

A DIFFERENTIATED APPROACH TO GEM

DO YOU NEED A TEAM OF STARS – OR A STAR TEAM?

As value driven stock pickers for global emerging market (GEM) equities, we are a small, highly experienced team of peers, all with significant buy-in to the investment process.

We collectively debate every investment candidate. Our culture is one of challenge and debate, which fosters a creative team dynamic that enables high conviction investment decisions.

All investment outcomes are owned by the team. This serves to reinforce the

strength and quality of debate – and important team environment that we think is essential to making effective decisions for our clients.

We believe that articulating and incorporating our beliefs about the behavioural sources of mispricing gives us an edge and is an important differentiator. We observe that prices often rise and fall to a greater extent than rationally justified.

Our disciplined valuation framework provides us with an approach to identify

high-conviction investment opportunities amid the uncertainties prevalent in markets. We focus on understanding the price of a company compared to its sustainable longer-term earnings potential.

We also differ from our competitors in how we select the best ideas. Our investment approach and team structure allow us the flexibility to focus our research efforts solely on the team's best potential investment ideas.

The most important thing is that everyone feels they have the right and the obligation to debate and challenge the analysis. Rather than being a team of stars – with managers operating on their own – we are a star team, with a very strong culture. We work together to get our best thinking on the table for clients and their portfolios.

Don't pick the crowd favourite
Click here to find out more



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