

# THB Asset Management

## THB International (ex-USA) Micro Cap Fund

INVESTING IN  
International  
micro cap stocks  
(excluding USA)

BASED IN  
Connecticut, USA

INVESTING SINCE  
1982

FUND INCEPTION  
2018

39

YEARS INVESTING EXPERIENCE

23+ year

TRACK RECORD IN MICRO CAPS

~ 130 - 160

STOCKS IN PORTFOLIO

“High quality exposure to an inefficient asset class at the early stages of institutionalisation.”

Christopher Cuesta, CIO and Portfolio Manager, THB

The THB International (ex-USA) Micro Cap Fund invests in a broadly diversified portfolio of developed market micro cap stocks.

### About THB

THB Asset Management (THB), an investment franchise of Victory Capital Management, is a dedicated micro and small cap specialist investment franchise based in Connecticut, USA. Founded in 1982, THB Asset Management has 39 years' experience investing in micro and small cap companies.

### Why International micro caps?

International micro cap stocks are an underinvested and overlooked segment of the global share market and provide investors with an opportunity to generate outsized returns relative to larger capitalisation stocks. Like their US counterparts, international micro cap stocks exhibit favourable characteristics including a large, high quality and diverse universe of companies, little-to-no sell side coverage, few investment managers with a credible track record and process, and a valuable correlation benefit with respect to other segments of global equities markets.

The investment universe targeted by THB also gives meaningful, direct exposure to some secular growth drivers not so prevalent in more traditional large and small cap portfolios.

### THB investment approach

THB has an active approach which utilises both qualitative and quantitative disciplines to construct a portfolio of companies with valuation metrics similar to or lower than the broader market of securities into which it invests, yet with superior long term characteristics. THB's style is best described as core, and has elements of both growth and value.

The THB International (ex-USA) Micro Cap Fund is well diversified, holding between 130- 160 stocks across 22 of the 23 developed markets (ex-USA) and maintains broad country, economic, sector and stock diversification.

THB has a long history investing in the smallest end of the US and (more recently) international markets. It has a deep understanding of what works and a keen awareness of the risks inherent when investing down the market cap spectrum. This is reflected in its investment proposition, throughout the investment process and across all of its investment disciplines.

### Opportunity

Low volatility, high quality exposure to an inefficient asset class at the early stages of institutionalisation

Potential for outsized returns as lack of analyst attention creates information void

### Reputation

More than 40% of client assets have been with THB for 10+ years

One of the longest established micro cap managers with 39 years' experience

# THB International (ex-USA) Micro Cap Fund

## APIR CODE

ETL3238AU

## RESPONSIBLE ENTITY

Equity Trustees Limited

## FUND INCEPTION DATE

23 August 2018

## BENCHMARK

MSCI World ex USA Small Cap\* Index<sup>1</sup>

## FUND SIZE

A\$95 million<sup>2</sup>

## MANAGEMENT COSTS

1.25% p.a. (inclusive of GST and RITC), including all investment management fees, responsible entity fees, administration fees, custody fees and other expenses incurred in operating the Fund

## PERFORMANCE FEE

Nil

## BUY/SELL SPREAD

0.50% on applications and 0.50% on withdrawals

## INVESTMENT UNIVERSE

Stocks with market capitalisations of companies included in the MSCI World ex USA Micro Cap Index and the smallest 35% of the MSCI World ex USA Small Cap Index

## CURRENCY HEDGING

None. The Fund does not hedge its currency exposure. The underlying investments are typically denominated in various global currencies

## OFFERING DOCUMENT

Product Disclosure Statement

## INVESTOR CLASS

'Wholesale clients' as defined in the Corporations Act 2001 and Retail Clients investing indirectly via a platform (master trust or wrap account)

## MINIMUM APPLICATION

\$250,000 or via platform

## APPLICATIONS & WITHDRAWALS

Daily

THB leverages a proprietary multi-factor quality assessment when reviewing new opportunities, including management quality, financial strength, industry position, and ESG factors.

## THB's investment universe

The THB International (ex-USA) Micro Cap Fund typically pursues high quality, low risk businesses that can sustain a high return on operating capital, with many (if not all) of the following characteristics:

- A dominant player in a market niche, with high barriers to entry, medium-low demand variability and unique 'advantage' not fairly valued by the market;
- little debt, strong free cash flow, strong operating leverage, a high tangible asset ratio and a low-cost structure versus peers;
- recent aligned insider activity, a material level of outstanding shares in management hands and recent share buybacks;
- strong secular tail winds i.e. improving demand dynamics, structural industry change,
- obvious catalysts for growth/ change, also including special situations such as spin-offs and recapitalisations,
- good corporate governance, with appropriately aligned incentive compensation and high/ material insider investment,
- entrepreneurial management team,
- a proven track record in public markets (THB does not invest in IPOs, for example),
- a valuation considered by THB to be attractive, and
- a businesses whose ESG risks are appropriately reflected in the price that THB was willing to pay.

Top holdings will often be in mature companies that dominate their market niches. These are businesses that are likely to be acquisition targets for private equity and larger listed companies.

1. The MSCI World ex-USA Small Cap Total Return Index (AUD) captures small cap representation across 22 of 23 Developed Markets (DM) countries (excluding the United States). With ~2,500 constituents, the Index covers approximately 14% of the free float-adjusted market capitalisation in each country. Source: MSCI.
2. As at 31 March 2022.

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## Strategy

Well diversified and efficient exposure, 130-160 stocks

Active management based on market tested investment philosophy

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Signatory of:

