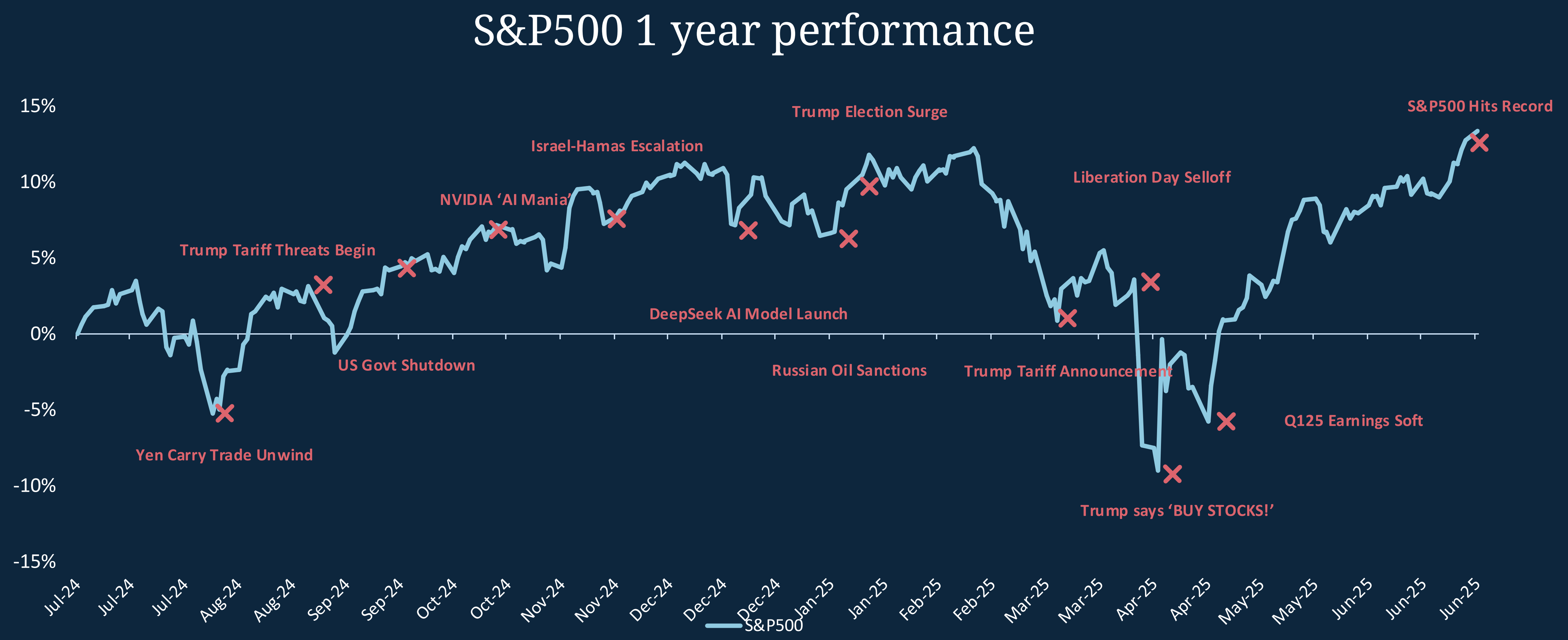
SOLARIS
investment management

Pinnacle Investment Summit 2025

Presented by Charles Story, Portfolio Manager

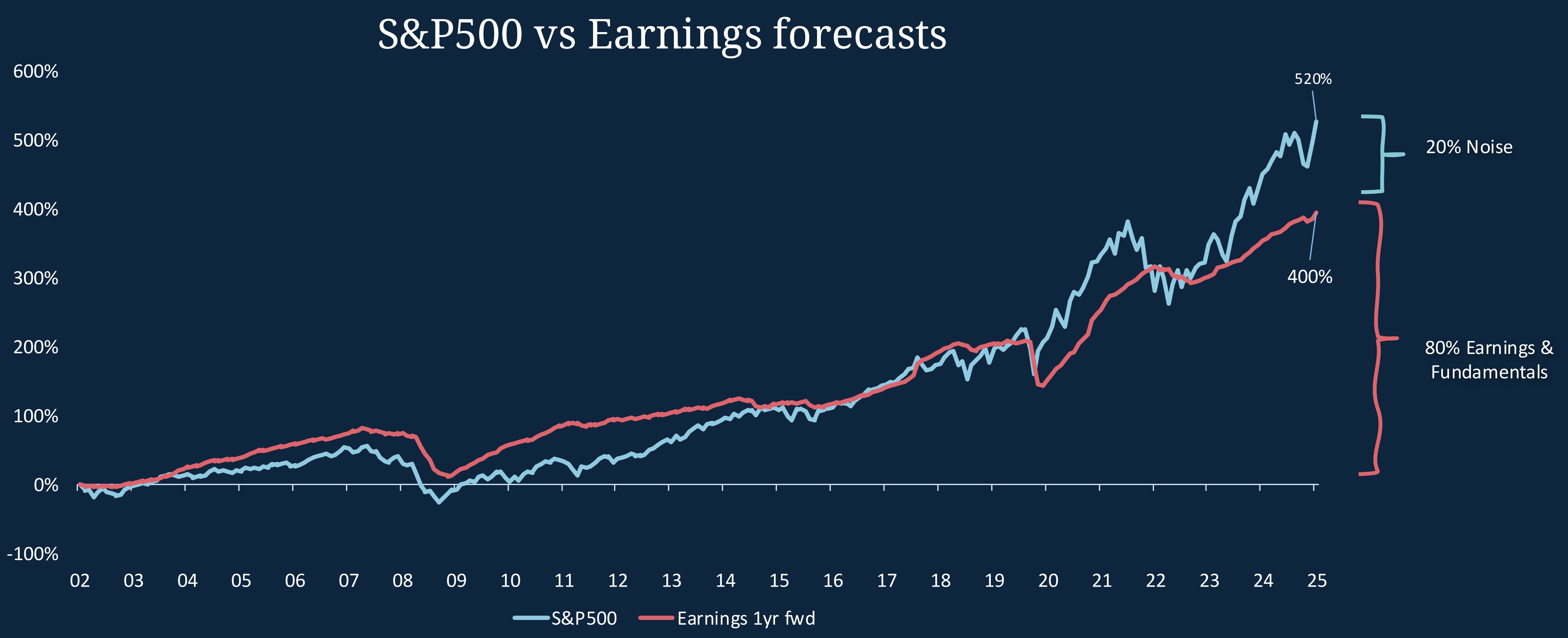
Short Term – Noisy Markets



Extremely noisy and subject to many influences

Source: Bloomberg. Reflects S&P 500 Index. 2024 to 2025, June 2025. The graph does not reflect costs. Past performance is not a guarantee of future results

Long Term – Fundamentals win



Fundamental analysis wins in the long term

Source: Bloomberg. Reflects S&P 500 Index. 2002 to 2025, June 2025. The graph does not reflect costs. Past performance is not a guarantee of future results

Solaris Investment Process

<u>Qualitative</u>

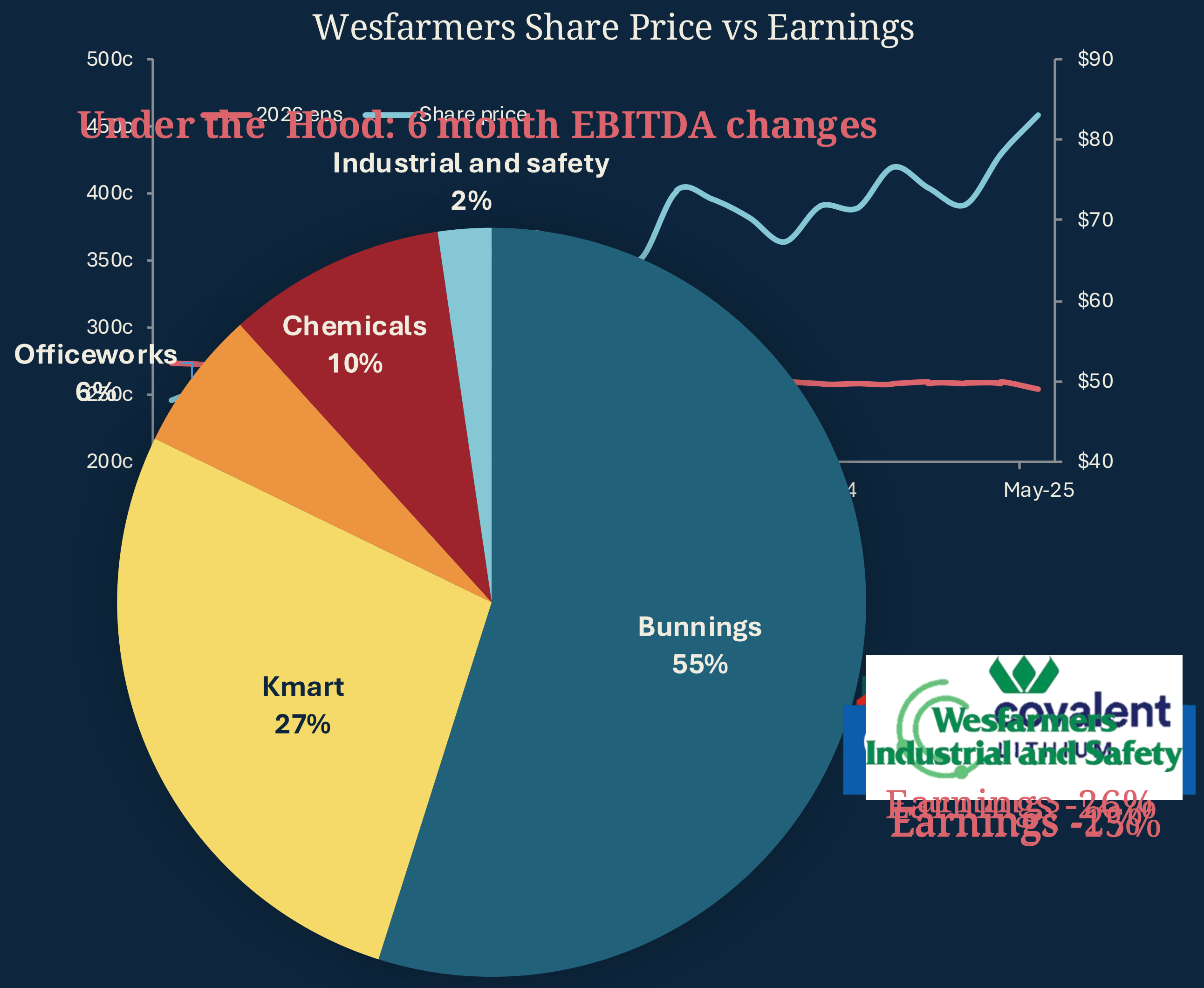
- Management
- Industry Structure
- Balance Sheet
- ESG
- Cashflow Profile
- Trend ROE

<u>Quantitative/Process</u>

- Deep Research
- Corporate Access
- Financial modelling
- Market Inefficiencies
- Portfolio Construction

No hocus pocus. Just diligence and focus
Refined over 20+ years, and still evolving

Case Study - Wesfarmers



Group Earnings -3%

<u>Share price disconnected from fundamentals</u>

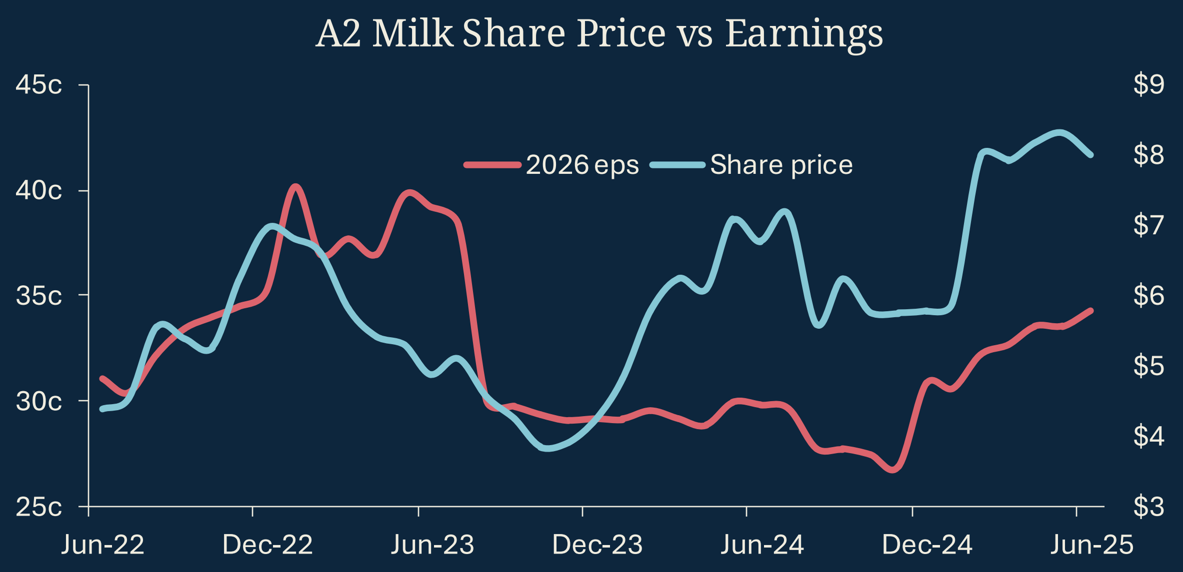
- Share price +75% vs Earnings -5% over 2 years
- PE re-rate on flows and positioning
- Bunnings resilience
- Valuation stretched, fundamentals deteriorating
- Solaris avoided due to disciplined process

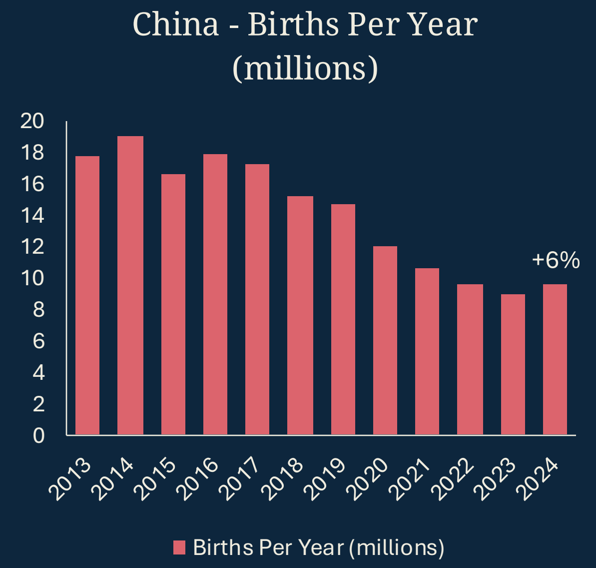
Source: Solaris, broker consensus historic and forecast data, Wesfarmers. June 2025. Past performance is not indicative of future performance.

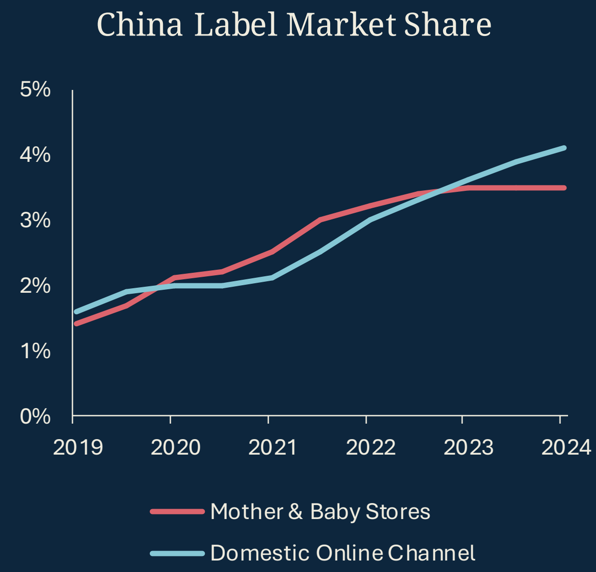
Case Study – A2 Milk

<u>Earnings inflection, ignored by the market</u>

- Fundamentals improving
- Earnings being upgraded
  - China birth rates stabilising
  - A2 gaining share
- Industry structure strong
- Fortress balance sheet and improving ROE
- Held across Core, Long/Short & Income strategies





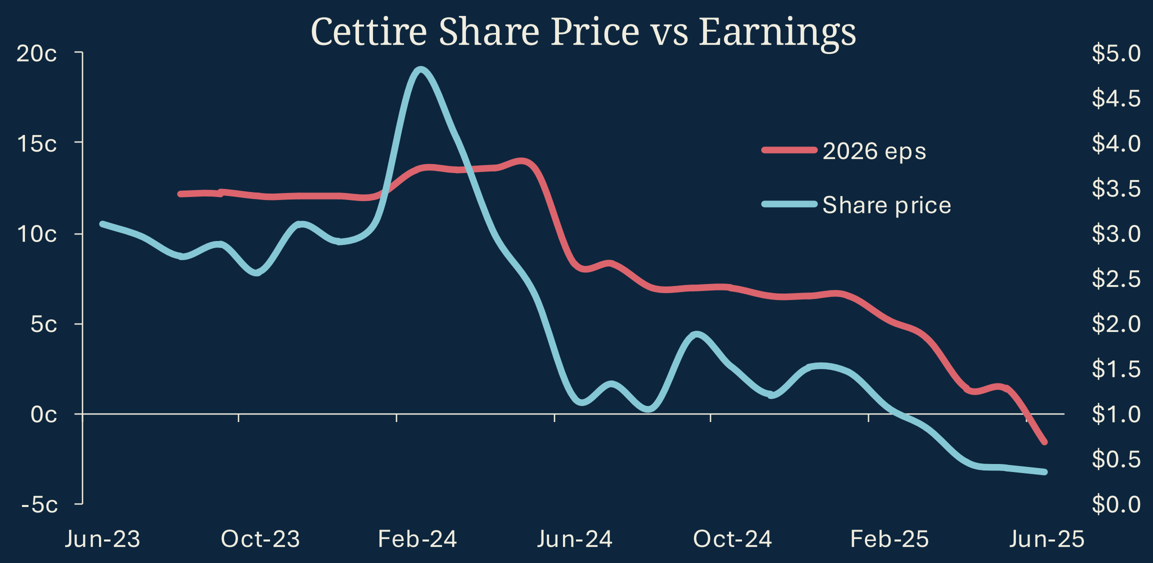


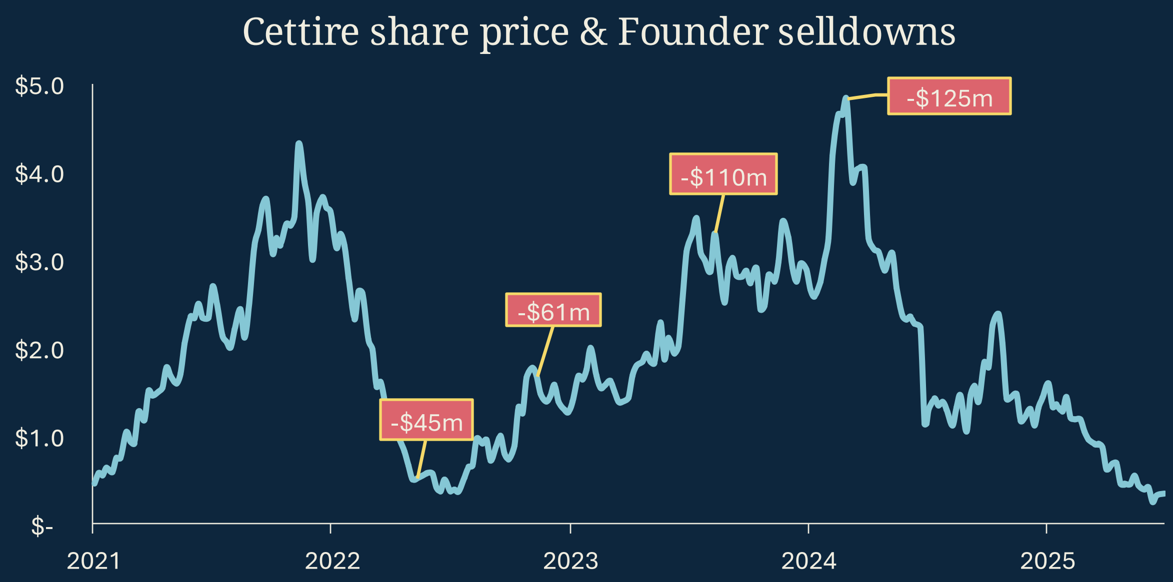
Source: Solaris, broker consensus historic and forecast data, A2 Milk, China National Bureau of Statistics. June 2025.

Case Study – Cettire

Built on hype, unwound on fundamentals

- Online luxury retailer with no brand relationships
- Poor industry structure
- Governance risk
- Insider selling
- Aggressive accounting





Source: Solaris, broker consensus historic and forecast data. Past performance is not indicative of future performance. June 2025.
Disclaimer: Companies mentioned are for illustrative purposes only and are not a recommendation to buy or sell any particular security.

Summary

Short term divergences

Earnings drive share prices in the long term

Opportunities exist

Funds available

18 / 25 years outperformance

	Genium	Morningstar	Lonsec Research	Zenith
Solaris Core Australian Equity Fund		Morningstar Silver	Recommended Lonsec Research	Zenith Highly Recommended
Solaris Core Australian Equity Fund (Performance Alignment)	5 Highly Recommended Genium	Morningstar Gold	Recommended Lonsec Research	Zenith Highly Recommended
Solaris Australian Equity Long Short Fund	5 Highly Recommended Genium	Morningstar Bronze	Recommended Lonsec Research	Zenith Highly Recommended
Solaris Australian Equity Income Fund	4 Recommended Genium		Recommended Lonsec Research	Zenith Recommended

Past performance is not a reliable indicator of future performance.

Disclaimer

SOLARIS investment management

This presentation is prepared by Solaris Investment Management Limited ('Solaris') (ABN 72 128 512 621, AFSL 330 505) as the investment manager of the Solaris Australian Equity Income Fund (ARSN 618 961 667), Solaris Australian Equity Long Short Fund (ARSN 618 962 995), Solaris Core Australian Equity Fund (ARSN 128 859 898) and Solaris Core Australian Equity Fund (Performance Alignment) (ARSN 128 859 898) (the 'Funds'). Pinnacle Fund Services Limited ('PFSL') (ABN 29 082 494 362, AFSL 238371) is the product issuer of the Funds and is a wholly owned subsidiary of Pinnacle Investment Management Group Limited (‘Pinnacle’) (ABN 22 100 325 184). PFSL is not licensed to provide financial product advice.

The information contained in this presentation is general information only and does not take into account your objectives, financial situation or needs. Before making a decision to acquire, or continue to hold units in, the Funds, you should consider the Product Disclosure Statement (PDS) and Target Market Determination (TMD) which are available at https://solariswealth.com.au/. For historic TMDs, please contact Pinnacle Client Services via phone 1300 010 311 or email service@pinnacleinvestment.com. Any persons relying on this information should obtain professional advice before doing so and consider the appropriateness of the information having regard to your specific circumstances.

Past performance is not a reliable indicator of future performance and the repayment of capital is not guaranteed. Any opinions and forecasts reflect the judgment and assumptions of Solaris and its representatives based on information available as at the date of publication and may later change without notice.

Whilst Solaris, PFSL and Pinnacle believe the information contained in this presentation is reliable, no warranty is given as to its accuracy, reliability or completeness and persons relying on this information do so at their own risk. To the extent permitted by law, Solaris, PFSL and Pinnacle disclaim all liability to any person relying on the information contained in this presentation in respect of any loss or damage (including consequential loss or damage), however caused, which may be suffered or arise directly or indirectly in respect of such information. Unauthorised use, copying, distribution, replication, posting, transmitting, publication, display, or reproduction in whole or in part of the information contained in this presentation is prohibited without obtaining prior written permission from Solaris.

Genium Disclaimer

The Genium rating (assigned WHT0012AU, WHT0001AU – November 2024, WHT3859AU, WHT2589AU – December 2024) presented in this document is issued by Genium Investment Partners Pty Ltd ABN 13 165 099 785, which is a Corporate Authorised Representative of Genium Advisory Services Pty Ltd ABN 94 304 403 582, AFSL 246580. The Rating is limited to “General Advice” (s766B Corporations Act 2001 (Cth)) and has been prepared without taking into account the objectives, financial situation or needs of any individual, including target markets of financial products, where applicable, and is subject to change at any time without notice. Past performance information is for illustrative purposes only and is not indicative of future performance. It is not a recommendation to purchase, sell or hold the relevant product(s). Investors should seek independent financial advice before making an investment decision in relation to this financial product(s). Genium receives a fee from the Fund Manager for researching and rating the product(s). Visit Geniumip.com.au for information regarding Genium’s Ratings methodology.

Morningstar Analyst Ratings

The Morningstar Analyst Rating™ for the Solaris Core Australian Equity Fund (Performance Alignment) is ‘Gold’ as of 10 July 2024.
The Morningstar Analyst Rating™ for the Solaris Core Australian Equity Fund is ‘Silver’ as of 10 July 2024.
The Morningstar Analyst Rating™ for the Solaris Australian Equity Long Short Fund is ‘Bronze’ as of 10 July 2024.

 Neither Morningstar, its affiliates, nor the content providers guarantee the data or content contained herein to be accurate, complete or timely nor will they have any liability for its use or distribution. Any general advice or 'class service' have been prepared by Morningstar Australasia Pty Ltd (ABN: 95 090 665 544, AFSL: 240892) and/or Morningstar Research Ltd, subsidiaries of Morningstar, Inc, without reference to your objectives, financial situation or needs. Refer to our Financial Services Guide (FSG) for more information at https://www.morningstar.com.au/s/fsg.pdf. You should consider the advice in light of these matters and if applicable, the relevant Product Disclosure Statement before making any decision to invest. Our publications, ratings and products should be viewed as an additional investment resource, not as your sole source of information. Past performance does not necessarily indicate a financial product's future performance. To obtain advice tailored to your situation, contact a professional financial adviser. Some material is copyright and published under licence from ASX Operations Pty Ltd ACN 004 523 782 ("ASXO").

Zenith Investment Partners

The Zenith Investment Partners (‘Zenith’) (ABN 27 103 132 672 , AFSL 226 872) rating (assigned WHT0012AU; SOL0001AU; WHT3859AU; WHT2589AU – September 2024), referred to in this document is limited to "General Advice" (as defined by the Corporations Act 2001) for Wholesale clients only. This advice has been prepared without taking into account the objectives, financial situation or needs of any individual. It is not a specific recommendation to purchase, sell or hold the relevant product(s). Investors should seek independent financial advice before making an investment decision and should consider the appropriateness of this advice in light of their own objectives, financial situation and needs. Investors should obtain a copy of, and consider the PDS or offer document before making any decision and refer to the full Zenith Product Assessment available on the Zenith website. Zenith usually charges the product issuer, fund manager or a related party to conduct Product Assessments. Full details regarding Zenith's methodology, ratings definitions and regulatory compliance are available on our Product Assessment's and at Fund Research Regulatory Guidelines.

Lonsec Disclaimer

The ratings issued October 2024 (WHT2589AU; WHT0012AU; SOL0001AU; WHT3859AU) are published by Lonsec Research Pty Ltd ABN 11 151 658 561 AFSL 421 445 (Lonsec). Ratings are general advice only, and have been prepared without taking account of your objectives, financial situation or needs. Consider your personal circumstances, read the product disclosure statement and seek independent financial advice before investing. The rating is not a recommendation to purchase, sell or hold any product. Past performance information is not indicative of future performance. Ratings are subject to change without notice and Lonsec assumes no obligation to update. Lonsec uses objective criteria and receives a fee from the Fund Manager. Visit lonsec.com.au for ratings information and to access the full report.

Thank You

SOLARIS
investment management
www.solariswealth.com.au