

# Peak Investment Partners

Portfolio Management Service in Direct Shares



Performance with Relationship

## Privately Owned Portfolio Management Company

- Peak established in 2003 providing 'individually managed portfolios' (IMA's)
- Strong relationship with over 250 families with over 300 individual portfolios
- Portfolios under management of over \$515m

## Investment Solutions for you

- Personal service with direct access to your own portfolio management team
- We listen to and understand your Needs & Risks
- We establish and manage your own individual portfolio
- Achieve after tax returns that meets your investment goals

## Your Personal Portfolio Management Team

- Ian Wenham – CEO, CIO ex BZW Australasia Research Director & Lowy Family
- Richard Nicholas – Director ex ANZ Private Bank, Hill Samuel (HK) & UBS (UK)
- Andrew Martin – Director ex ABN Amro, Deutsche Bank (US) & BZW Australia
- Paul Israel – Director ex Navin & Etrade
- Brendan Mowry – Equities Analyst
- Jonathan Liu – Analyst
- Kim McQuaid, Shellee Parker & Noel Yu – Relationship & Admin Team

## Experience

- > 30 yrs
- > 30 yrs
- > 25 yrs
- > 15 yrs

## Direct Securities

- Manage Direct Australian Equities, Australian Hybrid income securities and overseas investments

## Our Clients

- High net worth families - Individuals, Family Trusts, DIY Super, Companies & Not for Profits

## Portfolio Services

- Your own designed Portfolio 'IMA' >\$500,000 through Peak
- Your choice of Peak Model Portfolios 'SMA' < \$500,000 through Powerwrap/Praemium investment via PDS

## Fees

- Annual Management Fees – normally tax deductible, but please check with your accountant

## MODEL PORTFOLIOS PERFORMANCE – Please choose whatever combination suits your needs and risk

TO 31 Dec 2018	Lower Risk	Medium Risk	Higher Risk	Higher Risk	Higher Risk	Lower Risk
MODEL PORTFOLIOS	Income Equities	Inc + Growth Equities	Growth Equities	Smaller Co. Equities	Recovery Equities	Income Hybrid Securities
<b>12 months</b>	-10.1%	-6.0%	-4.3%	-11.0%	-10.1%	2.5%
ASX 300 Acc. index	-3.1%	-3.1%	-3.1%	-8.7%*	-3.1%	5.0%**
<b>Gain over index</b>	<b>-7.0%</b>	<b>-2.9%</b>	<b>-1.2%</b>	<b>-2.3%</b>	<b>-7.0%</b>	<b>-2.5%</b>
<b>2 years p.a.</b>	-2.5%	2.1%	4.4%	5.2%	5.9%	4.1%
ASX 300 Acc. index	4.2%	4.2%	4.2%	4.7%*	4.2%	5.0%**
<b>Gain over index</b>	<b>-6.7%</b>	<b>-2.1%</b>	<b>0.2%</b>	<b>0.5%</b>	<b>1.7%</b>	<b>-0.9%</b>
<b>3 years p.a.</b>	1.6%	4.1%	4.6%	4.0%	6.7%	5.5%
ASX 300 Acc. index	6.7%	6.7%	6.7%	7.5%*	6.7%	5.0%**
<b>Gain over index</b>	<b>-5.1%</b>	<b>-2.6%</b>	<b>-2.1%</b>	<b>-3.5%</b>	<b>0.0%</b>	<b>0.5%</b>
<b>4 years p.a.</b>	3.1%	5.0%	6.4%	11.3%	5.7%	4.8%
ASX 300 Acc. index	5.7%	5.7%	5.7%	8.1%*	5.7%	5.0%**
<b>Gain over index</b>	<b>-2.6%</b>	<b>-0.7%</b>	<b>0.7%</b>	<b>3.2%</b>	<b>0.0%</b>	<b>-0.2%</b>
<b>5 years p.a.</b>	5.7%	5.9%	6.1%	9.4%	4.4%	5.0%
ASX 300 Acc. index	5.6%	5.6%	5.6%	5.6%*	5.6%	5.0%**
<b>Gain over index</b>	<b>0.1%</b>	<b>0.3%</b>	<b>0.5%</b>	<b>3.8%</b>	<b>-1.2%</b>	<b>0.0%</b>

Source: Powerwrap, Praemium, Peak Investment Partners  
 Past performance is not a reliable indicator of future performance.  
 The above indicative returns are from Powerwrap model portfolios.  
 Returns include tax credits, but exclude fees and brokerage, and reflect the views of the Peak investment committee.

\* ASX Smaller Ordinaries Acc. index

\*\* 5.0% Absolute

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The Peak Income Model is a portfolio constructed of higher yielding Australian shares, hybrid securities and fixed income notes. It aims to provide investors with a stable income stream with diversification benefits to reduce risk.

### Portfolio description

The Peak Investment Partners Income Model is a separately managed account (SMA) actively managed by Peak Investment Partners (Peak). SMAs are professionally managed portfolios of direct shares where the investor receives beneficial ownership of the underlying securities.

### Investor profile

The Peak Income Model is designed for investors who:

- Seek a tax effective income stream with some capital growth.
- Have a medium to long-term investment horizon
- Accept the risk of significant share price fluctuations

### Key portfolio features

Model Inception	09/08/2012
Benchmark	S&P/ ASX 300 Accumulation Index
Number of Stocks	15 - 25
Investment Horizon	Over 3 years
Authorised Investments	Australian Shares, Cash & Fixed Interest

### Performance to 30th December 2018

Return %	1 Year (%pa)	2 Years (%pa)	3 Years (%pa)
Peak Income Model	-10.1%	-2.5%	1.6%
S&P/ ASX 300 Accum.	-3.1%	4.2%	6.7%
<b>Outperformance</b>	<b>-7.7%</b>	<b>-6.6%</b>	<b>-5.1%</b>

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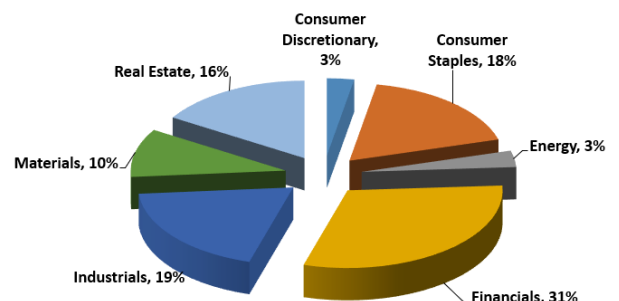
### Cumulative returns over time



### Top 10 Holdings

#	Company	Portfolio Weighting
1	BHP Billiton Limited	5.7%
2	Westpac Banking Corp	5.6%
3	Hotel Property	5.6%
4	National Aust. Bank	5.6%
5	ANZ Banking Group Limited	5.5%
6	Rural Funds Group	5.5%
7	Commonwealth Bank	5.2%
8	Goodman Group	5.1%
9	Transurban Group	5.1%
10	Tassal Group Limited	5.0%

### Sector allocation



### Peak Investment Partners

Founded in 2003, Peak is a successful boutique Australian portfolio manager who partners with successful individuals, families and 'not for profit' organisations to achieve their investment management goals. Predominantly owned and operated by its directors, Peak delivers private, trusted advice and matches investment solutions to individual needs, wants and circumstances.

Directors Ian Wenham, Richard Nicholas and Andrew Martin are experienced in research and funds management, having held senior positions with leading global investment banks in Australia, Hong Kong, New York and London.

Their expertise at managing investment portfolios combined with in-depth experience in global investment markets means that Peak consistently achieves superior portfolio outcomes for its clients.

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The Peak Income & Growth Model is designed for investors with a medium level risk appetite and who require a mix of stable income and capital growth.

### Portfolio description

The Peak Investment Partners Income & Growth Model is a separately managed account (SMA) actively managed by Peak Investment Partners (Peak). SMAs are professionally managed portfolios of direct shares where the investor receives beneficial ownership of the underlying securities.

### Investor profile

The Peak Income & Growth Model is designed for investors who:

- Seek a tax effective income stream with some capital growth.
- Have a medium to long-term investment horizon
- Accept the risk of significant share price fluctuations

### Key portfolio features

Model Inception	09/08/2012
Benchmark	S&P/ ASX 300 Accumulation Index
Number of Stocks	15 - 25
Investment Horizon	Over 3 years
Authorised Investments	Australian Shares

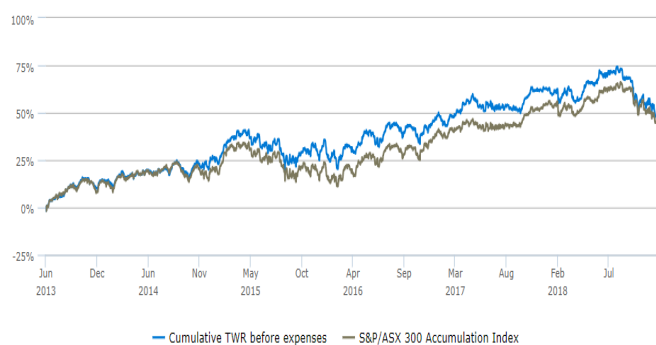
### Performance to 30th December 2018

Return %	1 Year (%pa)	2 Years (%pa)	3 Years (%pa)
Peak Balanced Model	-6.0%	2.1%	4.1%
S&P/ ASX 300 Accum.	-3.1%	4.2%	6.7%
<b>Outperformance</b>	<b>-3.0%</b>	<b>-2.1%</b>	<b>-2.6%</b>

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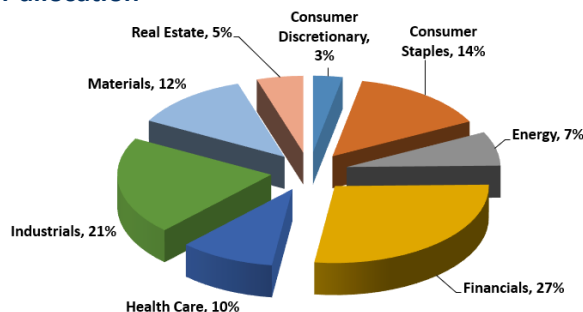
Cumulative returns over time



### Top 10 Holdings

#	Company	Portfolio Weighting
1	BHP Billiton Limited	6.0%
2	CSL Limited	5.9%
3	National Aust. Bank	5.4%
4	Commonwealth Bank	5.3%
5	QUBE Holdings Limited	5.1%
6	Macquarie Group Limited	5.0%
7	Goodman Group	4.9%
8	ANZ Banking Group Limited	4.8%
9	Transurban Group	4.4%
10	Oil Search Limited 10 Toea	4.2%

### Sector allocation



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The Peak Growth Equities Model is designed to providing investors with stable long-term capital gains, consistent real returns and diversification benefits to reduce risk.

## Portfolio description

The Peak Investment Partners Growth Equities Model is a separately managed account (SMA) actively managed by Peak Investment Partners (Peak). SMAs are professionally managed portfolios of direct shares where the investor receives beneficial ownership of the underlying securities.

## Investor profile

The Peak Growth Equities Model is designed for investors who:

- Seek prospects for capital growth with some income.
- Have a medium to long-term investment horizon
- Accept the risk of significant share price fluctuations

## Key portfolio features

Model Inception	09/08/2012
Benchmark	S&P/ ASX 300 Accumulation Index
Number of Stocks	15 - 25
Investment Horizon	Over 3 years
Authorised Investments	Australian Shares

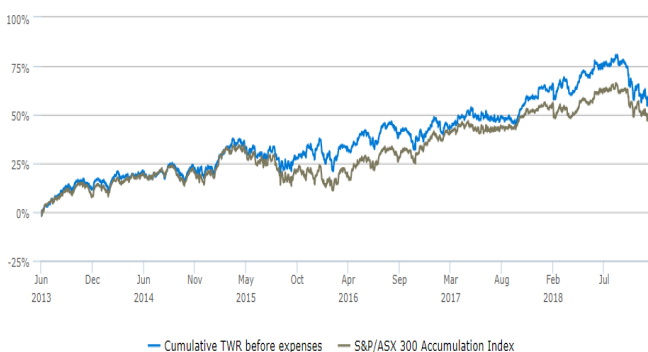
## Performance to 30th December 2018

Return %	1 Year (%pa)	2 Years (%pa)	3 Years (%pa)
Peak Growth Model	-4.3%	4.4%	4.6%
S&P/ ASX 300 Accum.	-3.1%	4.2%	6.7%
<b>Outperformance</b>	<b>-1.2%</b>	<b>0.2%</b>	<b>-2.1%</b>

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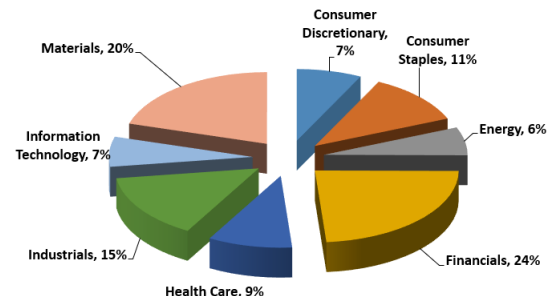
Cumulative returns over time



## Top 10 Holdings

#	Company	Portfolio Weighting
1	BHP Billiton Limited	6.2%
2	Northern Star	5.9%
3	Macquarie Group Limited	5.4%
4	Commonwealth Bank	5.3%
5	CSL Limited	5.0%
6	Ramsay Health Care	4.5%
7	Magellan Fin Group Limited	4.5%
8	National Aust. Bank	4.3%
9	ANZ Banking Group Limited	4.1%
10	The a2 Milk Company	4.0%

## Sector allocation



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The Peak Smaller Companies Model is designed for growth opportunities holding stocks that are under recognised in the global marketplace allowing investors to reap gains before mutual funds invest.

### Portfolio description

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### Investor profile

The Peak Smaller Companies Model is designed for investors who:

- Seek prospects for capital growth with some income.
- Have a medium to long-term investment horizon
- Accept the risk of significant share price fluctuations

### Key portfolio features

Model Inception	09/08/2012
Benchmark	S&P/ ASX Small Ords Accum. Index
Number of Stocks	15 – 35
Investment Horizon	Over 3 years
Authorised Investments	Australian Shares

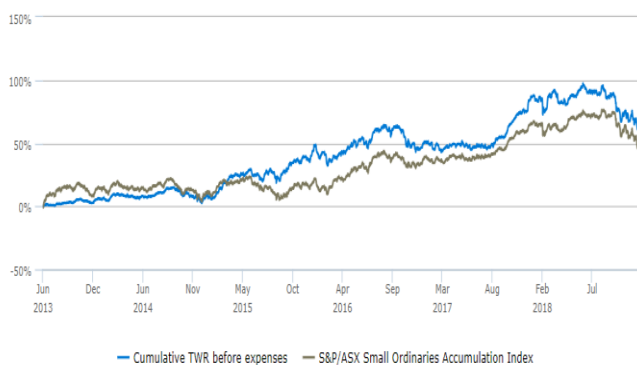
### Performance 30th December 2018

Return %	1 Year (%pa)	2 Years (%pa)	3 Years (%pa)
Peak Small Cap Model	-11.0%	5.2%	4.0%
S&P Small Ords Accum.	-8.7%	4.7%	7.5%
<b>Outperformance</b>	<b>-2.3%</b>	<b>0.5%</b>	<b>-3.5%</b>

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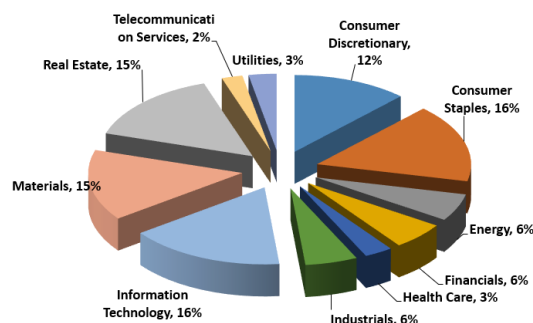
Cumulative returns over time



### Top 10 Holdings

#	Company	Portfolio Weighting
1	Northern Star	6.2%
2	Costa Group Holdings	5.2%
3	Rural Funds Group	5.1%
4	The a2 Milk Company	4.2%
5	Webster Limited	4.1%
6	Altium Limited	3.8%
7	IDP Education Limited	3.8%
8	Vitalharvest Freehold Trust	3.6%
9	Webjet Limited	3.5%
10	Lifestyle Communities	3.5%

### Sector allocation



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The Peak Recovery Portfolio is designed for higher risk investors looking to benefit from companies whose share prices become 'oversold' and present the opportunity for recovery in share prices.

### Portfolio description

The Peak Investment Partners Recovery Model is a separately managed account (SMA) actively managed by Peak Investment Partners (Peak). SMAs are professionally managed portfolios of direct shares where the investor receives beneficial ownership of the underlying securities.

### Investor profile

The Peak Recovery Model is designed for investors who:

- Seek a tax effective income stream with some capital growth.
- Have a medium to long-term investment horizon
- Accept the risk of significant share price fluctuations

### Key portfolio features

Model Inception	09/08/2012
Benchmark	S&P/ ASX 300 Accumulation Index
Number of Stocks	15 - 25
Investment Horizon	Over 3 years
Authorised Investments	Australian Shares

### Performance to 30th December 2018

Return %	1 Year (%pa)	2 Years (%pa)	3 Years (%pa)
Peak Recovery Model	-10.1%	5.9%	6.7%
S&P/ ASX 300 Accum.	-3.1%	4.2%	6.7%
<b>Outperformance</b>	<b>-7.0%</b>	<b>+1.7%</b>	<b>0.0%</b>

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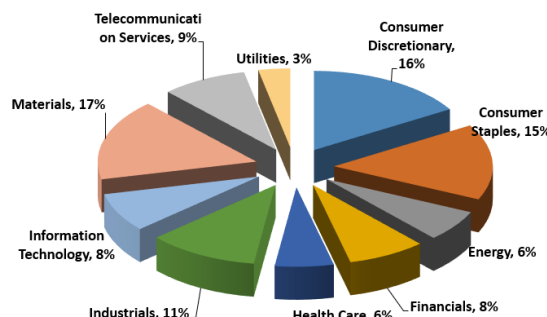
### Cumulative returns over time



### Top 10 Holdings

#	Company	Portfolio Weighting
1	ANZ Banking Group Limited	4.0%
2	The a2 Milk Company	4.0%
3	Flight Centre Travel	3.9%
4	Janus Henderson	3.9%
5	Transurban Group	3.9%
6	Link Admin HLDG	3.8%
7	Graincorp Limited Class A	3.7%
8	Harvey Norman	3.7%
9	Ramsay Health Care	3.7%
10	Vocus Group Limited	3.4%

### Sector allocation



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The Peak Income Hybrid Model is designed for lower risk investors who require an above average income yield from a portfolio of principally floating rate and income/hybrid securities.

### Portfolio description

The Peak Investment Partners Income Hybrid Model is a separately managed account (SMA) actively managed by Peak Investment Partners (Peak). SMAs are professionally managed portfolios of direct shares where the investor receives beneficial ownership of the underlying securities.

### Investor profile

The Peak Income Hybrid Model is designed for investors who:

- Have a lower risk profile and require a premium over cash
- Have a medium to long term investment horizon

### Key portfolio features

Model Inception	09/08/2012
Benchmark	Fixed Benchmark – 5%
Number of Stocks	15 – 25
Investment Horizon	Over 3 years
Authorised Investments	Hybrid Securities listed on the ASX

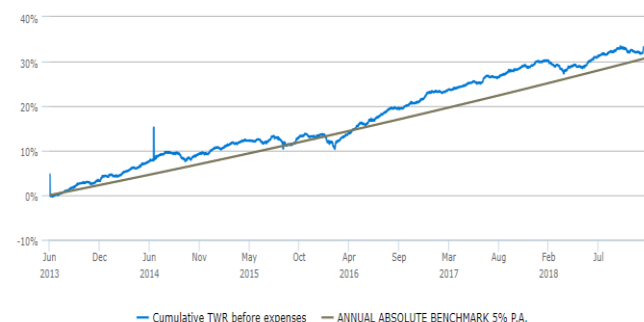
### Performance to 30th December 2018

Return %	1 Year (%pa)	2 Years (%pa)	3 Years (%pa)
Peak Income Hybrid Model	2.5%	4.1%	5.5%
Fixed Benchmark	5.0%	5.0%	5.0%
<b>Outperformance</b>	<b>-2.5%</b>	<b>-0.9%</b>	<b>+0.5%</b>

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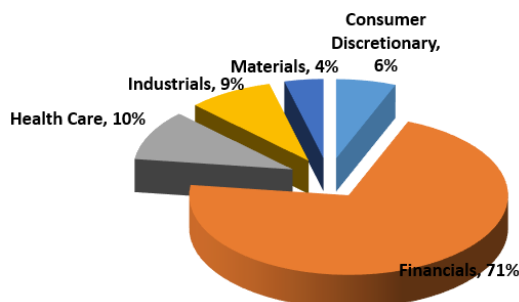
Cumulative returns over time



### Top 10 Holdings

#	Company	Portfolio Weighting
1	Ramsay CARES	10.3%
2	Westpac Capital Notes 2	8.7%
3	ANZ Capital Notes	8.7%
4	HYBRID 3-BBSW+3.90% 05-10-23 SUB CUM	8.7%
5	NAB Capital Notes 2	8.4%
6	Crown Subordinated Notes II	6.1%
7	CBA PERLS VII	6.0%
8	Macquarie Group Capital Notes 2	5.8%
9	Challenger Capital Notes 2	5.8%
10	NAB Capital Notes	5.7%

### Sector allocation



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