

LAKEHOUSE SMALL COMPANIES FUND

JANUARY 31, 2022



ABOUT THE FUND

The Lakehouse Small Companies Fund invests in fast growing small companies listed in Australia and New Zealand. They are companies that are typically less researched, and have greater potential upside.

INVESTMENT OBJECTIVE

The fund's objective is to outperform the S&P/ASX Small Ordinaries Accumulation Index over rolling 5-year periods (after fees and expenses but before taxes).

	1 MONTH	3 MONTH	1 YEAR	3 YEAR (p.a)	5 YEAR (p.a)	SINCE INCEPTION (p.a)
LAKEHOUSE SMALL COMPANIES FUND**	-14.2%	-18.0%	-9.5%	17.3%	20.0%	18.1%
S&P/ASX SMALL ORDINARIES ACCUMULATION INDEX*	-9.0%	-8.0%	6.7%	10.1%	9.6%	9.6%
EXCESS RETURN	-5.2%	-10.0%	-16.2%	7.2%	10.4%	8.5%

** Performance calculations are based on exit price with distributions reinvested, after fees and expenses, since inception in mid-November 2016.

* Benchmark: S&P/ASX Small Ordinaries Accumulation Index.

Past performance is not indicative of future returns.

INVESTMENT STRATEGY

Lakehouse Capital's strategy for the Fund is to invest in a high conviction portfolio of 15 to 30 small companies listed in Australia and New Zealand. The investible universe consists of companies outside the S&P/ASX 100, though the Fund may continue to hold companies that grow into the ASX 100 as letting winners run is part of the Fund's long-term strategy.

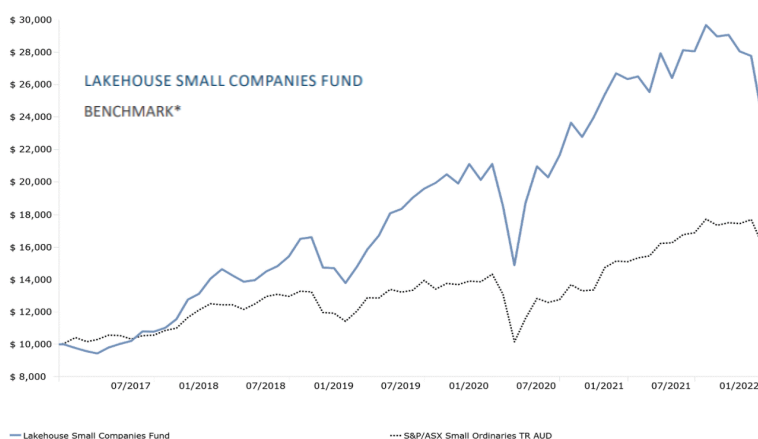
Our stringent investment process leads us to invest in companies that present the following characteristics:

- Strong positions in growing markets.
- Pricing power with customers and suppliers.
- Durable competitive advantages grounded in: scale, strong brands, network effects, or high customer switching costs.
- Aligned and experienced management teams with strong track records of capital allocation.
- Conservative balance sheets.
- Attractive valuations.

PERFORMANCE REVIEW

The Fund returned -14.2% net of fees and expenses during the month compared to a -9.0% return for the benchmark. Since inception in mid-November 2016, the Fund has returned 18.1% p.a. compared to 9.6% p.a. for the benchmark. The Fund's most significant contributor to performance during the month was **Whispir (+7.0%)** which provided a strong quarterly update as the contract announcement with Singtel was made public and the deal is slated to generate a minimum of \$3.1m in annual revenue but has an opportunity for meaningful upside. The largest detractor was **Pinnacle Investment Management (-27.7%)**, which sold off as equity markets fell as Pinnacle has leveraged exposure to falling equity markets due to its underlying investment management businesses.

PERFORMANCE SINCE INCEPTION



Source: Morningstar Direct

*Benchmark: S&P/ASX Small Ordinaries Accumulation Index

Performance is based on exit price with distributions reinvested, net of fees and expenses

Key Information	
Portfolio Manager	Donny Buchanan
Number of Stocks	15-30
APIR Code	OMF6696 AU
Benchmark	S&P/ASX Small Ordinaries Accumulation Index
Inception Date	15 November 2016
Fees & Costs	Management fee- 1.3% Performance fee- 15% ^
Buy/Sell Spread	+/- 0.25%
Distribution	Annual
FUM	\$343.6 million
Cash Range (Typical)	5%- 15%

^Performance fee: 15% of the amount by which the Fund's returns (after fees and expenses but before taxes) exceed the higher of the Benchmark and high watermark. This fee is payable to Lakehouse Capital.

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TOP FIVE HOLDINGS OF THE FUND:

The Fund held 21 positions as at January 31, 2021:

Top 5 Holdings	Industry
Netwealth	Data Processing & Outsourced Services
EML Payments	Data Processing & Outsourced Services
Nanosonics	Healthcare
Bapcor	Speciality Retail
Xero	Information Technology Services
Total Percentage	35.7%

FUND COMMENTARY

The sector-level portfolio breakdown provides further context on the Fund's strategy relative to the broader market for small companies. The Fund's largest sector allocations are to information technology (47.4% of total capital), financials (14.6%), and healthcare (10.2%) while the benchmark's largest allocations are to materials (20.6%), real estate (15.0%), and consumer discretionary (14.9%).

The Fund embraces a differentiated approach with an emphasis on capital-light, recurring-revenue-centric business models and a bias away from cyclical, capital-intensive businesses. As a result, the Fund tends to be overweight IT and underweight materials, energy, utilities, and real estate.

For a full detailed commentary of the fund, please read our [monthly newsletter](#) located on our website.

WHO IS LAKEHOUSE CAPITAL?

Lakehouse Capital is the Sydney-based boutique fund manager of two high-conviction growth strategies. For further information on our other strategy, the Lakehouse Global Growth Fund, please feel free to contact our distribution team.

PLATFORM AVAILABILITY

The Lakehouse Small Companies Fund is available on the following platforms:

- HUB24 IDPS
- Netwealth IDPS
- AEGIS (NZ)
- Mason Stevens IDPS
- Ausmaq

Key Fund Metrics

Alpha [^]	7.7
Up Capture Ratio	154.2
Down Capture Ratio	93.5
Batting Average	57.1
Sortino Ratio	1.3
Information Ratio	0.8
Portfolio Turnover*	23.4%

Source: Factset and Lakehouse Capital
*Inception to date average annual turnover figure
[^]Annualised

CONTACT US

Stuart James- Head of Distribution

T: 0419 164 402

E: stuart.james@lakehousecapital.com.au

Mark Fenech- Senior Business Development Manager

T: 0423 200 040

E: mark.fenech@lakehousecapital.com.au

Edwina Best- Senior Business Development Manager

T: 0404 046 179

E: edwina.best@lakehousecapital.com.au

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