

Company overview...

- ✓ Boutique global equities manager founded in 1999
- ✓ Over 13 year track record – same process throughout this period
- ✓ Investment team members based in Canada, New Zealand and Australia
- ✓ 100% owned by key employees
- ✓ Principals have material wealth invested in the Funds

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Style overview...

- ✓ Bottom up, fundamental research
- ✓ Contrarian
- ✓ Benchmark unaware
- ✓ Long only
- ✓ Concentrated
- ✓ Patient and disciplined

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Investment philosophy - superior long-term returns come from investing in companies that meet three criteria...

Three Key Criteria	Superior returns come from...
1. Great Companies	<ul style="list-style-type: none"> ✓ Earn superior return on assets and grow sales faster than competition that benefit shareholders ✓ Can buyback shares/return capital, pay dividends, reinvest for growth ✓ Survive and invest in economic downturns
2. Great Management	<ul style="list-style-type: none"> ✓ Understand their industries and consumers better than competitors and adjust their product/service mix accordingly ✓ Are better at strategy execution, maintaining that advantage ✓ Rigorously manage costs and capital ✓ Manage change better ✓ Attract better staff
3. Great Price	<ul style="list-style-type: none"> ✓ Compounds earnings from a lower entry price ✓ PE expansion as shares "catch up" to fair value ✓ Provides a margin of safety to the downside

Investment philosophy – key metrics

Key criteria	Key measure	Example of individual metrics
1. Great Company	✓ Sustainable competitive advantage	<ul style="list-style-type: none"> ✓ Strong balance sheet ✓ Growing free cash flow ✓ High ROE/ROIC ✓ Understandable ✓ Pricing Power
2. Great Management	✓ Track record of success & in managing change	<ul style="list-style-type: none"> ✓ Rational capital allocators ✓ Appropriate incentives ✓ Shareholder orientated ✓ Share ownership ✓ Integrity and openness
3. Great Price	✓ > than 20% discount to assessed conservative value	✓ Discounted Cash Flow Valuation

Very few companies exhibit all three attributes at the same time → patient approach

Investment philosophy - great companies, run by great management, can be purchased at discounts

- ✓ General market sell-offs
- ✓ Sell side analysts focusing on short term earnings
- ✓ Market reaction to short term events (e.g. geopolitical, company specific)
- ✓ Management decisions not understood by the market
- ✓ Very short holding periods of most active managers



This long-term approach allows us to ignore short term news and price volatility