Long Only Absolute Return Investing in Asia

## Prusik Asia Fund

## Quarterly Investment Report

29 June 2012

FOR PROFESSIONAL INVESTORS ONLY

## 2nd Quarter Review

Over the quarter the fund fell by $3.4 \%$, although the MXAPJ Index fared worse falling by $6.3 \%$. Positive contributors included Philippine bank, BDO, Philippine retail and tourism holding company, SM Investments, and Hong Kong TV broadcaster, TVB. The gold companies were amongst the worst detractors to performance although they have rebounded strongly in July. Macao casino operator, Wynn, was also a disappointing performer.

## Current Position

Partly thanks to the relative performance of markets and partly due to further rebalancing, our weighting in ASEAN moved up from $45 \%$ at the end of $1 Q$ to $58 \%$ at the end of 2 . Thailand, the Philippines, Vietnam and Singapore remain the top four best performing markets in the region year to date. This is probably largely due to the fact they are the most isolated from Europe and centered around the area of the region with the best domestic growth, demographic profile and resource development potential. In the process of adding to ASEAN we spread our geographical exposure there further by adding PT Telkom in Indonesia and STX (oil services) in Singapore as well as by increasing our exposure in the Philippines and Thailand. By contrast we reduced our weighting in Hong Kong, specifically reducing exposure to China via selling the Macao casinos and also taking profits on the consumer related local brand names such as Lenovo and Haier, which had done well.

We remain fully invested. We can see on screening, quantitative analysis and from our travels that there are some very cheap opportunities now emerging in North Asia, especially Korea and China. Indeed, the valuation gap between defensives and cyclicals is approaching 2008/9 levels, suggesting that some rebalancing might be due. We are not overly optimistic about either economy but thematically and fundamentally we are far more inclined towards Korean companies, noting that select cyclical stocks here have become so cheap that there is likely to be significant upside with probably just one small catalyst. At the time of writing we have rebalanced, slightly and cautiously, by reducing our overweight ASEAN position a tad and increasing our Korean exposure. We have done this via trimming our better and more expensive performers in ASEAN and adding 'defensive cyclicals' protected by underlying strong demand (such as smartphones) and cheap defensives with significant upside potential in earnings (such as the Korean mobile telecom operators - see below).

## Overview and outlook

So far, as an Asian investor in 2012, it has paid to pay as little attention to Europe as possible. This probably sounds like heresy in today's Euro centric, macro oriented and fearful world and to be clear we are far from ignorant or dismissive of the global risks which also threaten Asia's shores. However, calm and practical examination of prospects in Asia makes us increasingly certain that Asia is one of the very few areas in the world where investors should be more confident.

For example, we were struck by reports from the 2012 Morningstar conference that the panel on cash management was packed. Nobody has any idea what to do with cash at the moment. Treasuries seem to have shifted from being seen as an investment to being seen as an insurance policy against bad outcomes. But nobody wants to move up the risk spectrum to receive a better yield.

Meanwhile, $73 \%$ of stocks in Asia ex-Japan now yield more than treasuries. Indeed, one in three stocks in Asia yields over 3\%. Since 2000 the compound annual growth rate for dividends per share has been $11.4 \%$ and given the low payout ratios and good cash flows it is possible this rate of dividend growth could be sustained. If so, then Asia ex-Japan will pay out some US\$3.5 trillion dollars in dividends in the coming decade. Furthermore, if you are of the school of thought that high dividends usually preclude growth then look again. Recent academic research in the US has shown
that over the long term high payout ratios have been precursors to periods of robust growth and this has been the case for Asia as well. It remains quite possible to construct a list of 'stocks for all seasons' in Asia where strong franchise businesses with large free cash flows are paying above average dividends which are likely to grow in the coming years. We see this as an important way to find companies where the risk/reward is disproportionate to the upside in any environment. We have added a few more such opportunities to our portfolio this month, more of which we will discuss later.

Finally, we think recent airport traffic trends clearly illustrate the 'growth divide' between Asia and elsewhere. In April air traffic from Jakarta grew 18\% yoy. In Q1 air traffic in the Philippines grew $11.8 \%$ and in May Bangkok saw a $10.8 \%$ increase in air traffic, including a $15.2 \%$ jump in domestic travel. Meanwhile, air traffic in Paris fell by $4.6 \%$ in May, while London saw routes to Spain, Italy and Greece all decline sharply with the latter down $11.3 \%$.

## A mid-year look at some of the key indicators in Asia

## Earnings Growth

Firstly, some less good news. Consensus earnings growth expectations for 2012 are currently 14\%, which is likely to be far too high. So far, at the time of writing, $26 \%$ of the index has reported earnings, of which $61 \%$ have led to downgrades, $37 \%$ to upgrades and $2 \%$ have seen no change. We expect downgrades to remain a feature as we go through the August/September period after the results season in July. Mid single digit growth would be more in line with what we are hearing anecdotally. The question is: will share prices react or is this largely factored in?

## Economic Surprises

In the main, as with analyst expectations, economists will probably have to revise down expectations. By the end of the year, however, year on year comparisons will become easier and on the current trajectory there will not be negative export growth this year. We expect to see a smattering of interest rate reductions but as real rates are mainly negative across the region this is likely to produce a muted reaction.

## Central Bank Liquidity

Central bank balance sheets are growing but the rate of growth has decelerated to around 6\%. This may pick up in the second half of the year. At present the total amount of deposits in the banking system in Asia ex-Japan amounts to $141 \%$ of GDP and $181 \%$ of market cap, meaning that there is plenty of liquidity available for when the new lending cycle begins. This is especially marked in ASEAN where the current investment to GDP ratio of 20-30\% could easily grow to 40-45\%.

More positively, growth in bank deposits is strong, demonstrating full confidence in the region's banks.

## Valuations

Asia ex-Japan is currently on a Price/Earnings multiple which is one standard deviation below the mean and a Price/Book ratio of 1.5X. This is a very short brush away from typical recession valuation lows of 1.4 X . Moreover, the historical probability of making money from these levels over the past 37 years is $70 \%$, with an average upside of $22 \%$ in the following year. Additionally, Asian implied earnings growth rate to perpetuity is back to negative! This is something which has only occurred twice before - during SARS and 2008. In Hong Kong, China and Singapore over half of the stocks currently have implied growth of zero or negative to perpetuity.

## Sentiment

The relative underperformance of 'risky' (beta and volatility) versus 'quality' (strong cash flows and good balance sheets) has become more extreme than in 2008, but not quite as marked as over 9/11 or the Asian crisis in 1997/8. This may continue as a pattern for a while but as an indicator of sentiment it illustrates well how cautiously positioned investors are at present. Anecdotally, in our own sphere, we can confirm that most investors we meet, whether in Asia or in the UK, are very conservatively positioned.

## Export exposure to US and Europe

Conventional thinking puts Asia's export exposure to the US and Europe as one of the biggest reasons to remain cautious on Asia in the current climate. However, a careful look at the statistics reveals that this concern is overblown. The key statistics are:

- Only 13\% of Asia ex-Japan's exports go to the US and 15\% go to Europe.
- More than 60\% of Asia's exports go to either Asia-ex Japan or other emerging markets.
- If you exclude China, only $20 \%$ of Asian exports go to the US and Europe combined.


## Concluding Thoughts

The overall macroeconomic picture in the region remains insufficient to begin the next bull market but does remain sufficiently supportive to continue current patterns. By this we mean significant outperformance and indeed impressive absolute returns in countries and companies which have genuinely strong fundamentals. The dispersion of returns in the region year to date is quite large and very supportive to attentive stock picking and non-index bets.

While we cannot rule out a globally driven correction in all markets we do feel that, given the relative fundamentals and value available in Asia, any significant falls from these levels is a very good buying opportunity.

## ASEAN

We don't want to over-egg the ASEAN coverage in these reports. We have already written extensively and enthusiastically on the subject since last year, as well as individual markets. As you know ASEAN is the Association for South East Asian Nations. It was established in 1967 by Indonesia, Malaysia, Philippines, Singapore and Thailand and now includes younger members such as Laos, Vietnam, Cambodia and Myanmar. ASEAN's strength comes both from what it tries to do as well as what it doesn't do. It does not attempt to create a monetary or fiscal union across markets. It merely aims to promote trade, freedom of movement and capital, and collaboration between the member states. This is becoming more important as markets such as Myanmar and Cambodia enter the global economy as it creates new markets and opportunities for companies in the region.

During our recent visit to the Philippines in July a conversation with low cost airline Cebu Air illustrated well how ASEAN membership is really benefitting business. In the future airlines within ASEAN will not just be flying out of their home airport to other places but within ASEAN they will be allowed to fly between those other destinations as well. For a well managed airline like Cebu this is a huge future growth opportunity, potentially enabling it to grow well past the boundaries of its native country and into a regional carrier.

Here are some stats published recently by the Asian brokerage firm, Kim Eng. They paint a nice clear picture of the opportunity here and we think they are worth sharing not least because they illustrate well why we think this is the next major investment theme in Asia, one which will be reviewed in a
decade's time as the third big investment opportunity after the emergence of China and the growth of Asia's middle class.

- ASEAN's population is twice that of the US ( 600 m compared to 240 m ) and larger than the population of Europe
- ASEAN's GDP is only $1 / 8$ of the US (US\$1.9trn vs. US\$14.7trn)
- ASEAN GDP per capita is therefore only $1 / 16$ of the US
- In 1990-1995, pre Asian crisis, ASEAN grew faster than China
- Of particular interest to us is the integration of Indochina's 110 m population which has spectacular upside
- ASEAN runs large current account surpluses and has low levels of public, personal and corporate debt
- Expected GDP growth of 5\%+ over next several years


## Korea

A trip to Korea, even in high summer, can be profoundly depressing. There is little beauty from the countryside or the architecture and the weather was like London, which this summer means cold and wet. This is also a country with some deeper problems. Two people commit suicide every hour in Korea - the highest suicide rate in the OECD - and the culture reeks of stress and grueling competition, from the aggressive education system to the hierarchical corporate structures. Even visiting companies is quite exhausting. There is a drag in communication and information flow which is not helped by poor English, meaning that a complex dance has to be performed to elicit the required data. It feels like there are barnacles and seaweed on the bottom of the boat.

Around $35-40 \%$ of $30-45$ year olds are unmarried, a tenfold increase over the past decade, and debt is high. Household debt/disposable income is $165 \%$ and the typical Korean has $70 \%$ of personal assets in property. Over $23 \%$ of economically active people are self-employed and typically debt servicing costs over $20 \%$ of revenue. Year to date 2 out of 3 new bank loans went to self-employed people. The delinquency rate on loan repayment is starting to edge up.

Perhaps the most interesting observation is that whilst the population is ageing in Korea there is very little immigrant activity. Korea, like Japan, is one of the very few countries in the world not to have a China town, illustrating how hard it is to live in Korea as a foreigner. The comparison with Japan is perhaps one which shouldn't be ignored.

Of course we can find some individually fantastic companies in Korea and some very intriguing value opportunities as well but we make this point openly because Korea is $16 \%$ of the regional index and these medium term concerns mean that it is important to find funds which in the future can freely sidestep an obligation to this much of the index.

## Do not hold or buy the index!

At the time of writing, Inditex, the holding company of retail success, Zara, has risen $26 \%$ year to date to a new all time high whilst the Spanish index has fallen by $35 \%$. In Malaysia the large cap bank, Maybank, has risen 2\% while Shariah insurance company, Syarikat Takaful, (held in our Prusik Asian Smaller Companies Fund) has risen $246 \%$ ! In Korea, meanwhile, department store Shinsegae has fallen $20 \%$ whilst cosmetics brand shop company, Able C\&C, is up $145 \%$ and mobile social gaming company Com2us (also held in our Prusik Asian Smaller Companies Fund) has risen 92\%.

These are clearly crude but also illuminating examples of how stock markets are operating at the moment. In one of the worst markets in the world there is a large company which is trading like an ASEAN growth stock and in ASEAN some of the larger companies are amongst the least exciting performers! Everywhere stocks in genuine growth niches are performing incredibly well, as they should, versus the pedestrian mainstream.

The point here is that picking themes or companies, not simply just investing in Asia per se, is the only route to strong returns and relative performance. Large funds full of large cap big index constituent companies will by definition have exposure to heavily cyclical stocks such as Korea's Shinsegae, countries such as Korea, Taiwan and China and sectors such as Australian resources. Korea, Taiwan, China and Australia comprise about $70 \%$ of the MXAPJ Index and Australian resources alone are about 5\% of the index. ASEAN, by contrast, is $15 \%$ of the index and if you take out Singapore then the rest of ASEAN (roughly 590 million people) is represented by only $9 \%$ of the index!

If this sounds like a shameless plug for Prusik's non-index, mid-cap bias approach, it is! But only because we can see literally billions of dollars sitting in mainstream funds holding mainstream stocks and we do not see the future performance of the whole index standing out until the next major bull cycle.

Until then, the route to survival and better performance is quite counter-intuitive for these riskaverse times: Head into the non-index areas of growth and strong fundamentals and eschew the mainstream.

## How much of a stock does your typical large Asian fund manager own in total? Beware illiquid positions even in large companies!

In our recent trip to Asia we had the same rather concerning conversation with several members of the broking community. Each conversation was initiated by them and pertaining to our small fund/high liquidity of positions ethos at Prusik. Their interest lay in the heavily concentrated portfolios of some of the larger Asian fund managers and what might happen if fund flows reversed. This is only an issue if you believe the consensus view that stocks might fall significantly from here around the world and that another round of risk aversion is nigh. If you do, then some serious questions must be asked about the overall holding sizes at the fund manager level in some larger open ended portfolios. In a forced sell down a widely observed $20 \%$ position in any large company could well prove to be more dangerous than a portfolio of smaller company holdings of manageable and appropriate size.

## Korean Telecoms

If the very title of this section strikes boredom into your heart, look again. This sector has in a nutshell much of what we are currently looking for: an asymmetric risk/reward with significant possible upside and a very stable and defensive business outlook.

Firstly, Korean telecoms are much hated or even left for dead by most fund managers, resulting in extraordinary value. This is not entirely unfounded, plagued as they have been in the past by regulatory intervention, irrational competition and management misjudgment. The upshot is that the three players all trade at well below book value (KT Corp, for example, is trading at 0.7 XPB ) with forward PE ratios in the order of 8X and dividend yields of 7\%.

Secondly, we think much of the irrational competition is now behind us. The Korean market has now rolled out 4G technology and subscribers will be going through the upgrade cycle during 2012 and 2013. The new packages no longer contain unlimited data usage which allows the operators to
charge more appropriately for heavy use. This is resulting in the average revenue per user (ARPU) rising around $15 \%$, which is significant. In the past, one of the best correlations for share price performance of the sector has been ARPU. So a rising ARPU bodes well.

Thirdly, capital expenditure for the sector will slow down significantly from this year. There is no real 5G stage to move to from here so the emphasis is turning from the 'build out' of the network to the 'upgrade and maintenance' of the network. This will massively improve cash flows. At SK Telecom, for example, free cash flow is expected to cover the dividend roughly twice, so the security of the dividends or even the chance of higher dividends in future is very good. We also think there is a real chance of earnings upgrades going into 2013.

Finally, as a wild card, the Korean authorities are discussing net neutrality. Any future changes might enable operators to charge corporates which are heavy bandwidth users additional fees which would likely lead to further earnings upgrades.

## Soft Commodities

Longer term followers of Prusik will know that this is not the first time we have been fans of this theme, hard though it may be to find good companies at the producing end of the food chain. Last quarter we wrote about palm oil and soya but it is worth repeating that this time around the shortage story supporting this theme is significantly more severe than in 2006-8 and arguably far more threatening to global stability. However, we feel this is still not yet fully understood.

The anomalies around this theme are coming thick and fast. With thanks to Gavekal, here is a test:
Which country recently agreed the single largest purchase of US corn in more than 20 years?
a) China
b) Indonesia
c) Mexico

The answer is Mexico, which is suffering the worst drought in 70 years. They bought 1.5 million tons of US corn.

This is especially concerning due to the fact that the US is experiencing similar drought conditions. lowa, the largest corn producing state, is seeing crop yield declines of over 30\%. Moreover, the growing season hasn't finished yet and many estimate that a further $9-12 \%$ of the yield may be lost. This is unprecedented and the USA Department of Agriculture has declared that 26 states and 1,000 counties are in danger of being officially in a national agricultural and food emergency.

The reasons why this is such a serious issue are several fold. Firstly, food stocks around the world, as we highlighted in 2006, have been falling at the fastest rate ever in recent years. The 6 largest corn importing nations have a $6 \%$ stocks to use ratio but should the US decide to embargo corn sales then these stocks will quickly fall to zero. Moreover, if corn production declines by a further $9 \%$ then the US corn stocks-to-use ratio will also fall to zero.

Higher corn prices have led to less soya being planted and so soya, too, is in short supply. Similar to corn, soya is reported to be at least $14 \%$ down on yield and in critical condition due to the drought. If the soya crop yield falls another $5 \%$ from here then the US stocks-to-use ratio for soya will also fall to zero. This is almost unprecedented.

Secondly, looking at previous years where crops have been small, this last happened in 1995 and at that time corn prices rose by $160 \%$. So far corn has risen by about $50 \%$, so a reasonable target might be $\$ 1500 /$ ton (from US\$ $800 /$ ton today). In any event prices are likely to rise a lot from here.

Thirdly, India is experiencing a light monsoon and may see a poor rice crop, meaning reduced rice exports and most likely a higher rice price. Fourthly, La Nina is about to give way to El Nino. This means Australia, India, Indonesia and Brazil are likely to see droughts in the coming year.

In conclusion, the risk here is that soft commodity prices rise very sharply in the final months of the year and shortages are not out of the question.

## Vietnam

At the time of writing, Vietnam remains the second best performing market in Asia year to date but this belies a more volatile picture. Earlier this year the Vietnam market rallied trough to peak by 45\% before correcting in the past two months. The collapse in inflation and the attendant fall in interest rates has happened as we expected and indeed the past two months have seen negative month on month CPI, while the yearly data looks set to fall as low as $8 \%$ for 2012 as a whole.

The stock market is now wrestling with a clear slowdown in external demand and an absence of positive news regarding some of the domestic issues which are still pressing. Chiefly, these issues are the restructuring of the banking sector and some awaited shuffling of senior positions in government.

The economy grew by $4.3 \%$ in 1H 2012 and in May we saw a stimulus package which included a $30 \%$ cut in corporate income tax, deferral of VAT and income tax payments, and other measures to help small businesses. However, this is unlikely to spur the corporate capital expenditure needed to really stimulate growth. Bank lending, which is currently flat and unlikely to top 5-6\% growth for the full year, tells the same story.

More positive signs can be gleaned from the stability of the Dong which is trading at the same level as it did in February 2011 and has been rock steady in 2012. The trade deficit is falling while at the company level earnings growth of around $13 \%$ in 2012 seems achievable.

We have $12 \%$ of the fund invested in Vietnam and see very little reason to sell at this stage. It is still likely that positive domestic catalysts will spur equities in the second half of the year and valuations remain very attractive. For example, it remains possible to construct a portfolio of 10 companies with strong underlying fundamentals and growth, an average yield of $12.2 \%$, a trailing PE of 6.7 X and a Price/Book ratio of 1 X .

Our portfolio includes Bourbon Tay Ninh Sugar, a sugar processor, which has a dividend yield of $12.1 \%$ and a forward PE of 4.8X. We also own Kinh Do Corp, operator of the largest bakery, confectionary and ice cream business in Vietnam and well known for its moon cakes. Kinh Do Corp's sales have increased by a $34 \%$ cagr in the past 5 years and it has a dividend yield of $5.3 \%$.

## Oil Services

Thanks to the recent decline in the oil price there is little fanfare about the current state of the oil services industry, but we see a very large investment cycle building in Asia.

The statistics are very simple: by 2015 over $55 \%$ of the world's fleet of oil rigs will be over 30 years old, or effectively obsolete. The number of rigs becoming obsolete between now and 2015 doubles in that time to about 2,880 rigs. This suggests a future shortage of about 160 jack-up rigs. Currently,
the world builds about 30 rigs a year. With rig builders' books showing strong order flows for the next 18 months, demand for jack up rigs has a powerful tailwind.

Furthermore, the offshore service vessel (OSV) to rig ratio should peak this year at 4.5X, meaning there is likely to be an uptick in OSV demand from 2013. Three other factors are also driving this cycle. They are: firstly, a dramatic increase in unconventional resources which are growing at 5X the pace of conventional resources and require new tools and skills for extraction; secondly, new discoveries are running at well over the average trend of the past decade signaling strong future activity; finally, deepwater investment is growing at about double the rate ( $19 \% \mathrm{pa}$ ) of shallow water investment, again requiring more expensive and complex equipment.

There is particular value in the OSV area and we have initiated this theme with a holding in STX OSV Holdings, which builds support vessels and has a strong order book stretching beyond the coming 18 months. It is free cash flow generative, has net cash, a dividend yield of $4.3 \%$ and is on a PE of 7.8 X .

Performance Summary (\%)
Periods ending 29.06.2012

|  | USD | GBP | SGD |
| :--- | ---: | ---: | ---: |
| 1 Month | 0.67 | 0.67 | 0.64 |
| 3 Months | -3.42 | -3.44 | -3.49 |
| Year to Date | 8.48 | 8.52 | 8.13 |
| Since Launch+ | 48.78 | 17.34 | -17.67 |
| 2011 | -20.89 | -20.70 | -20.95 |
| 2010 | -2.66 | -3.00 | -3.70 |
| 2009 | 26.59 | 23.20 | - |
| 2008 | -20.84 | -17.70 | - |
| 2007 | 21.88 | 21.69 | - |
| 2006 | 33.94 | 13.89 | - |
| 2005 | 8.86 | - | - |
| Annualised 5 years | -2.84 | -2.63 | - |
| Annualised 3 years | -2.20 | -2.25 | - |
| Annualised Since Inception | 6.08 | 2.72 | -7.62 |

Source: Bloomberg

+ Launch date: A: 07.10.05, C: 14.07.06, D: 15.01.10


## Fund Performance - Class A USD (\%)



Source: Bloomberg. Total return net of fees. Since launch: 07.10 .05

Monthly Performance Summary (\%)

|  | Jan | Feb | Mar | Apr | May | June | July | Aug | Sept | Oct | Nov | Dec |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 0 1 2}$ | 5.81 | 6.55 | -0.38 | 3.08 | -6.93 | 0.67 |  |  |  |  |  |  |
| $\mathbf{2 0 1 1}$ | -2.27 | -0.70 | 1.19 | 1.23 | -0.86 | 0.30 | 4.32 | -11.95 | -8.24 | -0.55 | -4.02 | -0.52 |
| $\mathbf{2 0 1 0}$ | -9.67 | -2.62 | 3.66 | 1.67 | -7.15 | -0.54 | 0.96 | 2.98 | 7.80 | 0.74 | -0.38 | 1.08 |
| $\mathbf{2 0 0 9}$ | -6.90 | -2.90 | 11.16 | 4.46 | 10.67 | -2.69 | 6.77 | -4.94 | 6.42 | -2.45 | 4.08 | 2.12 |
| $\mathbf{2 0 0 8}$ | -6.78 | 6.91 | -8.06 | 1.81 | 0.67 | -7.69 | 0.21 | -5.34 | -5.33 | -7.37 | 0.02 | 9.75 |
| $\mathbf{2 0 0 7}$ | -0.01 | 1.28 | 3.05 | 4.08 | 3.58 | 4.79 | 3.77 | -3.75 | 5.67 | 2.61 | -6.33 | 1.93 |
| $\mathbf{2 0 0 6}$ | 7.71 | 0.09 | 1.84 | 10.14 | -1.95 | -0.45 | -1.72 | 0.02 | 1.23 | 3.90 | 7.64 | 1.97 |
| $\mathbf{2 0 0 5}$ |  |  |  |  |  |  |  |  |  | -1.90 | 5.64 | 5.08 |

## Risk Metrics

|  | Fund |
| :--- | ---: |
| Beta | 0.55 |
| Alpha (\%) | 1.18 |
| Sharpe Ratio | 0.40 |
| Volatility (\%) | 15.19 |
| \% of the portfolio - which could be | $89.66 \%$ |
| sold in 2 business days |  |
| Source: Bloomberg |  |
| Since Inception: A: 07.10.05 |  |

Risk Adjusted Performance - Class A USD (\%)


Source: Bloomberg. Annualised return and 1 year volatility versus the peer group (open ended offshore Asia Pacific ex Japan Equity Fund Index), 7.10.05 to 29.06.12.

THEMATIC \& GEOGRAPHICAL BREAKDOWN

| Top $\mathbf{5}$ Holdings (\%) |  |
| :--- | :---: |
| Advanced Info Service | 4.1 |
| Nagacorp | 3.7 |
| Bangkok Bank Public | 3.7 |
| Metro Pacific Investments | 3.6 |
| Universal Robina | 3.5 |
| Total Number of Holdings | 40 |

## Portfolio Financial Ratios*

| Predicted Price/Earnings Ratio | $13.2 x$ |
| :--- | ---: |
| Predicted Return on Equity (\%) | 21.7 |
| Predicted Earnings Growth (\%) | 15.0 |

*Fiscal year periods


All data as at 29.06.12. Source: Prusik Investment Management LLP, unless otherwise stated.

## FUND PARTICULARS

| Fund Facts |  |
| :--- | :--- |
| Fund Size (US) | 66.6 m |
| Launch Date | 7 October 2005 |
| Fund Structure | UCITS III |
| Domicile | Dublin |
| Currencies | USD (base), GDP, SGD |
|  |  |
| Dealing |  |
| Dealing Line | +353 1 603 6490 |
| Administrator | Brown Brothers |
|  | Harriman (Dublin) <br> Weakly, Friday |
| Din. Initial Subscription USD 10,000 <br> Subscription Notice 2 business days <br> Redemption Notice 2 business days |  |

## Share Class Details

| Codes |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Class 1 |  |  | SEDOL | ISIN | Month end NAV |
| A USD | Unhedged | Non Distributing | B0MDR72 | IE00B0M9LK15 | 148.78 |
| B USD | Unhedged | Distributing | B0M9LL2 | IE00B0M9LL22 | 148.85 |
| C GBP | Hedged | Distributing | B18RM25 | IEO0B18RM256 | 81.02 |
| D SGD | Hedged | Distributing | B3LYLK8 | IE00B3LYLK86 | 205.07 |
| Performance fee based on individual investors' holding. |  |  |  |  |  |
| N USD | Unhedged | Non Distributing | B3LP510 | IE00B3LP5101 | 148.78 |
| O USD | Unhedged | Distributing | B3M40N3 | IEOOB3M40N30 | 148.87 |
| P GBP | Hedged | Distributing | B3MWDD8 | IE00B3MWDD86 | 80.76 |
| Performance fee based on fund performance as a whole. |  |  |  |  |  |
| Management Fees |  |  |  |  |  |
| Annual <br> 1.5\% p. <br> Perform <br> 10\% of | anagement Paid monthly nce Fee AV appreciation | arrears <br> conditional on a $6 \%$ | hurdle |  |  |

## Fund Manager

Heather Manners
Tel: +44 (0)20 74931331
Email: heather.manners@prusikim.com

## Sales \& Marketing

## Mark Dwerryhouse

Tel: +44 (0)20 72976854
Mob: +44 (0)7831 856066
Email: mark.dwerryhouse@prusikim.com

## Nazinna Douglas

Tel: +44 (0)20 74931331
Fax: +44 (0)20 74931770
Email: nazinna.douglas@prusikim.com

## Prusik Investment Management LLP

1st Floor 46 Hays Mews
London W1J 5QD
Web: www.prusikim.co.uk
Email: enquiries@prusikim.com

This document is issued Prusik Investment Management LLP and is for private circulation and information purposes only. Prusik Investment Management LLP is authorised and regulated by the Financial Services Authority in the United Kingdom. Prusik is also registered with the Securities and Exchanges Commission in the United States of America under the Investment Advisors Act of 1940, as amended. The information contained in this document is strictly confidential and does not constitute investment advice, nor an offer or solicitation to buy or sell any securities and or derivatives or to make any investment decision and may not be reproduced, distributed or published by any recipient for any purpose without the prior written consent of Prusik Investment Management LLP.
The value of investments and any income generated may go down as well as up and is not guaranteed. You may not get back the amount originally invested. Past performance is not a guide to, or indicative of, future results. Changes in exchange rates may have an adverse effect on the value, price, or income of investments.
The information and opinions contained in this document are for background purposes only, and do not purport to be full or complete. Please refer to the fund prospectus for more detail. The information given is not exhaustive and does not constitute legal or tax advice. Prospective investors and investors alike should consult their own professional advisers as to the implications of their subscribing for, purchasing, holding, switching or disposing of shares under the laws of the jurisdictions in which they may be subject to tax. No representation, warranty, or undertaking, express or limited, is given as to the accuracy or completeness of the information or opinions contained in this document by any of Prusik Investment Management LLP, its partners or employees and no liability is accepted by such persons for the accuracy or completeness of any such information or opinions. As such, no reliance may be placed for any purpose on the information and opinions contained in this document.

