



Product Review

OptiMix Wholesale Australian Fixed Interest Trust — Class B

ISSUE DATE 18-04-2023

About this Review

ASSET CLASS REVIEWED	FIXED INTEREST
SECTOR REVIEWED	AUSTRALIAN FIXED INTEREST
TOTAL FUNDS RATED	13

About this Fund

ASIC RG240 CLASSIFIED	NO
FUND REVIEWED	OPTIMIX WHOLESALE AUSTRALIAN FIXED INTEREST TRUST - CLASS B
APIR CODE	LEF0104AU
PDS OBJECTIVE	THE TRUST AIMS TO ACHIEVE RETURNS (BEFORE FEES, CHARGES AND TAXES), THAT EXCEED THE BLOOMBERG AUSBOND COMPOSITE (ALL MATURITIES) INDEX OVER PERIODS OF THREE YEARS OR MORE.
INTERNAL OBJECTIVE	TO OUTPERFORM THE BENCHMARK BY 0.75% P.A. (BEFORE FEES) OVER ROLLING THREE YEARS PERIODS.
STATED RISK OBJECTIVE	A MAXIMUM TRACK ERROR OF UP TO 1.5% P.A. OVER ROLLING THREE-YEAR PERIODS.
DISTRIBUTION FREQUENCY	QUARTERLY
FUND SIZE	\$108.3M (31 MARCH 2023)
FUND INCEPTION	01-12-2000
ANNUAL FEES AND COSTS (PDS)	0.72% P.A.
RESPONSIBLE ENTITY	ONEPATH FUNDS MANAGEMENT LIMITED

About the Fund Manager

FUND MANAGER	ONEPATH FUNDS MANAGEMENT LIMITED
OWNERSHIP	100% OWNED BY INSIGNIA FINANCIAL LTD.(ASX CODE: IFL)
ASSETS MANAGED IN THIS SECTOR	\$147.3BN (31 DECEMBER 2022 - AUM FOR TOTAL MULTI ASSET)
YEARS MANAGING THIS ASSET CLASS	28

Investment Team

PORTFOLIO MANAGER	OSVALDO ACOSTA
INVESTMENT TEAM SIZE	3
INVESTMENT TEAM TURNOVER	LOW-MODERATE
STRUCTURE / LOCATION	PM/ MELBOURNE AND SYDNEY

Investment process

STYLE	MULTI MANAGER
BENCHMARK	BLOOMBERG AUSBOND COMPOSITE (ALL MATURITIES) INDEX
DURATION RISK LIMIT	+/- 1.5 YEARS (BENCHMARK RELATIVE)
MAXIMUM SUB INVESTMENT GRADE	2.5% (AT UNDERLYING MANAGER LEVEL)
GEARING/ECONOMIC LEVERAGE	NOT PERMITTED
CURRENCY EXPOSURE	AUD

Fund rating history

APRIL 2023	RECOMMENDED
APRIL 2022	RECOMMENDED
MARCH 2021	INVESTMENT GRADE

What this Rating means

The 'Recommended' rating indicates that Lonsec has strong conviction the financial product can generate risk adjusted returns in line with relevant objectives. The financial product is considered an appropriate entry point to this asset class or strategy.

Strengths

- The Trust is managed by an experienced and well-led investment team.
- Increased breadth of resources and tools in particular manager research, asset allocation, performance analytics, governance and implementation teams.
- The Manager implements a robust and consistently applied investment process underpinning underlying manager selection and portfolio construction functions.
- Integration of the broader investment team has been progressing well to further enhance the Manager's investment capabilities.

Weaknesses

- Although the value proposition is strong, the Trust's overall fee load is relatively high in the peer group.

Fund Risk Characteristics

	LOW	MODERATE	HIGH
BUSINESS SUSTAINABILITY RISK		●	
CAPITAL VOLATILITY		●	
CREDIT RISK			●
FOREIGN CURRENCY EXPOSURE		●	
INTEREST RATE RISK			●
LEVERAGE RISK	●		
REDEMPTION RISK		●	
SECURITY CONCENTRATION RISK	●		
SECURITY LIQUIDITY RISK		●	

Risk categories are based on Lonsec's qualitative opinion of the risks inherent in the financial product's asset class and the risks relative to other financial products in the relevant Lonsec sector universe.

BIometrics

Aggregated risks

	1	2	3	4	5	6	7
STD RISK MEASURE			●				

A Standard Risk Measure score of 3 equates to a Risk Label of 'Low to Medium' and an estimated number of negative annual returns over any 20 year period of 1 to less than 2. This is a measure of expected frequency (not magnitude) of capital losses, calculated in accordance with ASFA/FSC guidelines.

	LOW	MODERATE	HIGH
RISK TO INCOME		●	

ANALYST: ISRIN KHOR | APPROVED BY: ALEC LEUNG

Features and benefits

	LOW	MODERATE	HIGH
COMPLEXITY		●	
ESG		●	

Fee profile

	LOW	MODERATE	HIGH
FEES VS. UNIVERSE			●
FEES VS. ASSET CLASS			●
FEES VS. SUB-SECTOR			●

Fee BIometrics are a function of expected total fee as a percentage of expected total return.

What is this Fund?

- OptiMix Wholesale Australian Fixed Interest Trust – Class B (the ‘Trust’) is an actively managed Australian fixed interest, multi-manager strategy which invests in a wide range of Australian sovereign, securitised and corporate bonds. The Trust aims to outperform the Bloomberg AusBond Composite 0+ Yr Index by at least 0.75% p.a. (before fees) over periods of three years or longer.
- OnePath Funds Management Limited (the ‘Manager’) is part of the group of companies and related bodies comprising Insignia Financial Limited. The Trust is managed by the IOOF investment team. IOOF adopts a Multi-Manager investment style, taking an active approach. IOOF’s investment philosophy is guided by a number of key principles which have foundations in academic research; active managers can outperform sector benchmarks over the long-term, in-depth research and analysis can provide superior insight and provide the potential for outperformance, and investment style can have a significant impact on performance.
- The Trust offers access to two underlying Australian fixed interest managers. Underlying managers are selected based on a broad range of skills such as duration management, yield curve positioning, sub-sector allocation, and credit selection.
- At the time of the review, the Fund invested with two underlying managers, which were Legg Mason Western Asset Management (50%) and Janus Henderson (50%).
- The Trust aims to produce a source of income and distribute quarterly. While the Trust intends to provide regular income, no pre-defined income target is set, and income may vary from quarter to quarter.
- The Fund’s PDS dated 30 September 2022 disclosed the Annual Fees and Cost (‘AFC’) totaling 0.72% p.a.. This value comprises (1) Management Fees and Costs of 0.71% p.a., (2) Performance Fee of 0.0% p.a., and (3) Net Transaction Costs of 0.01% p.a. In-line with RG97, some fees and costs have been estimated by the issuer on a reasonable basis. Actual fees and costs may vary to these estimates.
- The Fund charges buy/sell spread set at 0.12%/0.04%. These spreads can be subject to change, most notably during periods of market volatility, and can be sourced from the Manager’s website.

Using this Fund

This is General Advice only and should be read in conjunction with the Disclaimer, Disclosure and Warning on the final page.

- Lonsec notes that the Manager has produced a Target Market Determination (TMD) which forms part of its design and distribution arrangements for the Fund. Lonsec has sighted the TMD that has been provided by the Manager and notes that this should be referred to for further details on the Target Market Summary Description of Target Market and Review Triggers.
- Australian Fixed Interest Funds typically perform better during periods of declining or stable interest rates and contracting or stable credit spreads. Conversely, they will typically perform worse during periods of increasing interest rates (particularly when interest rates increase sharply) and deteriorating credit spreads.
- Australian Fixed Interest Funds generally have lower default risk and higher credit quality than Alternative Income funds.

Suggested Lonsec risk profile suitability

SECURE	DEFENSIVE	CONSERVATIVE	BALANCED	GROWTH	HIGH GROWTH
	●	●	●	●	

For guidance on appropriate asset allocations and risk profiles, refer to the latest Lonsec Strategic Asset Allocation Review and Risk Profile Definitions on our website.

Changes Since Previous Lonsec Review

- Effective July 2022, Dan Farmer was appointed as the Chief Investment Officer (‘CIO’) for the combined heritage IOOF, MLC and OnePath multi-manager businesses. The investment team is structured with responsibilities broadly segmented by Portfolio Construction, Portfolio Enablement and Special Capabilities functions. A number of team member responsibilities will be transitioned in a measured way over time.
- In June 2022, James Tayler was appointed as Head of Responsible Investment.
- In August 2022, Myooran Mahalingam resigned from the Manager and Liam Wilson took over as Portfolio Manager for the MLC Global Equities portfolios, in addition to already being the PM for IOOF and OptiMix Global Equities portfolios.
- There have been additional investment team changes effective 12 September 2022 which include:
 - Paul Crisci departed the Manager and Peter Sumner was appointed as Portfolio Manager for the Australian Equities and A-REIT portfolios;
 - Simon Elimelakh, Head of Investment Portfolio Analytics, transitioned to a contracting role. Furthermore, the analysts previously reporting through to Elimelakh now report to Daniel Ackland, Investment Analytics Manager;
 - David Djukanovic, Head of Exposure Management and Trading, leads a team of five including Head of Derivatives, Clifford Bayne, who reports directly to Djukanovic.
- In January 2023, Insignia Financial entered into a binding share sale agreement to divest its remaining 45% equity stake in JANA to JANA’s management

team. JANA would become a wholly management-owned business following the transaction. The completion of this transaction is expected to occur in early 2023. Lonsec notes, no changes in terms of JANA asset consulting services provided to the investment team.

Lonsec Opinion of this Fund

People and resources

- Insignia Financial Limited ('Insignia Financial', ASX code: IFL) is a leading provider of wealth management services including superannuation, platform administration and investment management, with over \$285.1bn assets under management and administration as 31 December 2022. Following the completion of the acquisition of MLC Wealth ('MLC') from National Australian Bank (ASX Code: NAB) in May 2021, Lonsec believes there are meaningful synergies realised from the breadth of resources, investment and risk management tools and significant collective industry experience of the combined businesses. The investment team members continue to collaborate effectively to manage their respective products.
- Effective 4 July 2022, Dan Farmer was appointed as the Chief Investment Officer ('CIO') for the combined heritage IOOF, OnePath and MLC multi-manager businesses. Lonsec believes that Farmer possesses the appropriate experience and skillset to lead the team and has skilfully navigated the significant changes arising from the MLC/Insignia Financial Ltd merger. Farmer previously was CIO of the IOOF investment management division and prior to this role, he was the Portfolio Manager for the Australian equities portfolios. Prior to joining the Insignia Financial, Farmer was Senior Executive Investments at Telstra Super. Furthermore, succession planning efforts also saw the appointment of Stanley Yeo as Deputy CIO and Head of Equities in 2021. Moreover and subsequent to the investment team restructure occurring in 2022, Yeo was appointed to Head of Strategy and Equities.
- The Trust is managed by Head of Fixed Interest Assets, Osvaldo Acosta. In addition to the Trust, Acosta also has responsibilities for Cash strategies, including the IOOF MultiMix Cash Enhanced Trust and IOOF Cash Management Trust. Lonsec considers Acosta to be suitably qualified and adept at managing the Trust, exhibiting a high degree of awareness concerning liquidity constraints and seeking out opportunities that offer additional alpha without compromising on quality. Acosta is well supported by his primary backup, Senior Manager (Fixed Interest Assets & Strategy), Mark Nordio who possesses 29 years of experience.
- The team is well-resourced consisting of 46 people in total, including Farmer and Yeo. The investment team has been recently restructured with responsibilities broadly segmented by Portfolio Construction, Portfolio Enablement and Special Capabilities functions. A number of team members' responsibilities will be transitioned in a measured way over time. While the senior team member departures are disappointing, Lonsec believes the reporting lines, roles and responsibilities remain

clearly defined under the current structure with team integration progressing well.

- Lonsec views key person risk associated with Acosta as low to moderate given the support and backup structure implemented.
- Lonsec considers the alignment of interest to investors to be moderate. 60% of the remuneration of the investment teams is directly linked to the performance of the multi-manager range of funds, which is heavily weighted to three and five year returns and can be taken as cash, salary sacrifice to superannuation or a combination of the above. The bonuses have a deferral component which promotes further alignment across the team.

Research and portfolio construction

- Overall, Lonsec considers the manager research process to be detailed and transparent. The Manager's research process integrates both quantitative and qualitative factors. The quantitative process is used to establish specific risk/return objectives at both the Trust and sector level and also to assist in screening, modelling and identifying managers that in aggregate have the attributes to construct a blended portfolio to meet a specific return and risk target.
- The Manager's research process aims to establish a narrow universe of funds that have been filtered by various criteria including the team's house views on suitable styles of managers for given asset classes. The Manager relies on the services of an external asset consultant, Mercer, when formulating individual strategies, and ad-hoc advice in strategic asset allocation and strategic tilting. Lonsec views Mercer is well-equipped to provide guidance and advice to the team. Combined with the team's sector specialist model, Mercer's MRB has allowed the Manager to undertake research across a broader range of underlying managers and strategies. While Lonsec has a positive view of the depth and breadth of Mercer's domestic and global manager coverage, Lonsec is seeking stability at Mercer following an increased turnover within Mercer's Manager Research Boutique (MRB) over recent years.
- Furthermore, Lonsec notes the investment team also has access to the asset consulting services of JANA. As the broader team integration continues to progress, Lonsec will be better able to assess JANA's input in the Manager's investment process. Lonsec will continue to monitor the team's relationship with JANA in future reviews following the binding share sale agreement to divest Insignia Financial's remaining 45% equity stake in JANA to JANA's management team.
- Pleasingly, the Manager has a well-developed list of designated back-up managers in the event of an adverse scenario eventuating (i.e. key Portfolio Manager departing). Lonsec looks favourably on multi-manager strategies having well-formulated contingency plans, believing it to be consistent with industry 'best practice'.
- The Manager also employs a 'Strategic Tilting' framework whereby occasional deviations from long term SAA are made when the Manager views markets to be at extremes of mispricing. Lonsec is

supportive of this approach, believing it may provide a basis for improving the risk/return outcome for investors. Furthermore, Lonsec is encouraged by the Manager introducing dedicated resourcing to the asset allocation process.

- Further complementing the ‘Strategic Tilting’ framework is the Trust’s ability to utilise an “Interest Rate Overlay”, which is designed as a risk management strategy to protect the portfolio against credit spread widening during risk-off events in the market. The overlay is implemented via positions in bank bills and exchange-traded bond futures to adjust to an appropriate overall duration of the portfolio best suited for the environment. Lonsec believes that the overlay is a good ‘lever’ available to the Portfolio Manager to exercise an element of active control over the Trust’ duration.

ESG Integration

- Lonsec’s ESG integration assessment considers how rigorous, robust and structured the ESG process for the Trust is as well as how well it integrates into the overall investment process and the Manager’s overall policy and reporting framework. The assessment is not intended to assess the underlying holdings of the Trust’s portfolio or the Manager’s adherence to any form of impact, green / sustainable or ethical standards.
- At the corporate level Lonsec views the Manager’s overall ESG policy framework and disclosure as lagging peers. The Manager has an articulated commitment to their integration of ESG within their investment process with evidence in their public positioning and policy framework. The Responsible Investment policy together with the proxy voting policy is freely available on the firm’s website. The level of disclosure with respect to the proxy voting policy and outcomes is slightly behind peers. The proxy voting policy lacks depth compared to peers and reporting on voting outcomes is publicly available, although rationales for dissenting votes is not provided. The engagement approach is explained within the Responsible Investment policy, however, is considered generic compared to peers. No reporting on engagement outcomes is publicly available.
- The Manager has indicated that their Responsible Investment style is “ESG Integration” and as such that they take Environmental, Social and Governance factors into consideration when assessing investment opportunities. With a primary ESG style of “Stewardship” Managers will usually focus their ESG strategy on Engagement and Voting as the key tool in managing their ESG risks. While stewardship approaches are common across most Managers, they can form the key ESG strategy employed by some Managers. Due to the qualitative nature of this style Lonsec highlights the need for Managers to provide clear and detailed reporting on both engagement and voting activities and recommends investors review the Trust’s stewardship reporting where available.
- Lonsec’s review of ESG integration for Multi Asset Funds such as this, reviews only the ESG components of the selection of underlying strategies or managers. It does not review the ESG integration at the level of each of the underlying funds or strategies.
- The Manager clearly incorporates an ESG element in their manager selection process. Managers must have

ESG policies in place and adhere to other minimum ESG based investment standards. Documentation requirements are appropriate. While there is no monitoring of the ESG characteristics of the underlying stocks performed, ongoing monitoring of the policies of the underlying managers is performed on at least an annual basis. Proxy voting is delegated to the underlying Managers however no clear voting guidelines on how that voting should be considered is issued by the Manager.

- There are no signs that company engagement on ESG issues is a component of the Manager’s current investment approach for this Fund.
- While ESG does not form a component of the Managers broader compliance framework, Lonsec looks very favourable on the level of transparency the Manager provides into portfolio holdings. Voting on the Trust is not controlled by the Manager limiting the Trust’s ability to vote in alignment with its own analysts views or investment/sustainability priorities.
- In June 2022, James Tayler was appointed as Head of Responsible Investment. Lonsec expects Tayler’s appointment to expand the scope of the Manager’s ESG integration through time.

Risk management

- Lonsec has been satisfied with the structure of the risk management functions embedded within the investment process. While continually evolving, the Manager has integrated compliance systems that enable underlying mandates to be implemented to ensure compliance with their predefined guidelines.
- Underlying managers are typically accessed via separately managed accounts enabling IOOF to tailor mandates to its requirements, e.g., maximum stock bet limits or maximum cash holdings. Lonsec considers this a positive structure as it can facilitate tighter portfolio construction, better product design control, the opportunity for better pricing, improved tax efficiency for investors, and the ability to manage implementation and transitions more efficiently.
- IOOF closely monitors manager portfolios and weightings on a daily basis and investigates daily any excess return outliers exceeding the 99% confidence level. In Lonsec’s opinion, ongoing mandate monitoring is very important within the Multi-Manager structure, as it is just as critical for underlying managers to be adhering to their investment process as it is that the process is of high quality.
- The Product Operational Accounting and the Office of the Responsible Entity undertake operational due diligence on potential investment managers and undertake annual reviews of the operational risks associated with employed managers. Lonsec views this positively as it reduces the workload of Portfolio Managers and improves specialisation.
- The team is continuing to improve the transparency of the underlying portfolios and has added these portfolios into Bloomberg PORT and FactSet.

Fees

- The Fund’s fee comprises of management fee of 0.71% p.a., an estimated performance fee of 0.0% p.a., and net transaction costs of 0.01% p.a. Lonsec considers

the total fee load for the Fund (AFC of 0.72% p.a.) as high relative to peers.

Product

- The Fund is a relatively vanilla multi-manager strategy that invests across a range of growth and defensive asset classes. Hence Lonsec does not consider it to be operationally challenging to implement. Additionally, the Manager employs high quality ‘tier 1’ service providers.
- The Fund is a registered managed investment scheme (MIS) for which OnePath Funds Management Limited (the ‘RE’), a related entity. The RE is responsible for operating and managing the MIS, holds an AFSL and as such is required to comply with its AFSL and RE obligations as outlined under the Corporations Act. Lonsec notes the RE has built experience in operating and managing a number of schemes over an extended period of time.
- The OptiMix Multi Asset products have been experiencing outflows over the medium term which heightens to an extent the potential for wind-up risk if this outflow trend was to materially accelerate.

Performance

- The objective of the Trust is to outperform the Bloomberg Ausbond Composite (All Maturities) Index (the ‘Benchmark’) by at least 0.75% p.a. (before fees) over periods of three years or longer.
- To 28 February 2023, the Fund has produced a return, net of fees, of -3.5% p.a. and 0.6% p.a., over a three and five year period, respectively. The Fund’s performance has been marginally below the peer median over these time periods. The Fund has underperformed the benchmark over these periods. The Fund has not consistently met its investment objective over a long period of time.
- The Fund’s volatility (as measured by standard deviation) was marginally higher than peers over both time periods. This has led to risk-adjusted return (as measured by Sharpe ratio) broadly in line with peers over a three and five year period to 28 February 2023.
- The Fund’s worst drawdown have been slightly larger than the peer median over three and five years.

Overall

- Lonsec has maintained the Trust’s ‘Recommended’ rating at its recent review. The rating reflects the high regard and conviction for the experience and calibre of the broader investment team. Further, lead Portfolio Manager, Osvaldo Acosta is considered sufficiently skilled and experienced to manage the Trust effectively. The rating is also underpinned by Lonsec’s positive view of the Trust’s robust and repeatable investment process. The increased resourcing from the combined heritage IOOF, OnePath and MLC businesses, provides further depth of expertise within investment management, asset allocation and risk management.
- Although the value proposition is strong, the Trust’s overall fee load is relatively high in the peer group.

People and Resources

Corporate overview

Insignia Financial Ltd (‘Insignia Financial’) is a wealth management company offering products and services across, financial advice and distribution, portfolio and estate administration, and investment management.

Insignia Financial is listed on the Australian Stock Exchange (ASX code: IFL). As of 31 December 2021, Insignia Financial had \$285.1bn in Funds Under Management and Administration.

These services are operated through a suite of brands including IOOF, Shadforth, Lonsdale, Bridges Financial Services, Consultum Financial Advisers, M3 Financial Services and RI Advice.

Size and experience

NAME	POSITION	EXPERIENCE INDUSTRY / FIRM
DANIEL FARMER	CIO	27 / 13
OSVALDO ACOSTA*	HEAD OF FIXED INTEREST ASSETS	22 / 6
MARK NORDIO#	SENIOR MANAGER - FIXED INTEREST AND STRATEGY	29 / 4

* Lead portfolio manager# Primary back-up

The Investment Team is structured along specialist lines. Osvaldo Acosta is Head of Fixed Interest Assets and joined IOOF in December 2016. Acosta possesses 21 years of experience within fixed income and capital markets across a number of roles. Most recently he worked at Western Asset Management where he was part of the team responsible for portfolio management, trading, and implementation of interest rate strategies across a variety of fixed income portfolios. Prior to that he oversaw multi-manager style portfolios at Australian Unity Investments and was a Treasury Manager at Westfield Group. Acosta’s primary backup is Senior Manager (Fixed Interest Assets & Strategy) Mark Nordio who possesses 26 years of experience. Nordio joined from CommInsure in August 2019 where he was a Senior Analyst for their Multi-Manager Fixed Income Strategies. Nordio previously worked at, Barclays Global Investors, Blackrock, and Antares Fixed Income.

The Portfolio Manager conducts qualitative and quantitative research and provides overall data support and recommendations to the five-member Investment Management Committee (‘IMC’). The IMC ultimately considers and approves asset allocation decisions and manager appointments.

The IMC meets bi-monthly or more frequently if required, and comprises of Anthony Hodges (Chairman and External Member), Denise Allen and Mary-Anne Nunan (External Members), Daniel Farmer (CIO), and Stanley Yeo (Head of Strategy and Equities). Osvaldo Acosta has been appointed as Secretary.

Back-office functions are performed by IOOF’s Investment Operations Team. Compliance monitoring, custody, unit pricing, registry, and financial reporting functions are outsourced to various parties including Insignia Financial and JP Morgan; while transition management and implementation are performed by a panel of transition managers including Citi, Macquarie, UBS, and State Street.

Remuneration

The investment team is rewarded with a combination of base salary and variable bonus. Remuneration of the investment teams is directly linked to the performance of the multi-manager range of funds. Typically, 60% of a team member’s variable remuneration is linked to the performance of the funds with 20% linked to broader product development initiatives and the remaining 20% related to behaviours and risk metrics. Variable remuneration is heavily weighted to longer-term performance, with 85% based on three and five year returns, and can be taken as cash, salary sacrifice to superannuation or a combination of the above.

Asset Consultant

IOOF appointed Mercer as its primary external asset consultant in July 2017 and MLC has a long standing relationship with JANA (JANA was previously a fully owned subsidiary of NAB. Insignia Financial Ltd sold its remaining minority share to JANA in January 2023). Post IOOF’s acquisition of MLC, the broader Insignia Financial multi manager business benefit from consultancy and research services provided by both Mercer and JANA.

These services include manager research and consultancy services when performing due diligence on prospective and currently appointed underlying managers, designing neutral benchmarks, stress testing, strategic tilting advice and performing various other risk management functions.

In addition to Mercer and Jana, Neuberger Berman assists in Alternative’s research. Neuberger Berman is an 80-year old private employee-owned investment manager. The firm manages equities, fixed income, private equity and hedge fund portfolios for institutions and advisors. With offices in 36 cities worldwide, Neuberger Berman’s team employs more than 2,400 professionals and manages more than US\$402bn in assets under management as at December 2021.

Research Approach

Overview

RESEARCH PHILOSOPHY	BLENDED QUALITATIVE AND QUANTITATIVE RESEARCH
TARGET MANAGER	HIGH QUALITY BETA AND ALPHA MANAGERS, BOTH ESTABLISHED AND BOUTIQUE.
NO. OF MANAGERS IN UNIVERSE	UNLIMITED
NO. OF MANAGERS ACTIVELY RESEARCHED	ALL MANAGERS RESEARCHED BY MERCER
RESEARCH INPUTS	VARIOUS - MANAGER MEETINGS, ASSET CONSULTANT, ETC.

IOOF’s integrated quantitative and qualitative investment process aims to establish a narrow universe of funds that have been filtered by various criteria including IOOF’s house views on suitable styles of managers for given asset classes and managers rated highly by Mercer. Qualitative research then focuses on the firm’s background and history, the key people and resources, investment style and strategy, portfolio construction, and constraints.

Screening of Managers

IOOF places a strong emphasis on active risk budgeting when in the Portfolio Construction process, and therefore identifies the type of managers/mandates required to fulfill particular roles within the available

tracking error budget. As such, managers who would be unlikely to fulfill a certain role within the portfolio will be screened out. This approach allows IOOF to minimize the universe of products to a manageable size rather than considering all available managers in each asset class. For example, IOOF’s house view on Australian equities is that well-resourced active managers, with a strong alignment of interest between investment staff and investors with relatively low funds under management, are most likely to outperform, and so will dedicate the research effort to these types of managers as opposed to the entire Australian equity universe.

IOOF also has access to Mercer’s Global Investment Manager Database (‘GIMD’) to enhance the scope of their research capability and as an additional tool for filtering to identify the most suitable funds. GIMD is an online database that encapsulates information ranging from manager research notes, historical performance statistics, ideas emerging in other markets, and economic research on approximately 5,300 managers and 26,000 funds.

Typically, IOOF will focus its research on managers rated B+ or higher by Mercer. However, the discovery of managers may be sourced through any source including Mercer, directly by IOOF, through existing networks and contacts with other industry participants, such as managers, consultants or superannuation plan operators. The IOOF investment team are encouraged to have a wide opportunity set for investment ideas.

Research focus

The list of potential managers identified as research priorities by the screening process will then be subject to additional research by the IOOF team before they can be included in a portfolio. This ‘double’ layer of manager research typically ensures that final funds in the portfolios have undergone a rigorous review process.

IOOF undertakes a mix of both qualitative and quantitative research. From a qualitative perspective, IOOF considers factors such as the firm’s background and history, financial position, the calibre of key decision-makers and the depth of available resources, investment strategy and style, idea generation and portfolio construction processes, and implementation constraints. The types of quantitative analysis conducted will include various types of performance, return and style-based analytics, various types of portfolio holdings-based attribution, and risk factor analytics.

Portfolio Construction

Overview

BENCHMARK	BLOOMBERG AUSBOND COMPOSITE (ALL MATURITIES) INDEX
RETURN OBJECTIVE (INTERNAL)	BENCHMARK PLUS 0.75% P.A. (BEFORE FEES) OVER ROLLING THREE YEARS
INVESTMENT STYLE	MULTI-MANAGER
CREDIT MANAGEMENT	UNDERLYING MANAGERS
DURATION MANAGEMENT	UNDERLYING MANAGERS
CURRENCY MANAGEMENT	UNDERLYING MANAGERS
TYPICAL NUMBER OF MANAGERS	2

IOOF's primary objective with respect to the determination of manager weightings is to achieve a style-neutral portfolio free from any undesired systematic style, capitalisation, or other factor biases relative to the relevant benchmark. Manager weightings are also determined via an assessment of contribution to total active risk to ensure no one manager has a disproportionate expected contribution. However, a manager's contribution to total active risk is not considered in isolation but with reference to the correlation of its excess returns with other managers and the objective of the product.

To summarise the actual portfolio construction process, in the first instance, active risk and return targets are set for the Trust's risk profile. The tracking error or risk budget is then apportioned between allowable asset classes based on IOOF's house views of the available risks and opportunities. Finally, managers are selected and blended to fill the risk budget, with each manager's contribution to risk being commensurate with their expected contribution to the alpha target. The number and style of managers within each asset class are also pre-determined according to IOOF's house view.

Manager blending is conducted following both qualitative and quantitative assessments. The qualitative analysis includes a comparative analysis of each manager, and the diversification benefits they offer. Quantitative analysis includes factors such as correlation, historical returns, style biases, capitalisation analysis, regression analysis, and various risk analytics.

Prior to submitting a manager recommendation to the IMC, the recommendation is peer-reviewed by the Investment Manager Peer Review Group. This group consists of senior investment professionals (Chief Investment Officer and Portfolio Managers) that are ultimately responsible for the review of manager proposals before being formally considered by the IMC. This ensures any manager proposal to the IMC has been rigorously peer-reviewed as a means of quality control and to minimise individual bias and subjectivity. It is also a means to consider the manager's proposal in a total portfolio context.

The following summarises the underlying managers within the Trust as of 28 February 2023. Consistent with IOOF's aim of broad style neutrality, there is a selection of managers with varying investment styles.

Legg Mason Western Asset Management 50%

- **Investment Style** – Fundamental Value
- **Strategic Weight** – 50%

Western Asset, a wholly-owned subsidiary of Legg Mason. Legg Mason is one of the world's largest asset managers. The Manager invests across global equity, fixed income, property, and alternative investment markets. Legg Mason was founded in 1899 and is listed on the NYSE (code: LM).

The 5 member investment team managing the mandate has an average of over 20 years of experience. The portfolio manager of the mandate is Anthony Kirkham who has 28 years of industry experience.

The objective of the mandate is to outperform the AusBond Composite Index by 0.75% p.a. The portfolio manager uses a combined top-down and bottom-up approach to investing undertaking macroeconomic analysis and credit research based on fundamental analysis and assessment of relative value.

Janus Henderson Investors

- **Investment Style** – Core
- **Strategic Weight** – 50%

Janus Henderson is a global asset management business, with a local investment team focussing on fixed income. Janus Henderson's regional offices operate via a boutique model, effectively allowing differences in investment processes across offices.

The seven-member Australian Fixed Interest team manage the unit trust. Portfolio Manager, Jay Sivapalan (Head of Australian Fixed Interest) has approximately 22 years of industry experience. The objective of the mandate is to outperform the AusBond Composite Index by 0.75% p.a. The investment team uses both top-down and bottom-up approaches in managing the portfolio, with duration positioning aided by the team's "Fair Value Swap Curve" model while the portfolio's credit positioning is driven by top-down factors alongside bottom-up output from the team's Credit Committee

Risk Management

Risk limits

SEPARATE RISK MONITORING	YES
DURATION RISK LIMIT	+/- 1.5 YEARS (BENCHMARK RELATIVE)
MINIMUM ISSUE CREDIT RATING	BB+
MAX. LOOK THROUGH SUB-INVESTMENT GRADE EXPOSURE	2.5%
GEARING	NO
MAX PORTFOLIO WEIGHT TO ONE OBLIGOR	10%

All underlying managers are subject to constraints as specified in an investment management agreement. Most underlying managers are accessed via separately managed accounts. This enables IOOF to tailor mandates to its requirements, for example, maximum stock exposure limits or maximum cash holdings.

The risk tools employed by IOOF include Bloomberg, Factset, and Barra. Risk analysis is also completed by Mercer, whenever a change to the portfolio is proposed.

Risk monitoring

The IOOF investment manager monitoring process consists of a number of prescribed stages. This includes the review of monthly investment reports, review of quarterly manager questionnaires, formal quarterly manager interviews, quarterly manager review notes, ongoing quantitative performance analytics, and ongoing review of external research. Quarterly Manager Questionnaires cover not only risk and performance but also any changes or developments in people or processes. Formal manager interviews (and site visits where practical) are also conducted on an ad-hoc basis where required.

Manager weightings are monitored on a daily basis and are rebalanced on an ongoing basis using cashflows. Using cashflows in this way means that active rebalancing of the portfolio is rarely required which minimises turnover and transaction costs/tax implications.

Product Operational Accounting and the Office of the Responsible Entity works with the Investment Team to review and assess the operational capabilities of all manager appointments.

This team also monitors, reviews and assesses the operational risks associated with employed Investment Managers on an annual basis.

Operational due diligence includes a review of the systems, policies, processes and resources managers have in place to monitor and manage operational risk exposures. Reviews typically focus on the below areas:

- Professional indemnity insurance
- Auditing Practices (with reference to GS007 requirements)
- Organisational structures
- Business Continuity Management
- Policy Summaries
- Risk Management Approaches
- Investment Compliance
- Breaches & Incidents

Implementation

Portfolio allocations are monitored daily and re-balanced as necessary (subject to a tolerance range of +/-3% at the asset class level and +/-5% at the manager level). Cashflows are actively used to rebalance the portfolio on an ongoing basis, so the tolerance bands are rarely breached. Cashflows are allocated using a proprietary cashflow management system which allows for straight through processing to underlying investment managers.

External transition managers are appointed from a panel at 'arm's length' to ensure that objectivity is maintained. Custody, unit pricing, registry and financial reporting functions are outsourced to various parties including IOOF and JP Morgan.

Risks

An investment in the Trust carries a number of standard investment risks associated with investment markets. These include economic, market, political, legal, tax and regulatory risks. Investors should read the PDS before making a decision to invest or not invest. Lonsec considers the major risks to be:

Market risk

Investment returns are influenced by the performance of the market as a whole. This means that your investments can be affected by things like changes in interest rates, investor sentiment and global events, depending on which markets or asset classes you invest in and the timeframe you are considering.

Security and investment-specific risk

Within each asset class and each fund, individual securities like mortgages, shares, fixed interest securities or hybrid securities can be affected by risks that are specific to that investment or that security. For example, the value of a company's shares can be influenced by changes in company management, its business environment or profitability. These risks can also impact on the company's ability to repay its debt.

Interest rate risk

The movement in interest rates and bond yields directly impacts the market value of a fixed interest fund's holdings. Market prices of fixed rate securities are typically inversely related with the movement of interest rates or bond yields, e.g. rising bond yields reduce market value of securities. Duration is a measure of the interest rate risk in a fund.

Credit risk

Investing in non-sovereign debt securities, such as corporate bonds, typically carries with it an increased level of credit risk. Credit risk generally refers to the extent of a borrower's willingness and ability to repay their debt. Higher credit risk generally infers a greater risk of capital loss. Credit investments are typically split between investment grade (AAA to BBB-) and sub-investment grade (BB+ to D). Up to 20% of the Trust may be held in sub-investment grade debt on a look-through basis.

Derivative risk

The Trust may use derivatives extensively to hedge the risk associated with physical securities. The value of a derivative is derived from the value of an underlying asset. This involves basis risk as the derivative may not move in line perfectly with the physical security. Other risks associated with derivatives include counterparty risk and the potential for leverage risk.

Counterparty risk

Counterparty Risk is a special case of credit risk, where a fund is indirectly exposed to the credit risk of a counterparty for the completion of a trade or investment, e.g. over-the-counter derivatives such as interest rate swaps.

Other risks

Please refer to the Trust's PDS for more details on items identified by the Responsible Entity and Manager including Liquidity Risk, Counterparty Risk, Legal and Regulatory Risk.

OptiMix Wholesale Australian Fixed Interest Trust — Class B

ISSUE DATE 18-04-2023

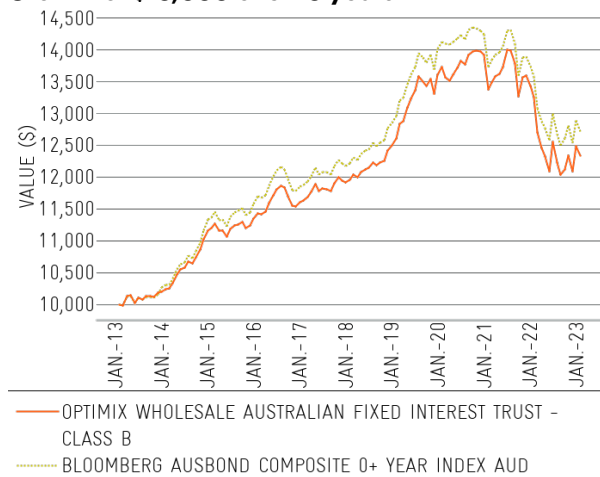
Quantitative Performance Analysis - annualised after-fee % returns (at 28-2-2023)

Performance metrics

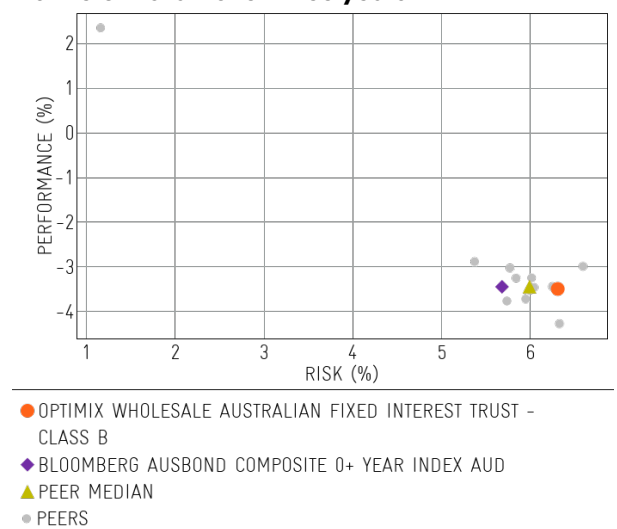
	1 YR		3 YR		5 YR		10 YR	
	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN	FUND	PEER MEDIAN
PERFORMANCE (% PA)	-6.86	-6.66	-3.49	-3.44	0.64	0.79	2.13	2.46
STANDARD DEVIATION (% PA)	8.43	7.84	6.31	5.99	5.43	5.24	4.19	4.17
EXCESS RETURN (% PA)	-0.49	-0.27	-0.05	0.00	-0.18	-0.03	-0.31	0.03
OUTPERFORMANCE RATIO (% PA)	41.67	41.67	52.78	58.33	46.67	49.17	47.50	55.83
WORST DRAWDOWN (%)	-9.18	-8.55	-14.01	-13.69	-14.01	-13.73	-14.01	-13.89
TIME TO RECOVERY (MTHS)	NR	NR	NR	NR	NR	NR	NR	NR
SHARPE RATIO	-1.02	-1.03	-0.66	-0.66	-0.08	-0.05	0.11	0.19
INFORMATION RATIO	-0.42	-0.38	-0.05	0.01	-0.21	-0.04	-0.43	0.05
TRACKING ERROR (% PA)	1.16	0.81	1.07	0.82	0.83	0.63	0.72	0.52

PRODUCT: OPTIMIX WHOLESALE AUSTRALIAN FIXED INTEREST TRUST - CLASS B
 LONSEC PEER GROUP: FIXED INTEREST - AUSTRALIAN FIXED INTEREST
 PRODUCT BENCHMARK: BLOOMBERG AUSBOND COMPOSITE 0+ YEAR INDEX AUD
 CASH BENCHMARK: BLOOMBERG AUSBOND BANK BILL INDEX AUD
 TIME TO RECOVERY: NR - NOT RECOVERED, DASH - NO DRAWDOWN DURING PERIOD

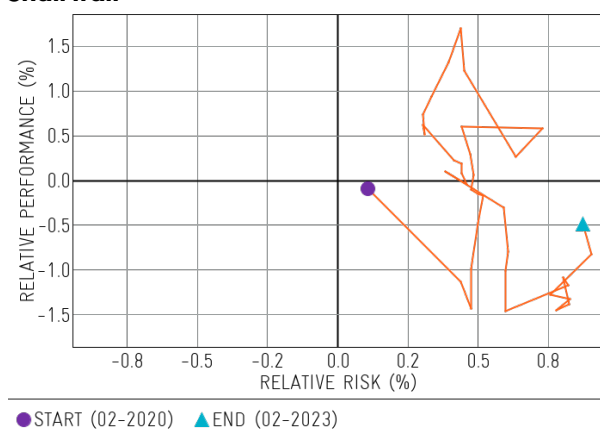
Growth of \$10,000 over 10 years



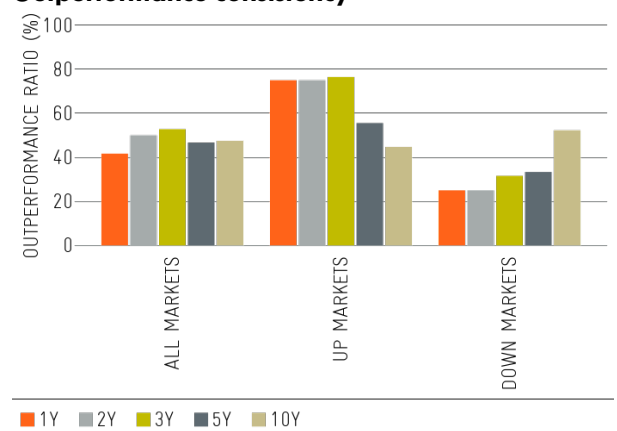
Risk-return chart over three years



Snail trail



Outperformance consistency



ANALYST: ISRIN KHOR | APPROVED BY: ALEC LEUNG

Glossary

Total return ‘Top line’ actual return, after fees
Excess return Return in excess of the benchmark return
Standard deviation Volatility of monthly Absolute Returns
Tracking error Volatility of monthly Excess Returns against the benchmark (the Standard Deviation of monthly Excess Returns)
Sharpe ratio Absolute reward for absolute risk taken (outperformance of the risk free return (Bank Bills) / Standard Deviation)
Information ratio Relative reward for relative risk taken (Excess Returns / Tracking Error)
Worst drawdown The worst cumulative loss (‘peak to trough’) experienced over the period assessed
Time to recovery The number of months taken to recover the Worst Drawdown
Snail Trail A trailing 12-month relative performance and relative risk measurement over the benchmark. The trail is generated using a 12-month rolling window over the specified period

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