

Merlon Wholesale Australian Share Income Fund



Monthly Fact Sheet – July 2017

For queries, please call Adviser Services on 1800 195 853

Performance ⁱ (%)	Month	Quarter	FYTD	Year	3 Years (p.a.)	5 Years (p.a.)	7 Years (p.a.)	10 Years (p.a.)
Fund Total Return (net of fees)	1.4	2.6	1.4	12.7	8.9	12.5	9.4	5.8
ASX200	-0.0	-2.3	0.0	8.7	6.6	12.4	9.8	5.3
Average Daily Exposure	67%	68%	67%	68%	69%	69%	70%	72%
Gross Distribution Yield	0.5	1.5	0.5	7.6	7.7	8.1	9.2	9.3

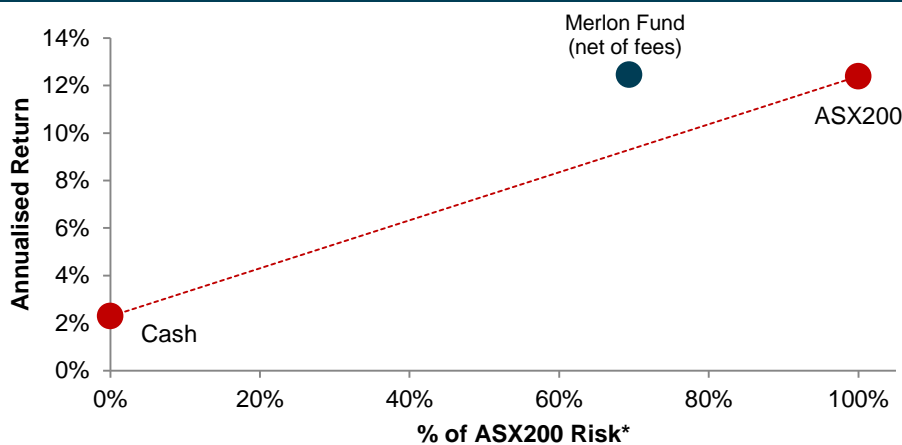
* Past performance is not a reliable indicator of future performance. All returns above are grossed up for franking credits. Portfolio inception date is 30/09/2005.

Monthly Performance Commentary

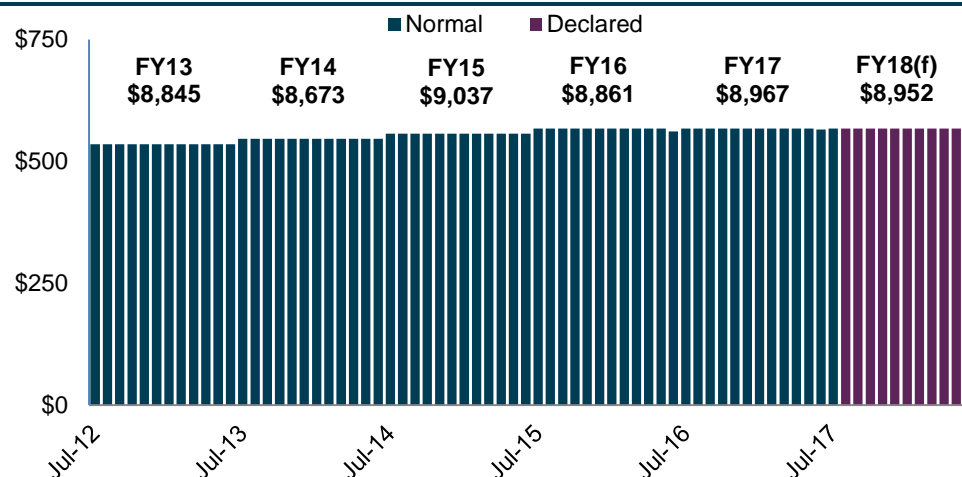
The ASX200 had an uninspiring flat start to the new fiscal year. Strong returns from the large index-weight banking and mining sectors, and a rebound in discretionary retailers, could not offset negative returns across the rest of the market. In particular, industrial and health care companies with large overseas exposures were impacted by the unexpected sharp rise in the Australian dollar.

The Fund performed well, returning 1.4% (net of fees), driven by investments in consumer companies Harvey Norman, Flight Centre, JB Hifi and Metcash. Having minimal exposure to mining companies detracted as did investments in Magellan Financial, Perpetual and Clydesdale Bank. The hedge overlay detracted only 0.1%, reflecting a successful tilt to portfolio holdings that lagged during the month.

Rolling Five Year Performance Historyⁱⁱ



Monthly Income from \$100,000 invested in July 2012ⁱⁱⁱ



Top Ten Holdings (%)

Suncorp Group	5.1
AMP	5.1
ANZ Bank	5.0
Woolworths	5.0
Westpac	5.0
Origin Energy	4.9
News Corp	4.8
Wesfarmers	4.6
Magellan Financial	4.6
QBE Insurance	4.5

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Fund Details		Portfolio Analytics ^{iv}		
Fund size	\$ 510m		Fund	ASX200
Firmwide FUM	\$ 1,376m	Number of Equity Positions	28	200
APIR Code	HBC0011AU	Active Share	74%	0%
ASX Code	MLO02	Net Equity Exposure	68%	100%
Inception Date	30 September 2005	Beta	0.7	1.0
Distribution Frequency	Monthly	EV / EBITDA	9.0x	11.6x
Minimum Investment	\$ 10,000	Price / Earnings Ratio	15.0x	16.8x
Buy / Sell Spread	+/- 0.20%	Trailing Free Cash Flow Yield	5.7%	4.4%

About Merlon

Merlon Capital Partners is an Australian based fund manager established in May 2010. The business is majority owned by its five principals, with strategic partner Fidante Partners Limited providing business and operational support.

Merlon's **investment philosophy** is based on:

Value: We believe that stocks trading below fair value will outperform through time. We measure value by sustainable free cash flow yield. We view franking credits similarly to cash and take a medium to long term view.

Markets are mostly efficient: We focus on understanding why cheap stocks are cheap, to be a good investment market concerns need to be priced in or invalid. We incorporate these aspects with a "conviction score"

About the Fund

The Merlon Wholesale Australian Share Income Fund's investment approach is to construct a portfolio of undervalued companies, based on sustainable free cash flow, whilst using options to overlay downside protection on holdings with poor short-term momentum characteristics. An outcome of the investment style is a higher level of tax-effective income than the broader market, paid monthly, along with the potential for capital growth over the medium-term.

Differentiating Features of the Fund

Deep fundamental research with a track record of outperformance. This is where we spend the vast majority of our time and ultimately how we expect to deliver superior risk-adjusted returns for investors.

Portfolio diversification with no reference to index weights. The benchmark unaware approach to portfolio construction is a key structural feature, especially given the concentrated nature of the ASX200 index.

Downside protection through fundamental research and the hedge overlay. In addition to placing a heavy emphasis on capital preservation through our fundamental research, we use derivatives to reduce the Fund's market exposure and risk by 30% whilst still retaining all of the dividends and franking credits from the portfolio.

Sustainable income, paid monthly and majority franked. As the Fund's name suggests, sustainable above-market income is an outcome of our investment approach and a key objective of the Fund.

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Footnotes

ⁱ Performance (%)

Average Daily Market Exposure is calculated as the daily net market exposure divided by the average net asset value of the Fund.

Fund franking: Month 0.0%, Qtr 0.1%, FYTD 0.0%, Year 1.6%, 3 Years 1.9% p.a., 5 Years 1.9% p.a., 7 Years 2.2% p.a., 10 Years 2.3% p.a.

ASX200 franking: Month 0.0%, Qtr 0.3%, FYTD 0.0%, Year 1.4%, 3 Years 1.5% p.a., 5 Years 1.5% p.a., 7 Years 1.5% p.a., 10 Years 1.5% p.a.

ⁱⁱ Rolling Five Year Performance History

Past performance is not a reliable indicator of future performance. Returns for the Fund and ASX200 grossed up for accrued franking credits and the Fund return is stated after fees as at the date of this report. Merlon Wholesale Australian Share Income Fund franking 2.0% p.a., ASX200 franking 1.5% p.a. % of ASX200 Risk represents the Fund's statistical beta relative to the ASX200

ⁱⁱⁱ Monthly Income from \$100,000 invested in July 2012

Past performance is not a reliable indicator of future performance. Income returns exclude 'bonus income' from above-normal hedging gains of \$849 in FY13 and assume no bonus income in FY17 estimate. Income includes franking credits of: \$2,420 (FY13), \$2,120 (FY14), \$2,356 (FY15), \$2,057 (FY16), \$2,159 (FY17) and \$2,142 (FY18 estimate).

^{iv} Portfolio Analytics

Source: Merlon, Active share is the sum of the absolute value of the differences of the weight of each holding in the portfolio versus the benchmark, and dividing by two. It is essentially stating how different the portfolio is from the benchmark. Net equity exposure represents the Fund's net equity exposure after cash holding's and hedging. Beta measures the volatility of the fund compared with the market as a whole. EV / EBITDA equals a company's enterprise value (value of both equity and debt) divided by earnings before interest, tax, depreciation, and amortization, a commonly used valuation ratio that allows for comparisons without the effects of debt and taxation.

Disclaimer

Any information contained in this publication is current as at the date of this report unless otherwise specified and is provided by Fidante Partners Ltd ABN 94 002 835 592 AFSL 234 668 (**Fidante**), the issuer of the Merlon Wholesale Australian Share Income Fund ARSN 090 578 171 (**Fund**). Merlon Capital Partners Pty Ltd ABN 94 140 833 683, AFSL 343 753 is the Investment Manager for the Fund. Any information contained in this publication should be regarded as general information only and not financial advice. This publication has been prepared without taking account of any person's objectives, financial situation or needs. Because of that, each person should, before acting on any such information, consider its appropriateness, having regard to their objectives, financial situation and needs. Each person should obtain a Product Disclosure Statement (**PDS**) relating to the product and consider the PDS before making any decision about the product. A copy of the PDS can be obtained from your financial planner, our Investor Services team on 133 566, or on our website: www.challenger.com.au. The information contained in this fact sheet is given in good faith and has been derived from sources believed to be accurate as at the date of issue. While all reasonable care has been taken to ensure that the information contained in this publication is complete and accurate, to the maximum extent permitted by law, neither Fidante nor the Investment Manager accepts any responsibility or liability for the accuracy or completeness of the information.