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MEDIA RELEASE

Redpoint IM launches new equity income fund

Boutique equities asset manager Redpoint Investment Management has launched an Australian equity income fund aimed at yield-seeking investors such as self-funded retirees, other low-income tax rate payers as well as the not-for-profit sector.

The Redpoint Australian Equity Income Fund will sit alongside Redpoint's Tax Effective Australian Share Fund and Australian Industrials SMA strategy, offering investors a life cycle of equity strategies for tax effective saving from wealth accumulation through to retirement. The new fund aims to capture a dividend yield above that of the S&P/ ASX 200 index with a total return greater than the index over the long-term (three to five years).

Redpoint IM chief executive, Max Cappetta, said the ability to deploy the firm's established quantitative investment capabilities to build a dividend focused strategy comes as Australia's aging population seeks viable investment solutions to provide adequate income in retirement.

"Investing in Australian equities remains a core exposure for domestic investors driven, in part, through the receipt of tax credits associated with dividend income. Our quantitative approach combines multiple perspectives, including income capture, stock selection, ESG sustainability and tax awareness within one risk managed portfolio.

"Our research and product development work over the past year has shown that capturing income from dividends is best achieved when also taking account of a range of other stock selection insights. This naturally includes the insights we derive from our proprietary sustainability framework," he said.

Fund manager GSFM acquired a 49 per cent equity stake in Redpoint IM in 2019, with Redpoint's investment team continuing to control 51 per cent of the business.

GSFM chief executive, Damien McIntyre, said the new fund will provide institutional and retail investors with the opportunity to access proven investment expertise, with a strong focus on capturing income from a diversified portfolio of listed Australian companies.

"Redpoint's disciplined active approach and the way in which they combine multiple investment drivers within one portfolio will prove attractive for those Australian investors seeking a greater level of income from their equity investments. It's an opportune time to be bringing this type of product to market," said Mr McIntyre.

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Redpoint was established in 2011 and is based in Sydney. Redpoint specialises in listed asset classes including Australian equities, international equities, global infrastructure and global property. We use our extensive quantitative skills, acute understanding of risk management, and trade-implementation capabilities to design and create investment solutions to meet our clients' needs and objectives.

Redpoint is majority staff owned, with GSFM Pty Ltd (a CI Financial company), holding a minority share. As such, we combine the strength of GSFM's dedicated distribution capability and CI's global backing with our skills to be a highly focused and specialist equities manager. As a largely employee-owned boutique, our interests are closely aligned with those of our clients, and we have the strength and expertise to deliver better investment outcomes. Redpoint manages approximately \$5b for institutional and retail clients. www.redpointim.com

GSFM was established in July 2007 as a subsidiary of the Grant Samuel Group. In November 2016 CI Financial Corp (CI) purchased an 80 per cent stake in the business. CI is a diversified wealth management firm with fee-earning assets of CAD\$135 billion (as of 31 December 2020). GSFM specialises in marketing funds managed by high calibre local and international managers to Australian and New Zealand institutional and Australian retail investors:

- *New York based Epoch Investment Partners, Inc.*
- *Tribeca Investment Partners, a successful Australian boutique manager*
- *Payden & Rygel, a Los Angeles based independent investment management firm*
- *Munro Partners, an independent global equity manager*
- *London-based Man Group plc*
- *Toronto and Boston based Cambridge Global Asset Management*
- *Redpoint Investment Management is a boutique equities manager based in Sydney.*

GSFM represents approximately \$15.9 billion funds under management (as at 30 June 2021). For more information about GSFM please visit the website: www.gsfm.com.au