

9 November 2020

ASX Market Announcements  
ASX Limited  
Exchange Centre  
20 Bridge Street  
Sydney NSW 2000

BY ELECTRONIC LODGEMENT

### October 2020 NTA Statement and Portfolio Briefing Invitation

VGI Partners Global Investments Limited (ASX:VG1) encloses the Monthly Net Tangible Asset (NTA) Statement for October 2020.

In keeping with VG1's commitment to more frequent investor briefings, please be reminded that the next portfolio update from VGI Partners (the Manager of VG1) will be held at 10am (AEDT) on Monday, 16 November 2020. This session is an opportunity to hear from Mr. Robert Luciano, Executive Chairman and Portfolio Manager of VGI Partners Limited and senior members of the Investment Team. Questions can be pre-submitted to [investor.relations@vgipartners.com](mailto:investor.relations@vgipartners.com), or submitted online during the Zoom webinar using the Q&A button on the bottom ribbon of your browser. The Chat button should not be used for questions and will not be monitored.

**Pre-register at:** [https://vgipartners.zoom.us/webinar/register/WN\\_Y55EJCKsQo2uV32PYuNOnQ](https://vgipartners.zoom.us/webinar/register/WN_Y55EJCKsQo2uV32PYuNOnQ)

Once you have successfully pre-registered, you will receive a confirmation email which contains your unique link to join the webinar. Please note that the webinar will be accessible by browser if you do not have the Zoom software or app already installed. Further information on how to join and participate in a Zoom webinar can also be found at the Zoom Help Centre "[Joining and participating in a webinar \(attendee\)](#)".

A recording will be available on the VG1 website at [www.vgipartners.com/lics/vg1](http://www.vgipartners.com/lics/vg1) shortly after the event.

### Listen-Only Dial-in Numbers (webinar ID 919 0042 7608, passcode 751627, no participant ID needed):

Australia	1800 945 157 (Toll Free) +61 2 8015 6011 +61 3 7018 2005 +61 7 3185 3730 +61 8 6119 3900 +61 8 7150 1149	US	877 853 5257 (Toll Free) +1 929 205 6099 (New York)
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**VGI**  
**PARTNERS**  
Global Investments

Authorised for release by:

**Ian Cameron**  
**Company Secretary**

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**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>\$1.92</b>
Listing Date	<b>28 September 2017</b>
Portfolio Size	<b>\$911.8 million</b>
Shares on Issue	<b>406.0 million</b>
Market Capitalisation	<b>\$779.4 million</b>

**Investment Guidelines**

No. of Long Investments <b>Typically, 10 to 25; currently 22</b>	No. of Short Positions <b>Typically, 10 to 35; currently 3</b>
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**Month End Exposures**

Long Equity Exposure	<b>88%</b>
Short Equity Exposure	<b>(13%)</b>
Gross Equity Exposure	<b>101%</b>
Net Equity Exposure	<b>75%</b>
Cash Weighting	<b>25%</b>

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

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

**\$2.25**

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

**\$2.30**

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.

Return	Pre-Tax NTA	Post-Tax NTA	Share Price
1 month	-2.8%	-2.7%	4.9%
3 months	0.0%	-0.1%	5.8%
6 months	-4.0%	-3.2%	-8.7%
Financial Year to Date	2.3%	1.6%	6.0%
Since Inception	14.8%	17.0%	-0.8%
Compound Annual Return	4.6%	5.2%	-0.3%

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: 68% 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.



**11% 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.



**8% 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.



**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.



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



**5% 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).



**5% SAP SE (ETR: SAP)** – SAP is the dominant market leader in providing mission-critical operational software to the largest enterprises globally. This software is very ‘sticky’ due to high switching costs and has customer renewal rates close to 100%. We believe these high switching costs will be critical in driving a successful transition of SAP’s customer base from on-premise software into the cloud.



**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% 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.

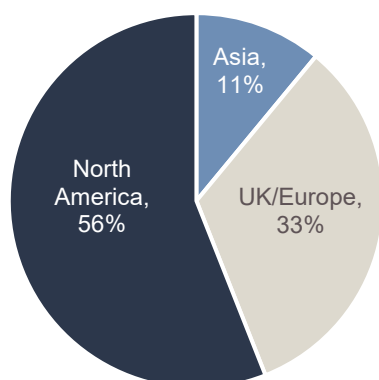


**4% Yakult Honsha Co. Ltd (TYO: 2267)** – A pioneer in probiotic products, Yakult is listed in Japan with operations in 40 countries. Three quarters of earnings are generated outside of Japan.

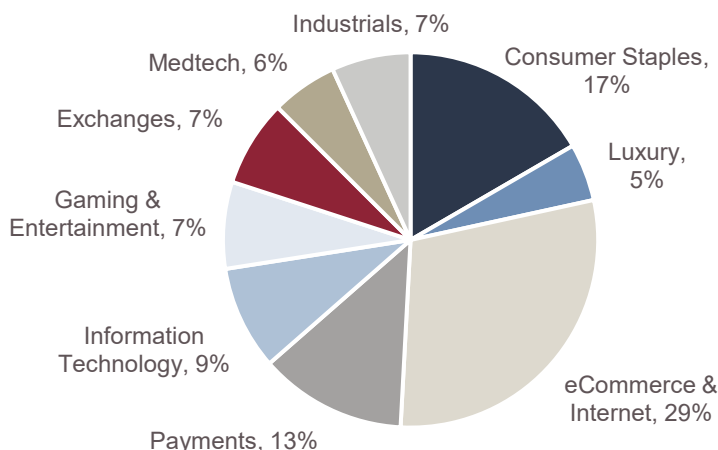
Net Currency Exposures of Portfolio (Equities and Cash)

AUD	100%	% Portfolio NAV Unhedged to AUD	0%
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**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 October was -2.7%. The portfolio's Long Investments detracted -3.0% from performance for the month and the Short portfolio, currently comprising three Shorts, added +0.3% to performance during the month.

Pinterest contributed +2.4% for the month as the market responded positively to quarterly earnings that showed a substantial increase in the company's international user base and strong revenue growth in the US market. Mastercard detracted -1.7% and SAP -1.2%.

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

German software business SAP was a new inclusion in the Top 10 Long Investments for the month with the holding increased substantially due to share price weakness. Two new Long Investments were initiated during October and two positions were exited (including Brisbane Markets Limited). Two new Shorts were initiated. During the month approximately 1 million VG1 shares were bought under the on-market buyback at an average price of \$1.92.

**Company Details**

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Chairman

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

**Adelaide McDonald, CFA**  
Independent Director

**Lawrence Myers, CA**  
Independent Director

**Noel Whittaker AM**  
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