

**Overview  
and Investment  
Philosophy**

The Manager's risk-adjusted return philosophy is implemented through three key tenets:

VG1, the Company, provides investors with access to a concentrated portfolio, predominantly comprised of Long Investments and Short Positions in global listed securities; and the investment expertise of VGI Partners, the Manager.

**01**

**Capital preservation**

The Manager believes that risk comes from not properly understanding your investments and places a great deal of importance on assessing downside risk.

**02**

**Superior long-term compound growth**

The Manager believes that great businesses purchased with a 'margin of safety' held for the long term are best placed to provide superior compound returns.

**03**

**Concentration**

The Manager aims to be concentrated enough in its best ideas so as not to dilute overall returns but hold enough Long Investments in order to provide an appropriate level of diversification. The top five Long Investments typically represent 40-50% of the portfolio NAV.

**Key Details**

|                       |                          |
|-----------------------|--------------------------|
| ASX Code              | <b>VG1</b>               |
| Share Price           | <b>\$1.83</b>            |
| Listing Date          | <b>28 September 2017</b> |
| Portfolio Size        | <b>\$940.5 million</b>   |
| Shares on Issue       | <b>406.9 million</b>     |
| Market Capitalisation | <b>\$744.6 million</b>   |

**Investment Guidelines**

|                                                                         |                                                                                         |
|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|
| No. of Long Investments<br><b>Typically, 10 to 25;<br/>currently 22</b> | No. of Short Positions<br><b>Typically, 10 to 35;<br/>currently 1<br/>(index short)</b> |
|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|

**Month End Exposures**

|                       |             |
|-----------------------|-------------|
| Long Equity Exposure  | <b>83%</b>  |
| Short Equity Exposure | <b>(8%)</b> |
| Gross Equity Exposure | <b>91%</b>  |
| Net Equity Exposure   | <b>75%</b>  |
| Cash Weighting        | <b>25%</b>  |

**Net Tangible Asset (NTA) Per Share**

**Pre-Tax NTA<sup>1</sup>**

**\$2.31**

**Post-Tax NTA<sup>2</sup>**

**\$2.36**

Source: Citco Fund Services. Figures are unaudited.

<sup>1</sup> 'Pre-Tax NTA' is calculated before all taxes.

<sup>2</sup> 'Post-Tax NTA' is calculated after tax on realised gains/losses, deferred tax assets and deferred tax liabilities, but before allowing for deferred tax liabilities/deferred tax assets on unrealised gains/losses.

| <b>Return</b>          | <b>Pre-Tax NTA</b> | <b>Post-Tax NTA</b> | <b>Share Price</b> |
|------------------------|--------------------|---------------------|--------------------|
| 1 month                | -1.2%              | -0.9%               | -2.4%              |
| 3 months               | 5.3%               | 4.4%                | 1.1%               |
| 6 months               | -6.1%              | -5.0%               | -17.7%             |
| Financial Year to Date | 5.3%               | 4.4%                | 1.1%               |
| Since Inception        | 18.1%              | 20.3%               | -5.4%              |
| Compound Annual Return | 5.7%               | 6.4%                | -1.8%              |

Sources: Citco Fund Services (NTA), Bloomberg (Share Price).

NTA figures are unaudited. All data has been adjusted for VG1's capital raising in 2019. Pre-Tax NTA Return is defined as the movement in Pre-Tax NTA plus dividends. Post-Tax NTA Return is defined as the movement in Post-Tax NTA plus dividends. NTA Return is shown after all applicable fees and charges. Share Price Return is defined as the movement in the VG1 Share Price at the end of the period (applying the Price Adjustment Factor from Bloomberg) plus dividends.

Top Ten Long Investments: 65% of VG1 Portfolio



**15% Amazon.com Inc. (NASDAQ: AMZN)** – One of the “Big Four” American technology companies, Amazon.com is the second largest private employer in the United States. The company is a leader in e-commerce, cloud computing, digital streaming, and artificial intelligence. Amazon.com has been a core constituent of the VGI Partners global strategy since 2014.



**12% Mastercard Inc. (NYSE: MA)** – Mastercard is a global payments processor and in a duopoly with Visa. The industry benefits from a strong secular trend toward electronic payments over cash and cheques and the COVID pandemic has accelerated this shift. Significant growth opportunities also exist in developing countries and new payment technologies (such as PayPass) that enable the more frequent use of electronic payments. Mastercard has been a core constituent of the VGI Partners global strategy since 2009.



**6% CME Group Inc. (NASDAQ: CME)** – Tracing its origins back to 1848, CME Group is the world’s largest financial derivatives exchange and trades in asset classes that include agricultural products, currencies, energy, interest rates, metals and stock indexes. CME Group has been a core constituent of the VGI Partners global strategy since 2009.



**6% Pinterest Inc. (NYSE: PINS)** – Established in 2009, Pinterest is an image sharing and social media service with 400 million monthly active users. Pinterest offers a “visual search” function that allows users to search for elements in images, guiding them to suggested similar content within the company’s database. Pinterest is at an early stage of commercialising its activities outside of the United States.



**5% Olympus Corporation (TYO: 7733)** – Having launched the world’s first commercial gastro-camera in 1952, Olympus is the global leader in gastrointestinal endoscopes with a global market share of over 70%.



**4% Yakult Honsha Co. Ltd (TYO: 2267)** – A pioneer in probiotic products, Yakult is listed in Japan with operations in 40 countries. Three quarters of earnings are generated outside of Japan.



**4% Otis Worldwide Corporation (NYSE: OTIS)** – Based in the USA, Otis is the world’s largest manufacturer of vertical transportation systems, principally focusing on elevators, moving walkways and escalators. Otis was spun off as an independent company in April 2020, 44 years after it was acquired by United Technologies (now Raytheon).



**4% Cie Financière Richemont SA (SWX: CFR)** – A Switzerland-based luxury goods holding company with particular strengths in jewellery, watches and writing instruments. Through its prestigious Maisons, which include Cartier and Van Cleef & Arpels, Richemont has significant exposure to the Asian consumer with 45% of sales made in the Asia Pacific region.



**4% Diageo plc (LON: DGE)** – A British multinational beverage company, Diageo is the world’s second largest distiller with operations in more than 180 countries and more than 140 production sites around the world. Diageo owns over 200 spirits and beer brands catering to almost every price point and every category.

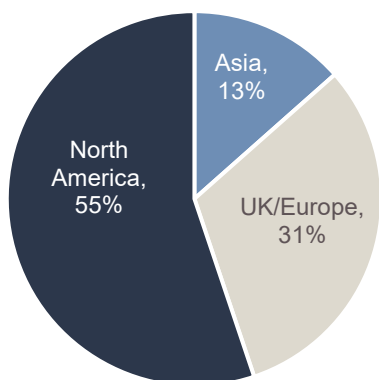


**4% Française des Jeux (EPA: FDJ)** – FDJ was privatised by the French government in 2019 and has the exclusive licence to operate lottery games in France, from traditional draw-based lotteries to instant win games and scratch-cards. In addition, FDJ has the exclusive license to operate physical sports betting terminals and owns an online sports betting bookmaker.

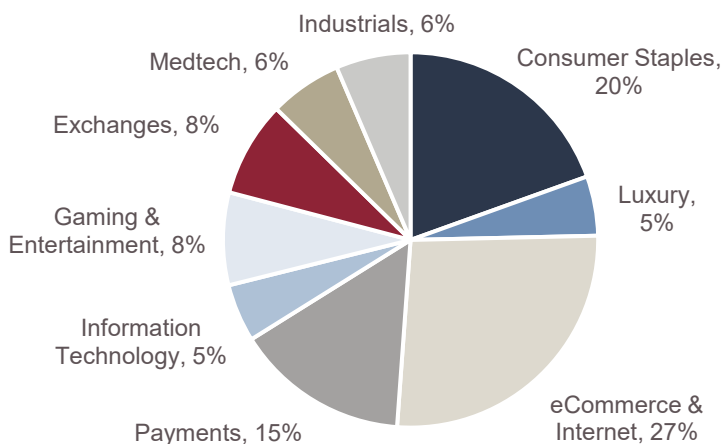
Net Currency Exposures of Portfolio (Equities and Cash)

|     |      |                                 |    |
|-----|------|---------------------------------|----|
| AUD | 100% | % Portfolio NAV Unhedged to AUD | 0% |
|-----|------|---------------------------------|----|

#### Long Portfolio by Location of Exchange Listing



#### Long Portfolio by Sector



Sources: VGI Partners, Bloomberg. Asia includes ASX-listed securities. Sectors have been internally defined.

#### Commentary

The portfolio's return (net of all fees and expenses) for the month of September was -0.9%. The portfolio's Long Investments detracted -1.4% from performance for the month and the Short portfolio, currently comprising an index short, added +0.5% to performance during the month.

Pinterest contributed +0.7% for the month as investors increasingly focus on commercialisation opportunities associated with the company's highly engaged and fast-growing user base. Amazon.com detracted -1.2%.

The portfolio has 100% Australian Dollar exposure and therefore currency fluctuations did not directly impact the return for the month.

There were no new inclusions in the Top 10 Long Investments for the month, however, we added to our holdings in Olympus and Diageo and initiated one new Long Investment. During the month VG1 paid a 1.5 cent fully franked dividend, and the on-market buyback announced in August 2020 commenced.

#### Company Details

**VGI Partners**  
**Global Investments Limited**  
ABN 91 619 660 721  
39 Phillip Street  
Sydney NSW 2000 Australia  
[www.vgipartners.com/lics/vg1](http://www.vgipartners.com/lics/vg1)

#### Board of Directors

**David Jones**  
Chairman

**Robert Luciano, CFA**  
Director,  
Portfolio Manager

**Adelaide McDonald, CFA**  
Independent Director

**Lawrence Myers, CA**  
Independent Director

**Noel Whittaker AM**  
Independent Director

#### Key Contacts

**Company Secretary**  
Ian Cameron

**Head of Investor Relations**  
Ingrid Groer, CFA  
T. 1800 571 917 (inside Australia)  
+61 2 9237 8923 (outside Australia)  
E. [investor.relations@vgipartners.com](mailto:investor.relations@vgipartners.com)

**Share Registry**  
Boardroom Pty Limited  
T. 1300 737 760 (inside Australia)  
+61 2 9290 9600 (outside Australia)  
E. [enquiries@boardroomlimited.com.au](mailto:enquiries@boardroomlimited.com.au)