

# DUXTON ASSET MANAGEMENT

## What is needed to make Agricultural Investments Sustainable?

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## Agriculture

### **DWS Global Land and Opportunities Sub Fund (GALOF)**

A closed end fund that invests into unlisted agriculture related assets. Duxton is the delegated fund manager for this fund.

### **Duxton Agricultural Commodities and Equities Sub Fund (DACE)**

Daily liquidity open-ended fund that invests into agricultural commodities and equities.

### **Duxton Agricultural Land Trust (DALT)**

A hybrid structure with semi-annual liquidity that invests into unlisted agricultural assets (70%) and into listed agricultural equities and commodities.

### **Duxton Agricultural Land Fund (DALF)**

A closed end fund with a 10 –year lock-up that invested in a portfolio of farmland related unlisted agricultural assets.

### **Club Deals/Segregated Mandates**

Duxton also caters to institutions (Pension Funds, Family Offices, Endowment Funds) and HNWI's to gain exposure to real agricultural assets through discretionary mandates.

## Vietnam

### **DWS Vietnam**

A closed end fund that invests in listed Vietnamese securities and unlisted Vietnamese assets. Duxton is the delegated fund manager for this fund.

### **Duxton Pagoda Fund**

A monthly liquidity fund that invests in a portfolio of high conviction and liquid Vietnamese securities (equities and closed end funds) using a bottom-up process.

## Wine

### **Duxton Wine Funds**

A segregated portfolio company that invests in premium fine wines from famous regions across the world.

# Duxton's Timeline

**2006**

DWS Vietnam launched by the Complex Asset Investments Team at Deutsche Asset Management Asia Pacific (DeAM Asia) headed by Desmond Sheehy

**2007**

DWS GALOF launched by the Complex Asset Investments Team at DeAM Asia

**2009**

Ed Peter and Desmond Sheehy form Duxton Asset Management as a spinout from DeAM Asia with DeAM owing ~20% of Duxton

**2009**

Duxton appointed delegated fund manager for DWS Vietnam and DWS GALOF and DWS wine funds

**2010**

Duxton launches DALT

**2011**

Duxton launches DALF

**2011**

Duxton launches DACE

**2011**

Duxton secures a segregated mandate of EUR 150 million from one of Europe's top pension funds

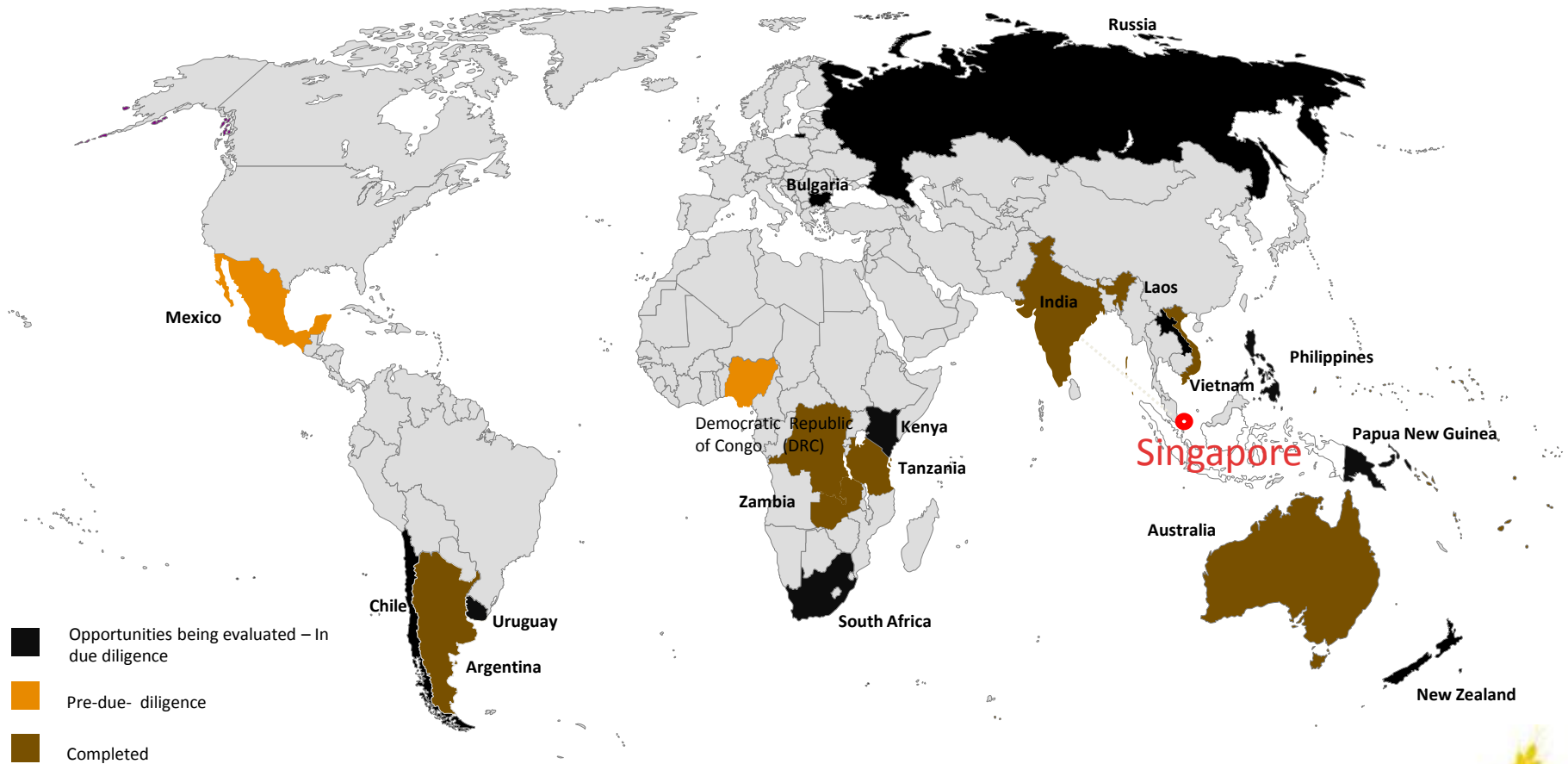
**2012**

Duxton buys back the minority stake from DeAM Asia and is wholly owned by Duxton Capital

# Duxton's Agricultural Direct Investment Footprints

## Completed Investments

Los Yaros (Argentina)	ACE Dairy (Australia)	Merriment (Australia)	Wyalong Rural Investments (Australia)	Darjeeling Organic Tea Estates (India)	Mountainside Farms (Tanzania)	Green Feed, Anova Corp & AGPPS (Vietnam)	African Crops Limited (Zambia & DRC)
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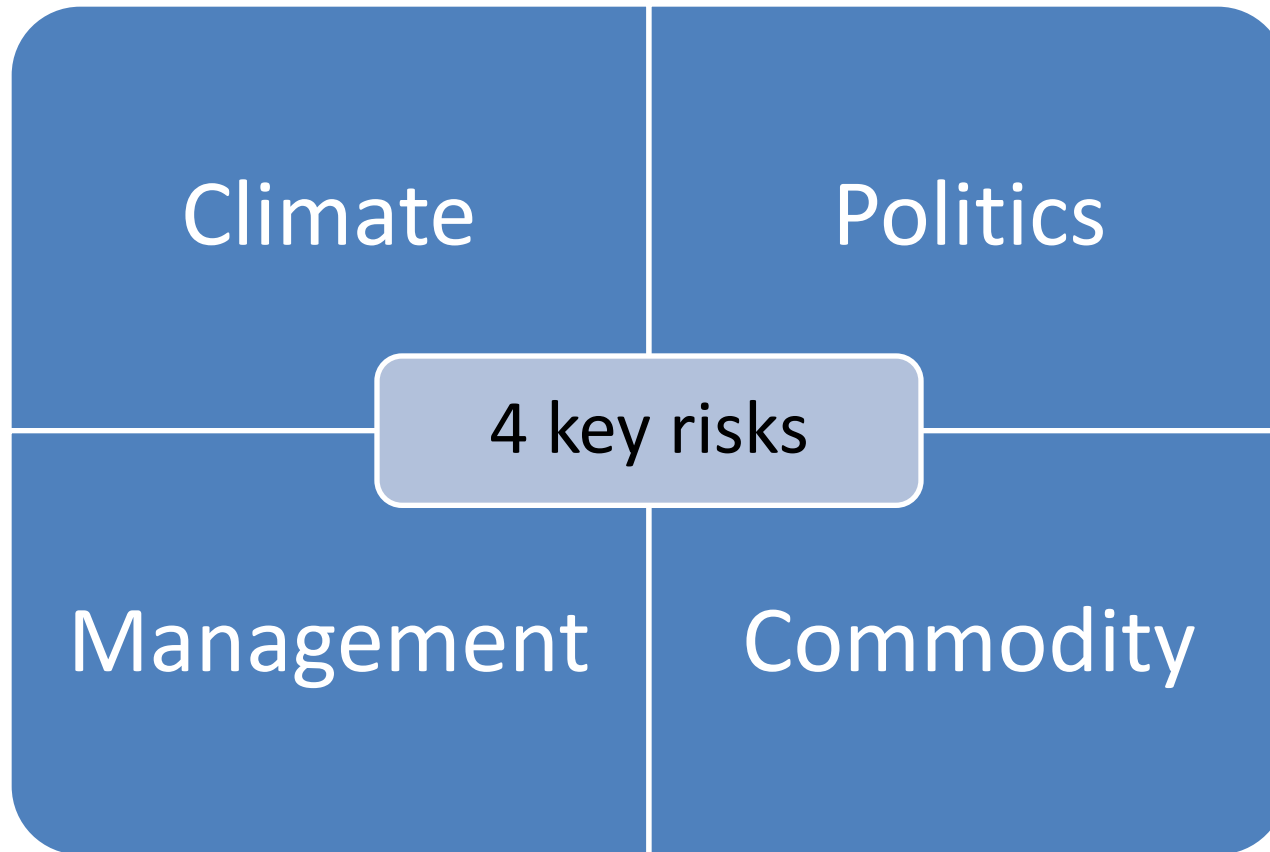


Not all our investments are in our funds as some of our clients have a significantly higher risk appetite than others

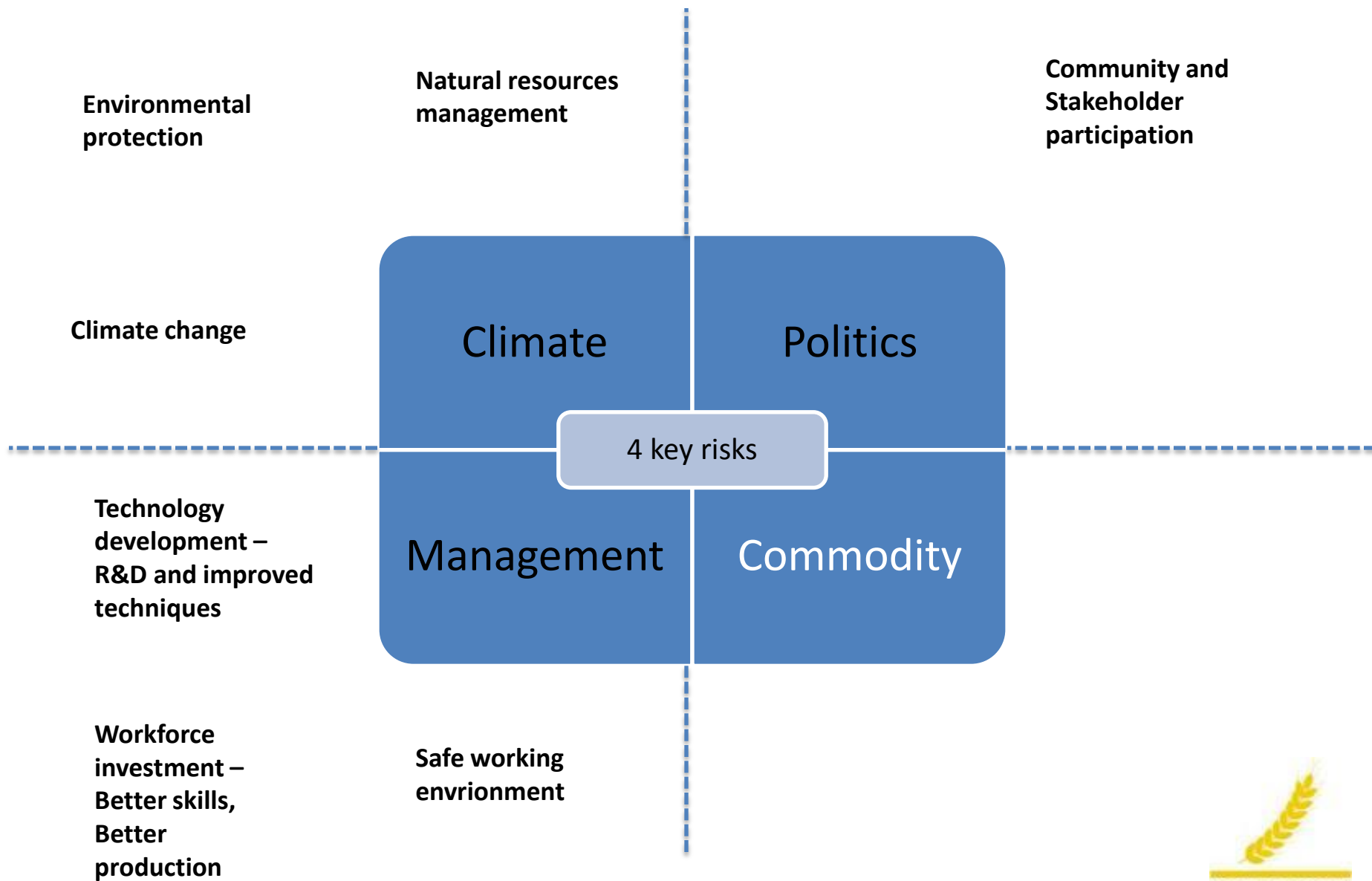
We aim to seek value for investors in emerging markets

**The key to security/success of our investment in these markets:**

*Focus on controlling investment risks*



# ESG Risk Overlap – ESG is inherently a commercial risk





Managing risks to make greater profits, includes:

- The most efficient farming practices
- The best environmental practices
- Environmental risk management
- Social risk management



# How do we do this in practice?



Risk mitigation  
Pursuit of investor returns

## Initial Investment Conditions

Grade 2 ESG project:

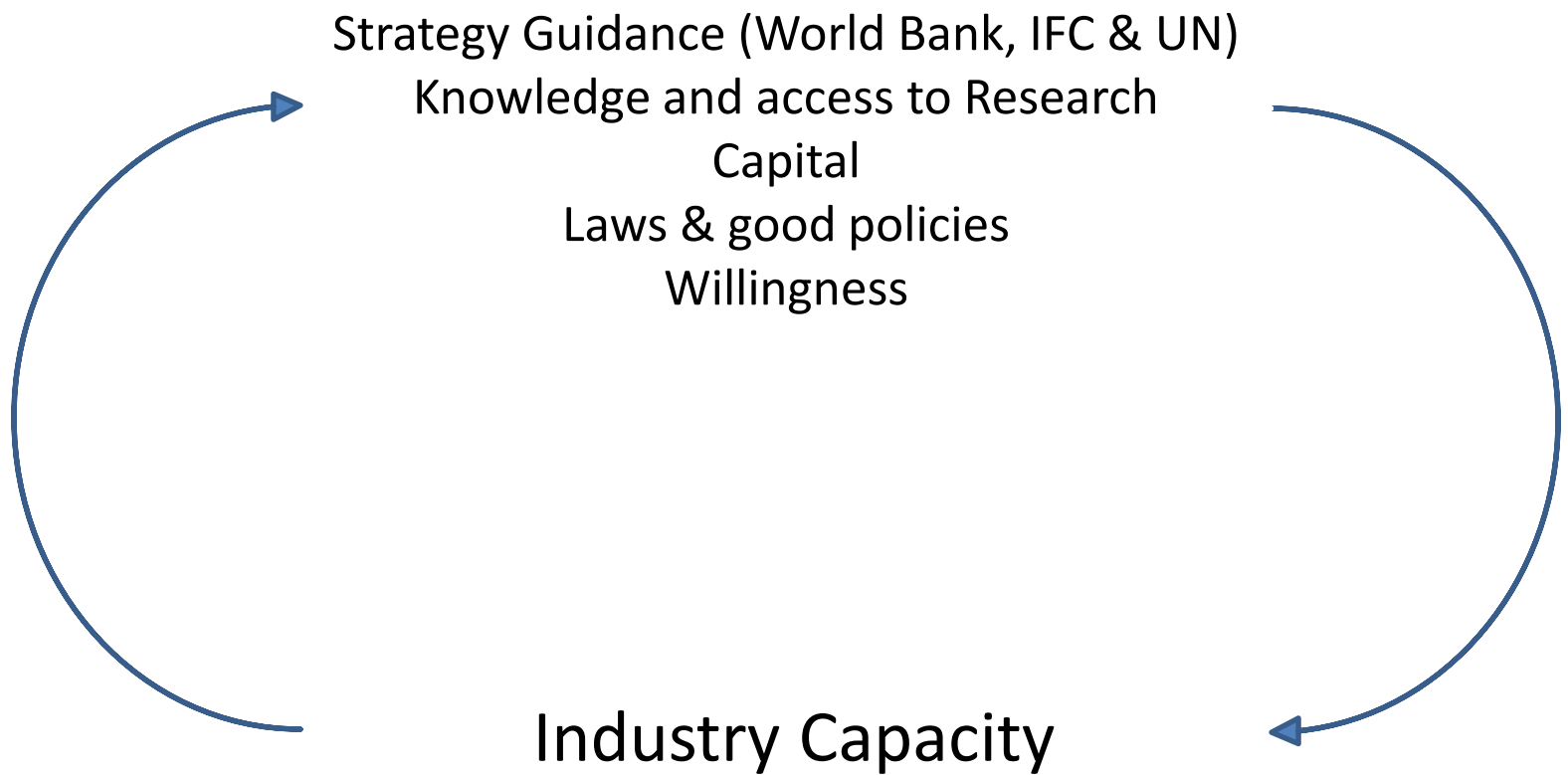
Minimum requirement: full compliance with local/national laws

Will to achieve international benchmarks and standards

## ESG compliant project results:

Restructured company  
Improved operations  
Positive externalities  
Increase in valuation  
**Higher returns to investor**

# Factors to achieve Sustainable Agricultural Investment



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## **Development Outcomes**

Regional economic development – Economies of scale, working environment, trade

Increase food production

Education

Agricultural markets and infrastructure

Safer and higher quality agricultural products

## **Financial outcomes**

Reporting this to our clients – helps us raise money

Compliant, transparent projects – will trade at a premium, increasing returns to our investors

Increased yields & reduced costs