### November 2012



This report focusing on **ASX Listed Investment Companies** seeks to **i**) identify and capitalise on any trading opportunities that may exist across the sector & **ii**) assist clients seeking to broaden portfolio exposure through an investment in a diverse and professionally managed portfolio of assets (focused on Australian and International equities).

Across our universe of Listed Investment Companies (LICs), we also take a closer look at relative fund performance figures through to the period ending 31 October 2012.

Note that the Pre-Tax NTA stated below is as last reported (ie. for the month ended 31 October 2012).

					Implied NTA Calculation*						
Code	Name	Price (\$) 31/10/2012	Pre-Tax NTA 31/10/2012 (\$)	Prem/Disc to NTA (%) 31/10/2012	Last price (\$)	Pre-Tax NTA (\$)	Prem/Disc to NTA (%)	FY12 DPS (¢)**	Historic Yield (Last Price) %	Market Cap (\$m)	Benchmark Index
Domes	tic Focus										
AFI	Australian Foundation Inv Co Ltd	4.71	4.74	-1%	4.75	4.88	-3%	21.0	4.4	4912	ASX 200
ARG	Argo Investments Limited	5.73	5.97	-4%	5.70	6.15	-7%	26.0	4.6	3584	ASX 200
MLT	Milton Corporation Limited	17.04	17.55	-3%	16.74	18.07	-7%	78.0	4.7	2036	All Ords
DJW	Djerriwarrh Investments Limited	3.99	3.37	18%	3.97	3.47	14%	26.0	6.5	868	ASX 50
AUI	Australian United Investment Company	6.28	6.84	-8%	6.27	7.04	-11%	28.0	4.5	667	ASX 300
BKI	BKI Investment Company Limited	1.29	1.40	-8%	1.28	1.44	-11%	6.4	5.0	569	ASX 300
DUI	Diversified United Investment Limited	2.72	2.98	-9%	2.67	3.07	-13%	13.0	4.9	450	ASX 300
MIR	Mirrabooka Investments Limited	2.10	1.98	6%	2.06	2.04	1%	10.0	4.9	283	50% Small/50% Mid Cap
WHF	Whitefield Limited	3.06	3.32	-8%	2.93	3.44	-15%	17.0	5.8	222	ASX 200 Industrials
WAM	WAM Capital Limited	1.61	1.64	-2%	1.61	1.69	-5%	11.0	6.8	223	All Ords
AMH	AMCIL Limited	0.76	0.82	-7%	0.76	0.84	-10%	3.5	4.6	159	ASX 200
CTN	Contango Microcap Limited	0.99	1.21	-18%	0.96	1.24	-23%	8.5	8.9	144	Small Ords
WIC	Westoz Investment Company Limited	1.00	1.44	-31%	1.03	1.48	-31%	4.0	3.9	131	ASX 200
ALF	Australian Leaders Fund Limited	1.26	1.30	-3%	1.27	1.34	-6%	11.0	8.7	91	ASX 200
CAM	Clime Capital Limited	0.99	1.12	-12%	1.00	1.13	-12%	3.8	3.8	50	All Ords
Global	Focus										
MFF	Magellan Flagship Fund Limited	0.93	0.97	-4%	0.95	0.96	-2%	1.0	1.1	328	MSCI A\$
PMC	Platinum Capital Limited	1.01	1.12	-10%	1.02	1.11	-9%	0.0	0.0	168	MSCI A\$
TGG	Templeton Global Growth Fund	0.77	0.91	-15%	0.77	0.90	-16%	1.5	2.0	110	MSCI A\$

NTA calculations are based on end of month figures (31/10/2012)

#### The key attributes we look for in an LIC:

- **Dividend sustainability** It is important that an LIC has the ability to pay consistent and steady distributions to shareholders. Dividends paid by LICs are determined by management and unlike unlisted managed funds are not obliged to distribute all surplus income.
- Market liquidity An LIC needs to have sufficient size to provide sufficient market liquidity.
- Share price premium/discount to NTA We will target LICs that are attractively valued relative to historic levels and absolute value. While there are factors that contribute to an LIC trading above or below its NTA (including market liquidity), relative underperformance to NTA may be viewed as a trading opportunity or the chance to gain exposure to underlying holdings at a relatively cheaper level than that traded on market.
- **Board/Management Experience** We look for a Board and Investment Committee with extensive market experience, a transparent investment philosophy and a consistent track record of meeting investor expectations.
- An appropriate fee schedule -Value for money and relatively low-cost management

### November 2012



Across our universe of Listed Investment Companies (LICs), returns (inclusive of dividends) have been challenged by volatile trading conditions, both domestically and internationally. Below we table LIC investment portfolio performance (pre-tax NTA), highlighting funds that have performed well relative to peers and respective benchmarks.

Over the 12 months to 31 October 2012, Whitefield (WHF, +18.2%), Australian Leaders Fund (ALF, +17.8%) Mirrabooka Investments (MIR,+15.4%) and Amcil (AMH,+14.3%) produced the largest fund returns (pre-tax NTA) out of a generally strong domestic field. On the international front, Magellan Flagship Fund (MFF) was again the standout performer generating a +25.9% return.

ASX Listed Investment Companies - Annual Pre-Tax NTA Performance to 31 October 2012

			Annual Returns (incl Dividends) %								
Name	Code	Market Cap (\$m)		Share	Price			Pre-Ta	ax NTA		Fund Benchmark
			6 months	1Yr	3Yr	5Yr	6 months	1Yr	3Yr	5Yr	Denemiark
Domestic Focus											
Australian Foundation Investment Company Limited	AFI	4912	11.5%	16.9%	0.6%	-1.4%	5.1%	11.0%	4.4%	-0.8%	ASX 200
Argo Investments Limited	ARG	3584	11.4%	14.3%	-1.6%	-3.2%	5.3%	10.2%	2.8%	-2.5%	All Ords
Milton Corporation Limited	MLT	2036	10.7%	16.5%	3.4%	-1.7%	4.2%	10.4%	3.9%	-1.9%	All Ords
Djerriwarrh Investments Limited	DJW	868	8.6%	13.9%	3.2%	0.1%	4.9%	11.2%	3.0%	-2.2%	ASX 50
Australian United Investment Company Limited	AUI	667	8.1%	11.8%	-0.1%	-3.7%	4.3%	8.1%	2.3%	-3.5%	ASX 300
BKI Investment Company Limited	вкі	569	8.4%	10.1%	5.4%	1.7%	3.9%	7.0%	5.1%	0.5%	ASX 300
Diversified United Investment Limited	DUI	450	9.4%	15.4%	-0.1%	-4.4%	6.4%	11.8%	2.4%	-3.5%	ASX 300
Mirrabooka Investments Limited	MIR	283	13.6%	29.4%	6.3%	2.2%	2.5%	15.4%	8.6%	0.5%	Small/Mid Cap
Whitefield Limited	WHF	222	14.4%	21.0%	0.6%	-4.2%	8.9%	18.2%	2.1%	-4.4%	ASX 200 Ind
WAM Capital Limited	WAM	223	3.4%	19.8%	13.1%	3.5%	7.5%	11.4%	7.1%	2.8%	All Ords
AMCIL Limited	AMH	159	4.7%	16.3%	8.9%	0.9%	3.1%	14.3%	8.2%	3.6%	ASX 200
Contango Microcap Limited	CTN	144	-12.5%	11.5%	3.4%	-7.2%	-12.2%	-1.0%	-1.9%	-6.7%	Small Ords
Westoz Investment Company Limited	WIC	131	0.0%	12.4%	7.0%	NA	1.5%	11.4%	3.5%	1.7%	All Ords
Australian Leaders Fund Limited	ALF	91	9.6%	24.5%	10.9%	7.5%	5.3%	17.8%	3.4%	5.7%	All Ords
Clime Capital Limited	CAM	50	12.7%	18.0%	7.3%	-1.3%	-0.9%	4.1%	3.0%	-0.5%	All Ords
International Focus											
Magellan Flagship Fund Limited	MFF	328	12.7%	43.1%	18.4%	2.3%	0.9%	25.9%	12.4%	0.9%	MSCI A\$
Platinum Capital Limited	РМС	168	-3.4%	4.7%	-9.3%	-5.4%	-1.2%	4.2%	-1.7%	-0.5%	MSCI A\$
Templeton Global Growth Fund Limited	TGG	110	14.6%	6.1%	0.2%	-9.3%	5.1%	10.1%	0.3%	-7.2%	MSCI A\$

Source: IRESS, Company Data, Bloomberg

Australian Foundation Investment Company (AFI, +16.9%) was the best performing large cap LIC (market cap > \$1bn) by share price over the past 12 months, ahead of Milton Corporation (MLT, +16.5%) and Argo Investments (ARG, +14.3%), with all three companies outperforming the ASX 200 (+10.3%) and All Ordinaries (+8.9%) indices. Over the past 5 years, AFI has been the best performing large cap returning -1.4% p.a (ASX200 -3.5%), driven by strong underlying fund performance.

Across LICs with a market cap of between \$400m-\$1bn, **Diversified United (DUI)** has been the best performing fund over 12 months returning 15.4% and yielding 4.8% based on FY12 DPS fully franked. At the smaller end, **Mirrabooka (MIR) and WAM Capital (WAM)** remained consistent performers over 12 months, returning 29.4% and 19.8% respectively. Both **MIR** and **WAM** have performed well over 5 years, with gains of 2.2% p.a. and 3.5%. **WAM** yields an attractive 6.8% ff. On the international front, **Magellan (MFF)** was the standout in our LIC universe, returning 43.1% over 12 months and 2.3% p.a. over a 5 year period.

Over the quarter, **Contango Asset Management** announced a new MidCap Income LIC with a proposed listing in December 2012. Looking to raise \$200m, Contango is aiming to pay 7.2% p.a. yield on the product while preserving capital and looks to minimize overlap with existing ASX30 portfolios.

**BKI** announced a share purchase plan (SPP) on October 9 - shareholders had the option to acquire up to \$15,000 worth of ordinary shares at a 0.25% discount to 5 day VWAP (\$1.29). BKI raised \$19m taking total market cap to ~\$570m.

At the smaller end of the spectrum at \$50m market cap, **Clime Capital Ltd (CAM)** has been added to our LIC universe. CAM has managed to materially close its discount to NTA (-12% vs. long term avg. -33%) over the past 12 months with share price performance of 18%. **CAM** announced a 1-for-20 bonus issue on October 2 citing 'continuing healthy returns'. The fund's investment philosophy is focused on identifying high recurrent yield supported by cash flows, balance sheet focus and ROE.

<sup>\*</sup>Returns are calculated assuming dividend reinvestment

### November 2012



The table below outlines the premium/discount to Pre-Tax NTAs for each LIC as at 31 October 2012, alongside the historical averages dating back to January 2005. Across the board most LICs are trading relatively cheaper than historically has been the case.

We also look at the impact on premium/discounts by adjusting pre-tax NTA's for management fees. **We capitalise annual management fees at an estimate of 8x, thus adjusting NTA's lower**. This is only to be viewed as an indicative guide on highlighting the impact management fees may have on the relative value proposition, particularly for funds with management fees in excess of 1% per annum.

**ASX Listed Investment Companies** 

Name	Code	Market Cap (\$m)	Share Price (\$) 31/10/2012	Pre-Tax NTA (\$) 31/10/2012	Prem/Disc to Pre-Tax NTA (%)	Historic Average (%)*	Mgt Fee (%)	Adj. Pre- Tax NTA (\$)	Adj Prem/Disc to Pre-Tax NTA (%)
Domestic Focus									
Australian Foundation Investment Company Limite	AFI	4912	4.71	4.74	-1%	-1%	0.19%	4.67	1%
Argo Investments Limited	ARG	3584	5.73	5.97	-4%	0%	0.17%	5.89	-3%
Milton Corporation Limited	MLT	2036	17.04	17.55	-3%	-2%	0.17%	17.31	-2%
Djerriwarrh Investments Limited	DJW	868	3.99	3.37	18%	7%	0.37%	3.27	22%
Australian United Investment Company Limited	AUI	667	6.28	6.84	-8%	-6%	0.15%	6.76	-7%
BKI Investment Company Limited	вкі	569	1.29	1.40	-8%	-12%	0.18%	1.38	-7%
Diversified United Investment Limited	DUI	450	2.72	2.98	-9%	-7%	0.20%	2.93	-7%
Mirrabooka Investments Limited	MIR	283	2.10	1.98	6%	-4%	0.81%	1.85	13%
Whitefield Limited	WHF	222	3.06	3.32	-8%	-11%	0.35%	3.23	-5%
WAM Capital Limited	WAM	223	1.61	1.64	-2%	-16%	0.90%	1.52	6%
AMCIL Limited	АМН	159	0.76	0.82	-7%	-11%	0.90%	0.76	0%
Contango Microcap Limited	CTN	144	0.99	1.21	-18%	-26%	1.25%*	1.08	-9%
Westoz Investment Company Limited	wic	131	1.00	1.44	-31%	-31%	1.00%*	1.33	-25%
Australian Leaders Fund Limited	ALF	91	1.26	1.30	-3%	-20%	1.00%*	1.20	5%
Clime Capital Limited	CAM	50	0.99	1.12	-12%	-33%	1.00%*	1.03	-4%
International Focus									
Magellan Flagship Fund Limited	MFF	328	0.93	0.97	-4%	-13%	1.25%*	0.87	6%
Platinum Capital Limited	PMC	168	1.01	1.11	-9%	12%	1.50%*	0.97	3%
Templeton Global Growth Fund Limited	TGG	110	0.77	0.91	-15%	-14%	1.00%*	0.84	-8%

Source: IRESS, Company Data

Note: Annual management fees capitalised at 8x

Large cap LICs (AFI -1%, ARG -4%, MLT -3%) are trading at a discount to pre-tax NTA and near historical averages which sit near flat. This discount has narrowed over the past 12 months as the companies have performed in excess of strong underlying fund performance. These companies are attractively priced at current levels for an investor looking for a longer term quality portfolio exposure at low cost and a track record of delivering dividend growth. High retained earnings positions see little risk to dividend cuts in the near term.

AUI (-8%), BKI (-8%), DUI (-9%) & WHF (-8%) are trading at sizeable discounts to Pre-tax NTA, although the gap to historical average discount has narrowed, with AUI & DUI well below historical averages. Both DJW (+18%) and MIR (+6%) trade at a significant premium to NTA, potentially reflecting high yields and dividend sustainability. Strong fund performance over the past 12 months has seen a number of LICs narrow discounts to NTA - WAM -2% (5yr average - 16%), AMH -7% (-11%), ALF -3% (-21%). Across the micro-cap sector, CTN (-18%) and WIC (-26%) continue to trade at a sharp discount.

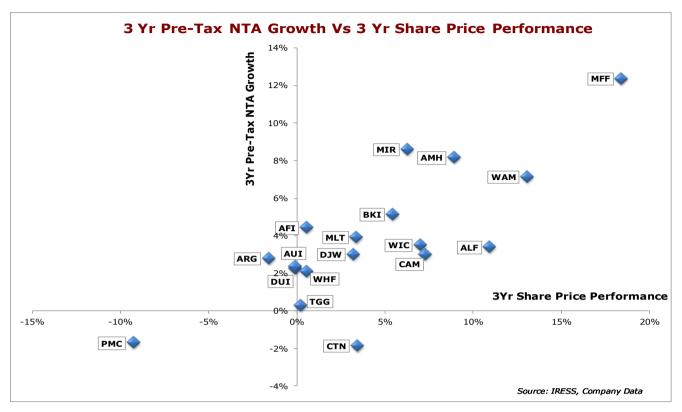
In the past 12 months, we have seen discounts to NTA close considerably as interest in LICs has increased, particularly in the wake of the FoFA reforms and the move away from commission-based products. LICs will also be the beneficiary of investors seeking low-cost, index performance with active management to mitigate risk. Given these considerations, we expect that the sector could continue to re-rate and discounts to narrow further, particularly in the \$400m-\$1bn market cap range.

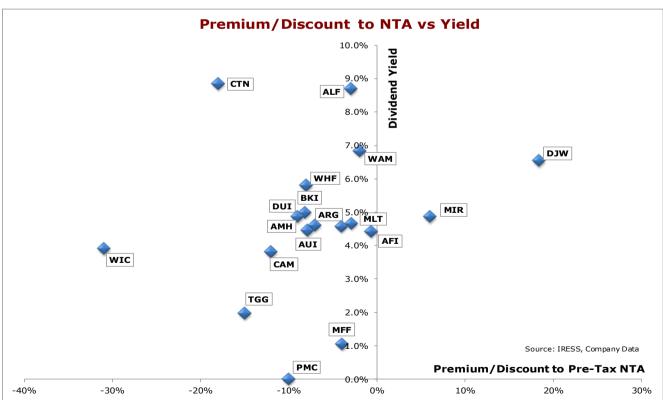
On the internationally focused LICs, MFF (-4%), PMC (-9%) and TGG (-15%) are trading at material discounts. PMC has historically traded at a premium to NTA, however share price performance has suffered due to poor fund performance and the ceasing of dividends due to negative retained earnings. We highlight that MFF could further narrow its discount to NTA, with key stakes in Wells Fargo and US Bancorp well-placed should US fiscal cliff negotiations be resolved.

<sup>\*</sup>Does not include any performance fee



November 2012





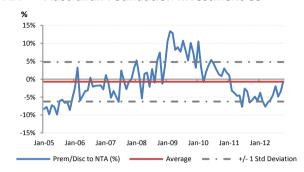
<sup>\*</sup>Prem/Disc to pre-tax NTA

# Historic Prem/Disc to NTA



#### **Domestic Focus**

#### AFI Australian Foundation Investment Co



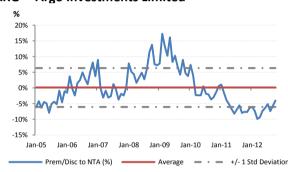
#### ALF Australian Leaders Fund Limited



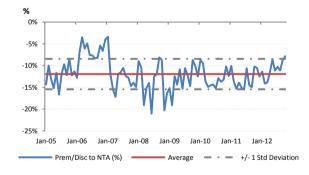
#### AMH AMCIL Limited



#### ARG Argo Investments Limited



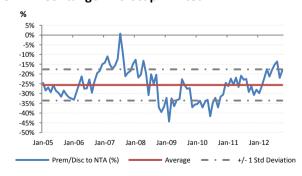
#### **BKI Investment Company Limited**



**CAM** Clime Capital Limited



#### CTN Contango Microcap Limited



**DJW** Djerriwarrh Investments Limited



# Historic Prem/Disc to NTA



#### **Domestic Focus**

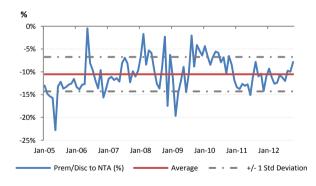
#### MLT Milton Corporation Limited



#### **WAM WAM Capital Limited**



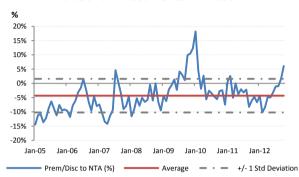
#### WHF Whitefield Limited



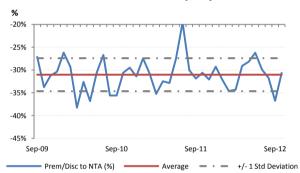
#### **PMC** Platinum Capital Limited



#### MIR Mirrabooka Investments Limited

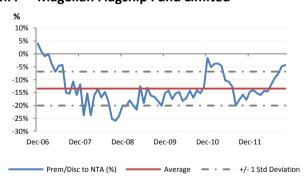


#### WIC Westoz Investment Company Limited

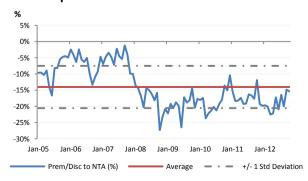


#### **Global Focus**

#### MFF Magellan Flagship Fund Limited



#### TGG Templeton Global Growth Fund Limited



# **ASX Listed Investment Companies**November 2012



### **Listed Investment Companies - One Page Reviews**

Australian Foundation Investment Company (AFI)	8
Australian Leaders Fund (ALF)	9
• AMCIL Ltd (AMH)	10
Argo Investments (ARG)	11
Australian United Investment Company (AUI)	12
BKI Investment Company (BKI)	13
Clime Capital Ltd (CAM)	14
Contango Microcap Ltd (CTN)	15
Djerriwarrh Investments Ltd (DJW)	16
Diversified United Investment Ltd (DUI)	17
Milton Corporation (MLT)	18
Mirrabooka Investments (MIR)	19
• WAM Capital Ltd (WAM)	20
Whitefield Ltd (WHF)	21
Westoz Investment Company (WIC)	22
Magellan Flagship Fund (MFF)	23
Platinum Capital Ltd (PMC)	24
Templeton Global Growth Fund (TGG)	25



#### Australian Foundation Investment Co (AFI)

#### **Investment Style/Strategy**

AFIC aims to provide a steady stream of fully franked dividends and medium to long term capital growth through investment in a diversified set of quality stocks with management strength and disciplined financial metrics. The focus is on S&P/ASX 200 stocks with a 'nursery' of smaller stocks with the capacity to develop into major businesses over time. AFI looks to target stocks with good management, strong free cash flow, consistent margins and the ability to pay sustainable dividends. While the majority of assets lie in the Long Term Investment Portfolio, AFI also has a Trading Portfolio, capped at 10% of total portfolio, to take advantage of shorter term opportunities in the market.

#### **Asset Allocation**

As at the 30 June 2012: AFIC had  $\sim$ 93% of capital invested in long term equities, 2.2% in short-term trading assets and 3.2% or \$251.5m in cash.

As at 30 June 2012, AFI had total debt of \$318.7m - \$100m in drawn down debt and a \$219m convertable note issue.

#### **Investment Manager**

AFIC's investment decisions are driven by the Investment Committee with day to day management of the portfolio and associated research done by an in house investment team that works in close consultation with the Chairman and Managing Director. The Investment Committee is comprised of Bruce Teele (Chairman), Don Argus, Ross Barker (MD), Terry Campbell, John Paterson, Fergus Ryan, Cathy Walter.

#### **Dividend Policy**

AFIC aims to provide fully franked dividends growing at a rate greater than inflation. Dividends have been funded by realised capital gains in the past.

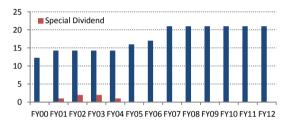
#### **Fee Structure**

The management expense ratio was 0.19% for the year ending 30 June 2012. No performance fee. Benchmark S&P/ASX 200 Accumulation.

Share Price 31/10/2012		\$4.71			
Market Cap (\$M)		4871			
12 Month Price Range		\$3.95 - \$4.85			
Avg Weekly Volume	1,630,281				
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr	
AFI (Share Price)	11.5%	16.9%	0.6%	-1.4%	
NTA (Pre-tax)	5.1%	11.0%	4.4%	-0.8%	
ASX200 Accum	5.3%	10.3%	3.6%	-3.5%	
		FY10	FY11	FY12	
Total Dividends (cents/shar	21.0	21.0	21.0		
Yield (last full year dividend)				4.5%	

#### Historic Dividend Per Share (¢)

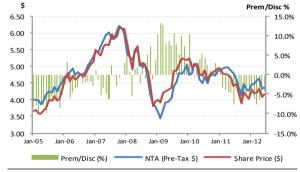
June Year End



#### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$4.74
Prem/Disc to Share Price	-0.6%
1Yr Avg NTA Prem/Disc to Share Price	-5%
5Yr Avg NTA Prem/Disc to Share Price	1%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

,	
as at 31 October 2012	%
BHP Billiton	9.8%
Commonwealth Bank of Australia	9.8%
Westpac	9.3%
Wesfarmers	5.3%
National Australia Bank	5.2%
ANZ Banking Group	4.5%
Telstra Corporation	4.4%
Rio Tinto	4.1%
Woolworths	3.6%
Oil Search	2.3%

Website: <u>www.afi.com.au</u>



#### Australian Leaders Fund Limited (ALF)

#### **Investment Style/Strategy**

ALF is an Australian listed investment company, with a portfolio comprising of publicly traded Australian companies. ALF differs from traditional listed investment companies in its use of hedging strategies to enhance returns and manage risk.

The investment process has a primary goal of indentifying mispriced shares, looking to buy good companies on occasions when they are undervalued by the market. The group also short sells shares that are fundamentally challenged and considered overvalued, providing a natural hedge and helping manage risk through the cycle.

The fund targets +3-5% outperformance on the Long Portfolio and -3-5% underperformance on the Short Portfolio.

#### **Asset Allocation**

As at 30 June 2012, ALF's Net Asset Value was \$85m, Long exposure 151% and Short exposure 90% - Net Exposure 61%. Cash accounted for 20%.

#### **Investment Manager**

The objective of the investment manager is to deliver superior returns over the medium term within acceptable risk parameters while preserving the company's capital. **Directors:** J. Braitling (Chairman & Chief Investment Officer), G. Wilson, J. Abernethy and J. Gosse.

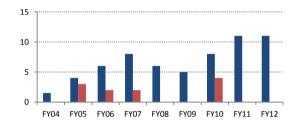
#### **Dividend Policy**

Since listing in 2004, ALF has paid consistent and progressive dividends to shareholders including special dividends in years the fund has performed well. The board is also committed to active capital management having completed a number of share buybacks at times when shares have been undervalued by the market. ALF has a large surplus of franking credits - since listing in 2004, the company has paid 65.5 cents of franked dividends.

#### **Fee Structure**

The fund incurs a management fee of 1% of gross assets as well as a 20% performance fee on an absolute return basis (returns have to be positive and the fund needs to outperform the All Ordinaries Accumulated Index). The fund also attracts cost directly related to its operations.

Share Price 31/10/2012		\$1.	26	
Market Cap (\$M)		87		
12 Month Price Range		\$1.01 -	\$1.31	
Avg Weekly Volume		1,440	,566	
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
ALF (Share Price)	9.6%	24.5%	10.9%	7.5%
NTA (Pre-tax)	5.3%	17.8%	3.4%	5.7%
ASX200 Accum	4.0%	8.9%	3.5%	-3.6%
		FY10	FY11	FY12
Total Dividends (cents/shar	8.0	11.0	11.0	
Yield (last full year dividend)			8.7%	
Historic Dividend Per S		June	Year End	



NTA Data (as at end of month)					
Last Reported:	31/10/2012				
NTA (Pre-Tax)	\$1.30				
Prem/Disc to Share Price	-3.1%				
1Yr Avg NTA Prem/Disc to Share Price	-9%				
5Yr Avg NTA Prem/Disc to Share Price	-18%				

**NTA vs Share Price Chart** 

\$	Prem/D	isc %
1.80		0.0%
1.60		-5.0%
1.40		-10.0%
1.20		-15.0%
1.00		-20.0%
0.80		-25.0%
0.60	-	-30.0%
0.40	-	-35.0%
0.20	-	-40.0%
0.00	<u></u>	-45.0%
Ja	an-05 Jan-06 Jan-07 Jan-08 Jan-09 Jan-10 Jan-11 Jan-12	
	Prem/Disc (%) NTA (Pre-Tax \$) Share Price	(\$)

Major Shareholdings	as at 31 October 2012
Top 10 Long Holdings	%
BHP Billiton	7.5%
Rio Tinto	7.4%
JB Hi-Fi Ltd	6.8%
Maybe Pharma Group	6.5%
National Australia Bank	6.3%
Jumbo Interactive	5.5%
Transurban Group	5.3%
Telstra Corp	5.2%
ANZ Banking Group	4.3%
Woodside Petroleum	4.2%

Website: www.australianleaders.com.au

ABN 85 125 338 785 www.evansandpartners.com.au

**AFSL 318075** 



#### **AMCIL Limited (AMH)**

#### **Investment Style/Strategy**

Amcil holds a concentrated but diversified portfolio of stocks in its portfolio including both large and small cap. It seeks to provide investors with capital growth over the medium to long term along with the generation of a stream of fully franked dividends - a subordinate, but nevertheless important objective.

The company is an opportunistic investor and focuses its investments on companies with sound management, strong track record of execution of business strategy and good prospects for growth.

#### **Asset Allocation**

As at the 30 Jun 2012, AMH had 93% of its portfolio invested in long term securities, 1.6% invested in the short term trading portfolio and 4.2% or \$6.8m held in cash.

#### **Investment Manager**

AMH's investment decisions are driven by the Investment Committee with day to day management of the portfolio and associated research done by an in house investment team that works in close consultation with the Chairman and Managing Director. The Investment Committee is comprised of Bruce Teele (Chairman), Ross Barker, Peter Barnett, Terry Campbell, Rupert Myer, Richard Santamaria and Stan Wallis.

#### **Dividend Policy**

AMH considers the generation of dividend income as a subordinate objective to generating capital growth. AMH's dividend policy is to maximise distribution of available franking credits. Dividend growth may vary overtime as the company will not distribute capital gains unless franking credits have been generated.

#### **Fee Structure**

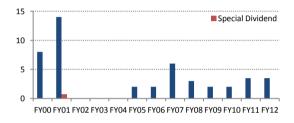
Management fees were 0.85% annualised to 31 December 2011. No performance based fees. Benchmark is S&P/ASX 200 Accumulation.

Website: <u>www.amcil.com.au</u>

Share Price 31/10/2012		\$0.76			
Market Cap (\$M)			159		
12 Month Price Range		\$0.63 - \$0.77			
Avg Weekly Volume 302,600					
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr	
AMH (Share Price)	4.7%	16.3%	8.9%	0.9%	
NTA (Pre-tax)	3.1%	14.3%	8.2%	3.6%	
ASX200	5.3%	10.3%	3.6%	-3.5%	
		FY10	FY11	FY12	
Total Dividends (cents/share	2.0	3.5	3.5		
Yield (last full year dividend)				4.6%	

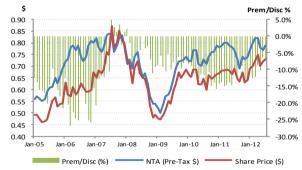
#### Historic Dividend Per Share (¢)

June Year End



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$0.82
Prem/Disc to Share Price	-7.3%
1Yr Avg NTA Prem/Disc to Share Price	-10%
5Yr Avg NTA Prem/Disc to Share Price	-9%

#### **NTA vs Share Price Chart**



Major Shareholdings	
as at 31 October 2012	%
Commonwealth Bank	7.3%
Oil Search	6.3%
ANZ Banking Group	5.1%
Transurban Group	4.7%
Tox-Free Solutions	4.6%
Australian Infrastructure Fund	4.3%
Telstra	4.3%
BHP Billiton	4.3%
Westpac Banking Group	4.3%
National Australia Bank	4.1%



#### **Argo Investments Limited (ARG)**

#### **Investment Style/Strategy**

Argo's objective is to maximise long-term returns to shareholders through a balance of capital and dividend growth via a diversified portfolio of long-term investments in stocks demonstrating quality management and prospects for sound earnings and dividend growth. The company only invests in Australian companies and while the majority of the portfolio consists of market leaders, ARG's strategy includes investing in quality smaller companies expected to generate strong returns.

The company is not a speculator but rather has a valuefocused, long-term investment philosophy driven by its stock selection criteria. The portfolio contains approximately 140 companies and trust investments.

#### **Asset Allocation**

As at the 31 Dec 2011, ARG had 95% of its portfolio invested in long term equities and 4.1% or \$140m in cash reserves.

#### **Investment Manager**

Board: Christopher L. Harris (Chairman), Robert T. Rich, Marina S. Darling, Ian R. Johnson and Geoffrey I. Martin. Management Team: Jason Beddow (CEO), Brenton R. Aird, Christopher C. Hall, Andrew B. Hill, Timothy C.A Binks.

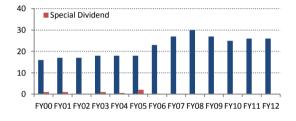
#### **Dividend Policy**

ARG aims to provide an increasing stream of fully franked dividends to shareholders. Dividends have historically only been paid out of income received from investments.

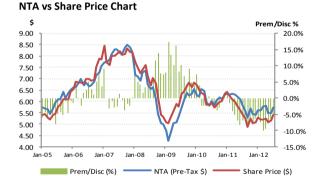
#### **Fee Structure**

The management expense ratio was 0.18% for the year ended 30 June 2012. No performance fee. Benchmark: All Ordinaries Accumulation.

Share Price 31/10/2012 \$5.73 3603 Market Cap (\$M) \$4.97 - \$5.77 12 Month Price Range 688.775 **Avg Weekly Volume** Performance (annual) 6 Mth 12 Mth 3 Yr 5 Yr ARG (Share Price) 14.3% -3.2% 11.4% -1.6% NTA (Pre-tax) 5.3% 10.2% 2.8% -2.5% **ASX All Ords** 4.0% 8.9% 3.5% -3.6% FY11 FY12 FY10 Total Dividends (cents/share) 25.0 26.0 26.0 Yield (last full year dividend) 4.5% Historic Dividend Per Share (¢) June Year End



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$5.97
Prem/Disc to Share Price	-4.0%
1Yr Avg NTA Prem/Disc to Share Price	-7%
5Yr Avg NTA Prem/Disc to Share Price	1%



Major Shareholdings	
as at 31 October 2012	%
BHP Billiton	7.2%
Westpac	6.3%
ANZ Banking Group	5.4%
Wesfarmers	4.6%
Commonwealth Bank	4.2%
Telstra	4.1%
Milton Corporation	3.7%
Rio Tinto	3.7%
National Australia Bank	3.5%
Australia United Investment Co.	3.2%

Website: <u>www.argoinvestments.com.au</u>



#### Australian United Investment Company Limited (AUI)

#### **Investment Style/Strategy**

AUI is an investment company which seeks, through portfolio management, to reduce risk and improve income from dividends and interest over the longer term. AUI's funds are invested in shares of companies listed primarily in the ASX300. The company targets medium to long term capital growth through a conservative investment strategy and relatively low turnover.

Investments are purchased or subscribed for on the basis of the directors' assessment of their individual prospects for income and growth. The directors do not invest by reference to any pre-determined policy that any particular proportions of the capital will be invested in particular investment sectors.

#### **Asset Allocation**

As at the 31 Dec 2011, AUI had 98% of capital (\$744m) invested in listed equities and 0.3% or \$2.6m in cash assets. The groups borrowings totalled ~\$99m. AUI maintain a gearing level of between 10-12%.

#### **Investment Manager**

The Board has day-to-day responsibility for management of the investment portfolio. The Board comprises of 5 directors: Charles Goode (Chairman), Peter Wetherall, Professor John Rose, James Craig and Giselle Roux.

#### **Dividend Policy**

AUI focus on maintaining and increasing dividend levels. Through the GFC, AUI was one of few LICs to not lower dividends. AUI is eligible to distribute capital gains to shareholders.

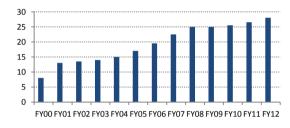
#### **Fee Structure**

The management expense ratio was 0.13% for the year ending 30 June 2011. No performance fee. Benchmark S&P/ASX 300 Accumulation.

Share Price 31/10/2012 \$6.28 668 Market Cap (\$M) \$5.21 - \$6.35 12 Month Price Range 69.135 **Avg Weekly Volume** Performance (annual) 6 Mth 12 Mth 3 Vr 5 Yr AUI (Share Price) 11.8% -0.1% -3.7% 8.1% NTA (Pre-tax) 4.3% 8.1% 2.3% -3.5% ASX300 Accum 4.9% 9.9% 3.4% -3.6% FY11 FY12 FY10 Total Dividends (cents/share) 25.5 26.5 28.0 Yield (last full year dividend) 4.5%

#### Historic Dividend Per Share (¢)

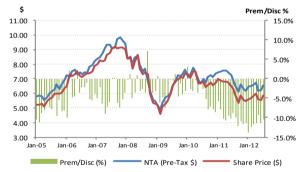
June Year End



#### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$6.84
Prem/Disc to Share Price	-8.2%
1Yr Avg NTA Prem/Disc to Share Price	-11%
5Yr Avg NTA Prem/Disc to Share Price	-6%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

•	0	
as at 31 October 2012		%
BHP Billiton		8.7%
ANZ Banking Group		8.1%
Commonwealth Bank		7.0%
Westpac		6.8%
Rio Tinto		6.3%
National Australia Bank		6.2%
Wesfarmers		6.1%
Woodside Petroleum		5.2%
Woolworths		4.3%
Diversified United Invest	ment Co.	3.9%

Website: <u>www.aui.com.au</u>



#### **BKI Investment Company Limited (BKI)**

#### **Investment Style/Strategy**

BKI looks to make long term investments in companies, trusts and interest bearing securities with a focus on Australian entities. With the objective of generating an increasing income stream and long term capital growth, BKI seeks to invest in well-managed businesses with a profitable history and with the expectation of sound dividend and distribution growth.

#### **Asset Allocation**

As at 30 June 2012, BKI had a total investment portfolio value of \$550m. Of which \$525m was invested in long term equities and 4.5% or \$25m was held in cash and cash equivalents.

#### **Investment Manager**

BKI has an internal Portfolio Management team to provide investment advisory services to the Board of Directors and its Investment Committee. The Investment Committee makes the final investment decisions and meet regularly to review the portfolio and is comprised of Thomas Millner, Robert Millner, Alexander Payne and Ian Huntley

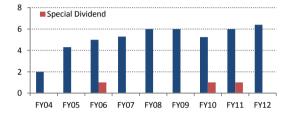
#### **Dividend Policy**

BKI aims to generate an increasing income stream for distribution to its shareholders in the form of fully franked dividends. Dividends are declared out of realised profit after tax, including interest, dividends and other income received from investments but excluding realised capital profit from any disposals of long-term investments.

#### **Fee Structure**

The management expense ratio was 0.18% for the full year ending 30 June 2012. No performance fee. Benchmark: S&P/ASX 300 Accumulation.

Share Price 31/10/2012			\$1	.29
Market Cap (\$M)			5	54
12 Month Price Range			\$1.13	- \$1.30
Avg Weekly Volume			822,	501
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
BKI (Share Price)	8.4%	10.1%	5.4%	1.7%
NTA (Pre-tax)	3.9%	7.0%	5.1%	0.5%
ASX300 Accum	4.9%	9.9%	3.4%	-3.6%
		FY10	FY11	FY12
Total Dividends (cents/share)		6.3	7.0	6.4
Yield (last full year dividend)				5.0%
Historic Dividend Per Share (¢)		)	June Year End	



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.40
Prem/Disc to Share Price	-7.9%
1Yr Avg NTA Prem/Disc to Share Price	-11%
5Yr Avg NTA Prem/Disc to Share Price	-13%



Premydisc (%) NTA (Pre-Tax \$)	Share Price (\$)
Major Shareholdings	
as at 31 October 2012	%
New Hope Corp	10.6
Commonwealth Bank	9.0
NAB	9.0
BHP Billiton	7.8
Westpac	6.7
Telstra	5.0
Wesfarmers	4.4
Woolworths	3.7
ANZ	3.5
ALS Ltd	3.0

Website: www.bkilimited.com.au



#### Clime Capital Limited (CAM)

#### **Investment Style/Strategy**

Clime invests in a diversified portfolio of 20-25 ASX listed securities, including debt notes and hybrids, with the objective of finding high recurrent yield from strong balance sheets or business cash flows.

A 'macroeconomic overlay' approach means that portfolio allocation between cash (passive) and invested (active) is strategically managed. A macroeconomic overlay is combined with high conviction, value investing resulting in a stable portfolio with low turnover.

#### **Asset Allocation**

As at 30 September 2012, CAM had total equity market exposure of 66.3%; hybrid and interest bearing securities exposure of 16.1%; and cash and equivalents exposure of 17.6% (\$m). Top 3 sectors by equity allocation were financials (15.3%), materials (11.1%) and consumer discretionary (10.7%).

#### **Investment Manager**

CAM is ultimately managed by Clime Investment Management Ltd (CIW): John Abernethy (Executive Director, CIO), George Whitehouse(Portfolio Manager), Vincent Chin (Senior Analyst), Adrian Ezquerro (Analyst), Matthew Koroi (Analyst) and Alex Hughes (Analyst).

#### **Dividend Policy**

CAM aims to declare and pay ordinary and preference share dividends each quarter. The current portfolio has a high level of income generation from its shares and franking which CAM passes on. The company also declares bonus share issues to improve liquidity and maintains ordinary dividends across these bonus shares (two 1 for 20 issues in FY12).

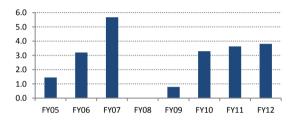
#### **Fee Structure**

Management fee of 1.00% of funds under management per annum. Performance fee of 20% of any out performance above the S&P/ASX All Ordinaries Accumulation Index (absolute return basis); 20% of absolute performance if the index declines over the period.

Share Price 31/10/2012	<b>31/10/2012</b> \$0.99			
Market Cap (\$M)			47	
12 Month Price Range			\$0.83 - \$1.00	
Avg Weekly Volume			104,788	
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
CAM (Share Price)	12.7%	18.0%	7.3%	-1.3%
NTA (Pre-tax)	-0.9%	4.1%	3.0%	-0.5%
ASX All Ords	4.0%	8.9%	3.5%	-3.6%
		FY10	FY11	FY12
Total Dividends (cents/share)		3.3	3.6	3.8
Yield (last full year dividend)				3.8%

#### Historic Dividend Per Share (¢)

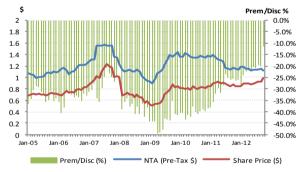
June Year End



#### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.12
Prem/Disc to Share Price	-11.6%
1Yr Avg NTA Prem/Disc to Share Price	-22%
5Yr Avg NTA Prem/Disc to Share Price	-27%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

.,	
as at 31 October 2012	%
BHP Billiton Ltd	7.0
Telstra Corporation Ltd	6.1
McMillan Shakespeare Ltd	5.9
ANZ Banking Group Ltd	5.6
Multiplex SITES Trust	5.3
Woolworths Ltd	5.0
Westpac Banking Corporation	4.9
Brickworks Ltd	4.6
Commonwealth Bank of Australia	4.1
The Reject Shop Ltd	4.1

Website: www.clime.com.au

ABN 85 125 338 785

www.evansandpartners.com.au

**AFSL 318075** 



#### **Contango Microcap Limited (CTN)**

#### **Investment Style/Strategy**

Contango invests in a diversified portfolio of microcap (\$10-\$350m) stocks listed on the ASX with the objective of providing regular payment of franked dividends and the preservation of the capital base of the Company.

A 'business cycle' approach is used such that macroeconomic factors and industry rotation analysis is used in conjunction with extensive company analysis to identify the most attractive investment opportunities in the microcap universe. The company's portfolio usually consists of around 60-100 stocks.

#### **Asset Allocation**

As at 31 March 2012, CTN had total equity market exposure of \$215.6m, of which 48% was invested in Resources and 45% in Industrials. The group's portfolio was invested across 85 securities with the top 20 holdings representing ~40% of the portfolio.

#### **Investment Manager**

CTN is managed by Contango Asset Management: David Stevens (Managing Director, CIO), Carol Austin (Investment Services Director), Bill Laister (Senior Portfolio Manager & Manager of the CTN Investment Portfolio), Alistair Francis (Senior Portfolio Manager), , Andrew Mouchacca (Senior Portfolio Manager), Paul Davoren (Portfolio Manager) and Craig Allen (Portfolio Manager).

#### **Dividend Policy**

CTN aims to pay dividends amounting to a 6% yield on the NTA per share prevailing at the beginning of the financial year (7.2cps paid in FY2011 and 8.5cps for FY2012). The company may also continue to pay additional special dividends when favourable market circumstances allow. Where profits or retained earnings are not sufficient to meet the proposed yield, the lower dividend will be augmented by an equivalent capital return payment.

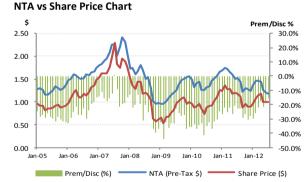
#### **Fee Structure**

1.25% of funds under management per annum. Performance fee of 15% of any out performance above the S&P/ASX All Ordinaries Accumulation Index, subject to exceeding a high water mark.

Share Price 31/10/2012			\$0.	.99
Market Cap (\$M)			14	
			_	
12 Month Price Range			\$0.88	- \$1.19
Avg Weekly Volume			916,	455
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
CTN (Share Price)	-12.5%	11.5%	3.4%	-7.2%
NTA (Pre-tax)	-12.2%	-1.0%	-1.9%	-6.7%
ASX All Ords	4.0%	8.9%	3.5%	-3.6%
		FY10	FY11	FY12
Total Dividends (cents/shar	re)	7.0	7.2	8.5
Yield (last full year dividend)				8.6%
Historic Dividend Per S	hare (¢)		June	Year End

15	
_	■ Special Dividend
-	i i
10	
5	
0	
FY05 FY06 FY07 F	/08 FY09 FY10 FY11 FY12

NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.21
Prem/Disc to Share Price	-18.3%
1Yr Avg NTA Prem/Disc to Share Price	-22%
5Yr Avg NTA Prem/Disc to Share Price	-27%



Major Shareholdings	
as at 31 October 2012	%
McMillan Shakespeare	2.6
M2 Telecommunications	2.5
Cardno Ltd	2.3
Beadell Resources	2.3
Silver Lake Resources	2.2
Tiger Resources	2.1
Resolute Mining	2.0
FlexiGroup	2.0
Senex Energy	2.0
G8 Education	2.0

Website: <u>www.contango.com.au</u>

ABN 85 125 338 785



#### Djerriwarrh Investments Limited (DJW)

#### **Investment Style/Strategy**

DJW's approach is built on taking a medium to longer term view of value with a focus on the top 50 ASX shares by market capitalisation. DJW aims to provide an enhanced level of dividends and growth in capital invested in the medium to long term. The company uses Exchange Traded Options to enhance income return (typically 20-50% of portfolio covered dependent on market conditions), thus concentration on stocks in the S&P/ASX 50 Leaders Index with an active options market is an additional consideration to their stock selection criteria. The portfolio consists of approximately 50 stocks.

#### **Asset Allocation**

As at the 31 Dec 2011, DJW had  $^{89\%}$  of its portfolio invested in equities (the short term trading portfolio accounted for 2.1% of the portfolio) and cash totalled \$34m or 4.3% of the portfolio.

#### **Investment Manager**

DJW's investment decisions are driven by the Investment Committee with day to day management of the portfolio and associated research done by an in house investment team that works in close consultation with the Chairman and Managing Director. The Investment Committee is comprised of Bruce Teele (Chairman), Ross Barker, Terry Campbell, Andrew Guy and John Paterson.

#### **Dividend Policy**

DJW seeks to provide enhanced fully franked dividend income through its investment, option writing and trading portfolio activities. Dividends may be sourced from current year profits, retained profits and profits from the sale of investments

#### **Fee Structure**

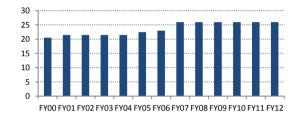
The management expense ratio was 0.41% as at 31 December 2011 on an annualised basis. No performance fee. Benchmark: S&P/ASX 50 Accumulation.

Website: <u>www.djerri.com.au</u>

Share Price 31/10/2012			\$3	.99
Market Cap (\$M)			8	72
12 Month Price Range			\$3.42	- \$4.02
Avg Weekly Volume			391,	.684
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
DJW (Share Price)	8.6%	13.9%	3.2%	0.1%
NTA (Pre-tax)	4.9%	11.2%	3.0%	-2.2%
ASX50	7.3%	12.4%	4.2%	-2.4%
		FY10	FY11	FY12
Total Dividends (cents/shar	e)	26.0	26.0	26.0
Yield (last full year dividend)				6.5%

#### Historic Dividend Per Share (¢)

June Year End



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$3.37
Prem/Disc to Share Price	18.4%
1Yr Avg NTA Prem/Disc to Share Price	14%
5Yr Avg NTA Prem/Disc to Share Price	11%

#### **NTA vs Share Price Chart**



Major Shareholdings	
as at 31 October 2012	%
BHP Billiton	10.6%
Commonwealth Bank	8.5%
ANZ Banking Group	7.9%
Westpac	7.6%
Telstra	7.2%
NAB	6.7%
Oil Search	4.8%
Woodside Petroleum	4.2%
AMP	3.3%
Hastings Diversified Utilities Fund	3.1%



#### **Diversified United Investment Limited (DUI)**

#### **Investment Style/Strategy**

DUI is an investment company founded in 1991 which seeks, through portfolio diversification and professional management, to improve its income from dividends and interest over the longer term within an acceptable level of risk. The company takes a medium to long term view investing in Australian equities and short term deposits.

#### **Asset Allocation**

As at the 30 Jun 2012, DUI had  $^{\circ}95\%$  of capital (\$496m) invested in listed equities and 4.5% or \$23.5m in cash and short term receivables. The groups borrowings totalled \$65m. DUI maintain a gearing level of between 10-12%.

#### **Investment Manager**

The Board has day-to-day responsibility for management of the investment portfolio. The Board comprises of 4 directors: Charles Goode (Chairman), Anthony Burgess, Stephen Hiscock and Pierre Prentice.

#### **Dividend Policy**

DUI focus on maintaining and increasing dividend levels. Through the GFC, DUI was one of few LICs to not lower dividends. DUI is eligible to distribute capital gains to shareholders.

#### **Fee Structure**

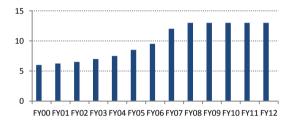
The management expense ratio was 0.17% for the year ending 30 June 2012. No performance fee. Benchmark S&P/ASX 300 Accumulation.

		\$2	.72
		45	58
		\$2.26	- \$2.77
		111,	501
6 Mth	12 Mth	3 Yr	5 Yr
9.4%	15.4%	-0.1%	-4.4%
6.4%	11.8%	2.4%	-3.5%
4.9%	9.9%	3.4%	-3.6%
	FY10	FY11	FY12
e)	13.0	13.0	13.0
			4.8%
	9.4% 6.4% 4.9%	9.4% 15.4% 6.4% 11.8% 4.9% 9.9% FY10	\$2.26 (111),  6 Mth 12 Mth 3 Yr  9.4% 15.4% -0.1% 6.4% 11.8% 2.4% 4.9% 9.9% 3.4%  FY10 FY11

#### Historic Dividend Per Share (¢)

**NTA vs Share Price Chart** 

June Year End



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$2.98
Prem/Disc to Share Price	-8.7%
1Yr Avg NTA Prem/Disc to Share Price	-12%
5Yr Avg NTA Prem/Disc to Share Price	-7%



Prem/Disc (%) NTA (Pre-Tax \$)	Share Price (\$)
Major Shareholdings	
as at 31 October 2012	%
BHP Billiton	9.1%
ANZ Banking Group	8.5%
Commonwealth Bank	8.1%
Westpac	7.2%
Woodside Petroleum	6.4%
National Australia Bank	5.6%
Rio Tinto	5.3%
CSL Ltd	4.7%
QBE Insurance Group	3.7%
Woolworths	3.6%

Website: www.dui.com.au



#### Milton Corporation Limited (MLT)

#### **Investment Style/Strategy**

Milton is a long term investor in a diversified portfolio of well managed companies and trusts with a profitable history and an expectation of increasing dividends and distributions. In addition, Milton invests in real property development, fixed interest securities and liquid assets such as cash and bank bills. Milton hold approximately 150 investments within its portfolio.

Milton is not a speculative investor and does not sell its assets to increase profit for distribution to shareholders. Capital profits are reinvested by the Company for the benefit of shareholders.

Milton's merger with Choiseul Investments Limited (CHO) became effective on 2 December 2010.

#### **Asset Allocation**

As at the 31 Dec 2011, 91% (\$1,825m) of the portfolio was invested in equities, 5.9% (\$117m) in cash and equivalents and 1.1% (\$22m) in other assets.

#### **Investment Manager**

MLT is internally managed by its Investment Committee, comprised of three non-executive directors and the managing director. The Committee meets regularly to review the investment portfolio and to make investment decisions within defined limits. Board: Francis Gooch (Managing Director), Robert Millner (Chairman), John Aitken, John Church, Graeme Crampton, David Myles, Ian Pollard

#### **Dividend Policy**

MLT's objective is to pay increasing fully franked dividends to shareholders. The company has sufficient franking credits to ensure future dividends will be fully franked.

#### **Fee Structure**

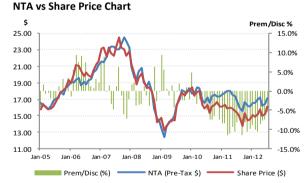
The management expense ratio was 0.17% as at 30 June 2011. No performance fee. Benchmark: All Ordinaries Accumulation.

Share Price 31/10/2012 \$17.04 2073 Market Cap (\$M) \$14.24 - \$17.04 12 Month Price Range 113.545 **Avg Weekly Volume** Performance (annual) 6 Mth 12 Mth 3 Yr 5 Yr MLT (Share Price) 16.5% 3.4% -1.7% 10.7% NTA (Pre-tax) 4.2% 10.4% 3.9% -1.9% **ASX All Ords** 4.0% 8.9% 3.5% -3.6% FY10 FY11 FY12 Total Dividends (cents/share) 71.0 76.0 78.0 Yield (last full year dividend) 4.6% Historic Dividend Per Share (¢) June Year End

120 100 Special Divide	nd	
80 -		
60		
40		
20 -		
0		

 ${\tt FY00\,FY01\,FY02\,FY03\,FY04\,FY05\,FY06\,FY07\,FY08\,FY09\,FY10\,FY11\,FY12}$ 

NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$17.55
Prem/Disc to Share Price	-2.9%
1Yr Avg NTA Prem/Disc to Share Price	-8%
5Yr Avg NTA Prem/Disc to Share Price	-4%



Major Shareholdings	
as at 31 October 2012	%
Westpac	12.4%
Commonwealth Bank	8.1%
Washington H Soul Pattinson	5.7%
National Australia Bank	5.3%
BHP Billiton	5.1%
ALS Ltd	4.7%
Wesfarmers	4.6%
Woolworths	3.6%
ANZ Banking Group	3.4%
Telstra	2.5%

Website: <u>www.milton.com.au</u>



#### Mirrabooka Investments Limited (MIR)

#### **Investment Style/Strategy**

Mirrabooka is a listed investment company that aims to provide medium to long term investment gains through holding core investments in selected small and medium sized companies (located within Australia and New Zealand) and to provide attractive dividend returns to shareholders from these investments. Of particular interest are companies with relatively low price earnings ratios and high dividend yields. The Company typically holds between 50 to 80 stocks depending on their fit with the investment aims and the desired concentration of risk within the portfolio.

#### **Asset Allocation**

As at the 31 Dec 2011, MIR had a total portfolio value of \$256.234m, 92.7% of which was invested in long-term equities, 0.3% in a short term trading portfolio and 6.2% or \$15.9m in cash.

#### **Investment Manager**

MIR's investment decisions are driven by the Investment Committee with day to day management of the portfolio and associated research done by an in house investment team that works in close consultation with the Chairman and Managing Director. The Investment Committee is comprised of Terry Campbell (Chairman), Ross Barker (Managing Director), David Meiklejohn, Ian Campbell and Graeme Sinclair.

#### **Dividend Policy**

It is the intention of the Board to pay out a reasonable fully franked dividends to the extent that the performance of the company may prudently allow. Dividends on occasions have been sourced from realised gains.

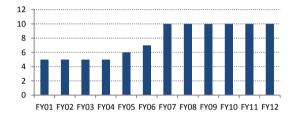
#### **Fee Structure**

Management expense ratio was 0.84% for the year to 31 December 2011. Benchmark: S&P Midcap (50%); Small Acc (50%)

Share Price 31/10/2012 \$2.10 289 Market Cap (\$M) \$1.64 - \$2.15 12 Month Price Range 512.140 **Avg Weekly Volume** Performance (annual) 6 Mth 12 Mth 3 Vr 5 Yr MIR (Share Price) 29.4% 6.3% 2.2% 13.6% NTA (Pre-tax) 2.5% 15.4% 8.6% 0.5% S&P Midcap/Small Ords -4.5% -0.5% -0.1% -7.8% FY10 FY11 FY12 Total Dividends (cents/share) 10.0 10.0 10.0 Yield (last full year dividend) 4.8%

Historic Dividend Per Share (¢)

June Year End



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.98
Prem/Disc to Share Price	6.1%
1Yr Avg NTA Prem/Disc to Share Price	-4%
5Yr Avg NTA Prem/Disc to Share Price	-2%



Major Shareholdings	
as at 31 October 2012	%
Australian Infrastructure Fund	6.3%
Tox-Free Solutions	5.3%
ALS	5.1%
Oil Search	4.5%
Hastings Diversified Utilities Fund	4.5%
James Hardie Industries	4.2%
IRESS	3.8%
Austrbrokers Holdings	3.6%
Ansell	3.6%
InvoCare	3.4%

Website: <u>www.mirra.com.au</u>



#### WAM Capital Limited (WAM)

#### **Investment Style/Strategy**

WAM invests in ASX listed securities and concentrates on identifying undervalued growth companies - typically small to medium industrial companies. There are two investment approaches which are employed to assist in determining investment decisions: 1) Research Driven and 2) Market Driven.

Research Driven investing - extensive research, focusing on free cash flow, then rating the company's management, earnings growth potential, valuation, industry position and catalyst for share price growth. Market Driven investing aims to take advantage of short-term relative arbitrage opportunities and mispricing in the market.

For each position taken WAM generally employs a stop loss strategy for when a company's share price falls below 10% of cost price. The Company has the flexibility to short sell securities. We note, this has never been more than 10% of the portfolio. If the manager does not identify a catalyst under the Research Driven approach or a trading opportunity under the Market Driven approach, we revert to cash. The average net cash position held since inception has been 32.1%.

#### Asset Allocation

As at 30 June 2012, WAM had 54% of its portfolio invested in Equities. Cash and Fixed Interest made up 46% of the portfolio, totalling \$173.1m.

#### **Investment Manager**

The Board is responsible for managing market risk. Managers report directly to the Board regularly, regarding the performance of their fund. An Audit and Risk Committee reviews risk profiles and reports back to the Board on the effectiveness of internal control operations.

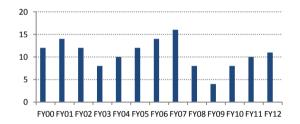
#### **Dividend Policy**

WAM's intention is to provide an increasing stream of fully franked dividends to shareholders providing it has sufficient franking credits and it is within prudent business practises.

#### **Fee Structure**

The Manager, Wilson Asset Management Pty Ltd is paid a management fee of 1% p.a of gross assets. In addition to this it is also paid annually in arrears a performance fee of 20% of where the amount by which the Value of the Portfolio has exceeded the increase in the All Ordinaries Accumulation Index or 20% of the value of the portfolio in the event the All Ordinaries Accumulation index has fallen.

Share Price 31/10/2012			\$1.	.61
Market Cap (\$M)			22	23
12 Month Price Range			\$1.39	\$1.65
Avg Weekly Volume			322,	250
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
WAM (Share Price)	3.4%	19.8%	13.1%	3.5%
NTA (Pre-tax)	7.5%	11.4%	7.1%	2.8%
ASX All Ords	4.0%	8.9%	3.5%	-3.6%
		FY10	FY11	FY12
Total Dividends (cents/share)		8.0	10.0	11.0
Yield (last full year dividend)				6.8%
Historic Dividend Per Share (¢)		June	Year End	



NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.64
Prem/Disc to Share Price	-1.9%
1Yr Avg NTA Prem/Disc to Share Price	-5%
5Yr Avg NTA Prem/Disc to Share Price	-17%



Major Shareholdings	
as at 31 October 2012	%
Alesco Corporation	2.9%
Ironbark Capital Ltd	2.5%
Century Australia Investments	2.4%
Emerging Leaders Investments	2.1%
Breville Group	1.6%
Ingenia Communities Group	1.6%
RHG Ltd	1.6%
CSR Ltd	1.5%
Automotive Holdings Group Ltd	1.5%
NEXTDC Ltd	1.5%

www.wamfunds.com.au

ABN 85 125 338 785



#### Whitefield Limited (WHF)

#### **Investment Style/Strategy**

Whitefield is Australia's oldest listed investment company, listing in 1923, and holds a diversified portfolio of listed Australian shares & equities. The portfolio is focused only on Industrial stocks, consisting of ~60 holdings, predominantly from the ASX 100.

Whitefield seeks to hold investments which are capable of providing a robust rate of investment return through the generation of earnings and earnings growth over multiple future years. The investment processes primarily focus on the monitoring and analysis of the achievable future earnings which may be generated from investments, the risk or certainty of delivering those earnings, and the potential return which may progressively accrue to investors.

Whitefield structures its investment portfolio to give emphasis to those investments offering a favourable balance of potential return and certainty.

#### **Asset Allocation**

As at 31 March, the portfolio consisted of \$228m in investments and \$3.2m in cash & cash equivalents. The funds biggest sector exposures were Banks (32%), Financials (15%) and Industrials (14%).

#### **Investment Manager**

All of Whitefield's investment personnel are employed by White Funds Management Pty Ltd. White Funds Management (and its predecessor entities and personnel) have been responsible for the business and investment of Whitefield since inception.

**Board:** Angus Gluskie (CEO), David Iliffe, Graeme J. Gillmore, Martin J. Fowler. Peter A. Roberts (Company Secretary).

#### **Dividend Policy**

To pay out close to underlying earnings. Whitefield has maintained its dividend at the same level since FY09, and expects to maintain this rate until such time as underlying EPS excess the DPS rate. The company has excess franking credits of ~\$19m.

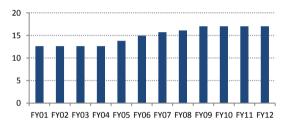
#### **Fee Structure**

Whitefield has maintained a management expense ratio of approximately 0.35% of assets.

\$3.06 Share Price 31/10/2012 232 Market Cap (\$M) \$2.42 - \$3.09 12 Month Price Range 110.810 **Avg Weekly Volume** Performance (annual) 6 Mth 12 Mth 3 Vr 5 Yr WHF (Share Price) 21.0% 0.6% -4.2% 14.4% NTA (Pre-tax) 8.9% 18.2% 2.1% -4.4% **ASX 200 Industrials** -7.0% 5.6% 0.0% -10.3% FY12 FY11 FY10 Total Dividends (cents/share) 17.0 17.0 17.0 Yield (last full year dividend) 5.6%

#### Historic Dividend Per Share (¢)

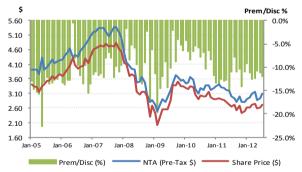
June Year End



#### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$3.32
Prem/Disc to Share Price	-7.8%
1Yr Avg NTA Prem/Disc to Share Price	-11%
5Yr Avg NTA Prem/Disc to Share Price	-10%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

as at 30 September 2012	%
Commonwealth Bank	9.3%
Westpac	7.9%
ANZ	6.9%
National Aust. Bank	6.0%
Telstra	4.3%
Wesfarmers	3.8%
Macquarie Group	3.7%
Woolworths	3.7%
CSL Ltd	3.6%
AMP Ltd	2.7%

Website: www.whitefield.com.au

ABN 85 125 338 785



#### Westoz Investment Company Limited (WIC)

#### **Investment Style/Strategy**

Westoz (WIC) is a Western Australian focused "Growth" oriented investment company that was established in 2005 and listed in September 2009. The company has an absolute return focus and a mandate to identify undervalued companies with growth potential on a medium to long term investment outlook. As a wholly owned subsidiary of Euroz Limited, Westoz Funds Management's investment decisions are leveraged off the Euroz Securities research and the group's intimate knowledge and connection to Western Australia.

WIC has a concentrated portfolio that typically holds 10-20 stocks, primarily small caps with a market capitalisation of between \$100m and \$1bn. The focus is on high conviction stock selection with the ability to hold high proportions of cash should no suitable investments be identified.

#### **Asset Allocation**

As at 31 March 2012, 44% of the portfolio was allocated across Resources, 34% Industrials and held 22% in Cash.

#### **Investment Manager**

The portfolio is managed by Westoz Funds Management, a 100% owned subsidiary of Euroz Limited. Board of Directors: Peter Diamond (Chairman), Jay Hughes, Philip Rees and Terry Budge.

#### **Dividend Policy**

The company's dividend policy is to pay out a minimum of 50% of realised after tax profits. FY11 DPS totalled 11cps fully franked.

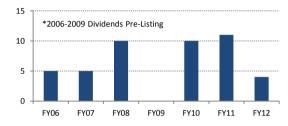
#### **Fee Structure**

Management fee is 1% with performance incentives of 20% of returns in excess of 10% p.a.

Share Price 31/10/2012 \$1.00 129 Market Cap (\$M) \$0.83 - \$1.05 12 Month Price Range 230.561 **Avg Weekly Volume** Performance (annual) 6 Mth 12 Mth 3 Vr 5 Yr WIC (Share Price) 0.0% 12.4% 7.0% n/a NTA (Pre-tax) 1.5% 11.4% 3.5% 1.7% All Ords 4.0% 8.9% 3.5% -3.6% FY10 FY11 FY12 Total Dividends (cents/share) 10.0 4.0 11.0 Yield (last full year dividend) 4.0%

#### Historic Dividend Per Share (¢)

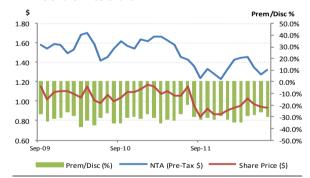
June Year End



#### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.44
Prem/Disc to Share Price	-30.7%
1Yr Avg NTA Prem/Disc to Share Price	-31%
5Yr Avg NTA Prem/Disc to Share Price	-31%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

as at 30 June 2012	%
iiNet Limited	14.0%
Automotive Holdings	11.0%
Aurora Oil & Gas Limited	9.0%
Regis Resources	9.0%
Clough Ltd	8.0%
Northern iron Ltd	7.0%
Resolute Mining	5.0%
Teranga Gold Corporation	3.0%
Other	18.0%
Cash	15.0%

Website: <u>www.westozfunds.com.au</u>



#### Magellan Flagship Fund Limited (MFF)

#### **Investment Style/Strategy**

MFF focus on a portfolio of listed international and Australian companies with outstanding business characteristics, at a discount to their intrinsic values. MFF believes that, by investing in such a portfolio, superior risk-adjusted investment returns may be generated over the medium to long term. More than 80% of MFF's total investment assets by market value are in global multinationals (being entities that generate 50% or more of their revenue and/or have material operations in 15 or more countries outside the domicile of their primary securities exchange), with a majority of the balance being predominantly North American focused and 7.5% China focused. Revenue and earnings split for the multinationals average about 40% USA, 25% Europe and ~33% ROW (as at 31 March 2012).

#### **Asset Allocation**

As at 30 Jun 2012, MFF had \$307m in investments at market value and no debt.

#### **Investment Manager**

Magellan Asset Management Limited (MAML) is the Investment Manager. MAML is a wholly owned subsidiary of the ASX listed Magellan Financial Group Limited. Investment Personnel: Chris Mackay (Chairman and Chief Investment Officer), Hamish Douglass (Chief Executive Officer and Managing Director), Gerald Stack, Dom Giuliano and Nikki Thomas. Directors: Dick Warburton, John Ballard, Andy Hogendijk, Chris Mackay and Hamish Douglass.

#### **Dividend Policy**

Dividend payments from profits, distributions and interest income will be made to MFF shareholders utilising franking credits and the benefits of the listed investment company structure. The MFF board would consider paying partially franked dividends.

#### **Fee Structure**

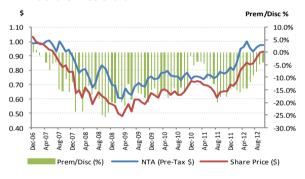
The management expense ratio is 1.25% and performance fee is 10% of the absolute dollar value of the investment performance (net of management fee) in excess of the MSCI World Index (\$A).

Share Price 31/10/2012			\$0.	.93
Market Cap (\$M)			32	21
12 Month Price Range			\$0.65	\$0.95
Avg Weekly Volume			1,070	,854
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
MFF (Share Price)	12.7%	43.1%	18.4%	2.3%
NTA (Pre-tax)	0.9%	25.9%	12.4%	0.9%
MSCI A\$	1.1%	8.5%	0.7%	-7.0%
June Year End		FY10	FY11	FY12
Total Dividends (cents/shar	e)	0.0	0.0	1.0

#### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$0.97
Prem/Disc to Share Price	-4.3%
1Yr Avg NTA Prem/Disc to Share Price	-12%
5Yr Avg NTA Prem/Disc to Share Price	-15%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

as at 31 October 2012	%
Tesco	11.5%
McDonalds	10.6%
Wells Fargo	10.4%
Visa	8.5%
US Bancorp	8.1%
HCA Holdings	6.9%
Bank of America	6.9%
CME Group	5.6%
Yum! Brands	4.8%
Lowe's	4.2%

Website: www.magellangroup.com.au

ABN 85 125 338 785



#### Platinum Capital Limited (PMC)

#### **Investment Style/Strategy**

PMC seeks to build a diversified portfolio of a broad range of global securities whose business and growth prospects are inappropriately valued by the market. Screening software is used to shortlist companies based on specific criteria, such as hypotheses regarding social, political or economic change. Research analysts then engage in detailed bottom-up analysis, with stocks selected with a view to minimise risk and to deliver above average absolute returns. The portfolio is built up using this individual stock selection process rather than pre-determined asset allocations and holds approximately 150 positions (shorts account for ~20% of assets).

#### **Asset Allocation**

As at 30 Jun 2012, PMC had \$160m invested in financial assets and \$20m in cash equivalents. The currency exposures were: 32% in European currencies, 47% in the US dollar (incl Hong Kong dollar), 12% in Asian currencies and 3% in the Australian dollar.

#### **Investment Manager**

PMC delegates the investment function to Platinum Asset Management, an Australian based fund manager specialising in international equities. Platinum also manages various regional and industry specific funds in addition to global portfolios with a central aim of achieving absolute returns for investors.

#### **Dividend Policy**

It is PMC's objective to smooth dividend payments over time, however this is not guaranteed. On 12 January 2012, PMC announced that there will be no interim dividend due to a negative retained earnings position from declines in markets and derivative hedging costs. Future dividend payments remain dependant on future earnings. On 2 April 2012, PMC commenced an on market share buyback to purchase up to 10% of issued capital over 12 months.

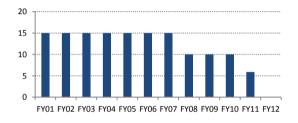
#### **Fee Structure**

Management fee of 1.5% per annum of Portfolio Value payable to Platinum Asset Management. Performance fee of 10% if the portfolio's annual performance exceeds the MSCI +5%.

Share Price 31/10/2012	\$1.01			
Market Cap (\$M)			16	56
12 Month Price Range			\$0.89	- \$1.08
Avg Weekly Volume			636,	561
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
PMC (Share Price)	-3.4%	4.7%	-9.3%	-5.4%
NTA (Pre-tax)	-1.2%	4.2%	-1.7%	-0.5%
MSCI A\$	1.1%	8.5%	0.7%	-7.0%
		FY10	FY11	FY12
Total Dividends (cents/share	e)	10.0	5.9	0.0
Yield (last full year dividend)				0.0%

<b>Historic Dividend</b>	Per Share	(¢)	
--------------------------	-----------	-----	--

June	Year	End
------	------	-----



### NTA Data (as at end of month)

Last Reported:	31/10/2012
NTA (Pre-Tax)	\$1.11
Prem/Disc to Share Price	-9.3%
1Yr Avg NTA Prem/Disc to Share Price	-10%
5Yr Avg NTA Prem/Disc to Share Price	3%

#### **NTA vs Share Price Chart**



#### **Major Shareholdings**

as at 31 Dec 2011	%
Samsung Electronics	2.3
Bangkok Bank	2.2
Microsoft	2.2
EcoGreen Fine Chemicals	2.2
Shin-Etsu Chemical	2.1
Cisco Systems	2.1
Johnson & Johnson	2.1
Henkel AG	1.9
BMW	1.9
Siemens AG	1.8

www.platinumcapital.com.au



June Year End

#### Templeton Global Growth Fund Limited (TGG)

#### **Investment Style/Strategy**

Templeton are fundamentally a long term investment company, seeking capital growth from a globally diversified portfolio of investment securities. As value investors, Templeton uses a bottom up approach to identify securities that are considered to be underpriced relative to their future earning potential. These assets are typically held for five years or more and TGG does not engage in portfolio hedging. This investment strategy is a reflection of TGG's three underlying tenets; Value, Patience and Bottom-up Analysis.

#### **Asset Allocation**

As at 31 Dec 2011, TGG had 98.4% of its portfolio invested (\$118m), retaining 1.6% or \$0.92m in cash and cash equivalents. As at 31 Dec 2011, TGG investments were spread over Nth America (35%), Europe (49%), Asia (14%), Middle East & Africa (0.4%) and Latin America (1.4%).

#### **Investment Manager**

TGG's Investment Manager is Franklin Templeton Investments Australia Limited ("Templeton") a member of the Franklin Templeton Investments group, a global investment management organization head-quartered in San Mateo, California. **Board:** David Walsh (Chairman), James Killen, Geoffrey Webb, Gregory McGowan, John Harvey and Michael Bartlett.

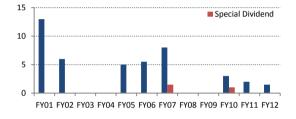
#### **Dividend Policy**

It is the intention of the Board to pay out a reasonable dividend to the extent that the performance of the company may prudently allow. No guidance has been given on the prospect of future dividend payments in FY12.

#### **Fee Structure**

1% p.a. payable monthly on the value net tangible assets to Templeton. No performance fee.

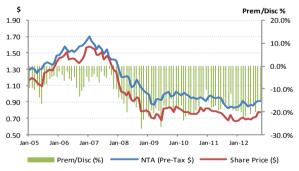
Share Price 31/10/2012	nare Price 31/10/2012 \$0.77			
Market Cap (\$M)			1	10
12 Month Price Range			\$0.65	- \$0.80
Avg Weekly Volume			596,	565
Performance (annual)	6 Mth	12 Mth	3 Yr	5 Yr
TGG (Share Price)	14.6%	6.1%	0.2%	-9.3%
NTA (Pre-tax)	5.1%	10.1%	0.3%	-7.2%
MSCI A\$	1.1%	8.5%	0.7%	-7.0%
		FY10	FY11	FY12
Total Dividends (cents/shar	e)	3.0	2.0	1.5
Yield (last full year dividend)				1.9%



Historic Dividend Per Share (¢)

**NTA vs Share Price Chart** 

NTA Data (as at end of month)	
Last Reported:	31/10/2012
NTA (Pre-Tax)	\$0.91
Prem/Disc to Share Price	-15.4%
1Yr Avg NTA Prem/Disc to Share Price	-18%
5Yr Avg NTA Prem/Disc to Share Price	-18%



Major Shareholdings	
as at 30 Sep 2011	%
Microsoft	2.2
Sanofi-Aventis	2.2
Pfizer	2.2
Telenor	2.1
Samsung Electronics	2.1
Vodafone	2.0
Amgen Inc	2.0
American Express	1.9
Singapore Telecom	1.9
GlaxoSmithKline	1.8

Website: <u>www.tggf.com.au</u>



#### **GENERAL RESEARCH DISCLAIMER, WARNING & DISCLOSURES**

This document is provided by Evans and Partners ABN 85 125 338 785, holder of AFSL 318075.

The information is **general advice only** and does not take into consideration an investor's objectives, financial situation or needs. Before acting on the advice, investors should consider the appropriateness of the advice, having regard to the investor's objectives, financial situation and needs. If the advice relates to a financial product that is the subject of a <a href="Product Disclosure Statement">Product Disclosure Statement</a> (e.g. unlisted managed funds) investors should obtain the PDS and consider it before making any decision about whether to acquire the product.

The material contained in this document is for information purposes only and does not constitute an offer, solicitation or recommendation with respect to the purchase or sale of securities. It should not be regarded by recipients as a substitute for the exercise of their own judgment. Investors should be aware that past performance is **not an infallible indicator** of future performance and future returns are not guaranteed.

Any opinions and/or recommendations expressed in this material are subject to change without notice and Evans and Partners is not under any obligation to update or keep current the information contained herein. References made to third parties are based on information believed to be reliable but are not guaranteed as being accurate.

This document is provided to the recipient only and is not to be distributed to third parties without the prior consent of Evans and Partners.

#### **EVANS AND PARTNERS DISCLOSURE OF INTERESTS**

Evans and Partners and its respective officers and associates may have an interest in the securities or derivatives of any entities referred to in this material.

Evans and Partners does, and seeks to do, business with companies that are the subject of its research reports.

#### **EVANS AND PARTNERS CORPORATE RELATIONSHIP DISCLOSURE**

AFI: Evans and Partners have arranged, managed or co-managed a public offering of the company or its affiliates in the past 12 months.

AQHHA: Evans and Partners have arranged, managed or co-managed a public offering of the company or its affiliates in the past 12 months.

BENPD: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

BHP: A director of Evans and Partners Pty Ltd Advisory Board is a director of BHP Billiton Ltd.

BSL: A director of Evans and Partners Pty Ltd Advisory Board is a director of BlueScope Steel Ltd.

BOQ, BOQPA, BOQPC: A director of Evans and Partners Pty Ltd Advisory Board is a director of Bank of Queensland.

CNGHA: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

HBSHB: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

HHY: Evans and Partners has been appointed by the Issuer as Broker to an on-market buy-back. Accordingly, Evans and Partners is unable to give Sellers advice in respect to a sale of this security.

LLC: A director of Evans and Partners Pty Ltd Advisory Board is a director of Lend Lease Corporation Ltd.

MQG: MQCPA: A director of Evans and Partners Pty Ltd Advisory Board is a director of Macquarie Group Ltd.

MGR: A director of Evans and Partners Pty Ltd Advisory Board is a director of Mirvac Group.

NXT: Evans and Partners has been appointed as Lead Manager to the proposed IPO of the Asia Pacific Data Centre Trust by NXT and expects to receive fees for acting in this capacity.

ORG: A director of Evans and Partners Pty Ltd Advisory Board is a director of Origin Energy Ltd.

OOH: Evans and Partners have arranged, managed or co-managed a public offering of the company or its affiliates in the past 12 months.

SAR: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

SPT: Evans and Partners acted in an advisory capacity for the bidder in relation to the proposed offer made to Spotless Group as announced 9 May 2011.

SWM: A director of Evans and Partners Pty Ltd Board is a director of Seven West Media Ltd.

TTSHA: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

TOX: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

WHF: Evans and Partners managed or co-managed a public offering of securities of the company or its affiliates in the past 12 months.

#### DISCLAIMER

Except for any liability which cannot be excluded, Evans and Partners, its directors, employees and agents accept no liability or responsibility whatsoever for any loss or damage of any kind, direct or indirect, arising out of the use of all or any part of this material. All information is correct at the time of publication; additional information may be available upon request.