



People, Process,
Performance & Products

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ABOUT COOPER INVESTORS

ORGANISATIONAL CHART

Governance

- *Philosophy & Process*
- *Risk Management*

Board of Directors		
Andrew Swan	Peter Cooper (CIO)	Stephen Thompson
Chief Executive Officer: Steve Schubert		

Research

- *VoF Application*
- *Stock Selection*
- *Company Visitation*
- *Database*
- *ESG*

Australian Research		Global Research	
Andrew Swan	Stephen Thompson	Qiao Ma	Chris Dixon
Ryan Riedler	Peter Cooper	Lyn Foo	Allan Goldstein
Amos Hill	Jimmy Ly	Johny Tan	Marcus Guzzardi
	Justin O'Brien		Geoffrey Di Felice
			Tom Hickmott
Data Analytics: Peter Magrath			
Dealing and Execution: Michael Hedley/Shen Shen (Carol) Fang			

Data Analytics

Dealing & Execution

Portfolio Management

- *Portfolio Construction*
- *Capital Allocation*

Australian Equities Andrew Swan Amos Hill	Pensions Fund Stephen Thompson	Brunswick Fund Peter Cooper Justin O'Brien	Asian Equities Qiao Ma	Global Equities Chris Dixon Allan Goldstein
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Stewardship

- *Client Accounting*
- *Reporting*
- *Strategic Projects*
- *Compliance*
- *Controls & Risk Management*
- *Philanthropy*

Fund Accounting	Client Relations	Administration	Strategic Projects/IT	Compliance
Phil Holland Damien Ash Eva Kan Marylou Tito David Fisher Benson Thomas	Amanda Lippner (Perry) Andrew Hall Andrew Dennis Kate Lonergan	Liesl Joiner Colleen Borg Fuxin Holthouse Linda Aitken Nicole Frame	Katie Nemet Mark Pisani Brad Cohoe Yevgeniy Detsik	Jacqueline Verhaeg Philanthropy Natalie Elliott

ABOUT COOPER INVESTORS

HISTORY

Cooper Investors ("CI") is a specialist equity fund manager with funds under management of approximately A\$13.2 billion. We commenced operations in 2001 and we manage money for a range of clients including large pension and superannuation funds, listed Australian companies, religious institutions, Australian State Government agencies, school endowments, charities and high net worth families.

CI is 100% owned by its employees. Employees are encouraged to invest in the CI trusts.

CI manages 6 pooled investment trusts (the CI Australian Equities Fund, the CI Pensions Fund, the CI Asian Tiger Fund, the CI Brunswick Fund, the Cooper Investors Global Equities Fund (Hedged) and the Cooper Investors Global Equities Fund (Unhedged)) and a number of individual mandates which invest in Australian equities, international securities or a mixture of both.

5 KEY CI VALUES

The following values drive how we operate our business and influence our investment decision making. It is our belief that these play an important part in CI being able to sort opportunities into the genuine investment category and those that are not "bona fide". The CI values are critical in guiding our thinking through changing times.

These attributes are also embedded in CI's performance reviews and staff are evaluated and rewarded on their adherence to these values.

Gratitude and Humility ~ Positive and respectful attitudes operating with self awareness and confidence. We value debate and learning; we acknowledge the beliefs, views and attitudes of others, while at the same time having clear, concise and rational investment beliefs of our own. In the investment context, this leads to better understanding of business trends and opportunities as well as creating a sound foundation for investment decision making.

Intentionality ~ We are active, passionate investors. Our intention is to focus on industries, assets and companies that have value latency, with positive operational, industry and strategic trends run by management and industry leaders with passion, energy, clarity and competence. We believe that by focusing on CI's investment principles and business philosophy, that performance and business success will come. *Facta non verba* (action and focus, not words) will determine our success.

Curiosity and Passion ~ We learn through doing the work. The curiosity and passion to learn how businesses and markets work underpins investment insight and sustained performance.

In the Moment and Present ~ Observe don't predict. Concentrate on the things that make a difference and be detached from the things we don't know or can't change.

Authenticity ~ We are open and honest with our clients, employees and business service providers. We don't mind being different to others.

BUSINESS ADMINISTRATION

Our approach to business administration is "efficiency without bureaucracy". We have underpinned our business with the systems and processes that we believe are the best available. Where we can identify better proprietary ways to systemise, we develop in house solutions.

We are frugal in our own actions and prefer companies and partners that have the same philosophy.

THE CI EDGE – WHAT MAKES US DIFFERENT

- Adherence to CI values in corporate action and investment management.
- Small, experienced, focused teams.
- Performance reviews – Reward both cultural and performance contributions.
- Decision making – Flat management structure that is flexible but disciplined.
- Management own the business and invest in the CI Funds.
- Critical mass – funds under management are big enough to gain market access but not too big to compromise the investment objectives.
- High quality integrated administration & proprietary decision support systems – efficiency without bureaucracy
- "A" grade service providers.

CI'S STRATEGIC INTENTIONS

- Continuous focus on and commitment to the execution of CI's beliefs.
- Be highly active with regard to risk taking and risk management.
- Develop investment capability that offers diversification, optionality and complimentary benefits.
- Hire and reward people that deliver on both performance and cultural attributes.
- Be an efficient low cost operator without bureaucracy.
- Develop operational excellence through being well organised and systemised.
- Continuous reinvestment to further improve the business.

CI'S ESG POLICY

The purpose of CI's Policy is to set out the way in which we approach ESG issues in our individual investment decisions. We define ESG issues as long term environmental, social and governance issues that are material to the sustainability and hence the valuation of a company. We must manage effectively the financial risks and opportunities that arise from ESG issues in order to maximise investment returns.

Our Goal:

Our goal is to invest in companies that can deliver the following:

1. Absolute returns for shareholders.
2. Out-perform relevant equity market benchmarks and/or indices.
3. Focus on long term and sustainable value creation for shareholders.
4. Clearly state their goals with regard to operational and strategic intentions.

CI takes its role as a good corporate citizen seriously. We believe that:

- with success comes responsibility;
- a whole of life (long term) approach to decision making is good business practice;
- ethics should not be separated from investment decision making; and
- we should obey the spirit as well as the letter of the law.

CI believes very strongly that it is important, both as an investor and as a company, to take ESG issues into consideration in the conduct of our business.

1 ESG within our investment decision making:

- 1.1 CI is a long term investor. We value long term sustainable earnings, cash flows, assets and dividends of a company. We consider a company's goals, strategy, structure and governance and focus on Board decisions and capital allocations that directly affect the creation of shareholder value without seeing ESG as a separate 'tick the box' exercise.
- 1.2 Through the responsible application of our investment philosophy and VoF investment process we assess applicable ESG issues to determine whether they impact on a company's revenue, costs, cash flow and long term value. The complete analysis of all available information (integrated

into both our quantitative and qualitative systems) allows us to back companies with VoF attributes and improve the sustainability of our Fund's returns whilst reducing risk.

- 1.3 We believe it is the responsibility of the Board and Management to judge the correct balance of interests between all stakeholders (shareholders, employees, customers, competitors, suppliers and the broader community) and we back stakeholder leadership in this area. Companies must meet their legal obligations in a responsible manner.
- 1.4 We are not the arbiters of the community's values or morals. We observe current community values and morals (and they do change over time) and we assess the likely economic impact of those values or morals on a company..
- 1.5 We do not negatively screen companies in our investment process i.e. refuse to invest in companies which engage in certain activities e.g. gaming. Rather, we assess relevant and material ESG considerations to assess financial risks and opportunities.
- 1.6 We believe that the ownership rights that accrue to us have value and therefore we take an active role in proxy voting and vote on all companies within our portfolio. We engage with companies on material ESG issues where we believe we can make a difference and add value in the interest of shareholders.

2. ESG within the culture of our organisation:

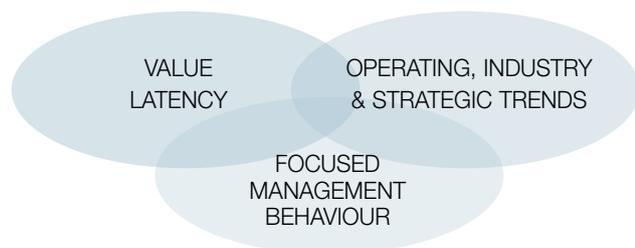
- 2.1 CI is founded on 5 key values; Gratitude and Humility, Intentionality, Curiosity and Passion, Being in the Moment and Present and Authenticity. A practical application of those values is the consideration of ESG issues in the way we conduct our business and undertake decision making.
- 2.2 The CI Philanthropy Fund was established in 2008 to extend CIs' corporate values into the philanthropic area (see page 20 for further details).
- 2.3 CI is committed to the environment and has a Green Policy designed to save resources such as paper and electricity and to participate in carbon credit schemes (through the use of electricity and travel).

CI's Remuneration Principles:

CI has developed a set of Remuneration Principles which have been provided to the companies in which we invest.

INVESTMENT PROCESS & PHILOSOPHY

LONG TERM OBSERVATIONAL INVESTOR



CI prefers to allocate capital to companies and industries with a specific value proposition that are performing well or in an early phase of turnaround (observation of operating, industry and strategic trends) with focused management (value based leadership).

An observational investor accepts that the future is uncertain and that the past may repeat in unusual and unpredictable ways. However, by being focused (present and in the moment) we seek to identify value latency which may be derived from the net worth of a company's existing cash flow and net assets or future value that is latent within a company or industry due to their growth opportunities and competitive advantage.

CI's investment philosophy starts with the proposition that in most years there are a number of exceptional opportunities; each decade there are a few really big trends that drive economic, political and social behaviour; and in every field of endeavour there are a few exceptional people.

Events that can lead to opportunities include:

- Sectors with hidden assets and liabilities;
- Corporate restructurings;
- System shocks (perceived or actual);
- Liquidity events and capital raisings; and
- Shifts in industry supply, demand, costs and prices.

OUR INVESTMENT VISION

CI's vision and strategy is the global application of the CI Way, the firm's equities value and capital allocation model. The CI Way is a culture, a way of doing business and a standardised & integrated investment philosophy. The VoF investment process has been built on 3 key investment tenets:

- 1) CI is a 'values first' firm built on humility.
- 2) Observation not prediction.
- 3) Consilience happens through building relationships at the coal face of the industry.

OUR INVESTMENT PHILOSOPHY

CI's investment philosophy is based on 3 key tenets.

- 1) The best risk adjusted returns are found when a stock has all three VoF qualities.
- 2) CI's VoF research work is a process of observation and comparison, i.e. looking for the best value opportunities.
- 3) CI looks to control risk by looking for value that is "anchored" in economic, political and social norms and measurements. To understand value we look at sales, costs, margins and returns, asset replacement value, asset/liability structure, cash generation, competitive advantage and position and latent value options. We dislike relying upon predictions to justify value.

OUR INVESTMENT PROCESS

VoF is a discipline to process complex qualitative and quantitative information on stocks and industries.

VoF stands for:

1. Value Latency;
2. Operating, industry and strategic trends; and
3. Focused industry and management behaviour.

The VoF process provides a useful framework to:

- a. assess companies for their value latency, i.e. investments that provide upside due to their ability to generate more cash back than they outlay, taking into account cash flow, growth options, assets, risks and the cost of money;
- b. identify and observe operational, industry and strategic trends. We are interested in indicators, themes, milestones, catalysts, events and corporate actions that either precede an improved outlook for the company/industry or confirm underlying sustainable trends; and
- c. appraise company management for focused management and industry behaviour. We are looking for focused leaders that demonstrate a clear focus, vision, authenticity, energy, passion and competency for the business/industry.

INVESTMENT PROCESS & PHILOSOPHY

There are five key elements to CI's process.

1. Gather knowledge ~ ideas and knowledge are gathered through a wide range of sources, including: reading periodicals, journals, newspapers, blogs, broker reports and annual reports; consulting industry experts; and conducting financial analyses. We further enhance our information through a program of industry and company visits gaining insights and knowledge of stocks, industries and themes. In the last financial year the investment team has made over 1,000 one-on-one company or industry meetings in person or by phone in more than 25 countries.

2. Analyse research ~ information obtained from research is compared using the VoF process and is recorded in the CI proprietary database.

We place as much emphasis on the qualitative as we do the quantitative – beliefs and values drive customers, boards of directors and management teams. In other words, behind every number there is a human action. We attempt to understand a company's culture, structure and reasons for management's behaviour and actions.

We use a range of valuation methods including cash flow based valuations, EV to sales, earnings multiples, price to book and assets, PEs and yields as a way of assessing comparative value. Operating, industry and strategic trends includes an assessment of current conditions and identification of key drivers for each stock, industry or asset.

The assessment of management is a qualitative judgment of the industry and/or company management capabilities and behaviour.

3. Stock Selection ~ we are attracted to stocks with good value propositions determined by using CI's VoF proprietary methodology.

4. Portfolio Construction ~ CI believes in focused portfolios that reflect our long term beliefs and ideas. We seek diversity across stocks, industries and geographical exposures. Our portfolios are generally constructed with little reference to index weights but we are aware of the Benchmark composition. To this end portfolio performance may vary materially from the index. In constructing portfolio weights we also consider market cap and liquidity risk.

5. Review and risk management ~ we regularly review our positions driven by the fact that things are constantly changing and that what people say and do are often different. Review is formally carried out through regular risk management, company and research meetings.

OUR INVESTMENT BELIEFS

The following investment beliefs are the product of the investment team's combined years of experience in investment markets.

"Not everything which can be measured counts, and not everything which counts can be measured."
Albert Einstein

"The intuitive mind is a sacred gift, the rational mind is a faithful servant, we have created a society that honours the servant and has forgotten the gift."
Albert Einstein

Our beliefs concerning "Observation not Prediction"

- The Observational Investor observes and does not predict. Consistent with the scientific method we make observations, think of questions, formulate investment propositions and gather information and data to test, increase or diminish our confidence levels with regard to the investment case.
- The Observational Investor aims to understand and does not jump to conclusions but rather seeks to understand the facts & evidence before making decisions.
- 'Observation not Prediction' is a discipline, a way of thinking, a mindset - a discipline that involves being in total awareness of both self and the world around us.
- Observation not Prediction ~ the future is unknown. We are more interested in specificity and factual evidence. Being present and observant to current conditions and trends provides better opportunities to make low risk investments.
- Good investing is a process of searching and backing the best ideas. CI's VoF investment process helps us understand and compare investment opportunities.
- We are cognisant of history in investment, but respect the fact that the world continues to evolve. We welcome and endeavour to understand change as it is the source of risk and opportunity.
- There are only a few key things that make a stock/sector/asset move. Knowing everything doesn't help if you can't see the "wood for the trees".
- We are driven by both qualitative and quantitative information. We spend as much time on non-financial and behavioural drivers as financial metrics.
- We follow a consistent and disciplined approach to investment, fully appreciating that it is often necessary to take a long term view to achieve the desired returns. Patience is a virtue in the investment world. Our investment style can result in us taking a contrary view, which may take time to come to fruition.

INVESTMENT PROCESS & PHILOSOPHY

- We acknowledge the paradox of information in that we are limited in our ability to observe all the relevant information let alone understanding it fully.
 - Good investing is a process of searching and backing the best ideas. CI's VoF investment process help us to compare, contrast and understand investment opportunities.
 - A lot of our work involves comparisons of industries (observation not prediction), business models and operating performance benchmarks.
 - Observation requires a proactive focused and open mindset to identify what matters (often only a few things) not a reactive or rigid mindset which jumps at the endless stream of superfluous, noisy and distracting information.
 - There are pre-emption and a priori conditions ("if this, then that") which precede or are coincident with industry and business outcomes (sales, margins, asset utilisation rates and profits). That's what we are trying to observe, the preconditions or catalysts to value outcomes.
 - We value and prefer deterministic outcomes e.g. a toll road revenue forecast in 5 years given current norms in inflation, vehicle usage and population growth.
 - Whilst mean reversion is often distorted by new information we prefer to lean into observable historical experiences and logic updated for new relevant information rather than invent the future which is the domain of the futurist and the technologist. However, whilst we are cognisant of the importance of history we also respect the fact that the world continues to evolve. We welcome and endeavour to understand change as a source of risk and opportunity.
 - From deep observation comes clarity, wisdom, creativity, intuition and differential understanding.
 - Observation can lead to the act of doing nothing.
 - Observation is the space between thoughts, beliefs, judgements and evidence ~ a place where true intuitive insight resides without bias, attachment, right or wrong framing or ideological positions.
 - At CI Observation not Prediction is a culture ~ a way of being that requires a mindset of humility, gratitude, intentionality, curiosity, a mind 100% present and in the moment; authenticity and the vulnerability to the unknown.
 - Communication whether verbal, nonverbal or in writing should be practiced in a way that cultivates an environment conducive to observation ~ a world free of distraction, over stimulation, information overload, complexity, fear and reactivity is best for decisive action and good investment decision making.
- Our beliefs concerning value latency**
- Our confidence in an investment proposition changes with value latency i.e. the value to share price discount/premium.
 - We also like the idea of being paid to wait (the dividend yield) for value latency to be materialised in the market.
 - Value Latency - behind every security, sector or asset in the portfolio there needs to be a sensible value proposition. CI focuses on sales, costs, margins, replacement value, cash generation, asset values and utilisation, liabilities and latent options. We prefer not to rely on predictions.
 - We consider relative value methods to be dangerous once they detach from the economic principle that risk needs to attract a commensurate return.
 - We understand value means "different things to different people" and as such we prefer our VoF process as distinct from being labelled a thematic, top down, bottom up, value or growth investor. In reality, we are a blend of these things.
 - Growth and growth options are a subset of value. We believe flexibility is important in investment as many businesses/companies have different characteristics as a matter of fact or relating to the stage of their corporate life cycle. For example, mature companies frequently pay good dividends, while growth companies reinvest most of their cash flows in pursuit of earnings per share gains. Similarly, cyclical companies are rewarding investments when purchased at the right time, while the investment merits of asset situations, management turn-arounds and restructuring are well known.
 - There are 6 subsets of value latency. These are:
 - Stalwarts
 - Bond like equities
 - Asset plays
 - Low risk turnarounds
 - Growth
 - Cyclical

INVESTMENT PROCESS & PHILOSOPHY

Our beliefs concerning risk

- The best low risk investments are easy to articulate with reasons that are clear and specific. Every great story has a simple plot and a hero. Language quality and specificity are good indicators to the strength of the risk adjusted value proposition.
- What is low risk today is not necessarily low risk tomorrow and vice versa. What the market doesn't know is probably going to have a larger impact than what it already knows. Often opportunities occur because the market prices on the fact that a recent risk event will repeat itself. Sometimes the market misjudges the perception and reality of risk.
- We want to have a sensible balance between a focused portfolio and one that provides adequate diversification by industry and stock. Our aim is to try and ensure risk and reward are always in equilibrium.
- We believe the best way to manage portfolio risk is to combine industry diversification with our VoF stock and industry comparisons.
- We monitor the following risk and portfolio attributes – stock weightings, milestones, event risks, industry weightings, and international exposures.
- Ex-post risk should be considered but not confused or projected as ex-ante risk. In simple language when the “horse has bolted, it's too late to shut the gate”.

Our beliefs concerning businesses/industries

- Time allocation is best skewed toward people at the “coal face” of business and industry.
- We like companies that have low production costs as this usually means a modest break-even price and elevated profit margins.
- We aim, as a preference, to purchase businesses with high levels of recurring income and stable (or increasing) profit margins. Continuity of earnings per share growth trends and a high return on equity (ROE), which frequently is indicative of some form of proprietary advantages, are also generally desirable traits.
- We rate highly a company that has strong sales and marketing capabilities and one that invests a respectable percentage of its sales in its future via research and development expenditure.

- We focus on businesses/companies with conservative balance sheets and/or respectable levels of interest cover.
- We favour companies with observable growth drivers and positive information flow which can fund their growth internally.
- We place great importance on stable, honest, hard working and innovative management who maintain an “open and frank dialogue with investors” and whose interests are aligned with shareholders. Internal promotion of staff is seen as an important attribute and one that is indicative of depth in management.
- We aim to find businesses that have the ability/potential to recoup cost inflation; and increase real prices without volume losses i.e. low price elasticity.
- We look for businesses that display scarcity, quality and liquidity; rising market share; and signs of being in the early phase of change/recovery.

Our beliefs concerning capital allocation & investing

- We allocate capital to the best VoF ideas. We prefer this over other modes that allocate for sentiment, index and product reasons. We also don't rebalance portfolios indiscriminately - this is akin to “pulling flowers out of the garden rather than the weeds” and generates unnecessary portfolio turnover. We aspire to keep portfolio turnover (and thereby trading costs) at modest levels as well as giving consideration to tax issues.
- Only a few quality ideas are required to construct good portfolios so there is no need to cover and know everything. Opportunities are limited by scarcity in knowledge, energy and insightfulness.
- Investing is an art and a science.
- With complexity comes process maintenance and distraction which can divert focus.
- We follow a consistent and disciplined approach to investment, fully appreciating it is often necessary to take a long term view to achieve the desired returns. Patience is a virtue in the investment world. Our investment style can result in us taking a contrary view, which may take time to come to fruition.
- With regard to investments that are more probabilistic in nature we look to build confidence around long term outcomes. The assumptions and inputs embedded in discounted cash flow valuations are anchored in conservative observable, historical norms.

CI INVESTMENT TEAM

PETER COOPER

Managing Director/Chief Investment Officer
Portfolio Manager – Brunswick Fund
BBus (Ec), Grad.Dip. Fin Mgt., F Fin,
ACID, CA



Peter founded Cooper Investors in 2001. As Chief Investment Officer, Peter created and implemented the firm's VoF investment philosophy which is applied across the international, domestic and Asian equities strategies. He is responsible for mentoring investment team members and the standardisation and integration of the process across the investment teams.

Peter has over 30 years of investment management experience. In 1987 he joined the NSW State Superannuation Investment and Management Corporation as a specialist industry analyst and progressed to deputy portfolio manager of the \$7bn portfolio. In 1993 Peter ran the Australian equities portfolios for BNP and then joined Merrill Lynch Investment Managers (formerly Mercury Asset Management) where he worked for 7 years, culminating in his position as Head of Australian Equities and Managing Director where he oversaw a team managing \$7.5bn in Australian equities.

STEPHEN THOMPSON

Director
Portfolio Manager – Pensions Fund/
Australian Equities
BEc, F Fin



Stephen joined CI as a portfolio manager in early 2002. He has over 30 years' experience in investment management. From 1983 to 1985 Stephen worked in the SECV Treasury Department. His role included investing or borrowing in the short-term money market, negotiation and administration of domestic and offshore loans. In 1985 Stephen joined the Investment Division of the SECV Superannuation Fund and became Manager Investments, responsible for domestic equity, fixed interest, indexed bond, infrastructure and currency portfolios. In 1997 Stephen joined Aberdeen Asset Management as Director Equities with particular responsibility for the industrial, 50 Leaders and income portfolios.

ANDREW SWAN

Director
Portfolio Manager – Australian Equities
LLB, BEc, MBA



Andrew joined CI as a portfolio manager in August 2001. He has over 30 years of funds management experience. Having spent a short period at Fidelity Investments in London, Andrew joined Merrill Lynch in 1994 where he managed Australian equity portfolios, including the number 1 performing portfolio from 1995 to 1999 (Intech Survey) with Peter Cooper. Andrew was a member of the team that received Australian Equity Fund Manager of the year in 1998. Andrew left Merrill Lynch to become Head of Australian Equities at AXA Australia in July 1999 where he was responsible for managing portfolios and overseeing a team managing \$3.8 billion of Australian equities. Andrew was also a member of the Asset Allocation Committee at AXA.

CI INVESTMENT TEAM

RYAN RIEDLER

Deputy Portfolio Manager - Pensions Fund/
Research Analyst - Australian Equities
B.Comm, Grad Dip. App Finance and
Investment, A.Fin



Ryan joined CI in July 2010 as a research analyst in the Australian equities team and was appointed Deputy Portfolio Manager of the Pensions Fund in 2014. Prior to joining CI, Ryan worked at Ernst & Young in the corporate finance division. Ryan has had exposure to a broad range of sectors including financials, healthcare, infrastructure, property trusts and retirement and aged care.

AMOS HILL

Portfolio Manager – Australian Equities
BA (Hons), CFA



Amos Hill joined Cooper Investors in 2014. He has over 20 years' experience in Australian financial markets, principally in equities funds management. Prior to CI, Amos worked as an investment analyst and portfolio manager in the Australian equities business of BlackRock Investment Management and also at boutique fund manager, Alpha Investment Management. In these roles Amos was responsible for undertaking company analysis on Australian listed companies and making investment recommendations.

During his career Amos has had exposure to most sectors of the Australian equities market. At BlackRock he also had responsibility for managing a number of the Australian equities portfolios and he was a member of the Asset Allocation Committee for the multi-asset class portfolios. Amos began his career in 1996 at HSBC Securities Australia where he worked as a research analyst in strategy and economics.

JIMMY LY

Research Analyst – Australian Equities
B Comm, (Finance), Dip. Fin Planning, CFA



Jimmy commenced work at CI in August 2014 as an equities research analyst. He has over 6 years' experience working in financial services, most recently with Pitcher Partners. In his role at Pitcher Partners, Jimmy was responsible for analysis of companies and credit securities across a broad range of sectors including property, building materials, commercial & professional services and transportation.

JUSTIN O'BRIEN

Portfolio Manager – Brunswick Fund
B Eng (Aero), BBus, MAppFin



Justin joined CI in April 2016. He has 8 years' experience in equities markets with Diogenes Research in Melbourne and Credit Suisse HOLT in London. Prior to this Justin worked for 5 years in strategic consulting and valuations with Mainsheet and Value Adviser Associates. His sector experience includes Banks and Financials, TMT, Utilities and Oil and Gas.

CI INVESTMENT TEAM

QIAO MA

Portfolio Manager – Asian Equities
B.Sc, MBA



Qiao Ma joined CI in July 2017. Prior to this, she spent seven years investing in the technology and consumers sectors in Asia and the US. Most recently she was the Head of Asia for Jericho Capital, a multi-billion dollar global investment fund based in New York. Qiao has also previously worked at Coatue Management, a New York based investment fund specializing in global technology and consumer sectors and a spinoff of Tiger Management. From 2006 to 2008 Qiao worked in the Financial Institutions Group in the Investment Banking Division of Lehman Brothers.

LYN FOO

Head of North Asia
B.Comm (Hons)



Lyn Foo joined CI in March 2009. Prior to this, she was an analyst and research salesperson, in Australia and more recently Hong Kong, with UBS. Lyn has also previously worked in investment banking at Citigroup Salomon Smith Barney as well as funds management at National Mutual Funds Management, where she was an emerging companies' research analyst. Lyn has been working in Asian equity markets since 2005.

JOHNY TAN

Head of Southeast Asia and India
BBus (Hons), MBA



Johnny joined CI in April 2016. Prior to CI, he was a director and senior analyst at Arisaig Partners and worked in its Singapore and Hong Kong offices before founding his own fund. Johnny started covering Asian equities in 2005. He began his career as an investment analyst at Mercer Investment Consulting in Melbourne.

CI INVESTMENT TEAM

CHRISTOPHER DIXON

Portfolio Manager – Global Equities Funds
CA, BA (Hons)



Chris joined CI as joint portfolio manager in November 2011. As a member of the Global Equities team, he focuses on European and Japanese companies.

Having commenced his career in 2002 Chris has operated in a variety of roles in financial markets and has travelled extensively, living in four countries and investing across multiple asset classes.

Chris joined Chandler Corp in 2007 and focused on equities in a role that covered a broad mandate of responsibilities including portfolio management, investment strategy, fundamental research, risk management and dealing. Prior to that he spent a number of years managing equity derivatives at Lehman Brothers. Chris qualified as a certified Chartered Accountant with Ernst & Young in London.

GEOFFREY DI FELICE

Co-head of Japan/Asia – Global Equities
B.Comm (Hons), MBA, CFA



Geoff joined CI in March 2014. As a member of the Global Equities teams he focuses on Japanese and other Asian companies.

Before joining CI, Geoff worked at Access Capital Advisers where he was involved in the origination, execution and management of direct investments, as well as serving as a director on an investee company board. Prior to this Geoff was a research analyst at CP2 where he joined in 2008 covering global transport and energy companies.

ALLAN GOLDSTEIN

Portfolio Manager – Global Equities Funds
B.Comm



Allan joined CI in February 2007 as a research analyst and was appointed joint portfolio manager in 2011. As a member of the Global Equities team, he focuses primarily on companies in the Americas.

Since joining CI, Allan has contributed to the development of the global equities portfolios and he has extensive experience meeting with and analysing a broad range of international companies. In 2015 Allan spent 3 months based in New York and during this time, in addition to building out CI's networks he undertook a significant company visitation program throughout North America.

MARCUS GUZZARDI

Co-head of Americas – Global Equities
B.Comm, M.Comm (Hons), CFA



Marcus joined CI in November 2012. As a member of the Global Equities team, he focuses primarily on North American companies.

Prior to joining CI he began his career in 2009 as an equities analyst at Diogenes Research, an independent equities research house. At Diogenes, Marcus was responsible for financial quality analysis of companies and industries in both Australian and International markets.

TOM HICKMOTT

Research Analyst – Global Equities
B.Comm (Finance & Economics)



Tom joined CI in April 2018 as a research analyst. As a member of the Global Equities team, his focus is on European companies.

Prior to joining CI, Tom spent 5 years working at the specialist equities research house, Diogenes Research. At Diogenes, Tom gained exposure to a variety of sectors including Banks, Retail and Media, with a focus on earnings & financial quality analysis.

CI INVESTMENT TEAM

MICHAEL HEDLEY

Head of Dealing & Execution
BBus



Michael joined Cooper Investors in 2015. He has had over 20 years' experience working in equities markets. Michael joined Bank of America Merrill Lynch almost 9 years ago as a director working in institutional sales and sales trading where he was responsible for generating investment ideas and managing the execution of all client transactions. Prior to that Michael was a director and equity partner at E. L & C. Baillieu for 4 years advising family offices and sophisticated investors on all equities products. He has also spent 4 years at Falkiner Stockbroking, and 2 years at McIntosh Securities, both positions where he worked as a dealer and adviser.

SHEN SHEN (CAROL) FANG

Equities Dealer
B.Comm (Finance and Economics),
B.Information Systems



Carol joined CI in April 2008. Initially she worked in the foreign exchange and international trade support area where she was responsible for the settlement process with foreign brokers and currency exchange hedging. Carol joined the Asian Equities team in 2011 where she was responsible for the dealing on the Asian equities portfolios and undertaking analysis on Asian securities. In 2016 she moved to a new role as an Equities Dealer across all portfolios.

Prior to joining CI Carol worked at Goldman Sachs JBWere in the Wealth Management division for two years. Carol is a Chinese national and was educated in China and Australia.

PETER MAGRATH

Head of IT Development –
Data Analytics
B.Sc (Hons)



Peter joined CI in April 2009. He is responsible for the development and project management of CI's proprietary investment systems and also manages external investment systems used. He has twenty years' experience in full software development lifecycles in fund management and investment banking institutions. Prior to joining CI Peter spent five years at hedge fund GLG Partners in London, and eight years at Bankers Trust then Deutsche Bank in London where he gained extensive experience in risk management systems.

PERFORMANCE

Performance as at 31st May 2018

		Rolling 3 Mths	Rolling 1 Year	Rolling 2 Year	Rolling 3 Year	Rolling 5 Year	Rolling 7 Year	Rolling 10 Year	Since inception Annualised	Since Inception Cumulative
CI Australian Equities Fund (Gross) S&P ASX 200 Accumulation Index Inception: 04/07/02	Portfolio	0.37%	11.06%	9.18%	7.83%	12.15%	12.47%	8.72%	12.66%	566.02%
	Benchmark	1.08%	9.63%	10.37%	5.94%	8.76%	8.34%	5.24%	8.69%	276.47%
	Value added	-0.71%	1.43%	-1.19%	1.89%	3.39%	4.13%	3.48%	3.97%	289.55%
CI Pensions Fund (Gross) S&P ASX 200 Accumulation Index, Adjusted for Franking Credits Inception: 03/03/14	Portfolio	2.08%	11.83%	9.63%	8.47%				10.76%	54.31%
	Benchmark	1.52%	11.21%	11.93%	7.52%				8.83%	43.21%
	Value added	0.56%	0.62%	-2.30%	0.95%				1.93%	11.10%
CI Asian Tiger Fund (Gross) MSCI AC Asia Ex Japan Net divs in AUD Inception: 02/07/07	Portfolio	4.95%	19.84%	18.03%	6.93%	13.63%	13.96%	13.71%	12.96%	278.28%
	Benchmark	0.80%	15.38%	19.94%	7.84%	13.20%	10.55%	7.44%	6.32%	95.13%
	Value added	4.15%	4.46%	-1.91%	-0.91%	0.43%	3.41%	6.27%	6.64%	183.15%
CI Brunswick Fund (Gross) S&P ASX 200 Accumulation Index Inception: 1/7/04	Portfolio	3.60%	15.41%	13.12%	11.88%	15.79%	17.31%	12.52%	16.90%	778.89%
	Benchmark	1.08%	9.63%	10.37%	5.94%	8.76%	8.34%	5.24%	8.58%	214.27%
	Value added	2.52%	5.78%	2.75%	5.94%	7.03%	8.97%	7.28%	8.32%	564.62%
Cooper Investors Global Equities Fund (Hedged) (Net) MSCI AC world Net divs in local ccy Inception*: 01/12/04	Portfolio	1.68%	10.77%	14.87%	10.71%	12.05%	13.07%	8.03%	11.04%	310.84%
	Benchmark	0.40%	11.04%	14.33%	7.47%	10.20%	9.67%	6.04%	7.28%	158.24%
	Value added	1.28%	-0.27%	0.54%	3.24%	1.85%	3.40%	1.99%	3.76%	152.60%
*Initially the Fund invested predominantly in Australian equities. However, since May 2006, the Fund has been invested in a broad range of global equities										
Cooper Investors Global Equities Fund (Unhedged) (Net) MSCI AC world Net divs AUD Inception: 1/9/08	Portfolio	2.98%	9.45%	11.79%	10.09%	14.43%	14.66%		9.02%	132.08%
	Benchmark	1.87%	10.03%	12.19%	7.94%	14.16%	13.20%		7.96%	110.96%
	Value added	1.11%	-0.58%	-0.40%	2.15%	0.27%	1.46%		1.06%	21.12%

INVESTMENT PRODUCTS

CI AUSTRALIAN EQUITIES FUND

Investment Risk and Return Objectives

The CI Australian Equities Fund aims to generate long term returns above the benchmark by investing in a range of Australian and New Zealand listed securities. The Fund focuses mainly on ASX 200 companies. Returns of the Fund may vary significantly from those of the benchmark.

Portfolio Construction

In order to achieve the risk and return objectives, the Fund prefers to invest in securities over a long term investment horizon. The portfolio construction is implemented with limited reference to the benchmark (S&P/ASX 200 Accumulation Index). Specific stock and industry weightings are entirely at the discretion of the Manager and are selected based on the risk and return profiles of the industries and stocks in question. The Manager alters the individual stock exposures over time to increase participation in specific opportunities or reduce positions if more challenging investment conditions occur.

Initial stock weightings are generally 1-4% and can be higher with increasing confidence (up to a maximum stock weighting of the higher of 10% of net asset value of the Fund or 2x the stock weight in the benchmark).

The portfolio is structured on a long term investment horizon. Ultimately the success of the Fund rests on the Manager's ability to allocate capital soundly using its experience, investment philosophy, VoF investment process, knowledge and cultural values.

Investment Strategy

The Manager uses CI's VoF research framework to assess individual companies and industries and to construct a portfolio that aims to achieve the risk and return objectives. The Fund will generally be fully invested and the level of exposure to specific companies and industries will be selected using CI's VoF framework. CI believes that, over the long term, sustainable returns within acceptable risk parameters can be achieved by CI's small, focused, experienced team applying our VoF investment process.

Internal Risk Guidelines (may be altered at Manager's discretion)

- Target number of stocks is typically between 20 and 45.
- Maximum individual stock exposure is 10% of net asset value or 2x benchmark weight, whichever is greater.
- Maximum cash is 10% of net asset value.
- Maximum Industry Group GICS (2nd level) of benchmark +/-20%.
- Maximum small cap weighting is 20% of net asset value or benchmark +10%, whichever is greater.
- Tracking error is subject to a maximum of 7% and generally will be between 3-7%.

Currency Hedging

It is CI's current policy not to hedge the Fund's exposure to assets denominated in New Zealand dollars. We may, in our absolute discretion, change this policy at any time.

INVESTMENT PRODUCTS

CI PENSIONS FUND

Investment Risk and Return Objectives

The CI Pensions Fund aims to generate long term returns by investing in a range of Australian, New Zealand and other international securities. The Fund is an equities portfolio designed for investors in the pension phase. Through portfolio construction the Fund has the primary objectives of having lower portfolio volatility than the Australian stock market and outperforming this market during periods of market weakness. The Fund is managed on the basis that unit holders have a zero tax rate and the Fund reports and is measured on an after tax basis (allowing for franking credits).

Portfolio Construction

In order to achieve the risk and return objectives, the Fund prefers to invest in securities over a long term investment horizon. The portfolio is invested in Australian and New Zealand listed securities and up to 20% of the Fund may also be invested in other international securities. The Fund can hold up to 20% of the portfolio in cash.

The portfolio construction is implemented with limited reference to the benchmark (S&P/ASX 200 Accumulation Index, adjusted for franking credits). Within CI's risk guidelines, specific weightings are entirely at the discretion of the Manager and will be selected based on the risk and return profiles of the stocks and industries in question. The portfolio will be diversified and stock weightings generally will be 1-6%.

The portfolio is structured on the basis of a long term investment horizon. Ultimately, the success of the Fund rests on the Manager's ability to allocate capital soundly using its experience, investment philosophy and the VoF investment process.

Investment Strategy

In constructing the portfolio, we use our VoF research process to assess individual companies and industries and to construct a portfolio that aims to achieve the risk and return objectives. The level of exposure to specific industries and markets is selected using CI's VoF framework.

CI believes that, over the long term, sustainable returns within acceptable risk parameters can be achieved by CI's small, focused, experienced teams applying our VoF investment process to a range of Australian and international stocks.

Fund Portfolio Structure

The Fund has been operating since 3 March 2014. During the past 12 months the Fund:

- has had between 35 and 40 stocks;
- held approximately 10 international stocks;
- has been well-diversified by the number of stocks, market capitalisation, position concentration and sector diversification;
- has had cash levels of less than 10%;
- has invested in companies that provide sustainable and growing income;
- has not hedged foreign currency; and
- has not held individual stock positions greater than 6% of the portfolio.

Currency Hedging

The Manager may, in its absolute discretion, elect to hedge all or some of the Fund's exposure to assets denominated in a currency other than Australian dollars. Whether or not the Manager elects to hedge a particular currency will depend upon the portfolio manager's view of that currency.

INVESTMENT PRODUCTS

CI BRUNSWICK FUND

Investment Risk and Return Objectives

The CI Brunswick Fund has a long term investment horizon. Our aim is for the Fund's long term returns to exceed the benchmark (S&P/ASX 200 Accumulation Index). However, the Fund is constructed with limited reference to the benchmark and therefore the returns of the Fund may vary significantly from benchmark returns. We accept volatility as being the cost of participating in investment markets that we expect to deliver positive long term returns.

Portfolio Construction

We utilise the research of CI's Australian, Asian and global investment teams to construct a concentrated securities portfolio (typically holding 20 to 40 stocks). At least 75% of the portfolio is invested in Australian and New Zealand listed securities (including cash). Up to 25% of the Fund may also be invested in international securities. The Fund can hold up to 25% of the portfolio in cash.

The portfolio construction is implemented with limited reference to the benchmark (S&P/ASX200 Accumulation Index). Within CI's risk guidelines, specific weightings are entirely at the discretion of the Manager are selected based on the risk and return profiles of the countries, industries and stocks in question.

The portfolio is structured on the basis of a long term investment horizon. Ultimately, the success of the Fund rests on the Manager's ability to allocate capital soundly using its experience, investment philosophy and the VoF investment process.

Investment Strategy

In constructing the portfolio, we use our VoF research process to assess individual companies, industries and countries and to construct a portfolio that aims to achieve the risk and return objectives. The level of exposure to specific industries and markets is selected using CI's VoF framework.

The portfolio is positioned around six subsets of value latency:

- Stalwarts – sturdy, strong and generally larger companies with world class privileged market and competitive positions.
- Bond like equities – stocks with secure low-volatile dividends that can be grown and recapture inflationary effects over time.
- Asset plays – stocks with strong or improving balance sheets trading at discounts to net asset value or replacement value.
- Growth companies – growing companies with identifiable value propositions using traditional value metrics run by focused, prudent and experienced management.

- Low Risk Turnarounds – sound businesses with good management in place and good balance sheets. We especially like government to private turnarounds, corporate spin-offs, recapitalisations, board and management changes in market mergers and operational restructurings.
- Cyclical – Stocks showing both upside and downside leverage to the cycle with experienced and contrarian managers who can allocate capital prudently.

CI believes that, over the long term, sustainable returns within acceptable risk parameters can be achieved by CI's small, focused, experienced team:

- applying our VoF investment process to a range of Australian and international stocks,
- investing in stocks from those countries and industries where CI has a point of focus and knowledge; and
- selecting the best stocks without reference to benchmarks and short term performance.

Internal Risk Guidelines (may be altered at Manager's discretion)

- The portfolio will typically consist of 20-40 stocks;
- Minimum of 75% of net asset value will be invested in Australian and New Zealand securities (including cash);
- Maximum of 25% of net asset value will be invested in international (i.e. not Australia or New Zealand) securities;
- Initial stock weightings are typically 1-5% with a maximum individual stock exposure of 15% of net asset value;
- Maximum of 25% of net asset value to be held in cash;
- Unlisted securities are limited to a maximum of 10% of net asset value;
- No tracking error constraints;
- No short selling of stocks; and
- No leverage.

Currency Hedging

The Manager may, in its absolute discretion, elect to hedge all or some of the Fund's exposure to assets denominated in a currency other than Australian dollars. Whether or not the Manager elects to hedge a particular currency will depend upon the portfolio manager's view of that currency at the time of purchase of the underlying asset.

INVESTMENT PRODUCTS

CI ASIAN TIGER FUND

Investment Risk and Return Objectives

The objective of the CI Asian Tiger Fund is to generate long term returns by investing in a range of listed Asian securities, including small cap, mid cap and large cap stocks. The Fund owns a selection of securities diversified by country, industry and size of capitalisation.

Portfolio Construction

In order to achieve the risk and return objectives, the Fund invests in securities listed on stock markets including Greater China, South Korea, Taiwan, Indonesia, Malaysia, Singapore, Philippines, Thailand and India, in diversified industries, over a long term investment horizon. The Fund is also able to invest in shares that source a growing proportion of their sales, profits and assets from the Asian region, wherever listed. The portfolio construction is implemented with limited reference to the benchmark (MSCI AC Asia Ex Japan net divs in AUD). Within CI's risk guidelines, specific weightings are entirely at the discretion of the Manager and are selected based on the risk and return profiles of the countries, industries and stocks in question. The Manager uses its judgement to increase or decrease weightings, as appropriate, with varying stock market conditions.

The portfolio is structured on a long term investment horizon. Ultimately the success of the Fund rests on the Manager's ability to allocate capital soundly using its experience, investment philosophy, VoF investment process, knowledge and cultural values.

Investment Strategy

The Manager uses CI's VoF research framework to assess individual companies, industries and countries globally and to construct a portfolio that aims to achieve the risk and return objectives. The Fund has a maximum cash weighting of 10%. The level of exposure to specific industries and markets is selected using CI's VoF framework.

The Manager's strategy incorporates stock selection, industry and country asset allocation and market timing.

CI believes that, over the long term, sustainable returns within acceptable risk parameters can be achieved by CI's small, focused, experienced team:

- applying our VoF investment process;
- investing in stocks from those countries and industries with the best risk adjusted value latency; and
- eliminating institutional thinking and the use of structured asset allocation and benchmarks.

We would highlight to prospective investors that, while the Fund's "investment universe" includes both developed and developing countries, a significant part of the Fund will always be invested in the latter. There are higher levels of risk in developing markets, which investors should be cognisant of when contemplating an investment in the Fund.

Internal Risk Guidelines (may be altered at Manager's discretion)

- Target number of securities is typically between 30 and 70.
- Investments will generally be in the Asian region.
- In addition to the above, the Fund is permitted to invest in securities listed on stock exchanges outside its benchmark that have significant exposure to Asian sales, profits or assets.
- The Fund can invest in pre IPO securities that are expected to list within 12 months, limited to a maximum of 5% of net asset value.
- Maximum individual stock weight is 10% of net asset value or 2x the benchmark weight (whichever is greater).
- There are no restrictions on tracking error or small cap concentration.
- Maximum cash is 10% of net asset value.
- No leverage.

Currency Hedging

It is the Manager's intention that the portfolio will always be a minimum of 70% unhedged but could be 100% unhedged. This gives the Manager the ability to partially or fully hedge up to a maximum of 30% of the portfolio assets denominated in a currency other than Australian dollars. Where practical and possible, any hedging will be taken out on an approximate 90 day basis using currency forwards or options. At the time of maturity, the forwards or options may be rolled out again to the value of the underlying asset.

The Manager is authorised to hold a range of currencies other than Australian dollars or currencies in which it holds assets.

INVESTMENT PRODUCTS

COOPER INVESTORS GLOBAL EQUITIES FUND (HEDGED)

Investment Risk and Return Objectives

The objective of the CI Global Equities Fund (Hedged) is to outperform the Benchmark (MSCI all countries world net dividends in local currency) over the long term. The Fund is a long only portfolio of 30-50 global stocks, diversified by country, industry and size of capitalisation. The Fund is constructed with limited reference to the Benchmark, and therefore the Fund's returns may vary significantly from the Benchmark's returns.

Portfolio Construction

In order to achieve the risk and return objectives, the Manager prefers to invest in securities over a long term investment horizon. Portfolio construction is implemented with limited reference to the Benchmark. Specific stock, country and industry weightings are entirely at the discretion of the Manager and are selected based on the risk and return profiles of the industries and stocks in question. The Manager will alter the individual stock exposures over time to increase participation in specific opportunities or reduce positions if more challenging investment conditions occur.

The portfolio is structured on a long term investment horizon. Ultimately the success of the Fund rests on the Manager's ability to allocate capital soundly using its experience and knowledge, VoF investment philosophy and process and cultural values.

Investment Style and Approach

The Investment Manager aims to invest in the most attractive investment opportunities identified by CI's VoF research philosophy, through the lens of a long term investment horizon.

The Investment Manager's vision and strategy is the global application of the CI Way, its equities value and capital application model. Central to the CI Way is VoF, a discipline to process complex qualitative and quantitative information on stocks and industries.

VoF stands for:

1. Value latency;
2. Operating, industry and strategic trends; and
3. Focused industry and management behaviour.

Diversification of portfolio risks will be achieved through owning stocks across different countries, industries, market capitalisations, and subsets of value, which the Investment Manager defines as stalwarts, growth, bond-like equities, cyclicals, asset plays and turnarounds. The portfolio will invest in both developed and emerging markets.

Portfolio construction is implemented with limited reference to

the benchmark. Specific stock, country and industry weightings are entirely at the discretion of the Investment Manager and will be selected based on the risk and return profiles of the industries and stocks in question. The Investment Manager will alter the individual stock exposures over time to increase participation in specific opportunities or reduce positions if more challenging investment conditions occur.

Ultimately the success of the Fund rests on the Investment Manager's ability to allocate capital soundly using its experience and knowledge, VoF investment philosophy, and process and cultural values.

Internal Risk Guidelines (may be altered at Manager's discretion)

- Target number of stocks between 30 and 50.
- Maximum individual stock exposure is 10% of net asset value or 2x Benchmark weight, whichever is greater.
- Maximum cash of 10% of net asset value.
- Maximum developing markets (as defined by MSCI) weighting of 30% of net asset value or Benchmark +20%, whichever is greater.
- Maximum Industry Group GICS (2nd level) of Benchmark +/-25%.
- Maximum small cap (i.e. any stock with a market capitalisation of less than US\$1.5bn) of 20% of net asset value or Benchmark +10%, whichever is greater.
- The Fund can invest in pre IPO securities that are expected to list within 12 months, limited to a maximum of 5% of net asset value.
- No short selling.
- No leverage.

Currency Hedging

The Manager conducts a hedging program that either partially or fully hedges the Fund's exposure to assets denominated in a currency other than Australian dollars where practical and possible. Minimum of 70% of foreign assets hedged at any time. Hedging is taken out on an approximate 90 day basis using currency forwards or options. At the time of maturity the forwards or options are rolled out again.

COOPER INVESTORS GLOBAL EQUITIES FUND (UNHEDGED)

The investment risk and return objectives, internal risk guidelines, investment strategy and portfolio construction for the CI Global Equities Fund (Unhedged) are the same as those of the CI Global Equities Fund (Hedged), as set out above, except that there is no hedging of currency risk on the foreign assets. It is benchmarked against the MSCI all countries world net dividends in AUD.

CI'S ENGAGEMENT WITH OUR WORLD PHILANTHROPY

The CI Philanthropy Fund ("the Philanthropy Fund") was established by the Board of Cooper Investors in 2008. In our 10 years of giving, the Fund has distributed over \$2 million to support communities around the world.

The purpose of the Philanthropy Fund is to:

Support inspiring community leaders & empower the implementation of practical initiatives to reduce the symptoms of poverty and disadvantage.

We aim to achieve this by supporting initiatives that:

1. Improve access to quality, relevant and supportive education & health initiatives that provide people with the opportunity to reach their full potential.
2. Build capacity within Organisations that tackle entrenched poverty & disadvantage and focus on vulnerable children and women experiencing abject poverty; or extreme disadvantage.

The Philanthropy Fund is administered by a Committee of employees. We adopt a "portfolio" approach to grant making, seeking value, good operating trends and outstanding leadership (in line with our approach to picking stocks). Initial grants are generally around \$5,000, increasing as we get to know the project. Subsequent grants of up to \$30,000 have been made to "high conviction" projects.

Committee members have visited projects and potential projects in Melbourne, indigenous communities in Australia and projects in Kenya, Cambodia, Vietnam, Madagascar, Thailand, Tanzania, Nepal and Burma. We have had well over 150 presentations in our board room from the inspirational founders of the projects we support.

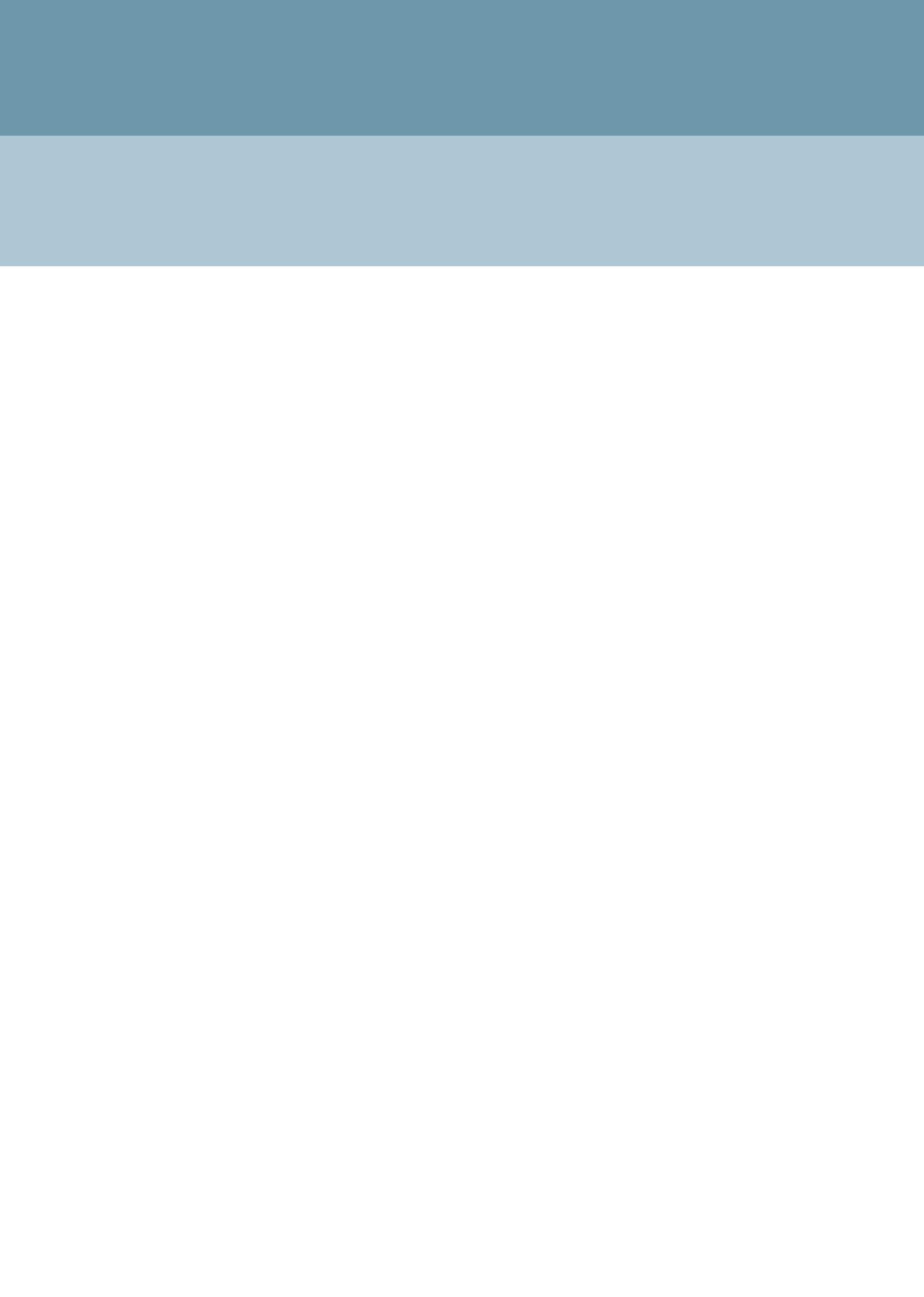
Projects that the fund has supported in recent years include:

In Australia:

- CanToo (raising money for Cure Cancer through exercise)
- Kogo (knitting for the disadvantaged in Melbourne)
- Coolies (program for school leavers to build schools in India instead of going to schoolies)
- Mental Health Legal Centre (free legal services related to mental illness)
- St Kilda Mums (rehome baby goods for families in need)
- Igniting Change Foundation and various community projects introduced by them
- BackTrack (NSW based education and training programs for young people who have lost their way)

Internationally:

- School of St.Jude, Tanzania
- Scholarships to hill tribe students at Sob Moei School, Thailand
- Onni House, Nepal (orphanage)
- Blue Dragon Foundation (helping street kids in Vietnam)
- School for Life, Uganda
- Angkor Hospital for Children, Cambodia (neonatal satellite ward)
- Foundation of Goodness, Sri Lanka (business development programs)
- Lifestart (assistance for the disabled in Vietnam)
- HUG (Suubi Secondary College, Uganda)
- Streets International (training street kids in restaurants in Vietnam)
- Ruben Centre (health, education and other services in a slum in Nairobi)
- Seven Women, Nepal (helping disabled women)
- Adara Group (support for travelling Tibetan Medicine Practitioner in Western Nepal)
- Testigo Africa (permaculture projects)
- Bahay Tulyan (prevent and respond to abuse and exploitation of children in the Philippines)
- Khmer New Generation Organisation (education for children in Bospo, Cambodia)
- School of St. Yared, Ethiopia
- Cambodian Kids Can (empowering young women in Cambodia through education)





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