



Wealth is created by investing in quality global companies

13 May 2025

Quality investing **approach**

1. Find the best companies in the world

...there aren't a lot of them

2. Research and understand them

...be on top of your businesses

3. Invest in them at the **right price**

...entry price matters for long-term investment returns

4. Be a part-owner...exercise patience...and let the business grow

...think and act like an owner

5. Continue to critically analyse, investigate & act decisively*

...investors are prone to overconfidence and look for validating evidence

Example: Quality investing vs trading

SHARE PRICE DOUBLES IN 5 YEARS: THE NATURE OF THE GROWTH?

A quality investor's dream

A compounder with a long history of profitability, reinvesting in the business and not overly impacted by economic downturns, with structurally growing end-market demand and pricing power

A trader's dream

A cyclical business, exposed to economic and business cycles, interest rates, labour markets, commodity prices and fluctuating end-market demand with no real pricing power

Company: Q(uality)

Year	0	1	2	3	4	5
Price	100	110	130	148	171	200
% Δ		10%	18%	14%	16%	17%

Company: T(rader)

Year	0	1	2	3	4	5
Price	100	89	105	104	118	200
% Δ		-11%	18%	-1%	13%	69%

- **Both companies** provide opportunity **for making money**
- We **prefer Company Q: predictability & the reduction of risk** and **losing money permanently**

Quality Companies = Quality Shareholders

- **Quality businesses have Quality shareholders**

...in most cases the founders have a material interest and large institutional positions

- **Quality shareholders invest and hold for the long-term due to**
 - **the quality of the business**
...competitive edge, management, financially prudent, governance, risk
 - **the real wealth that the business creates for them and their families over the long term**

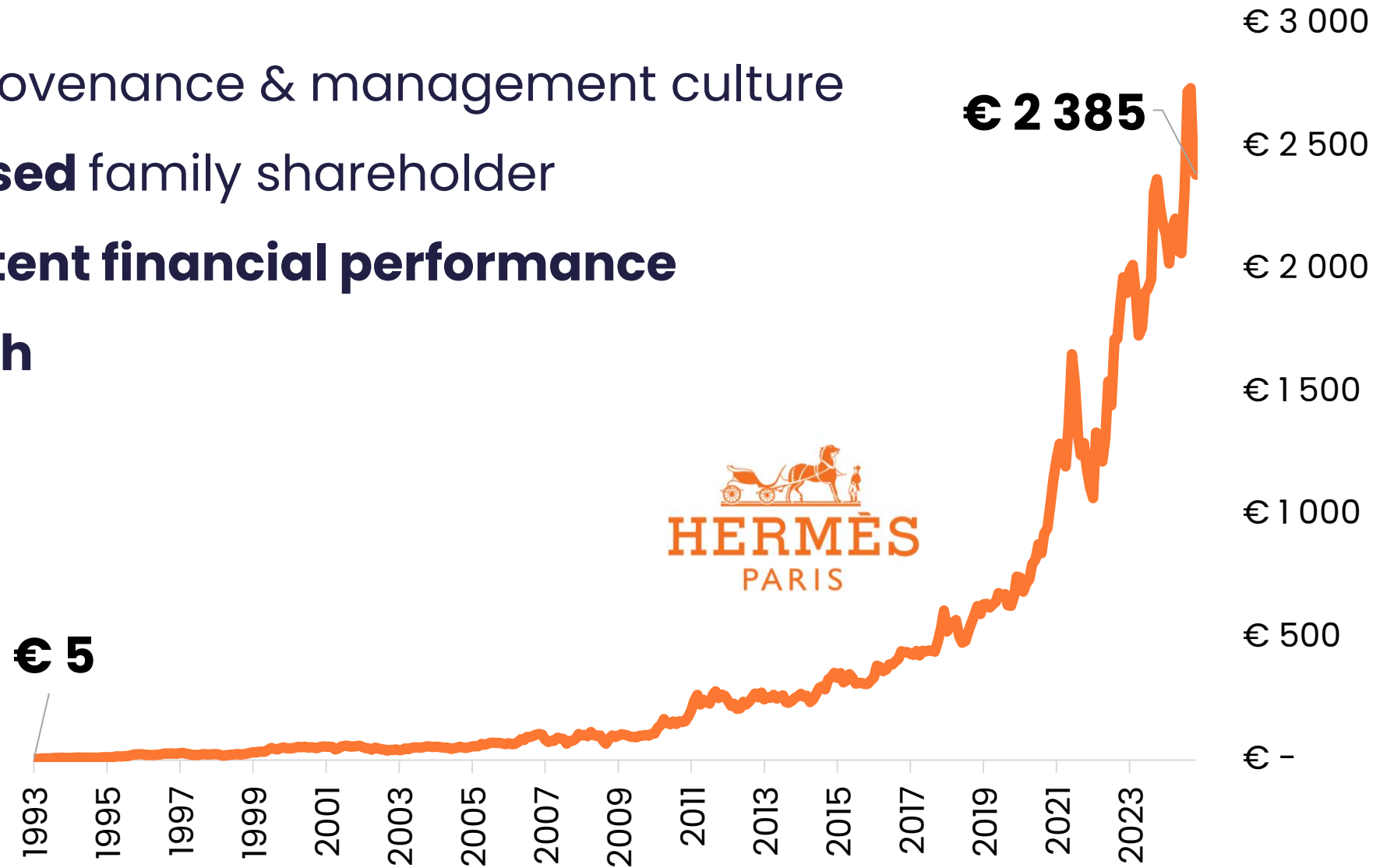
Best of the best global compounders

All time TRRindex RANK	Ticker	Company name	Sector	Up X times	CAGR since IPO	First date	Last date	Years listed	MC in USD	STLTEXSPRE AD PRANK ENSEMBLE
1	KSU-US	Kansas City Southern	Transportation	57632	24.5%	1972-01	2021-11	50		
2	505533-IN	Westlife Foodworld Limited	Consumer Services	36624	70.2%	2005-07	2025-04	20		
3	HD-US	Home Depot, Inc.	Retail Trade	17745	25.1%	1981-09	2025-04	44	352,278	-0.57
4	PGR-US	Progressive Corporation	Finance	14474	20.0%	1972-11	2025-04	52	155,399	0.18
5	WMT-US	Walmart Inc.	Retail Trade	12061	19.3%	1972-01	2025-04	53	760,398	-0.65
6	TPL-US	Texas Pacific Land Corporation	Miscellaneous	10371	18.9%	1972-01	2025-04	53	30,120	0.89
7	MSFT-US	Microsoft Corporation	Technology Services	6610	25.2%	1986-03	2025-04	39	2,783,209	-0.37
8	HUM-US	Humana Inc.	Health Services	6133	18.5%	1974-01	2025-04	51	31,250	-0.17
9	SYK-US	Stryker Corporation	Health Technology	6055	20.9%	1979-05	2025-04	46	132,874	-0.38
10	AMAT-US	Applied Materials, Inc.	Producer Manufacturing	6030	18.0%	1972-10	2025-04	52	112,361	0.11
11	UNH-US	UnitedHealth Group Incorporated	Health Services	5273	23.5%	1984-10	2025-04	40	390,747	0.17
12	SCC-PH	Semirara Mining & Power Corp.	Energy Minerals	5113	37.6%	1998-07	2025-04	27	2,512	0.52
13	517354-IN	Havells India Limited	Producer Manufacturing	5008	34.8%	1996-10	2025-04	28	12,251	-0.42
14	AFL-US	Aflac Incorporated	Finance	4484	17.6%	1973-08	2025-04	52	59,117	-0.83
15	517569-IN	KEI Industries Limited	Producer Manufacturing	4094	36.6%	1998-08	2025-04	27	3,315	0.39
16	MO-US	Altria Group, Inc.	Consumer Non-Durables	3923	16.8%	1972-01	2025-04	53	99,191	0.08
17	ANSGR.E-TR	Anadolu Anonim Turk Sigorta Sir...	Finance	3841	30.4%	1994-03	2025-04	31		
18	PSG-ZA	PSG Group Limited	Finance	3756	32.5%	1993-07	2022-09	29		
19	ATD-CA	Alimentation Couche-Tard Inc.	Retail Trade	3464	26.3%	1990-05	2025-04	35	50,254	-0.47
20	HRI-US	Hormel Foods Corporation	Consumer Non-Durables	3201	16.5%	1972-07	2025-04	53	16,888	-0.54
21	CPI-ZA	Capitec Bank Holdings Limited	Finance	3186	41.6%	2002-02	2025-04	23	19,386	-0.31
22	NVDA-US	NVIDIA Corporation	Electronic Technology	3056	35.7%	1999-01	2025-04	26	2,412,916	-0.17
23	LUV-US	Southwest Airlines Co.	Transportation	3052	16.2%	1972-01	2025-04	53	14,204	-0.05
24	CMCSA-US	Comcast Corporation Class A	Consumer Services	3011	16.4%	1972-07	2025-04	53	129,311	0.02
25	STJ-US	St. Jude Medical, Inc.	Health Technology	2976	22.2%	1977-02	2016-12	40		
26	BCPC-US	Balchem Corp	Consumer Non-Durables	2966	21.7%	1984-08	2025-04	41	5,124	-0.29

Data: FactSet. Calculations & Chart: Mazi Asset Management.

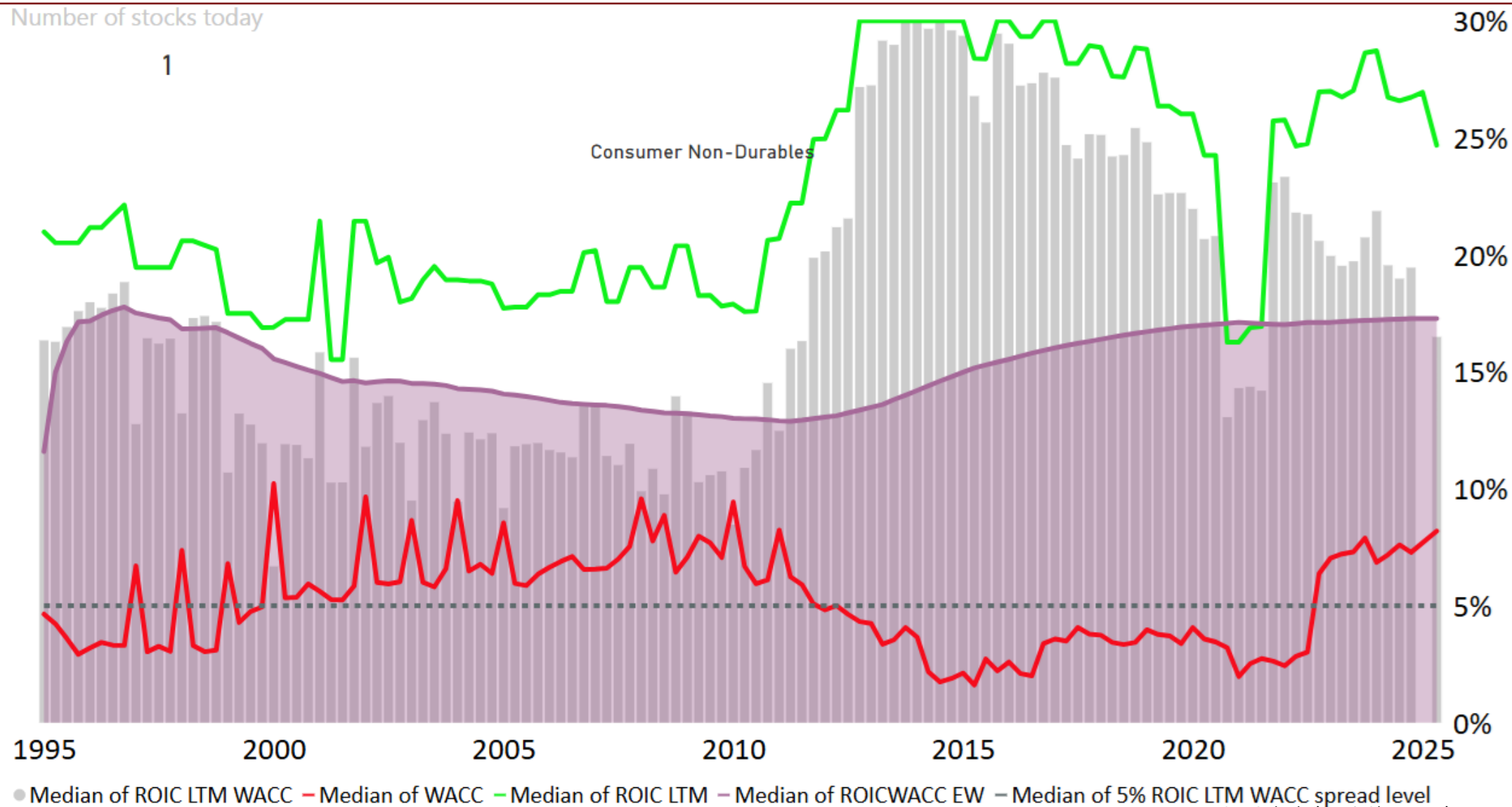
Hermès: When a **Quality** share becomes a **luxury** product

- **Moats:** brand, provenance & management culture
- **Long-term focused** family shareholder
- Robust & **consistent financial performance**
- **Profitable Growth**



Measurement Period: 30-06-1993 to 31-03-2025. Data: Bloomberg. Chart: Mazi Asset Management.

Hermès: When a Quality share becomes a luxury product



Data: FactSet. Calculations & Chart: Mazi Asset Management.

Fastenal: The nuts & bolts of **Quality** industrial supply chains

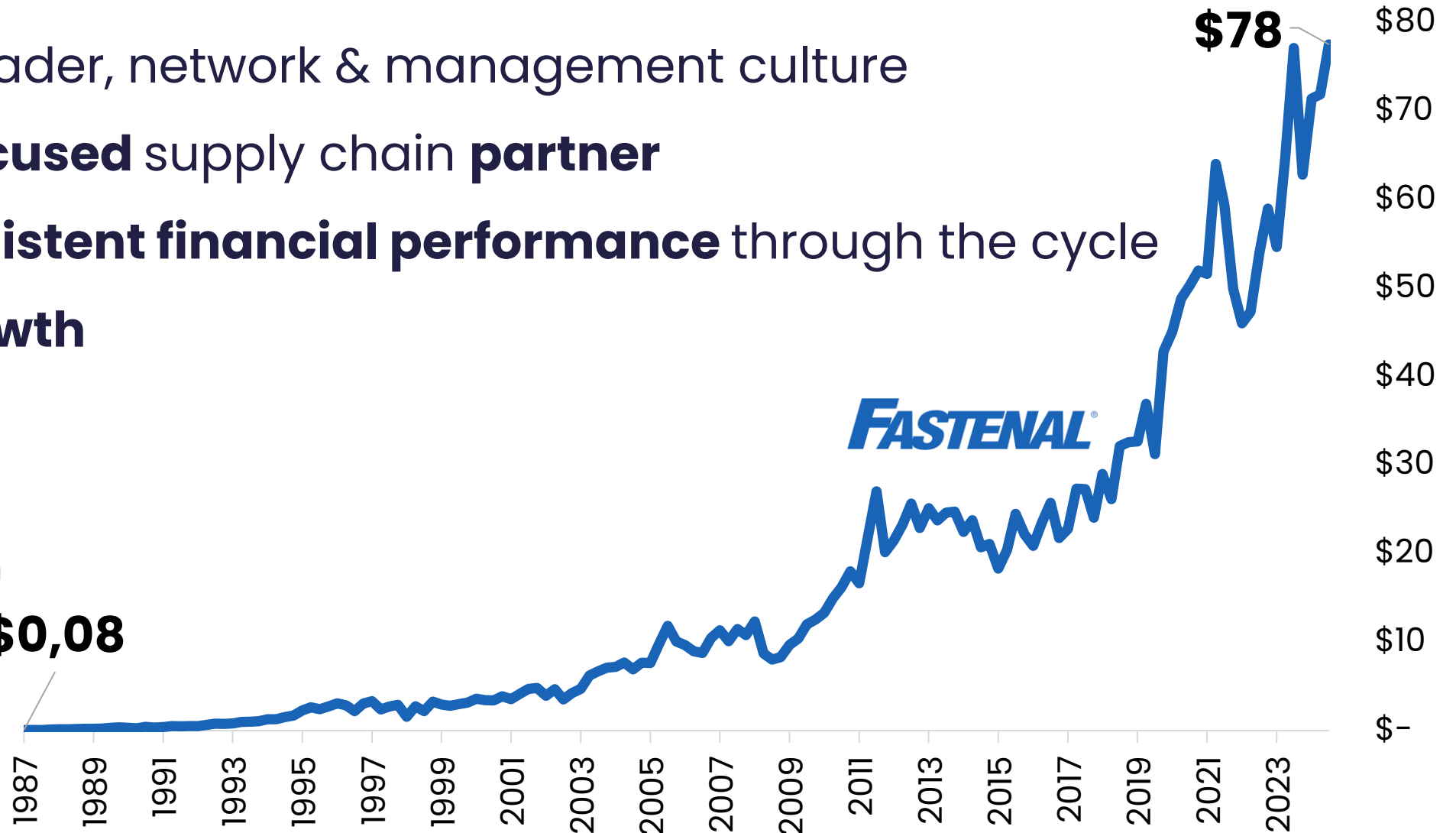
- **Moats:** cost leader, network & management culture
- **Long-term focused** supply chain **partner**
- Robust & **consistent financial performance** through the cycle
- **Profitable growth**



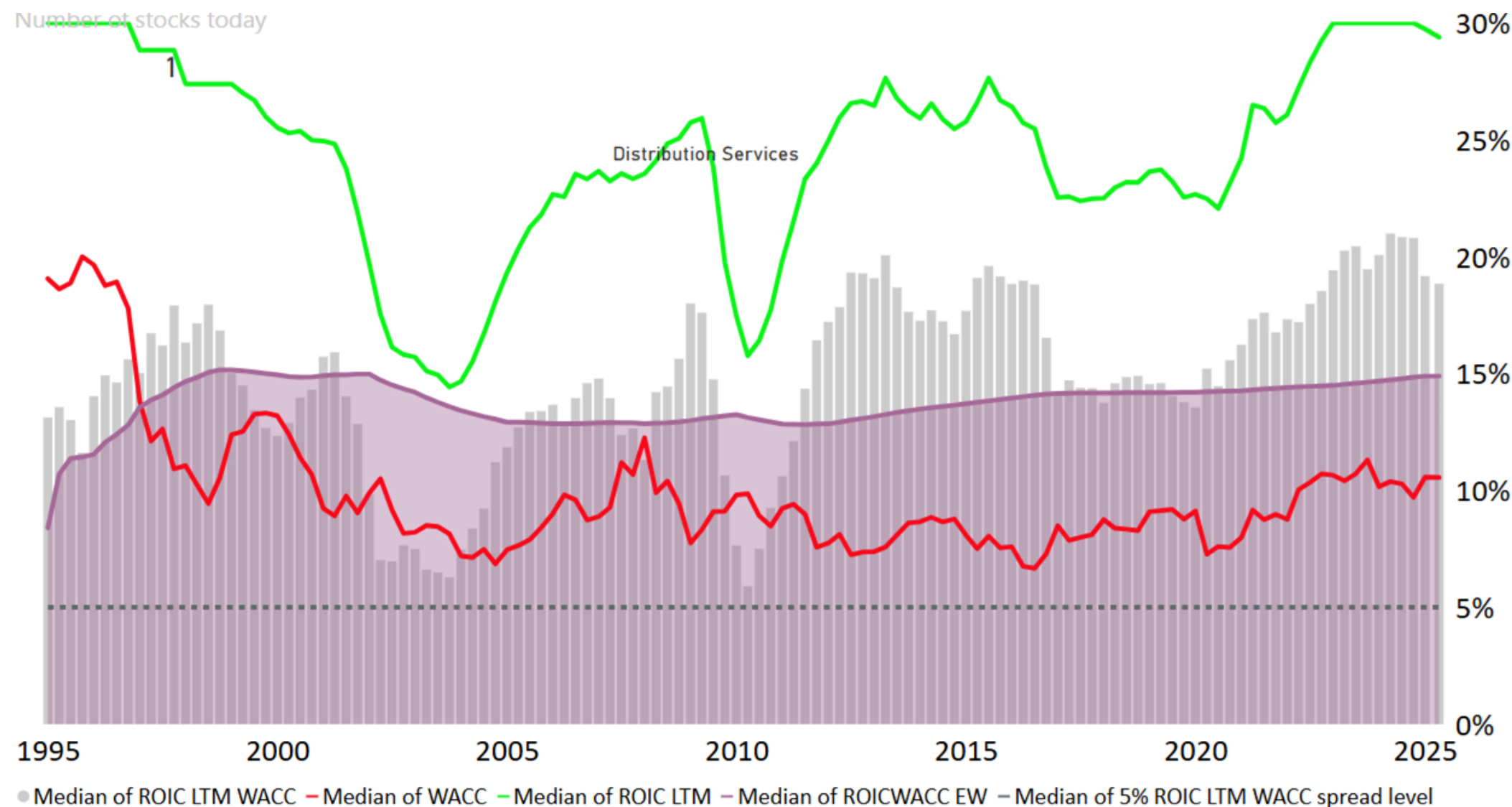
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FASTENAL®

\$78

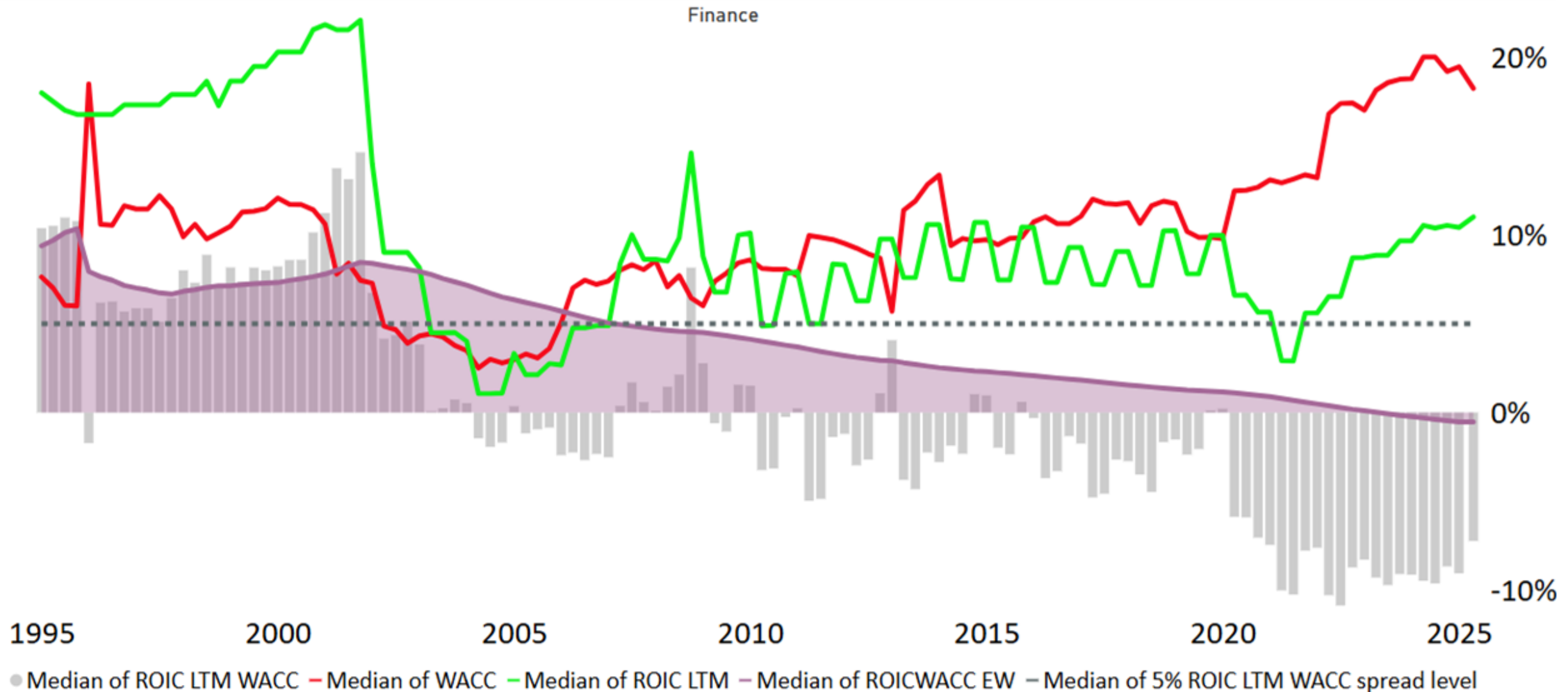


Fastenal: The nuts & bolts of **Quality** industrial supply chains



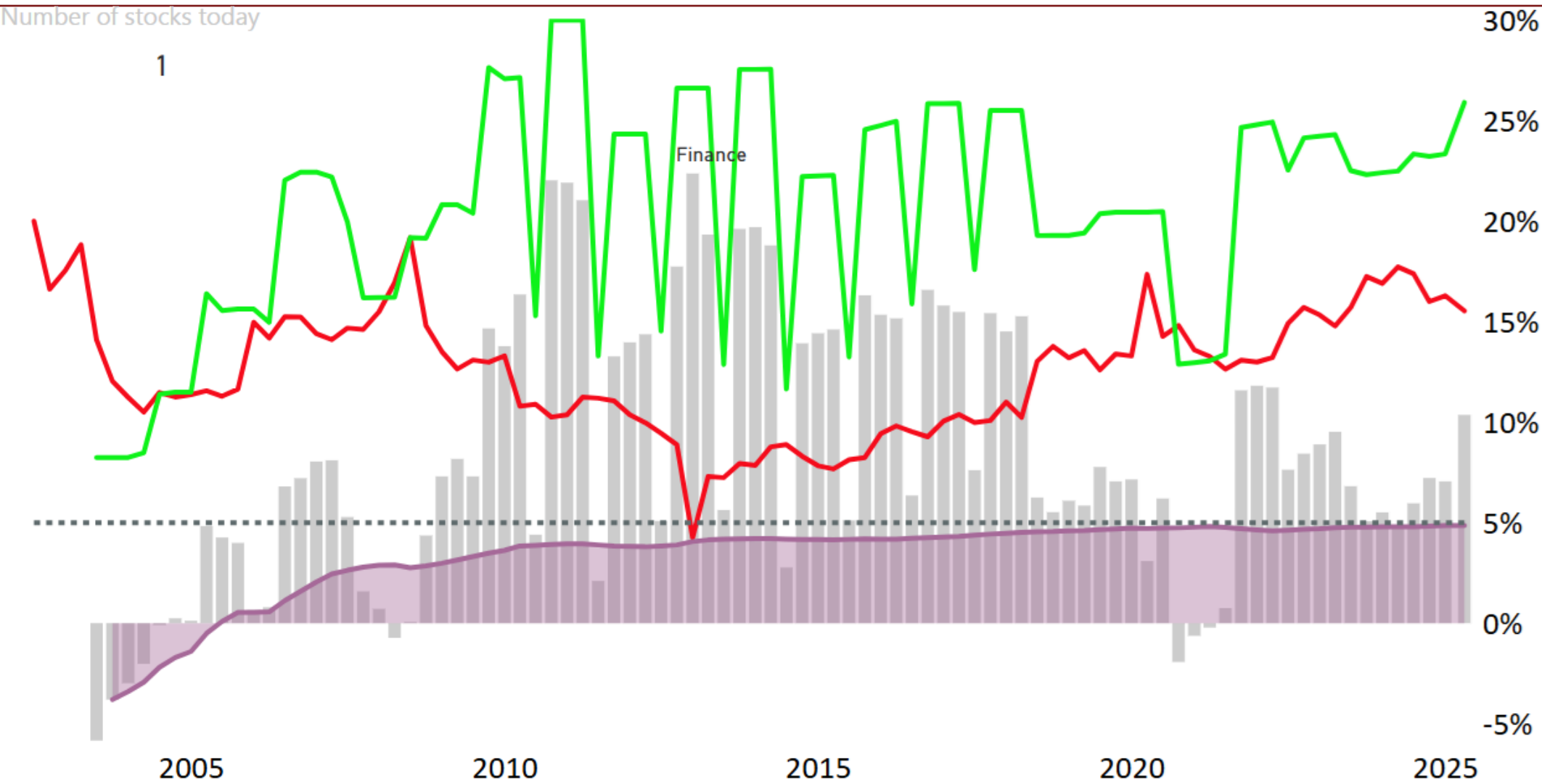
Data: FactSet. Calculations & Chart: Mazi Asset Management.

Non-Quality: Nedbank



Data: FactSet. Calculations & Chart: Mazi Asset Management.

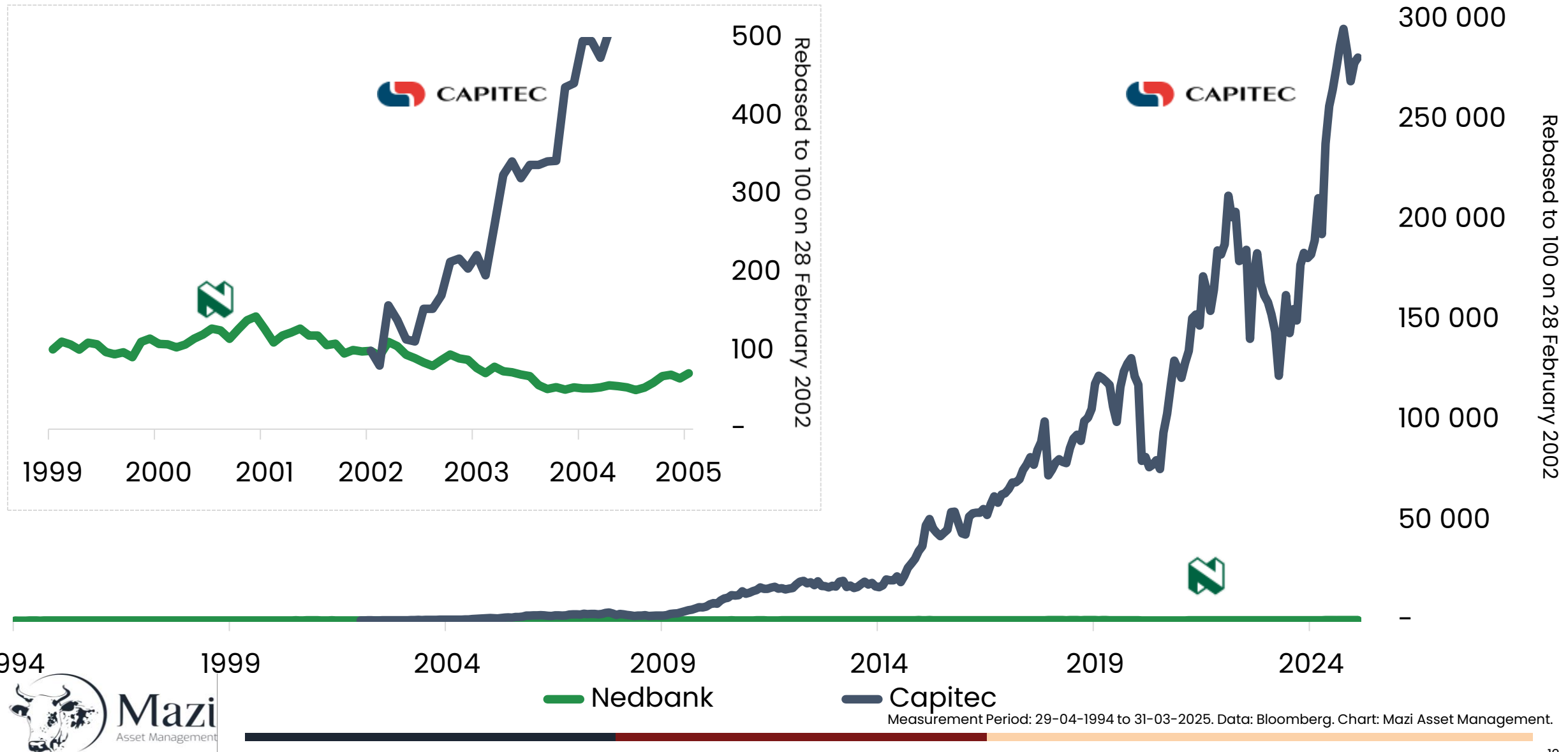
Quality: Capitec



● Median of ROIC LTM WACC — Median of WACC — Median of ROIC LTM — Median of ROICWACC EW — Median of 5% ROIC LTM WACC spread level

Data: FactSet. Calculations & Chart: Mazi Asset Management.

and the **Quality** wealth creator...



Conclusion

- ✓ We use our **intellectual capital** and **data analytical software** to
- ✓ **find** (*screening & machine learning*) **quality global companies,**
- ✓ **fundamentally analyse** (*numbers & facts*),
- ✓ using a **repeatable investment process** (*objective*),
- ✓ to **become part owners*** (*not traders*) **in companies** that
- ✓ are **resilient** to (*volatile*) **market conditions,** and
- ✓ **create WEALTH over time.**

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