# Majedie Investments

MAJE's performance has been strong in the reflationary rally, but its discount remains wide.....

Summary Update 21 April 2021

Majedie Investments (MAJE) offers investors access to a multi-manager **portfolio**, with the underlying funds selected exclusively from those managed by Majedie Asset Management (MAM). MAJE currently blends four equity funds, combining a dedicated UK, global, global ex-US, and absolute return strategies. MAJE also owns a 17.2% stake in MAM which is unlisted.

MAJE has generated strong <u>performance</u> since Q2 2020, further increasing with the reflationary rally in Q4. While its managers follow a flexible process to investing, at an aggregate level MAJE has a strong overweight to the UK and slight value tilt, which have both recently been beneficial despite having previously held the trust back relative to global peers. These factors, along with the write-down of MAM, caused MAJE's underperformance against a global equity index and its peer group average over a five-year period.

In December 2020 MAJE moved from the AIC global sector into the AIC global equity income sector, to better reflect its income-generating capacity. Its current historic <u>dividend</u> yield of 4.8% is the highest in the global equity income sector, with MAJE having delivered 6.2% annualised dividend growth since MAM took over managing the trust in 2014. MAJE also has revenue reserve coverage of four times its dividend, one of the highest revenue reserves of any investment trust.

Over the fourth quarter of 2020, the board of MAJE streamlined the portfolio, reducing the number of funds from six to four. The trust retains its significant weighting to the UK, now at its highest levels in its recent history, with the managers believing the UK looks particularly attractive thanks to its vaccine-led recovery, successful negotiation of a Brexit deal, and attractive valuations.

# **Analysts:** David Johnson



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# **Analyst's View**

MAJE was well-positioned for the rotation in global markets following the news that vaccines would be effective and has also benefitted from the board's confidence in the UK. In our view, the current tilt to value (through its underweight to the US and exposure to the Tortoise Fund) and the UK should continue to be helpful if the reopening continues as planned. In particular, we note there is scope for the UK to do very well thanks to the reduction in Brexit uncertainty and the fast vaccine roll-out, which comes after its markets have sunk on to low starting valuations.

As a direct result of these tailwinds, we also believe that MAJE's discount has the potential to narrow in the near to medium term. We believe its current discount is a reflection of its past underperformance, as well as a collection of unique factors which may dissipate over time. One of the more attractive features of MAJE continues to be its strong income potential, given its sector-leading dividend yield, which is another factor which could support the discount narrowing.

Thanks to its large weighting to the UK and its holding of the unlisted MAM, MAJE is highly active relative to its peer group and a global benchmark. It will likely underperform if the US market leads thanks to its structural underweight but offers investors a way to bet on the UK outperforming and at the same time enjoy a high dividend yield supported by exceptionally strong reserves.

#### BULL

Offers exposure to a UK economic recovery

Wide discount offers attractive entry point to a high pedigree boutique asset manager

Highest yield in the sector with very strong revenue reserves

#### BEAR

Expensive structural debt is a drag on returns

Any deterioration in the UK's outlook will disproportionately impact the trust

High ongoing charges relative to peers

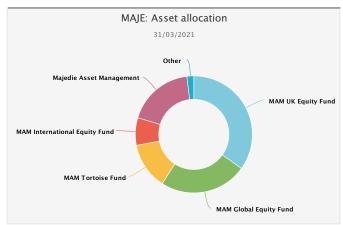
### **Portfolio**

Majedie Investments (MAJE) offers investors a diversified portfolio, exclusively managed by Majedie Asset Management (MAM). In December 2020 MAJE moved from the global equity sector to the global equity income sector, to better reflect the high income generated by the trust. Its overall objective remains the same: maximising shareholder returns while growing its long-term dividend above inflation. MAJE is managed in a somewhat unique fashion, with four underlying funds managed by MAM and 18.8% of the current portfolio invested in the (unlisted) management group itself. MAJE offers the typical benefits of a multi-manager fund: the combination of multiple active managers reducing the manager risk, stewardship of each fund's weighting, allowing the fund to adapt to the market cycles, and the diversification benefits stemming from a wide range of holdings. MAJE also has the unique benefit of its holding of the unlisted MAM, which we detail later.

MAJE's asset allocation is decided at the discretion of the board, though they have the full suite of MAM's investment experts at their disposal. Under normal conditions, the board meets five times a year to discuss both the strategic allocation of the trust as well as its structure. In the fourth quarter of 2020, the board decided to reduce the number of funds in the portfolio from six to four. The intention was to reduce the overlap between the funds and thus allow the board to target key exposures more clearly, with each fund now representing a specific investment style: UK, global, global ex-US (to increase emerging market exposure), and absolute return.

The board continue to retain the trust's large overweight to the UK, at 42% on a look-through basis. The exposure has risen thanks to the strong performance of the UK equity allocation over the last six months, with the board deciding to let this run. With the exception of the Tortoise Fund, the overall approach to MAJE's underlying managers is one of flexibility, where the managers act as unconstrained

Fig.1: MAJE Asset Allocation



Source: Majedie Investments

bottom-up stock pickers. In general, their preferred approach is to focus on valuation and fundamental strength, which has led MAJE to partially avoid the momentum and growth styles which underpinned global equites over the last three years, causing it to have a slight tilt towards value stocks. The current breakdown of the trust is as follows:

### **MAM UK Equity Fund**

The Majedie UK Equity Fund has long been a mainstay of MAJE, with MAJE utilising a segregated mandate. It is also the flagship UK Equity Fund for MAM, managed by MAM's CIO James de Uphaugh, Chris Field, Imran Sattar, and John King, with an average of 26 years' experience. Each manager is given a dedicated sleeve of the portfolio to manage independently, and which reflects their unique styles. This allows the fund to follow a flexible approach to UK investing, across the entire market cap scale with a dedicated small cap exposure, as well as retaining a small exposure to internationally domiciled companies. The fund's allocation is benchmark agnostic, and a result of the team's fundamental bottom-up analysis. The fund has a 66% active share to the FTSE All-share index, indicating the idiosyncratic nature of the team's stock selection and thus the fund's strong diversification potential. MAM's pedigree as a UK equity manager is ever present here given the long term performance of the fund, where it has returned 496% since inception in March 2003 compared to the 304% of the FTSE all share index.

### **MAM Global Equity Fund**

The Majedie Global Equity Fund has a high active share of 85% relative to the MSCI ACWI. The fund is run by a team of three experienced managers, Tom Morris, Adrian Brass, and Tom Record. Each is given their own sub-portfolio to run with a different style. Tom Morris's approach is to look to identify unloved companies with a clear path to recovery. Adrian's strategy is to identify companies which simultaneously have strong upside potential and downside protection, and Tom Record's strategy is more of a growth approach, identifying companies with high return potential. The funds' unique allocation is best evidenced by its top sectoral allocation where 38% is equally split between consumer discretionary and consumer services, a refreshing deviation from the overweight to technology stocks which characteristics so many global portfolios. Its flexible process has served it well, having generated returns of 151.6% since its launch in June 2014, outperforming the MSCI All Cap World index's 121.3%.

### MAM International Equity Fund

The most obvious difference between the International Equity and Global Equity Funds, other than the 10% max allocation to the US, is the International Fund's larger



allocation to emerging markets and developed Asia. There remains some overlap between the Global Equity Fund and the International Equity Fund, however, given that they both have Tom Record as a manager. As a relatively new fund, having launched in December 2019, it follows a long term and low turnover approach to investing. While primarily driven by fundamental analysis, like many of MAM's managers, Tom remains open to opportunistic, contrarian investments. The portfolio is grouped into four broad categories of company: structural growers, undervalued duration, opportunistic valuations, and beneficiaries of technological change. As a result of Tom being the sole manager, the International Equity Fund will likely have a greater growth bias, given that it is Tom's area of expertise.

#### **Tortoise Fund**

The Tortoise Fund is an absolute return, long/short global equity strategy, aiming to provide absolute returns in all market conditions over rolling three-year periods with less volatility than conventional long only strategies. While the other three strategies have clear regional focuses, the Tortoise Fund does not explicitly have a target region of exposure, with the board using the Tortoise Fund as a source of alpha for MAJE. The managers blend macroanalysis of the credit, industrial and consumer cycles and microanalysis of an individual company's operational performance and valuation to make an investment decision. The fund is often long undervalued companies with improving operational performance, and short overvalued companies which are approaching the top of their historic price range. Due to this the fund has long maintained a strong value bias, with a current overweight to the UK. As the name would imply, the fund does not seek to aggressively maximise its returns, but rather to limit its overall downside while offering medium-term appreciation, and often has a conservative net exposure to equities. This was evidenced by the periods of enhanced volatility in 2008/9, 2013, and 2020, in each case the fund performed well in absolute terms. The Tortoise Fund has generated returns of 177.6% since its inception in August 2007 while having lower volatility than global equities over that period.

### MAM holding

The final component of MAJE is its holding in the equity of its investment manager, MAM. MAJE owns a 17.2% stake of MAM's equity, which amounts to 18.8% of the portfolio as of the end of February. MAM was founded in 2002, initially as a long only UK equity manager with a predominantly institutional and pension fund client base. Today MAM has grown to a 60 strong team with 19 investment professionals running 8 investment strategies and a combined AUM of £8.0bn. MAJE's holding of MAM brings with it some unique considerations, the first is that

it substantially enhances the income. According to the 2020 full-year report, MAM's dividends contributed 40% of the total income received by the trust. The second factor is that having a material position in a private company can enhance the diversification benefits of MAJE, as it brings with it a risk/return profile unique to MAM and thus idiosyncratic risk exposures not found anywhere else, the prerequisite of good diversification.

In the last financial year, the board adopted a new valuation methodology for MAM, having taken external advice. Valuations are done quarterly and are based on the most recent quarterly earnings (annualized), which are then multiplied by the median peer group P/E multiple of a universe of UK listed managers with a 20% liquidity discount. Performance fees are then added (after a 50% discount) as well as surplus net assets, less 200% regulatory capital. The most recent valuation on 31/12/2020 valued MAM at £189.6m, with MAJE's stake worth £32.6m. This valuation represents a % increase on the prior quarter's valuation and a reversal in MAM's fortunes. MAM's assets under management (and thus valuation) have been subject to pressures from the closure of older dedicated corporate defined benefit pension schemes. Though these clients now make up a considerably smaller component of MAM's AUM. With the recent surge in performance of MAM's funds and near-term tailwinds, as we outline in the performance section, it is well positioned for an increase in AUM.

### Overall positioning

While MAJE has long maintained an overweight to the UK, despite the headwinds the region has faced thanks to Brexit, something which we have catalogued through our **prior notes**. The board continues to retain its substantial overweight to the region, compared to its peers'.. This overweight is a result of both the board and delegated investment managers' increasing bullishness around the region, excited by the huge valuation opportunity it presents, with James de Uphaugh having claimed the UK has "got its mojo back" in our **recent webinar**. James believes there is renewed impetus behind UK equities, a result of three clear factors: the signing of a Brexit trade deal, the UK's vaccine lead recovery from COVID-19, and attractively valued UK companies when compared to their global peers.

One example of how they are playing this theme is through their analysis of corporate Darwinism, where the combination of Brexit and COVID-19 has created a difficult environment for many companies to operate in, and only the strongest companies can survive. Those which do end up surviving will be amongst the strongest, highest quality names, and be able to capitalise on the opportunities presented by the failure of their competitors. The team also make a strong case for the valuation opportunity in the UK.

Illustrating this, the FTSE All-Share Index trades on a 16 times price to earnings ratio compared to the 20 times for the MSCI World Index. The MAM UK equity fund's portfolio also trades on 16x earnings, and has a projected 3-5-year earnings per share growth of 24%, compared to the MSCI World's 4%, evidence of the huge valuation opportunity seen by the board and investment managers. (Source: Majedie, as at 31/12/2020)

MAJE: Top 10 Listed Equity Holdings (Look-Through)

NAME	REGION	WEIGHT (%)
Royal Dutch Shell	UK	1.5
Maersk	Denmark	1.3
Natwest	UK	1.3
Tesco	UK	1.3
AstraZeneca	UK	1,2
Anglo American	UK	1,2
Softbank	Japan	1,2
Unilever	UK	1.1
Electrocomponents	UK	1.0
Relx	UK	1.0
Total		12.1

Source: Majedie Investments, as at 28/02/2021

Beyond the UK the board also share the belief of many of their underlying managers that cracks are beginning to appear in the US equity market, primarily around the stretched valuations in parts of its technology sector. While they acknowledge that attractive investment opportunities remain in the US, there are equally as exciting opportunities overseas at much more attractive valuations. In the case of the International Equity Fund, its manager is seeing increasingly attractive opportunities in the cyclical areas of the global economy, confident in the effectiveness of the measures taken by global policymakers and the potential for a strong economic recovery post-COVID-19. Yet both the Global Equity and International Equity Funds are long term bottom-up investors, and while they do not have the same near-term tailwinds that the UK Equity Fund has, the managers remain excited by developments in the trends underlying their various holdings, be it the rapid falls in the cost of cutting-edge health care or the advent of more sophisticated digital marketplaces.

# Gearing

Structural gearing has been an important feature of MAJE's portfolio. MAJE has a long-term debenture of £20.7m financed at a 7.25% rate which was issued in 2000 and matures in 2025, equivalent to the current net gearing of 10%. MAJE's debt is repriced to fair value on a daily basis, which takes account of the high coupon.

By using structural gearing, as opposed to a revolving credit facility, MAJE will have a largely consistent level of gearing, where changes in the gearing level fluctuate as a result of NAV movements rather than increased leverage. A prior debenture was redeemed in 2017, which reduced the level of gearing as a result, as can be seen in the chart below. The use of gearing is at the sole discretion of the board, subject to the restrictions of the trust.

Fig.2: Five-Year Gearing

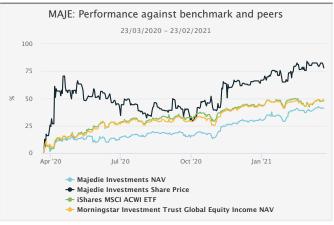


Source: Morningstar

### **Performance**

MAJE has performed well over the last 12 months, outperforming from second quarter of 2020 thanks to the flexibility of its underlying funds allowing them to adapt to the quickly moving market. This performance would then accelerate during the reflationary rally following the publication of positive vaccine results last autumn. During this period global equities saw a rotation into value stocks (which compose a large part of MAJE's portfolio), anticipating a reversion in their fortunes with the normalisation of economic activity. Likewise, MAJE's

Fig.3: One-Year Performance



Source: Morningstar

Past performance is not a reliable indicator of future results.

underweight to the conventional large-cap growth stocks helped them avoid much of the recent underperformance of that sector, often technology names that benefited from the pandemic, to fuel the rotation into value. However, despite the strong showing from the delegated managers over the year, MAM was revalued down during the period thanks to falling AUM, declining from £40.8m to £32.6m between September 2019 and December 2020. The one-year performance graph below shows the sharp improvement in relative performance. Although the AIC global equity Income sector has also benefitted from this reflationary rally, since 01 November 2020, MAJE is up 22.8% compared to a peer group average of 19.6%.

The three long only funds have outperformed their benchmarks over the past year, with the Tortoise Fund also recording very strong absolute returns, as the below table shows. The managers of the Global Equity and International Equity Funds were able to successfully navigate the COVID-19 crisis, generating strong performance over both the crash and the recovery, thanks to their flexibility to hold defensive companies going into the downturn and rotate into cyclical names in anticipation of the recovery. In the case of the Tortoise and UK Equity Fund, their strong 12-month returns are thanks to rallying strongly in the reflationary vaccine rally, and also benefitting from the reduction in Brexit tensions. While the Tortoise Fund was also able to capitalise on these tailwinds, it additionally benefited from the timely trades of its manager. In the Spring of 2020 its short positions were reduced post-crash and correspondingly the net long positions were increased to capitalise the recovery, all while keeping the gross exposure low to control risk. This has led the Tortoise Fund to be the standout performer. generating 12.6% in the last three months alone, compared to the 4.6% of the MSCI ACWI. Notably the MAM Global Equity Fund has outperformed over five years, although the MAM UK Equity Fund has not.

The last 12 months have been a fantastic example of the flexibility of MAJE's managers, where they were able to freely adjust their portfolios in step with the turbulent market. Many of the delegated investment managers took

advantage of the market rout in March 2020 to initiate new holdings at depressed valuations, which the board believe was a key factor in maintaining MAJE's performance during the subsequent rally. As an example, the Global Equity Fund sold down some of their more defensive names between April and May, like Barrick Gold (one of MAJE's top contributing stock in the first half of 2020), to fund a rotation into the cyclical component of their portfolio, allowing them to outperform in both the March selloff and November rally. In a similar vein, the managers of the International Equity Fund believed that in May 2020 the market was underestimating the impetus behind the vaccine effort and the volume of monetary and fiscal stimulus that was going to be pumped into the economy. Much like the Global Equity Fund, they too sold down their defensive names to increase their exposure to recovery stocks.

The question now is whether or not MAJE can maintain its recent outperformance. We believe that so long as there remains a clear recovery path from the COVID-19 crisis, albeit one that depends on the success of the global vaccine program, there will remain strong tailwinds supporting the more value-oriented stocks within MAJE's portfolio. In a similar vein the UK, particularly, could see an increasingly positive outlook, given their leading position in the vaccine rollout, as well as the decreasing drag Brexit is having. MAM could also see net inflows in such a scenario, which would benefit MAJE by boosting its valuations.

Over the long term, MAJE has clearly underperformed, a result of its long bias towards UK and value stocks, their underweight to US technology, as well as the fall in the valuation of MAM due to its declining AUM. In fact, MAJE generated a negative NAV return in 2018, 2019, and 2020 calendar years. This is the result of sectoral and stylistic headwinds moving against the trust over the years, be it the impact of Brexit or the winding down of their pension fund clients, rather than being a failure in the investment process of the underlying managers. The spectre of Brexit has been a major contributing factor in the underperformance of UK equities, while

FUND	1 YEAR PERFORMANCE	3 YEAR PERFORMANCE	5 YEAR PERFORMANCE
MAM UK Equity Fund	33.3	7.8	31.2
Benchmark: FTSE All-Share	26.7	9.9	35.7
MAM International Equity Fund	53.9	N/A	N/A
Benchmark: MSCI ACWI EX US	34.3		
MAM Global Equity Fund	51.4	64.5	116.3
Benchmark: iShares MSCI ACWI	38.9	43.1	93.8
Tortoise Fund	54.9	20.0	22.1

Source: Morningstar, as at 31/03/2021

Past performance is not a reliable indicator of future results



growth stocks and high-quality consumer names have driven markets globally. MAJE's underweight to the US has also been a factor in its relative underperformance, given it has been the best performing market over recent years. As a result of these factors MAJE has generated a NAV total return of 20.6% over the past five years, and a share price return of 14.9%, underperforming the 72.6% NAV total return of its global equity income peers. While MAJE does not benchmark itself against any index, for reference we include the MSCI All World High Yield Index for comparison, which has generated a five-year return of 56.5%.

Fig.4: Five-Year Performance



Source: Morningstar

Past performance is not a reliable indicator of future results.

### Dividend

MAJE has a dual mandate of income and growth, with part of its objective being to ensure that its dividends rise by more than the rate of inflation over the long term. On 1 December 2020, MAJE moved into the AIC global income peer group, to better reflect its income potential and objective. In fact, MAJE currently has the highest historic dividend yield of any trust in the AIC global equity sector with MAJE currently having a historic yield of 4.8%, compared to the sectors simple average yield of 3.6% (Source: JPMorgan Cazenove, as at 31/03/2021). MAM continues to contribute a major portion of MAJE's income. As per the 2020 full-year report, MAM contributed 40% (£4.0m) of the income via dividends.

MAJE has maintained its dividend through the crisis so far, despite a UK-focused portfolio, and the board has deep resources to be able to support future pay-outs too. The most recent dividend was 11.4 pence per share, for the 2020 full financial year ending 30/09/2020, the same amount paid in the prior year. However, 2020 marked the first financial year since taking over the trust in 2014 that the dividend was uncovered, a consequence of the impact of COVID-19. MAJE had a substantial revenue reserve which the board utilized 5% of to cover the revenue shortfall.

We estimate that once the 2020 dividend is deducted, the remaining revenue reserve covers the dividend by four times, a considerable safety margin for the trust and one of the largest coverage ratios of any investment trust. Since MAM was appointed as manager in 2014, MAJE has managed to grow its dividend by 6.4% per annum, easily in excess of 1.2% per annum growth in the UK consumer prices index.

Fig.5: Earnings And Dividend Per Share



Source: Majedie Investments

## **Management**

MAJE's allocation between funds is decided by its sixstrong board. The board is chaired by David Henderson, while William Barlow acts as CEO of the trust. The other members of the board include Jane Lewis, Mark Little, Christopher Getley, and Richard Killingbeck. All of the board members also hold other non-executive roles on trusts and financial firms. In the case of MAJE five of the board members operate in an independent non-executive role. William Barlow is also a non-executive director of MAM.

MAJE's underlying funds are managed by MAM, with the daily running of the portfolios delegated to eight investment managers split across the four funds. MAM remains majority-owned by its employees, with MAJE owning a 17.2% stake in the company. While MAM has seen outflows over recent years, the board remain optimistic around its future growth, given the headwinds supporting global equities and the UK market in particular, as three of the eight funds run by MAM are dedicated to UK equities.

### Discount

MAJE currently trades on a 17.9% discount, compared to the 3.6% simple average discount of its AIC global equity income peer group. MAJE has consistently traded at a discount over the last 5 years, whereas its peer group has

generally traded at a premium, with MAJE having a 5-year average discount of 13.2% compared to its peer's 0.22% simple average premium. Though prior to 2016 MAJE had traded at a premium through 2014 and 2015. (Source: JPMorgan Cazenove, as at 31/03/2021)

We note that MAJE was in the AIC global equity sector until December 2020, which we think means investors may have undervalued the yield and dividend growth potential. With the trust now in a more appropriate peer group, and standing out with regards to income generation, we think there could be scope for a significant narrowing of the discount. With the UK bias of the portfolio looking attractive at this point in time thanks to the UK's cheap valuations and strong vaccination programme, this could provide further impetus. We note, however, that a large investor in the trust, Aviva Investors, has been selling down its position for some time, increasing downward pressure. With its holding now 7%, from 13%, we believe the pressure could start to be outweighed by the positive factors.

Fig.6: Five-Year Discount



Source: Morningstar

## Charges

MAJE had an OCF of 1.34%, which continues to be higher than the weighted average of 0.72% for the sector. Note that this OCF reflect the charges as of the first of January 2021, with the board expecting it fall to c.1.20% as the year goes on given the lower average fee structure of the adjusted portfolio . The current OCF includes fund management fees paid to MAM of 0.7%, which in turn pays dividends back to the trust. It should be noted that the size of the dividend paid is many multiples of the management fee. MAJE also has a KID RIY of 2.28%, above the 1.41% average of its peers, with the higher KID RIY being the result of the coupon payment of its debenture. (Source: JPMorgan Cazenove, as at 31/03/2021) The Tortoise Fund has a performance fee of 20% of the outperformance of the Sterling Overnight Index Average (SONIA).

### **Fund Level Charges**

FUND	MANAGEMENT FEE % P.A.	PERFORMANCE FEE %
MAM UK Equity Fund	0.48	Nil
Tortoise Fund	1.00	20
MAM Global Equity Fund	0.25*	Nil
MAM International Equity Fund	0.25	Nil

\*The management fee range reflects the investments made into different share classes.

Source: Majedie Investments

### **ESG**

All funds in MAJE's portfolio follow MAM's 'responsible capitalism' philosophy which dictates their obligations to the shareholders (primarily long-term returns on investments) also require their invested companies to manage their business in a way that benefits the environment and broader society. This equates to a more flexible, holistic policy around ESG integration. The managers avoid the more formulaic checklist or tick box process to ESG analysis, fearing it simply leads to a 'green washing' of a fund, where a strategy appears ESG compliant through its investment process rather than through its actual holdings. The managers at MAM instead aim to be more forward-looking in their ESG assessment, identifying companies which show promise across the scope of the business, and those which can identify and prioritise the material ESG issues that they face.

MAM uses its own proprietary ESG process to achieve this, identifying the material issues which their investments face, capturing factors like IT security, environmental impact, and diversity of thought. This model is not prescriptive however and simply serves to highlight what may be key ESG risks for a company, it is up to the investment managers to analyse how their investments have approached these issues. This leads to the concept of materiality to be the key part of MAM's ESG analysis. Each manager takes a more holistic approach whereby ESG and financial issues are assessed in tandem rather than arbitrarily assessing each component of ESG risk, which can at best lead to wasted resources and at worse mislead analysis.

Active engagement is also a key issue for MAM, as they believe that active ownership can improve the long-term performance of a company, in terms of both share price performance but also social and environmental impact. One example is Anglo American, the global miner, where MAM engaged the company on its divestment from thermal coal, its advancements in reducing water usage, and its improvements to renewable energy.

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Based on the Morningstar ratings of each individual trust we can infer that the overall sustainability rating of MAJE is average, compared to its broader Morningstar peer group of large cap equity strategies. Please note that this is a best efforts estimate by us and does not account for the MAJE stake in the equity of MAM. Morningstar sustainability ratings do not take account of the active engagement made by MAM, which may enhance the overall attractiveness of MAJE to an ESG conscious investor.

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