

Product Assessment

Report data as at 31 May 2022
Rating issued on 30 Jun 2022

Smallco Broadcap Fund

VIEWPOINT

The Fund, managed by Smallco Investment Manager Limited (Smallco), provides investors with exposure to a concentrated portfolio of Australian equities. The Fund has relatively wide portfolio constraints and invests across the market capitalisation spectrum. Zenith has a high regard for Smallco given its experienced investment team and robust investment process.

Established in 2000 by Rob Hopkins and Bill Ryan, Smallco is a Sydney-based boutique fund manager that specialises in managing Australian equity strategies. As at 31 March 2022, Smallco managed approximately \$A 843 million firmwide. In response to negative market movements and outflows, Smallco reopened the Fund to new investment in April 2020, after being hard closed since January 2017.

The investment team of seven is led by Hopkins, who is supported by Ryan, Andrew Hokin, Paul Graham, Craig Miller, Adam Simpson and Han Xu. Whilst Hokin is the lead portfolio manager for the Fund, portfolio construction follows a consensus approach. All team members hold stock coverage responsibilities, with a number of key sectors allocated across the team. Outside of the key sectors, team members are given the freedom to cover stocks in any sector. Overall, Zenith considers Smallco's investment team to be highly experienced and well resourced to manage the Fund.

Smallco's investment philosophy is centred on the belief that equity markets are inefficient and that rigorous fundamental research can identify opportunities to generate excess returns. Smallco targets quality companies that are likely to exceed consensus earnings expectations and out of favour companies expected to at least meet earnings expectations. Smallco aims to invest in companies with the potential to double in value over a three-year investment period.

The portfolio construction process is primarily driven by fundamental analysis conducted by the investment team. Smallco constructs the Fund through a benchmark unaware approach. Portfolio guidelines, stock liquidity and downside risk are considered to avoid unintended risks. Zenith is comfortable with Smallco's portfolio construction approach, believing it ensures a strong connection between the output of the security selection process and the resultant weight of the stock in the portfolio.

FUND FACTS

- Holds between 20 and 30 securities
- Portfolio turnover expected to be approximately 40% p.a.
- Can hold up to 50% in cash
- Zenith has assigned the Fund a responsible investment classification of **Aware**

APIR Code

ASC0003AU

Asset / Sub-Asset Class

Australian Shares
All Cap

Investment Style

Growth

Investment Objective

To outperform the S&P/ASX 300 Accumulation Index (after fees) by 5% p.a. over rolling three-year periods.

Zenith Assigned Benchmark

S&P/ASX 300 (Accum)

Net Returns (% p.a.)

	5 yrs	3 yrs	1 yr
Fund	10.67	7.28	-0.51
Benchmark	8.98	8.02	4.72
Median	8.75	7.28	0.99

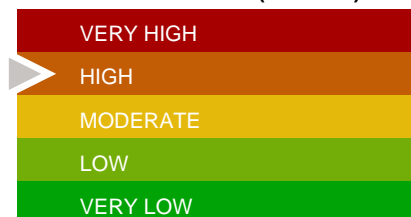
Income (% p.a.)

	Income	Total
FY to 30 Jun 2021	9.51	45.40
FY to 30 Jun 2020	5.63	-9.86
FY to 30 Jun 2019	9.61	8.00

Fees (% p.a., Incl. GST)

Management Cost: 1.20%
Performance Fee: 15% of the outperformance (after fees) of the S&P/ASX 300 Accumulation Index, subject to the recoupment of all prior benchmark underperformance

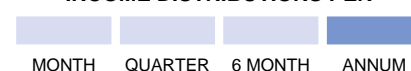
ABSOLUTE RISK (SECTOR)



RELATIVE RISK (FUND WITHIN SECTOR)



INCOME DISTRIBUTIONS PER



INVESTMENT TIMEFRAME



APPLICATIONS OF INVESTMENT

SECTOR CHARACTERISTICS

The Zenith 'Australian Shares – Large Companies' sector consists of long-only strategies investing in the Australian equities asset class. The sector incorporates both benchmark aware and benchmark unaware strategies and focuses predominantly on stocks with large market capitalisations. The sector is one of the most competitive in the investment landscape, based on the number of managers and strategies available to investors. Despite the competitiveness of the sector, active management has historically added value, with the median active manager outperforming a passive index over the longer term.

Zenith benchmarks all funds in this sector against the S&P/ASX 300 Accumulation Index. However, many managers in this sector benchmark themselves against the S&P/ASX 200 Accumulation Index. Both indices are market-capitalisation weighted, resulting in companies with the largest market capitalisations receiving the largest weightings. Over the longer term, Zenith believes there will be minimal difference between the return profiles of these indices.

The Australian equities asset class, as represented by the S&P/ASX 300 Index, is highly concentrated and narrow. Zenith considers a company to be large cap if it falls within the S&P/ASX 50 Index, with companies falling within the S&P/ASX 51 to 100 considered mid cap. All stocks outside of the S&P/ASX 100 Index are considered small capitalisation stocks.

As at 31 May 2022, the Financials and Materials sectors combined represented a significant portion of the S&P/ASX 300 Accumulation Index, with the Financials sector accounting for approximately 28% of the Index, and Materials approximately 26%. In addition, the top 10 stocks represented approximately 45% of the Index.

PORTFOLIO APPLICATIONS

In general, compared to most other asset classes, equities offer investors the opportunity for higher capital growth over the longer term with some income. However, this higher growth is also often associated with higher volatility. Therefore, it is recommended that investors adopt a longer timeframe when investing in equities.

Investors should also be cognisant of the fact that the Australian equity market is relatively concentrated, with the Materials and Financials sectors dominating the market. The market also only represents approximately 2% of global equity markets (in terms of market capitalisation). Therefore, to mitigate this concentration risk it is highly recommended that investors diversify their investments across asset classes, both domestically and globally.

The Fund adopts a benchmark unaware approach, which is expected to exclude or be underweight large segments of the market (resources sector, biotechnology sector and industries Smallco deems to be structurally challenged) from the portfolio. In addition, the Fund typically has a meaningful exposure to small capitalisation stocks, averaging exposure of 35% to stocks outside of the S&P/ASX 100 Accumulation Index since inception.

Given these characteristics, Zenith believes the Fund offers

significant diversification benefits when blended with other Australian equity funds and it can improve the risk/return profile of an overall portfolio. Investors need to be aware that performance can diverge significantly from the benchmark.

The Fund is likely to exhibit characteristics in common with other more traditional growth-orientated offerings. Manager-specific risk can be mitigated by blending the Fund with other Australian equity funds. As such, the Fund could be blended with style-neutral or value-orientated Australian equities products to achieve a more diversified exposure to the Australian equity sector.

The Fund's portfolio turnover is expected to be approximately 40% p.a., which Zenith considers to be low. Smallco was not able to provide any insight on the proportion of expected turnover attributed to the resizing of existing positions and that which is due to initiating and closing positions. Given this expected level of turnover, the majority of the Fund's returns are expected to be delivered via capital appreciation in the unit price, rather than through the realisation of capital gains in income distributions. In addition, realised capital gains are highly likely to be eligible for the capital gains tax discount. As such, holding all else equal, the Fund may be more appealing to investors who are high marginal tax rate payers as it will result in superior after-tax return outcomes.

RISKS OF THE INVESTMENT

SECTOR RISKS

Funds within the 'Australian Shares – Large Companies' sector are exposed to the following broad risks:

MARKET & ECONOMIC RISK: As is the case with all long-only Australian equities funds, the biggest risk to performance is a sustained downturn across the Australian share market. In addition, changes in economic, social, technological or political conditions, as well as market sentiment, could also lead to negative fund performance. This risk can be significantly reduced by investors adhering to a Fund's prescribed investment time frame.

SPECIFIC SECURITY RISK: This is the risk associated with an individual security. The price of shares in a company may be affected by unexpected changes in that company's operations such as changes in management or the loss of a significant customer.

LIQUIDITY RISK: This is the risk that a security or asset cannot be traded quickly enough due to insufficient trading volumes in the market. When trading volumes are low, sellers can significantly impact the price of a security when attempting to quickly exit a material position.

STYLE BIAS RISK: Australian equity managers will either employ a growth, value or neutral (combination of value and growth) style approach to investing, with each style potentially conducive to certain market conditions. As with market risk, investors should adhere to the Fund's investment time frame to mitigate the impact of short-term market movements and style impact.

CAPACITY RISK: High levels of funds under management (FUM) can present additional challenges to an Australian equity manager, as high FUM has the potential to hamper the

manager's ability to trade efficiently and/or be forced to disclose substantial shareholdings to the market (most common in smaller companies).

REGULATORY RISK: The ASIC Regulatory Guide 97 'Disclosing Fees and Costs in Product Disclosure Statements and Periodic Statements' came into effect on 1 October 2017 and seeks to establish a common framework for disclosing fees with respect to registered managed investment schemes issued to retail investors.

In November 2019, ASIC released its final recommendations, with proposed changes to be phased in from 30 September 2020, with all Funds required to be compliant by 30 September 2022.

In its current form, RG97 will not impact the actual costs (or after fee returns) on existing investments. Rather, the guide is focused on providing increased transparency with respect to the costs of management. Given this, it is feasible that under RG97, investors become more sensitive to the costs charged and seek lower cost alternatives, potentially leading to fund outflows.

FUND RISKS

Zenith has identified the following key risks of the Fund. Although Zenith believes the risks noted are all significant, we have listed them in order of importance. In addition, we have not intended to highlight all possible risks.

KEY PERSON RISK: As with any boutique manager, Zenith views key person risk at Smallco to be high. Zenith believes Rob Hopkins, Bill Ryan and Andrew Hokin are critical members of the investment team, with a departure being a significant loss to the firm, triggering an immediate review of the Fund's rating.

Zenith acknowledges the material equity stake of all three members in the business and we believe that this mitigates the risk of a departure over the medium term. In addition, we believe there is sufficient depth in the team to take over the daily management of the Fund should Smallco experience a material departure. Zenith notes that there have not been any departures from the firm since its inception.

CAPACITY RISK: Excessive levels of funds under management (FUM) can inhibit a manager's ability to trade portfolio positions effectively and may therefore limit outperformance potential. As at 31 March 2022, Smallco managed approximately \$A 843 million firmwide. Overall, Zenith does not believe the Fund is currently impacted by capacity limitations.

In response to negative market movements and outflows, Smallco reopened the Fund to new investment in April 2020 after being hard closed since January 2017. Zenith notes that Smallco has a strong track record of prudently managing capacity, having previously closed the Fund at conservative levels of FUM. Notwithstanding this, Zenith will continue to monitor Smallco's level of FUM to ensure that increasing levels do not begin to negatively impact performance.

RELATIVE PERFORMANCE RISK: Zenith notes that the Fund is more concentrated than many Australian equities peers. Zenith believes that a concentrated portfolio has greater exposure to stock-specific risk than more diversified strategies

and, as such, investors should be cognisant that the Fund may experience capital volatility in excess of a more diversified strategy. In addition, given that the Fund follows a benchmark unaware investment approach, its performance may diverge substantially from the benchmark and peers.

TEAM FOCUS RISK: While Zenith believes Smallco's team is sufficiently resourced and experienced, we note that the team is also responsible for other strategies within the business. As such, Zenith believes that the team's research focus may be diluted. However, we note that there is a high level of overlap between the strategies, which somewhat mitigates our concerns.

QUALITATIVE DUE DILIGENCE

ORGANISATION

Established in 2000 by Rob Hopkins and Bill Ryan, Smallco Investment Manager Limited (Smallco) is a Sydney-based boutique fund manager that specialises in managing Australian equity strategies. Smallco's boutique structure allows for equity participation amongst the broader team, which Zenith believes is a positive, as it allows for closer alignment of interests between the investment team and investors in the Fund while also serving as a staff retention mechanism.

Although Smallco previously engaged Gateway Financial Marketing for the provision of retail distribution services, we note that this partnership ended in early 2020. Zenith believes Smallco would benefit from distribution support, allowing the investment team to focus on research and portfolio management efforts.

As at 31 March 2022, Smallco had approximately \$A 843 million in funds under management.

As at the same date, Smallco managed approximately \$A 249 million in the strategy, all of which was in the Fund.

INVESTMENT PERSONNEL

Name	Title	Tenure
Rob Hopkins	Managing Director/ Portfolio Manager	22 Yr(s)
Bill Ryan	Executive Director/ Portfolio Manager	22 Yr(s)
Andrew Hokin	Portfolio Manager	14 Yr(s)
Paul Graham	Portfolio Manager	8 Yr(s)
Craig Miller	Portfolio Manager	17 Yr(s)
Adam Simpson	Portfolio Manager	4 Yr(s)
Han Xu	Portfolio Manager	3 Yr(s)

The investment team of seven is led by Rob Hopkins, who is supported by Bill Ryan, Andrew Hokin, Paul Graham, Craig Miller, Adam Simpson and Han Xu.

Founding members, Hopkins and Ryan, have 36 and 26 years of industry experience, respectively. Hopkins was the Head of Small Companies Research at Macquarie Equities, BT Alex Brown, ANZ Securities and Macintosh. Ryan worked together with Hopkins at ANZ Securities for a number of years.

Prior to joining Smallco in July 2007, Hokin held a senior position within Macquarie Equities. Zenith believes Hokin has improved the rigour of the investment process since his arrival, introducing a quality rating system to the security selection process.

Graham joined Smallco in June 2014 having held senior positions at Nomura, Credit Suisse and Citigroup.

Miller has over 17 years of industry experience. In addition to his analytical responsibilities, Miller is responsible for a significant portion of the firm's business development, client servicing and compliance responsibilities.

Simpson and Xu are the latest additions to the team, having joined Smallco in July 2017 and November 2018, respectively. Prior to joining Smallco, Simpson worked at Macquarie Equities for a period of 15 years where he was most recently the Head of Emerging Leaders Research. Xu previously worked as an analyst at Ellerston Capital for three years and, prior to that, a sell-side analyst at UBS for nine years. Zenith notes that Smallco has continued to bolster team resourcing, which we view favourably.

All team members hold stock coverage responsibilities, with a number of key sectors allocated across the team. Outside of the key sectors, team members are given the freedom to cover stocks in any sector.

Whilst Hokin is the lead portfolio manager for the Fund, portfolio construction follows a consensus approach.

The team has remained stable, with no staff departures since Smallco's inception. Where applicable, each team member is entitled to a profit-sharing arrangement that is commensurate with their equity/shadow equity holding, which Zenith believes provides a strong incentive to remain with the firm, at least over the medium term.

Overall, Zenith considers Smallco's investment team to be highly experienced and well resourced to manage the Fund.

INVESTMENT OBJECTIVE, PHILOSOPHY AND PROCESS

The Fund's objective is to outperform the S&P/ASX 300 Accumulation Index (after fees) by 5% p.a. over rolling three-year periods. Smallco intends to achieve this investment objective whilst delivering an Information Ratio in excess of 1.

Smallco's investment philosophy is centred on the belief that equity markets are inefficient and that rigorous fundamental research can identify opportunities to generate excess returns. Smallco targets quality companies likely to exceed consensus earnings expectations or out of favour companies expected to at least meet earnings expectations. Smallco aims to invest in companies with the potential to double in value over a three-year investment period.

Whilst the Fund's investment process is predominantly fundamental in nature, Smallco also seeks to add value via a macroeconomic overlay that is used as a source of idea generation and feedback loop.

SECURITY SELECTION

Smallco focuses its research on stocks with market capitalisations between \$A 100 million and \$A 500 million, as it believes this segment of the market is both relatively under-

researched and possesses sufficient liquidity.

Smallco is generally cautious when investing in stocks with market capitalisations of less than \$A 100 million, given the high level of earnings risk and generally less developed financial discipline and reporting. In addition, Smallco typically excludes resources stocks, biotechnology sector and other industries it deems to be structurally challenged as it believes such earning streams are too difficult to forecast with sufficient accuracy.

Smallco seeks to identify quality companies that exhibit the following characteristics:

- Strong cash flow
- High return on funds employed
- Attractive earnings outlook
- Strong competitive advantage
- Strong board and good management

Meetings with senior company management form a key part of the security selection process. The aim of the research process is to produce an internally-generated target price that reflects the company's long-term intrinsic value. Target prices are compared against current market prices to determine a stock's upside.

Smallco's valuation process incorporates a combination of the following metrics that are based on three-year forecasts:

- Price-to-cashflow
- Price-to-earnings
- Earnings before interest, taxes, depreciation and amortisation

To aid idea generation and to serve as a feedback loop, Smallco utilises a macroeconomic overlay to make an assessment of the economy.

A quality rating system is utilised to prevent the portfolio from holding an excessive number of lower quality stocks. Every stock considered by the investment team is assigned a numerical rating from 0 to 10 based on its quality and cyclical nature, with 10 being the most attractive. Smallco introduced the quality rating system after the Fund experienced a significant drawdown during 2008 and 2009.

Portfolio holdings and potential candidates for inclusion are subject to a rigorous peer-review process.

Overall, Zenith believes the security selection process adopted by Smallco is sufficiently robust and that the research conducted by the investment team is comprehensive.

PORTFOLIO CONSTRUCTION

The portfolio construction process is primarily driven by fundamental analysis conducted by the investment team. Smallco constructs the Fund through a benchmark unaware approach, with the number of positions and weightings a function of investment opportunities.

The portfolio construction approach allows for the team's best ideas based on their risk/return profiles and the team's conviction levels to be represented in the Fund. Portfolio guidelines, stock liquidity and downside risk are also considered.

The size of an individual position is dependent upon its target

price and quality rating. As a guide, initial position sizes of 3%, 5% or 7% will be implemented based on a combination of these two factors.

In July 2016, Smallco changed the investment strategy to allow the Fund to invest up to 40% in securities with market capitalisations under \$A 1 billion. Previously, the Fund was permitted to invest 40% outside the S&P/ASX 100 Index. Smallco specified that this change was to enable the Fund more flexibility in its security selection. Specifically, larger stocks outside the S&P/ASX 100 were unable to be held at optimal weights due to the 40% limit being utilised by other attractive opportunities further down the market capitalisation spectrum. Zenith believes this change was appropriate and retains conviction in Smallco's ability to generate excess returns.

As part of the portfolio construction process, an overall weighted average quality rating is calculated for the portfolio. The weighted average portfolio rating is not permitted to fall below 4, Smallco's assessment of the market average. In addition, Smallco employs a 25% limit on the Fund's total exposure to companies rated 3 or less. Zenith believes the presence of the quality rating system promotes discipline and mitigates the risk of the portfolio being overly exposed to lower quality stocks.

Zenith notes that in 2016, the Fund's investment strategy was changed to allow the Fund's exposure to illiquid stocks to increase to 30%, which was previously 25%. Smallco defines an illiquid holding as one in which it owns greater than 75% of the security's average monthly market volume. Given the Fund typically holds a material exposure to small capitalisation securities, Zenith believes the previous limit of 25% was more appropriate.

The Fund typically holds between 20 and 30 securities, Whilst cash can be held up to a maximum of 50%, it has averaged approximately 20%. Zenith believes that actively managed equities funds should remain fully invested and that the asset allocation decision should be left to the individual investor.

Portfolio holdings will be sold, reduced or reviewed under the following circumstances:

- Smallco's valuation target has been achieved
- The investment thesis has changed
- Availability of superior investments
- To stay within the Fund's portfolio construction constraints

Smallco does not make tactical asset allocation decisions, with the Fund's equity exposure primarily a result of available investment opportunities. Zenith notes that this differs from some of the Fund's peers, where tactical allocations between equities and cash can be made to suit the prevailing market conditions as an additional source of value add.

Portfolio turnover expected to be approximately 40% p.a.

Zenith is comfortable with Smallco's portfolio construction approach, believing it ensures a strong connection between the output of the security selection process and the resultant weight of the stock in the portfolio.

RISK MANAGEMENT

Portfolio Constraints	Description
Security Numbers	20 to 30
Absolute Stock Weight (%)	max: 20% (max: 15% at time of purchase)
Sector Exposures	Must hold stocks across at least 4 sectors
Securities under \$A 1 billion market cap (%)	max: 40%
Exposure to Illiquid Stocks (%)	max: 30%
Cash (%)	max: 50%
Portfolio Turnover (% p.a.)	40% p.a. (Expected)
ESG Constraints - Excluded Sectors	N/A

The Fund's formal risk management constraints, as outlined above, are broad and provide Smallco with significant scope to achieve its investment objective.

Investors should be aware of the concentrated nature of the Fund and relatively generous limit relating to maximum individual security weights. Given the Fund typically holds a material exposure to small capitalisation securities, Zenith believes a more conservative position limit should be in place.

Smallco defines an illiquid holding as a holding in which it owns greater than 75% of the security's average monthly market volume. Zenith believes that Smallco's assessment of stock liquidity is less conservative than peers. Investors should be aware that during a significant market event the liquidity profile of the Fund could be sub-optimal, leading to potential capital impairment.

Smallco's detailed fundamental approach to stock selection, including the quality rating system, acts as the main tool for mitigating the risk of poor stock selection.

Formal internal meetings occur on a monthly basis to monitor the portfolio's characteristics, exposures and market events. However, given the flat investment team structure, Zenith notes that communication amongst the team occurs on an ongoing basis.

Overall, Zenith believes Smallco's risk management processes are adequate, particularly given the detailed due diligence conducted as part of the security selection process. However, investors should be aware there is a significant reliance on the judgement and skill of Smallco's investment team in managing investment risk.

Responsible Investment Approach

Smallco does not have an established Responsible Investment Policy and is not a signatory of the United Nations-supported Principles for Responsible Investment (PRI).

In addition to the environmental, social and governance (ESG) exclusions in the table above, Smallco incorporates ESG considerations into its investment process, with a particular focus on governance. Zenith believes that this qualitative analysis of a company's operations is crucial on a forward basis, given that a company's performance with regards to ESG considerations is increasingly being reflected in its share

price. Overall, while we do not believe Smallco considers ESG factors to the same extent as peers, we are comfortable with its approach.

From a classification scale of:

- Impact
- Thematic
- Integrated
- Aware
- Traditional

Zenith has assigned the Fund a Responsible Investment Classification of **Aware**.

INVESTMENT FEES

The sector average management cost (in the table below) is based on the average management cost of all flagship Australian Shares - All Cap funds surveyed by Zenith.

The Fund charges a management cost of 1.2% p.a. A performance fee of 15% is also payable on returns (after fees) exceeding the S&P/ASX 300 Accumulation Index. The performance fee is subject to the recoupment of all prior benchmark underperformance and is calculated daily and paid semi-annually.

For any fund that charges a performance fee, Zenith would prefer to see a performance fee hurdle in place (i.e. a target return above the index greater than the management cost).

Overall, Zenith believes the Fund's fee structure is fair, relative to peers, given its stated objectives. However, we believe that investors have not been sufficiently compensated by way of risk-adjusted performance given the fees paid over the past three years (ending 30 June 2021).

There is also a 0.45% buy/sell spread applicable to all applications and redemptions. Zenith believes the buy/sell spread is high on an absolute and relative basis. As such, we believe there is scope for this to be reduced.

(The fees mentioned below are reflective of the flagship version only, fees may differ when the product is accessed through an alternate investment vehicle such as a platform.)

Fees Type	Fund	Sector Average (Wholesale Funds)
Management Cost	1.20% p.a.	1.04% p.a.
	Description	
Performance Fee	15% of the outperformance (after fees) of the S&P/ASX 300 Accumulation Index, subject to the recoupment of all prior benchmark underperformance	
	Buy Spread	Sell Spread
Buy / Sell Spread	0.45%	0.45%

PERFORMANCE ANALYSIS

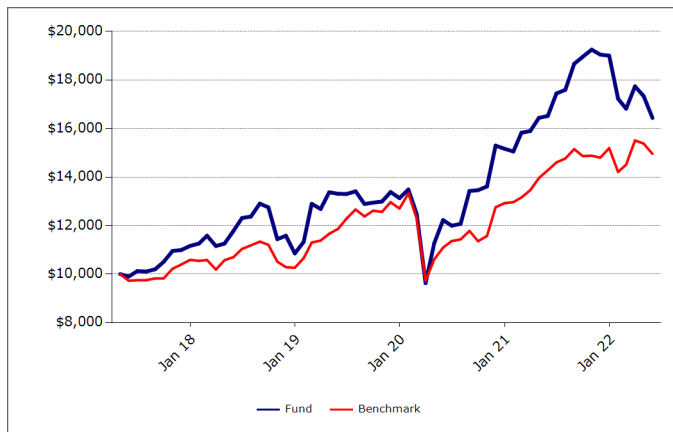
Report data: 31 May 2022, product inception: Aug 2008

Monthly Performance History (% , net of fees)

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	FUND YTD	BENCHMARK YTD
2022	-9.34	-2.39	5.48	-2.24	-5.23								-13.52	-1.56
2021	-0.74	5.13	0.45	3.41	0.47	5.62	0.85	6.10	1.56	1.54	-1.07	-0.23	25.29	17.55
2020	2.71	-7.49	-22.85	17.09	8.48	-1.89	0.62	11.25	0.24	1.14	12.37	-0.85	15.49	1.74
2019	4.37	13.86	-1.65	5.44	-0.48	-0.05	0.83	-3.89	0.42	0.35	3.01	-1.87	21.00	23.78
2018	0.87	2.86	-3.67	0.91	4.60	4.55	0.49	4.32	-1.19	-10.29	1.23	-6.29	-2.78	-3.07

Benchmark: S&P/ASX 300 (Accum)

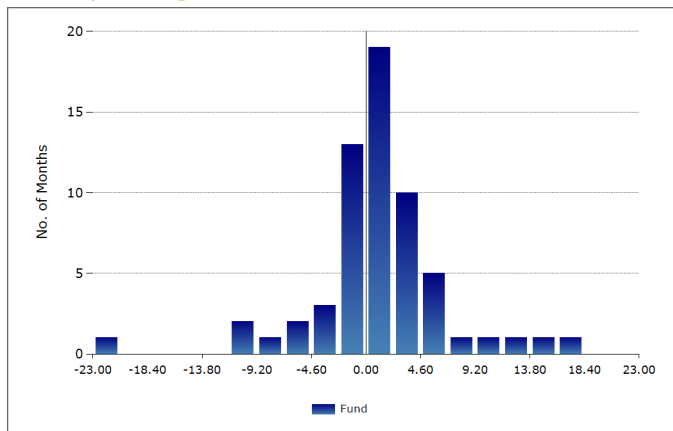
Growth of \$10,000



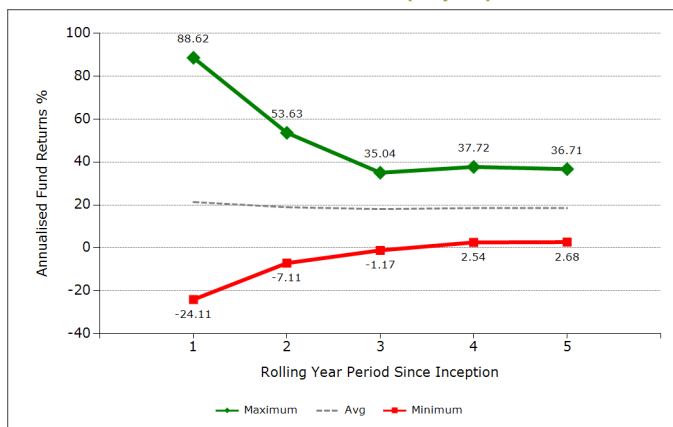
ABSOLUTE PERFORMANCE ANALYSIS

Return	Incpt.	5 yr	3 yr	1 yr
Fund (% p.a.)	15.98	10.67	7.28	-0.51
Benchmark (% p.a.)	7.19	8.98	8.02	4.72
Median (% p.a.)	13.18	8.75	7.28	0.99
Ranking within Sector	Incpt.	5 yr	3 yr	1 yr
Fund Ranking	1 / 4	1 / 7	4 / 7	5 / 8
Quartile	1st	1st	2nd	3rd
Standard Deviation	Incpt.	5 yr	3 yr	1 yr
Fund (% p.a.)	17.47	19.92	22.44	15.19
Benchmark (% p.a.)	14.29	14.75	17.65	11.12
Median (% p.a.)	12.52	15.31	18.15	12.99
Downside Deviation	Incpt.	5 yr	3 yr	1 yr
Fund (% p.a.)	10.85	13.35	15.58	11.25
Benchmark (% p.a.)	10.23	11.21	13.79	7.33
Median (% p.a.)	7.90	10.54	12.94	10.17
Risk/Return	Incpt.	5 yr	3 yr	1 yr
Sharpe Ratio - Fund	0.77	0.49	0.31	-0.04
Sortino Ratio - Fund	1.24	0.73	0.44	-0.05

Monthly Histogram



Minimum and Maximum Returns (% p.a.)



All commentary below is as at 31 May 2022.

The Fund's objective is to outperform the S&P/ASX 300 Accumulation Index (after fees) by 5% p.a. over rolling three-year periods.

The Fund has achieved its investment objective over the long term. In addition, Zenith notes that the Fund has demonstrated material outperformance relative to the median manager and benchmark over the same timeframe.

The Fund's volatility (as measured by Standard Deviation) has been greater than the benchmark over all assessed periods. Zenith believes this result is in line with expectations given its concentrated nature and material exposure to small capitalisation stocks.

The Fund has achieved strong Sharpe and Sortino ratios over the long term, representing solid risk/return characteristics.

RELATIVE PERFORMANCE ANALYSIS

Alpha Statistics	Incpt.	5 yr	3 yr	1 yr
Excess Return (% p.a.)	8.78	1.68	-0.73	-5.23
% Monthly Excess (All Mkts)	65.06	46.67	38.89	33.33
% Monthly Excess (Up Mkts)	63.21	46.51	36.00	42.86
% Monthly Excess (Down Mkts)	68.33	47.06	45.45	20.00
Beta Statistics	Incpt.	5 yr	3 yr	1 yr
Beta	1.06	1.17	1.13	1.10
R-Squared	0.76	0.75	0.79	0.65
Tracking Error (% p.a.)	8.63	10.27	10.48	9.11
Correlation	0.87	0.87	0.89	0.80
Risk/Return	Incpt.	5 yr	3 yr	1 yr
Information Ratio	1.02	0.16	-0.07	-0.57

All commentary below is as at 31 May 2022.

Zenith seeks to identify funds that can outperform in over 50% of months in all market conditions, as we believe this represents consistency of manager skill. The Fund has achieved this outcome since its inception.

Given the growth bias of the Fund, Zenith expects that it would exhibit a greater propensity to outperform during rising markets. However, the Fund has shown greater outperformance consistency in falling market environments over the medium to long term.

The Fund has experienced a relatively high level of Tracking Error compared to typical long-only Australian Large Capitalisation equity funds, which is consistent with the Fund's benchmark unaware investment approach.

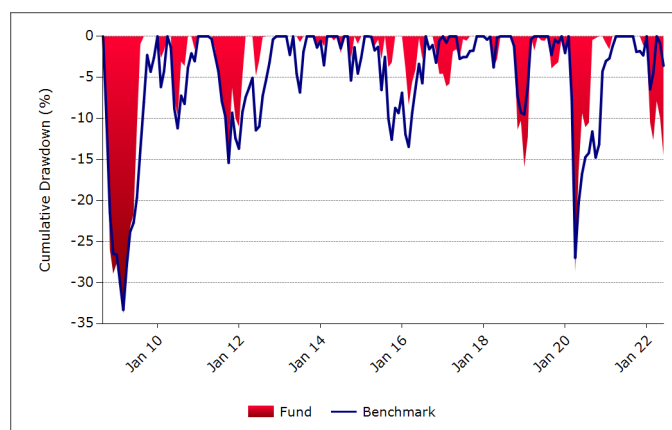
The Fund's Information Ratio has been strong over the longer term, which is indicative of solid, risk-adjusted returns.

DRAWDOWN ANALYSIS

Drawdown analysis assesses the relative riskiness of a Fund versus the benchmark, in reference to capital preservation. The maximum Drawdown is recorded as the percentage decline in the value of a portfolio from peak to trough (before a new peak is achieved). All Drawdown analysis is calculated commencing from the inception date of the Fund in question, and Drawdown analysis for the Fund and benchmark(s) are calculated independently. That is, the largest drawdown for the Fund and benchmark(s) will not always refer to the same time period.

Drawdown Analysis	Fund	Benchmark
Max Drawdown (%)	-33.75	-33.32
Months in Max Drawdown	6	6
Months to Recover	6	10

Worst Drawdowns	Fund	Benchmark
1	-33.75	-33.32
2	-28.63	-26.97
3	-15.91	-15.41
4	-14.64	-13.46
5	-13.63	-11.20



All commentary below is as at 31 May 2022.

Although the Fund has typically produced drawdowns that are marginally larger than those of the benchmark, this is an expected outcome given the Fund's bias toward smaller companies, which tend to be susceptible to greater volatility in market downturns.

INCOME/GROWTH ANALYSIS

Income / Growth Returns	Income	Growth	Total
FY to 30 Jun 2021	9.51%	35.89%	45.40%
FY to 30 Jun 2020	5.63%	-15.49%	-9.86%
FY to 30 Jun 2019	9.61%	-1.61%	8.00%
FY to 30 Jun 2018	20.80%	0.70%	21.50%
FY to 30 Jun 2017	3.00%	9.90%	12.90%
FY to 30 Jun 2016	3.70%	5.60%	9.30%
FY to 30 Jun 2015	11.60%	5.40%	17.00%
FY to 30 Jun 2014	10.62%	16.58%	27.20%
FY to 30 Jun 2013	3.02%	47.78%	50.80%
FY to 30 Jun 2012	3.17%	6.03%	9.20%

Investors should be aware that Smallco does not target a specific level of income returns, with distributions made annually where possible. Zenith would prefer a more frequent distribution profile to alleviate potential issues involved with large distributions at 30 June.

In December 2017, Smallco engaged in an out-of-cycle distribution. The higher than normal distribution, which included a return of capital, reduced FUM and brought it closer to the

targeted capacity level. However, investors should be cognisant that a return of capital reduces the cost base of their investment in the Fund, which may have tax implications.

The Fund's portfolio turnover is expected to be approximately 40% p.a., which Zenith considers to be low. Smallco was not able to provide any insight on the proportion of expected turnover attributed to the resizing of existing positions and that which is due to initiating and closing positions. Given this expected level of turnover, the majority of the Fund's returns are expected to be delivered via capital appreciation in the unit price, rather than through the realisation of capital gains in income distributions. In addition, realised capital gains are highly likely to be eligible for the capital gains tax discount. As such, holding all else equal, the Fund may be more appealing to investors who are high marginal tax rate payers as it will result in superior after-tax return outcomes.

REPORT CERTIFICATION

Date of issue: 30 Jun 2022

Role	Analyst	Title
Author	Tom Goodrich	Senior Investment Analyst
Sector Lead	Quan Nguyen	Head of Equities
Authoriser	Bronwen Moncrieff	Head of Research

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RATING HISTORY

As At	Rating*
30 Jun 2022	Recommended
24 Jun 2021	Recommended
18 Jun 2020	Recommended
20 Jun 2019	Recommended
21 Jun 2018	Recommended
Last 5 years only displayed. Longer histories available on request.	

*In March 2021, Zenith implemented a new ratings methodology for products classified as Traditional Index. Any rating issued from this date forward for Traditional Index products only reflect this change in methodology, with the relevant Traditional Index ratings being Index Approved, Index Recommended and Index Highly Recommended. Ratings issued for Traditional Index products prior to March 2021 are retained for historical purposes in line with our regulatory requirements and were issued in line with Zenith's Fund Research Methodology. Further information in relation to Zenith's Traditional Index Research Methodology and Traditional Index Ratings can be found on the Zenith website.

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