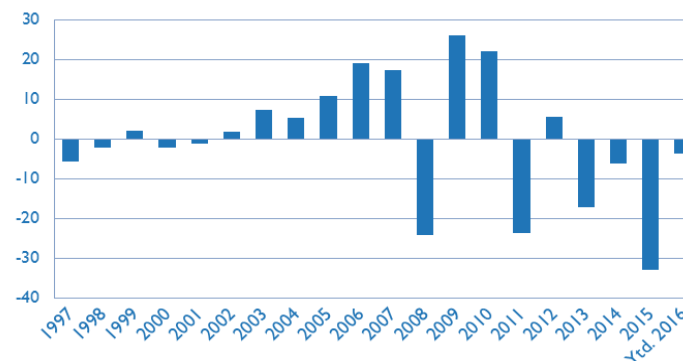
\* **Market factoring in Chinese FAI slowdown**

\* **Top down market mentality = 'sell everything Asia trade'**

\* **Short term macro fears = long term growth opportunity being heavily discounted**

\* **Current valuations at cyclically depressed levels**

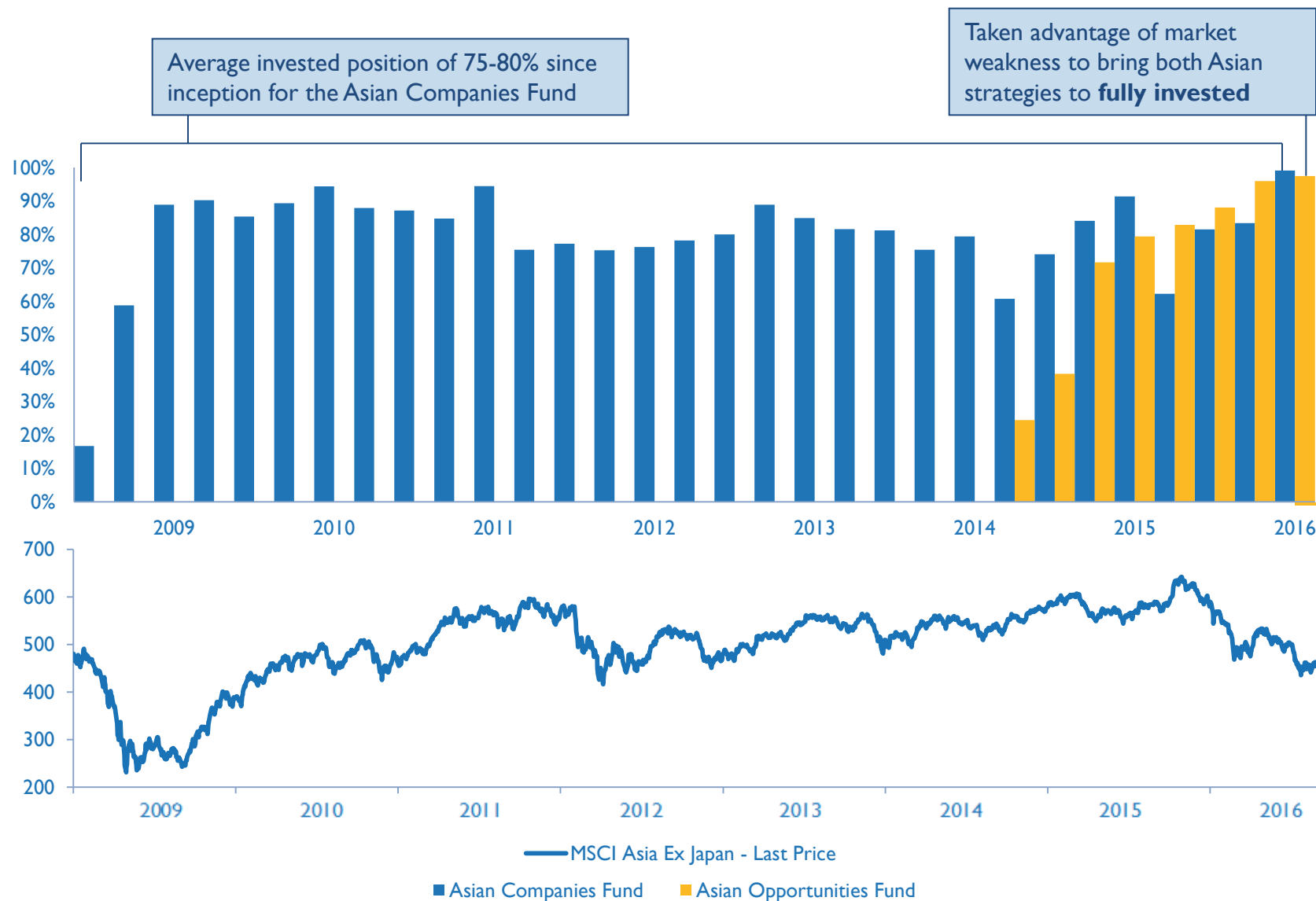
**Fund Flows – EM Asia ex China (US\$Bn)**



**MSCI Asia (ex Japan/China) Trailing P/B**



# Why now? With crisis comes opportunity!



# Our best Asian ideas...



# Our best Asian ideas...

## 1 Online classifieds & e-Commerce

Evolution in content delivery, consumer spending habits and advertising models.



## 2 Gaming

Market liberalisation, rising affluence & non-discretionary spending, improved market accessibility.



## 3 Consumer

Rising affluence, increased distribution reach, premiumisation, market consolidation.



## 4 Infrastructure

Monopoly assets, tolls on activity, quasi consumption plays



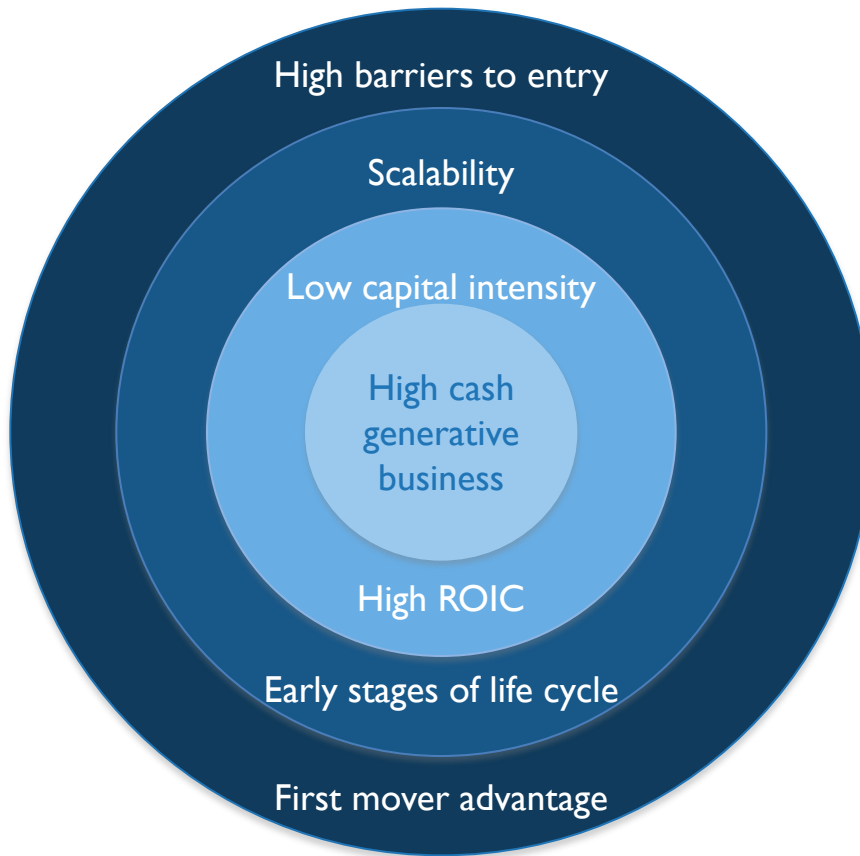
## 5 Technology

Market leaders, IP owners, increased product penetration



# Classified & e-Commerce

## *Attractive business models*



## *A repeatable theme across different sectors*

### **Current holdings\***

- 51Jobs, Zhaopin & 104 Corp. (jobs)
- Autohome Inc. (automotive)
- Baidu (search)


### **Held**

- Ctrip.com (travel)
- iCar Asia (automotive)
- iProperty Group (property)
- Jobstreet (jobs)
- Naver (search)



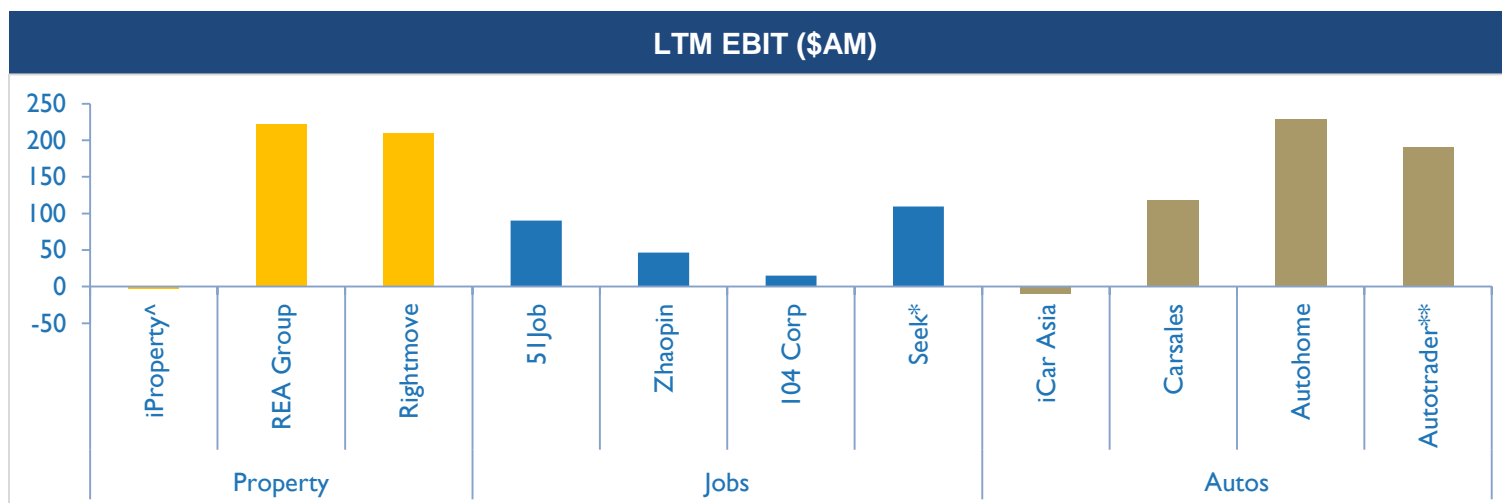
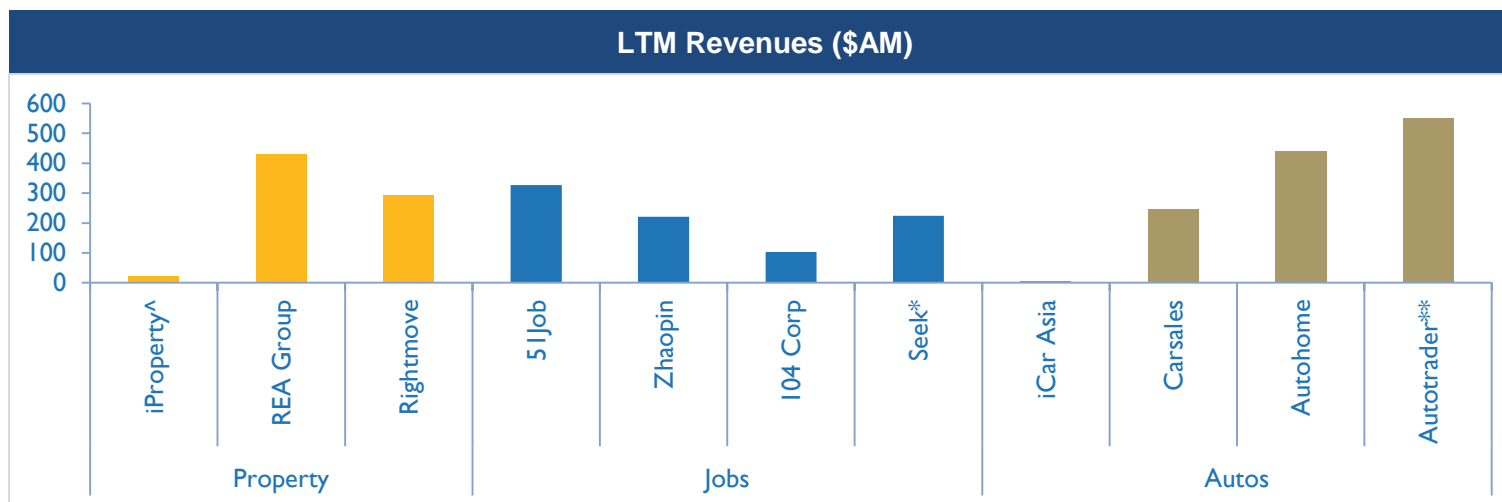
# Classified & e-Commerce

## *Significant corporate activity allowing for rotation of capital overtime*

		
Jobstreet	iProperty	Zhaopin
<ul style="list-style-type: none"> <li>• Online employment classified business acquired by SEEK Ltd. in 2014</li> <li>• A\$580M consideration = 24x EBITDA</li> <li>• Exited position for 187% gain + dividends</li> </ul>	<ul style="list-style-type: none"> <li>• Acquired by REA Group Feb2016</li> <li>• Consideration A\$4 share (A\$750M)</li> <li>• Exited position for 466% gain</li> </ul>	<ul style="list-style-type: none"> <li>• Non-binding proposal by Chinese P/E firm to acquire minority shares in company</li> <li>• US\$17.5 offer price = 30% premium to 2014 IPO price</li> </ul>

# Classified & e-Commerce

*A long term growth opportunity vs. DM peers who are reaching maturity*



# Our best Asian ideas...

## 1 Online classifieds & e-Commerce

Evolution in content delivery, consumer spending habits and advertising models.



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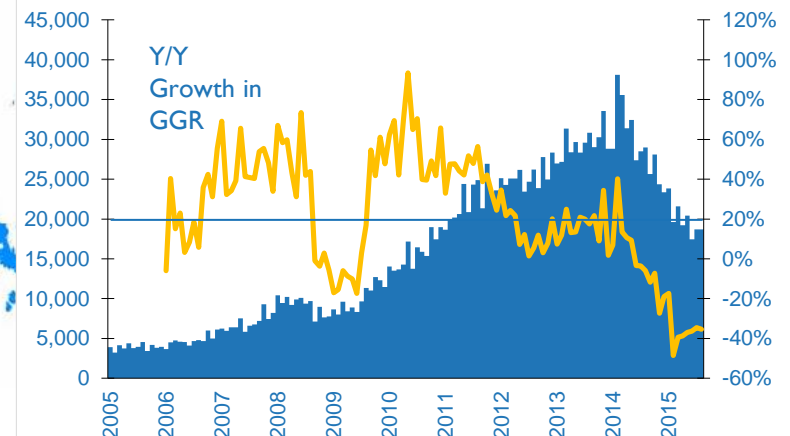


# Gaming



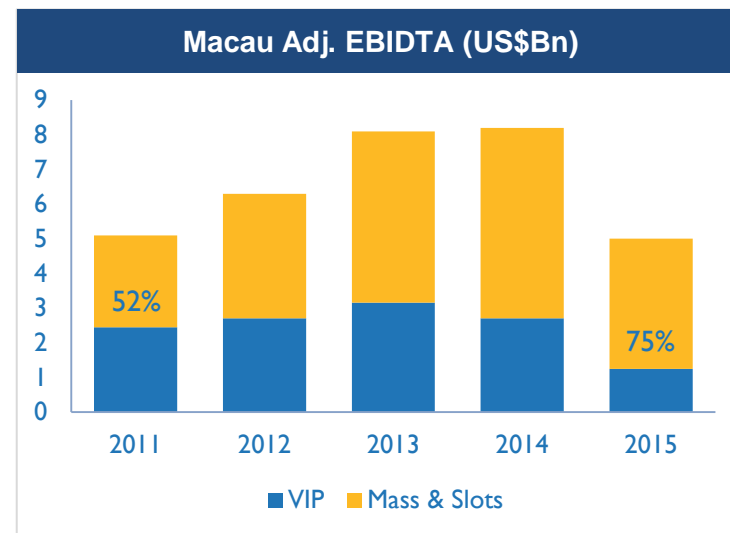
- Pan-regional investment thematic
- Rapid industry evolution as markets across the region liberalise
- Sentiment towards Macau driving investors attitudes to entire sector
- Hit by a perfect storm, gaming revenues down 50% from peak

Macau Monthly Gaming Revenues (Mil Pataca)

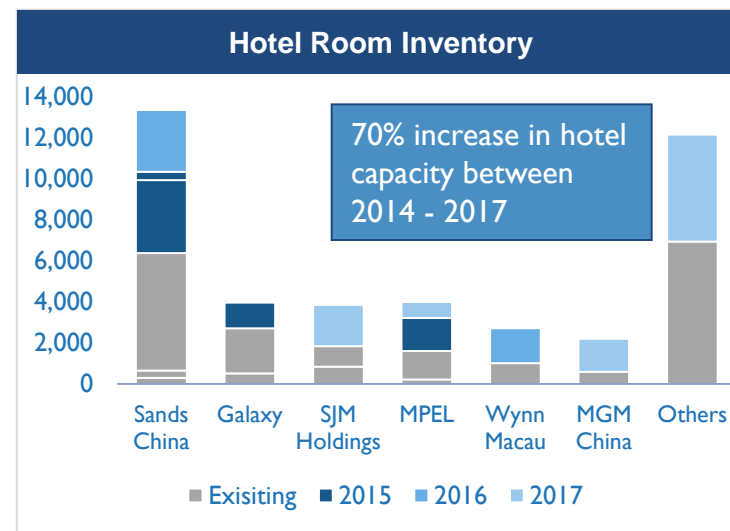


# Gaming – Macau, with crisis comes opportunity

- Mass market to drive future growth
- Significant room to grow penetration
  - Individual Visitor Scheme
  - Infrastructure i.e. high speed rail
  - Hotel room capacity
  - Affordability rebased



	Population (Mil)	Penetration Rate
Guangdong	104	8.65%
Fujian	37	2.43%
Shanghai	23	2.38%
Beijing	20	1.94%
Zhejiang	54	1.29%
Hunan	66	1.14%
Hubei	58	1.15%
Guangxi	46	1.10%
Jiangxi	45	1.01%
Other	940	0.78%
<b>China Total</b>	<b>1393</b>	<b>1.52%</b>



# Gaming – Macau, with crisis comes opportunity

## *Valuations discounting long term opportunity*

- Limited GGR growth in forecasts
- Current valuation implying minimal EBITDA uplift from new capacity
- Significant FCF post 2016

Unit: HK\$ Bn	Wynn Macau	MGM China	Sands China
Enterprise Value - post CAPEX	68.5	53.3	245.3
Required Yield	7.50%	7.50%	7.5%
Implied EBITDA	5.1	4.0	18.4
Current EBITDA	4.5	4.1	16.4
Implied EBITDA (new capacity)	0.6	-0.1	2.0
	13.3%	-2.4%	12.2%
<b>New Capacity</b>			
% incremental hotel rooms	170%	260%	32%
% incremental tables	65%	70%	20%
% incremental slots	220%	130%	61%

***Added to invested position upon weakness over the past 12 months***

# Our best Asian ideas...

1	<b>Online classifieds &amp; e-Commerce</b>	Evolution in content delivery, consumer spending habits and advertising models.	
2	<b>Gaming</b>	Market liberalisation, rising affluence & non-discretionary spending, improved market accessibility.	
3	<b>Consumer</b>	Rising affluence, increased distribution reach, premiumisation, market consolidation.	
4	<b>Infrastructure</b>	Monopoly assets, tolls on activity, quasi consumption plays	 北京首都国际机场股份有限公司 Beijing Capital International Airport Co., Ltd.
5	<b>Technology</b>	Market leaders, IP owners, increased product penetration	

# Diversified thematic for consumer franchises





# The Brewing Industry

- 1 Leveraging global expertise and experience in Asia
- 2 Identification of similar key issues impacting the sector, regardless of the geography
- 3 Witnessed industry evolve globally over 20 years, with Asian Brewers following a familiar pattern of Consolidation and Premiumisation
- 4 High degree of management familiarity – global brewing giants command a significant presence in Asia
- 5 Local knowledge overlay required as one size does not fit all i.e. Malaysia versus China



# Brewers in Malaysia

## Market Background

### Attractive market structure

- Duopoly
- High barriers to entry for new competitors
- Global heritage

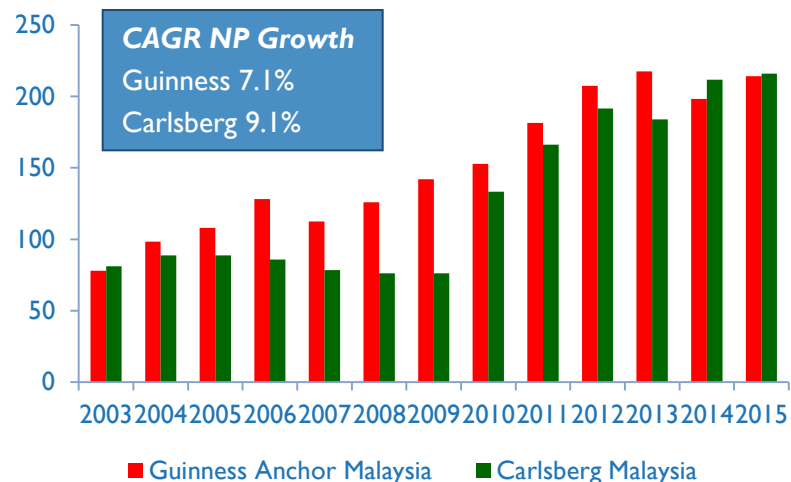
### Created favourable market dynamics

- Premier Brand Portfolio
- Rational pricing environment
- Rational capital allocation

### Which has in turn driven...

- High margins and returns
- Consistent earnings growth

Malaysian Brewers Net Profit History (Mil RM)



**Carlsberg**  
Malaysia

**G·A·B**  
GUINNESS  
ANCHOR  
BERHAD

# Brewers in Malaysia

## Investment thesis today

### Attractive structural backdrop to drive continued earnings growth

- Young population
- Rising income levels
- Premiumisation

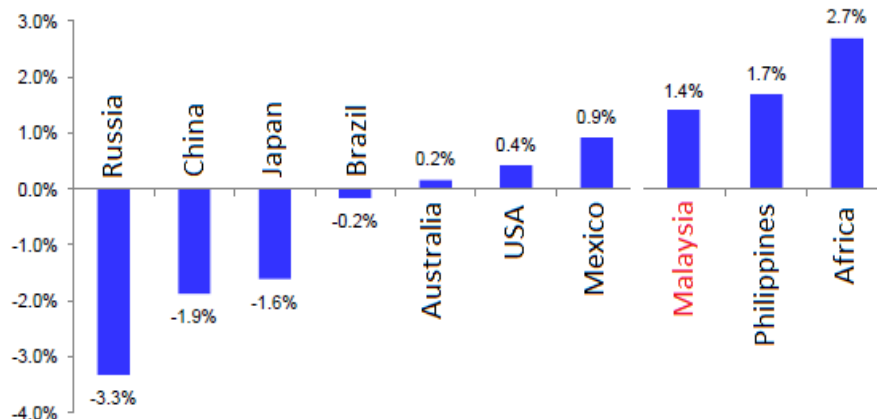
### Attractive valuations

- Ungeared yield 8%
- 100% payout driving 5-6% dividend yields

### Opportunity that created initial entry point?

- Excise tax risks
- Short term consumer sentiment

Est. Population Growth, 20-35 y/o Age Group

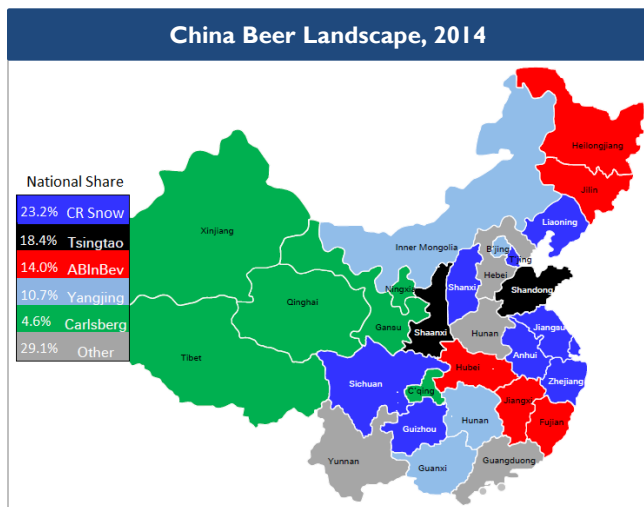


Malaysia Mean Income Levels by State

(RM)	2012	2014	2-yr CAGR (%)
Johor	4,658	6,207	15.4%
Kedah	3,425	4,478	14.3%
Putrajaya	8,101	10,401	13.3%
Melaka	4,759	6,046	12.7%
Perlis	3,538	4,445	12.1%
KL	8,586	10,629	11.3%
Sabah	4,013	4,879	10.3%
Terengganu	3,967	4,816	10.2%
Perak	3,548	4,268	9.7%
Labuan	6,317	7,591	9.6%
Pulau Pinang	5,055	5,993	8.9%
Selangor	7,023	8,252	8.4%
Kelantan	3,168	3,715	8.3%
Pahang	3,745	4,343	7.7%
Negeri Sembilan	4,576	5,271	7.3%
Sarawak	4,293	4,934	7.2%

# China the next consolidation story?

*Historically a competitive market structure with four to five major players*



# Agenda

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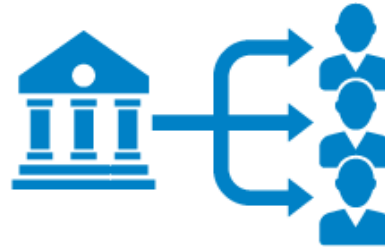
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# LIC Discount



## Time

A 3-5 year + investment



## Increase breadth of interest

Dividend



## Buyback

PMC Investment

**Premium performance at a discount?**  
*What every stock-picker is looking for...*

# Is it rational?

## 1 Historic Gross Performance differential

Performance (net of fees) 29 February 2016	Inception Date	Since Inception p.a.	Total Return Since Inception
<b>Global Companies Fund</b>	<b>10/1998</b>	<b>8.1%</b>	<b>283.4%</b>
<i>MSCI World Net Total Return Index (\$A)</i>		3.4%	77.4%
<b>Asian Companies Fund</b>	<b>07/2008</b>	<b>16.1%</b>	<b>214.7%</b>
<i>MSCI AC Asia ex Japan Net Total Return Index (\$A)</i>		5.6%	52.0%



## 2 ASX redundant and large LIC's can't sell – tax inefficient index fund + inferior investment proposition?

## 3 Free capital at work

# Impact of buying at a premium to NTA vs a discount

**An illustrative example. Assumptions:**

7.5% NTA compound growth rate	15% Discount vs 15% Premium	Normalisation of share price to NTA	5 year horizon
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Starting NTA	Starting Share Price	Year 5 NTA and Ending Share Price	Total Return
\$100	\$115	\$144	25%
\$100	\$100	\$144	44%
\$100	\$85	\$144	65%



# Actions speak louder than words

Date, as at close of market	PM CAPITAL Global Opportunities Fund Limited (PGF)		PM CAPITAL Asian Opportunities Fund Limited (PAF)	
	# of Shares held by PM CAPITAL	% of Total Shares	# of Shares held by PM CAPITAL	% of Total Shares
June 2015	16,464,326	4.74%	12,250,001	22.24%
September 2015	18,164,326	5.23%	12,250,001	22.24%
December 2015	27,064,416	7.79%	12,598,116	22.87%
<b>March 2016</b>	<b>28,163,149</b>	<b>8.11%</b>	<b>12,643,205</b>	<b>22.95%</b>

# Agenda

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Australian banks & resources  
now attractive, can you invest in  
Australian businesses?

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What's the view on AUD and  
what's your current positioning?

# Agenda

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# PAFO considerations

## PAF Options give a right to invest in PAF at \$1.00 per share

- Cease trading 25 May 2016
- Expire 31 May 2016

**If you do nothing your options will expire worthless.**

**While PAF shares are currently trading at \$0.865\*, based on the underlying NTA, options have an inherent\*\* value of between \$0.05 - \$0.07, as follows:**

	As at 31 March 2016		
	NTA per Share	Option Exercise Price	Inherent Option Value
NTA b/f Tax Accruals + Franking Credits	\$1.07	\$1.00	\$0.07
NTA (Before Tax Accruals)	\$1.07	\$1.00	\$0.07
NTA After Tax	\$1.05	\$1.00	\$0.05

# What can I do with my PAF Options (PAFO)?

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**Carefully consider your alternatives and monitor the PAF share price relative to the option exercise price. Option holders have four choices;**

## **1) Exercise your options**

- This entitles you to subscribe for one PAF share at \$1.00 for each option you own. The last date for the exercise and payment is 31 May 2016. If you wish to exercise your options, you may request that Boardroom Pty Ltd send you a Notice of Exercise of Options Form for you to sign and return to Boardroom Pty Limited. Payment can be made by either cheque or BPAY.

## **2) Sell your options ‘on market’**

- In the event you choose not to exercise your options, you may wish to consider selling your options on the ASX. The closing price for PAFO on 1 April 2016 was \$0.001. You may sell your options on market between now and when the options cease trading on 24 May 2016 (last day of quotation).

## **3) Combination of both 1 and 2**

## **4) Do nothing**

- Your options will cease trading on the ASX on 25 May 2016 and expire on 31 May 2016. If you do not exercise or sell your options, they will expire and have no value.

This does not take into account the objectives, financial situation or needs of any investor which should be considered before making an investment decision. You should obtain and consider company announcements at [www.asx.com.au](http://www.asx.com.au) and seek your own financial and tax advice prior to making an investment decision.

# Option Exercise Objectives of the Company

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**The objectives of the Company associated with the additional capital from any exercise of options are to:**

- Lower PAF's fixed costs per share
- Increase the Company's relevance in the market & raise its profile
- Improve liquidity in the market for the Company's shares
- Broaden the shareholder base
- Provide capital for new investment opportunities without selling existing investments

**The aforementioned points combined with increasing tenure as a LIC are typically correlated with closing the share price discount to NTA.**



# Thank you for attending! Here's to another 30 years!

**The investment philosophy** used by your fund manager underpins the success of your investment portfolio. In this article, *Paul Moore*, Executive Vice-President, BT Funds Management, explains our investment philosophy and why we apply it consistently in the face of short-term fluctuations.

