

# Investment Manager Guide

Sandhurst Trustees Limited (Sandhurst) aims to create wealth for investors by investing either directly in the market or indirectly through underlying managed investment schemes managed by a selection of quality investment managers, including Sandhurst itself. This approach involves allocating investment decisions to a variety of managers who specialise in managing specific asset classes.

We call this the 'manage the manager' approach. This approach is founded on our belief that it is unlikely one manager will be successful across all asset classes in the medium to long-term. The investment managers we select all share one common characteristic – they have expertise in their field and have a record of delivering competitive investment performance over the long-term.

The information contained in the table is correct as at 5 May 2017.

Sandhurst draws on the expertise of the selected investment managers specified for the following funds:	Asset Classes and selected Investment Managers							
	Aust <sup>1</sup> shares	Int'l <sup>2</sup> shares	Property and infrastructure - Aust <sup>1</sup>	Property and infrastructure - Int'l <sup>2</sup>	Aust <sup>1</sup> fixed interest	Int'l <sup>2</sup> fixed interest	Alternatives	Cash
<b>Bendigo Managed Wholesale Funds - Active</b>								
Bendigo Defensive Wholesale Fund	Bennelong, IML, Henderson	Epoch, Franklin Templeton, SSGA, T. Rowe Price	Vanguard	AMP Capital Vanguard	Macquarie, Henderson, Russell, Schroders, Vanguard	Franklin Templeton, Macquarie, Payden & Rygel, PIMCO, Vanguard T. Rowe Price	AQR, Ellerston, Triple 3	Sandhurst
Bendigo Conservative Wholesale Fund								
Bendigo Balanced Wholesale Fund								
Bendigo Growth Wholesale Fund								
Bendigo High Growth Wholesale Fund								
<b>Bendigo Managed Wholesale Funds - Index</b>								
Bendigo Defensive Index Fund	Vanguard	Vanguard	Vanguard	Vanguard	Vanguard	Vanguard		Sandhurst
Bendigo Conservative Index Fund								
Bendigo Balanced Index Fund								
Bendigo Growth Index Fund								
Bendigo High Growth Index Fund								
<b>Sandhurst Diversified Funds – Retail Funds</b>								
Sandhurst Conservative Fund	Exposure to the underlying asset classes and investment managers by investing in the Bendigo Conservative Wholesale Fund and the Bendigo Conservative Index Fund.							
Sandhurst Balanced Fund	Exposure to the underlying asset classes and investment managers by investing in the Bendigo Balanced Wholesale Fund and the Bendigo Balanced Index Fund.							
Sandhurst Growth Fund	Exposure to the underlying asset classes and investment managers by investing in Bendigo Growth Wholesale Fund and Bendigo Growth Index Fund.							
<b>Responsible Investment Funds</b>								
Bendigo Socially Responsible Growth Fund	Russell	AXA IM	BT		Altius, Vanguard			Sandhurst

1. Australian 2. International  Not Applicable

Sandhurst draws on the expertise of the selected investment managers specified for the following funds:	Asset Classes and selected Investment Managers							
	Aust <sup>1</sup> shares	Int'l <sup>2</sup> shares	Property and infrastructure - Aust <sup>1</sup>	Property and infrastructure - Int'l <sup>2</sup>	Aust <sup>1</sup> fixed interest	Int'l <sup>2</sup> fixed interest	Alternatives	Cash
<b>Income Funds</b>								
Bendigo Diversified Fixed Interest Fund					Macquarie, Henderson, Russell, Schroders, Vanguard	Franklin Templeton, Macquarie, PIMCO, Vanguard T. Rowe Price		Sandhurst
<b>Australian Share Funds</b>								
Sandhurst Future Leaders Fund	IML							
Sandhurst Industrial Share Fund	IML							Sandhurst
Sandhurst IML Industrial Share Fund	IML							
<b>International Share Funds</b>								
Bendigo Global Share Fund		Epoch, Franklin Templeton, Macquarie, SSGA, T. Rowe Price, Vanguard						Sandhurst

1. Australian 2. International  Not Applicable

## Investment Selection

As responsible entity, Sandhurst is responsible for the management and administration of our managed funds and investments. Sandhurst selects investment managers on the basis of a number of qualitative and quantitative factors, including their performance, investment strategy and key personnel.

Sandhurst monitors the performance and management of each investment manager by employing a two-tiered approach consisting of:

- monitoring the investment performance and stability of the funds by our experienced funds management team; and
- monitoring via a dedicated board appointed investment committee.

Sandhurst's monitoring procedures include, but are not limited to:

- regularly reviewing the investment performance of each investment manager;
- maintaining contact and ongoing liaison with key personnel within each investment manager's business;
- reviewing any market research reports on the investment managers; and
- addressing any concerns we may have with key personnel of each investment manager.

The following pages provide a brief overview of the investment managers Sandhurst has selected and describe each investment manager's investment style and philosophy.

## Altius Asset Management

Altius Asset Management (Altius) is a boutique fixed interest asset management business, operating as a joint venture with Australian Unity Investments. The Altius team employs a high conviction investment style to the management of fixed interest securities. With a focus on absolute returns, Altius seeks to generate consistently strong returns and take advantage of the mispricing of bonds in all market conditions.

### Altius' Investment Philosophy

Altius seeks to optimise returns for investors in all market conditions by taking a diversified approach to fixed interest funds management, combining both credit and duration strategies. Altius' investment strategy applies a high conviction approach and seeks opportunities to take advantage of the mispricing of bonds at all stages of the economic cycle. It has tight controls around risk outcomes with a philosophy that credit and rates duration must earn their way into the portfolio. Bonds are only held when excess returns above cash are compelling. Credit is only held when excess returns above government bond yields are compelling. The Altius Sustainable Bond Fund focuses on investing in companies which conduct their business and apply capital responsibly, giving full consideration to a range of social, environmental and ethical issues.

## AMP Capital

AMP Capital is one of the largest investment managers in the Asia Pacific region. As part of the AMP Group, it shares a heritage that spans over 160 years.

A home strength in Australia and New Zealand has enabled it to grow internationally, and today it has operations established in Bahrain, China, Hong Kong, India, Japan, Luxembourg, the United Kingdom and the United States. It also collaborates with a network of global investment partners, leveraging its shared capabilities to provide greater access to new investment opportunities.

AMP Capital's asset class specialists, investment strategists and economists work together with the aim of delivering strong investment outcomes for its clients. AMP Capital invests over A\$160.4 billion (as at 30 June 2016) on behalf of clients, across a range of single sector and diversified funds.

### AMP Capital's Investment Philosophy

AMP Capital believes in:

- **A longer-term investment horizon**  
AMP Capital aims to create wealth for investors over the longer term, applying a sustainable approach to portfolio management.
- **Delivering insights and value through research**  
In AMP Capital's view, rigorous research is the foundation of all investment decisions. The strength of insights can create value for its clients.
- **An active, hands-on approach to the management of investments**  
AMP Capital actively manages the risks in its portfolios whilst taking an active stance on corporate governance issues.
- **Transparent and repeatable processes**  
Disciplined methodologies are applied to the management of all its investments.

## AQR Capital Management, LLC

AQR Capital Management, LLC (AQR) is a global investment management firm founded in 1998. The firm is headquartered in Greenwich, Connecticut, with offices in Boston, Chicago, Los Angeles, London, Hong Kong and Sydney. As of 30 September 2016, AQR had approximately \$172 billion\* in assets under management and approximately 700 employees.

\* Includes assets managed by CNH Partners, an affiliate of AQR.

### AQR's Investment Philosophy

AQR takes a systematic, research-driven approach, applying quantitative tools to process fundamental information and manage risk. Investment decisions across all funds are made using a series of global asset allocation, arbitrage and security selection models, and are implemented using proprietary trading and risk-management systems. Both the traditional benchmark and market-neutral strategies are managed by the same portfolio teams and driven by the same underlying research.

## AXA Investment Managers Asia (Singapore) Ltd

AXA Investment Managers (AXA IM) is a multi-expert asset management company within the AXA Group, a global leader in financial protection and wealth management. AXA IM is one of the largest European-based asset managers with approximately €666 billion in assets under management as of the end of March 2016. AXA IM employs over 2,350 people around the world and operates out of 29 offices in 21 countries.

AXA IM has been operating in Asia since 1998 with offices in Hong-Kong, Beijing, Singapore, Sydney, Tokyo as well as joint-ventures in Shanghai, Seoul and Mumbai.

### AXA IM's Investment Philosophy

Environmental, Social and Governance factors are at the heart of AXA IM's Responsible Investment. AXA IM believe that Responsible Investment (RI) can help deliver superior risk-adjusted returns for their clients over the long term. They use RI Search ©, AXA IM's proprietary ESG platform, to integrate fundamental and quantitative ESG research into their investment decisions. Leveraging AXA IM's multi-expert model, AXA IM can embed global ESG research across all asset classes and provide investors the opportunity to select the level of ESG integration that best fits their needs and objectives.

## Bennelong Australian Equity Partners Pty Ltd

Bennelong Australian Equity Partners Pty Ltd (BAEP) is a boutique fund manager specialising in Australian equities. The business was founded by Mark East, its Chief Investment Officer, in partnership with Bennelong Funds Management in 2008. BAEP is a genuinely active fund manager with an experienced investment team that takes a research-intensive bottom-up stock picking approach to investing.

### Bennelong's Investment Philosophy

BAEP emphasises quality companies with strong growth prospects, as it believes that these companies are best positioned to grow shareholder value over time and to do so with generally less risk. BAEP believes that share prices generally reflect market expectations of future earnings, and that returns are therefore driven by performance relative to those expectations. Accordingly, the firm seeks to invest in companies whose prospects are underestimated by the market and whose shares are therefore attractively valued and offer outsized returns. Recognising the limited number of such opportunities, BAEP is very selective in hand-picking those stocks it includes in assembling its portfolios.

## BT Investment Management

Investment management has been part of BTIM's core business for over 45 years. They combine a strong institutional platform with an investment-led culture to achieve strong risk-adjusted returns for their investors via their 'multi-boutique' approach.

BT Investment Management (BTIM) is one of the largest ASX-listed pure investment managers with a market capitalisation of around \$2.85 billion and funds under management of \$79.7 billion as at 30 June 2016.

The BT Investment Management Board consists of a majority of independent directors with the Westpac Group as the largest shareholder. Staff of BTIM and J O Hambro Capital Management are significant equity holders along with institutional and retail investors.

### BTIM's Investment Philosophy

BTIM's investment management philosophy is reflected in the multi-boutique model. They do not have a 'one-size-fits-all' investment approach.

Investing with BTIM gives their individual and institutional customers access to a diverse range of investment choices, covering a wide range of asset classes, using different investment approaches.

Their teams actively manage investments in Australian equities and listed property, Australian and international fixed interest, multi asset portfolios and alternative investments. J O Hambro Capital Management, 100% owned by BTIM, actively manages a range of different global and regional equity investment strategies.

External managers sub-advise to BTIM in certain asset classes including global property, global alternative investments and some regional equity investments. They select and evaluate their external managers based on their investment culture, people, acumen and performance as well as their business robustness, quality of management and operational strength.

This approach gives their investors access to high quality domestic and international investment expertise across asset classes.

## Epoch Investment Partners, Inc.

Epoch Investment Partners, Inc. (Epoch) is a global asset management firm that provides institutional investors with a variety of US and global equity strategies. At 30 September 2016 Epoch had USD \$43.2 billion (approximately AUD\$56.5 billion) assets under management for clients around the world.

### Epoch's Investment Philosophy

At the cornerstone of Epoch's investment philosophy and process is its belief that the growth and allocation of free cash flow represents the best predictor of long term shareholder return. As a result, Epoch's security selection process is focused on free cash flow metrics and capital allocation as opposed to traditional accounting based metrics such as price-to-book and price-to-earnings. In Epoch's view, the key to producing superior risk adjusted equity returns is the identification of companies with a consistent ability to both generate free cash flow and to properly allocate it among internal reinvestment opportunities, acquisitions, dividends, share repurchases and debt repayments.

## Ellerston Capital Limited

Ellerston Capital Limited (Ellerston) is a specialist investment manager and brings a strong record of accomplishment, a high conviction investment style and a benchmark independent philosophy to stock selection. As a firm majority owned by its principals and employees, their client's objectives are their objectives.

### Ellerston's Investment Philosophy

Ellerston's investment philosophy is built on the belief that sharemarkets around the world are not always efficient, giving rise to mispricing across both individual stocks and entire industries. Investors often over-react to short term trends while under-appreciating the impact of longer term structural changes. They group sound companies together with poor companies, instead of undertaking the difficult task of in-depth rigorous analysis, missing valuable opportunities in neglected sectors.

The Market Neutral strategy philosophy is built around the assertion that the Australian share market, particularly outside of the ASX top 20, is at times inefficient and "dislocations" or mispricing opportunities frequently prevail across securities. We believe these inefficiencies are a function of the structure of both the Australian funds management industry and the primary Australian equity indices both of which are significantly more concentrated than most developed markets. The Portfolio Manager aims to exploit these opportunities by identifying situations where the relative value of two securities trades at what the Portfolio Manager believes to be unsustainable levels.

## Franklin Templeton Investments Australia Limited

Franklin Templeton Investments Australia Limited's (Franklin Templeton) ultimate parent company is Franklin Resources Inc. a global investment management organisation operating as Franklin Templeton Investments, which is headquartered in California. Franklin Resources Inc. provides, through its subsidiaries, a wide selection of investment products and styles under the Franklin Equity Group, Franklin Templeton Fixed Income Group, Templeton, Franklin Templeton Real Asset Advisors, Balanced Equity Management, Darby and Mutual Series investment platforms. The common stock of Franklin Resources, Inc. is listed on the New York Stock Exchange (and is included in the Standard & Poor's 500 Index).

Franklin Templeton Investments, since our founding over 65 years ago, has adhered to the tenets of prudence and sound money management put forth by our namesake, Benjamin Franklin. We've remained committed to investment excellence through all market cycles, taking a long-term view and managing risk as vigilantly as we seek reward.

Franklin Templeton Investments established a presence in Australia in 1987 and currently has offices in Sydney and Melbourne, offering institutional and retail clients access to specialised expertise across key asset classes, ranging from domestic and global equity and fixed income to alternative and custom solutions.

### Franklin Templeton's Investment Philosophy

#### International Shares

The investment manager employs a disciplined, bottom-up investment philosophy that they believe has the potential to deliver alpha over a full market cycle. The investment team's approach is focused on building a concentrated portfolio of high quality, sustainable growth companies, by searching across industries and countries looking for investments that meet its growth, quality, and valuation criteria. The strategy assumes a long-term perspective, investing in companies it believes have a sustainable business model and growth attributes that can be held for a three to five year period. The investment manager's approach results in a best ideas portfolio of approximately 40 securities. Throughout the portfolio construction process, the investment team's primary focus is on stock selection. Accordingly, the portfolio's industry, country or regional weightings may differ significantly from Benchmark weightings. By limiting overlap of economic exposure, the portfolio maintains reasonable risk levels and diversification. The strategy utilises a roughly, equal weighted approach, and will rebalance positions based on market movements and valuation support.

#### International Fixed Interest

The investment manager believes that a portfolio built around a diversified set of active management positions has the potential to generate the most attractive information ratios over a full market cycle. The investment team seeks to accomplish this by implementing a large number of small, low-correlated active positions, thus reducing the risk of poor performance from any single active position. Utilising the significant bottom-up resources of the Global Fixed Income Group platform and an integrated quantitative research group, the strategy seeks to identify and exploit market inefficiencies within a disciplined risk management process.

## Henderson Global Investors (Australia) Funds Management Limited

Henderson Global Investors (Australia) Funds Management Limited is a subsidiary of the global asset management group Henderson Group plc (Henderson) headquartered in London.

Founded in 1934, Henderson is an independent asset manager with assets under management of more than \$171.3 billion, more than 1,000 employees and offices in 19 cities around the world (as at 30 September 2016). It is dual-listed on the London Stock Exchange and the Australian Securities Exchange, is a member of the ASX 100 and FTSE 250 indices, and has a market capitalisation of \$4.4 billion (as at 30 September 2016).

Henderson is focused on delivering excellent investment performance and service to its clients, which range from global institutions to personal investors in a variety of domestic markets worldwide.

#### Australian Fixed Interest

The Henderson Australian Fixed Interest Team's (Team) investment approach is fundamentally driven and seeks to take advantage of situations where market pricing has become misaligned with economic and investment fundamentals.

The Team believes that investment markets are at times, influenced by non-fundamental factors that cause prices to periodically overshoot their fair values. For Australian fixed interest portfolios the biggest inefficiency that the Team seeks to exploit is the disproportionate impact that short term factors have on the valuation of long term securities.

Using an active approach, the Team seeks to add value relative to market benchmarks by identifying these situations and constructing portfolios to capture value as these mispricings unwind. In Australian fixed interest, this can occur in the absolute level of interest rates, the shape of the yield curve, the relative value between sectors or the pricing of individual securities.

#### Australian Shares

Through a combination of internally generated bottom-up security research and quantitative modelling, the Henderson's Australian Equity Team (Team) focuses on:

*Profitable Growth:* We focus on the drivers of profitable growth and seek to identify Australian companies characterised by strong returns on capital with a sustainable competitive advantage.

*Lifecycle Valuation Approach:* We aim to avoid long-term valuation risks. This approach helps us avoid paying for unrealistic expectations, commonly built into company valuations. This often occurs because investors underestimate the increase in competition as an industry matures.

*Original Research:* This is the cornerstone of the Team's investment process. We value non-broker, independent research. The combination of knowing what the market does and does not know is the basis for assessing growth and valuation.

### Henderson's Investment Philosophy

## Investors Mutual Limited

Investors Mutual Limited (IML) is an Australian equities specialist, and since its inception in May 1998, it has grown to more than \$7.3 billion in funds under management at October 2016. IML has a conservative investment style with a long-term focus, and aims to deliver consistent returns for clients through the disciplined application of a fundamental and value-based approach to investing.

### IML's Investment Philosophy

IML's investment philosophy is based on a belief that a company's share price will reflect its underlying value in the long-term. IML has an active, 'bottom up' approach to identifying, researching and valuing quality companies with a systematic and disciplined approach focusing on finding companies that meet their investment criteria and then determining an appropriate valuation for those companies.

## Macquarie Investment Management Global Limited

Macquarie Investment Management Global Limited (Macquarie) forms part of Macquarie Group's securities investment management business, Macquarie Investment Management. Macquarie Investment Management delivers a full-service offering across a range of asset classes including fixed interest, listed equities (domestic and international) and infrastructure securities to both institutional and retail clients in Australia and the US, with selective offerings in other regions.

### Macquarie's Investment Philosophy

#### Fixed Interest

Macquarie's approach to fixed income management is to add value through active trading, while managing the downside, considering capital preservation to be paramount with a strong respect for liquidity risk. Their investment philosophy, based on their extensive in-house research, leads them to invest in high quality and traditionally very liquid securities.

#### International Shares

Macquarie uses a range of active techniques that aim to add value without greatly increasing the overall risk. Each position is monitored daily to ensure it remains within strict equity, sector and country limits and the reasons for holding it are still valid. Macquarie continually assesses new techniques as potential methods of adding value. To maintain liquidity, Macquarie may use derivatives to gain exposure to some markets and currencies without investing directly in shares. Macquarie's international investments are not hedged back to Australian dollars.

## Payden & Rygel Global Limited

Payden & Rygel Global Limited (Payden & Rygel Global) is a wholly-owned subsidiary of Payden & Rygel, one of the largest privately-owned global investment advisers. Founded in 1983, Payden & Rygel is a leader in the active management of fixed income and equity portfolios, through domestic and international solutions. Advising the world's leading institutions and individual investors, Payden & Rygel provides real-world strategy on the global economy and capital markets. Payden & Rygel Global is headquartered in London, and Payden & Rygel is headquartered in Los Angeles. As at 30 June 2016 Payden & Rygel had approximately \$100 billion in AUM, it manages approximately 370 client relationships and employs 181

staff. Payden & Rygel has additional offices in Boston, London, and Paris.

### Payden & Rygel's Investment Philosophy

The Payden Absolute Return Investing (PARI) approach has been refined over time while adhering to the following core concepts:

**Produce Positive Returns:** Staying true to the basic definition of "Absolute Return", Payden's strategy aims to produce returns in excess of Bank Bill Swaps over the medium term.

**Protect Downside Risk:** Before Payden considers the direction of markets or the value opportunities that are presented, its first responsibility is to focus on the potential for loss, and in that case risk management is paramount.

**Capture "Smart" Yield:** Benefitting from more than 30 years in fixed income management, the foundation of Payden's strategy is a low duration fixed income portfolio where risk premia from global interest rate curves and credit markets provide opportunities for positive returns.

## PIMCO Australia Pty Limited

The PIMCO group was founded in 1971 and has had an Australian presence (PIMCO Australia Pty Limited (PIMCO)) since 1998. The PIMCO group is one of the largest investment solutions providers in the world with approximately AUD \$2 trillion worth of assets under management and approximately 700 investment professionals across the globe.

PIMCO manages investments for a wide range of clients, including public and private pension funds and retirement plans. PIMCO also provides investment solutions and advisory services to financial planners, advisors, and private banks where their strategies appear on numerous model portfolios, investment wrap platforms and approved product lists across Australia.

### PIMCO's Investment Philosophy

PIMCO's innovative products and strategies employ the firm's proven forum-based investment process to help their clients capture the best opportunities in all market environments. Their macroeconomic forecasting, authoritative sector and security analysis and rigorous risk management address the challenges of a rapidly changing world.

## Russell Investment Management Ltd

Russell Investment Management Ltd (Russell Investments) manages more than AUD \$327.7 billion in assets globally with more than 1,600 staff in 22 offices worldwide. Russell Investments combine decades of consulting experience, proprietary analytics and our renowned manager research to bring you optimal combinations of managers in each asset class.

### Russell's Investment Philosophy

Russell Investments, a global asset manager, is one of only a few firms that offers actively managed multi-asset portfolios and services that include advice, investments and implementation. Russell Investments stands with institutional investors, financial advisers and individuals working with their advisers – using the firm's core capabilities that extend across capital market insights, manager research, asset allocation, portfolio implementation and factor exposures – to help each achieve their desired investment outcomes.

## Sandhurst Trustees Limited

Sandhurst, a subsidiary of Bendigo and Adelaide Bank Limited, is the responsible entity for the managed funds listed. Sandhurst is experienced in active asset allocation and manager selection and is an experienced investment manager of mortgages, cash and short-term securities and has investment manager responsibilities within both the cash and Australian fixed interest asset classes.

### Sandhurst's Investment Philosophy

Sandhurst invests in various banking products or short-term securities that deliver a competitive return, exhibit characteristics of capital stability and are liquid.

Sandhurst's conservative approach and application of thorough credit analysis, helps customers manage, protect and cultivate their wealth.

## Schroder Investment Management Australia Ltd

Schroder Investment Management Australia Ltd (Schroders)'s independence and exclusive focus on asset management allows it to align its interests with those of its clients. Schroders established its business in Australia in 1961 and manages AUD \$46 billion\*. Comprising a team of around 80 people\*, Schroders Australia is home to the domestic research and investment teams for capabilities in Australian Equities, Fixed Income and Multi-Asset and QEP Global Equities. Schroders Australia is a wholly owned subsidiary of Schroders plc, one of the largest truly independent fund managers in the world with AUD \$667 billion\* under management and 3800 staff in 27 countries worldwide\*\*.

\* As at 30 September 2016

\*\* Includes fund managers, research traders and analysts

### Schroder's Investment Philosophy

Schroders' broad fixed income philosophy is underpinned by 3 key ideas:

- Fixed income is typically held for defensive purposes. These include liquidity, capital preservation, liability management and to diversify equity risk.
- Investors should utilise the breadth of the fixed income universe to improve risk/return outcomes (as opposed to closely tracking arbitrary benchmarks).
- Volatility is not risk; losing money and not delivering on objectives are viewed as the core risks.

## State Street Global Advisors Australia Limited

State Street Global Advisors, Australia, Limited (SSGA) is a global leader in asset management, entrusted with more than AUD \$3.1 trillion in assets as at 30 June 2016. SSGA is part of State Street Global Advisors Inc., the asset management arm of State Street Corporation and one of the largest investment managers in the world. For more than three decades, investors worldwide have benefited from SSGA's disciplined investment process and powerful global platform offering access to every major asset class, capitalisation range and style across the indexing and active spectrums.

SSGA's global presence and focus on research allows SSGA to invest effectively in markets around the world, while working to meet the objectives of their funds. SSGA employs more than 2,500 people across 17 countries, and has nine investment centres across the Americas, Europe and Asia as at 30 June 2016.

SSGA's Global Active Quantitative Equity Team, a team exceeding 30 investment professionals, manage a range of strategies valued at over USD \$27.8 billion as at 30 June 2016. SSGA's global investment philosophy and process are founded on practices refined over 30 years, leveraging the extensive investment, research and trading resources of SSGA located in the investment centres of Sydney, London, Paris and Boston.

### SSGA's Investment Philosophy

SSGA employs a benchmark unaware, proprietary quantitative investment process which seeks to deliver positive total returns whilst managing total risk as assessed by volatility. SSGA seeks to identify securities presenting low absolute risk, rather than securities with low risk relative to the benchmark. Generally, SSGA favours securities with low exposure to risk factors including market risk and security-specific risk, described as "low beta" investments, which tend to have less volatile prices, and are expected to outperform in market downturns.

SSGA uses its 'Dynamic Strategic Hedging' program for currency management which seeks to reduce currency risk for Australian investors by adjusting the hedge ratio according to SSGA's estimated long term fair value of currencies against the Australian dollar.

## T. Rowe Price International Ltd.

T. Rowe Price International Limited (T. Rowe Price) is a subsidiary company of T. Rowe Price Group, Inc, which was founded in 1937 and which is headquartered in Baltimore, Maryland, USA. With assets under management totalling AUD \$1,119.7 billion\*, the firm's sole focus is investment management and related services. T. Rowe Price offers a full range of investment strategies across multiple asset classes, capitalisations, sectors and styles. T. Rowe Price Group Inc. is one of the few investment management companies to be included in the S&P 500 Index.

\* As at 31<sup>st</sup> December 2016 Proprietary

### T. Rowe Price's Investment Philosophy

T. Rowe Price offers strong capabilities across equity and fixed income employing disciplined investment processes that leverage its collaborative culture to make robust decisions for their clients.

Fundamental, bottom-up research defines their active investment approach, focusing on industry and company dynamics, management, team quality and financial fundamentals in order to drive investment management excellence.

#### T. Rowe Price offerings

#### Strong capabilities offered across equity and fixed income

T. Rowe Price believes that skilled active management, backed by in-depth fundamental research, can add value for their clients over the long term.

#### International Shares

Having managed equities since the firm was founded in 1937, T. Rowe Price's experienced professionals seek to identify companies with strong and sustainable growth characteristics, where valuations offer high-conviction upside potential. A focus on risk management plus a collegial approach are also essential components of portfolio construction.

### Fixed Interest

T. Rowe Price seeks to exploit market inefficiencies within global fixed income from developed and non-traditional fixed income markets, through active management. By adopting a dynamic approach, backed by fundamental research as well as a vigorous valuation framework, the firm helps to deliver investment management excellence that their clients can rely on over the long term.

### Triple Three Partners Pty Ltd

Triple Three Partners Pty Ltd (Triple Three) is an independent research and investment management firm that specialises in volatility as an asset class. The firm services institutional clients around the world providing volatility research services and products. Triple Three focuses on developing systematic, absolute return strategies by combining its forecasting capability with stringent risk controls to produce customised products for clients. The team utilises quantitative and systematic alpha generation processes within a risk management framework.

### Triple Three's Investment Philosophy

Triple Three focus on theoretical and empirical research covering areas such as forecasting the rate of price change for assets and using mathematical models to determine portfolio asset positions. They use state-of-the-art statistical models and approaches, high performance computing models for data mining, optimisation and signal processing, and other complex techniques for portfolio construction. Triple Three believe their superior process and techniques provide a competitive advantage in delivering returns where others are incapable. They believe the proven track record of their scientists and risk managers puts them in a unique position to deliver for investors.

### Vanguard Australia

With more than AUD \$5 trillion in assets under management as of 30 September 2016, including more than AUD \$795 billion in ETFs, Vanguard is one of the world's largest global investment management companies. In Australia, Vanguard has been serving financial advisers, retail clients and institutional investors for 20 years.

### Vanguard's Investment Philosophy

Vanguard believes a low-cost, broadly diversified portfolio offers investors the best possible chance to meet long-term financial goals.

Vanguard's key investment principles are to create clear and appropriate investment goals, set suitable asset allocation that is broadly diversified, minimise investment costs and maintain a disciplined, long-term perspective.

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The managed funds set out in the table in this guide (the Funds) are issued by Sandhurst Trustees Limited (Sandhurst) ABN 16 004 030 737 AFSL 237906, a subsidiary of Bendigo and Adelaide Bank Limited (the Bank) ABN 11 068 049 178 AFSL 237879. Sandhurst and the Bank receive remuneration on the issue of the Funds or the service they provide, full details of which are contained in the relevant Product Disclosure Statement (PDS). This guide is provided by Sandhurst and contains general advice only. Please consider your personal circumstances and read the relevant PDS, available at [www.sandhursttrustees.com.au/pds](http://www.sandhursttrustees.com.au/pds) or by phoning 1800 634 969, before making an investment decision. The investment manager information has been sourced from the relevant investment manager. Sandhurst makes no representation or warranty, express or implied as to the fairness, accuracy, completeness or correctness of the information and opinions contained in this document. In this document the words 'we' or 'our' do not necessarily refer to Sandhurst and should be read in context.

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Adelaide Bank**