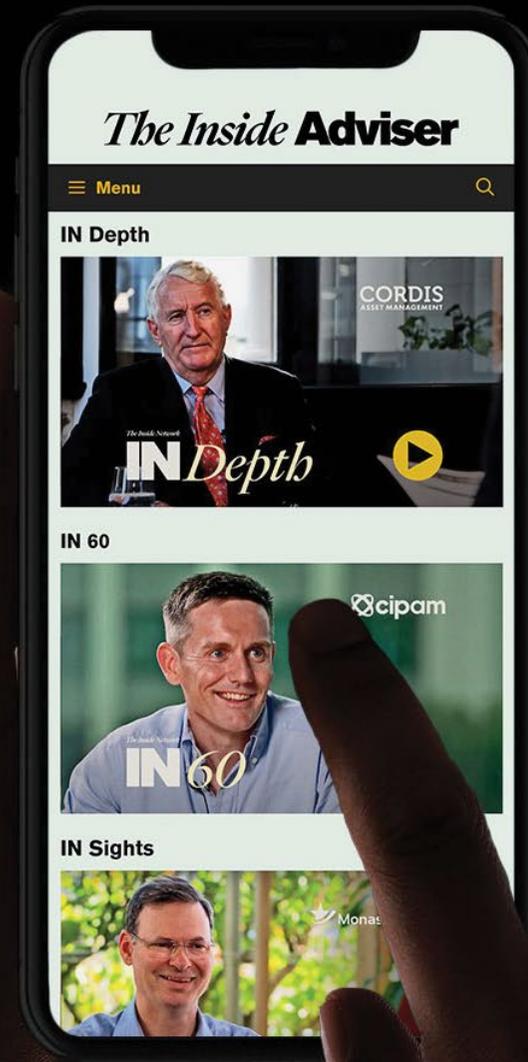


Media Kit



Brilliant
Investment
Thinking.
Shared.

The
Inside
Network **IN**

The Inside Adviser

Insights for advisers by industry experts

In an environment of immense regulatory and industry change, *The Inside Adviser* is a trusted resource that financial advisers turn to in search of actionable ideas and unique opportunities, and to keep up-to-date with their growing compliance obligations.

The Inside Adviser seeks to reverse the disruption occurring in traditional journalism, which is increasingly driven by click-bait, replacing this with high-value opinion, as well as investigative and analytical reporting. Most importantly, it is published and contributed to by those with extensive first-hand market experience, ensuring a deeper understanding of pressing topics and industry issues.

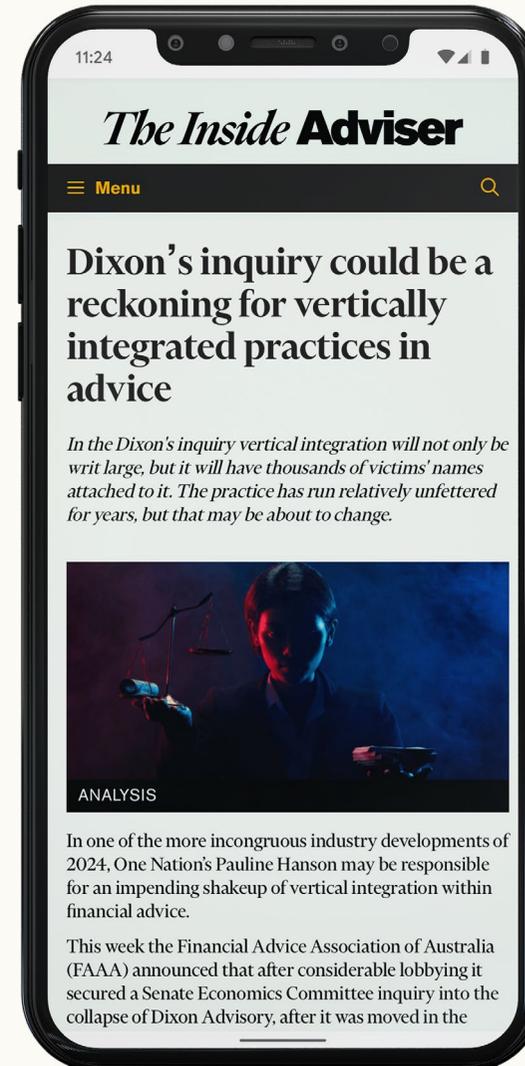
Editor



James Dunn

Themes

- Investment themes and trends
- Industry developments
- Macroeconomic themes
- Portfolio construction and asset allocation
- Regulation and licencing
- Superannuation and retirement
- Advice technology
- Stock selection and managed funds
- Fund manager commentary
- Practice management



Pools of capital
AU\$3 trillion

sent twice weekly to
18,200+
subscribers

News you can use for institutional investors and advisers

Investor Strategy News (ISN), launched in 2012, is a weekly online publication for institutional investors, managers and service providers.

ISN pioneered coverage of ESG and impact investing, and is at the leading edge of reporting on the trends reshaping the institutional segment today, including investment internalisation, globalisation and fund mergers.

It goes behind the scenes on what has been announced and seeks out news and information that hasn't, exploring under-reported areas like investment operations and asset servicing as well as the people behind industry change.

Editor



Nicholas Way

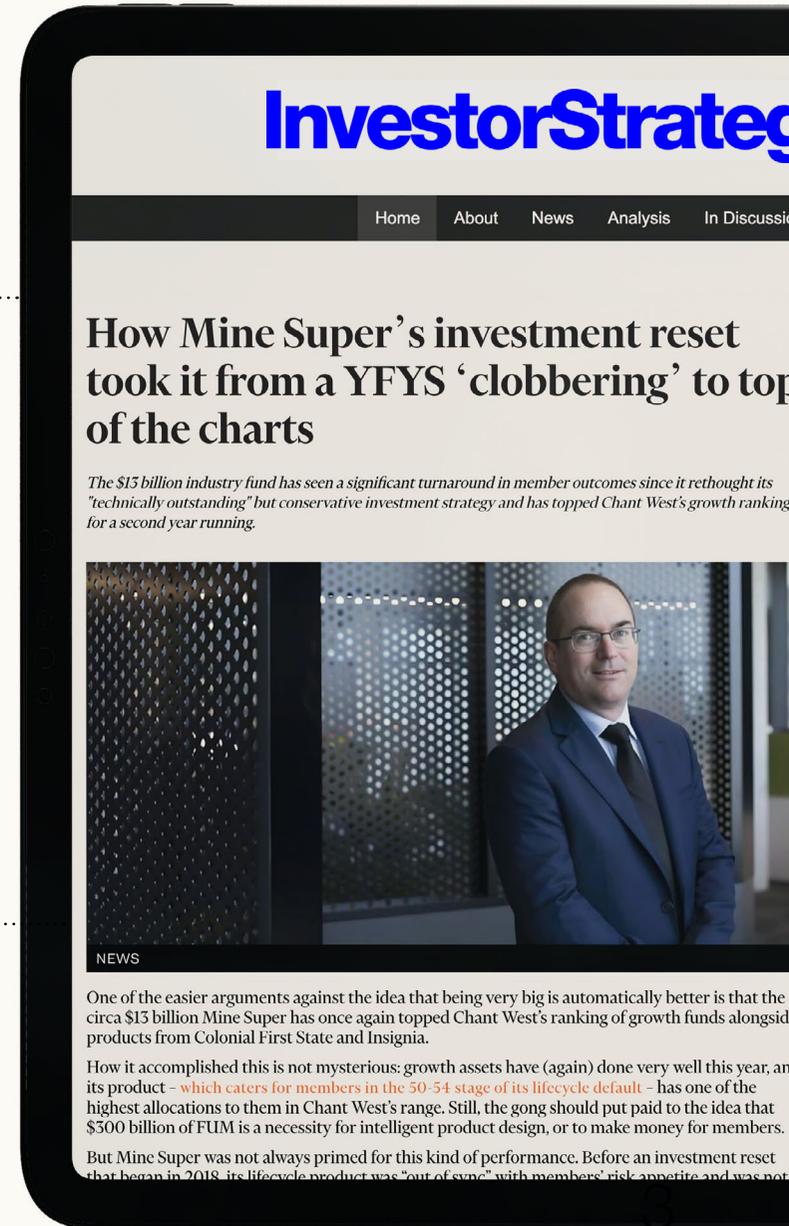
Themes

- Investment strategy trends
- Geopolitical trends
- Technology trends
- Investment industry structural trends
- Policy and regulation
- Industry leaders
- Asset allocation and product design
- Operational dynamics

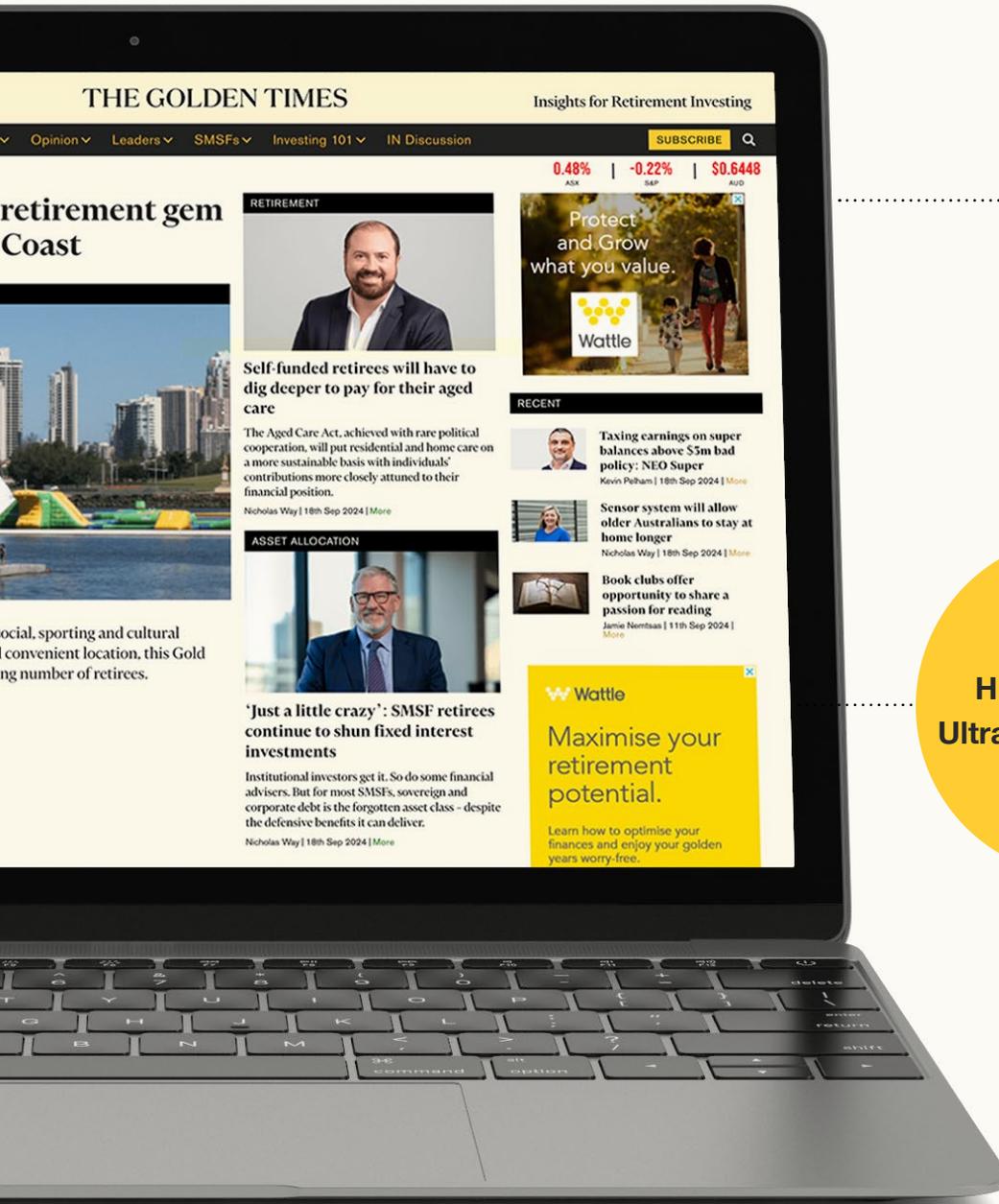
sent weekly to
7,400+
subscribers

Pools of capital
AU\$100
trillion

<https://ioandc.com/>



THE GOLDEN TIMES



sent weekly to
29,600+
subscribers

High net-worth
Ultra high net-worth

The retirement blog

The Golden Times, formerly *The Inside Investor*, provides self-directed investors with a trusted source of information, videos, content and investment ideas which are focused on one thing; retirement.

The Golden Times' mission is to help Australian's achieve a successful and enjoyable retirement, turning what can at times be a difficult period into the golden years of their life. With articles, training and recommendations spanning lifestyle, travel, investing, superannuation, estate planning and wealth transfer, there is something for everyone that is approaching or in the retirement phase.

Editor



Nicholas Way

Themes

- Transition to retirement
- Investing for income
- Wealth transfer
- Superannuation strategy
- Passive income
- Asset allocation
- Investing in shares
- ETF investing

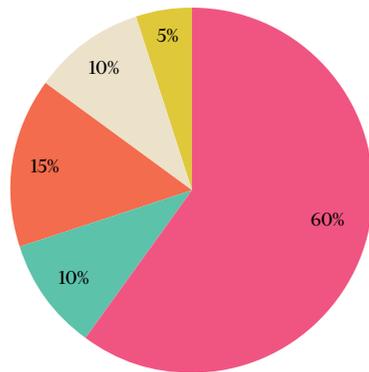
Advertising¹

Benchmarks

A data-driven understanding of the financial services landscape can help fund managers better visualise their market and enable more targeted, precise product marketing.

The Inside Adviser

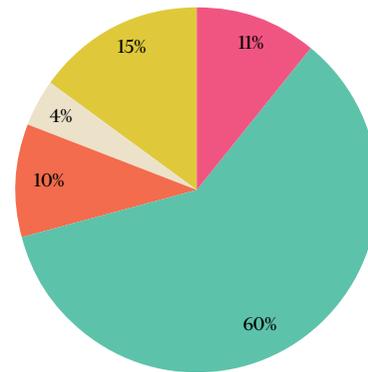
18,200+ subscribers



224,000+ total monthly impressions²

InvestorStrategyNews

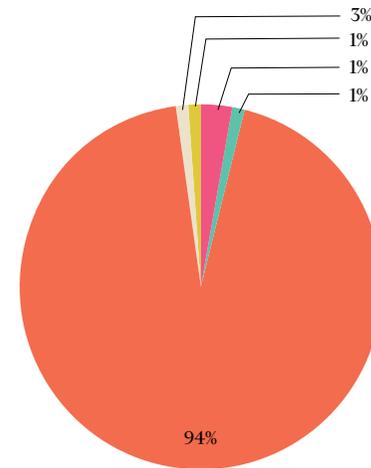
7,400+ subscribers



153,000+ total monthly impressions²

THE GOLDEN TIMES

29,600+ subscribers



208,000+ total monthly impressions²



¹ All data correct at time of publishing. 1 July 2025

² Based on overall total monthly impressions.

³ Industry contacts are platform, dealer, practice, asset consultants, researchers, mortgage brokers, family office etc.

⁴ Other is made up of media, investors, non-finance contacts, web sign-ups not yet classified.

Media and content

Content packages

We combine our content creation and production capabilities with extensive reach among investor audiences through our email and *The Inside Adviser*, *The Golden Times*, and *Investor Strategy News* publications.

Best value

Our annual content package provides clients with the best value option, including content pieces, video and advertising across one, two or three of our publications.

Annual Content Packages ²			
	Package one	Package two	Package three
Content pieces			
Articles	12	18	24
Video sets	Reflective of 2 x Platinum filming packages		
INDepth	2	3	4
IN60	2	3	4
INSight	8	12	16
Advertising	1 x eDM newsletter banner 3		
Price (ex GST) per month	\$2,750	\$3,750	\$4,750

*All data correct at time of publishing. 1 July 2025

Website

Advertising and content placements

We can tailor a package that will maximise the impact of your message across our publications and through our annual media and content options.

Advertising and Content Placements	Includes	Price (ex GST) [^] <i>per publication</i>
Solus eDM <i>Refer to page 12</i>	A standalone email sent directly to one publication database, which focuses solely on your messaging and branding. It is effective for delivering targeted and impactful communication directly to a curated audience.	\$6,000 per send
Assets in Focus eDM <i>Refer to page 14</i>	Elevate your brand and highlight your best content with this monthly eDM takeover. Using a mix of articles covering in vogue investment topics, this features new native content alongside your sponsored piece. Each eDM will have a distinctive theme aligning with your content aimed at enhancing your messaging narrative.	\$8,500 per send to <i>The Inside Adviser database</i>
Platinum Website Package <i>Refer to page 16</i>	Publication website 2 x banners (ROS Billboard, Leaderboard 1)	\$15,000 monthly
Gold Website Package <i>Refer to page 16</i>	Publication website 2 x banners (MREC 1, Halfpage)	\$12,000 monthly
Silver Website Package <i>Refer to page 16</i>	Publication website 2 x banners (MREC 2, Leaderboard 2)	\$8,000 monthly
Prestitial <i>Refer to page 16</i>	Full-screen digital advertisement displayed before an expected content page, which appears briefly as an overlay on the destination page, making it a highly visible and engaging form of advertising.	\$10,000 monthly
Inside Word <i>Refer to page 18</i>	Publication website (50/50 SOV) Secure a premium presence on our homepage meticulously designed for your launch of your upcoming product or fund.	\$12,000 fortnightly
Website Sponsored Content* <i>Refer to page 18</i>	Sponsored content provides advertisers with an opportunity to share thought leadership.	\$6,000 monthly
Written Content/Reports <i>Refer to page 22</i>	Written content or reports/whitepapers will be published on one publication website as an article.	\$4,000 per article

* Subject to no public holidays falling on the day a publication newsletter is scheduled

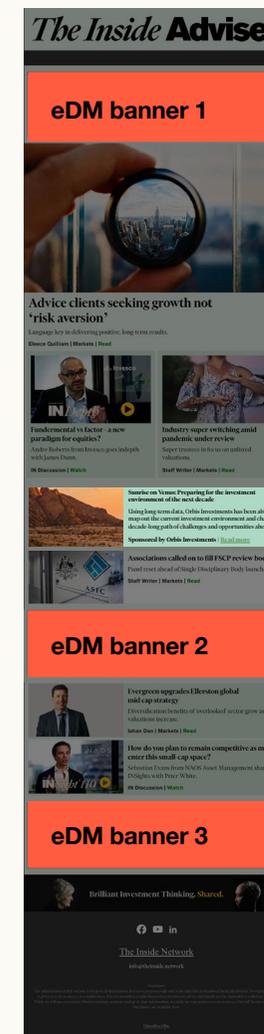
[^]All data correct at time of publishing. 1 July 2025

Newsletter eDM banners

Advertising placements

We can tailor a package that will maximise the impact of your message across our publications and through our content placements.

Advertising Placements	Includes	Price (ex GST)^ <i>The Inside Adviser</i>	Price (ex GST)^ <i>The Golden Times</i> <i>Investor Strategy News</i>
eDM Banner 1 <i>Refer to page 20</i>	Publication newsletter <ul style="list-style-type: none"> 1 x eDM banner in position 1 	\$6,000* monthly	\$3,000** monthly
eDM Sponsored Content <i>Refer to page 20</i>	Publication newsletter <ul style="list-style-type: none"> 1 x sponsored content 	\$5,500* monthly	\$2,750** monthly
eDM Banner 2 <i>Refer to page 20</i>	Publication newsletter <ul style="list-style-type: none"> 1 x eDM banner in position 2 	\$4,500* monthly	\$2,250** monthly
eDM Banner 3 <i>Refer to page 20</i>	Publication newsletter <ul style="list-style-type: none"> 1 x eDM banner in position 3 	\$3,000* monthly	\$1,500** monthly



* Twice a week, subject to no public holidays falling on the day the publication newsletter is scheduled.

** Once a week, subject to no public holidays falling on the day the publication newsletter is scheduled.

^All data correct at time of publishing. 1 July 2025

Media and content

Filming packages

The Inside Network's media and content production suites and capabilities give financial services providers the ability to create striking material that cuts through.

Filming

Our in-house team has the ability to create, script and produce high-end short and long-form films under The Inside Network banner, or create bespoke filmed content under your own brand.

Package	Includes	Channels	Price^ (ex GST)
Platinum	<ul style="list-style-type: none"> 1 x INDepth 1 x IN60 4 x INSights 	<p>IN60 and INDepth</p> <ul style="list-style-type: none"> Publication website Publication newsletter Publication social media <p>INSights</p> <ul style="list-style-type: none"> Publication website Publication social media 	\$8,500
Gold	<ul style="list-style-type: none"> 1 x INDepth 1 x IN60 	<ul style="list-style-type: none"> Publication website Publication newsletter Publication social media 	\$6,300
Silver	<ul style="list-style-type: none"> 1 x INDepth 1 x IN60 	<ul style="list-style-type: none"> Publication website Publication social media 	\$4,500



IN60

Trademark Q&A video.



INSight

3-5 quick social media videos answering topical and relevant questions to your audience.



INDepth

A full Q&A interview, including 6 short answer questions such as:

- What's happened in markets
- The steps you are currently taking
- The most important message for your audience.

*All data correct at time of publishing. 1 July 2025

Media and content

Podcast packages

The Inside Network's range of media and content production suites and capabilities give financial services providers the ability to create striking material that cuts through.

Podcasts

With the rise of podcasts and videocasts, a new opportunity has opened for your brand to share its view of the world.

We have dedicated studios and spaces in Melbourne and Sydney to produce, record and edit compelling content you'll be excited to share.

Package	Includes	Channels	Price^ (ex GST)
Podcast	Audio podcast production, editing, top and tailing with audio, graphic and titling signatures supplied by clients: <ul style="list-style-type: none">• 3-10 episodes• 20-30 minutes finished product• Multiple guests• Series design and artwork• Corresponding articles• eDM sent to relevant publication	<ul style="list-style-type: none">• Publication website• Publication social media	\$6,000 - \$8,000 per episode

Solus eDM

Specifications

Dimension*	File Size	File Type	Additional requirements	material deadline
600px (w) x any (h)	<150kb	Client to provide responsive HTML email for email clients or final design supplied as a PDF or Microsoft Word file for Studio [†] to recreate.	Subject line: 40 characters max Preheader: 40 characters max (optional)	7 days prior to publish date

[†]We offer design and creative studio access for an additional cost. Email preview may vary due to builder limitations.

Solus eDM Examples

Investor information brought to you by

The Inside Adviser



Dear

The world is turning from helpful to hostile for the winners of the last decade. Venus goes the equivalent of 117 Earth-days between sunrise and sunset. With days so long, it is easy to forget that a sunset is inevitable.

We've been through something similar in investment markets. Growth and passive strategies have enjoyed a long day in the sun and some portfolios remain positioned as if that day will never end. With valuations and positioning where they are, client portfolios could be left overexposed when the sun goes down.



To find out how we got here, why the investment world is changing, and how you can prepare your clients for the next decade, read our latest white paper – Sunrise on Venus. With diversification more important now than ever, the Orbis Global Equity Fund could be the missing piece in your clients' portfolio.

[Read white paper](#)

WHY INVEST IN OUR GLOBAL EQUITY FUND

- Harness the power of genuine diversification
- Contrarian approach
- Long-term track record



SUNRISE ON VENUS

Alec Cutler goes in-depth with James Dunn from The Inside Network on preparing for the next decade.

[Watch now](#)

Learn how the **Orbis Global Equity Fund** could be the missing piece in your clients' portfolio by [visiting our website](#).

If you would like to discuss the white paper with one of our team, please call us on 1300 604 604 or email clientservices@allangray.com.au.

Past performance is not a reliable indicator of future results. This email provides general information only and does not take into account the specific investment objectives, financial situation or individual needs of any particular person. This email does not constitute a recommendation to buy, sell or hold any shares or other securities in the Funds mentioned in it and does not constitute personal financial product, legal, tax or investment advice. While we have endeavoured to ensure the accuracy of the information herein, to the maximum extent permitted by applicable law, we do not provide any warranty or guarantee as to the accuracy or completeness of the information. This email has been prepared solely for the information of the party to whom it has been delivered and may not be reproduced, re-distributed or used for any other purpose.

You should consider the Funds' Product Disclosure Statement and Target Market Determination available at www.allangray.com.au/Investment/Products/Orbis-Global-Equity-Fund.

Investor information brought to you by

THE GOLDEN TIMES



LOWE | LIVING
LGH Investment Fund #15 Pty Ltd

Exemplary Property Investment Opportunity.

21% TARGETED IRR*
*Target is not a forecast. The return of capital and any income is not guaranteed.

[REQUEST IT](#)

Dear

The team at Lowe Capital, in association with Lowe Living (LGH Investment Fund #15 Pty Ltd), are proud to confirm the **successful land settlement** on their South Melbourne development. The team are offering an exemplary opportunity for new investors to enter the Tranche Two subsequent offer.

\$160 Million MIXED-USE DEVELOPMENT

21% Targeted INTERNAL RATE OF RETURN*

\$1.386 Million EQUITY RAISE TO ASSIST THE DEVELOPMENT

182-200 Clarendon St SOUTH MELBOURNE



Since its establishment in 2014, Lowe Living has become a market-leading residential property development company with a \$500 million development and \$160 million construction pipeline, as well as multiple completed award-winning projects that have achieved industry recognition.

Investor information brought to you by

InvestorStrategyNews



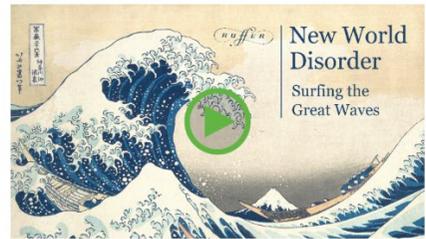
An alternative to alternatives
Offering investors something deliberately different

Dear

New World Disorder – Surfing the Great Waves

Some eras are marked by great upheaval. This is one of those times. Investors will need to deal with great waves of geopolitical turmoil, demographic decline, climate change and fiscal dominance, among others.

In this video, Ruffer Investment Director Alexander Chartres explains why these waves will bring both major risks and great opportunities – but you will need to be active and agile to surf them safely.



New World Disorder
Surfing the Great Waves

If you would like to hear more about Ruffer's views or our distinctive investment approach, please contact one of the team.



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Investment Director
alennard@ruffer.co.uk



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ferker@ruffer.co.uk



Melissa Kampner
Investor Relations Manager
mkampner@ruffer.co.uk

Ruffer LLP, 80 Victoria Street, London, SW1E 5JL, United Kingdom



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Assets in Focus eDM

Specifications

Placement	Article	Specifications	Material Deadline
<ul style="list-style-type: none"> Lead banner in eDM Prominent content placement 	<ul style="list-style-type: none"> 400 to 800 words Can be written at the direction of The Inside Network or submitted by the client 	<p>Lead eDM banner</p> <ul style="list-style-type: none"> Desktop/mobile: 1200 (w) x 300 (h) px JPG, PNG, or GIF[^] (Max 1MB) <p>Article image (optional)</p> <ul style="list-style-type: none"> Desktop/mobile: 1600 (w) x 900 (h) px JPG or PNG (Max 1MB) <p>Written content</p> <ul style="list-style-type: none"> Word document 	7 days prior to publish date

[^] Please note some email servers can have trouble reading GIFs and only the first frame will show.

Assets in Focus eDM

Example

The Inside Adviser presents: View Online

Assets in Focus

March: Alternatives

Adviser
Resource Centre

Unlock more value for your clients.
Commercial Property.
Powering Advisers.

[Learn more](#)

Charter Hall



See website for details



The leaderboard: Top 5 growth alternative managed funds

Atchison Consultants weighs up the three-year performance of five top ranked managed funds in the growth subset of the increasingly in-demand alternatives sector.

Staff writer



Tech innovation to fuel drive towards the world's first trillionaire

Of all the sectors poised to take over this century, venture capitalists are most enamored with green technology and the infrastructure that supports artificial intelligence.

Staff writer



Power lines to profit: Top performing listed infrastructure funds

Listed infrastructure companies own and manage key assets across utilities, transportation, communication, and social sectors. Despite the allure of steady returns, consistent income generation and capital growth potential, these investments also carry their share of risks and complexities.

Staff writer



ALPHINITY INVESTMENT MANAGEMENT
Invest in earnings leadership
[DISCOVER MORE](#)



The 'big misconception' about insurance-linked securities

It's possible to get equity-like returns from insurance-linked securities with much lower volatility. But a supposed asymmetry of information in the market keeps investors from allocating.

Staff writer



How to spread your allocation wings beyond traditional and into alternatives

Diving into alternative investments can be a daunting prospect, but a rewarding one for advisers looking to supplement their growth sleeve and add fresh diversifiers. A panel discussed some tips for those starting out on their alt's journey.

Website placements

Specifications

Placements	Dimensions*	File Size	Specifications	Material Deadline
Billboard (Platinum)	Desktop: 970 (w) x 250px (h) Mobile: 300 (w) x 100px (h)	Less than 1MB†	JPG, PNG or GIF^ with click-through URLs or HTML5† with valid click tags embedded or Third-party code (click tags)	7 days prior to publish date
MREC (Gold and Silver)	Desktop/mobile: 300 (w) x 250px (h)			
Half Page (Gold)	Desktop: 300 (w) x 600px (h) Mobile: 300 (w) x 250px (h)			
Leaderboard (Platinum and Silver)	Desktop: 728 (w) x 90px (h) Mobile: 300 (w) x 50px (h)			
Prestitial	Desktop/mobile: 500 (w) x 500px (h)			

ADVERTISING UNITS

Half Page
Desktop:
300 (w) x 600px (h)
Mobile:
300 (w) x 250px (h)

Billboard desktop
Desktop: 970 (w) x 250px (h)

Billboard mobile
Mobile: 300 (w) x 100px (h)

MREC
Desktop/mobile:
300 (w) x 250px (h)

Leaderboard desktop
Desktop: 728 (w) x 90px (h)

Leaderboard mobile
Mobile: 300 (w) x 50px (h)

Prestitial*
Desktop/mobile: 500 (w) x 500px (h)
Advertising units placement include:

- Frequency: one impression per day
- Shows after 5 seconds on the site
- Auto-close after 5 seconds

† HTML5 [guidelines](#) for Ad Manager

* IAB industry standard dimensions

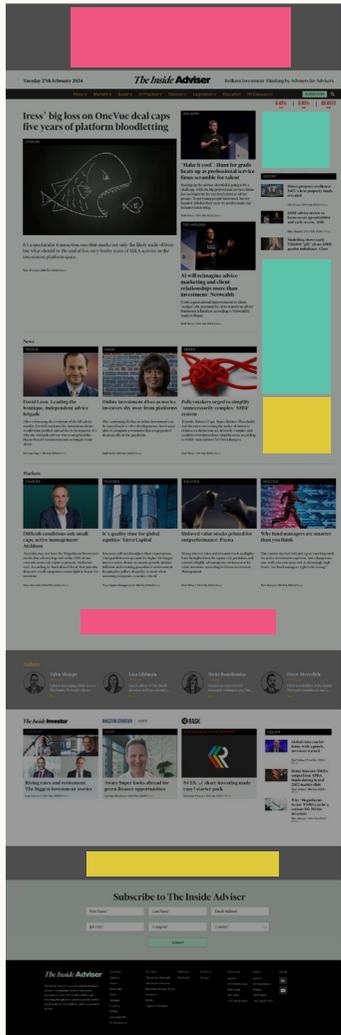
^ Please note some email servers can have trouble reading GIFs and only the first frame will show

Website placements

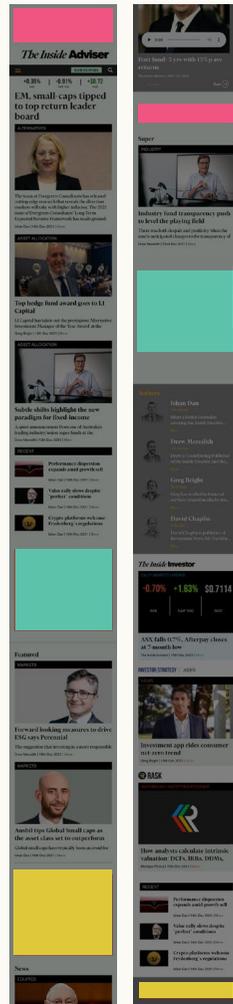
Specifications

Website banners

DESKTOP

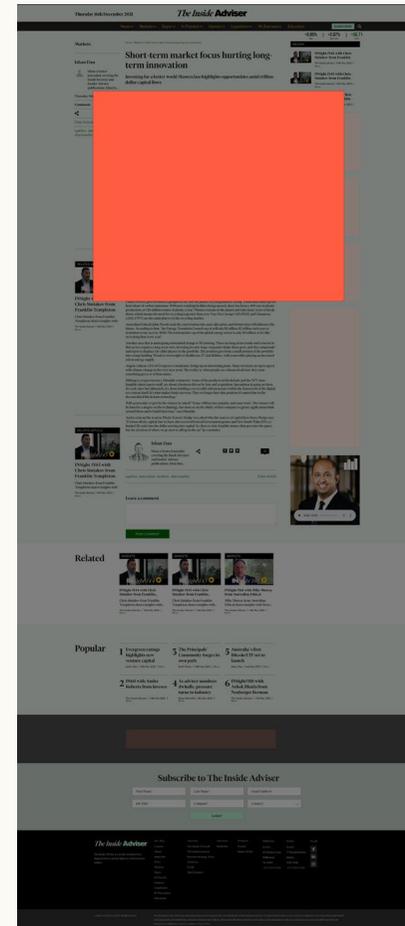


MOBILE

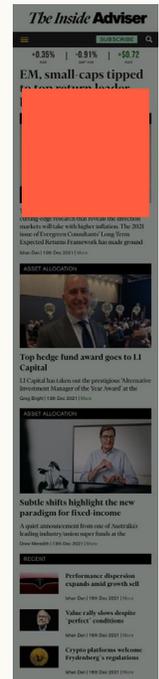


Prestitial

DESKTOP



MOBILE



Website placements

Specifications

Placement and Inclusions	Specifications	Material Deadline
WEBSITE SPONSORED CONTENT		
<ul style="list-style-type: none"> Sponsored content tile on publication home page under third story 	<ul style="list-style-type: none"> Article headline: 50-60 characters max Preview text: 120-140 characters max Article image: 1600 (w) x 900 (h) px Click-through URL 	7 days prior to publish date
INSIDE WORD		
<ul style="list-style-type: none"> Column on top right-hand side of publication home page to launch new fund/product Page about fund: 400 to 800 words 	Cover image of fund manager <ul style="list-style-type: none"> Desktop/mobile: 1600 (w) x 900 (h) px JPG or PNG (Max 1MB) Name of fund: 40-50 characters max Strategy objectives: 120-140 characters max Click-through URL	7 days prior to publish date

Website placements

Specifications

Sponsored content

Sponsored Content



Access a national market leader in pharmaceutical services
Invest in a leading supplier to the pharmacy services industry, servicing institutional customers under long term contracts. Access more information here.

Sponsored by Fortitude Investment Partners | Find out more

Inside Word

INSIDE WORD: NEW FUND

Introducing Apostle People And Planet Diversified Fund

What: Invest in demographic and climate based solutions.

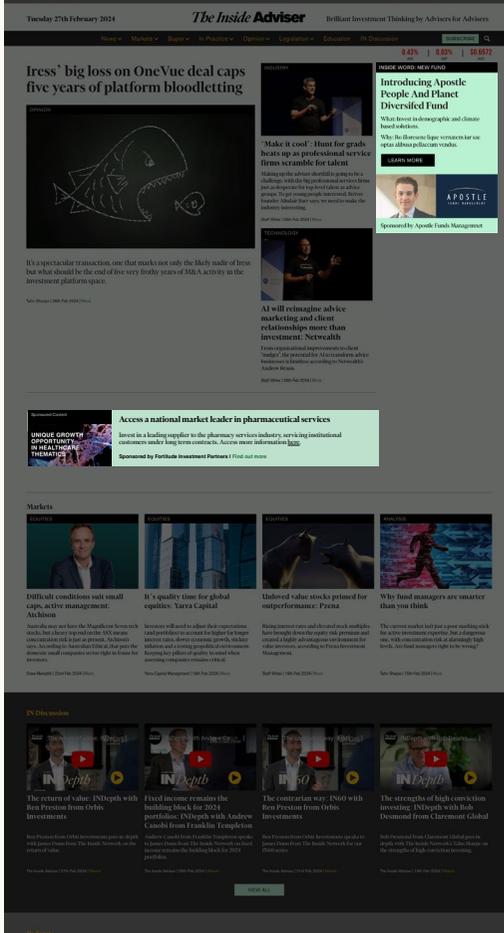
Why: *Ro illioresene lique vernatem iur sae optas alibusa pellaccum vendus.*

LEARN MORE



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DESKTOP



Tuesday 27th February 2024

The Inside Adviser Brilliant investment thinking by advisers for advisers

Home | Markets | Equity | Fixed Income | Special | ESG | Cryptocurrency | Discussion | IN Discussion

0.4% | 0.9% | 0.872

Irres' big loss on OneVue deal caps five years of platform bloodletting

It's a spectacular transaction, one that marks not only the likely end of Irres but what should be the end of five very frosty years of M&A activity in the investment platform space.

By Sam Morgan 18th Feb 2024 11:00

Introducing Apostle People And Planet Diversified Fund

What: Invest in demographic and climate based solutions.

Why: *Ro illioresene lique vernatem iur sae optas alibusa pellaccum vendus.*

Learn more

Sponsored by Apostle Funds Management

'Make it cool' - Hunt for grads heats up as professional service firms scramble for talent

Making up the talent shortfall is going to be a challenge, with the biggest names in the business just as desperate for top level talent as advertising agencies. What can employer investment firms do to attract the best talent? We speak to the industry's recruiting specialists.

By Sam Morgan 18th Feb 2024 11:00

AI will reimagine advice marketing and client relationships more than investment: Netwealth

From capitalised entrepreneurs to client builders, the potential for AI to transform advice businesses is huge, according to Netwealth's Andrew Hines.

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Markets

Difficult conditions sold small caps, active management
Advisors may not see the Magellanic horizon, but small caps are still the UK's highest performing asset class. UK's highest performing asset class. UK's highest performing asset class. UK's highest performing asset class.

By Sam Morgan 18th Feb 2024 11:00

It's quality time for global equities: Yara Capital
Investors will need to adjust their expectations and portfolio allocations to account for a more volatile market, where active managers' ability to deliver value is being questioned. Keeping a portfolio of quality global shares may be a more prudent approach.

By Sam Morgan 18th Feb 2024 11:00

Unloved value stocks primed for performance: Fera
Being ignored and undervalued each multiple times over, value stocks are being rediscovered by investors. A highly active manager can enhance the value of these stocks, according to Fera Investment Management.

By Sam Morgan 18th Feb 2024 11:00

Why fund managers are smarter than you think
The current market isn't just a poor reflection of the global investment opportunity, but a divergence with conviction that, at a time of high levels, has fund managers right on the money.

By Sam Morgan 18th Feb 2024 11:00

IN Discussion

The return of value: INDepth with Ben Preston from Orbis Investments
Ben Preston from Orbis Investments joins us to discuss the return of value and how it fits into his investment strategy.

By Ben Preston 18th Feb 2024 11:00

Fixed income remains the building block of 2024 portfolios: INDepth with Andrew Cambi from Franklin Templeton
Andrew Cambi from Franklin Templeton joins us to discuss the role of fixed income in a 2024 portfolio.

By Andrew Cambi 18th Feb 2024 11:00

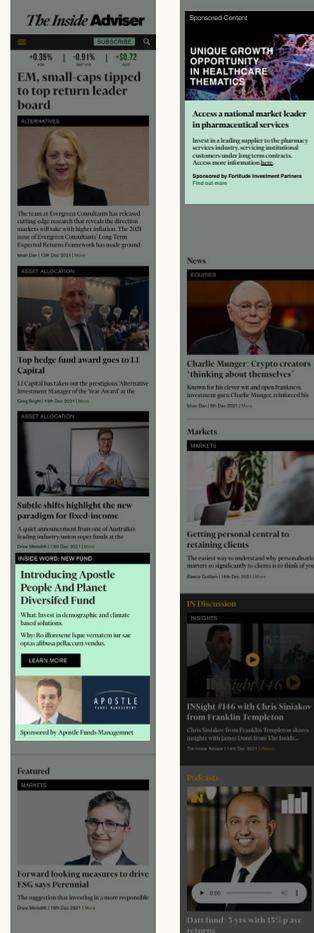
The contrarian way: IN60 with Ben Preston from Orbis Investments
Ben Preston from Orbis Investments joins us to discuss the contrarian way of investing.

By Ben Preston 18th Feb 2024 11:00

The strength of high conviction investing: INDepth with Bob Desmond from Clearstream Global
Bob Desmond from Clearstream Global joins us to discuss the strength of high conviction investing.

By Bob Desmond 18th Feb 2024 11:00

MOBILE



Tuesday 27th February 2024

The Inside Adviser Brilliant investment thinking by advisers for advisers

Home | Markets | Equity | Fixed Income | Special | ESG | Cryptocurrency | Discussion | IN Discussion

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By Sam Morgan 18th Feb 2024 11:00

AI will reimagine advice marketing and client relationships more than investment: Netwealth

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By Sam Morgan 18th Feb 2024 11:00

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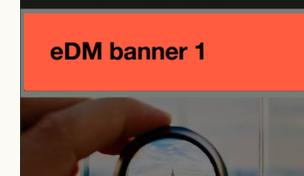
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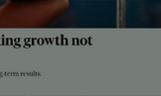
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Property

Home / Property / Di Pilla's HMC Capital tops \$7.5 billion FUM with large hospital group acquisition

Di Pilla's HMC Capital tops \$7.5 billion FUM with large hospital group acquisition

The listed property group formed by former star UBS banker David Di Pilla has gone from a standing start in 2015 to a retail and commercial investment force, with its latest acquisition pushing funds under management to \$7.5 billion.



PROPERTY

HMC Capital, the listed property group formed by former star UBS banker David Di Pilla, has gone from a standing start in 2015 to a retail and commercial investment force, with its latest acquisition pushing the group's funds under management to \$7.5 billion.

HMC recently announced the \$1.2 billion acquisition of the Healthscope Hospital Portfolio, which gives it a 100 per cent interest in 11 private hospitals in areas such as Campbelltown, Nepean, Newcastle and the Hunter Valley.

The assets, purchased from New York Stock Exchange listed group Medical Properties Trust, were purchased on behalf of HMC's HealthCo Healthcare & Wellness REIT and the new \$2 billion Healthcare and Life Sciences Unlisted Fund.

The deal comes after HMC completed \$520 million in transactions in February, including the purchase of a strategic life sciences property in Macquarie Park, NSW, which will also go under the HealthCo Healthcare & Wellness REIT. In December it splashed out \$242 for two shopping centres from Lend Lease.

With \$7.5 billion of FUM, it is a stunning ascent for the adolescent property group.

HMC first hit the headlines when Di Pilla (pictured) purchased the struggling Masters property portfolio from Woolworths for \$725 million in 2016. The group then spent the next few years picking up undervalued real assets or those with distressed ownership groups and turning them into valuable commodities. It's also branched out into other areas where Di Pilla sees value, such as the \$500 million it put down for an 11.1 per cent stake in wholesale pharmacy group Sigma in mid-2022.

Speaking on the Healthscope acquisition, Di Pilla, who operates as managing director and CEO of the group, said he was pleased to announce another major transaction "which delivers on our strategy to deploy capital into high quality alternative assets with significant pricing power and development upside on behalf of our capital partners".

The HomeCo Daily Needs REIT is the group's primary fund, with \$4.7 million of assets under management and a mandate to invest in convenience-based assets in the neighbourhood retail, large format retail plus health and services sub-sectors.

Backed by the owners of Chemist Warehouse, Spotlight Group and Aurrum, HMC is now the biggest and most active player in the domestic large format retail space.

The group is well on track to reach its stated target of \$10 billion FUM in 2024.

David Di Pilla, HMC Capital, large format commercial property investments, REITs

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THE GOLDEN TIMES

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Growth

Home / Growth / In the war over AI's future, the big guns may have already won

In the war over AI's future, the big guns may have already won

Large language models like ChatGPT are part of a long technology continuum driven by Moore's law, the observation that transistor capacity doubles every two years. To get in on AI's surging growth, says Munro Partners' Nick Griffin, investors should focus on the big - and not so big - names already poised to come out on top in the "race to drink".



GROWTH

Lisa Uhlman

Lisa is editor of The Inside Investor and has extensive experience covering legal and financial services news.

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Wednesday 29th Mar 2023

Print Article

Advanced Micro Devices, Apple, aapl, ChatGPT, IN Growth Symposium, Intel, Moore's Law, Munro Partners, Nick Griffin, NYIDA, OpenAI, Samsung, tsmc

The popularity of OpenAI's ChatGPT has turned artificial intelligence into a "big-ticket game", with huge companies battling in what may ultimately amount to a winner takes most war, according to Munro Partners' Nick Griffin, who predicts "whoever has the most data, and the most compute power, generally wins here".

At the moment, Google leads on the data front, with its access, through Android, Gmail and Google Search, to the vast amounts of data needed to train the so-called large language models now powering advances in AI. Microsoft, likewise, can use data from its entire Office suite of applications to train its models.

And because compute power is not cheap - it costs about \$800 million to train a model, Griffin said - big names like Google (now Alphabet) and Microsoft are not likely to give up their leads.

With all their newness, Griffin, a founding partner and chief investment officer at the investment manager, stressed that large language models are one part of a long technology continuum driven by Moore's law, the observation that integrated circuit transistor capacity doubles every two years.

"That bit's been constant and will continue - that's what's going to happen with AI," he told advisers and consultants recently at The Inside Network's Growth Symposium. "The second bit, how do you actually pick the companies that are going to benefit from this?"

That question is especially key in the technology sector, where the concept of "winner takes most" has uniquely evolved over the last two decades, Griffin said. He cited the examples of Google's near-total control of the global search engine market and Apple's domination of profits in phones.

"We'll see in the long run whether it's winner takes most" in AI or if a handful of companies emerge as lasting competitors, he said. "But these are concepts that have evolved over 20 years, and they're going to evolve with AI as well."

'Weapons manufacturers'

Despite having "by far the best model in the world", Google has so far not launched a version of its large language model capabilities for public use, Griffin noted, instead using it in the background to power things like targeted advertising. Companies "haven't quite worked out how they're going to monetise" this technology, which thus far is merely costing them, he said.

Microsoft, which recently announced an AI makeover for its Bing search engine through its partnership with OpenAI, has been able to monetise AI to an extent by charging more for access to its AI-enabled programs.

But, while Microsoft may have won an important battle in being a first mover, "the reality is the guys who really monetise a war are the weapons manufacturers," Griffin said. "And the weapons manufacturers in this war are the semiconductor companies."

If AI's explosive growth continues, he added, investors will look to "move up the stack to the most important semiconductors on the planet" - that is, so-called high-performance semiconductors, which only three companies are currently capable of building: Nvidia, Advanced Micro Devices and Intel.

In fact, those companies only design the semiconductors; the chips themselves are made in foundries, and the foundries are owned by either Taiwan Semiconductor Manufacturing Company, Samsung or Intel.

"The last company at the top, the most important company in the world that you've never heard of, ASML, creates the lithography machines that allow Moore's law to continue, that allow TSMC to build the chip and Nvidia to design it," Griffin said. "They're the weapons manufacturers in this war."

And while most of these are megacap companies that are already "well understood" from a growth perspective,

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News

Home / News / Why steady hands matter in private credit

Why steady hands matter in private credit

Private credit is experiencing massive growth at a time when the global economy is changing faster than ever. Investors need to look at where it's going, rather than where it's been.



NEWS

"I think you are going to see massive growth in private credit," says Richard Levy, founder, CEO, and CIO of Chicago-based established private credit manager Victory Park Capital. "Equity is getting fussier and more expensive, and the markets are not as freely available to provide liquidity for growth companies. These companies are going to have to rent capital to survive and grow."

"I believe there will be a proliferation in opportunities, which may be exacerbated by the recent Silicon Valley Bank fallout. Silicon Valley was by far the largest lender and supporter of the tech and life sciences ecosystem. That balance sheet will move to different places, but the ethos may not move along with it."

Victory Park Capital was launched in 2007 after Levy and his co-founder, Brendan Carroll, left hedge fund Magnetar Capital. Since then, the world of private credit has "changed dramatically" as investors of all sizes are looking to add private credit to their portfolios while simultaneously becoming more discerning about where to allocate.

"We work at the intersection of private credit and technology day-in and day-out and have been doing it for 16 years," Levy says. "We're looking at multiple technology-enabled consumer lenders a month, and we are looking around the world to find the most compelling opportunities, there are a lot of other credit funds that have dipped their toe into this world, but it's difficult to navigate without the expertise, experience, and knowledge we've acquired."

"There are also nuances to how you need to structure these deals; you have to monitor huge amounts of data, and building the risk systems internally to do that is imperative and cannot be done overnight. We've built best-in-class, institutionalised investment and operational processes, which we have refined since 2007."

Victory Park raised its first fund just weeks before the chaos of the GFC really began. Instead of going belly up - the fate of most boutiques that launched around the same time - they had liquidity in a world where everybody wanted it, allowing the firm to catch a new wave of fintech innovation just as traditional lenders began to retreat. What they thought would be a four-year trend turned into a 16-year track record.

"I wish it were some miracle of foresight, but '08 happened, and the world fell apart, and banks were pulling back," Levy says. "It just so happened that this was also the beginning of business models shifting from Main Street physical stores to online. That first wave was an internet interface; for example, an online consumer loan business taking loan applications digitally."

"Some lenders were wary and saw this as a new asset in the form of digital origination. What Victory Park saw was John Smith still getting a loan, but now he is able to do so on his computer versus driving to a financial institution on Main Street."

Levy says Victory Park likes to invest where the world is going, not where it has been. Today that's anything from artificial intelligence - which will eventually have "a profound impact" on all kinds of lending businesses as data becomes more refined - to trade finance and tokenisation in areas like gaming. The conversion of "all things brick-and-mortar to digital is not going away," but Levy says that they don't chase returns at the expense

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Deeper Thought

Home / Deeper Thought / A rocky net zero pathway: Amundi

A rocky net zero pathway: Amundi

Taking a long term view of disruptive trends, and their implications on long-term asset class forecasts and strategic allocation, Amundi shares its updated annual capital market assumptions publication.

Thursday 18th May 2023

Print Article



DEEPER THOUGHT

In 2022, the war in Ukraine impacted the energy supply outlook and also had implications for the net zero path. Security, affordability (in volume and prices) and sustainability of the energy supply were challenged, driving the need to diversify the energy supply mix. While this has somewhat accelerated the shift towards greener energy sources, it has also led to a more uncoordinated response, as each country moved to secure its own needs. These developments come on top of inflation remaining high, having originally stemmed from the Covid-induced supply bottlenecks, which are becoming less sticky.

Taking a long term view of these disruptive trends, and their implications on long term asset class forecasts and strategic allocation, Amundi shares its updated annual capital market assumptions publication.

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2023.03-A-rocky-net-zero-pathway-Amundi

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Deeper Thought

Home / Deeper Thought / 2024 Franklin Templeton market outlook: Flexibility, resilience and opportunity

2024 Franklin Templeton market outlook: Flexibility, resilience and opportunity

Monday 18th Dec 2023

Print Article



DEEPER THOUGHT

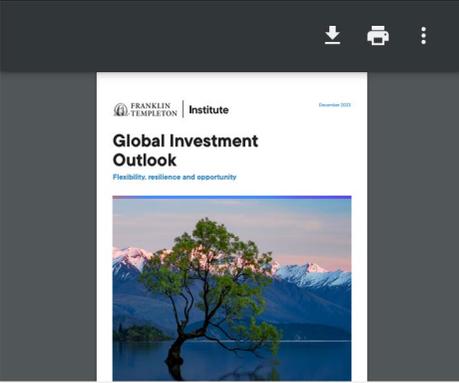
We expect markets to experience many storms in 2024. Portfolios that bend but don't break are best suited to provide the resiliency for what lies ahead

The Franklin Templeton investment teams share where they see investment opportunities across asset classes in the attached Global Investment Outlook paper.

In this [publication](#), Franklin Templeton Institute and various independent investment teams provide a diversity of thinking.

This diversity is reflected in wide-ranging views on macro topics such as the growth, inflation and interest rate outlook, as well as where they believe the best investment opportunities can be found in 2024.

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Global20Outlook

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