# 

#### MERCHANT FUNDS MANAGEMENT NEWSLETTER

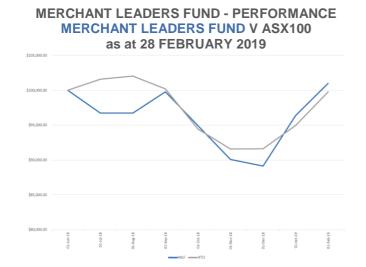
#### **MERCHANT LEADERS FUND**

The Merchant Leaders Fund (MLF or Fund) is performing in line with our expectations. Currently the MLF is up 1% for the Financial Year against an Index (ASX 100) that is down 2.03% over the same period.

Over the last month a number of companies in the MLF portfolio went ex dividend so we are expecting substantial cash flow into the portfolio over the next few weeks. We did not make any portfolio changes in the last month and will look to adjust the portfolio per our investment strategy on April 1<sup>st</sup> in accordance with the portfolio model.

Positive contributions to the MLF came from all companies within the portfolio as the ASX marched toward 12 month highs at the end of February. We elected to sell down a portion of the portfolio during the month with a view to banking profits and the MLF is now sitting on circa 10% in cash and a further 10% in fixed interest type investments, ready for any market pullback.

Whilst the bounce in the market has been relatively quick, we remain cautiously optimistic at the moment and are happy with only approximately 80% of the Fund's assets invested in the ASX at this time.



## ABOUT

### MERCHANT LEADERS FUND

In July 2018, Merchant launched a new fund called the Merchant Leaders Fund. The Merchant Leaders Fund provides clients with broader exposure to Australia's leading companies, using bespoke quantitative analysis to identify stocks in the ASX-100 that are expected to outperform and underperform, with investments made accordingly.

The Fund is intended to generate total returns over and above the ASX 100, after all fees and expenses.

The Merchant Leaders Fund is now open for investors.

The Fund is open for new applicants, with a minimum initial investment amount of A\$100,000.

Unit Price as at 28 February 2019

\$1.0100

#### MERCHANT LEADERS FUND MODEL RESULTS FOR ASX 100

TOP 10 RANKED		BOTTOM 10 RANKED	
South 32 Limited	S32	Transurban Group	TCL
JB HIFI	JBH	Aust. and New Zealand Banking Group Ltd	ANZ
Rio Tinto Limited	RIO	Orica Limited	ORI
Scentre Group	SCG	Healthscope Limited	HSP
Charter Hall Group	CHC	National Australia Bank Limited	NAB
Magellan Financial	MFG	Bank of Queensland Limited	BOQ
Janus Henderson Group PLC	JHG	Newcrest Mining Limited	NCM
Whitehaven Coal Limited	WHC	Spark Infrastructure Group	SKI
BlueScope Steel Limited	BSL	AusNet Services Limited	AST
Dexus	DXS	TABCORP Holdings Limited	TAH

Merchant Funds Management Pty Ltd ACN 154 493 277

A Level 3, 101 St Georges Terrace, Perth WA 6000 P +61 8 6277 0050 | F +61 8 9200 5790 | W www.merchantfunds.com.au Merchant Funds Management Pty Ltd is a Corporate Authorised Representative No. 420444 of Draupner Investment Management Pty Ltd (ACN 112 894 845, AFSL No. 303566).

All information and advice is confidential and for the private information of the person to whom it is provided without any responsibility of liability on any account whatsoever on the part of this firm of any member or employee thereof.



#### **MERCHANT OPPORTUNITIES FUND**

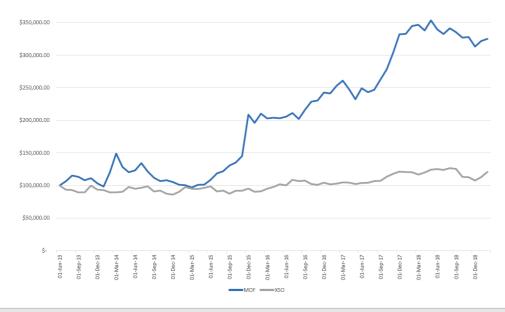
Whilst the bounce in the overall ASX began in early January and extended through February, the XSO (ASX Small Companies Index) remained relatively benign through the same period. The XSO remains down just over 5% for the financial year to date.

The Merchant Opportunities Fund (MOF) has held up well, however it is also down approximately 3% for the same period. We have had pullbacks in a lot of our listed holdings over the 2019 calendar year as liquidity really dried up - with the exception of PolyNovo Limited (PNV) which closed the end of February at \$0.79 per share. We still believe there is more upside left in this company and are not selling at this time.

With the broader market almost back at 2019 FY highs we are expecting the smaller companies index to rally into the end of the financial year as it plays catch up to the bigger blue chip stocks.

We haven't traded the portfolio much in these last 2 months and instead have elected to sit on most of the current holdings into the rally. The exception has been Hills Limited (HIL) which is the company behind the old Hills Hoist. Along with a couple of other investors the MOF has built a 5% holding in this company and will look to engage with management to assist with the quicker transformation of the company and hopefully see the re-valuation of the share price to the levels we believe it is worth from our internal research.

#### MERCHANT OPPORTUNITIES FUND - PERFORMANCE MERCHANT OPPORTUNITIES FUND V ASX SMALL ORDINARIES INDEX as at 28 FEBRUARY 2019



#### ABOUT MERCHANT OPPORTUNITIES FUND

The Merchant Opportunities Fund enables investors to get exposure to early-stage opportunities. This includes both early-stage ASX-listed companies or those soon to be listed. Through our comprehensive and strong networks, the Merchant Opportunities Fund provides investment opportunities that our clients could not necessarily find themselves, such as investing in companies at the pre-IPO stage.

The Merchant Opportunities Fund has consistently outperformed, with returns (after fees) well ahead of the ASX Small Ordinaries Index over a 1-year, 3-year, and a 5-year period.

# Unit Price as at 28 February 2019

\$1.7956

#### DISCLOSURE

Merchant Funds Management Pty Ltd (ACN 154 493 277) is the Manager of Merchant Opportunities Fund, under an agreement with our Responsible Entity, CIP Licensing Limited, AFSL 471728.

Merchant Leaders Fund is a wholesale only Fund managed by Merchant Funds Management Pty Ltd (ACN 154 493 277) under an agreement with CIPL Licensing Limited, AFSL 471728.

This publication has been prepared on behalf of and issued by Merchant Funds Management Pty Ltd (ACN 154 493 277) Corporate Authorised Representative No. 420444 of Draupner Investment Management Pty Ltd (ACN 112 894 845) AFSL No. 303566.

Merchant Funds Management Pty Ltd (Merchant), does not accept any liability for loss or damage suffered or incurred by any person however caused (including negligence) relating in any way to this Newsletter including, without limitation, the information contained in it, any errors or omissions however caused or any person placing any reliance on this presentation, its accuracy, completeness or reliability.

Merchant and its affiliates or any of its directors, agents, officers or employees do not make any representation or warranty, express or implied, as to or endorsement of, the accuracy or completeness of any information, statements, representations or forecasts contained in this Newsletter, and they do not accept any liability for any statement made in, or omitted from, this Newsletter. Merchant accepts no obligation to correct or update the information in this Newsletter.

This Newsletter is intended only to provide a summary and general overview of matters of interest. The Newsletter is not financial product advice, whether personal or general, for the purposes of Section 766B of the Corporations Act. The Newsletter does not involve or imply a recommendation or a statement of opinion in respect of whether to buy, sell or hold a financial product. The information in this Newsletter does not take into account the objectives, financial situation or needs of any person. You should not act on or rely on the contents of this Newsletter before first obtaining professional advice specific to your circumstances.

This Newsletter and contents has been made available in confidence and may not be reproduced or disclosed to third parties or made public in any way without the express written permission of the Fund or Merchant Funds Management Pty Ltd.