



# PINNACLE SUMMIT SERIES 2024

## Big Ideas that endure

Presented by Michael Bell  
CIO

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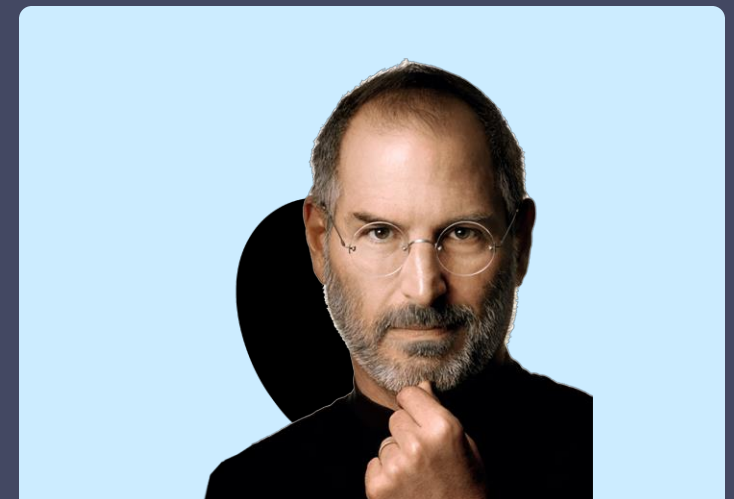
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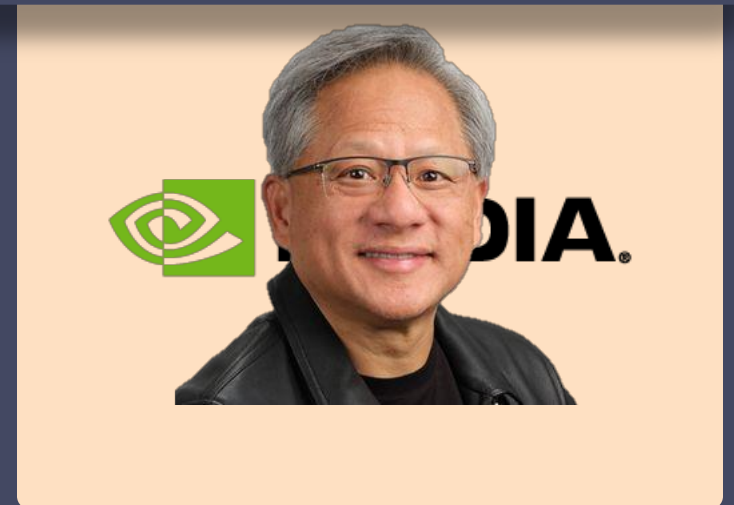
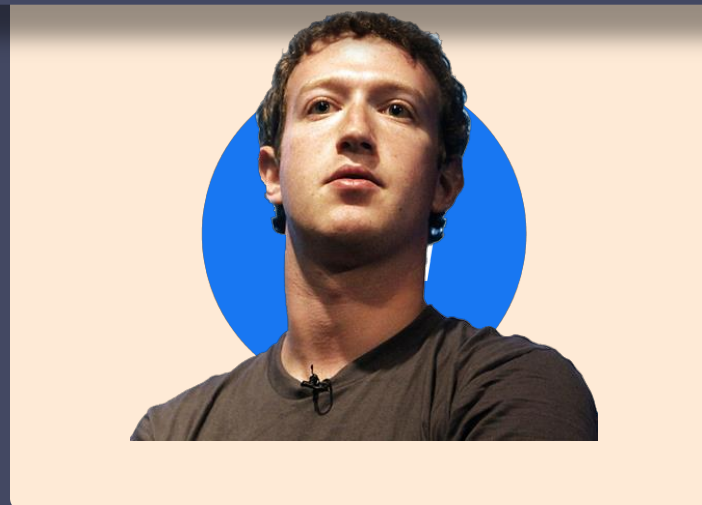
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# What do the worlds largest companies have in common?

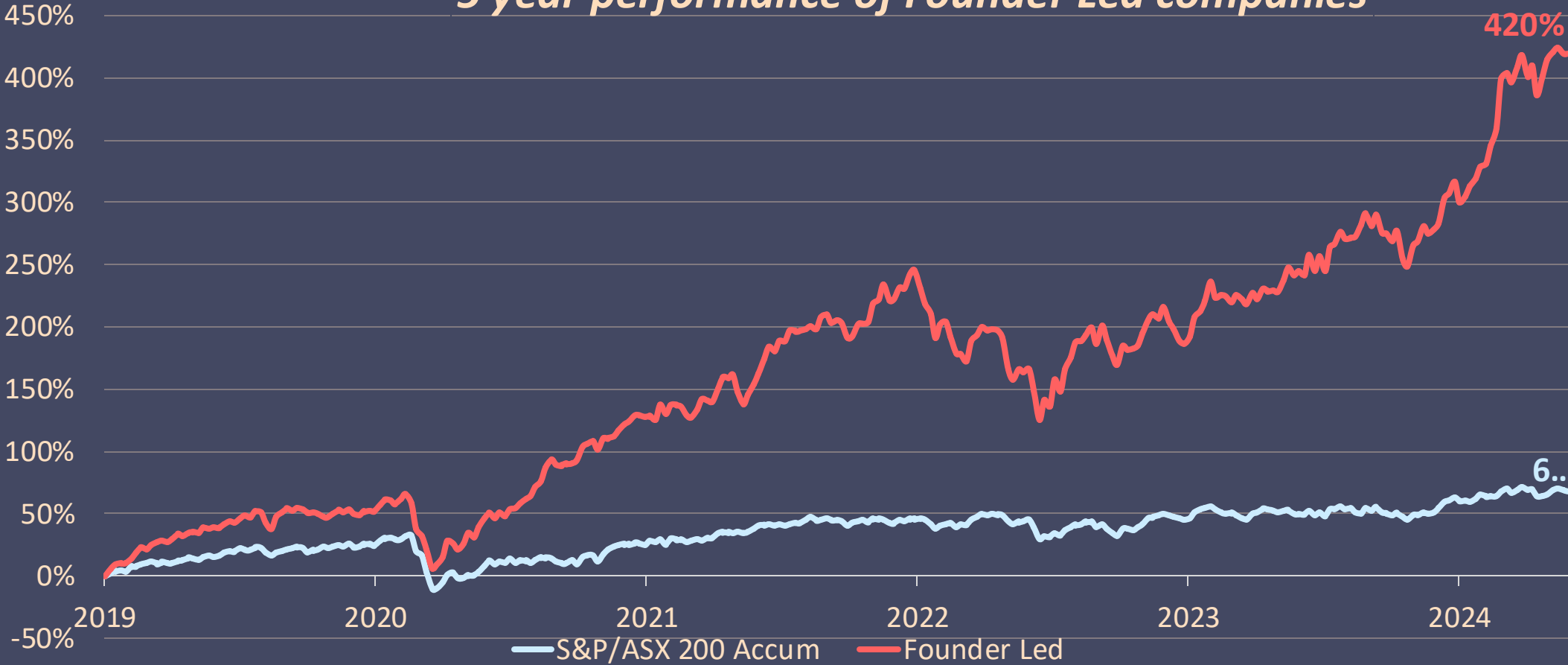


*It's no coincidence that many of the largest and most successful companies are founder led*



# Founder led companies outperform

## 5 year performance of Founder Led companies



# Why do Founder led outperform?

Decisive and Agile



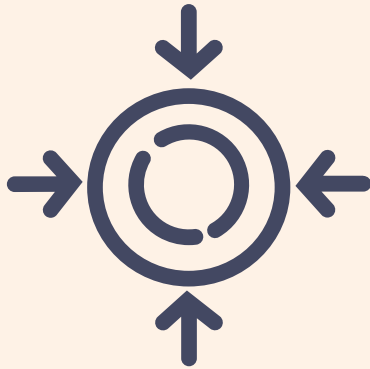
Capital Allocation



Alignment



Deep Industry Knowledge



Vision and Passion








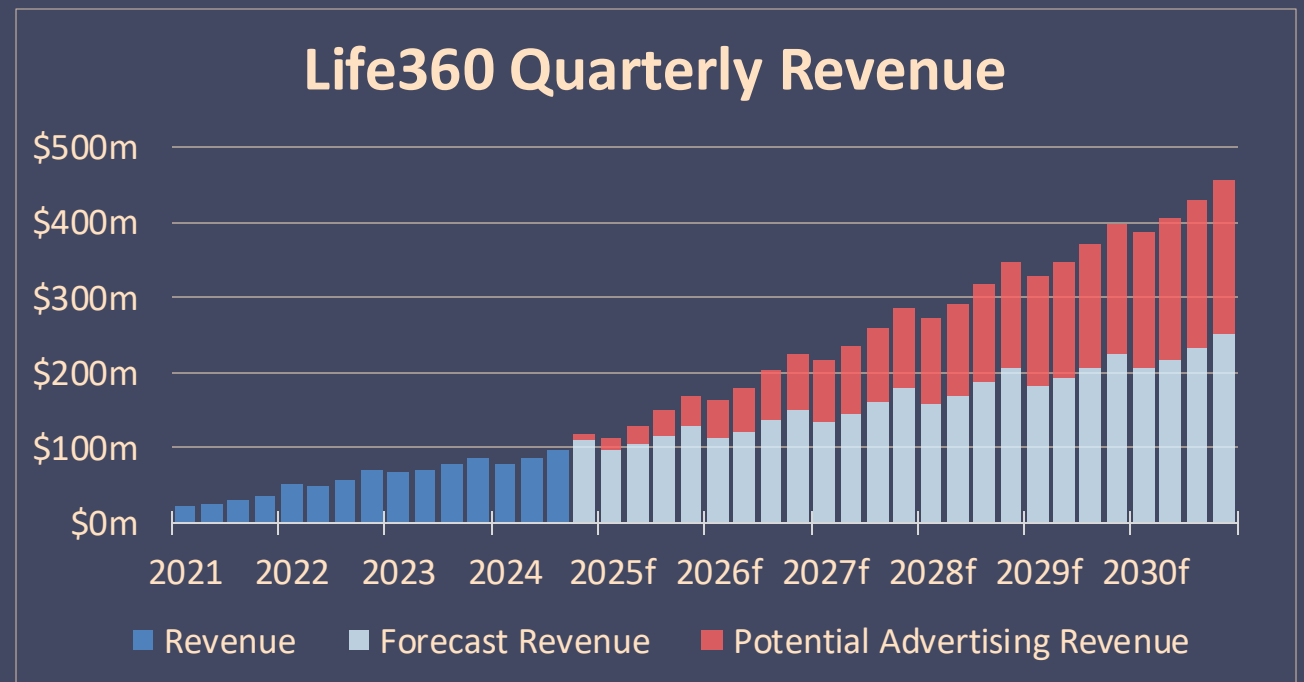
Culture



# CASE STUDY: @ Life360

- Founder led, mobile platform, helps parents keep family and possessions safe
- Top 5 downloaded social media apps in USA
- Strong revenue growth and stronger earnings growth potential with move from “fremium” to advertising model

HOTTEST SOCIAL APPS IN USA	
	1. Threads, Instagram
	2. WhatsApp
	3. Facebook
	4. Telegram Messenger
	<b>5. Life360</b>



# Several risks you need to navigate



*It's not all rainbows and lollipops*

## 1. Founder Selling



## 2. Governance Risks



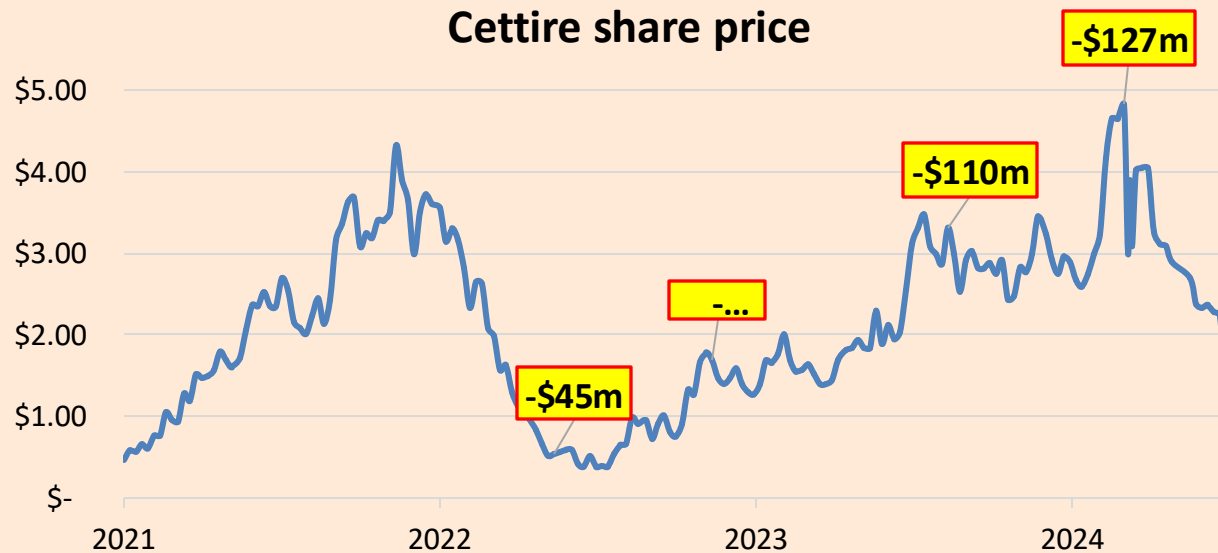
## 3. Management Churn



# CASE STUDY: Founder Selling

## CETTIRE

Cettire share price



### Red Flags

- Sustainability of Biz Model
- Questionable profit drivers
- Website pricing inconsistencies
- Consistent founder selling

*Mr Mintz: "...in response to strong investor demand, undertaking this share sale provides enhanced liquidity and free float..."*



# Summary

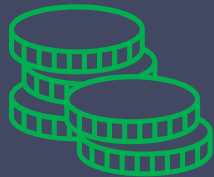


FOUNDER led companies can significantly outperform



## ALIGNMENT

Broad equity ownership and a product that only charges fees when we outperform creating strong alignment



## OUTPERFORMANCE

The team has outperformed in 18 of the past 24 years

Solaris Core Fund

Solaris Long Short

Solaris Income Fund



# Solaris Performance

Portfolio Returns *	1 Year	3 Years p.a.	5 Years p.a.	7 Years p.a.	Inception p.a.
Solaris Core Australian Equity Fund - Performance Alignment (APIR: SOL0001AU)					(31/08/2012)
<b>Portfolio Return (net)</b>	15.02%	7.98%	7.00%	8.77%	10.38%
<b>Active Return (net)</b>	2.92%	1.61%	-0.26%	0.10%	0.85%
Solaris Australian Equity Long Short Fund (APIR: WHT3859AU)					(1/03/2017)
<b>Portfolio Return (net)</b>	18.07%	10.47%	6.64%	9.92%	9.96%
<b>Active Return (net)</b>	5.97%	4.10%	-0.62%	1.25%	1.45%
As at 30 June 2024. Net performance calculated after management fees and operating costs, excluding taxation. Active return is portfolio return less benchmark. Benchmark refers to S&P/ASX200 Accum. Index.					
Solaris Australian Equity Income Fund (APIR: WHT2589AU)					(12/12/2016)
<b>Net Total Return<sup>#</sup></b>	15.59%	9.31%	8.50%	10.26%	10.23%
<b>Outperformance</b>	2.03%	1.40%	-0.17%	0.09%	-0.02%
<b>Net Grossed Up Dist. Return</b>	<b>8.08%</b>	<b>9.17%</b>	<b>7.83%</b>	<b>8.82%</b>	<b>8.63%</b>
As at 30 June 2024. # Net Total Return refers to the Portfolio Return grossed up for franking credits after management fees and operating costs, excluding taxation. Benchmark Return refers to the S&P/ASX 200 Franking Credit Adjusted Daily Total Return Index (Tax-Exempt).					



# Get in touch

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