

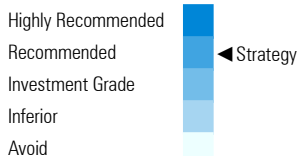
Marlin Global Limited MLN

Manager Fisher Funds Management Limited

Morningstar Category™

Equity Region World

Morningstar Recommendation



NTA Information (31/01/12)

NTA (Pre-Tax)	\$0.86
NTA (Post-Tax)	NAv
Premium/Discount (Pre-Tax)	-15.89
Premium/Discount (Post-Tax)	NAv

Trading Information (15/02/12)

Closing Market Price	\$0.73
52-Week Range	\$0.69 - 1.02
% Below 52-Week High	28.43
Average Daily Shares Traded (1 Yr)	49,523
Shares Outstanding (14/02/12)	103,930,832
Avg 4-Week Buy/Sell Spread %	4.23
Exchange	NZE

Fee Information

Management Fee % pa	1.25
Performance Fee Applicable	No

Role In Portfolio

Supporting Player. Fisher's index-agnostic, small-cap focus makes this best-suited as a Supporting Player in global equities.

Bulls Case

- Index-unaware approach provides access to global small-caps
- Team has respectable track record and experience
- Performance fee hurdle more attractive than for unlisted fund

Bears Case

- Global small-caps can be volatile and illiquid
- Invests in emerging economies
- Total fees can be higher than headline management fee

Market Index

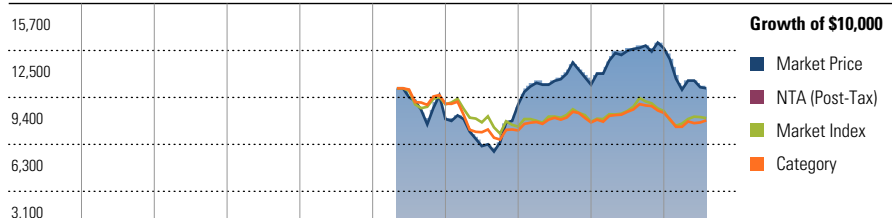
MSCI World GR NZD

Net Assets 31/01/12

\$89.7 M

Listing Date

01/11/07



	Jun-03	Jun-04	Jun-05	Jun-06	Jun-07	Jun-08	Jun-09	Jun-10	Jun-11	Jan-12	Performance
Market Price						NAv	12.12	14.83	23.74	-21.05	Market Return %
NTA (Post-Tax)						NAv	5.03	8.11	9.36	-17.27	NTA (Pre-Tax) %
Market Index						NAv	NAv	NAv	NAv	NAv	NTA (Post-Tax) %
Category						NAv	-16.59	4.35	9.23	-5.59	Market Index %
						NAv	-19.84	7.38	8.34	-6.05	Category Index %

Morningstar Take

Marlin is one of the few international equities options based out of New Zealand, and we think it's a great catch. Portfolio Manager Ken Applegate has led this strategy since its launch in 2007. With 18 years of global small-caps research experience under his belt, Applegate is a prolific traveller, visiting upwards of 500 firms around the world every year. He's supported by a junior analyst in Auckland as well as Senior Analyst Scott Brown and another junior analyst, both based in San Francisco. This enables the team to cover the globe effectively. They're also happy to bring on experts when specialist country knowledge is needed, as they've done for Japan. A bottom-up focus means that this vehicle disregards the index, so sectoral and geographical exposures can vary significantly. Emerging markets exposure, especially China, is a hallmark of this portfolio, meaning that there are also inherent macroeconomic risks. The volatility of this asset class means that Marlin is more appropriate as a complement to large-cap developed market-focused vehicles in an international equities allocation. The performance fee hurdle of the NZX 90-Day Bank Bill Index plus five percent is competitive compared to unlisted funds and tough to beat. However, for equity funds, an equity benchmark is generally more appropriate. For Marlin a global equities index plus an outperformance margin would be preferable. Despite a reasonable performance fee the total costs to shareholders can be excessive once all the expenses are taken into account, amounting to 2.57 percent of Gross Asset

Arne Hilke

Morningstar Analyst 01/08/11

Value for the 30 June 2011 year-end, excluding performance fees. Pleasingly, Marlin's independent directors owned shares in the listed entity at 30 June 2011. Despite some risks, Marlin has real merit in a supporting capacity, offering one of the few avenues for Kiwi investors to get access to this part of the market.

Portfolio Construction: Marlin is all about locating good businesses across the globe before the competition does. A team of four (including two relatively recently recruited junior analysts) scours the globe for companies, looking at where their earnings will be in three to five years or longer. The result is a portfolio the mirror image of the unlisted Fisher International Growth Fund, with approximately 35 names and a maximum weight of nine percent for a single position. There can be meaningful sectoral and particularly geographical concentrations in emerging Asia. The team actively manages hedging.

Fees: The 1.25 percent management fee is reduced by 0.10 percent for every one percent underperformance of the NZX 90-Day Bank Bill Index, with a 0.75 percent floor. Additional fees are regularly charged. There's a performance fee of 15.0 percent above the bank bill index plus five percent.

