

# Monthly Update

July 2017

MLN NAV	SHARE PRICE	DISCOUNT
\$0.89	\$0.79	11.7%
as at 30 June 2017		



## Investing responsibly, investing wisely

### Frank Jasper, director of Fisher Funds', provides an update on the Manager's enhanced Responsible Investing Policy.

Marlin focusses on investing in companies that will grow over time, companies with clear advantages over competitors, run by managers who play by the rules and have a long term vision. Unfortunately not all companies are run to such high standards. At its most basic, that is why we have a responsible investing policy. We want to ensure that Marlin continues to invest in companies with conduct that we would all feel is appropriate.

As well as being the right thing to do, investing responsibly makes financial sense. Companies that take a long term perspective and act in the best interests of all stakeholders — the community, the environment, customers and shareholders — are more likely, in our view, to generate attractive long term returns.

We look at responsible investing in two ways — 'avoiding the bad' and 'embracing the good'.

'Avoiding the bad' ensures we don't invest in companies that are poor performers from an environmental, social or corporate governance perspective.

We have, for some time, not invested in the tobacco industry or in companies that manufacture weapons that cause indiscriminate and disproportionate harm. The rationale for these exclusions is simple: these industries cause only harm and have no redeeming benefits. This includes not having investments in companies like Textron which makes cluster munitions, but also more well-known companies like Boeing, which makes components used to produce nuclear weapons.

We have recently gone one step further and added thermal coal producers to our list of product based exclusions. This is because of the impact of thermal coal on man-made climate change and the effect of particulate emissions on health.

Other than considering the goods and services a company produces we will also exclude companies that have exhibited widespread and severe corporate misbehaviour.

Freeport McMoran is an example of a company on our conduct exclusion list. Freeport, a mining company headquartered in the United States, has faced serious criticism over environmental practices at its Grasberg gold and copper mine in West Papua, Indonesia. The company has also been involved in widespread human rights abuses of the local indigenous populations.

Responsible investing is more than just excluding the worst companies, it also involves 'embracing the good'. Whenever we look at a company, we have always looked at its financial performance, its strategy and the experience of its management team. We now also consider its performance through a responsible investing lens. This involves looking at how a company treats stakeholders, the environment and provides another view on the sustainability of its business model. Considering these factors, in addition to the traditional financial ones, gives us deeper insight into a business's long term strategy, helps identify better quality companies and makes us better investors.

We believe that our responsible investing approach will help us identify the most attractive International companies. Companies that are well run and conduct themselves in ways we can all feel good about. Investing responsibly is investing your money wisely.

Frank Jasper  
Director, Fisher Funds



# Key Details

as at 30 June 2017

FUND TYPE	Listed Investment Company
INVESTS IN	Growing international companies
LISTING DATE	1 November 2007
FINANCIAL YEAR END	30 June
TYPICAL PORTFOLIO SIZE	25-35 stocks
INVESTMENT CRITERIA	Long-term growth
PERFORMANCE OBJECTIVE	Long-term growth of capital and dividends
TAX STATUS	Portfolio Investment Entity (PIE)
MANAGER	Fisher Funds Management Limited
MANAGEMENT FEE RATE	1.25% of gross asset value (reduced by 0.10% for every 1% of underperformance relative to the change in the NZ 90 Day Bank Bill Index with a floor of 0.75%)
PERFORMANCE FEE HURDLE	Changes in the NZ 90 Day Bank Bill Index + 5%
PERFORMANCE FEE	15% of returns in excess of benchmark and high water mark
HIGH WATER MARK	\$0.82 per share
SHARES ON ISSUE	118m
MARKET CAPITALISATION	\$94m
GEARING	None (maximum permitted 20% of gross asset value)

# Performance

to 30 June 2017

	1 Month	3 Months	1 Year	3 Years (accumulated)	Since Inception (accumulated)
MLN Adjusted NAV*	(0.6%)	+6.2%	+17.8%	+26.8%	+67.9%
Total Shareholder Return*	+1.0%	+3.6%	+9.1%	+24.6%	+56.6%
Gross Performance <sup>^</sup>	(1.2%)	+7.1%	+22.4%	+41.2%	+133.1%
Benchmark Index <sup>^^</sup>	(0.7%)	+1.5%	+19.2%	+50.7%	+91.9%

<sup>^</sup> Gross of fees and tax and adjusting for capital management initiatives

<sup>^^</sup> Benchmark index: World Small Cap Gross Index until 30 September 2015 & S&P Large Mid Cap/S&P Small Cap Index (50% hedged to NZD) from 1 October 2015

\*Definitions of non-GAAP measures:

**Adjusted Net Asset Value (Adjusted NAV)**

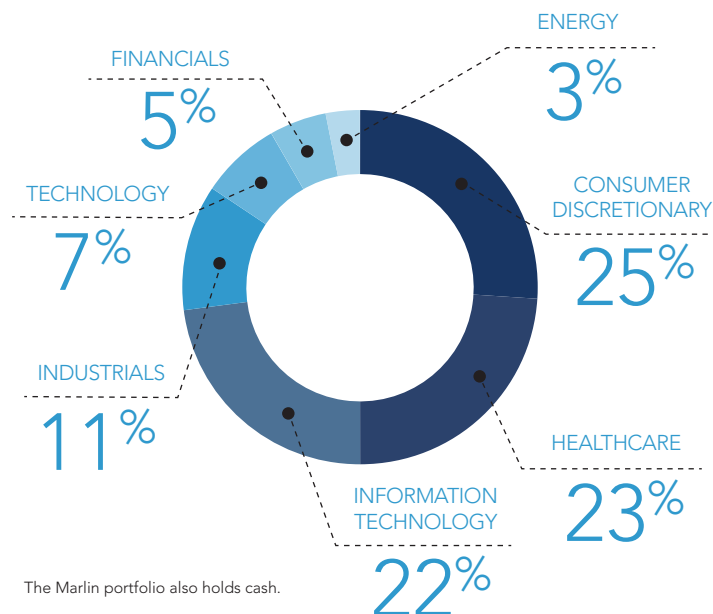
The adjusted NAV per share represents the total assets of Marlin Global (investments and cash) minus any liabilities (expenses and tax), divided by the number of shares on issue. It adds back dividends paid to shareholders and adjusts for:

- » the impact of shares issued under the dividend reinvestment plan at the discounted reinvestment price;
- » shares bought on-market (share buybacks) at a price different to the NAV, and;
- » warrants exercised at a price different to the NAV at the time exercised.

Adjusted NAV assumes all dividends are reinvested in the company's dividend reinvestment plan and excludes imputation credits.

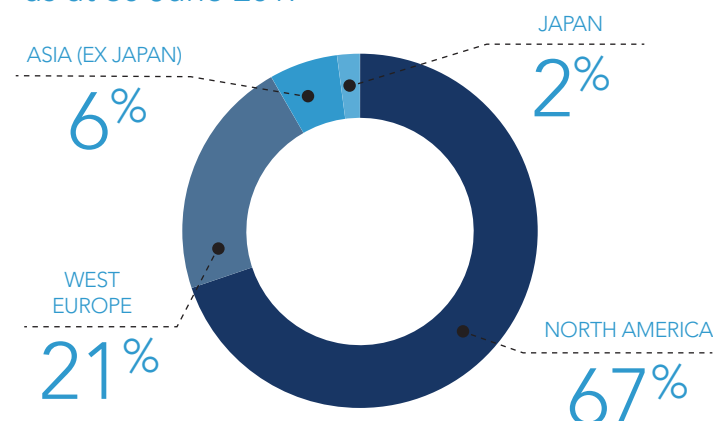
# Sector Split

as at 30 June 2017



# Geographical Split

as at 30 June 2017



The directors believe this metric to be useful as it reflects the underlying performance of the investment portfolio adjusted for dividends, share buybacks and warrants, which are capital allocation decisions and not a reflection of the portfolio's performance.

**Total Shareholder Return (TSR)**

The TSR combines the share price performance, the warrant price performance (when warrants are on issue), the net value of converting warrants into shares and dividends paid to shareholders.

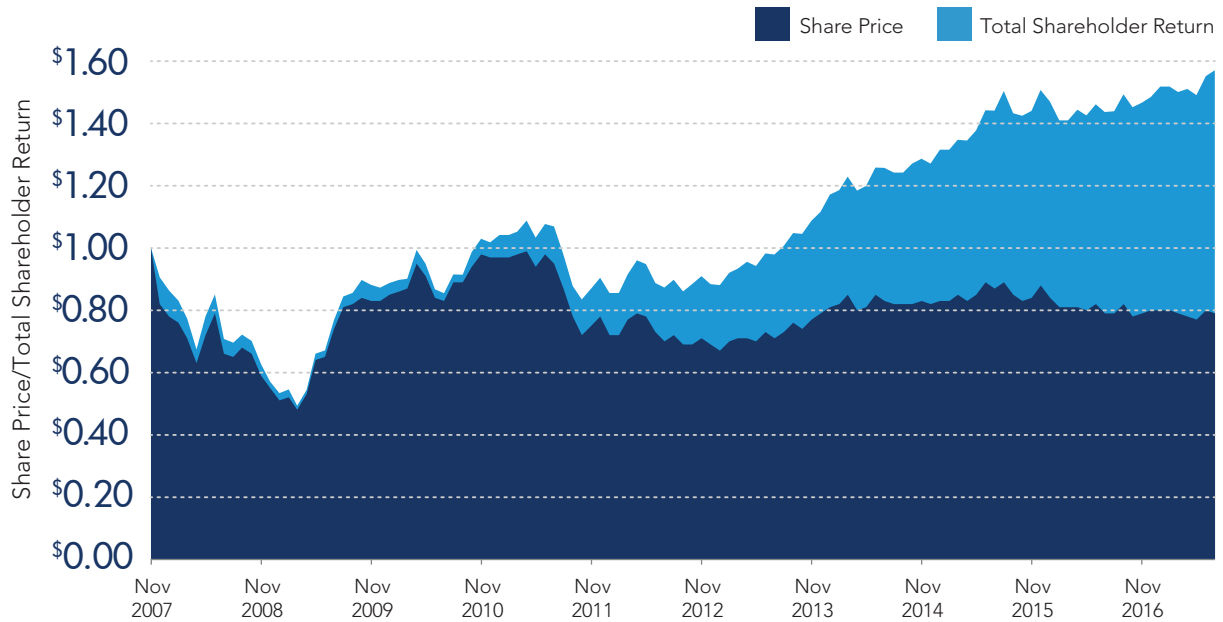
TSR assumes:

- » all dividends paid are reinvested in the company's dividend reinvestment plan at the discounted reinvestment price and exclude imputation credits, and;
- » all shareholders that have received warrants (for free), have subsequently exercised their warrants at the warrant expiry date and bought shares (if they were in the money).

The directors believe this metric to be useful as it reflects the return of an investor who reinvests their dividends and, if in the money, exercises their warrants at warrant maturity date for additional shares. No metric has been included for investors who choose other investment options.

# Total Shareholder Return

to 30 June 2017



## June's Biggest Movers in local currency terms

Typically the Marlin portfolio will be invested 90% or more in equities.

ALIBABA

+12%

NIKE

+8%

BREMBO

-11%

PARK24

-12%

SARINE TECHNOLOGIES

-14%

## 5 Largest Portfolio Positions

as at 30 June 2017

ALPHABET

6%

PAYPAL

6%

MASTERCARD

5%

LKQ CORPORATION

4%

EDWARDS LIFESCIENCES CORP

4%

The remaining portfolio is made up of another 24 stocks and cash.

# About Marlin Global

Marlin is an investment company listed on the New Zealand Stock Exchange. The company gives shareholders an opportunity to invest in a diversified portfolio of between 25 and 35 quality growing international companies (excluding New Zealand and Australia) through a single, professionally managed investment. The aim of Marlin is to offer investors competitive returns through capital growth and dividends.

# Management

Marlin's portfolio is managed by Fisher Funds Management Limited. Ashley Gardyne (Senior Portfolio Manager), Frank Jasper (Senior Investment Analyst) and Chris Waters (Senior Investment Analyst) have prime responsibility for managing the Marlin portfolio. Together they have 50 years combined experience and are very capable of researching and investing in the quality global companies that Marlin targets. Fisher Funds is based in Takapuna, Auckland.

# Board

The Manager has authority delegated to it from the Board to invest according to the Management Agreement and other written policies. The Board of Marlin comprises independent directors Alistair Ryan (Chair), Carol Campbell and Andy Coupe; and non-independent director Carmel Fisher.

## Capital Management Strategies

### Regular Dividends

- » Quarterly distribution policy introduced in August 2010
- » Under this policy, 2% of average NAV is targeted to be paid to shareholders quarterly
- » Dividends paid by Marlin may include dividends received, interest income, investment gains and/or return of capital
- » This policy is well received by shareholders as it provides an attractive and regular return that is referable to the NAV
- » Shareholders who prefer to have increased capital rather than a regular income stream have the opportunity to participate in the company's dividend reinvestment plan (DRP)
- » Shares issued to DRP participants are at a 3% discount to market price
- » Marlin became a portfolio investment entity on 1 October 2007. As a result, dividends paid to New Zealand tax resident shareholders have not been subject to further tax

### Share Buyback Programme

- » Marlin has a buyback programme in place allowing it (if it elects to do so) to acquire up to 5.7m of its shares on market in the year to 31 October 2017
- » Shares bought back by the company are held as treasury stock
- » Shares held as treasury stock are available to be re-issued for the dividend reinvestment plan

### Warrants

- » Warrants put Marlin in a better position to grow further, improve liquidity, operate efficiently and pursue other capital structure initiatives as appropriate
- » A warrant is the right, not the obligation, to purchase an ordinary share in Marlin at a fixed price on a fixed date
- » There are currently no warrants on issue

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