WealthFocus Funds

# WEALTHFOCUS PERPETUAL INDUSTRIAL SHARE FUND

October 2026

## FUND FACTS

**Investment objective:** Aims to provide long-term capital growth and regular income through investment predominantly in quality Australian industrial shares.

## FUND BENEFITS

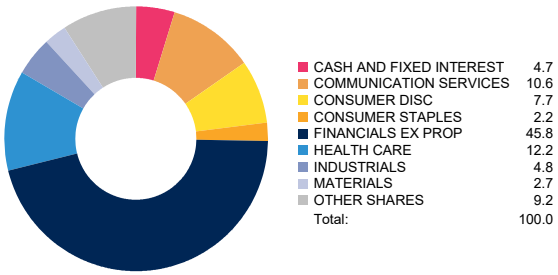
Provides investors with the potential for capital growth and consistent, tax effective income through the active management of quality industrial shares. Investors have been benefitting from this strategy since 1966.

## FUND RISKS

All investments carry risk and different strategies may carry different levels of risk. The relevant product disclosure statement or offer document for a fund should be considered before deciding whether to acquire or hold units in that fund. Your financial adviser can assist you in determining whether a fund is suited to your financial needs.

**Benchmark:** S&P/ASX 300 Industrial Accum. Index
**Inception Date:** December 1976
**Size of Portfolio:** $383.63 million as at 30 Sep 2026
**APIR:** PER0011AU
**Management Fee:** 1.23%*
**Investment style:** Active, fundamental, bottom-up, value
**Suggested minimum investment period:** Five years or longer

## PORTFOLIO SECTORS




## TOP 10 STOCK HOLDINGS

| | % of Portfolio |
|---|---|
| Commonwealth Bank of Australia | 11.8% |
| National Australia Bank Limited | 6.7% |
| ANZ Group Holdings Limited | 5.6% |
| CSL Limited | 5.2% |
| Washington H. Soul Patt. | 4.8% |
| Westpac Banking Corporation | 4.5% |
| EVT Limited | 3.7% |
| Suncorp Group Limited | 3.5% |
| Ramsay Health Care Limited | 3.4% |
| Goodman Group | 3.4% |

## NET PERFORMANCE - periods ending 31 October 2026

| | Fund | Benchmark # | Excess |
|---|---|---|---|
| 1 month | 4.86 | 4.58 | +0.28 |
| 3 months | 4.26 | 1.00 | +3.26 |
| 1 year | 1.54 | -1.68 | +3.23 |
| 2 year p.a. | 5.12 | 4.46 | +0.66 |
| 3 year p.a. | 13.86 | 13.68 | +0.18 |
| 4 year p.a. | 9.39 | 9.58 | -0.19 |
| 5 year p.a. | 7.40 | 5.95 | +1.45 |
| 7 year p.a. | 7.48 | 6.81 | +0.67 |
| 10 year p.a. | 7.30 | 8.18 | -0.89 |

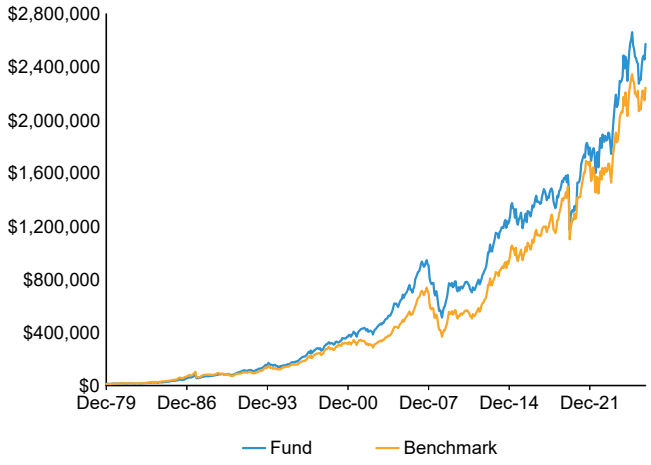
Past performance is not indicative of future performance. Returns may differ due to different tax treatments.

## PORTFOLIO FUNDAMENTALS^

| | Portfolio | Benchmark |
|---|---|---|
| Price / Earnings* | 19.1 | 19.9 |
| Dividend Yield* | 3.2% | 3.5% |
| Price / Book | 2.4 | 2.5 |
| Debt / Equity | 53.6% | 61.8% |
| Return on Equity* | 12.2% | 12.6% |

^ Portfolio Fundamentals are compiled using our methodology and provided only for the purpose of illustrating the Fund's investment style in action. These figures are forecast estimates, calculated based on consensus broker estimates where available, and should not be relied upon. Dividend Yield is a dividend forecast of underlying securities for the portfolio and does not reflect the distributions to be determined for the fund.
* Forward looking 12-month estimate.

## GROWTH OF $10,000 SINCE INCEPTION




*Information on Management Costs (including estimated indirect costs) is set out in the Fund's PDS.

## MARKET COMMENTARY

The Australian equity market made modest progress in October, with the S &P/ASX 300 Accumulation Index returning 1.1% in a choppy month shaped by AGM trading updates, guidance revisions and quarterly production reports from miners against a backdrop of falling metals prices. Takeover activity was also a feature, including proposals for Cleanaway and Challenger, while the scrapping of Firmus's planned IPO weighed on data centre and AI infrastructure-linked names. Utilities (+9.3%) led sector gains, followed by Financials (+6.9%), as the major banks rebounded despite housing market weakness, supported by rotation out of Resources. Health Care (+5. 6%) and Consumer Discretionary (+3.6%) also outperformed. Materials (–8.1%) was the clear laggard, entering bear market territory more than 20% below the August peak. Lithium stocks were among the weakest, with Vulcan Energy, Liontown, Pilbara Minerals, Elevra and IGO each falling more than 20%.

## PORTFOLIO COMMENTARY

The portfolio's largest overweight positions include Washington H. Soul Pattinson, News Corporation and EVT Limited. Conversely, the portfolio 's largest relative underweight positions include Transurban and Woolworths, both of which were not held, and Wesfarmers.

Global litigation funder Omni Bridgeway (OBL) rose 15% after the market responded positively to its 1QFY27 update. OBL made a strong start to FY27. Completions generated $135.8m in proceeds at a 3.9x multiple on invested capital (MOIC). Cash performance fees of $9.4m were received in the quarter and a further $8.6m was accrued, putting it ahead of expected run-rate. Recurring income is also building. Management fees rose 24% on the prior corresponding period, lifting cost coverage to 68% from 52% in 1H26. Operating costs of $15.7m for the quarter annualise to $62.8m, below FY27 guidance of $72.5m–$75m. Together, these results show the benefits of OBL's shift to a capital-light funds management model. With fee income growing and a fixed cost base, we see further operating leverage upside as OBL moves towards steady-state unit economics. Furthermore, OBL's relative market position is improving as two key competitors come under stress. We also rate CEO Raymond van Hulst highly. He has nearly 25 years of experience in legal finance and legal asset management and has held leadership roles within the business since 2002.

McMillan Shakespeare (MMS) returned 9.9% in October and was one of the top five contributors to relative performance over the past six months. The company delivered a very strong 1QFY27 update during the month. The highlight for us was a 14% increase in novated lease sales compared with the prior corresponding period. We see two structural tailwinds supporting this momentum. First, the current FBT exemption for EVs will remain largely unchanged for the next three years, giving the industry regulatory clarity. Second, the spike in oil prices following the Middle East conflict appears to have triggered a step-change in EV purchases. This matters for MMS because EVs have historically been novated at a rate of around 50 %, compared with just 5–10% for ICE vehicles. As EVs take a larger share of new car sales, novated lease providers are positioned to benefit disproportionately. Valuation also remains undemanding. MMS trades at ~12x NTM PE and its discount to peer Smartgroup (SIQ) has widened to around 30%, compared with a medium-term average discount of around 20%.

An underweight to CBA detracted, with the stock returning 10.4% as the market rotated out of resources (XJR -6.85%) and into financials (XXJ +6.91%). This followed declines of -8.4% in August and -5.6% in September, when this underweight contributed. We continue to believe CBA is significantly overvalued. Through 2026, the stock has traded 1–2 standard deviations above its 10-year average P/E, both on an absolute basis and relative to the market. This premium has persisted even as indicators for CBA have mostly deteriorated since the federal budget in early May: credit growth has slowed, house prices are falling and unemployment has risen to its highest level since Covid, according to the latest ABS labour force survey. Pressures were already showing in CBA's FY26 result, where the 2H26 bad debt charge of $469m was 47% higher than in 1H26 and we see further challenges ahead. The portfolio therefore maintains underweights in CBA and Westpac as the banks most exposed to housing.

Nick Scali (NCK) declined 10.2% for the month after a weak trading update and downgraded 1H FY27 profit guidance, with the stock falling more than 15% on the day of the announcement. Management indicated that trading conditions in Australia and New Zealand remained challenging in Q 1, with written sales orders (WSO) 15% below the prior corresponding period (pcp) and store traffic down ~10%. As previously disclosed, a cyber security incident left the company's ERP system unavailable for three weeks in August, during which orders were processed manually. Management did not quantify the impact on WSO, so it is unclear how much of the decline reflects the outage rather than underlying demand. By contrast, the UK business continues to perform well, with Q1 WSO up 29% on pcp and like-for-like WSO up 14%. Based on the sales per store being achieved by incumbent retailers, we believe there is significant upside to store productivity in the UK. We continue to view NCK as a high-quality retailer led by a founder-operator with a long track record of navigating periods of economic stress relatively effectively, often emerging in a stronger competitive position and driving meaningful earnings growth in subsequent years. The stock's strong balance sheet, with $29m of net cash, supports this resilience and provides optionality in a tough macro environment. In the first trading week of November, the share price recovered to pre-downgrade levels.

## OUTLOOK

Investors continue to weigh several local and global pressure points. The RBA lifted the cash rate 25bps to 4.85% on 3 November – its fifth hike this year and an 18-year high – but Governor Bullock removed the explicit tightening bias, signalling a wait-and-see pause that many economists read as the peak. Even so, trimmed mean inflation is now forecast to hold at 3.6% through December 2026, with growth of just 1.6% and unemployment forecast to reach 5.1%, and the AUD has weakened as markets weigh the risk of a policy error. Offshore, the ASX has been caught in the brutal global tech and AI selloff following the US midterms, while falling Chinese corporate earnings pose a risk to resource demand. Domestically, a record A $1.4 trillion project pipeline led by data centres is inflationary but structural, household spending remains stickier than expected and bank earnings hinge on cost discipline, with ANZ's result on 9 November the near-term test.

Benchmark prior to 1/4/2000 was the ASX All Industrials Accumulation Index. From 1/4/2000 to current the benchmark is S&P/ASX 300 Industrials Accumulation Index. This publication has been prepared by Perpetual Investment Management Limited (PIML) ABN 18 000 866 535, AFSL 234426. It is general information only and is not intended to provide you with financial advice or take into account your objectives, financial situation or needs. You should consider whether the information is suitable for your circumstances and we recommend that you seek professional advice. The product disclosure statement (PDS) for the Fund, issued by PIML, should be considered before deciding whether to acquire, dispose, or hold units in the Fund. The PDS and Target Market Determination can be obtained by calling 1800 022 033 or visiting our website www.perpetual.com.au.
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