



**IMA operator PetersMacGregor has partnered with Western Pacific to launch a managed fund based on the IMA it has been running since 1999.**

James Craigie, chief executive of PetersMacGregor, said while transitioning from IMA to managed fund may seem an unusual step, it was a natural next step in their evolution.

Craigie said the thing that is different about the fund is that because most of their IMA clients were already high net worth, it meant they could invest with a much longer term and absolute return focused timeframe than other funds. In fact, they profess a 10 year time frame.

"Our investment style is unique and it makes us look different. We have a global mandate without restrictions that is completely bottom-up," he said. But unlike many funds that are increasingly moving to an income focus, PetersMacGregor will maintain its capital growth objective.

The long-term focus, however, means the fund sees itself as an investor in companies rather than just stock prices. "We have a business owner approach to investing," said Craigie, "because over the long term the return on equity is going to be what drives the stock price."

While the new fund has a relatively low performance outcome to date, the IMA has a six year average return of 21 per cent per annum. The important thing, said Craigie, is that throughout this time they've only invested in 23 different stocks. Craigie said he believes this vindicates their investment strategy. ■