



March 3, 2022

This presentation deck accompanies an audio recording at 11:00am AEDT on March 3, 2022. To view the full webcast please click on the link **here** and register for the webinar.

To access the replay of this recording, please reach out to <a href="mailto:investorrelations@regalfm.com">investorrelations@regalfm.com</a>.

For any questions on RF1, please reach out to the registry, Link Market Services: regalfund@linkmarketservices.com.au

Mr Russell Beasley, Director of Equity Trustees Limited has authorised this presentation to be given to the ASX



ARSN 632 283 384 March 2022

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# **Agenda**



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# **Regal Team**



## Philip King

Chief Investment Officer



## Brendan O'Connor

Chief Executive Officer



## Mark Nathan

Portfolio Manager Head of Research



## Tim Elliott

Portfolio Manger Head of Mining



# **Regal Funds Management**



Strong heritage built on long / short investing, pioneering alternatives in Australia since 2004

#### **PERFORMANCE**

- Multi-award winning performance track record delivered over 17 years
- Performance driven investment culture with leading sector specialists and Portfolio Managers

#### **SCALE**

- Managing FUM of over A\$3bn, delivering scale whilst remaining nimble
- Over 40 staff across offices in Singapore and Sydney

#### **ALIGNMENT**

- Owned by founders and staff
- Significant founder and staff capital invested in all Funds
- Capacity limits across all strategies to preserve performance

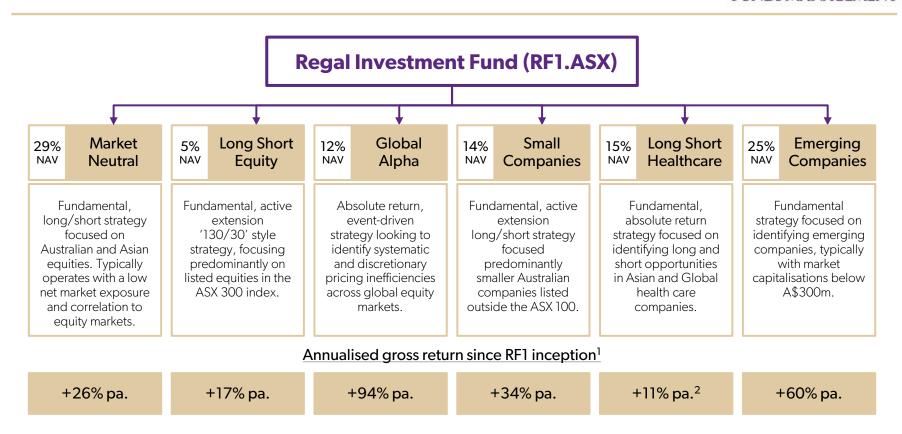
#### **FOCUS**

- Dedicated and specialised alternatives manager
- Institutional grade infrastructure and operating model

A&Q

# The Regal Investment Fund (RF1)





Source: Regal, Bloomberg as at 28 February 2022

Note: (1) from 17 June listing date to 28 February 2022; (2) 7 September 2020 inception date of Strategy.

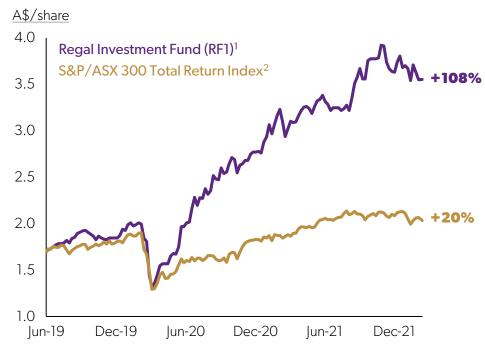
## **RF1 Investment Highlights**



#### **RF1 Overview**

- **Performance** Since inception in June 2019, RF1 has generated total unitholder return of 108%, including cash distributions totalling \$1.39 per unit.
- **Team** Highly experienced investment team consisting of over 20 staff across Sydney and Singapore, including portfolio managers, equity analysts and sector specialists.
- **Strong Alignment** Significant personal investments in RF1 and underlying strategies by investment management team.
- **Supportive Product Structure** Supportive structure in place to support RF1 listed vehicle, including:
  - Weekly NAV updates;
  - Regular communication and marketing schedule;
  - On-Market Buyback Facility;
  - Regular Distributions & DRP.

#### Performance since listing – Net Asset Value



Source: Regal, Bloomberg as at 28 February 2022

Note: (1) net of all fees; (2) gross of fees.

## **RF1 Investment Performance**



#### **RF1 Performance Since Inception**

Fund performance	6 Month	l Year	2 Year pa.	Since Inception pa. <sup>3</sup>	Total Return Since Inception <sup>3</sup>
Regal Investment Fund <sup>1,2</sup>	+5%	+14%	+38%	+31%	+108%
S&P/ASX 300 Total Return Index	-4%	+10%	+9%	+9%	+20%

Source: Regal, Bloomberg as at 28 February 2022

Note: (1) net of all fees; (2) Adjusted for historical distributions; (3) calculated from 17 June 2019 listing date to 28 February 2022.

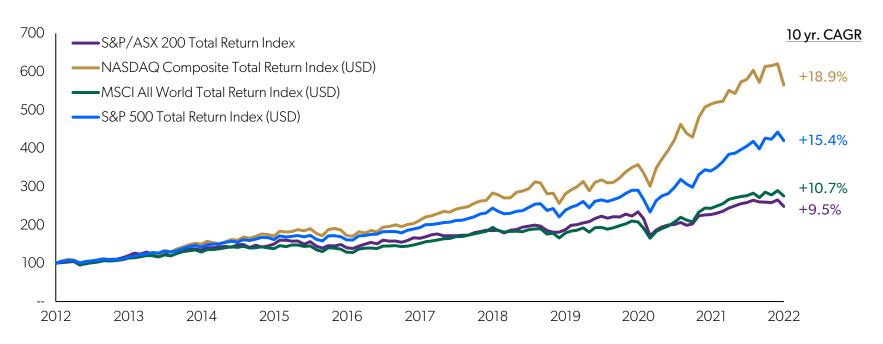
Past performance is not a reliable indicator of future performance. It should not be relied upon as (and is not) an indication of future performance of the Fund's performance.

RF1 Review

# **Australia Has Underperformed Global Peers**



#### Australia, US and Global stock market indices last 10 years



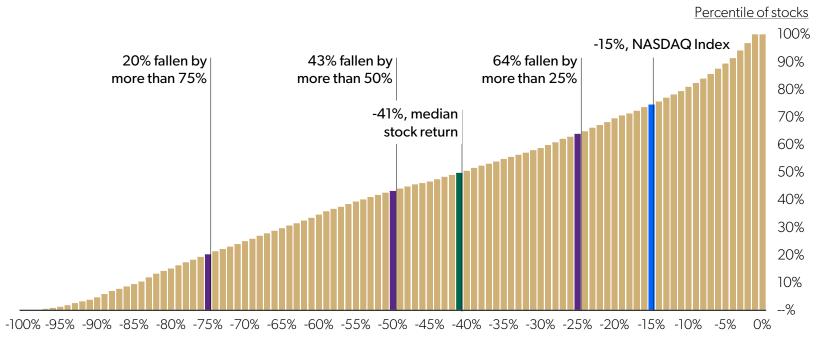
Source: Regal, Bloomberg as at February 2022

RF1 Review Market Update Correction RF1 Outlook Q&A

## **Most NASDAQ Stocks Crunched**



Nasdaq Composite Index — cumulative proportion of stocks with performance worse than a given percentage<sup>1</sup>



Stock performance — 52-week high v. last price

Source: Regal, Bloomberg as at 28 February 2022

Note:

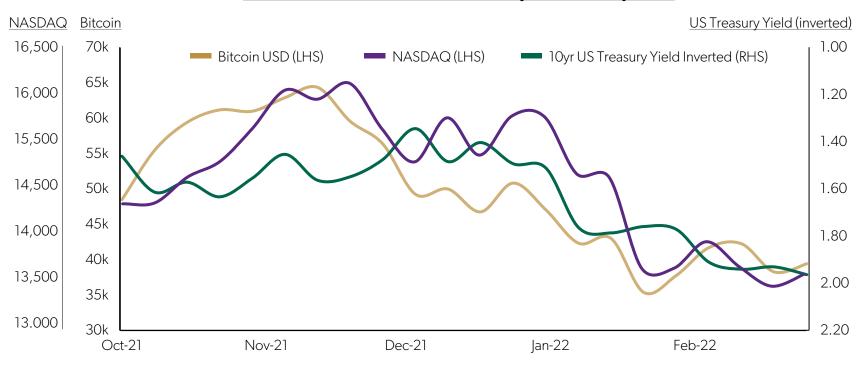
<sup>1.</sup> Calculated using last price as at 28 February 2022 and 52-week high

**RF1 Review** 

# **Inflation Fears & Retail Selling Pop NASDAQ Bubble**



#### NASDAQ v. Bitcoin and inverted 10yr US Treasury Yield

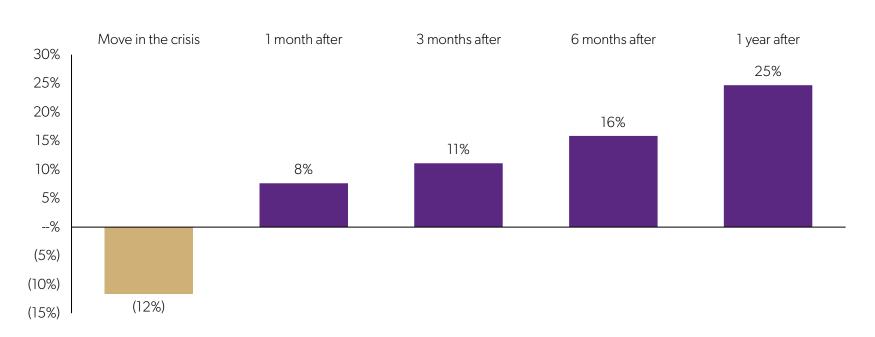


Source: Regal, Bloomberg as at February 2022

# **Market Reaction to Geopolitical Events**



#### Dow Jones average reaction to the 29 crisis events in the last 82 years



Source: Reuters, Broker Research

RF1 Review Market Update

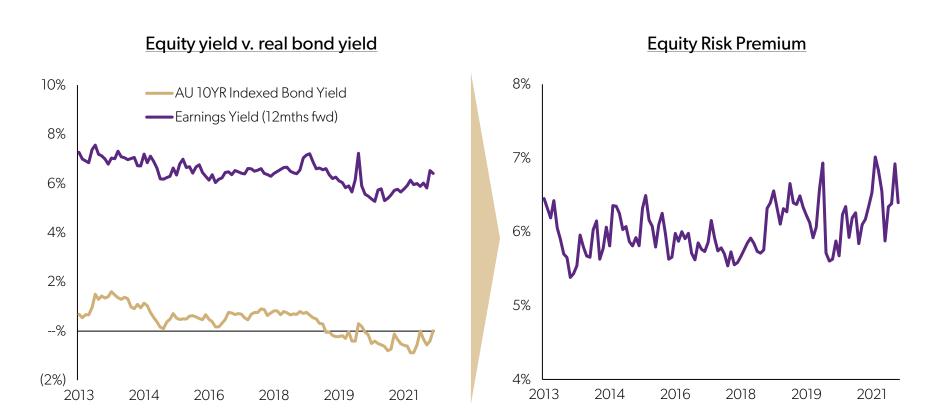
Correction

RF1 Outlook

Q&A

# **Equities Remain Attractive**





Source: Goldman Sachs as at February 2022

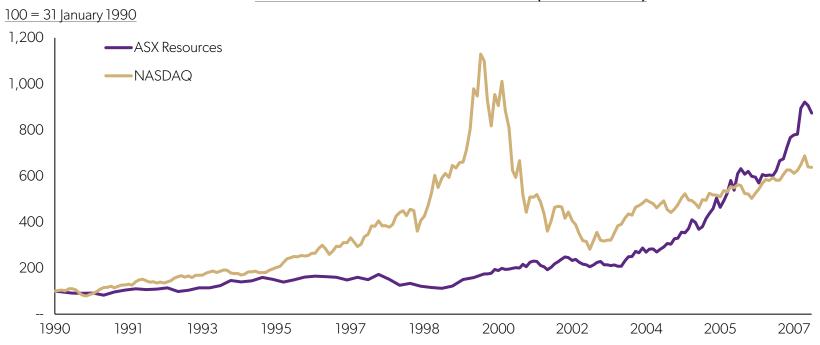
Note:

1. Monthly data series.

# **Echoes of 2001 — Resources Up, Technology Down**



#### ASX Resources Index and NASDAQ (1990 – 2007)



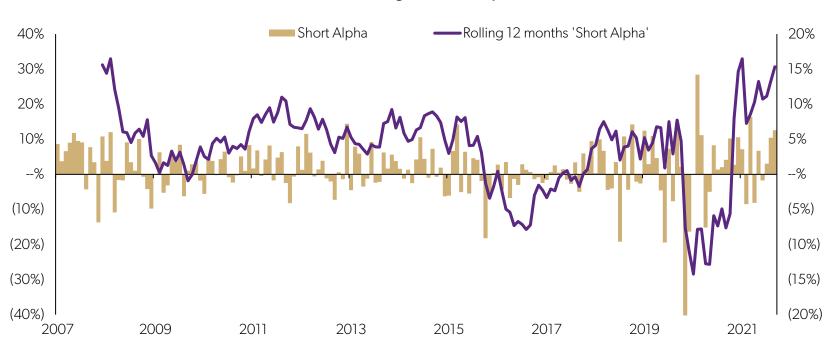
Source: Regal, Bloomberg as at February 2022

RF1 Review Market Update Echoes of 2001 RF1 Outlook Q&A

# **Improved Environment For Shorting**



#### Regal 'Short Alpha'1



Source: Regal as at February 2022

Note:

<sup>1.</sup> Calculated using the Regal Tasman Market Neutral Fund

## **Current 'Bubble' More Pronounced Than 2000?**



#### MSCI World Growth v. Value



Source: Goldman Sachs as at February 2022

Note:

1. Monthly data series.

RF1 Review Market Update

Echoes of 2001

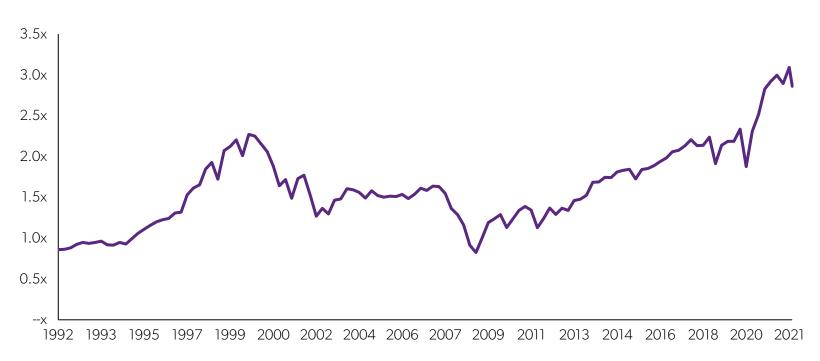
RF1 Outlook

Q&A

# Is This Bubble Bigger?



#### Price /sales multiple of the S&P 500 Index



Source: Regal, Bloomberg as at February 2022

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Echoes of 2001

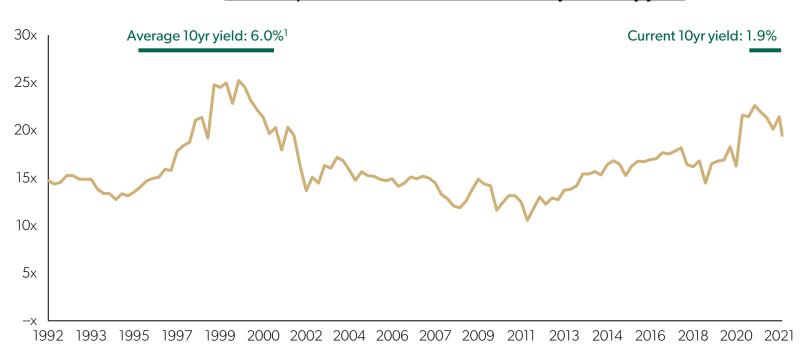
RF1 Outlook

Q&A

# **Earnings Valuations More Reasonable**



#### P/E multiple of the S&P 500 Index v. US 10yr Treasury yield



Source: Regal, Bloomberg as at February 2022

Note:

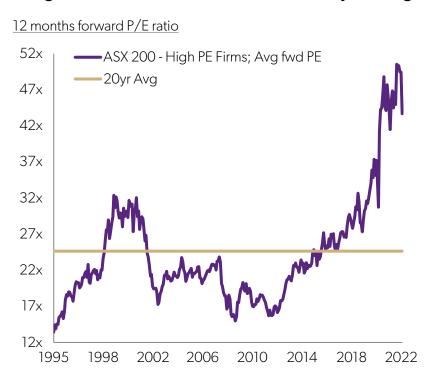
<sup>1. 10-</sup>year US Treasury yield, average from 1995 to 2000

# **Dichotomy In Valuation**

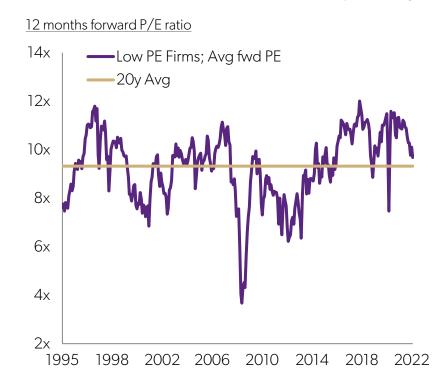


#### High PE firms trade 77% above their 20-yr average

Market Update



#### Low PE firms trade 4% above their 20-yr average

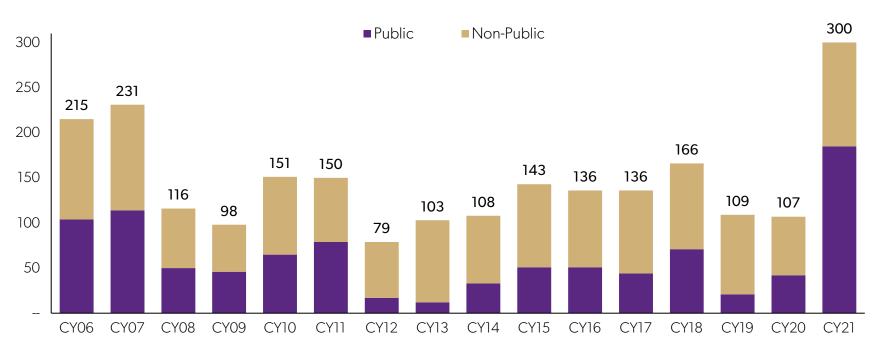


Source: Goldman as at January 2022

# **Record Takeover Activity**



#### Announced M&A involving an Australian target (A\$bn)

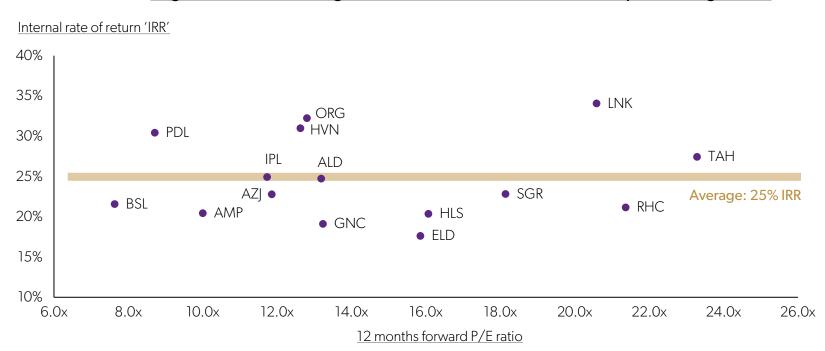


 $Source: Dealogic \ as \ at \ 31 \ December \ 2021. \ Announced \ M\&A \ with \ an \ Australian \ Target. \ Excluding \ Buybacks.$ 

# **Very Attractive Potential Returns For PE**



#### Regal internal modelling of illustrative returns for select take-private targets 1,2,3



Source: Regal, Bloomberg as at February 2022

#### Note:

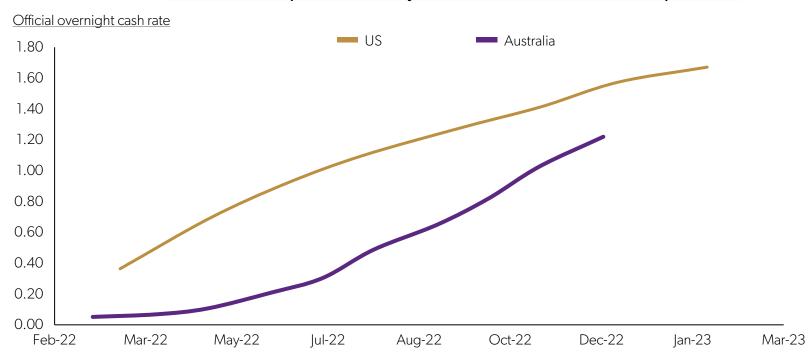
- 1. Intended to be illustrative only and should not be relied upon
- 2. Calculated using Bloomberg consensus estimates and Regal assumptions
- 3. Take-private targets selected by Regal and is not intended to be a definitive or comprehensive list

## **Cash Rates Forecast Rise**

RF1 Review



#### Bond market expectations not yet factored into share market expectation



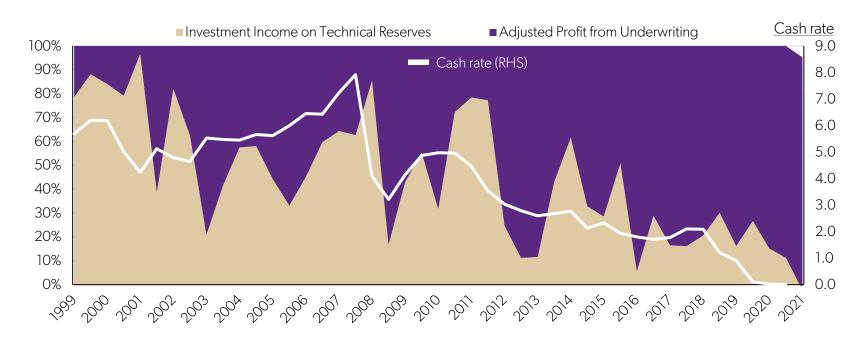
Source: Broker Research, Bloomberg as at February 2022

RF1 Review Market Update Financials RF1 Outlook Q&A

# **Rising Rates Historically Positive For Financials**



#### IAG Investment earnings as % Insurance Profits<sup>1</sup>



Source: Broker Research, Bloomberg as at February 2022 Note:

<sup>1.</sup> IAG Insurance margins, smoothed over time to remove negative underwriting results.

RF1 Review Market Update

Financials

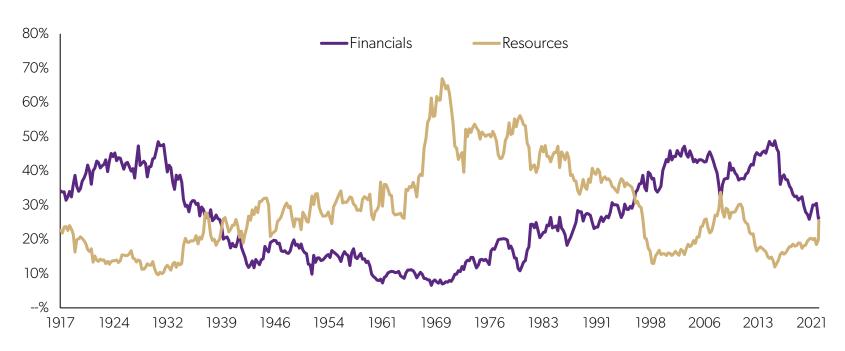
RF1 Outlook

Q&A

# **Changing Market Leadership**



#### Market capitalization by sector — share of total index



Source: RBA, ASX, Bloomberg as at February 2022

Note:

1. Quarterly data series.

RF1 Review Market Update

Resources

RF1 Outlook

Q&A

# **Mining Investment Continues To Lag**







Source: Minack Advisors as at February 2022

Note:

<sup>1.</sup> RBA non-rural commodity index (sdr terms) — leading by 3 quarters

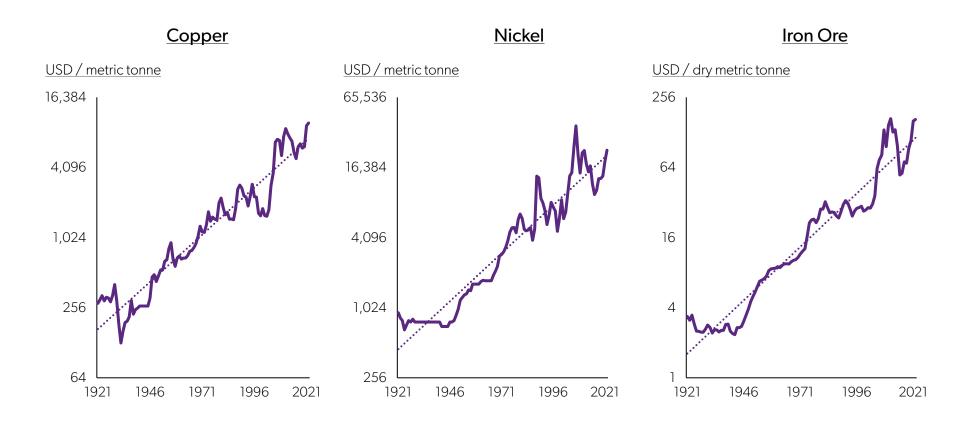
<sup>2.</sup> Annual data interpolated using quarterly new capital expenditure data.

RF1 Review Market Update Resources RF1 Outlook

#### Q&A

# **100 Year Commodity Prices**





Source: Broker Research, Bloomberg as at February 2022 Note:

25 Nominal terms

## Mining Usually Trades At A Discount, But Rarely This Wide



#### ASX Resources EV/EBITDA v. S&P/ASX 200 Index



Source: Broker Research, Bloomberg as at 31 January 2022

### **Positive Outlook For Commodities / Miners**



#### Structural mining bull case

- Reserve depletion
- 2. Grade decline
- 3. Deeper undergrounds / higher strip ratios
- 4. Population growth
- 5. Urbanisation & industrialisation
- 6. Input cost inflation
- 7. Supply underinvestment

#### Additional 2022+ supportive factors

- 1. Decarbonisation lifting metals consumption
- 2. Global energy shortage
- 3. War, sanctions & geopolitical tensions
- 4. High inflation
- 5. Low & falling commodity inventories
- 6. Supply chain disruptions
- 7. Pristine miner balance sheets
- 8. Strong cash generation
- 9. Cheap earnings multiples & P/NAVs

RF1 Review Market Update

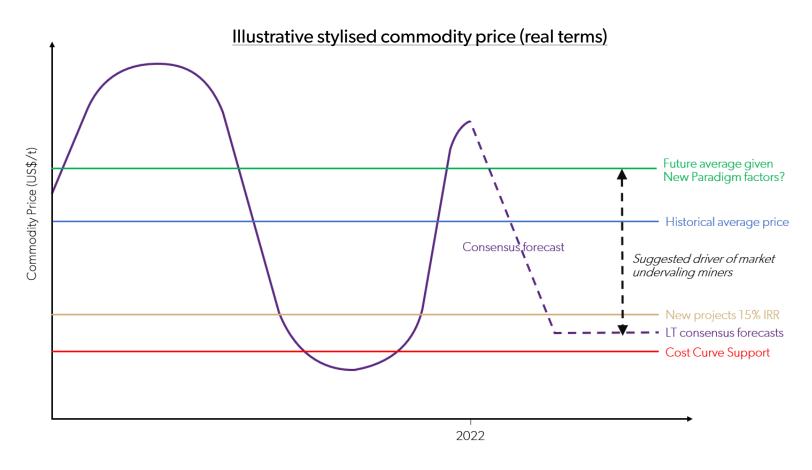
Resources

RF1 Outlook

Q&A

# **Questioning Traditional Commodity Forecasting Methodology**





Source: Regal

## **The New Paradigm: Threats To Future Supply**



Going forward, supply response may be impeded & delayed (so longer periods of high commodity prices):

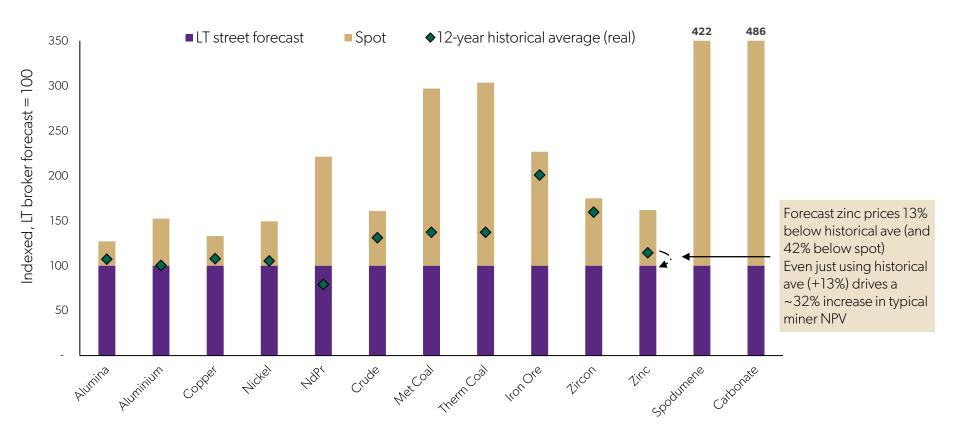
- 1. Relatively empty project pipelines / lower quality projects
- 2. Red & green tape combined with lengthy permitting processes
- 3. Litigation from green activists to block or delay mines
- 4. Resource nationalism (taxes, royalties, expropriation)
- 5. Projects increasingly in higher risk jurisdictions
- 6. Improved industry supply discipline ("value over volume")
- 7. Withdrawal of capital from mining
  - ESG
  - Passive index funds crowding out active fund managers who can back projects
  - Shareholder aversion to projects & demands for cash returns
  - Corporate risk aversion following capex blowouts
  - Diversion of cash flow to miner decarbonisation
  - Low valuation of miners ("little incentive to build what's valued at 5x EBITDA")

Source: Regal

## **Street Commodity Price Forecasts Too Low?**



Miner valuations reflect LT commodity forecasts (purple) below historical averages (diamond) and spot (gold)



RF1 Review Market Update Resources RF1 Outlook Q&A

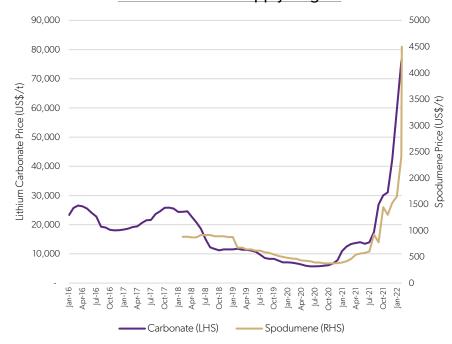
## **Case Study: Lithium Equities**



#### Lithium equities have sold off YTD<sup>1</sup>



# Will the market rethink how high lithium prices could be whenever lithium supply is tight?



Source: Bloomberg as at February 2022

#### Note:

<sup>1.</sup> Price falls YTD to 28 February

## **Delivering Unitholder Value**



#### **RF1 STATISTICS**

Launch Date

17 June 2019

**Net Asset Value** 

\$3.53

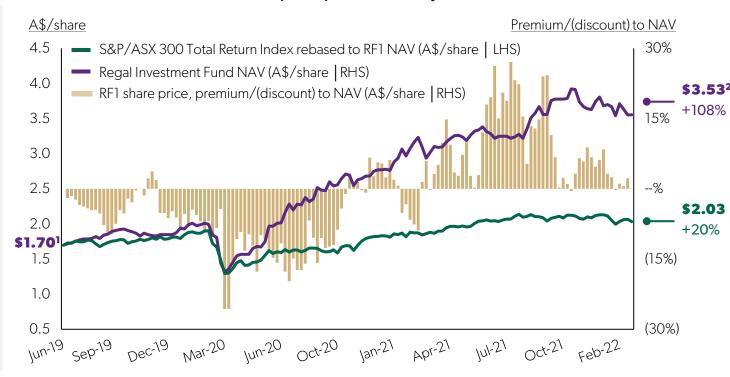
**ASX Market Price** 

\$3.55

**Total Return Since Inception** 

+108%

#### RF1 NAV and share price premium – adjusted for distributions



Source: Regal, Bloomberg as at 28 February 2022

Note: (1) Adjusted to reflect lower capital base due to distributions since inception, (2) net of all fees; (3) based on a \$3.55 share price and \$3.53 NAV, rounded-up to the nearest percent; Past performance is not a reliable indicator of future performance. It should not be relied upon as (and is not) an indication of future performance of the Fund's performance

## **Investor Q&A**



## Philip King

Chief Investment Officer



## Brendan O'Connor

Chief Executive Officer



## Mark Nathan

Portfolio Manager Head of Research



## Tim Elliott

Portfolio Manger Head of Mining





# **APPENDIX**

RF1 Review Market Update RF1 Outlook Q&A Appendix

## **RF1 Strategy Returns**



#### Performance since listing

Fund performance	2019 <sup>3</sup>	2020	2021	2022 YTD <sup>4</sup>	Annualised Since Inception <sup>5</sup>
Regal Investment Fund <sup>1</sup>	+10%	+47%	+38%	-7%	+31%
S&P/ASX 300 Total Return Index	+7%	+1%	+16%	-5%	+9%

Gross Strategy performance within RF1 <sup>2</sup>	2019 <sup>3</sup>	2020	2021	2022 YTD <sup>4</sup>	Annualised Since Inception <sup>5</sup>
Market Neutral	+6%	+22%	+43%	+6%	+26%
Aus. Long Short Equity	+6%	+21%	+18%	-7%	+17%
Aus. Small Companies	+22%	+40%	+29%	-25%	+34%
Emerging Companies	+35%	+83%	+44%	-6%	+60%
Long Short Health Care <sup>6</sup>	n/a	+5%	+11%	-2%	+11%
Global Alpha	+34%	+125%	+99%	+3%	+94%

Source: Regal, Bloomberg as at 28 February 2022





Thank you for joining the Investor Update for the,

## **Regal Investment Fund (ASX: RF1)**

If you have any questions following this presentation, please contact our Registry on: <a href="mailto:regalfund@linkmarketservices.com.au">regalfund@linkmarketservices.com.au</a>

Alternatively, please visit the manager's website: www.regalfm.com

Thank you again for your continued support