

## Manager profile

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### Company overview

Lion Global Investors Limited\* (Lion Global Investors) is one of the largest non-government asset management companies in Southeast Asia and is part of the Overseas-Chinese Banking Corporation Limited (OCBC) Group, the second largest financial services group in Southeast Asia by assets. As at 31 December 2009, Lion Global Investors managed approximately US\$20 billion for statutory boards, educational institutions, public and private companies, charities, non-profit organisations, Governments and Government agencies, endowment funds and retail investors. Lion Global Investors' core expertise lies in investing in Asian markets (both equity and fixed income) through its team of more than 50 investment professionals. Lion Global Investors' primary objective is to meet its client's performance objectives through the application of its disciplined investment process. Lion Global Investors has won over 70 awards# for the long-term performance of its funds from leading industry experts including Morningstar, Standard & Poor's and Lipper.

### Investment philosophy

Lion Global Investors' Portfolio Managers are guided by its investment philosophy, which is centred on a belief that securities prices will ultimately reflect underlying value and company value can be determined through rigorous fundamental research. In the short to medium term however, technical issues including behavioural factors and liquidity may distort prices, which in turn creates opportunities to either add to positions or take profits on holdings which are pushed beyond fair value. By staying focused on the long term, Lion Global Investors avoids selling too early or the excessive trading of the portfolio.

### Investment process

Lion Global Investors' investment process draws upon the specialist knowledge of the investment team and translates this into its investment actions by combining the inputs of top-down analysis and rigorous bottom-up stock selection. The portfolio is constructed to implement the team's best ideas whilst ensuring risks are carefully controlled.

### Investment style

Lion Global Investors doesn't believe value can be adequately represented by simple financial ratios such as the market price to book value (P/B) or market price to earnings (P/E) ratios.

It invests considerable time and effort to uncover the intrinsic values of securities. Its assessment of value is complex and requires deep insights into the understanding of a company's business model and operating environment. Its investments are concentrated in a selection of high quality companies which are trading at significant discount to their intrinsic values. Being a long-term investment company, Lion Global Investors will buy and hold as long as fundamentals remain intact and it believes that a sufficient margin of safety continues to exist.

### Investment team

Lion Global Investors has one of the largest and most experienced investment teams in Asia with over 50 investment professionals. The average experience of each member of the investment team spans more than 10 years. Lion Global Investors' investment capabilities are greatly enhanced by its specialised teams of experienced country and sector analysts and investment managers. The firm's investment approach is team-based and research-intensive.

### Reason Advance selected Lion Global Investors

Lion Global Investors is a well-resourced domestic team dedicated to investing in the Asian region. In fact, it has one of the largest and most experienced Asian equity teams in Singapore. It's a fundamental, research-driven manager which applies a disciplined valuation methodology that's not heavily biased by style factors. Its risk management team is highly competent in the assessment of risk, in both absolute and relative terms. Lion Global Investors is conservative and careful in managing the portfolio, however it strikes a balance in finding the best risk/reward. Lion Global Investors also enjoy strong financial backing, being part of the OCBC Group and we believe it's well suited to achieve the stated objective and strategy of the Advance Asian Equity Fund.

\* Lion Global Investors is a Singapore incorporated company, and is not related to any corporation or trading entity that is domiciled in Australia, Europe or the United States (other than entities owned by its holding companies).

# Between 2006 and 2010 in Singapore, Taiwan and Hong Kong.

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