

# EQT FUNDS MANAGEMENT

EQT Funds Management is a business unit of Equity Trustees Limited (EQT). We provide investors with access to a range of innovative and award winning managed funds.

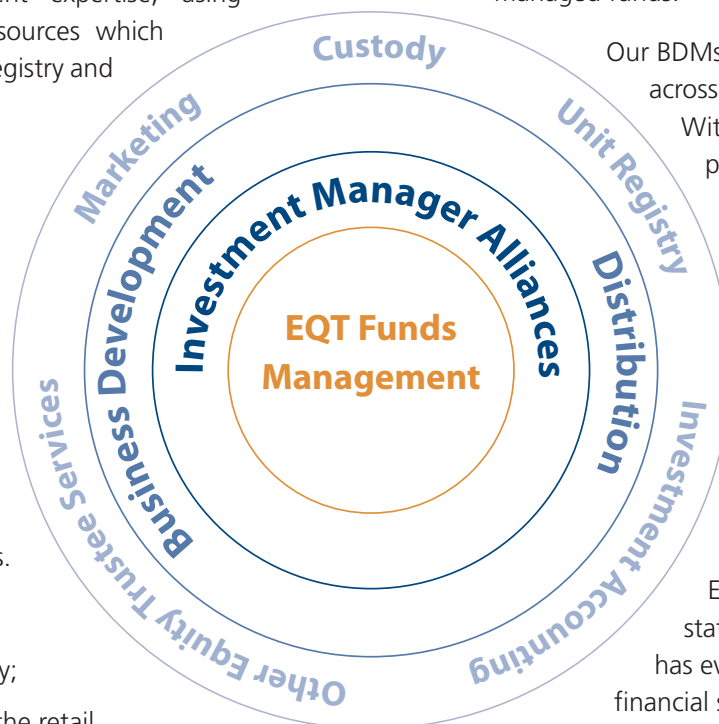
EQT Funds Management combines investment specialists with business development expertise, using EQT's broader support resources which may include custody, unit registry and marketing.

## EQT Funds Management model

Established in 2000, the model is based on our alliances with a number of leading investment managers to provide a suite of unique product offerings.

EQT's role is to:

- act as Responsible Entity;
- distribute the funds to the retail and IDPS markets;
- provide product and relationship management; and
- provide marketing and promotional support.



## EQT Funds Management distribution

We provide the market with high levels of information and support to promote an outstanding range of managed funds.

Our BDMs boast extensive experience across all aspects of the industry.

With national coverage, we provide support to financial advisers, para-planners and dealer groups across Australia.

We also have resources dedicated to researchers, IDPS providers and rating agencies.

## About EQT

Established in 1888 as a statutory trustee company, EQT has evolved into a sophisticated financial services firm offering a suite of products and services designed to meet the needs of a diverse client base.

EQT is listed on the Australian Securities Exchange (ASX) and has offices in Melbourne, Sydney and Brisbane.

**Equity Trustees Limited has been a Finalist in the Product Distributor of the Year category in the Standard & Poor's Fund Awards for 2008, 2009 and 2010.**

**Equity Trustees brings a blend of managers to the market, ranging from global giants to domestic boutiques**

PIMCO Australia  
SG Hiscock & Company  
Intrinsic Value Investments  
Marvin & Palmer Associates, Inc.  
LaSalle Investment Management (Securities)

Fixed interest  
Australian equities & listed property  
International equities  
International equities  
Global property securities

# Our Fund Managers

## P I M C O

### A world of fixed interest expertise with a local address

PIMCO began in 1971 as Pacific Investment Management Company and is one of the world's leaders in fixed interest investments.

PIMCO's trademark is their ability to evaluate changing investor needs, responding with new and innovative fixed-interest strategies that capitalise on existing market conditions. In the mid 1990s, PIMCO expanded into global markets and now has portfolio management offices in Los Angeles, Munich, London, Tokyo, Singapore, Toronto and Sydney.

PIMCO Australia offers a compelling combination of fixed-interest expertise, superior investment performance, risk controls and a global resource pool, while maintaining a local orientation. PIMCO has been recognised with numerous industry awards in Australia.

#### 2010

Winner – International Fixed Interest (including Diversified) category, S&P Fund Awards.

Finalist – Australian Fixed Interest category, S&P Fund Awards.

Winner – Australian Bonds category, Financial Review Smart Investor Blue Ribbon Awards

#### 2009

Winner – International Fixed Interest (including Diversified) category, S&P Fund Awards.

Finalist – Australian Fixed Interest category, S&P Fund Awards.

#### 2008

Winner – Fixed Interest category, S&P Fund Awards.



**MARVIN & PALMER<sup>®</sup>**  
**ASSOCIATES, INC.**  
GLOBAL EQUITY MANAGEMENT

### Global equity management

With over 21 years of performance history, Marvin & Palmer Associates, Inc. has achieved one of the longest global equity track records in the money management business.

Established in 1986, Marvin & Palmer Associates, Inc. combines a top-down approach with bottom-up fundamental research in the construction of its portfolios and invests primarily in high quality, large-cap, growth stocks. Their approach focuses on region, country, currency and sector analysis, followed by a review of individual stocks. They are the investment manager of EQT Marvin & Palmer Global Equity Trust and EQT Marvin & Palmer Global Emerging Markets Trust.



SG HISCOCK & COMPANY

### Valuation, fundamental analysis and sentiment

SG Hiscock & Co (SGH) was established in mid-2001 by six principals, all of whom were previously executives at National Asset Management, an investment management subsidiary of the National Australia Bank Limited. SGH is 100% staff owned with a proven track record of successful investment management.

SGH is a boutique manager specialising in listed property trusts, small companies, absolute return strategies and concentrated portfolios. The key to the firm's success is their ability to balance the principles of valuation, fundamental analysis and sentiment in determining appropriate investments. SGH also has a joint venture with LaSalle Investment Management (Securities), a subsidiary of the global property giant, Jones Lang LaSalle, to jointly offer a Global Listed Property Securities Trust.

#### 2010

Winner – Money Management/Lonsec Fund Manager of the Year, Property Securities (Australia) category.

#### 2008

Finalist – Listed Property category, S&P Fund Awards. .



### Global access + expertise

Investors have exclusive access to one of the world's largest property investment managers: LaSalle Investment Management (Securities), part of LaSalle Investment Management (LaSalle). With Funds Under Management in excess of US\$40bn, real estate investment management is LaSalle's sole focus.

The firm has around 670 people in 24 offices in 16 countries around the world and has access to the global expertise and extensive market knowledge of the wider Jones Lang LaSalle group which operates in more than 180 global markets in 60 countries. For over 25 years, LaSalle Investment Management (Securities) has provided the edge in global property securities.



## Single discipline – global application

Launched in Australia in September 2002, Intrinsic Value Investments (IVI) is a specialist international manager with experience and expertise in all aspects of the funds management industry. IVI is the investment manager of the EQT Intrinsic Value International Sharemarkets Fund and the EQT Intrinsic Value International Sharemarket PLUS Fund using the investment advice from Valu-Trac Investment Management.

IVI has an exclusive mandate to represent Valu-Trac in Australia. Scottish based Valu-Trac was founded in 1986 and is dedicated to quality research and to advising and managing international portfolios. Their process is an active quant methodology with a strong value focus seeking to identify markets with the best intrinsic value. Intrinsic Value provides an objective comparative measure that is impervious to bullish or bearish market sentiment and adjusts for local market environments.

### 2009

Finalist – International Shares category, Money Magazine Best of the Best



## Delivering strong returns

Equity Trustees has managed the EQT Mortgage Income Fund since 1971. Our mortgage fund has been 'true to label' since inception with a low risk approach to lending against property. The Fund has not recorded a default in its entire history.

Created in 2003, the EQT Flagship Fund is also managed by Equity Trustees. The Fund focuses on the long-term investment potential of a company, rather than short-term market driven events. The Fund is designed for investors seeking strong medium to long term capital growth potential, coupled with an increasing income stream payable from the dividends of the underlying shares.

## Other services offered by EQT

EQT provides a range of estate planning, management and philanthropic services. We are able to provide the service while you retain management of your client, and continue to manage their portfolio whether they lose capacity or pass away.

### Wills and Estate Planning

EQT can assist with drafting or revising your client's will or enduring power of attorney, and are available to act as attorney, executor, or trustee under deeds, wills, or powers of attorney prepared by your client's solicitor.

The appropriate use of testamentary trusts can provide tax effective distributions to beneficiaries, and ensure that the competing claims and needs of intended beneficiaries are protected.

### Powers of Attorney

As a licensed Trustee Company, Equity Trustees is able to take appointments under enduring powers of attorney, and is experienced in administering the affairs of individuals who have lost the desire or capacity to do so themselves. As life expectancy increases, so to does the risk of extended periods of diminished capacity. With appropriate planning, EQT can ensure that your client's affairs are smoothly administered and their interests are properly protected, while preserving your role in providing ongoing financial planning advice.

### Philanthropy

EQT has close to \$400 million in philanthropic funds under management.

EQT's range of philanthropic offerings includes testamentary trusts, prescribed private (ancillary) funds, and The Equity Trustees Foundation. With a tax deductible gift of as little as \$1,000, EQT can assist in establishing an enduring charitable fund.

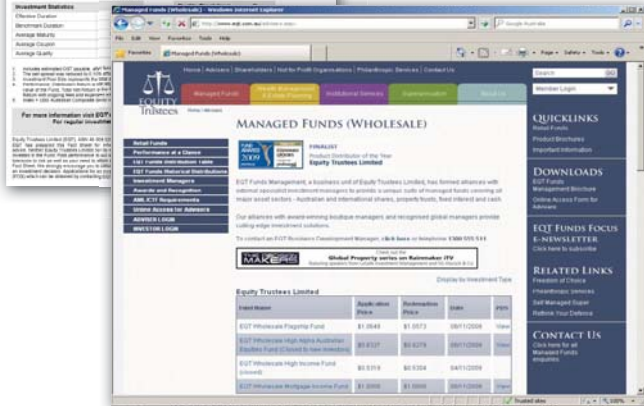
**Whether EQT acts as attorney, executor, or trustee, your client can have peace of mind in knowing that their affairs will be managed professionally and that their trusted adviser will continue to provide financial advice for their portfolio.**

For further information on the services offered by EQT, please visit our website at [www.eqt.com.au](http://www.eqt.com.au) or telephone **1300 555 511** to speak with a Client Relationship Manager.

## Our communications



◀ Fund Fact Sheets – updated monthly



▲ Equity Trustees website – [www.eqt.com.au](http://www.eqt.com.au)



◀ EQT e-newsletters

Fund brochures ▶



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