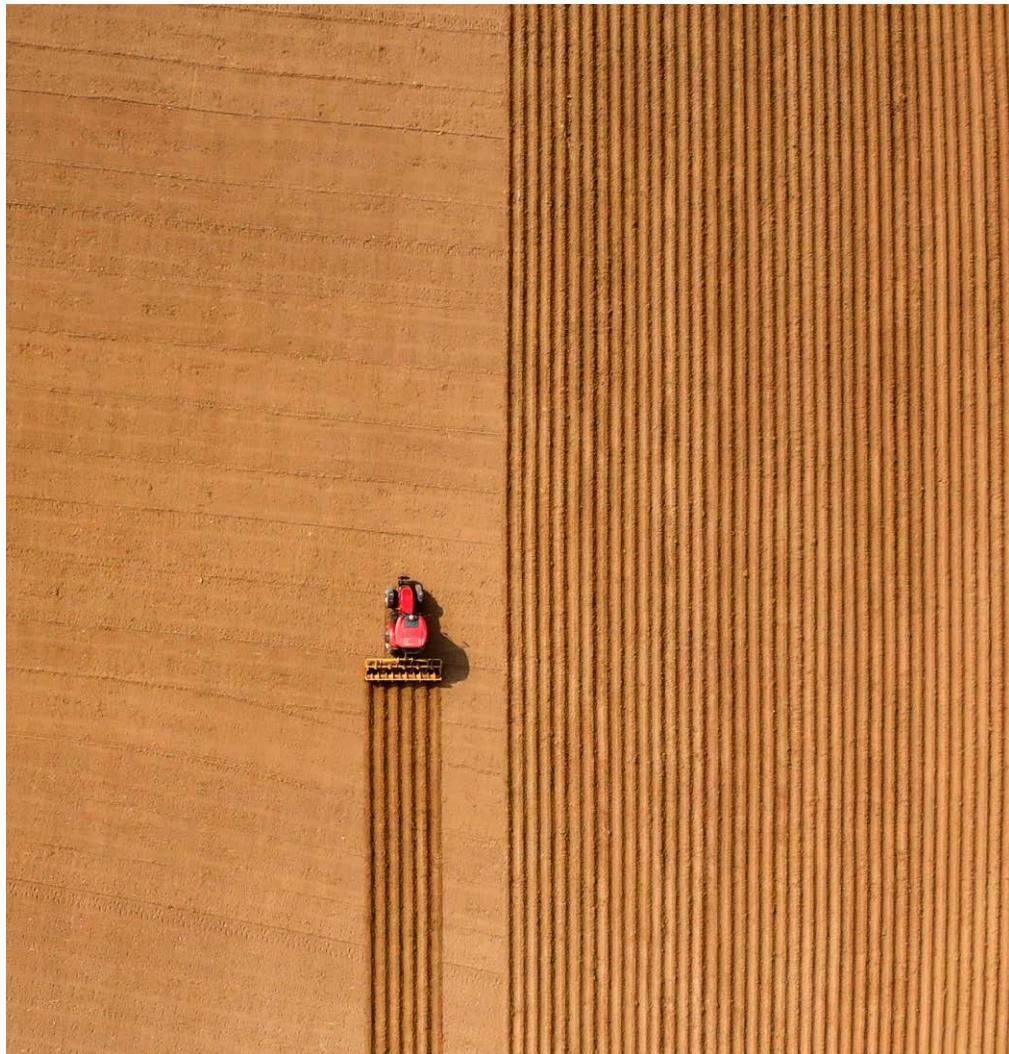


Investment Strategy Group Fixed Income

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Prepared by the Fixed Income Team

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PUTTING WEALTH TO WORK FOR GENERATIONS

A vertical strip on the left side of the page shows an aerial view of a tractor in a field, leaving a distinct pattern of parallel lines in the brown earth.

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Fixed Income Investment Philosophy

We believe the investor is best served by following a philosophy that focuses on three main elements:



Capital Preservation

- Preservation of capital is paramount
- An overarching strategy and disciplined selection process are followed to achieve the objective
- Credit quality is first and foremost the focus to ensure capital preservation and the receipt of scheduled coupons and return of capital at the call/maturity date



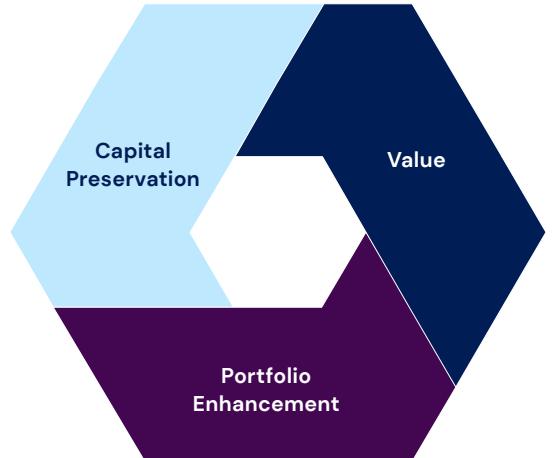
Value

- The expected return must compensate for the risks assumed
- For a potential investment to be added to a portfolio it must adequately reward the investor for its level of complexity and underlying credit, market, tenor and liquidity risk
- Consistent with our objective of preserving capital our focus is on quality and an appropriate risk-adjusted return rather than the highest return



Portfolio Enhancement

- Instruments added to portfolios must enhance the portfolio's attributes in terms of the:
 - level and quality of yield;
 - diversity;
 - liquidity; and
 - defensive qualities
- Moreover, instruments added to portfolios should not create concentration or reinvestment risk



“ The investment philosophy of JBWere's fixed income team is transparent, concise, and uncomplicated. ”

Bespoke Solutions

Direct fixed income investments undertaken by JBWere clients are varied as the composition of our bespoke portfolios are specifically designed to match each client's individual circumstances.

JBWere provides advice, investment guidance and execution on a variety of fixed income investments.

The universe of investing options, outlined below, is not exhaustive but captures the types of direct exposures most of our clients hold. The direct investments are in many cases accompanied by exposures to other specific markets and segments through investments within managed funds. We remain indifferent as to which investment avenue or avenues a client chooses to gain their exposure to fixed income so long as the level and type of exposure is appropriate for their individual circumstances and provides them with the desired holistic investment solution.

“ We remain indifferent as to which investment avenue or avenues a client chooses to gain their exposure to fixed income so long as the level and type of exposure is appropriate for their individual circumstances...”

Potential Investment Universe

Sourcing instruments from the domestic ASX-listed market and over-the-counter (OTC) wholesale market are for many JBWere clients the primary means through which they implement their direct fixed income portfolio. With the OTC market generally trading in bond parcel sizes of \$500,000 (although this can be lowered to \$50,000 parcels under our Access Bonds Service), the extent to which the OTC market is used is influence, in part, by the volume of money to be invested and degree of diversity sought.

The investments included within client portfolios often include a combination of the following fixed income securities which may be fixed-, floating- or variable-rate in nature:

- Government Bonds – both Australian Commonwealth Government and Semi-government (state) bonds
- Senior Secured bonds – including covered bonds issued by banks and corporate bonds by infrastructure owners
- Senior Unsecured Bonds – financial and corporate
- Subordinated Bonds – often representing the regulatory capital of banks and insurance companies
- Subordinated Notes – often issued by corporates for balance sheet relief (which include terms providing the issuer with the ability to defer distribution payments)
- Capital Notes
- Convertible Notes
- Convertible Preference Shares
- Income Securities
- Perpetual Securities
- Exchange Traded Funds

Defensive Characteristics and Volatility

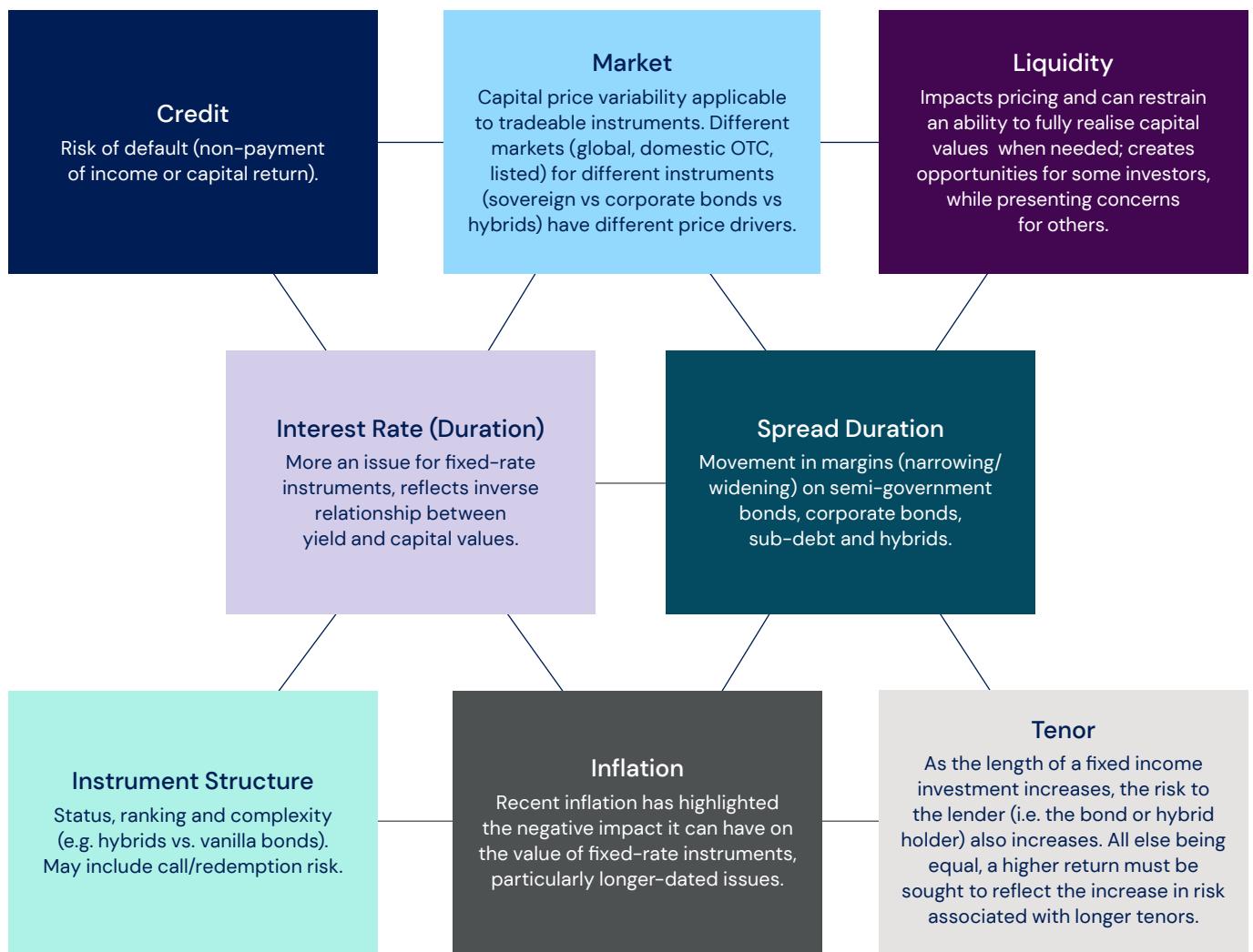
Not all tradeable fixed income investments are created equal in terms of their defensive characteristics.

Fixed income investments carry different levels of risk, with some more defensive than others from a credit, recovery value and or instrument structure perspective. On a continuum this can be demonstrated by placing risk-free government bonds at one end and more volatile assets such as 'equity-like' hybrids at the other. Residing on the continuum between the two bookends are a myriad of fixed income investment options that have differing defensive attributes in terms of their structure, complexity, and risk. The investment challenge is to find the right mix of instruments to enable the portfolio's objective to be met, while adhering to the investor's individual circumstances.

“ On a continuum this can be demonstrated by placing risk-free government bonds at one end and more volatile assets such as 'equity-like' hybrids at the other. ”

Risks Inherent in Fixed Income Investing

Fixed income portfolios generally represent the low-risk component of an investor's asset allocation; however the varied nature of the different fixed income instruments means that each carries different types and levels of risk. In a bid to ensure stability and preservation of capital JBWere constructs portfolios in a manner to mitigate many of the inherent risks embedded in individual instruments. These risks can include:



Fixed Income Investment Process

Selection Criteria

In the process of selecting suitable direct investments to add to portfolios, JBWere's fixed income team follows well-established criteria and a disciplined approach incorporating both fundamental and technical factors. In addition, the team applies an Environmental, Social, and Governance (ESG) overlay to its decision making.

The criteria include, but is not limited to:

the issuer's credit quality. Key components in the assessment of an issuer's creditworthiness (and that of the potential investment) involve engagement with the management teams of issuers as well as utilizing the views of rating agencies, S&P Global and Moody's

the instrument's structure (defensive or 'equity-like' in nature, complex or simple)

liquidity of the instrument – taking into consideration size, daily turnover, and secondary market support

the composition and level of expected return as measured by the instrument's trading margin and whether it adequately compensates the investor for the risk assumed

visibility of maturity or value-triggering event

appropriate portfolio positioning

how an instrument compares to secondary market peers in terms of price, credit quality, tenor, volatility

current and expected market dynamics

the impact an addition will have on the portfolio – for example will it enhance or detract from the portfolio's defensive attributes and or be a risk mitigant

Portfolio Positioning

The composition of a fixed income portfolio must reflect the investor's individual circumstances. To ensure the client's bespoke portfolio is fit for purpose the following are some of the factors considered:

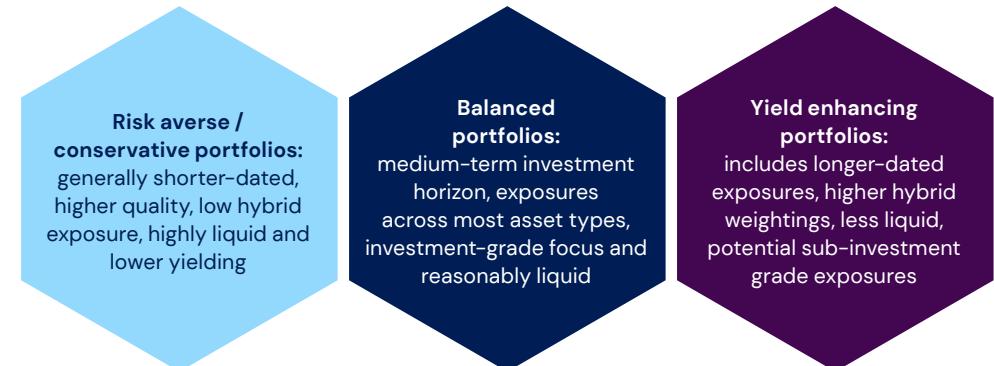
- investment objective
- risk tolerance
- investment horizon
- cash flow and capital needs
- yield expectations
- wider asset allocation position

Ensuring Portfolios are Fit for Purpose

To assist, we assess fixed income instruments to determine their suitability for three general categories of investors, subject to price, with the investor's profile playing a key role in determining the portfolio's attributes.

Investor profile determines:

- Type and level of instrument exposure
- Weighting to individual instruments
- Maturity profile
- Credit quality, rating limits
- Composition of returns



Risk Management

Mitigating risk within portfolios is embedded through:

- targeting better quality issues from a credit perspective;
- targeting more liquid instruments;
- ensuring diversity of issues, issuers, sectors, market exposure (listed and wholesale), fixed and floating rate instruments and instrument type;
- a well-laddered maturity profile to reduce reinvestment risk;
- appropriate weightings by asset type and across individual exposures; and
- transparency of exposure, open architecture execution and third-party pricing.

Ongoing Management

Risk management post portfolio construction carries through to implementation and portfolio management.

JBWere's fixed income team assists in the ongoing management of fixed income portfolios through active monitoring of markets and engaging with issuers. Recommendations are made to add instruments to portfolios when better relative value opportunities present in primary and secondary markets or in the event of redemptions. Recommendations are also made to remove issues from portfolios where there has been a change in value and or change in credit quality such that the investor is no longer being compensated for the risk assumed. Furthermore, changes in the form of a portfolio, a portfolio's composition and or weighting in the wider asset allocation will also be recommended should JBWere's tactical view change because of changes in the economic environment and or investment markets more generally.

Fixed Income Team

Name	Role	Responsibilities	Years in Industry	Years in Team (JBWere)
Laurie Conheady, GAICD	Executive Director, Head of Fixed Income	Fixed Income strategy, investment research and recommendations on all fixed income investments, run discretionary fixed income portfolios, as well as providing asset allocation and portfolio construction advice.	28	16
Nick Pryor, CFA	Director, Fixed Income	Investment research and recommendations on all fixed income investments, contribute to the management of discretionary fixed income portfolios, as well as providing asset allocation and portfolio construction advice.	11	10

About JBWere Investment Strategy Group

Our Investment Strategy Group (ISG) is a team of highly experienced investment strategists and analysts; the driving-force behind our investment recommendations and asset allocation strategies. Members of ISG undertake in-house research across a diversified suite of asset classes, including international and domestic equities, international and domestic fixed income, and alternative investments. Supporting the team's research is a wide range of views including those from our domestic and global research partners and other well-respected external industry research bodies.

Drawing on these insights, the ISG provides the intellectual property, insights and tools for JBWere's Advisory Team to manage clients' portfolios including:

- The economic outlook;
- Analysis of global investment trends, opportunities, challenges and investment markets;
- Strategic asset allocation and the identification of tactical portfolio tilts;
- Direct model portfolio and advice; and
- In-depth managed strategies research.

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