

## Founder-led Investing

Fund summary 31 Mar 2024

### 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<br>Return: High  |
| <b>Structure</b>                      | Wholesale, open-ended unit trust  |
| <b>Minimum investment</b>             | AUD \$100,000   |
| <b>Liquidity</b>                      | Daily   |
| <b>Concentration</b>                  | 15 to 25 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<br><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

### Annualised Returns

|           | 1 yr   | 3 yr (p.a.) | 5 yr (p.a.) | Since inception (p.a.) |
|-----------|--------|-------------|-------------|------------------------|
| Lumenary  | 17.21% | -3.89%      | 1.35%       | 3.63%                  |
| Benchmark | 26.08% | 12.46%      | 12.75%      | 12.51%                 |



**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.

### Example 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>CTS Eventim</b> | Dominant player in live event entertainment ticketing | Chairman and majority shareholder Klaus-Peter Schulenberg acquired a troubled computer ticketing company in 1996 and transformed it into one of the world's largest ticket distribution network today   |

# LUMENARY

INVESTMENT MANAGEMENT

## Geographic Coverage

| Country       | %      |
|---------------|--------|
| Cash          | 6.87%  |
| Germany       | 23.76% |
| China         | 21.28% |
| United States | 14.15% |
| Argentina     | 9.26%  |
| Netherlands   | 7.97%  |
| Poland        | 5.71%  |
| Italy         | 4.56%  |
| Belgium       | 3.53%  |
| Sweden        | 2.91%  |

## Currency Exposure

| Currency | %      |
|----------|--------|
| AUD      | 6.87%  |
| EUR      | 39.82% |
| USD      | 23.40% |
| HKD      | 12.71% |
| CNY      | 8.56%  |
| PLN      | 5.71%  |
| SEK      | 2.91%  |

## Industry Breakdown

| Sector                                       | %      |
|--|--------|
| Cash   | 6.87%  |
| Movies and Entertainment                     | 10.42% |
| Broadline Retail                             | 9.26%  |
| Diversified Financial Services               | 8.29%  |
| Transaction and Payment Processing Services  | 7.97%  |
| Internet Services and Infrastructure         | 7.49%  |
| Application Software                         | 7.06%  |
| Advertising                                  | 4.89%  |
| IT Consulting and Other Services             | 4.56%  |
| Interactive Media and Services               | 4.48%  |
| Food Retail                                  | 3.71%  |
| Semiconductors                               | 3.53%  |
| Health Care Equipment                        | 3.44%  |
| Apparel, Accessories and Luxury Goods        | 3.21%  |
| Technology Hardware, Storage and Peripherals | 3.20%  |
| Asset Management and Custody Banks           | 2.91%  |
| Restaurants                                  | 2.74%  |
| Automobile Manufacturers                     | 2.29%  |
| Biotechnology                                | 1.93%  |

**Important Information:** Units in the fund referred to herein are issued by Lumen Investment Management Pty Ltd (ABN 31 616 119 941, AFS Licence 493790) (trading as "Lumenary"). Past performance is not necessarily indicative of future results and no person guarantees the future performance of the fund, the amount or timing of any return from the fund, or that the investment objectives of the fund will be achieved. This material has been provided for general information purposes and must not be construed as investment advice. It does not consider the investment objectives, financial situation, or specific needs of each investor. Investors should consider obtaining professional investment advice tailored to their specific circumstances and should read the Information Memorandum ('IM') applicable to the fund prior to making any investment decisions. The IM for the fund is available at [www.lumenaryinvest.com](http://www.lumenaryinvest.com). Any trademarks, logos, and service marks contained herein may be the registered and unregistered trademarks of their respective owners. Nothing contained herein should be construed as granting by implication, or otherwise, any licence or right to use any trademark displayed without the written permission of the owner. No part of this material may be reproduced or disclosed, in whole or in part, without the prior written consent of Lumen Investment Management Pty Ltd.