

HYPERION GROWTH EQUITIES

In the Modern World what Sectors
and Narrow Range of Companies
will be the Winners?

Webinar Presentation
26 May 2020

HYPERION
ASSET MANAGEMENT

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Lead Portfolio Manager Biographies



MARK ARNOLD – LEAD PORTFOLIO MANAGER, CHIEF INVESTMENT OFFICER & MANAGING DIRECTOR

CFA, B.Com, LLB, CA, SF Fin

Mark has been a key contributor to the investment returns Hyperion has achieved since its inception in 1996. He has played an integral role in the design of Hyperion’s investment process and was instrumental in establishing the organisational culture that has underpinned Hyperion’s long-term success.

Mark is Lead Portfolio Manager, Chief Investment Officer and Managing Director of Hyperion. Mark is the most senior and experienced Portfolio Manager in the investment team and has the most influence over Hyperion’s investment decision making. He has portfolio management responsibilities across all of Hyperion’s equity strategies. He is also the Chair of Hyperion’s Investment Committee.

Mark has been professionally analysing listed companies since 1991. He originally worked as a research analyst at Stockbroker Lance Jones Limited and then at Wilsons. Wilsons was the creator and original 100% equity owner of Hyperion. Mark is a qualified chartered accountant. Prior to establishing himself in the investment industry, Mark worked for KPMG. He holds undergraduate qualifications in Commerce and Law. Mark is a CFA Charterholder and a substantial shareholder in Hyperion.

JASON ORTHMAN – LEAD PORTFOLIO MANAGER & DEPUTY CHIEF INVESTMENT OFFICER

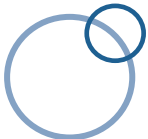
CFA, B.Eng (Chemical), B.Bus.

Jason was promoted to Deputy Chief Investment Officer in 2017 in recognition of his contribution to Hyperion’s alpha and strong communication skills within the broader team. Jason is also an Executive Board member of Hyperion Asset Management and serves as Deputy Chair of the Hyperion Executive Committee. He continues to serve as a lead portfolio manager across its three equity strategies (Australian Equities, Small Cap and Global Equities). The two lead portfolio managers have the majority of the influence in setting stock weights and are responsible for what stocks enter and exit the portfolios.

Jason joined Hyperion in 2008 as an Investment Analyst and was promoted to Portfolio Manager in 2009. Jason continues to be responsible for the research of equities in support of the team’s investment decisions across Hyperion’s product range. Jason gained 6 years industry experience as a Senior Research Analyst with a stock broker, Wilsons, prior to joining Hyperion. He joined Wilsons in 2002 and spent most of his time at the firm in Research as a small to mid-cap Equity Analyst. He has covered a wide range of sectors including mining services, retail, manufacturing and waste.

Jason has a Bachelor of Chemical Engineering (1st Class Honours) and a Bachelor of Business Management from the University of Queensland. He also completed a Graduate Diploma of Applied Finance and Investment from the Australian professional body (now called FINSIA). Jason is a CFA Charterholder and significant shareholder of Hyperion.

“Investing is an intellectual challenge that includes unpacking different companies, business models and trends. It’s a thrill to find new opportunities that create value over time.”



Hyperion's Mission, Values & Beliefs

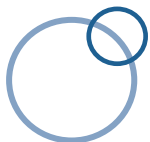
Our values are:

1. Research driven, not marketing driven
2. Evidence based and merit based
3. Alpha focused
4. Think long term
5. Business owners, not share traders
6. Collective first

Hyperion's total FUM is predominantly from investment performance, not client inflows. The table below shows that alpha generation related FUM is currently approximately \$2.5 billion (36% of total FUM), this compares to approximately \$1.0 billion (15% of total FUM) that is from net client contributions.

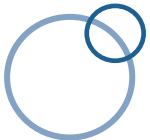
FUM Generation		\$B (AUD)
Net Flows from Clients	15%	1.0
Market Return	49%	3.3
Alpha	36%	2.5
<u>Total FUM*</u>	<u>100%</u>	<u>6.8</u>

Hyperion's mission is to protect and grow our clients' capital sustainably over the long term.



*Total FUM as of 30th April 2020

Protect and Grow.



Who will be the Narrow Winners in a post COVID-19 World?

1. Revisit shift from old to new economic frameworks
2. What businesses will be winners irrespective of GDP growth?
3. Why will only a narrow set of companies take market share?
4. Why is superior EPS growth so important?
5. How are the Hyperion Small, Australian Growth and Global Funds positioned
 - *Post COVID-19, which companies will excel?*



In the 6 decades prior to the GFC we enjoyed a high growth world driven by significant tailwinds



Improving demographics



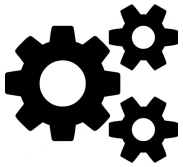
Easy debt



Robust middle class



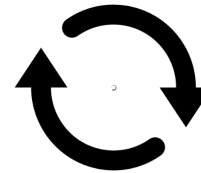
Confidence in economic growth



Powerful machines



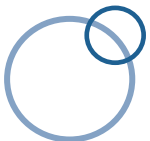
Cheap energy



Belief in unlimited natural resources



Benign competition



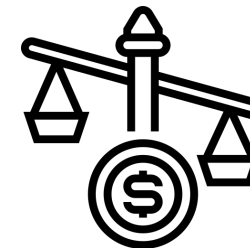
Since the GFC we have transitioned to a low growth, disrupted world with significant headwinds



Ageing population



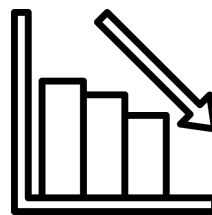
High debt levels



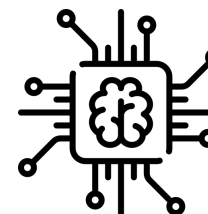
Rising wealth inequality



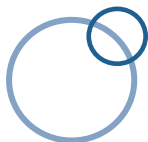
Natural resource constraints & disruption



Declining monetary tailwinds



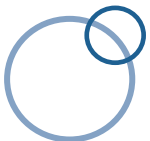
Plus technology – greater automation, AI & sharing



Organic growth comes from two sources



- Most companies can access the first channel
- Only elite companies can access the second channel



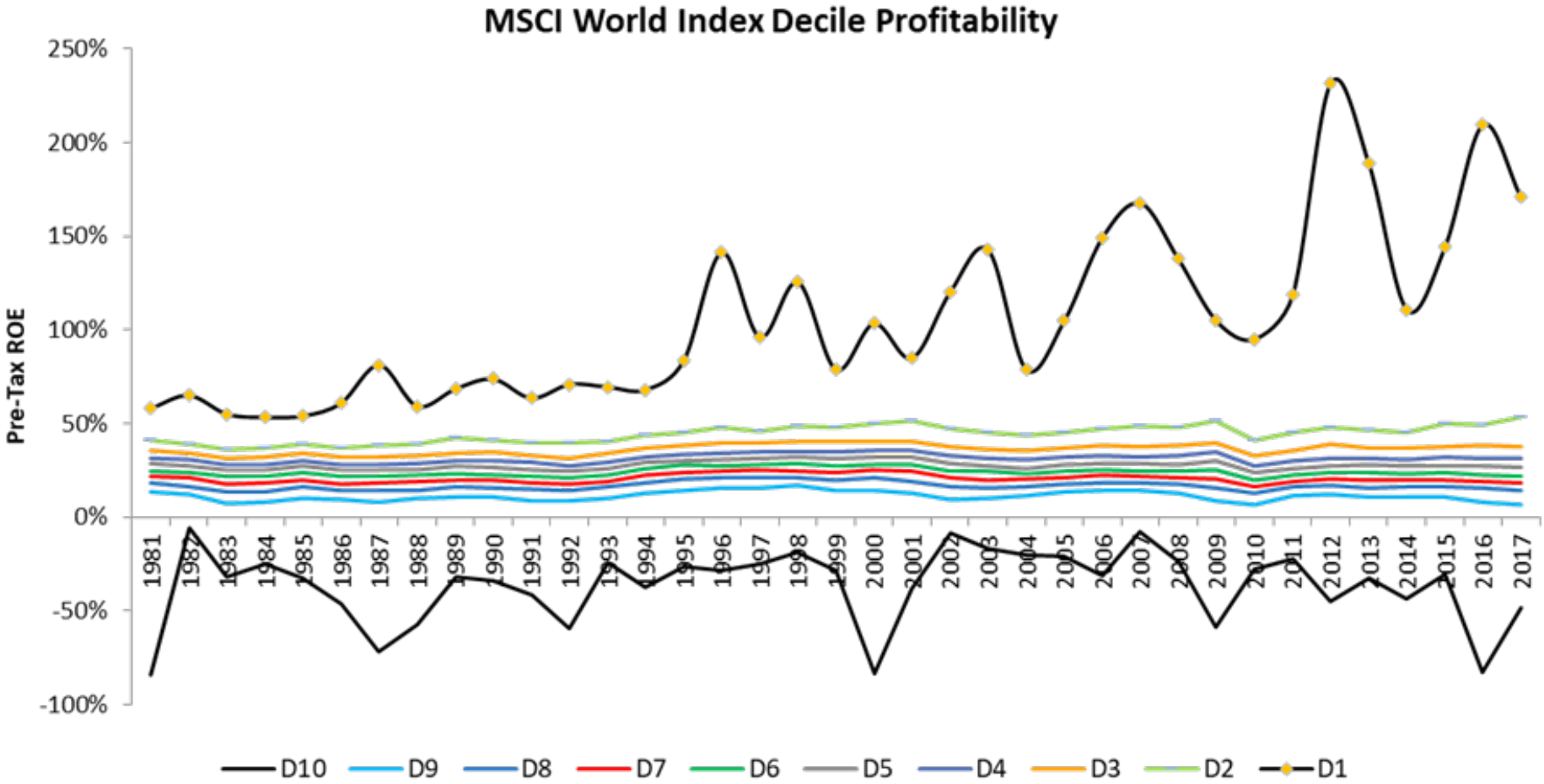
In a low growth world, increasing market share is the only way to grow



- Earnings growth from growth in the size of the economic pie is unavailable in a low growth world
- Only businesses that have strong value propositions can take market share and enjoy organic revenue growth



Power law distributions have globalised as a result of the internet



Structural winners are never obvious – it only seems obvious with hindsight

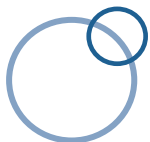
Company	Entry Date	Entry Price	Current Price [^]	Total Security Return (%)	MSCI World Net (USD) Total Return (%)
Alphabet Inc.	May 2014	\$571.65	\$1,346.70	135.6	33.9
Amazon.com, Inc.	July 2015	\$531.41	\$2,474.00	365.6	27.5
Facebook, Inc.	May 2014	\$63.30	\$204.71	223.4	33.9
Hermes International SCA	May 2014	\$260.00	\$667.80	156.9	33.9
Mastercard Inc.	May 2014	\$76.45	\$247.97	259.7	33.9
Visa Inc.	May 2014	\$53.71	\$178.72	232.8	33.9

- The next market leaders are obvious in hindsight but never at the time – for example, Microsoft in the 1980's and 1990's.
- Hyperion looks for the next structural leaders not mature past blue chips.
- Markets are driven higher by a narrow number of huge compounders.

*Microsoft was added to the Global Portfolios on 22nd February 2018 and not held throughout the 1990's.

[^]Current Prices as at 30th April 2020. Prices presented in local currency.

Total security return and MSCI (USD) Total Net Return are calculated between the entry date listed for each security and 30th April 2020. Source, FactSet.



Traditional short-term metrics have limited meaning

Company	P/E Then ¹	P/E Now [^]	Change (%)
Alphabet Inc.	24.8	23.5	-5.3
Amazon.com, Inc.	117.9	55.6	-52.8
Facebook, Inc.	71.6	22.6	-68.4
Hermes International SCA	38.3	46.8	22.1
Mastercard Inc.	27.4	42.5	55.2
Visa Inc.	33.2	37.8	13.9
MSCI World Index P/E*	16.6	18.4	10.8

- Most market participants focus on short-term metrics such as PER, P/B or EV/Sales.
- Short-term heuristics are simplistic short cuts with minimal predictive ability in the new economic framework.

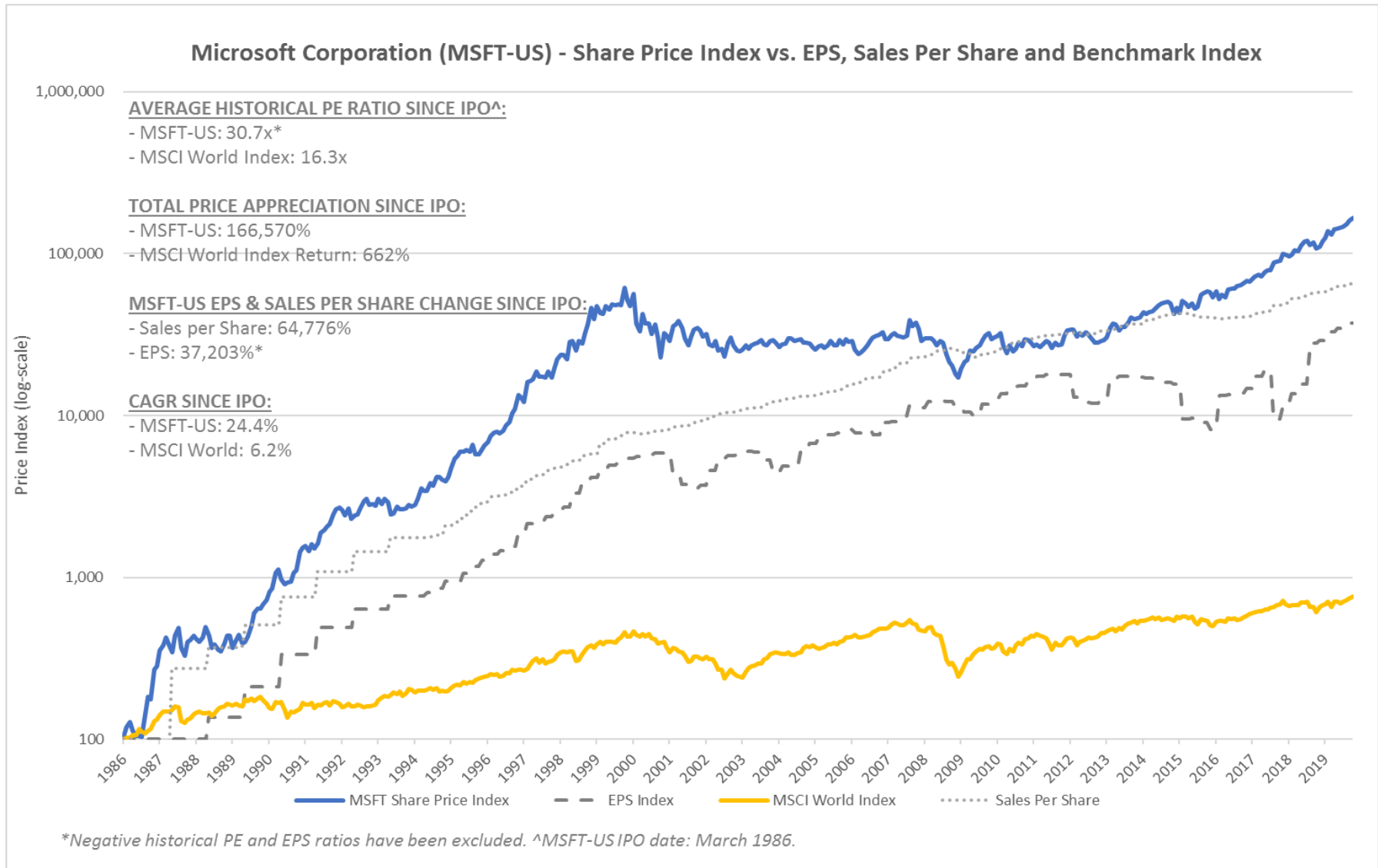
¹Historical P/E ratio's are calculated using EPS and Share Prices as at 31st December 2014. [^]Current EPS and Prices are as at 31st December 2019.

All prices and P/E ratios are presented in home currency.

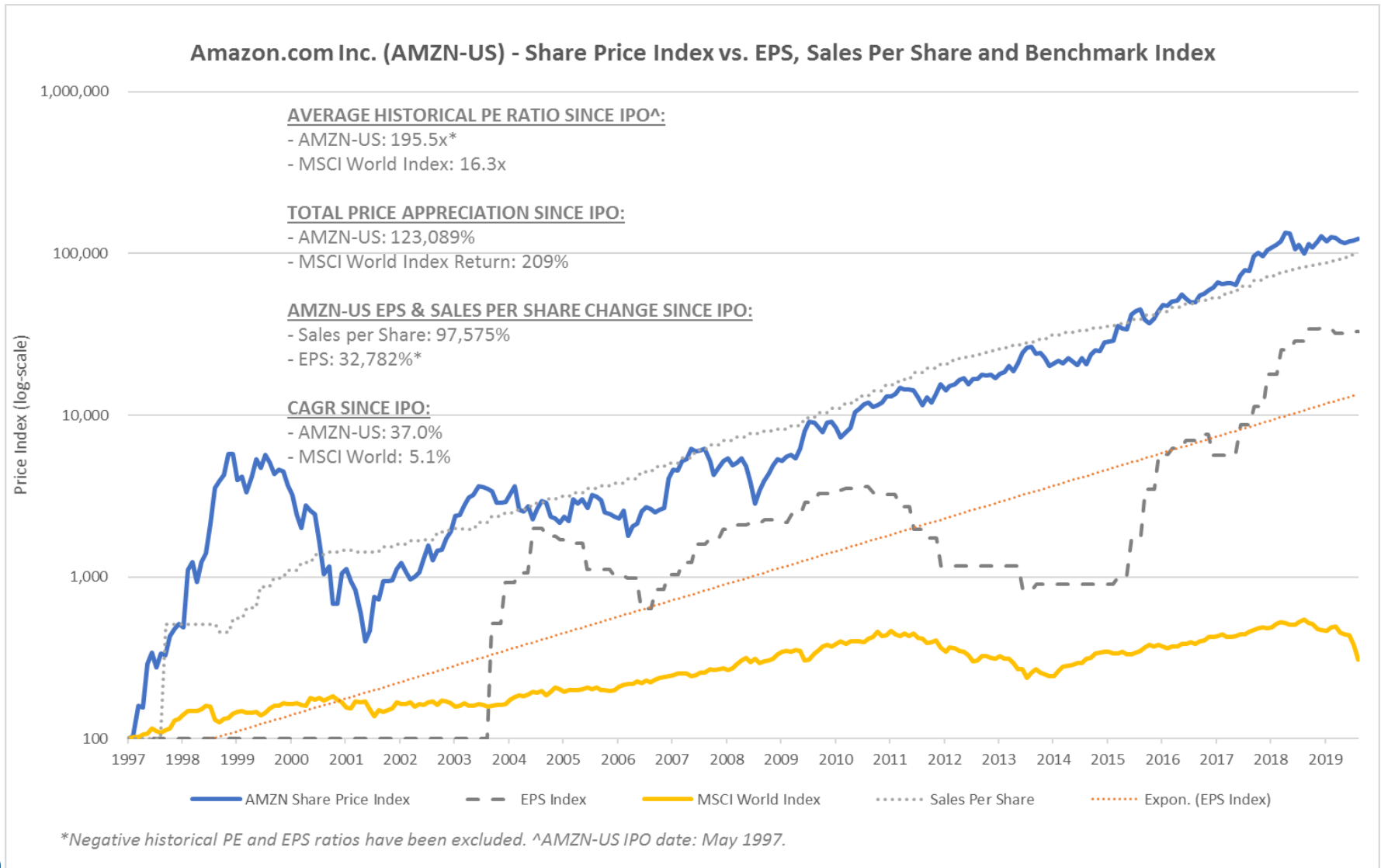
*Trailing 12 months P/E ratio. Source, FactSet.



Microsoft Example long-term market share gain



Amazon Example of long-term market share gain



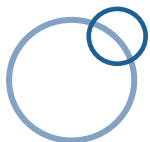
Structural winners are never obvious – it only seems obvious with hindsight

Company	Entry Date	Entry Price	Current Price [^]	Total Security Return (%)	ASX/S&P 300 Accumulation Index Total Return (%)
REA Group Ltd	June 2004	\$0.84	\$89.03	10,857.3	208.1
Technology One Limited	December 1999	\$0.86	\$9.50	1004.6	314.6
WiseTech Global Ltd	April 2016	\$4.01	\$18.59	363.6	24.6
Xero Limited	September 2017	\$28.22	\$79.53	181.8	7.9

- The next market leaders are obvious in hindsight but never at the time.
- Hyperion looks for the next structural leaders not the past blue chips.
- Markets are driven higher by a narrow number of huge compounders.

[^]Current Prices as at 30th April 2020. Prices presented in local currency.

Total security return and ASX/S&P 300 Accumulation Index Total Return are calculated between the entry date listed for each security and 30th April 2020. Source, FactSet.



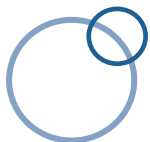
Traditional short term metrics have limited meaning

Company	P/E Then ¹	P/E Now [^]	Change (%)
REA Group Ltd	45.8	46.1	0.7
Technology One Limited	240.9	47.4	-187.0
WiseTech Global Ltd	345.4	265.6	-23.5
Xero Limited	n/a	740.8	n/a

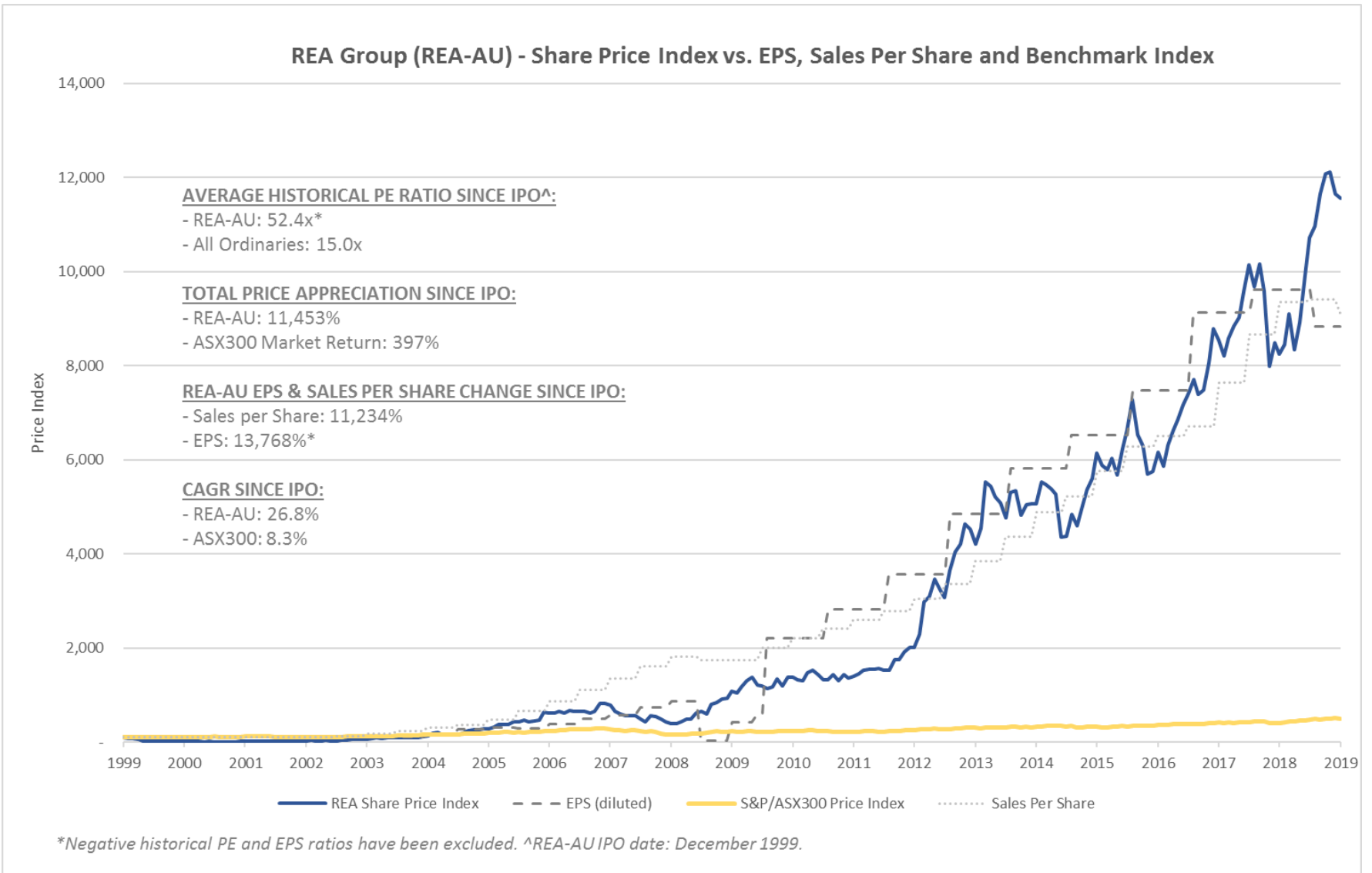
- Need to put more emphasis on qualitative attributes in current economic framework of low growth, disrupted, internet enabled world.
- Then need to focus on estimating the intrinsic value of a quality business.

¹Historical P/E ratio's are calculated using EPS and Share Prices as at date of entry to the Hyperion Portfolios. Refer to slide 15 for specific dates.

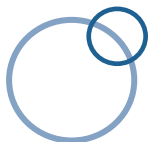
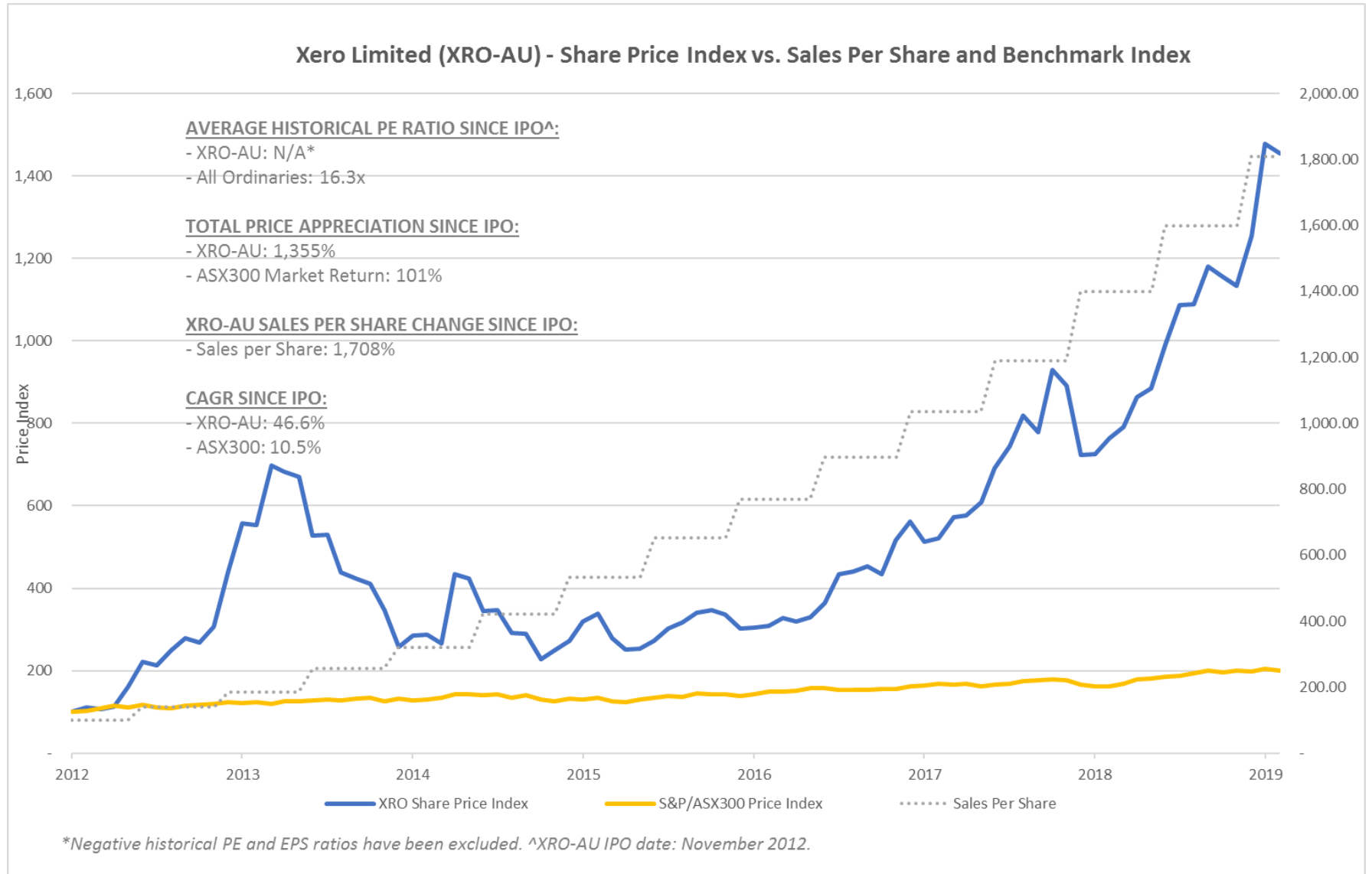
[^]Current EPS and Prices are as at 31st December 2019. All prices and P/E ratios are presented in home currency.



Realestate.com.au Example – market leader



Xero Example – next leader



Wotif (WTF-AU) Case Study – Innovation and global reach is critical

- Hyperion owned Wotif when it was listed (acquired by Expedia in November 2014). Hyperion bought WTF-AU in August 2007 and exited in May 2014.
- It was a modern business with market leadership in online domestic hotel bookings.
- It wasn't as successful as some of the other proven market leaders we have held for many years – REA, SEK, CAR and TNE.
- Wotif's culture was primarily of cost control and high margin – EBITDA margin above 55% in FY13.
- Learnings were to **focus** on companies that have an **innovative culture** and **invest heavily in R&D**.
- Wotif was primarily domestic focused and once the world globalised and the majors entered their value proposition was relatively weaker.



Equity investing is about compounding – backing progress

- Most market participants, even gurus like Warren Buffett, seem to bet against change.
- Many investments are made which assumes the status quo continues – for example leadership and industry structures are maintained within traditional auto, power and oil industries.
- Hyperion believes in a disrupted world; you need to **back progress not bet against change.**
- Equity investing is about long-term compounding and is about forecasting the future not extrapolating the past when economic frameworks have changed.
- Hyperion attempts to identify structural trends and then select the proven leaders within these industries.



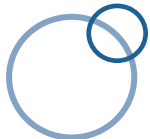
#1 Global Fund in Morningstar Direct Global Fund Manager 5 Year

Id	Name	Return Date (Mo-End)	Total Ret	Total Ret	Total Return
			Annlzd 5 Yr (Mo-End)	% Rank Cat 5 Yr (Mo-End)	Abs Rank Cat 5 Yr (Mo-End)
1	Hyperion Global Growth Companies B	30/04/2020	18.34	1	1
2	Loftus Peak Global Disruption	30/04/2020	14.81	3	2
3	CFS FC-Baillie Gifford W LT Glb Gwth	30/04/2020	14.23	4	3
4	Generation Wholesale Global Share	30/04/2020	13.58	6	4
5	Franklin Global Growth I	30/04/2020	13.46	7	5
6	Franklin Global Growth W	30/04/2020	13.27	8	6
7	CFS FC Inv-Baillie Gifford LT Glb Gwth	30/04/2020	13.26	10	7
8	Vontobel Global Equity Fund	30/04/2020	13.22	1	2
9	CFS FC Inv-Generation Global Share	30/04/2020	13.13	11	8
10	T. Rowe Price WS Plus Global Equity	30/04/2020	12.97	11	9
11	Intermede Global Equities Fund	30/04/2020	12.88	2	3
12	OnePath OA FR IP-OP Global Share	30/04/2020	12.66	3	4
13	T. Rowe Price Global Equity I	30/04/2020	12.64	12	10
14	Evans and Partners International Fund	30/04/2020	12.61	3	5
15	OnePath OA FR IP-T. Rowe Price Global Eq	30/04/2020	12.49	12	11
16	Magellan Global	30/04/2020	12.31	4	6
17	OnePath OA FR IP-Magellan Global	30/04/2020	12.17	5	8
18	Magellan WS Plus Global	30/04/2020	12.01	5	9
19	ANZ OA IP-OP Global Share EF	30/04/2020	11.87	5	10
20	CFS FC-Magellan W Global Share	30/04/2020	11.86	5	11
291	OnePath OA IP-Antpds Gbl (Lg only) NEF	30/04/2020	2.00	100	68
292	ANZ OA Inv-Antipodes Global (Lg only)NEF	30/04/2020	2.00	100	69
293	BT WE Templeton Global Equity	30/04/2020	1.71	92	35
294	Crescent International Equity	30/04/2020	0.38	96	36
295	i Capital International Value	30/04/2020	-3.30	100	37

Summary Statistics

1	Eightieth Percentile		4.80	22	21
2	Sixtieth Percentile		6.76	46	43
3	Fortieth Percentile		8.02	66	76
4	Twentieth Percentile		9.68	85	134
5	Sum		2,187.69	15,899	21,429
6	Average		7.42	54	74
7	Count	404	295.00	294	291
8	Maximum		18.34	100	190
9	Minimum		-3.30	1	1
10	Median		7.39	56	58
11	Standard Deviation		2.88	30	56

- Hyperion Global Growth Companies Fund is ranked **1st out of 295** global equity funds for 5-year returns to 30th April 2020.
- Hyperion's 5-year Annualised return of 18.3% is **10.9% p.a. above the median** manager return of 7.4% p.a. over the past 5 years.
- Quality and differentiation within portfolios has never been higher.

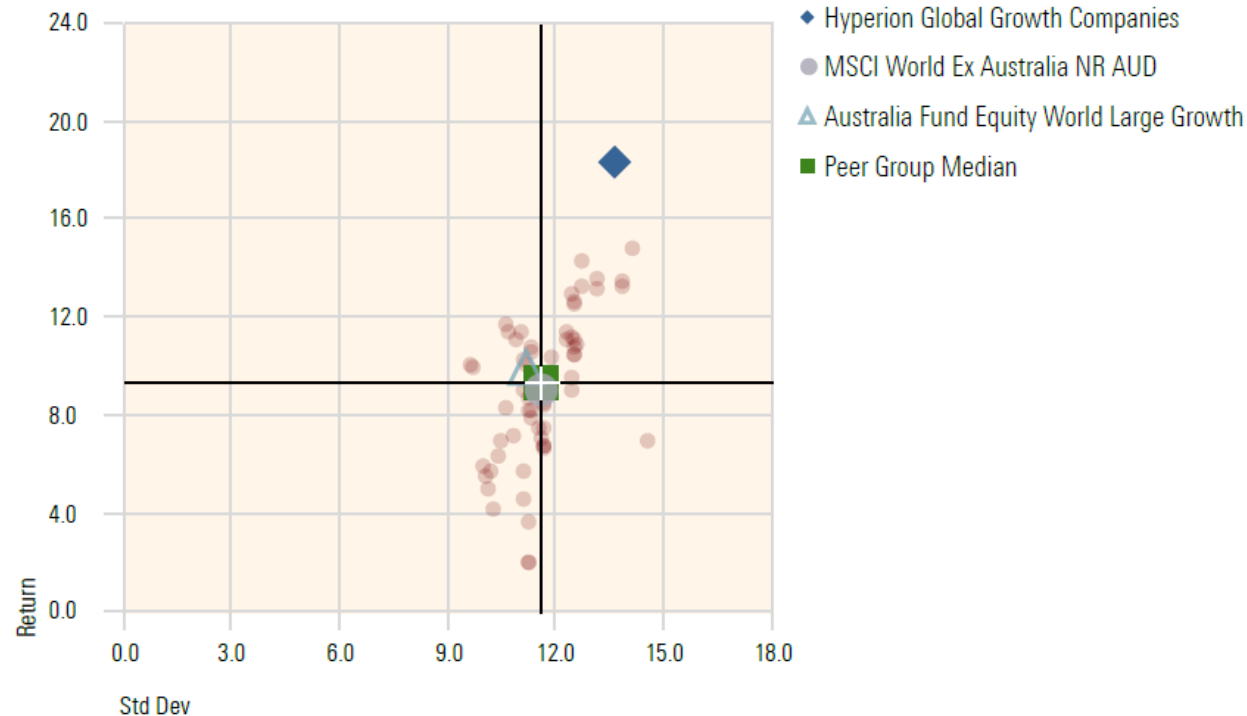


#1 Global Fund in Morningstar Direct Global Fund Manager 5 Year

Risk-Reward

Time Period: 1/05/2015 to 30/04/2020

Peer Group (1-100%): Funds - Australia - Equity World Large Growth



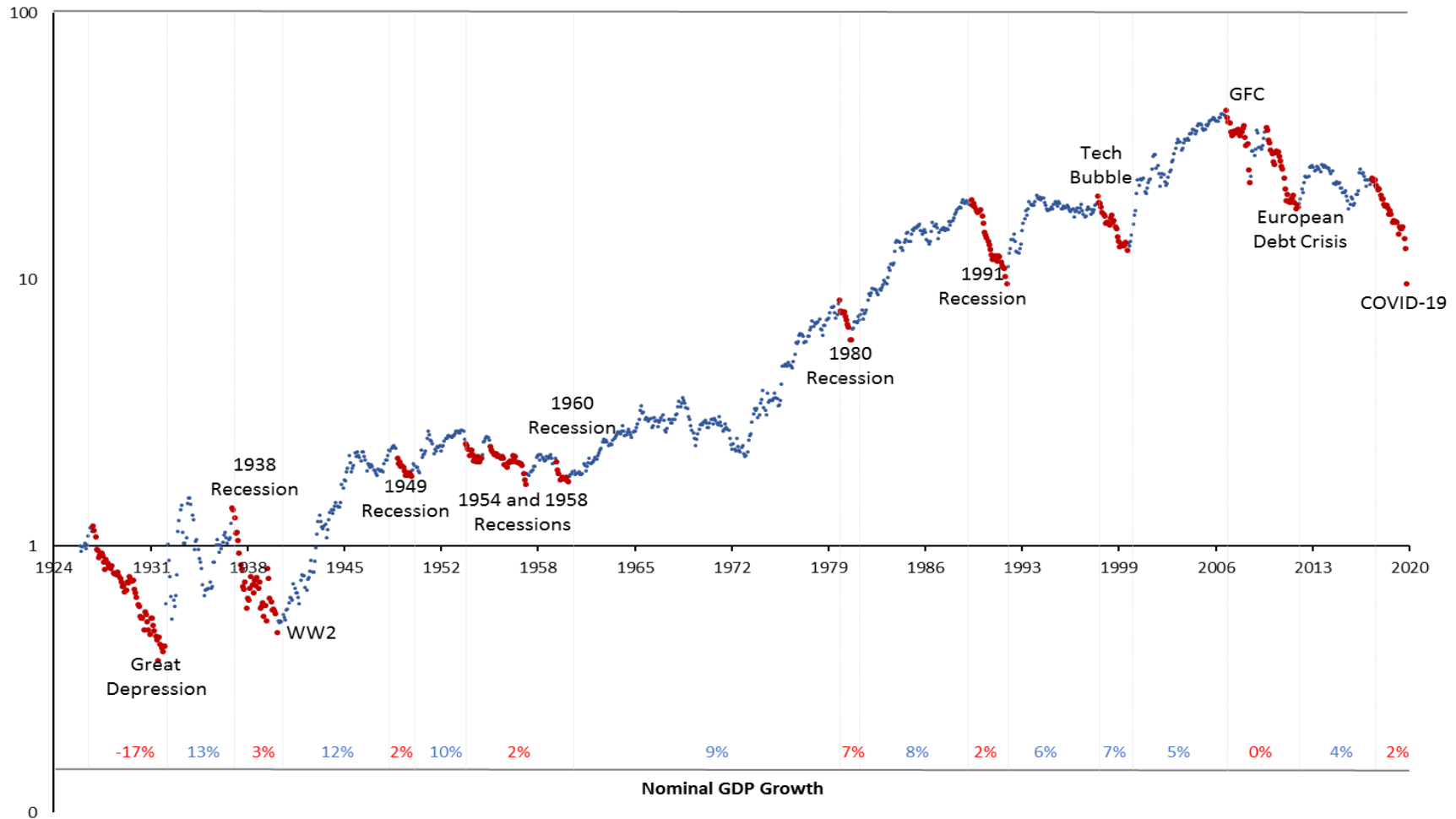
- Hyperion Global Growth Companies Fund is ranked **1st out of 295** global equity funds for 5-year returns to 30th April 2020.
- Strong annual returns relative to measured risk taken.



Source, Morningstar Direct.

The Value Anomaly – Updated for COVID-19

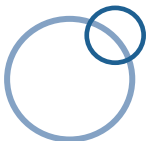
Fama French HML Index - Value Underperforms in Low Growth, Low Inflation, Low Confidence Environments



Value versus Growth in a low growth world – Track records matter

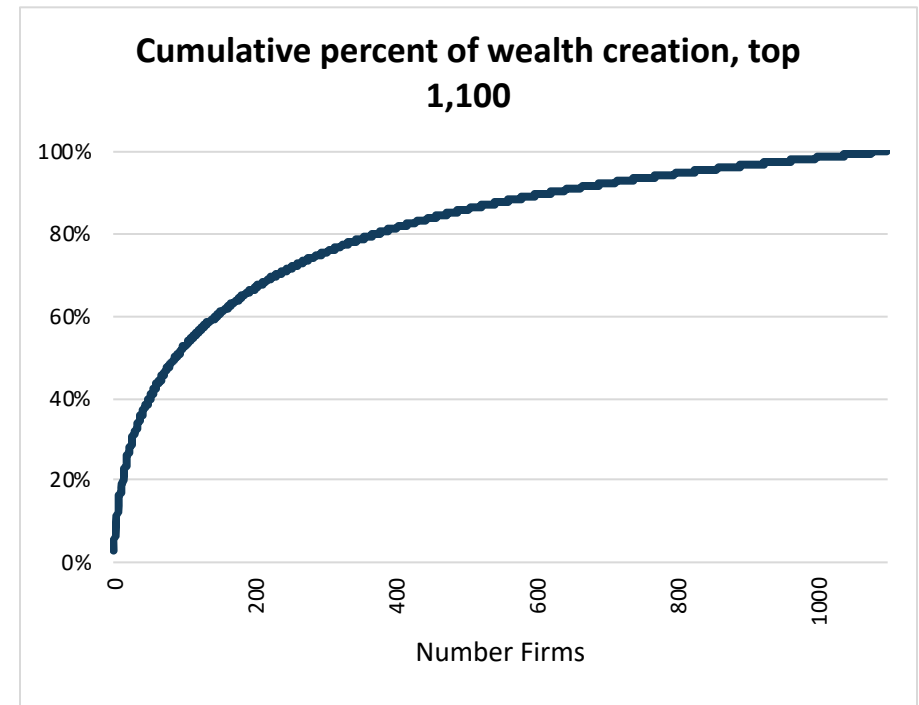
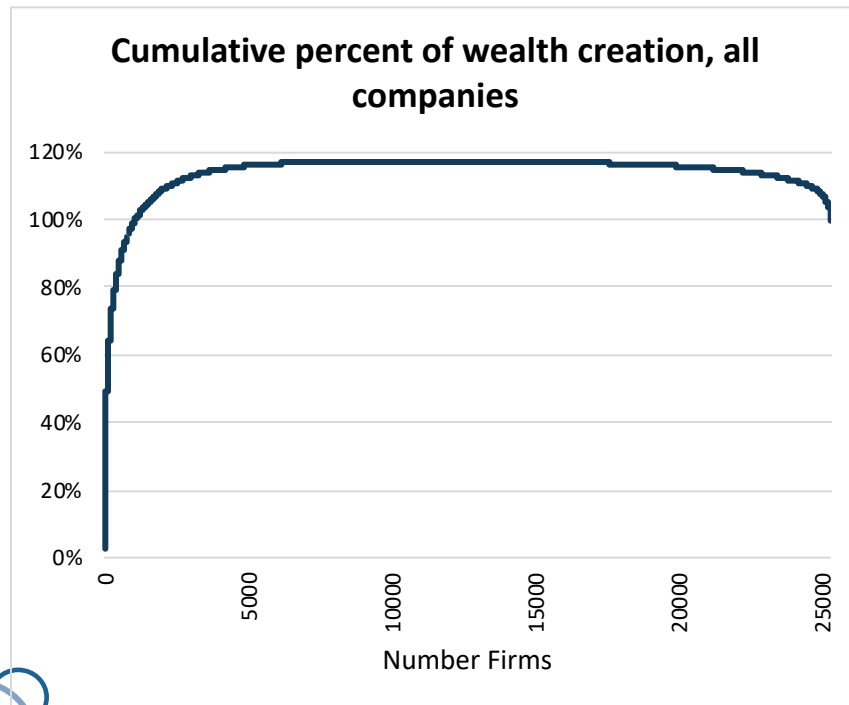
	Global Equities			Australian Equities		
	Growth	Value	Excess Return	Growth	Value	Excess Return
1 Month	-8.3%	-10.5%	+2.2%	-18.2%	-23.1%	+4.9%
3 Months	-4.1%	-14.9%	+10.8%	-19.9%	-27.5%	+7.6%
FYTD	4.3%	-6.6%	+10.9%	-16.4%	-25.5%	+9.1%
1 Year	9.2%	-1.7%	+10.9%	-10.5%	-22.3%	+11.8%
3 Years (pa)	16.0%	5.5%	+10.5%	3.2%	-4.0%	+7.2%
5 Years (pa)	11.9%	4.4%	+7.5%	4.0%	0.7%	+3.3%
10 Years (pa)	13.2%	8.9%	+4.3%	6.6%	4.6%	+2.0%

- According to Morningstar survey, managers classified as Value have **significantly under-performed** their Growth peers post GFC.
- This under-performance has worsened through COVID-19 – **Value does not protect investors in a crisis.**
- **Rotation back to Value** will occur if there is a **cyclical bounce** – we believe this will be **temporary** unless global economy returns to high nominal growth levels.



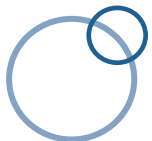
Equity markets have always been driven by a narrow number of winners

- The excess returns (relative to treasury bills) produced by US equities from 1926 to 2016 is extremely narrow. This is replicated in most markets including Australia.
- According to Hendrik Bessembinder (2018), the best-performing **4% of US listed companies explain the entire net gain for the US stock market** since 1926, as other stocks collectively matched the return from treasury bills.



Post COVID-19, what are expectations for economic growth?

- There is no going back to the high growth levels that existed pre-GFC - expect subdued earnings growth for decades
- Back to normal does not mean high growth, it means back to the problems we faced prior to the containment crisis, with an additional debt burden
- Households, Governments and corporates are all more fragile
- The index won't generate any meaningful long-term growth
- Mega-trends that have dominated post GFC remain and will now accelerate as a result of COVID-19



Post COVID-19 - Software moving from edge to core

- On premise legacy software is no longer acceptable
- Need modern platforms, SaaS and the cloud
- Need flexibility in an organisation - allow remote and digital usage
- Technologies that will benefit going forward are those that can operate and grow demand in a low growth and disrupted world



Post COVID-19 - Shift to low carbon energy

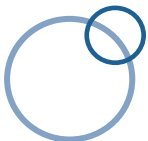
- COVID-19 will accelerate and change consumer behaviour
- One of unintended benefits of COVID-19 will be through studies of the reduction in pollution in major cities as cars come off the road
- Awareness of the benefits of electric vehicles and distributed renewable energy should increase



Which companies will excel in the post COVID-19 world?

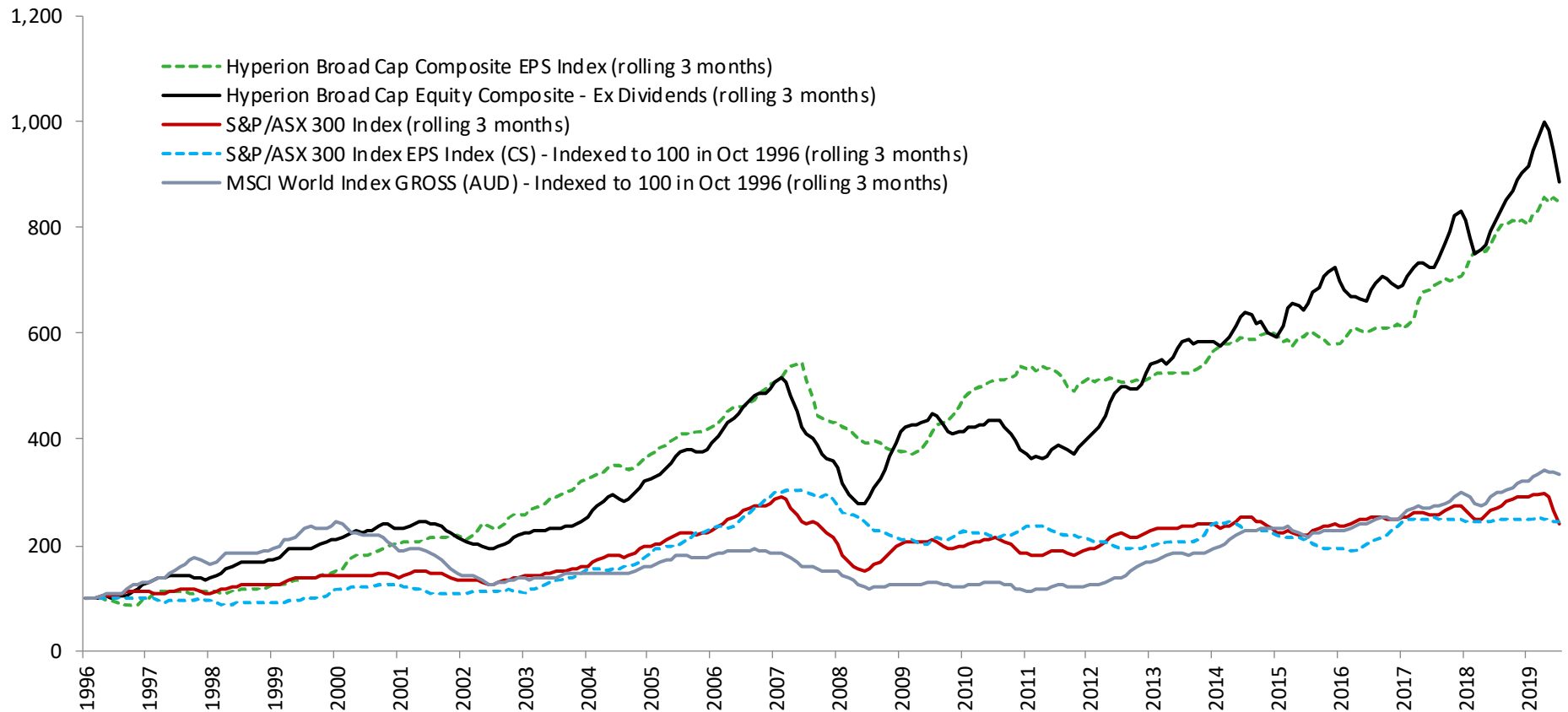
- Future returns will be concentrated in a small number of winners with:
 - Structural tailwinds
 - Large addressable markets
 - Sustainable competitive advantages
 - Capital light, proven business models
 - Low debt levels
 - Management with long-term focus

Global Growth	Australian Growth	Small Growth
Amazon	CSL	WiseTech
Microsoft	Dominos	Dominos
Alphabet	ResMed	Xero
Tesla	Xero	PushPay
PayPal	WiseTech	Technology One



What impact does EPS compounding have on equities?

- Lessons from GFC : Hyperion Australian Growth strategy
 - “Dotted green line” quickly returns to 2007 peak
 - “Dotted blue line” still below 2007 peak after 13 years

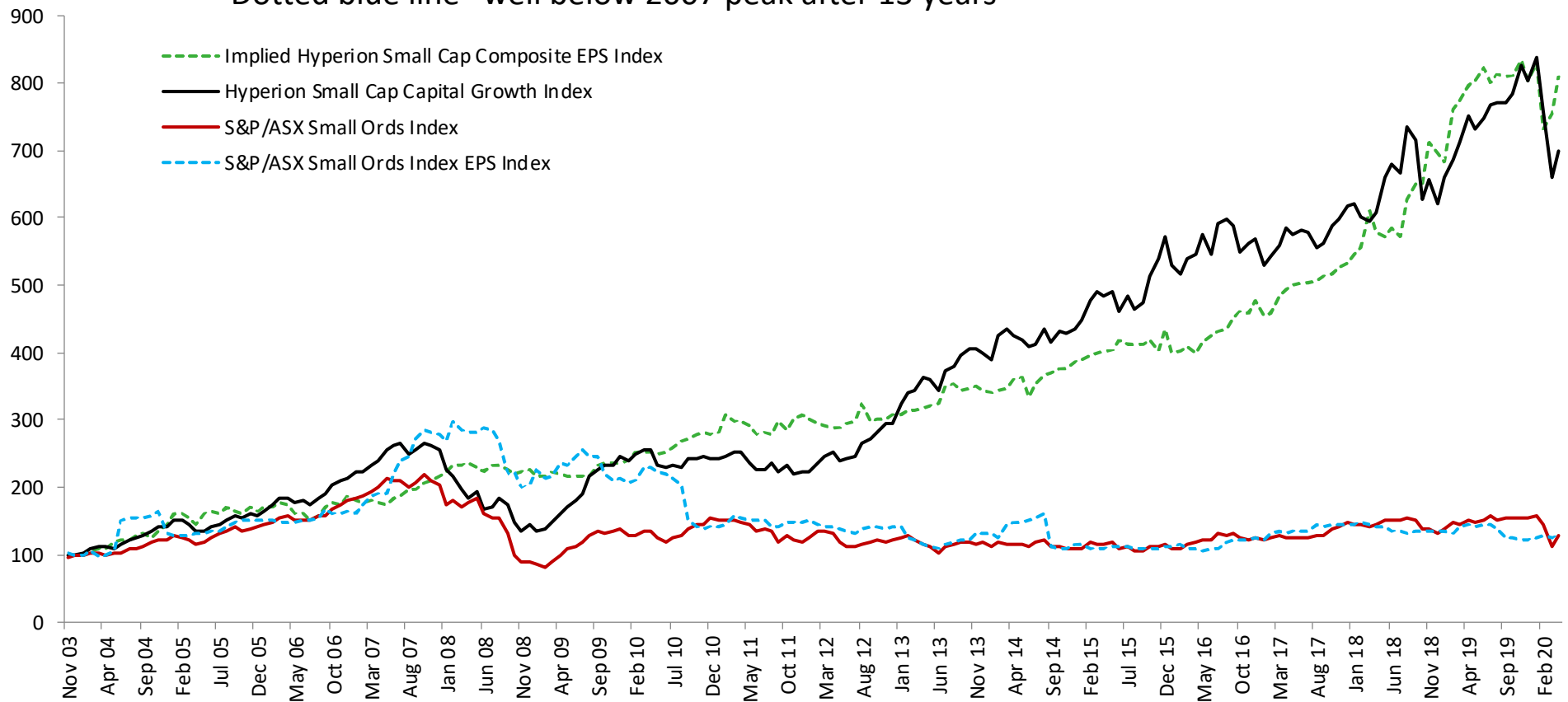


Source: Hyperion

*The Hyperion Broad Cap Composite includes all discretionary portfolios that invest in securities listed on the Australian Securities Exchange (ASX) which pass Hyperion's rigorous investment Process.

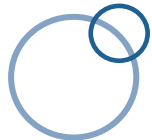
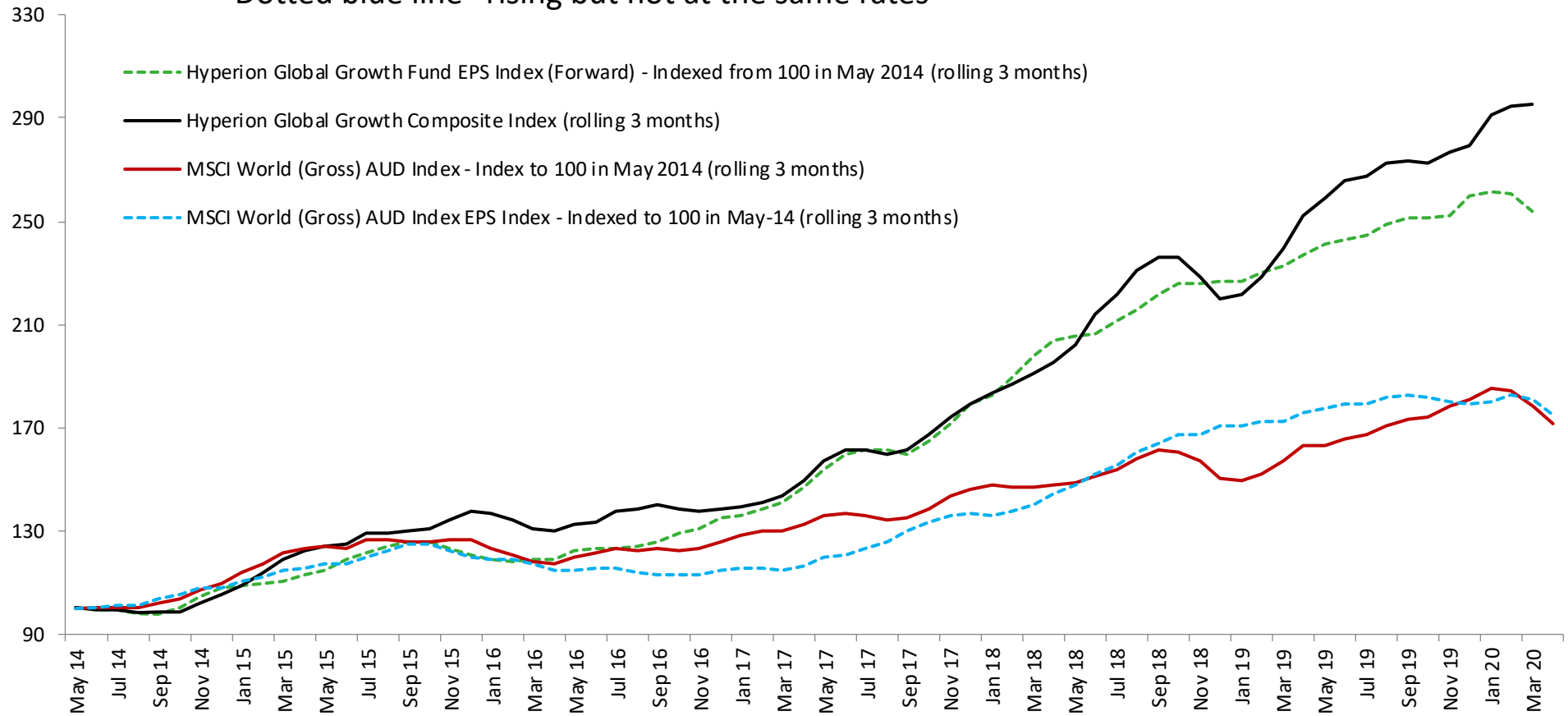
What impact does EPS compounding have on equities?

- Lessons from GFC : Hyperion Small Growth strategy
 - “Dotted green line” no meaningful fall from 2007 peak
 - “Dotted blue line” well below 2007 peak after 13 years



What impact does EPS compounding have on equities?

- Early lessons : Hyperion Global Growth strategy
 - “Dotted green line” compounding at high rates
 - “Dotted blue line” rising but not at the same rates



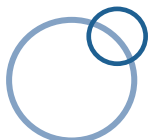
Source: Hyperion

Hyperion Net Fund Performance – 30 April 2020

\$AUD Net Performance (%)	Inception* Total Return	Inception* p.a.	5 Year p.a.	3 Year p.a.	1 Year
Hyperion Global Growth Companies Fund (Class B)	188.9	19.6	18.3	21.2	11.6
MSCI World Index	96.8	12.1	9.5	10.4	3.8
<i>Excess Performance</i>	<i>92.1</i>	<i>7.5</i>	<i>8.8</i>	<i>10.8</i>	<i>7.8</i>

\$AUD Net Performance (%)	Inception^ Total Return	Inception^ p.a.	10 Year p.a.	5 Year p.a.	3 Year p.a.	1 Year
Hyperion Australian Growth Companies Fund	553.6	11.3	9.0	8.5	9.0	9.1
S&P/ASX 300 Accumulation Index	294.8	8.1	5.9	3.5	2.0	-9.1
<i>Excess Performance</i>	<i>258.8</i>	<i>3.2</i>	<i>3.1</i>	<i>5.0</i>	<i>7.0</i>	<i>18.2</i>

\$AUD Net Performance (%)	Inception^ Total Return	Inception^ p.a.	10 Year p.a.	5 Year p.a.	3 Year p.a.	1 Year
Hyperion Small Growth Companies Fund	1008.9	14.7	11.6	8.9	9.0	2.2
S&P/ASX Small Ordinaries Accumulation Index	187.7	6.2	2.5	4.9	3.2	-13.3
<i>Excess Performance</i>	<i>821.2</i>	<i>8.5</i>	<i>9.1</i>	<i>4.0</i>	<i>5.8</i>	<i>15.5</i>



Past performance is not a reliable indicator of future performance.

*Hyperion Global Growth Companies Fund Inception Date: 1st June 2014

^Hyperion Australian Growth Companies Fund and Hyperion Small Growth Companies Fund Inception Date: 30th September 2002.

Source: Hyperion, FactSet.

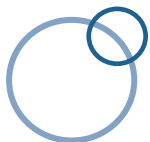
Which companies will excel in the post COVID-19 world?

Strong forecast EPS growth underpins the forecast 5 year IRR.

	Hyperion Australian Growth Companies Fund	Hyperion Small Growth Companies Fund	Hyperion Global Growth Companies Fund
5-year projected EPS Growth	22% p.a.	31% p.a.	24% p.a.
PE expansion (5 year)	-8% p.a.	-15% p.a.	-5% p.a.
Dividend Return	2% p.a.	1% p.a.	1% p.a.
5-year projected IRR	16% p.a.	17% p.a.	20% p.a.

As at 30th April 2020. Forecasts are before fees

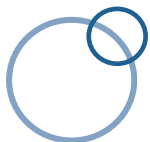
Source: Hyperion



Global fee structure aligns with your clients

	Management Fee	Performance Fee	5 Year Total Return Net Performance
Hyperion Global Growth Companies Fund (Class B)	0.70% p.a.	20% p.a.	132.1%
Magellan Global Fund	1.35% p.a.	10% p.a.	78.7%
MFS Global Equity Trust	0.80% p.a.	--	53.4%
Platinum Unhedged Fund	1.35% p.a.	--	31.5%
T.Rowe Price Global Equity Fund	1.18% p.a.	--	81.3%

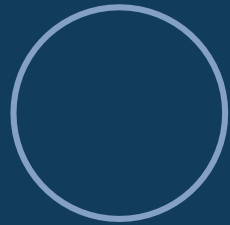
Hyperion backs its ability to produce outperformance



Returns are net of fees. Past performance is not a reliable indicator of future performance.
As at 30th April 2020. Source: Morningstar.

Protect and Grow.



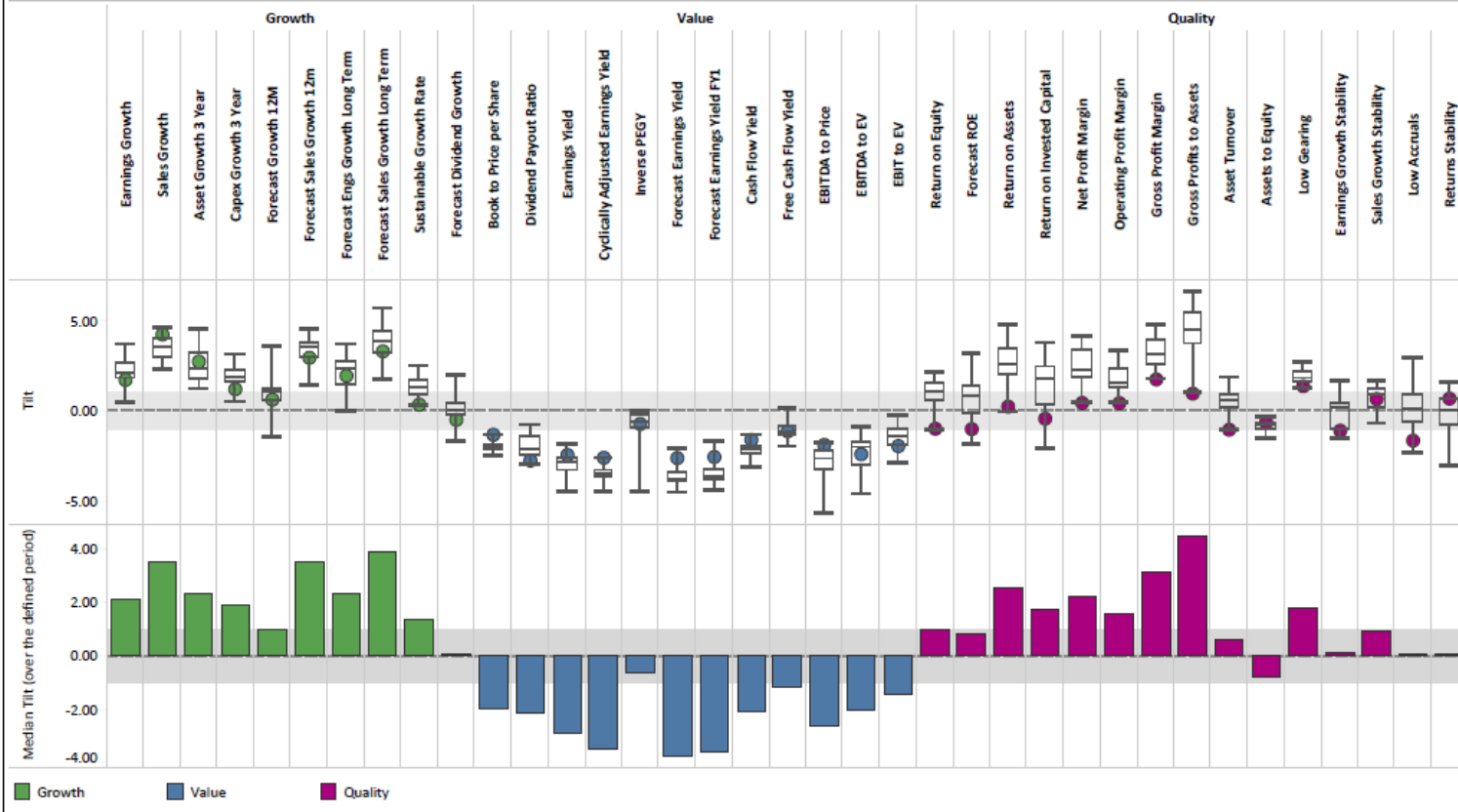


Foresight Analytics

Hyperion Global Growth Companies Fund: Historical CASA Adjusted Style Tilts (05/2014 to 03/2020 - Highlighted: 03/2020)

Benchmark: MSCI World NR

(Style tilts between -0.5 and +0.5 are probably not significant. Style tilts less than -0.5 or more than +0.5 indicate a tilt exists but may not be significant. Style tilts less than -1 or more than +1 are significant. Style tilts less than -2 or more than +2 are very significant.)



Measurement Period
05/2014 to 03/2020

Highlighted Month
03/2020

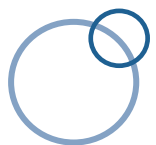
Adjustment
CASA Adjusted

Group
Multiple values

Factor
Multiple values

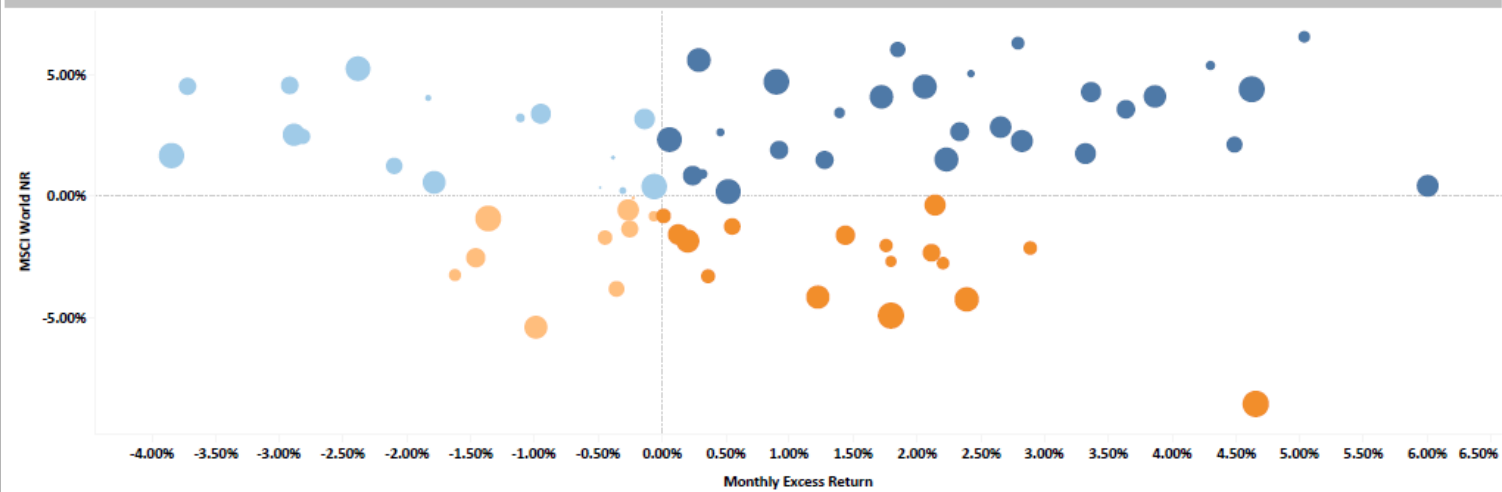
Source: Foresight Analytics
Data source: Hyperion Asset Management, Morningstar and Style Analytics

Hyperion has a decisive and secular Growth and Quality bias which aligns with our investment philosophy.



Conditional Monthly Excess Returns - Up and Down Markets (Gross, AUD, 06/14 to 03/20)

Benchmark: MSCI World NR



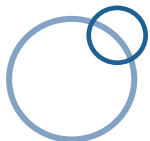
	Up Market			Down Market			Grand Total
	Outperformance	Underperformance	Total	Outperformance	Underperformance	Total	
Count	28	16	44	16	10	26	70
%	63.64%	36.36%	100.00%	61.54%	38.46%	100.00%	100.00%
Average Excess Return	2.35%	-1.74%	0.86%	1.60%	-0.71%	0.71%	0.81%

■ Up Market, Outperformance
 ■ Up Market, Underperformance
 ■ Down Market, Outperformance
 ■ Down Market, Underperformance
 • 06/14
 ○ 03/20

Measurement Period
06/14 to 03/20

Source: Foresight Analytics
Data source: Hyperion Asset Management, Morningstar and Style Analytics

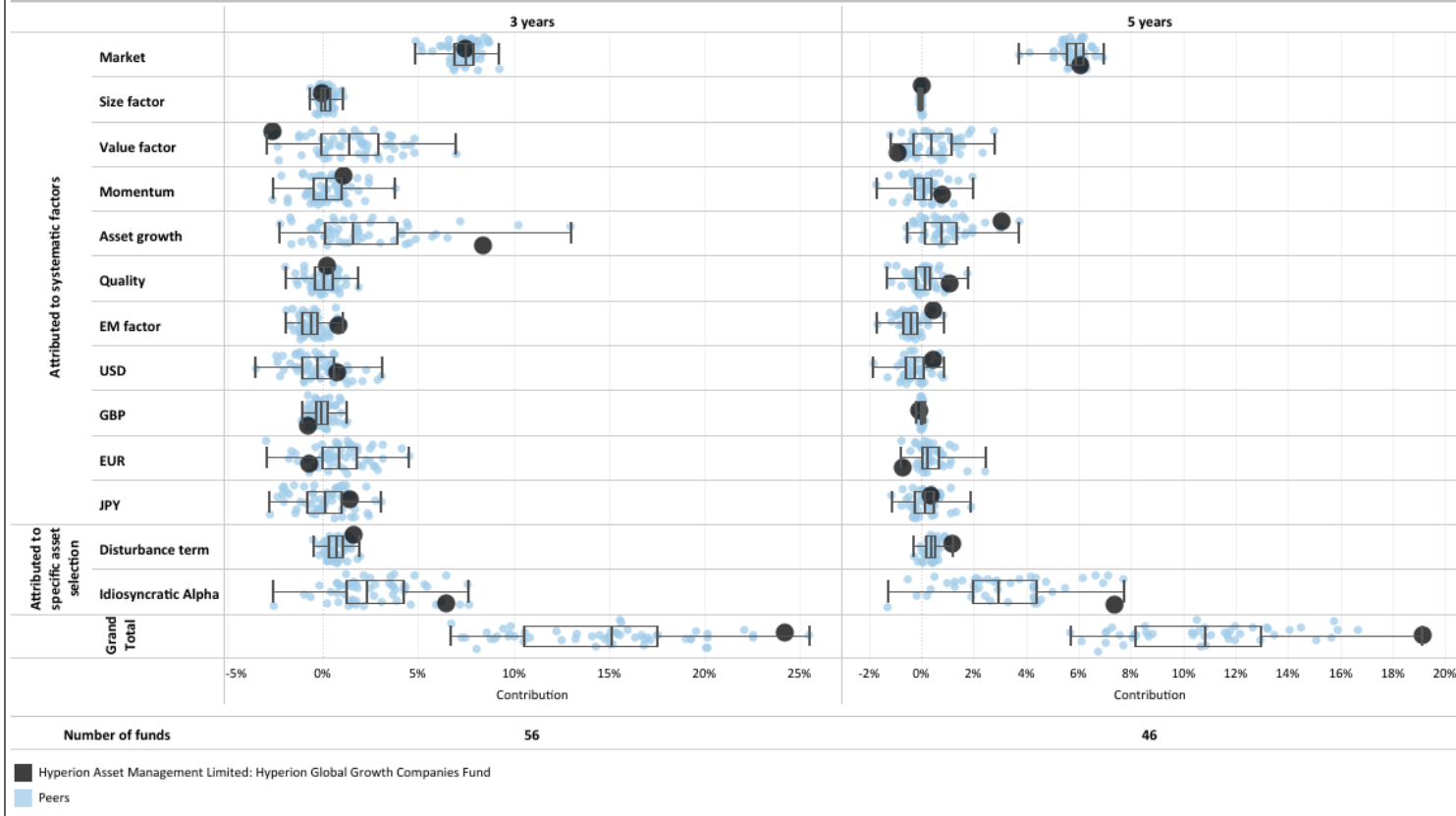
The Hyperion average monthly out-performance is much higher than average monthly under performance during both up- and down-market environments.



Foresight Multi-factor Attribution of Annualised Returns (AUD, Gross of fees, 31.03.2020)

Hyperion Asset Management Limited: Hyperion Global Growth Companies Fund vs Peers

Universe: Global Large Growth Equity



* Daily returns data are used.

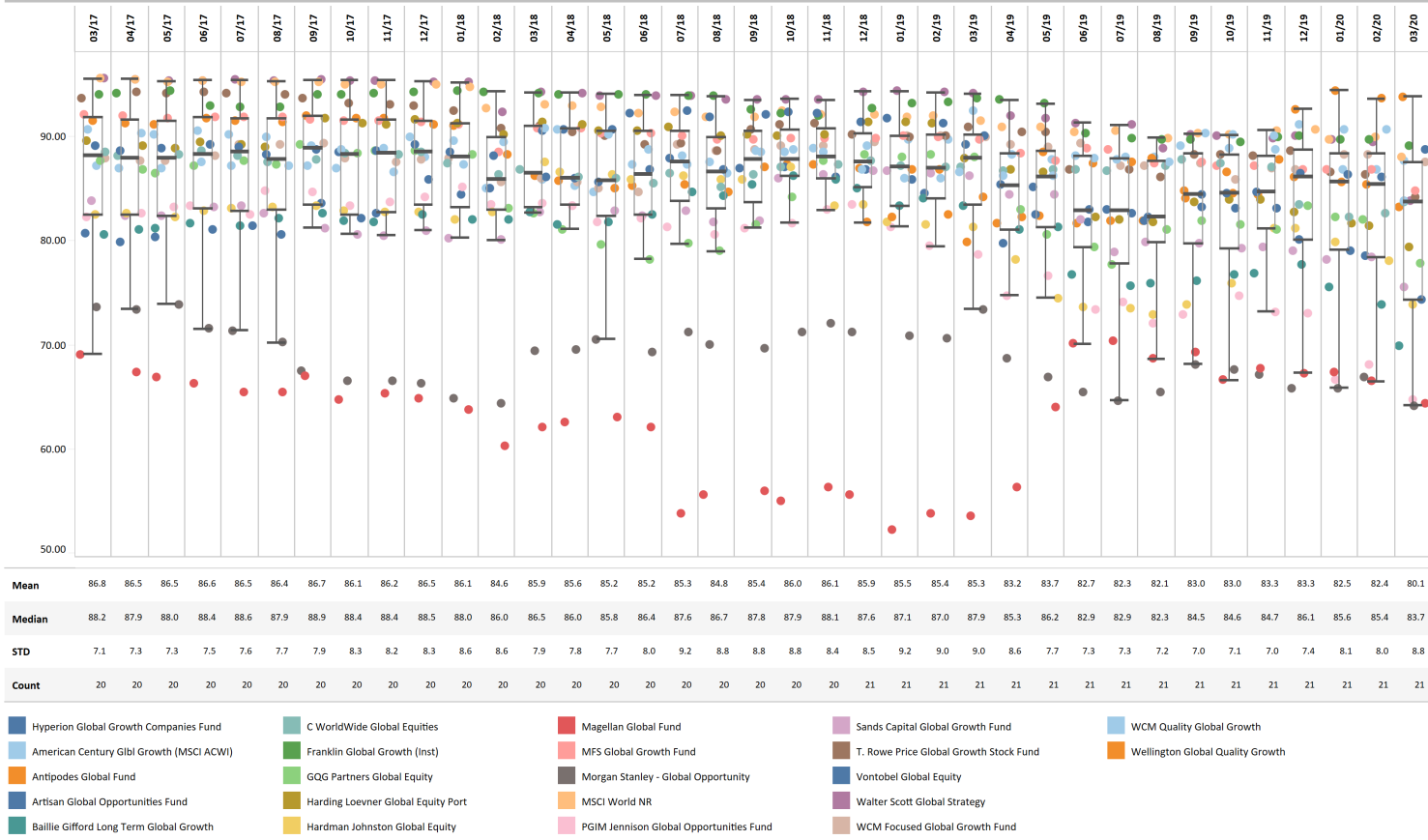
Source: Foresight Multi-factor Attribution System (Foresight MFAS) - Data source: Hyperion Asset Management, Foresight Analytics, Morningstar and Refinitiv

Investment Style Large Growth	Period Multiple values	Highlight 1 Hyperion Asset Management Limited: Hyperion Global Growth Companies Fund	Highlight 2 Hyperion Asset Management Limited: Hyperion Global Growth Companies Fund	Highlight 3 Hyperion Asset Management Limited: Hyperion Global Growth Companies Fund	Highlight 4 Hyperion Asset Management Limited: Hyperion Global Growth Companies Fund	Highlight 5 Hyperion Asset Management Limited: Hyperion Global Growth Companies Fund
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It is important to add value from stock picking. Hyperion's idiosyncratic return is in the first decile of peer group over 3- and 5-year periods. In addition, Asset Growth factor has helped performance.



Historical Peer Share: Hyperion Global Growth Companies Fund vs Peers



Source: Foresight Analytics
Data source: Hyperion Asset Management, Morningstar and Style Analytics

Measurement Period
03/17 to 03/20

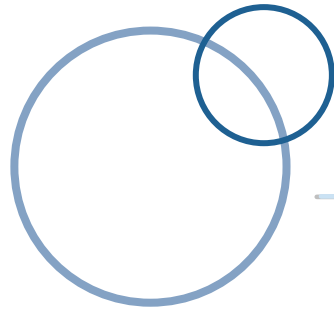
Statistics
Peer Share

Fund
Hyperion Global Growth Companies Fund

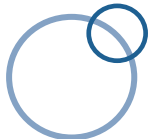
Counter Fund
All

On average, Hyperion’s active share relative to this group of managers is about 85%. Such a high level of active share between Hyperion and its peers means our investment approach is highly differentiated in the growth universe.





Questions?



Research & Platform Availability

	Hyperion Global Growth Companies Fund	Hyperion Australian Growth Companies Fund	Hyperion Small Growth Companies Fund
Research	Lonsec Highly Recommended Zenith Recommended	Lonsec Recommended Morningstar Silver Zenith Recommended	Lonsec Recommended Morningstar Silver Zenith Recommended
Platforms	<p>Aegis Asgard Ausmaq BT Panorama BT Wrap CFS FirstWrap FNZ Group HUB24 Macquarie Wrap M-funds MLC Navigator MLC Wrap Netwealth Praemium Premium Choice</p>	<p>AMP ANZ Asgard Ausmaq BT Panorama BT Wrap CFS FirstWrap FNZ Group Hillross HUB24 IOOF Linear Managed Accounts Macquarie Wrap Mentor (Oasis Badge) MLC Navigator MLC Wrap Netwealth Praemium Premium Choice SimpleWrap</p>	<p>AMP Asgard Ausmaq BT Wrap CFS First Wrap HUB 24 Macquarie Wrap Netwealth PowerWrap</p>



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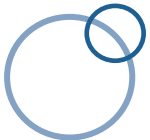
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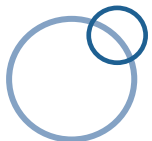
APPENDIX



The Global Economy will be Soft for Years to Come

“The world faces a low-growth, low-inflation, low-interest rate environment with headwinds including ageing populations, high debt levels and a disappearing middle class in Western economies.”

Mark Arnold, CIO
Hyperion Asset Management



Lessons from GFC

- Its all about earnings
 - Avoid recapitalisations
 - Avoid permanent loss of capital
 - Reduce earnings cyclicality
 - Carry higher cash levels as appropriate
 - Quality earnings return more quickly



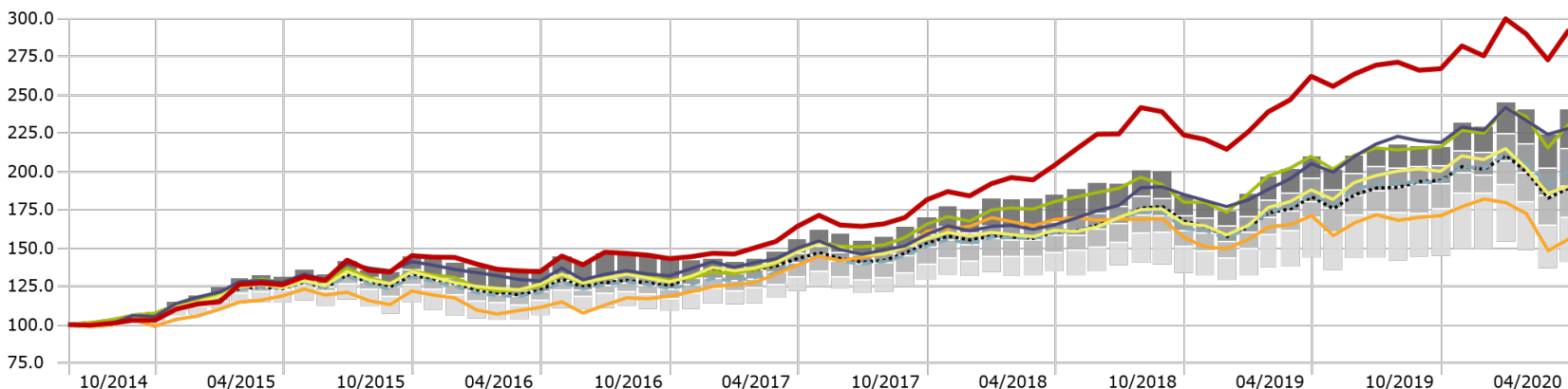
Hyperion Global Growth has strongly outperformed its “growth-style” peers since inception

Investment Growth

Time Period: 1/07/2014 to 30/04/2020

Peer Group (5-95%): Funds - Australia - Equity World Large Growth

■ Top Quartile ■ 2nd Quartile ■ 3rd Quartile ■ Bottom Quartile



— Hyperion Global Growth Companies Fund — Magellan Global — MFS Global Equity Trust
— Platinum Unhedged Fund — T. Rowe Price Global Equity I — Australia Fund Equity World Large Growth
····· MSCI World NR AUD

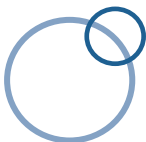
Risk

Time Period: 1/07/2014 to 30/04/2020 Calculation Benchmark: MSCI World NR AUD

	Return	Std Dev	Excess Return	Information Ratio (arith)	Best Month	Worst Month	Up Capture Ratio	Down Capture Ratio
Hyperion Global Growth Companies Fund	20.20	13.39	8.60	1.29	10.24	-6.39	122.28	78.25
Magellan Global	15.19	10.99	3.59	0.73	8.16	-5.65	104.42	81.07
MFS Global Equity Trust	11.69	11.50	0.09	0.03	7.40	-8.28	101.19	101.60
Platinum Unhedged Fund	7.95	13.03	-3.65	-0.48	7.90	-14.00	81.17	92.69
T. Rowe Price Global Equity I	15.43	12.02	3.83	0.88	7.34	-8.71	108.97	87.95
Australia Fund Equity World Large Growth	12.49	10.74	0.89	0.36	6.53	-6.83	98.25	89.81
MSCI World NR AUD	11.60	11.21	0.00		6.54	-8.60	100.00	100.00

Past performance is illustrative only and not a reliable indicator of future performance.

Source: Morningstar Direct.



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