

# Ellerston Global Mid Small Cap Fund

## Performance Report, March 2021

### Investment Objective

To outperform the MSCI World Mid Cap NR (AUD) Index by 3% over a rolling 5 year period on a net of fees basis, with a focus on risk management and capital preservation.

### Investment Strategy

The Funds investment strategy is to construct a concentrated portfolio of global mid small cap securities using the Manager's distinctively contrarian high conviction, benchmark independent investment approach. The Manager believes that the trade-off between risk and potential returns is improved by implementing highest conviction ideas from a filtered universe of securities that are in a period of "price discovery" and offer the best risk/reward.

### Key Information

Strategy Inception^^	1 March 2017
Portfolio Manager	Bill Pridham
Class A Application Price	\$1.4498
Class A Net Asset Value	\$1.4462
Class A Redemption Price	\$1.4426
Class B Net Asset Value	\$1.3620
Class B Redemption Price	\$1.3586
Liquidity	Daily
No Stocks	20 - 40
Management Fee (Class A)	0.75%
Performance Fee	10%**
Buy/Sell Spread	0.25%/0.25%

\*\*10% of the investment return over the benchmark return (MSCI World Mid Cap Index (AUD)), after recovering any underperformance in past periods.

### Performance Summary

Performance	1 Month	3 Months	6 Months	1 Year	3 Years (p.a.)	Since Inception^^ (p.a.)
Class A^	3.78%	12.79%	25.40%	45.52%	17.57%	17.38%
Benchmark*	3.96%	7.00%	18.09%	33.04%	11.04%	12.04%
Alpha	-0.19%	5.79%	7.30%	12.48%	6.53%	5.34%

Performance	1 Month	3 Months	6 Months	1 Year	3 Years (p.a.)	Since Inception (p.a.)
Class B^	3.82%	13.60%	26.56%	-	-	23.93%
Benchmark*	3.96%	7.00%	18.09%	-	-	17.62%
Alpha	-0.14%	6.60%	8.47%	-	-	6.31%

^ The net return figure is calculated after fees & expenses. Past performance is not a reliable indication of future performance  
 \* MSCI World Mid Cap Index (AUD)  
 Class B Inception Date is 18 August 2020

### ESG in Focus

Supply chains are complex and challenging to assess. This is an ongoing ESG issue that investors and corporates are focused on to ensure that values of the company are aligned for all stakeholders. The recent move by the EU, US, UK and Canada to impose sanctions on Chinese officials for alleged human rights abuses in Xinjiang China has lead multinationals, including H&M and Nike, to reassess their supply chains, specifically relating to cotton sourced from Xinjiang. The Better Cotton Initiative (BCI), a global not-for-profit organisation and the leader in the largest cotton sustainability programme in the world announced in 2020 that it would no longer source cotton from Xinjiang on the basis of concerns over forced labour.

Supply Chain management is an increasing business risk and opportunity for corporates. A transparent, measurable and systemised approach to supply chain management helps to align the company's approach to ESG beyond their employers and local environment but to those who are working within the supply chains in which they operate.

All industries and services sector companies need to ensure business continuity and manage risks associated with their portfolios of suppliers which can be spread across many different geographies. In our portfolio some of our companies either facilitate active supply chain management, provide diverse supply chain footprints or take an active role in identifying and eliminating sourcing from high risk regions.

## Portfolio Commentary

Despite COVID-19 cases rising in parts of the US and Europe, Global equities turned in another solid month during March as accelerated vaccine roll outs, further US fiscal stimulus announcements and continued dovish remarks from the US Federal Reserve fuelled risk appetites. The Biden Administration passed the much anticipated USD\$1.9tr "American Rescue Plan Act" which will see a further \$1,400 to be deposited into eligible individual bank accounts over the coming weeks. Additionally, President Biden unveiled the first phase of the Democrats' Infrastructure package dubbed "The American Jobs Plan" with USD>\$2tn aimed at building world class transportation infrastructure, ensuring access for all to clean drinking water and broadband while investing in R&D, manufacturing and small business initiatives to name a few.

This stimulus, coupled with easy monetary policy and consumer balance sheets which, on aggregate, have never been in better shape provides an unprecedented backdrop to a potentially strong economic cycle which has not been experienced for some time. With the caveat of continued vaccine progress, the cyclical rebound could surprise to the upside as pent-up demand from consumers and governments seem concurrent.

The key bogey here continues to be inflation as we continue to hear of tightness in supply chains and rising input costs which will need to be passed through to the end consumer. Right now, the market expects the inflationary impact to be transitory and while we have no edge on this, the question will be how the market reacts when we see upside surprises to inflation over the coming months.

The Ellerston Global Mid Small Cap Fund increased 3.78% net during the month with positive equity performance augmented by a weaker Australian dollar. The MSCI World Mid Cap (AUD) Index increased by 3.96% over the same period.

The portfolio's top three contributors **Kion Group, Tempur Sealy, and Techtronics added 135bps** to performance while **LivePerson, LiveRamp and Option Care Health detracted 125bps**. The Fund had 9 portfolio companies reporting quarterly results or trading updates in March and we highlight a couple here:

**Kion Group** is the #1 player globally in providing automated supply chain solutions with its Dematic business and #2 player globally in forklift trucks and warehousing equipment with brands such as Linde and Still. Kion delivered solid full year results in early March while providing an upside surprise in relation to its Supply Chain Solutions (SCS) business. SCS's order book is being driven by e-commerce trends with automation and robotics likely the key drivers going forward. Forklifts are expected to rebound after a very tough year in 2020 as customers resume capital equipment spending following a freeze during the pandemic. After a strong run since our purchase in June 2020, we see the stock now approaching fair value and will look to trim on further strength.

**Option Care Health** reported results slightly ahead of its pre-announced earnings with Q4 revenue up 11.6% and EBITDA increasing just under 30%. The quarterly results took full year revenue to just over USD\$3bn with EBITDA coming in at USD\$221.7m. Management provided solid guidance for the upcoming year with high single digit revenues expected to drive mid-teens earnings growth. As the largest independent provider of in-home infusion services with double digit earnings growth for the foreseeable future trading at a substantial discount to intrinsic value, we continue to hold the stock as one of our larger positions.

## STOCK IN FOCUS: PVH Corp (PVH US, \$7.4b Market Cap)



PVH owns two of the world's strongest apparel brands in Tommy Hilfiger and Calvin Klein with pre-pandemic sales close to USD\$10bn. In terms of gross retail sales before the pandemic hit, Calvin Klein generated \$9.4bn while Tommy delivered an additional USD\$9.2bn for a total of USD\$18.6bn. PVH owns other brands included in its Heritage division such as Van Heusen and IZOD however Management is looking to rationalise this division through corporate restructure to focus on its two leading horses:



As part of its succession plan PVH announced in mid 2019 that Stefan Larsson was appointed to the newly created role of President with the responsibility for managing PVH's branded businesses and regions, with each of the three brand CEOs and the Regional Presidents reporting to him. Mr. Larsson was most recently Chief Executive Officer of Ralph Lauren Corp., where he successfully refocused the company on improved performance and future growth. Consequently in February 2021, PVH announced that Mr. Larsson had formally become its new CEO with outgoing CEO, Manny Chirico staying on as Chairman of the Group. We consider the combination will focus on building on its core brand strengths while minimising distraction from underperforming categories.

PVH is also very focused on optimising its supply chain with a focus on sustainability, stating in its Annual Report: We maintained our commitment to sustainability and circularity by seeking to reduce waste and pollution, as we recognize that our business has a direct impact on the environment and communities where we operate. Its words have been matched by actions with PVH named as one of the two leading companies by Platform Living Wage Financials for its efforts to advance living wage payments for supply chain workers.

The global pandemic had a disastrous effect on sales last year as many of its own retail stores and wholesale partners were closed (with some remaining so today) over the period. Like many companies with strong brands it was able to leverage digital sales which increased 40% and now represent about a quarter of the Group.

While visibility is still limited and some stores are currently closed in Europe, Management expects its international business to exceed 2019 pre-pandemic levels within the first half of this year. North America will remain challenged as international tourism will take time to recover however when combining both positives and negatives, it sees revenues growing 22%-24% this year with EPS improving to about \$6.00 per share compared to a loss of close to \$2.00 last year.

We expect PVH to get back to its earnings trend in the next 12-18 months and deliver close to \$10.00 per share in EPS. This would place the business on a prospective PE of around 10x which compares well with its historical multiple which has been consistently around 14x. CEO Stefan Larsson will also be hosting an Investor Day in the coming months which will focus on the long-term plan for growth and potentially provide a further catalyst for the shares.

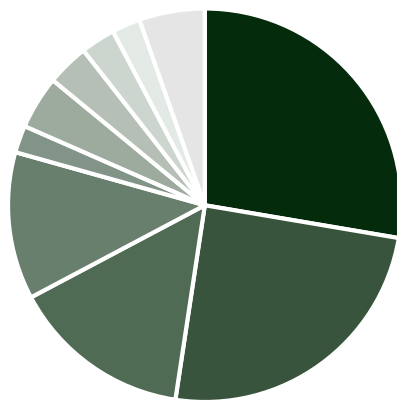
## Portfolio Characteristics

### Holdings

Top 10 holdings	Country	Sector	%
PTC	United States	Information Technology	5.5%
Flex Ltd	United States	Information Technology	5.0%
Option Care Health	United States	Health Care	4.3%
Bureau Veritas	France	Industrials	4.2%
Anritsu Corporation	Japan	Information Technology	4.1%
Techtronic Industries	Hong Kong	Industrials	3.9%
SEB	France	Consumer Discretionary	3.8%
Sensata Technologies	United States	Industrials	3.8%
Assurant	United States	Financials	3.6%
Rentokil	United Kingdom	Industrials	3.1%

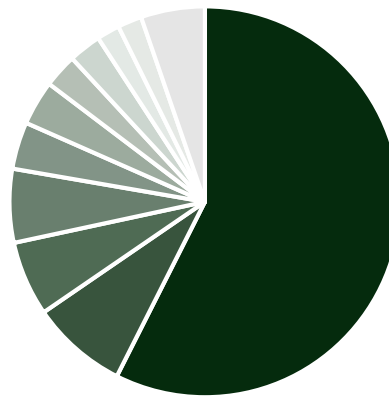
Source: Ellerston Capital.

### Sector Allocation



- Industrials, 27.2%
- Information technology, 24.3%
- Consumer discretionary, 14.6%
- Financials, 11.9%
- Consumer staples, 2.2%
- Health care, 4.3%
- Materials, 3.4%
- Communication services, 2.8%
- Real estate, 2.3%
- Cash, 5.3%

### Geographic Allocation



- United States, 57.5%
- France, 8.0%
- Japan, 6.2%
- Hong Kong, 6.1%
- United Kingdom, 3.9%
- Netherlands, 3.7%
- Spain, 2.8%
- Germany, 2.7%
- Sweden, 1.9%
- Switzerland, 2.0%
- Cash, 5.3%

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### Find out more

Should investors have any questions or queries regarding the Fund, please contact our Investor Relations team on **02 9021 7701** or **info@ellerstoncapital.com** or visit us at **ellerstoncapital.com**

All holding enquiries should be directed to our register, Mainstream Fund Services on **02 8259 8550** or **InvestorServices@MainstreamGroup.com**

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