

23 May 2024

MEDIA RELEASE

GSFM partners with Alantra Asset Management to distribute its listed European small and mid cap strategy in Australia

GSFM has partnered with Alantra Asset Management (Alantra) to distribute its EQMC strategy in the Australian market. EQMC invests in the listed European small and mid-cap space and is one of the best performing funds of its kind. The strategy will be available to institutional, wholesale and family office investors.

Founded in 2001, Alantra is an international financial services firm providing alternative asset management, private capital and financial advisory services to companies, families, and investors operating in the mid-market segment. The Group has over 600 professionals across Europe, the US, Latin America, and Asia.

GSFM CEO, Damien McIntyre, said the partnership provides further exposure to the European market through investment in an asset class not yet offered by GSFM to its investors, or available widely in the Australian market.

“Alantra’s EQMC strategy focuses on companies with a market cap of up to €2 billion, and it applies a hands-on, active ownership approach with a long-term focus of between three to five years. It holds a concentrated portfolio of between 12 to 16 companies, and has a bias towards export-oriented pan-European businesses.

“The strategy is managed by a multi-disciplinary 14-member investment team. It is headed by Jacobo Llanza, executive chairman at Alantra Asset Management, and Francisco De Juan, managing partner & EQMC CIO, and supplemented by a group of advisors with executive-level experience, connections to boards across Europe, and a proven track record in active management.

“The investment philosophy behind this strategy is appealing, with its strict value metrics, focus on active engagement and exposure to high-quality assets in global markets.

“The EQMC active ownership strategy has achieved around 11 per cent net annualised returns since its inception in January 2010. The fund has outperformed indexes by 90 per cent to over 190 per cent, as well as outperformed most hedge funds, with controlled risk while typically holding a small net cash position with no leverage.”

The strategy has AUM of €1 billion.

Francisco De Juan said the GSFM partnership allows for Alantra's strategies to reach a whole new market of investors through a well-connected distributor with a solid track record. "GSFM is an established funds distributor in Australia and has built a strong investor network over its lifetime.

"What appeals to us about this partnership is GSFM's strong distribution track record in Australia, backed by its highly experienced and long-standing distribution team.

"Working closely these past few months with the GSFM team to kick this partnership off has given us insight into GSFM's values, and we are looking forward to working with the team to provide an outstanding strategy to Australian investors," added Mr De Juan.

This move follows the recent announcement of GSFM partnerships formed with Eastspring Investment Partners to distribute the GEM Dynamic Strategy in April of this year, and with Access Capital Partners to distribute the Access European Smaller Buy-outs and Access European Infrastructure strategies in December 2023.

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About GSFM

GSFM was established in 2007 as a subsidiary of the Grant Samuel Group. In 2016 Canadian wealth manager CI Financial Corp (CI) purchased an 80 per cent stake in the business, previously held by Grant Samuel.

GSFM specialises in marketing funds managed by high calibre local and international managers to Australian and New Zealand institutional and Australian retail investors, and has formed partnerships with nine specialist investment managers:

- New York based Epoch Investment Partners, Inc.
- Tribeca Investment Partners, a successful Australian boutique manager headquartered in Sydney.
- Payden & Rygel, a Los Angeles based independent investment management firm.
- Munro Partners, an independent global equity manager based in Melbourne.
- London-based Man Group plc
- Tanarra Credit Partners, a specialist in private credit instruments
- Access Capital Partners, European independent private asset manager
- Eastspring Investments, global asset manager based in Singapore.
- Australian Entertainment Partners, to produce the AEP Screen Fund, an investment vehicle dedicated to supporting Australian film and television endeavours.

GSFM represents approximately \$9.56 billion funds under management (as at 31 March 2024). For more information about GSFM please visit the website: www.gsfm.com.au

About Alantra

Alantra is an independent global mid-market financial services firm providing investment banking, asset management, and private capital services to companies, families, and investors operating in the mid-market segment. The Group has over 600 professionals across Europe, the US, Latin America, and Asia.

In Alternative Asset Management, Alantra offers its clients unique access to a wide range of investment strategies in five highly specialized asset management classes (active funds, private equity, private debt, energy, and venture capital). As of 31 March 2024, assets under management from consolidated and strategic businesses stood at more than €16.6bn.

For more information about Alantra please visit the website: www.alantra.com