



Refer to glossary for definition of the rating

Product Review

About this Product

Investment manager	Yarra Funds Management Limited
Benchmark	Bloomberg AusBond Composite 0+ Year Index AUD
Product structure	Managed Fund
Product Size	\$502m (June 2026)
Inception date	Jul 2000
Asset class	Fixed Interest
Sector	Australian Bonds
Peer group	Fixed Interest - Australian Bonds
Rated peers	20
Annual fees and costs	0.31
Source: FE fundinfo * Refer to Fees section	

What is the Product?

The strategy is an active Australian fixed income strategy aiming to outperform the Benchmark by 0.5-0.75% (before fees) over a rolling three-year cycle. The average portfolio credit quality tends to be very high, containing government and corporate securities. Excess returns are mainly generated through top-down active duration, yield curve, sector and bottom-up security selection. The strategy is a core-plus offering and highly liquid.

Product Characteristics

Business Life Cycle	Mature
Product Wind-Up Risk	Low
Key Person Risk	High
Tenure of Decision Makers	High
Complex (RG240)	No
Strategy Remaining Capacity	Not Specified
ESG Approach	Minimum Standards
Peer Relative Fees and Costs	Below median

Strengths

- Experienced investment team, led by Keenan and Langer with both substantial credit and fixed income experience and proprietary relative value tools.
- Conservatively managed with tight risk constraints. Risk is integral to portfolio management and investment philosophy.
- The Fund is competitively priced versus the relevant Lonsec peer group.

Weaknesses

- Management of the Fund is highly reliant on Langer.
- The Fund has shown a lack of consistency in outperforming in down markets.
- Co-tenure of the fixed income team is developing, however the senior investors across the broader team are now established.

Product Opinion

The Fund's rating has been maintained at **'Recommended'**. The rating reflects conviction in the team led by Darren Langer, who have evolved the process and tools to efficiently blend top-down macro and bottom-up credit, with additional alpha from relative value. The outcome has been a conservative, competitively priced Australian fixed interest fund. Historical team changes has also further improved resourcing, skillsets, and experience of the overall team. There is comfort with the current team integration; however, a longer time is needed to build conviction in the fixed income team's depth of resources supporting Langer.

Lonsec Rating Model

Rating key: ●●● Above ●●● In-line ●●● Below

Factor	Peer Rating	YoY Score Change
Business	●●●	—
Team	●●●	↓
Process	●●●	—
ESG	●●●	—
Product	●●●	—
Fees	●●●	—
Performance	●●●	—

Allocation Profile

Core		
Satellite		
	Low Complexity	High Complexity

Return Profile

Income		
Capital		
	Defensive	Growth

Key Facts

Changes Since Last Review

Jessica Ren, Tina Everest, Rhys Corry and Roy Mao have all been promoted to Deputy Portfolio Managers.

Key Objectives

Investment objective	The Fund aims to outperform the Bloomberg AusBond Composite 0 + YR Index over any three-year rolling period, before fees, expenses and taxes.
Internal return objective	Outperform the Benchmark by 0.5% to 0.75% p.a. gross of fees over rolling 3 year periods.
Internal risk objective	There is no targeted objective but tracking error is expected to be 0.75% over rolling 3 year periods.
Non-financial objective	None

Asset Allocation (%) (as at 30/06/2026)

Australian Fixed Interest	97.98
Alternative Assets	-0.05
Cash	2.07
Total	100.00

Source: FE fundinfo

Target Market Determination

Produced by issuer	Yes
Provided to Lonsec	Yes

Product Distribution Profile

Frequency	Quarterly
Last Missed Distribution	31 Dec 2022
Number of Missed Distributions in the last 5 years	5
AMIT Election	Yes
TOFA Election	No

Portfolio Profile as at 31/12/2025

Yield to maturity	4.46
Interest rate duration	5.49
Credit spread duration	3.61
Average credit rating	AA
Sector allocation:	
- Government	22.52
- Government Related	38.48
- Non-government	37.59
- High yield	0.00
- Emerging market debt	0.00
- Cash	1.41
- Non AUD exposure	0.00
Number of issuers	81

Rating History

07-Oct-2025	Recommended
21-Nov-2024	Recommended
21-Sep-2023	Recommended

Performance Analysis - annualised after fees at 30/06/2026

	1 Year	Median	2 Year	Median	3 Year	Median	5 Year	Median
Performance (% p.a)	1.85	1.76	4.96	4.44	4.70	4.43	0.73	0.58
Standard deviation	2.97	3.04	3.35	3.17	4.29	4.10	5.92	5.52
Excess return (% p.a)	0.32	0.21	0.83	0.19	0.72	0.38	0.36	0.19
Outperformance ratio (% p.a)	75.00	66.67	75.00	64.58	63.89	66.67	56.67	60.00
Worst drawdown (%)	-1.88	-1.96	-1.96	-1.98	-3.60	-3.45	-13.81	-13.55
Time to recovery (mths)	3	-	4	-	2	2	33	37
Sharpe ratio	-0.68	-0.71	0.25	0.10	0.11	0.05	-0.40	-0.44
Information ratio	1.13	0.64	1.92	0.80	1.50	1.05	0.57	0.41
Tracking error (% p.a)	0.28	0.33	0.43	0.35	0.48	0.37	0.64	0.56

Lonsec Peer Group: Fixed Interest - Australian Bonds -

Product Benchmark: Bloomberg AusBond Composite 0+ Year Index AUD

Cash Benchmark: Bloomberg AusBond Bank Bill Index AUD

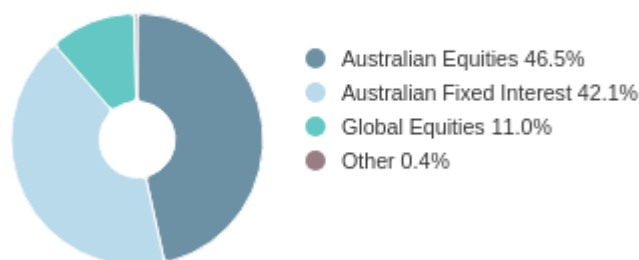
Time to recovery: NR - Not recovered, dash - No drawdown during period

Business ●●●

Facts

Investment Manager	Yarra Funds Management Limited
Ultimate Parent Company	Yarra Capital Management Limited
Headquarters	Australia
Inception Date	Apr 2017
% Staff Ownership	20-50%

AUM



Governance

% Independent board members	60
% Female board members	60
Independent chair	Yes
CEO as Chair	No
Separate Audit Committee	Yes

Metrics

Total AUM	\$20.5b
Investment Management Headcount	85
Investment Professionals	40
Sales & Service	11
Distributor	Internal

Who is the Manager?

Yarra Capital Management ('Yarra') was established in 2017, following the management buyout of Goldman Sachs Asset Management Australia's domestically focused investment capabilities and operating platform, with the backing of TA Associates ('TA'). On 12 April 2021, Yarra completed the acquisition of Nikko Asset Management's (Nikko AM) Australia business, where Nikko AM retains a 20% stake in the combined business. The total assets under management for the combined business was approximately \$21bn as at 31 December 2023. Yarra is now 40% owned by TA, 40% owned by staff, with the remaining 20% owned by Nikko AM.

Lonsec Opinion

Profitability

With over \$8.8b in AUM, the Fixed Interest business is profitable and stable. More broadly, the Yarra business has over \$19b of assets under management, which is seen as being sufficiently profitable.

Business Track record

Yarra or its underlying prior ownership/teams (Goldman Sachs and Niko) have a long track record with the business being created in 2017 but stretching back over 20 years. TA Associates (PE) backed the management buyout in 2017. With \$19b in AUM, the firm is stable and growing at a moderate pace in terms of asset growth.

Business Ownership

Yarra and its underlying prior ownership/teams (Goldman Sachs and Nikko) founded the business in its current form in 2017, with private equity group TA Associates backing the management buyout. Positively, staff still owns 40% of the business.

Business Governance

The Responsible Entity is Yarra Funds Management Ltd which is not arms length, however there have been no major regulatory investigations cited. Yarra has a number of independent directors with appropriate qualifications and experience.

Team ●●●

Key Decision Makers (KDM)

	Primary function	Dedicated to strategy	Appointed to strategy	Industry/Mgr exp. (yrs)	Exp. in PM roles (yrs)
Darren Langer	Portfolio Management	Yes	2008	38/18	38
Jessica Ren	Deputy Portfolio Management	Yes	2023	8/3	7

KDM Change*

No changes.

* Last 3 years

Profile

Size	13
Structure	Decentralised
Turnover	Medium

Alignment

KDM equity held in manager	Yes
KDM co-investment in strategy	No
Performance-Based bonus	Yes
Long term incentive plan	Yes

Resources

	Number	Average Years Experience
Key decision makers	2	33
Portfolio Managers		
Hybrid portfolio manager/analysts	4	36
Dedicated analysts		
Dedicated dealers	5	7
Quantitative		
ESG/Sustainability	1	19
Macro	1	30
Investment Specialists		

Who is the Team?

The team is led by Co-Head of Fixed Income Darren Langer and Roy Keenan, who have over 30 years of investment experience each.

The Fund is run by Langer and Deputy Portfolio Manager Jessica Ren. Langer manages core government sectors and Ren covers research as well as portfolio management, both are located in Sydney. Phil Strano and Leo Leslie are also notable senior portfolio managers who focus on the credit segments. Strano is also the Head of Credit Research and leads the credit research effort. Recent promotions to 'Deputy Portfolio Managers' include Jessica Ren, Tina Everist, Rhys Cory and Roy Mao, with the remainder of the team largely analysts with varying levels of experience.

There was some historical turnover, with two Portfolio Managers and two Analysts departing, but have since been replaced with five Analysts, reflecting a desire to grow the team. The debt team are supported by the broader group with Tim Toohey, Head of Macro Strategy and Dr Erin Kuo, Chief Sustainability Officer, are notable resources.

Lonsec Opinion

Team Size

A team of 13 investment professionals assists in managing the firm's \$8.8b of fixed income AUM. The team size is sufficient for the AUM and the manager's process and is not considered too large relative to some peers, which aids in the efficacy of decision-making.

Skill

Langer, the Lead Portfolio Manager, possesses strong skills and experience, with Ren developing well. Their skills lie mainly in macro analysis, duration positioning, relative value trading and portfolio structuring, which are considered solid, although skewed towards Langer. The two PMs are supported by the broader credit team for underlying corporate and asset-backed security selection, whose skills are considered strong.

Track Record/Co-Tenure

The credit team possess a long underlying track record and co-tenure, whilst the government bond team's co-tenure is still developing after some turnover in recent years. Senior investors across the government and credit teams have now developed sufficient co-tenure after the consolidation. The private ownership structure and underlying tenure suggest senior investors are likely to remain stable.

Key Person Risk

Key person risk rests primarily with Langer, albeit marginally mitigated by the alignment and the broader team support. The promotion of Ren to Deputy Portfolio Manager is seen as supportive of the reduction in this risk over time.

Alignment

Good alignment, particularly amongst senior members. Boutique structure (base, variable, deferred bonus paid in stock and co-investment) but some concerns of alignment for the second tier/lower level staff given the departures.

Process ●●●

What is the Investment Process?

The process is a rigorous, research-driven approach, with strong risk control identifying areas for diversified alpha creation. It starts with detailed fundamental in-house macroeconomic research combined with a systematic approach to identifying relative value in fixed income markets and a bottom-up focus on credit research. The three main sources of returns being Rates and Yield curve, Sector and Relative Value and finally Credit Spread and Income. Proprietary systems help process large amounts of data and extract signals which the team considers. Security selection requires bottom-up fundamental credit research to identify single issuers and draws upon the broader credit analysts.

Once the securities have been identified the pre-trade compliance is conducted, followed by efficient trade execution. All trades have pre-defined risk and profit and loss targets. Portfolios are constructed with all three alpha sources in mind and systems trades to be viewed in the context of the existing positions and relative to benchmark. The Risk Management and Review steps includes a daily review of performance, risk monitoring and attribution providing managers daily feedback on trading decisions.

Lonsec Opinion & Supporting Facts

Philosophy and Universe

Investment Type	Active
Investment Approach	Both
Investment Style	Relative value
Region	Australia
Universe	Australian government, Investment grade credit, Money market, Securitised assets

The team believe fixed income should provide a safe haven in times of high market volatility. While credit securities are an important source of income, it is not the main driver of returns. Rather the team seek to diversify their sources of 'alpha' with 'relative value being more important than fair value'. Credit selection and relative value is a complimentary source of return to duration and yield curve trading. Given the defensive philosophy the Fund, the focus is on high quality, government, semi-government and investment grade corporate debt. The team is also committed to responsible investing, which is applied through a filter.

Research Process

Key screens	Credit quality, Maturity, Sector, Liquidity
Idea generation - macro/top down	Market forecasts, Internal economic resources
Idea generation - security selection	Benchmark constituents, Primary issuance, Industry analysis
Issuers researched per analyst	0
Key research inputs	Quant credit models, Company financial statements, Internal economic forecasts, Valuation analysis, Technical analysis
Valuation Approach	Relative value

Investment ideas may be generated from top-down economic and market analysis, as well as bottom-up fundamental credit research. The fundamental macroeconomic analysis helps to set the Fund's top-down strategic positioning. This involves an assessment of economic indicators that tend to lead aggregate economic activity, which provides insights into the movements in monetary policy, inflation expected, international capital flows and the risk appetite of capital markets. This analysis is complemented by quantitative research of economic and market factors, as well as an understanding of local near-term market supply and demand dynamics.

Fundamental credit research aims to screen out investments that present unacceptable credit, sector or liquidity risks. Typically, the team will interact with company management, external sell-side analysts as well as Yarra's own equity analysts to assist in identifying trends and the outlook for individual issues. These findings are further supplemented by the research of external rating agencies, as well as the internal credit risk model. Security valuations are determined using a range of proprietary models.

Process (continued) ●●●

Portfolio Construction

Portfolio management structure	Portfolio Manager
Approach to benchmark	Benchmark Aware
Typical number of issuers	85
Key alpha sources	Duration Selection, Issue Selection, Sector Allocation, Relative Value, Yield Curve
Currency management	Yes
Use of derivatives	Yes

The Fund typically holds at least 70 to 150 securities, with weights concentrated towards better credits and preferred relative value stocks. Specifically, position sizes are determined by an individual security's contribution to portfolio risk. That is, smaller positions are held in riskier securities, and vice versa. Further, no single security, issuer, sector or industry is expected to have a material impact on the relative performance of the Fund. Portfolio construction also takes into account the team's macro views and taxation considerations; such as franking credits.

Capacity Management

Capacity guidance	Not Specified
Portfolio liquidity (1 week)	100.00%

With the firm managing circa \$8b there are no immediate capacity limits, particularly given the liquid securities this strategy is associated with.

Investment Risk Management

Monitoring external to investment team	Yes
Frequency of monitoring	Daily
Primary risk management system	FactSet
Portfolio Interest Rate Duration Range	Active 1.5 years
Min Credit Rating (At Purchase)	BBB-
Maximum sub-investment grade/unrated	0%
Single Issuer Limits (Max)	Sector dependent: 100% for Sovereign
Sector Limits (Min./Max.)	ABS/MBS (100%), Corporate (100%), Government (100%), Government related (100%), Net derivatives position (100%)
Leverage permitted	No
Gearing/economic leverage	No

Yarra places a strong focus on risk management, current practices in place are considered to be strong. Risk management is largely the role of the Portfolio Manager, using proprietary and industry-standard systems. The risk limits are sufficiently broad and the Fund is managed without reference to a hybrid benchmark.

Manager Positioning - Product

Responsible investment style	ESG Integration
ESG approach	Minimum Standards
Sustainability thematic	No Sustainability Thematic
Non-financial objective	None

What is the Manager's ESG approach for this product?

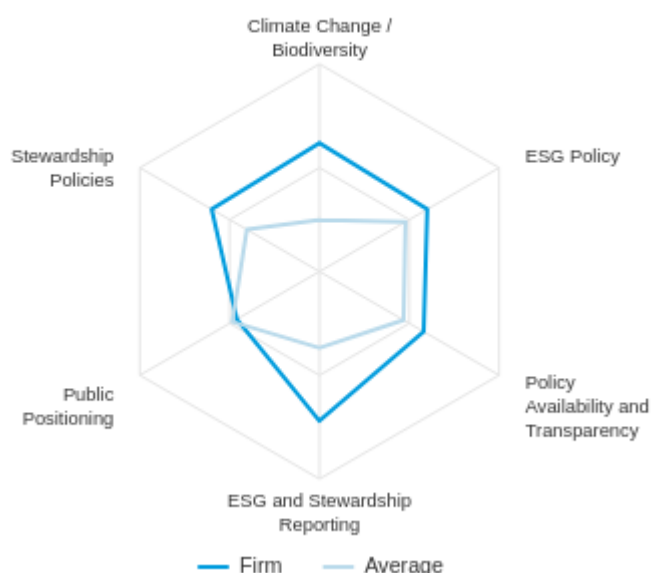
The Manager has indicated that their Responsible Investment style is "ESG Integration" and as such they take Environmental, Social and Governance factors into consideration when assessing investment opportunities. With a primary ESG style of "Filters or Screens" the Manager is likely using predetermined rules (usually based on the industry a firm operates in) to either include or exclude companies from their investable universe. They may undertake further ESG analysis or use these screens as the sole ESG measure

Lonsec Opinion & Supporting Facts

Overview

ESG Process Score	Mod
Responsible Investment strategy risk: Clarity, measurability & reporting	N/A

ESG Snapshot



Product Level Approach

While the Manager is sourcing data from an external ESG data provider, it is less comprehensive than some peers. The Manager performs both internal ESG research for this Fund and relies upon external sources for assessment/ratings. The process does, however, deliver a clear proprietary score. There are clear links from the Manager's research to the issuer selection process through adjusting internal credit ratings. This adjustment is applied in a standardised and consistent manner. While ESG risks are reflected at the point of investment, there is no clear portfolio level ESG monitoring or management, with all activity focused on individual issuers. While the Manager has systems in place to track and record engagements, there is no clear system for prioritising engagements or for measuring success.

Strategy: Clarity, Measurability & Reporting

This product does not make any specific claim to being a sustainable, ethical or impact offering. As such, an alignment review for the product is not required thus the product's risk of misalignment has been assessed as not applicable.

Manager Level Approach

The Manager demonstrates a commitment to ESG integration, supported by public positioning. The RI Policy outlines the Manager's approach, with implementation varying by asset class and the policy provides limited detail on how ESG considerations influence investment decisions. The proxy voting policy is publicly available but general, including some principles on board composition, structure, remuneration and ESG considerations; all voting outcomes are disclosed but without rationales. A standalone Stewardship Policy for listed equities sets out priority engagement themes, objectives, and escalation, with case studies included in the Sustainability Report. Climate-related risks and opportunities are integrated into ESG, with CO2 emissions, scenario analysis, and engagement examples disclosed, while biodiversity is highlighted as a priority theme, though no formal policy exists.

Product ●●●

Product Details

Product size	\$502m (June 2026)
Fund 12-month net flows	Positive
Distribution model	External
Buy/sell spreads	0.05%/0.05%
Investment structure	Direct
Product type	Registered Managed Investment Scheme (Unitised)
Currency hedged	Fully

Service Providers

Responsible entity	Yarra Funds Management Limited
Investment manager	Yarra Funds Management Limited
Sub-investment manager	N/A
Custodian	Citibank
Administrator	CITI
Fund Auditor	Deloitte

What is the Product Structure?

The Fund is a long-only Australian fixed income strategy that predominantly invests in investment-grade rated, Australian dollar denominated debt securities issued by Australian and foreign corporate entities. The Fund may also invest in hybrid securities. The Fund is an Australian registered managed investment scheme ('MIS').

Lonsec Opinion

Service Providers

The Manager uses high quality service providers, including its counterparties. The Fund uses a related-party Responsible Entity ('RE') which may lead to potential conflicts of interest. While the use of external RE is the preferred operating model, the RE has built experience in operating and managing a number of registered managed investment schemes over an extended period and is expected to have a structured governance framework in place.

Operational 'Red Flags'

The Fund is a diversified credit strategy investing across a range of relatively liquid securities across a range of credit sectors and is not considered operationally challenging to implement.

Wind-up Risks

Wind up risk is assessed as low, given the Fund size, commitment of the Manager and investor flows.

Fees

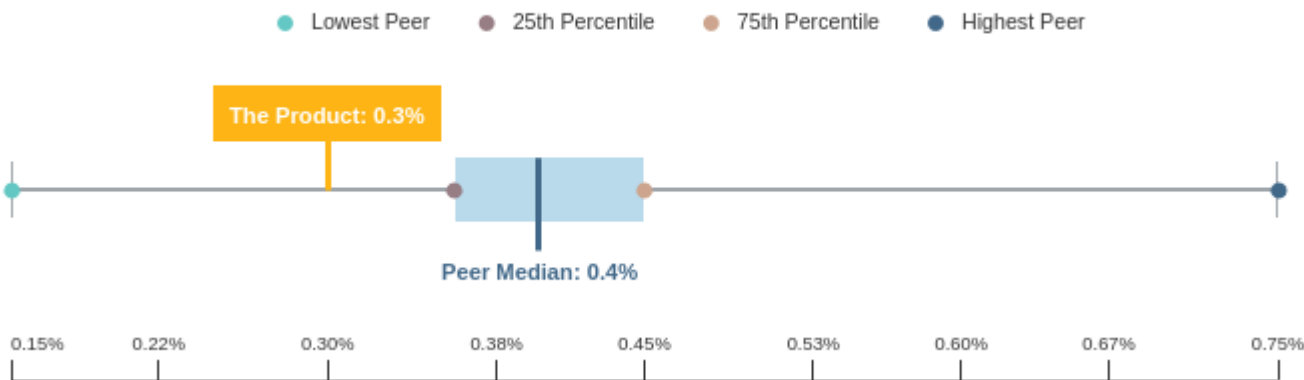
Annual Fees and Costs (% p.a.)		Performance Fees	
Management fees & costs	0.30	Applicable	No
Performance fee costs	0.00		
Net Transaction Costs	0.01		
Buy/Sell Spread	0.05/0.05		
Annual fees and costs	0.31		

Source: FE fundinfo, PDS Date: 25/Jun/2025

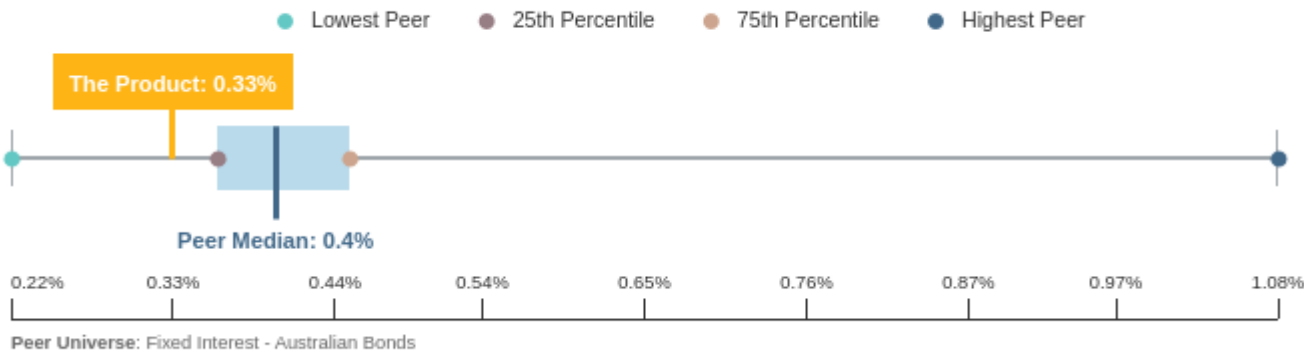
Fees Explained

The Fund's PDS disclosed Annual Fees and Costs ('AFC') totalling 0.33% p.a. This fee comprises (1) Management Fees and Costs of 0.30% p.a., and (2) 0.03% Net Transaction Costs. In-line with RG97, some fees and costs have been estimated by the issuer on a reasonable basis. Actual fees and costs may vary to these estimates. The Fund charges buy/sell spreads set at 0.05%/0.05%.

Management Fees and Costs Peer Comparison



Annual Fees and Costs Peer Comparison



Lonsec Opinion

Annual Fees and Costs

The Fund's annual fees and costs ('AFC') are considered low when compared with the peer median.

Fairness

The annual fees and costs ('AFC') are considered fair relative to similar 'active' fixed income peers and the performance offered through the cycle.

Performance ●●●

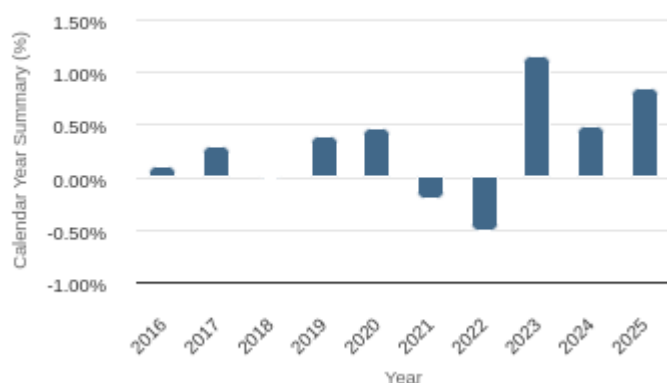
Performance Summary

PDS return objective	The Fund aims to outperform the Bloomberg AusBond Composite 0 + YR Index over any three-year rolling period, before fees, expenses and taxes.
Internal return objective	Outperform the Benchmark by 0.5% to 0.75% p.a. gross of fees over rolling 3 year periods.
Internal risk objective	There is no targeted objective but tracking error is expected to be 0.75% over rolling 3 year periods.
Product benchmark	Bloomberg AusBond Composite 0+ Year Index AUD
Lonsec peer group	Fixed Interest - Australian Bonds

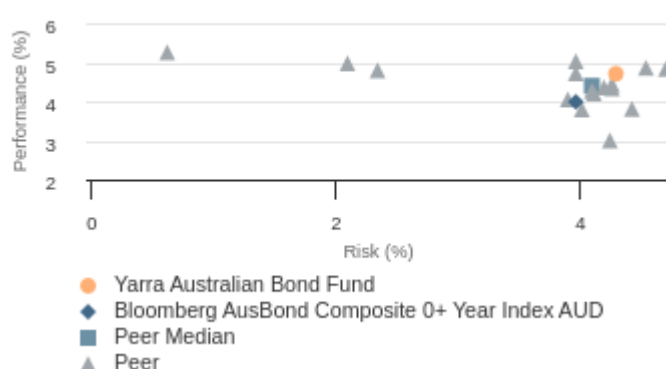
Alpha Generation

Recent returns have been modestly above peer median across all periods out to five years, on an after fees basis. The Fund has also met its internal targets, with security selection and active duration adding value.

Calendar Year Excess Return



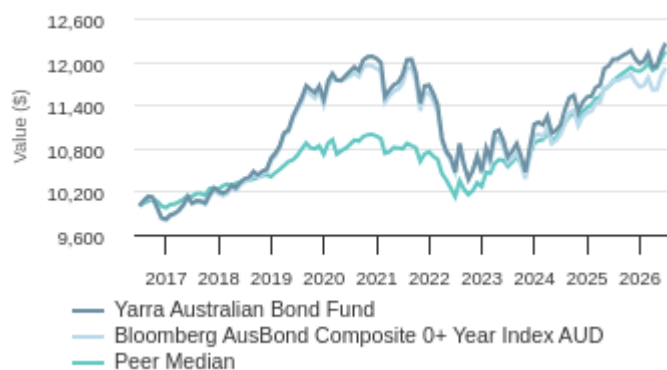
3 Year Risk and Return



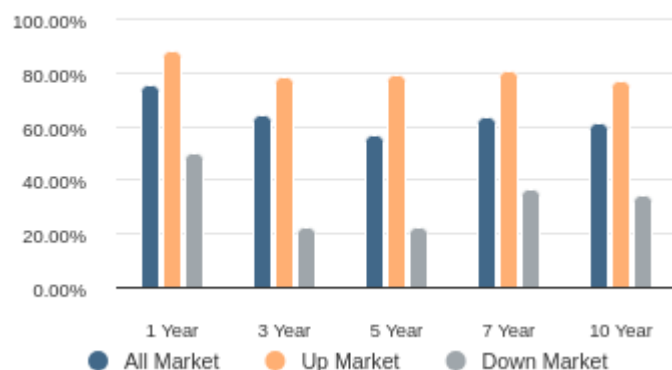
Alpha Consistency

The Fund has exhibited consistency in its alpha generation over most periods, albeit has been in line with the peer median. Notably, performance consistency has not been strong in down markets.

Growth of \$10,000 Over 10 Years



Returns Consistency



Performance (continued) ●●●

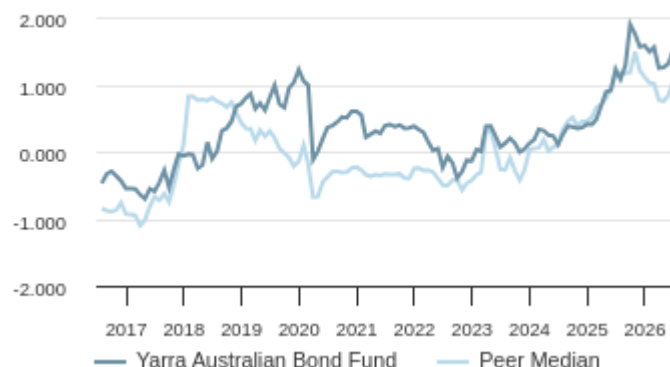
Benchmark Relativity

The Fund is considered moderately active, with a low tracking error, albeit in line with its risk objective and marginally higher than the peer median.

3 Year Rolling Tracking Error Over 10 Years



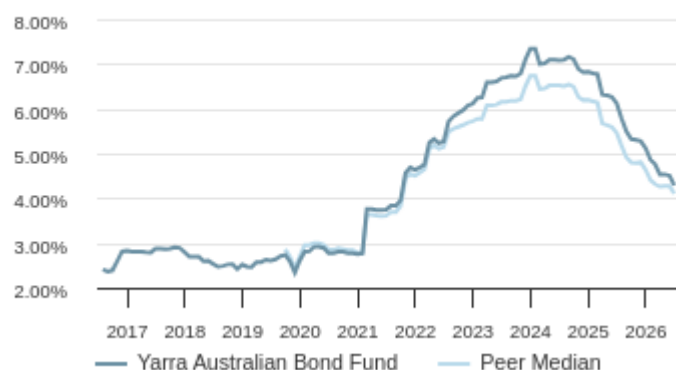
3 Year Rolling Information Ratio Over 10 Years



Return Volatility

The Fund's volatility has been in line with the peer median and Benchmark due to the Manager's persistent underweight to Treasuries, which is similar to most managers, although the Fund has a lesser corporate credit focus.

3 Year Rolling Standard Deviation Over 10 Years



3 Year Rolling Sharpe Over 10 Years



Product Defensiveness

Fund does not display materially lower drawdowns to the benchmark or the peer median.

Market Capture Ratio



Drawdowns



Appendix

Ratings

'Highly Recommended' rating indicates that Lonsec has very strong conviction the product can meet its investment objectives.

'Recommended' rating indicates that Lonsec has strong conviction the product can meet its investment objectives.

'Investment Grade' rating indicates that Lonsec has conviction the product can meet its investment objectives.

'Approved' rating indicates that Lonsec believes the product can meet its investment objectives.

'Not -Approved' rating indicates that Lonsec does not believe the product can meet its investment objectives.

'Closed / Wind Up' status is applied when the product has been closed.

'Fund Watch' status is applied when a rating is under review due to the occurrence of a significant event relating to the product.

The **'Redeem'** rating indicates Lonsec no longer has sufficient conviction that the product can meet its investment objectives.

The **'Screened Out'** rating indicates Lonsec was unable to attain sufficient conviction that the product can meet its investment objectives.

'Discontinued Review' status is applied where a product issuer withdraws the product from the review process prior to completion, for any reason other than the product being closed or unavailable to investors.

The **'Ceased Coverage'** status is applied when a rated product is withdrawn from the research process by the product issuer.

'Not Rated' is a classification applying to a product not reviewed under Lonsec's Research Process and no view or opinion is being made in any way as to the product's ability to meet its investment objectives.

General

Climate Change / Biodiversity: the extent to which a manager has a leading climate and biodiversity policies.

ESG and Stewardship Reporting: the transparency, accessibility and usefulness of a manager's reporting.

ESG Policy: the strength of commitment to ESG as ascertained by a review of a manager's ESG policies.

Excess return: Return in excess of the benchmark return.

Information ratio: Relative reward for relative risk taken (Excess Returns / Tracking Error).

Key decision maker (KDM): A nominated investment professional who has portfolio decision making discretion for a Fund, e.g. 'buy' or 'sell' decisions.

Market capture ratio: A product's performance during either 'up' or 'down' market trends relative to an index.

Policy Availability / Transparency: the ease of public access to, and transparency of, a manager's overall ESG policy suite.

Public Positioning: the resolve of a manager's commitment to ESG as ascertained by their public positioning.

Returns consistency: The proportion of a product's monthly outperformance during a period relative to the benchmark when it was rising, falling and in aggregate.

Sharpe ratio: Excess return earned for additional volatility experienced when holding riskier assets versus risk-free asset.

Standard deviation: Volatility of monthly Absolute Returns.

Stewardship Policies: the strength of a manager's proxy voting and engagement policies with respect to ESG.

Time to recovery: The number of months taken to recover the Worst Drawdown.

Total return: 'Top line' actual return, after fees.

Tracking error: Volatility of monthly Excess Returns against the benchmark (the Standard Deviation of monthly Excess Returns).

Worst drawdown: The worst cumulative loss ('peak to trough') experienced over the period assessed.

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Lonsec Research FSG Financial Services Guide

This Financial Services Guide (FSG) has been prepared and issued by Lonsec Research Pty Ltd ABN 11 151 658 561 (Lonsec Research, we, us, our), holder of Australian Financial Services Licence (AFSL) No. 421445, to assist you in determining whether to use our financial services and products. This is an important document, and you should read it carefully. The contents of this FSG are general information only and does not take into account your personal needs or objectives. Lonsec Research provides no warranty as to the suitability of the services of this FSG for any particular person.

1.1 What is a Financial Services Guide?

This FSG's purpose is to provide you with important information regarding services offered by Lonsec Research. You should read this FSG prior to using our services. This document was prepared to inform you about:

- who we are and our contact details;
- the financial services we provide;
- the remuneration that may be paid to us and other persons in relation to the financial services we provide;
- how we deal with conflicts of interest; and
- how we deal with complaints

1.2 About Lonsec Research and its related parties

ASX listed Generation Development Group Limited (ABN 90 087 334 370) is the parent company of Lonsec Holdings Pty Ltd (ABN 41 151 235 406) (Lonsec Holdings). Lonsec Research is a wholly owned subsidiary of Lonsec Holdings Pty Ltd (ABN 41 151 235 406) (Lonsec Holdings) and provides in-depth, investigative investment research across a broad range of listed and unlisted investments. Other subsidiaries of Lonsec Holdings include SuperRatings Pty Ltd (ABN 95 100 192 283), Implemented Portfolios Pty Limited (ABN 36 141 881 147) and Lonsec Investment Solutions Pty Ltd (ABN 95 608 837 583). All employees of the Lonsec group entities, including Lonsec Research, are employed by Lonsec Fiscal Pty Ltd (ABN 94 151 658 534).

Contact Details

Lonsec Research Pty Ltd
Level 39, 25 Martin Place
Sydney NSW 2000
Tel: 1300 826 395
Email: info@lonsec.com.au
www.lonsec.com.au

1.3 What kind of financial services can Lonsec Research provide?

Lonsec Research is authorised under its Australian Financial Services Licence to provide general financial product advice to retail and wholesale clients on the following types of financial products:

- securities
- deposit and payment products limited to basic product products
- derivatives
- interests in managed investment schemes including investor directed portfolio services
- superannuation
- retirement savings accounts
- foreign exchange products
- life products including:
 - investment life insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds; and
 - life risk insurance products as well as any products issued by a Registered Life Insurance Company that are backed by one or more of its statutory funds;

Lonsec Research is also authorised to deal in a financial product by arranging for another person to apply for, acquire, vary, or dispose the above types of products for or by retail and wholesale clients.

1.4 Provision of general advice

Any advice that Lonsec Research provides is of a general nature and does not take into account your personal financial situation, objectives or needs. You should, before acting on the information, consider its appropriateness having regard to your own financial objectives, situation and needs and if appropriate, obtain personal financial advice on the matter from a financial adviser. Before making a decision regarding any financial product, you should obtain and consider a copy of the relevant Product Disclosure Statement or offer document from the financial product issuer.

Lonsec Research FSG (continued)

1.5 How Lonsec Research is paid

Lonsec Research receives fees from Fund Managers and/or financial product issuers for researching their financial product(s) using comprehensive and objective criteria. Lonsec receives subscriptions fees for providing research content to subscribers including financial advisers, fund managers and financial product issuers. Lonsec Research's fees are not linked to the financial rating outcome of a particular financial product. Lonsec Research fees are determined by private agreement with its clients depending on a number of criteria including the number of financial advisors who access Lonsec Research publications, the range of publications accessed and the complexity of a specific research assignment. Due to the specific nature of its charges, disclosure of Lonsec Research fees may not be ascertainable when you receive this FSG, but you are able to request this information in writing before a financial service is provided to you. The fees received by Lonsec Research do not have an effect on the inclusion (or otherwise) of a financial product in portfolios managed by Lonsec Investment Solutions; or in approved product lists as a result of Lonsec Investment Solutions consulting activities. We do not have any direct employees as all employees are contracted, for employment purposes, with Lonsec Fiscal, a subsidiary of Lonsec Holdings. All employees of Lonsec are paid a salary and may receive a discretionary bonus which is not guaranteed. Sales employees may have a sales commission plan, relevant for sales to Wholesale clients, as offered by Lonsec Research from time to time at its discretion.

1.6 How do we manage our compensation arrangements?

Lonsec Research has Professional Indemnity insurance arrangements in place to compensate clients for loss or damage because of breaches of any relevant legislative obligations by Lonsec Research or its representatives which satisfy section 912B of the Corporations Act 2001.

1.7 What should you do if you have a complaint?

Lonsec Research's internal complaints handling process is designed to ensure that your concerns are treated seriously, addressed promptly and fairly. A complaint may be lodged either verbally or in writing and will be dealt with in strict confidence. If you have a complaint relating to Lonsec Research's products, services, its employees, the complaint should be addressed to:

Complaints Manager

Level 39, 25 Martin Place

Sydney NSW 2000

Tel: 1300 826 395

Email: complaints@lonsec.com.au

An individual may request further information about Lonsec Research's internal complaints handling procedure at any time. If an individual is not satisfied with the outcome of their complaint or has not received a response within 30 days from Lonsec Research, the individual can complain to the Australian Financial Complaints Authority (AFCA). AFCA provides an independent dispute resolution service and can be contacted on:

Online: www.afca.org.au

Email: info@afca.org.au

Phone: 1800 931 678

Mail:

Australian Financial Complaints Authority

GPO Box 3

Melbourne, Victoria, 3001.

1.8 Conflicts of Interest

Lonsec Research is aware of the inherent potential conflicts of interest associated with the provision of ratings and how we are remunerated for our services. There are a comprehensive set of policies, and procedures in place at Lonsec Holdings that apply to its subsidiaries including Lonsec Research. Information barriers (both permanent and temporary) consistent with our regulatory obligations under Regulatory Guide 79 are in place to manage either perceived or actual conflicts of interest. Employees of Lonsec also have to abide by Personal Trading and Gifts and Entertainment requirements and are trained on these requirements from time to time.

Lonsec Research review and rate products for Fund and Equity Managers who may from time to time have holdings within Generation Development Group Limited. Lonsec Research manages any potential conflict by disclosing to investors who access the research for these products and by implementing a comprehensive ratings process, information barriers and monitoring program. For further information on how Lonsec manages its conflicts refer to our Conflicts of Interest Statement accessible [here](#). For more information refer to Lonsec Research Ratings Methodology available on our platform iRate or by contacting us on 1300 826 395.

Lonsec Holdings has appointed Australian Retirement Trust Pty Ltd ABN 88 010 720 840, AFSL 228975 as the provider of default superannuation services to its Group employees. Lonsec Holdings appointment of Australian Retirement Trust is not an endorsement of, or opinion on, the Fund.

Australian Retirement Trust is a subscriber to our services and pays a fee to us for this subscription service. Australian Retirement Trust rating and report is issued by an analyst who is aware of Australian Retirement Trust's appointment as default superannuation fund provider but who does not have a personal investment in the fund.

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