

## Founder-led Investing

Fund summary 31 Mar 2023

### Lumenary Global Founders Fund

<b>Principle</b>	Invest in founder-led companies creating new products and services with proven growth
<b>Methodology</b>	Global equities, long-only, unhedged
<b>Volatility &amp; return target</b>	Volatility: Medium Return: High
<b>Structure</b>	Wholesale, open-ended unit trust
<b>Minimum investment</b>	AUD \$100,000
<b>Liquidity</b>	Daily
<b>Concentration</b>	10 to 20 global stocks
<b>Distributions</b>	Paid annually, ex-distribution date 30 June, paid in July each year. Reinvestment option available
<b>Fees</b>	<b>Ongoing:</b> 1.20% pa <b>Performance:</b> 16.5% of outperformance over MSCI ACWI, measured individually for each investor, measured over the <i>entire</i> life of the investment, subject to high-water mark

### Investment process

- 1. Start with the entire unconstrained universe**  
all listed stocks globally (~40,000 stocks)
- 2. Quant filter**  
based on revenue growth, margins, returns on capital, operational gearing, debt and founder involvement (~500 stocks)
- 3. Qualitative filter**  
based on founder behaviour, motivations of senior executives, brand reputation, and product quality (~50 stocks)
- 4. Valuation, monitor and track**  
monitor and wait; buy only when the price is within our valuation range (10-20 holdings)
- 5. Recycle**  
if valuations reach excessive levels no longer commensurate with expected growth, recycle capital into new opportunities

# \$107,400

Value of \$100,000 invested since inception

**Fund Return:** Calculations based on exit price in AUD, after deduction of management and administration fees but excludes taxation. Assumes all distributions are reinvested.

**Benchmark:** MSCI AC World Net Index (in AUD).

**Inception:** 7 July 2017.

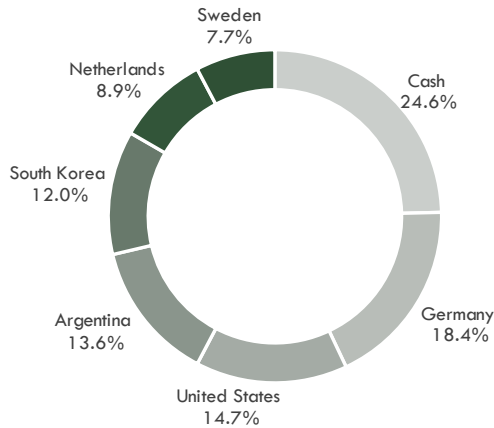
**Note:** in general, we invest when prices are decreasing. The fund's short-term returns may suffer after we make an investment as we tend to invest before the bottom. However, we take a long view – for quality companies, investing when their price is decreasing represents good value.

### Annualised Returns

	Since inception (p.a)	5yr (p.a)	3yr (p.a)	2yr (p.a)
Lumenary	1.25%	-0.87%	-1.38%	-13.12%
Benchmark	10.31%	9.93%	12.11%	6.22%
Lumenary value added	-9.05%	-10.80%	-13.49%	-19.34%



## Geographical breakdown



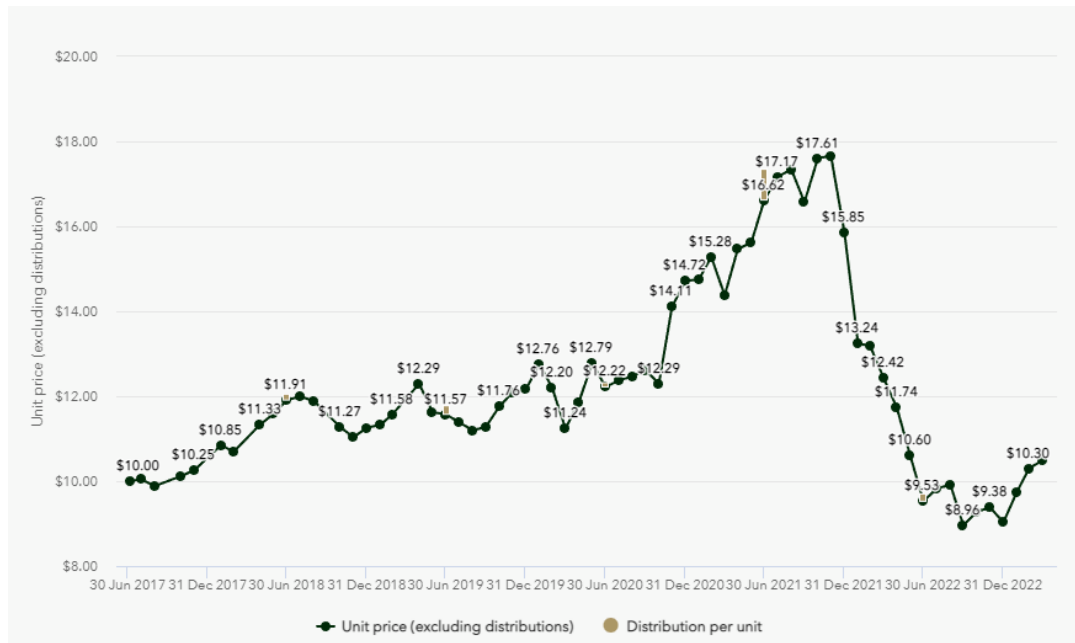
## Enquiries

Wholesale/Sophisticated Investors only.



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## Unit price and distribution history



## Some of our holdings

Holding	Description	Founder
 <b>Adyen</b>	Global aggregating payment platform.	Co-founded by current CEO and majority shareholder Pieter van der Does, who has grown this global payment platform by bypassing traditional credit card schemes and allowing customers to access payment channels in a single digital interface.
 <b>Kakao</b>	The 'Whatsapp, Uber, Apple Pay, entertainment organiser, e-commerce and computer gaming platform' of Korea	Founder, Chairman and majority shareholder Kim Beom-Su has created a company that touches on every facet of life in Korea. Kakao is the leader in the next generation of companies in Korea.

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