



### Key Points: Optimal Australia Absolute Trust (the "Fund")

- Optimal Australia is a specialist Australian equity investment manager established in 2008. The investment team comprising George Colman, Peter Whiting, Stephen Nicholls and Justin Hay have over 100 years combined experience.
- The Fund's long/short equity strategy portfolio typically has a low but variable net market exposure comprising 40 to 65 stocks broadly selected from within the ASX200.
- The Fund's low risk profile is shown by approximately 83% of monthly performances have been positive with a largest drawdown of -1.38%. The Fund has a Sharpe Ratio of 1.74 and Sortino Ratio of 5.08 compared with ASX 200 Accum Index data for the same statistics of 0.20 and 0.18 respectively, since inception in Sept 2008.



| Key Statistics                       | Optimal ASX200 Acc |        |
|--------------------------------------|--------------------|--------|
| Apr-14                               | 0.57               | 1.77   |
| Annualised Return                    | 10.18              | 5.81   |
| Latest 3 Months                      | 1.68               | 7.14   |
| Latest 6 Months                      | 2.27               | 3.35   |
| Latest 12 Months                     | 4.62               | 10.46  |
| Latest 24 Months p.a.                | 2.39               | 16.84  |
| Latest 36 Months p.a.                | 4.11               | 9.26   |
| Latest 60 Months p.a.                | 9.29               | 12.55  |
| % Positive Months                    | 83.82              | 60.29  |
| Best Month                           | 4.00               | 7.98   |
| Worst Month                          | -1.38              | -12.61 |
| Largest Drawdown                     | -1.38              | -33.11 |
| Average +ve Return                   | 1.06               | 3.41   |
| Average -ve Return                   | -0.51              | -3.76  |
| Annualised Standard Deviation        | 3.51               | 14.85  |
| Downside Deviation (Since Inception) | 1.18               | 11.06  |
| Sharpe Ratio (Since Inception)       | 1.74               | 0.20   |
| Sortino Ratio                        | 5.08               | 0.18   |

\*ASX results are adjusted to the Fund's starting date of Sept 2008

### Management Company Overview

Optimal Fund Management Australia ("Optimal Australia" or the "Manager") was formed in July 2008 by Principals George Colman and Peter Whiting in conjunction with Optimal Fund Management, which had managed Japanese and Asian long/short equity funds since 1998.

Colman and Whiting each have over 30 years equity market experience including 20 years with Citigroup Australia and predecessor County NatWest, where Colman was a Managing Director of Equity Research. Whiting was a Managing Director in the Equities Division combining responsibility for Client Equity Risk with a senior advisory role both in Australia and internationally and overall responsibility for sales trading.

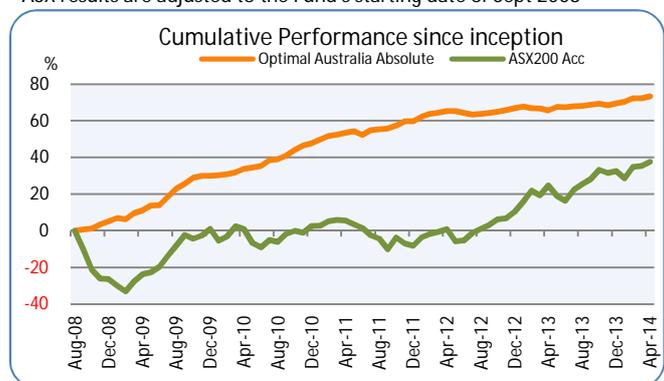
Colman and Whiting are supported by Senior Investment Analysts Stephen Nicholls, who joined the team in 2010 and Justin Hay who joined in October 2013. Nicholls also has 30 years market experience, starting in foreign exchange risk management followed by periods as an investment analyst and portfolio manager with BHP and RACV, and then the equities division at Citigroup Australia. Hay has 15 years experience with Goldman Sachs, where he was Executive Director in the Equity Products Group.

As such the investment team combines extensive Australian equity market experience, and benefits from disparate yet complimentary skill sets and a long history of working together at Citigroup and County.

### Investment Strategy and Process

The Fund utilises an equity long short strategy investing exclusively in Australian and NZ listed markets. The portfolio has a target holding of 25-40 long and 15-25 short positions, with individual positions generally in the range of 2-5% of NAV, and aims to have 75% of gross equity market risk in the top 100 ASX stocks, and not less than 90% in the ASX 200.

The Fund targets a low but variable net exposure profile, normally providing a slight net long bias, and also uses SPI futures and long exchange traded options primarily to hedge market risk.



The investment strategy, which is identical for both the local and offshore fund, is based around the team's fundamentally driven research and stock picking skills. Coupled with active position management and a strong risk management framework, the process is designed to protect capital and avoid negative performance.

### Performance - Net of Fees (%)

| Year | Jan  | Feb   | Mar   | Apr   | May  | Jun   | Jul   | Aug  | Sep  | Oct  | Nov   | Dec   | YTD    |
|------|------|-------|-------|-------|------|-------|-------|------|------|------|-------|-------|--------|
| 2014 | 0.57 | 1.06  | 0.04  | 0.57  | -    | -     | -     | -    | -    | -    | -     | -     | 2.26%  |
| 2013 | 0.46 | -0.50 | -0.06 | -0.70 | 1.22 | -0.18 | 0.35  | 0.14 | 0.43 | 0.32 | -0.52 | 0.54  | 1.49%  |
| 2012 | 1.51 | 1.03  | 0.46  | 0.46  | 0.00 | -0.60 | -0.54 | 0.26 | 0.29 | 0.37 | 0.57  | 0.66  | 4.55%  |
| 2011 | 1.36 | 1.26  | 0.50  | 0.74  | 0.57 | -1.38 | 1.69  | 0.29 | 0.29 | 0.97 | 1.63  | -0.09 | 8.07%  |
| 2010 | 0.17 | 0.52  | 0.68  | 1.45  | 0.59 | 0.57  | 2.34  | 0.36 | 1.45 | 2.23 | 1.66  | 0.86  | 13.64% |
| 2009 | 1.81 | -0.56 | 3.10  | 1.37  | 2.43 | 0.09  | 4.00  | 3.88 | 2.00 | 2.68 | 0.78  | 0.09  | 23.81% |
| 2008 | -    | -     | -     | -     | -    | -     | -     | -    | 0.67 | 0.59 | 2.19  | 1.47  | 5.00%  |



### Investment Strategy and Process (continued)

Colman, Nicholls and Hay are responsible for fundamental research, which at a minimum requires a clear knowledge of company earnings, valuation and capital structure in order to understand the investment risk. Fundamental to the process is an assessment of each stock's fair value range. Positions may be initiated in the expectation of a reversionary move in the stock price toward fair value, after full consideration of both fundamental and non-fundamental factors.

Opening a position requires the unanimous agreement of Colman and Whiting, with the latter responsible for the position's implementation. Whiting also provides active input into the portfolio's construction, and is responsible for rebalancing positions within the fair value range.

Overall market exposure and risk is established according to the investment team's view of equity markets, with position sizes adjusted downwards, and both gross and net risk levels reduced as the outlook for the market direction becomes less clear. Exposure and risk limits are reviewed on a real time basis by the investment team.

The Investment team's complementary skills of research and market knowledge are key to the Fund's performance. However the investment model also focuses on keeping to a defined and disciplined universe of liquid and well researched stocks, strong risk management, an aversion to crowded or overly complicated trades, and active position management.

The investment team's core philosophies, which are fundamental to the Fund's strategy and implementation, include:

- They are fundamentally driven investors, understanding that successfully extracting "alpha" from the market requires a deep insight into industry sectors and underlying companies.
- They recognise that although their knowledge, research and view might be correct, they must remain flexible and aware of prevailing market conditions and opinion and the institutional bias which can frequently occur in Australian equity markets.
- Finally, they understand their industry and company valuations, believing that when stock prices move away (up or down) from fair value, opportunities exist for attractive returns.

### Performance Review

The Fund has a track record of just over 5 years which incorporating the market conditions that have been both varied and challenging. To date the Fund has significantly outperformed the underlying market since inception, particularly given the high market volatility in 2008 & 2011.

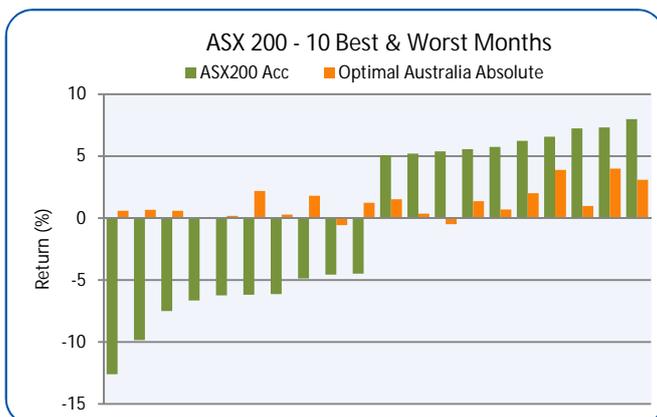
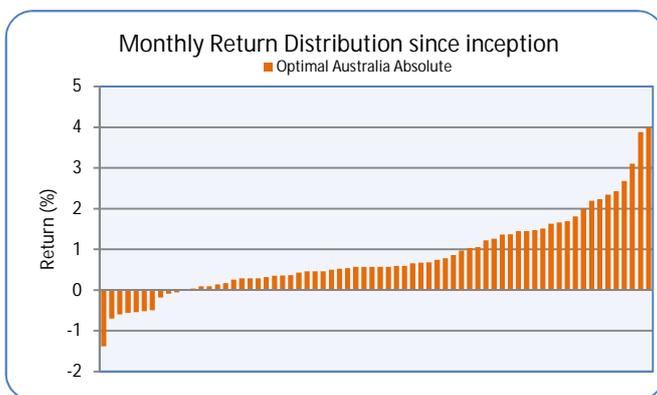
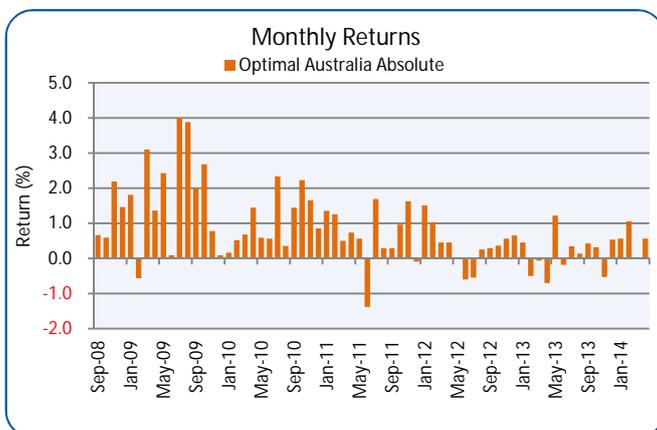
An indication of the Fund's performance is the return of 10.18% per annum and positive returns every year since inception as compared to the ASX 200 Accum return of 5.81% per annum. The performance is particularly impressive considering the Fund's volatility (standard deviation) is 3.51%, while over the same period the volatility of the Index Acc has been 14.85%.

The approach and focus on risk and capital protection is also evident in other Key Risk Statistics (page 1) including the Sharpe Ratio of 1.74 and a Sortino ratio of 5.08. The chart (right) shows that during the ASX200's ten worst months since the Fund's inception it has recorded only one (negligible) negative performance.

Since inception the Fund has not only performed significantly better than overall equity markets, and on a risk adjusted basis it has also better than the majority of the Fund's absolute return peers. Over the last 24 months the Fund's performance has been muted, returning 2.39% p.a., in a buoyant equity market, as the Fund has maintained its focus on risk and capital preservation. The volatility over this period of 1.73% as compared to 11.10% for the ASX 200 Index bears this out.

### Optimal Australia Absolute Trust Key Facts

|                       |                               |
|-----------------------|-------------------------------|
| Strategy              | Equity Long/Short             |
| Domicile              | Australia                     |
| Investor Type         | Wholesale only                |
| Min. Investment       | A\$500,000                    |
| Additional Investment | A\$100,000                    |
| Management Fee        | 1.0% p.a                      |
| Performance Fee       | 20% p.a, with high water mark |
| Hurdle                | No                            |
| Min. Term             | 1 month                       |
| Redemption            | Monthly                       |
| Inception Date        | Sep-08                        |
| Strategy FUM          | A\$120 million                |
| Status                | Open                          |





## Risk Management

The Fund invests in exchange traded stocks, SPI futures and "long" Exchange Traded Options only. Market risk is governed by a series of limits on gross and net exposure, position size, and a hard stop loss limit on short positions.

Single positions (long or short) are limited to 15% of NAV at cost for ASX 200 members, and 10% for non-index ASX 200 stocks, although in practice this rarely exceeds 10% and are typically sized between 1% and 5% of NAV. There are no hard liquidity limits on individual positions, but liquidity and position size are closely monitored by Whiting. Given the Fund's current size and focus on top 100 ASX stocks the absence of a hard liquidity limit is unlikely to be an issue. The hard stop loss limit on individual short positions cuts in when the price movement creates a 0.5% loss on overall NAV. Although not firm, the manager adopts the same approach to losses in the long portfolio.

Under normal market conditions the portfolio will have a variable but net long bias. If insufficient stocks qualify as short positions based on fair value and risk criteria, the portfolio's net exposure will be lowered using SPI futures.

Positions are sized based on the investment team's assessment of price versus a stock's fair value. Overall the Fund's net and gross exposure is governed by the overall view of market risk, with gross exposure (long + short + derivatives) limited to 200% of NAV and net exposure of 60%. In practice this rarely exceeds 90%, with net month end exposure since inception ranging from -7% to +35%.

## Operational Risk

The Manager has well defined operational processes with daily trade reconciliation between the Prime Broker and Administrator.

IT systems are outsourced, and disaster recovery is addressed by information systems being accessible via the web for key staff. Compliance and operations are the responsibility of the Chief Administration Officer, Ms Sook Fun Chan.

Overall business and key person risk is considerably enhanced by the seniority and knowledge of the investment team of Colman, Whiting, Nicholls and Hay, whose combined market experience totals over 100 years. While the interaction and synergy between these four (and Colman and Whiting in particular) is undoubtedly a part of their success, there is diminished key person risk.

## Marketing and Investor Relations

The Fund's investor base is principally made up of high net worth individuals and family offices with the largest investor representing 25% of FUM. Principals George Colman and Peter Whiting are both significant investors in the Fund on the same terms as external investors. The Manager expects combined capacity of both on and offshore funds to be limited to \$500m.

Management fees are 1% p.a., significantly lower than most comparable long/short funds. Performance fees are 20% of performance with a high water mark, but no hurdle.

## Structure & Compliance

Optimal Fund Management Australia (ABN 48 129 937 837) holds AFSL 325159 for wholesale investors only issued on 30 July 2008.

Trustee: Optimal Australia  
Administrator: HSBC, Sydney  
Prime Broker: Goldman Sachs International, Hong Kong  
Auditors: Ernst & Young, Sydney  
Legal: King & Wood Mallesons, Sydney

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## About Australian Fund Monitors

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