

# Eight Investment Partners (8IP)

We focus on growing your wealth through core and high conviction small companies investing.

## Our story

In October 2012, Kerry Series, an experienced investment manager, started managing the Australian small companies portfolio at Eight Investment Partners and was joined in early 2013 by Stephen Walsh, who has extensive small cap and market experience. Their passion is investing in smaller companies in a high conviction style. Funds under management has now grown to over \$200m.

## Our Portfolio Managers

### Kerry Series, Chief Investment Officer, Portfolio Manager, B Econ, CIMA



Founder of 8IP, Kerry has more than 30 years of experience in equity markets. He's previously held senior roles with AMP Capital where he was Head of Asia Pacific Equities, Investment Director at HSBC Asset Management and co-founder of Perennial Investment Partners.

### Stephen Walsh, Portfolio Manager, BA, MA (Cantab), MBA



Over more than 29 years in Australia and overseas, Stephen has held director level roles in equities research and investment banking at Macquarie, Wilson HTM and Credit Lyonnais. Stephen has also worked in senior strategy roles for LEK Consulting and Standard Chartered Bank.

## Why invest with us?

**Experienced** – the team have a wealth of experience across multiple investment cycles.

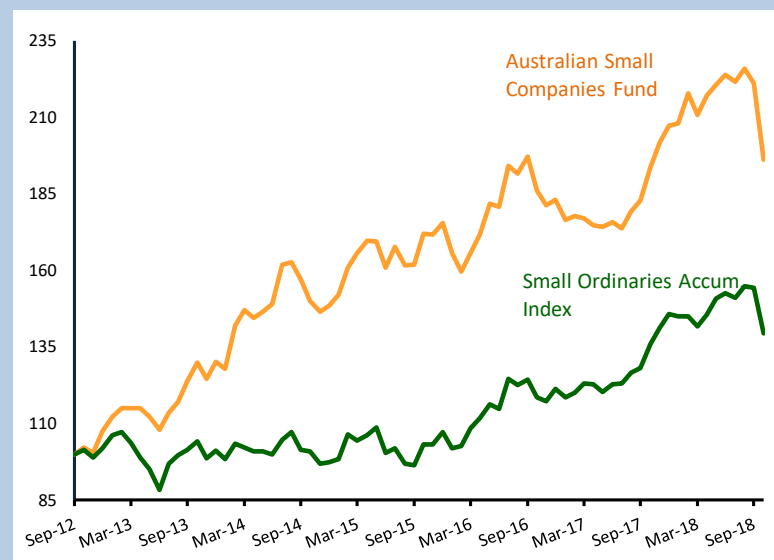
**Focussed** on great investments, not the index.

**Majority owned by key staff** – We are focussed and aligned with our investors.

**Specialist** - All we do is small cap and impact investing.

**Excellent Track Record** - The Australian Small Companies Fund has substantially out-performed the index since the team commenced managing the Fund in October 2012. \$100,000 invested in the Fund on on 1 October 2012 would have accumulated to over \$196,000 in gross returns to 31/10/18.

### Our Track Record - Australian Small Companies Fund \$100 invested from October 2012 to 31 Oct 2018



### Our Analysts and Senior Managers

Name	Experience	Focus
Sandy Grant B Econ, Grad Dip SIA	38 years	Investment Director
Vic Lee MBA, CFA	17 years	Dealing and Research
Tom Tao M. Fin	5 years	Research (contracted)
Andrew Pedler B.Sc (Hons)	30 years	Research (Resources - contracted)
Rick Steele MEc, SF Fin	33 years	Business Management
Brian Thomas B.Ec, GAICD	41 years	Business Management / Clients
Shane Gavin BBS	6 years	Operations and Risk

### IMPORTANT INFORMATION

This report was prepared by Eight Investment Partners Pty Limited (8IP) (ABN 22 139 616 783, AFSL 342 305) in our capacity as:-

- Investment Manager of 8IP Emerging Companies Limited ("8EC"), a listed Investment Company (ASX Code 8EC)

- Model Portfolio Manager for the Mason Stevens Managed 8IP Australian Small Companies Model Portfolio (MDA Provider Mason Stevens Ltd ABN 91 141 447 207)

- Promoter and Investment Manager for the Australian Small Companies Fund and the 8IP Australian Equity Impact Fund (Responsible Entity Equity Trustees Limited (Equity Trustees - ABN 46 004 031 298, AFSL 240 975)

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Asset Class	Small and Micro-Cap											Positive Social Impact				
	Core (typically 50 stocks)				Concentrated (Typically 25 stocks)							High Conviction with Positive Impacts				
Style	Australian Small Companies Fund				8IP Australian Small Companies Model Portfolio				8IP Emerging Companies Limited			8IP Australian Equity Impact Fund				
Name / Structure	Unit Trust; Bespoke mandate for large clients				Managed Model Portfolio offered through Mason Stevens				ASX Listed Investment Company			Unit Trust				
Structure	We invest in around 50 shares (ex ASX100) in three categories :- "Stars" Under-researched "Turnarounds"				We advise on a concentrated portfolio of shares for clients to invest in directly in through Mason Stevens. Clients retain direct share ownership.				Invests in micro-cap (sub \$500m) opportunities and some pre-IPO companies. Can also hedge using futures.			Invests in companies with a measurable positive social or environmental impact with a secondary objective of maximising returns. A detailed report on the positive impacts is produced each year.				
Essential characteristics	Investors wanting long term exposure to small and micro-cap stocks.				Investors who want to hold small company securities directly but want professional management of the portfolio.				Investors who prefer listed securities and are interested in growth from smaller capitalisation companies.			Investors wanting their underlying investments to have positive impacts on society and the environment.				
Client suitability	In gross terms, to exceed the Small Ordinaries Accumulation Index by 5% per annum on a rolling 5 yearly basis				The Model Portfolio aims to deliver a high absolute return by providing a concentrated portfolio of smaller companies with the ability to hold up to 100% in cash.				To deliver capital growth over the long term by investing in a concentrated portfolio of companies with a market cap of <\$500m.			Positive societal or environmental impacts and to exceed the All Ordinaries Accum. Index over the longer term.				
Objective	Lonsec				-				-			Lonsec				
Retail Ratings	HUB24(IDPS)				Mason Stevens				Macquarie Wrap, Asgard, BT, Netwealth			HUB24(IDPS), HUB24(Super), Netwealth (on request)				
Platforms	1 yr	3 yrs	5 yrs	Since Inception	1 yr	3 yrs	5 yrs	Since Inception	1 yr	3 yrs	5 yrs	Since Inception	1 yr	3 yrs	5 yrs	Since Inception
Performance (see Notes) % per annum returns	1.28%	4.49%	8.57%	11.70%	12.90%	14.40%	-	33.89%	-2.62%	-	-	3.33%	4.13%	-	-	10.55%
Gross Performance	S&P/ASX Small Ordinaries Accumulation Index				RBA Cash Rate plus 2% p.a.				RBA Cash Rate plus 2% p.a.			S&P/ASX All Ordinaries Accumulation Index				
Index/Performance Hurdle	-0.10%	3.04%	6.46%	9.50%	See note **below				See note ***below			1.60%	-	-	7.65%	
Net Return	Returns @ 31 Oct 2018 Inception date*1/10/2012				Returns @ 30 Sept 2018 Inception date 31/1/2014				Returns @ 30 Sept 2018 Inception date 1/12/2015			Returns @ 31 October Inception date 31/1/17				
Returns shown to	<p>Contact Details :- Website:- <a href="http://8ip.com.au">8ip.com.au</a> Phone (02) 8274 2012</p> <p>Contact:- Brian Thomas – General Manager Business &amp; Investments 0416 059 736 <a href="mailto:brian.thomas@8ip.com.au">brian.thomas@8ip.com.au</a></p> <p>Notes:- *Inception date for this Fund is the date the current team commenced managing this Fund. Please refer to notes overleaf. Returns for 8IP Emerging Companies Limited are based on the Pre-Tax NTA. Past returns are not an indicator of future performance. **In this type of portfolio 8IP provides the research and stock selection however the net return is dependent on Mason Stevens trading, transaction and other costs that 8IP does not control. ***For the listed investment company we show the Pre-Tax NTA returns. The actual net return an investor receives will depend on the market price they buy or sell their shares in the Company (ASX "8EC").</p>															