Greencape Wholesale Broadcap Fund

Fund report and commentary – September quarter 2012

Performance	Quarter (%)	1 year (%)	2 years (%) p.a.	3 years (%) p.a.	5 years (%) p.a	Inception (%) p.a.
Greencape Wholesale Broadcap Fund	**9.47**	**15.69**	**4.57**	**4.20**	**–0.13**	**6.78**
Growth return	8.58	11.88	–2.23	–0.97	–4.55	1.46
Distribution return	1.16	3.81	6.80	5.17	4.42	5.32
S&P/ASX 300 Accumulation Index	8.75	14.46	2.22	1.69	–3.61	2.11
Outperformance (net)	**0.99**	**1.23**	**2.35**	**2.50**	**3.48**	**4.67**

Returns are calculated **after fees** have been deducted, assuming reinvestment of distributions. No allowance is made for tax. Past performance is not a reliable indicator of future performance.

Investment objective

The Fund aims to outperform its benchmark over rolling three-year periods.

Responsible entity

Fidante Partners Limited

Investment manager

Greencape Capital Pty Ltd

Investment strategy

Greencape is an active, 'bottom-up' stock picker. Whilst Greencape does not target any specific investment style and will invest in stocks displaying 'value' and 'growth' characteristics, its focus on a company's qualitative attributes will generally lead to 'growth' oriented portfolios. This is an outcome of its bottom-up process. As such, Greencape's investment style may be classified as 'growth at a reasonable price'.

Distribution frequency

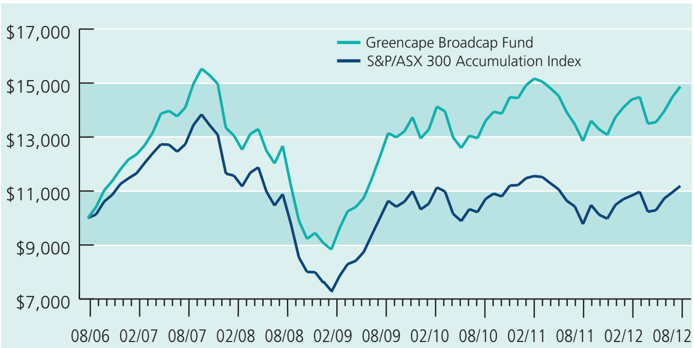
Quarterly

Suggested minimum investment timeframe

At least five years

Greencape Broadcap Fund

Growth of $10,000 invested since inception (net of fees)

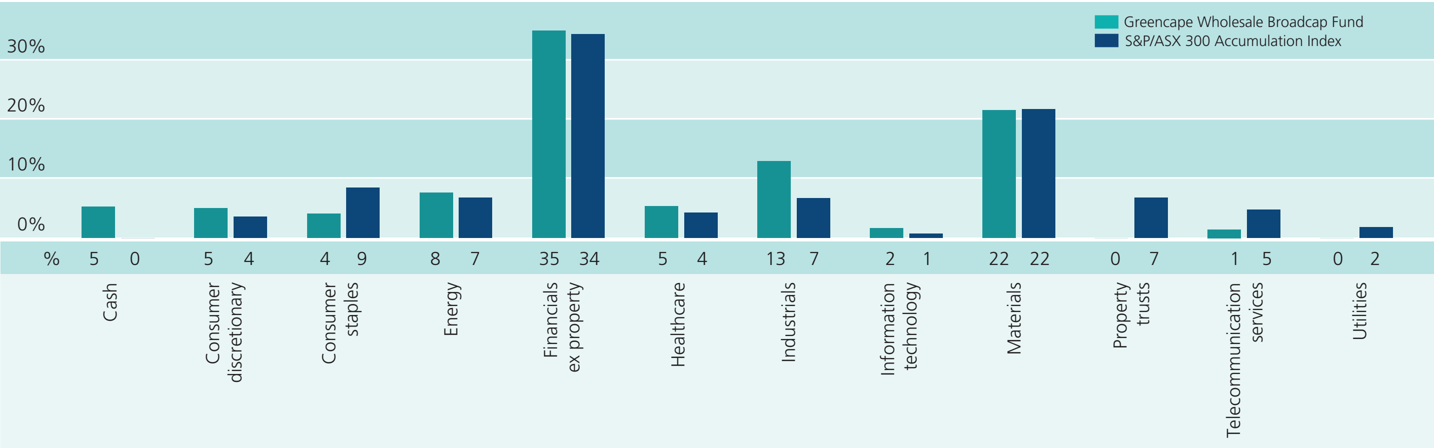


Asset allocation	Current (%)	Range (%)
Securities	94.70%	85–100
Cash	5.30%	0–15

Fund facts	Greencape Wholesale Broadcap Fund
Inception date	11/09/2006
APIR code	HOW0034AU

Fees	Greencape Wholesale Broadcap Fund
Entry fee	Nil
2011/12 ICR	1.18%
Management fee	0.95%p.a.
Performance fee	15% of the Fund's gross performance above the Fund's benchmark.
Buy/sell spread	+0.30%/-0.30%

Sector exposures as at 30 September 2012

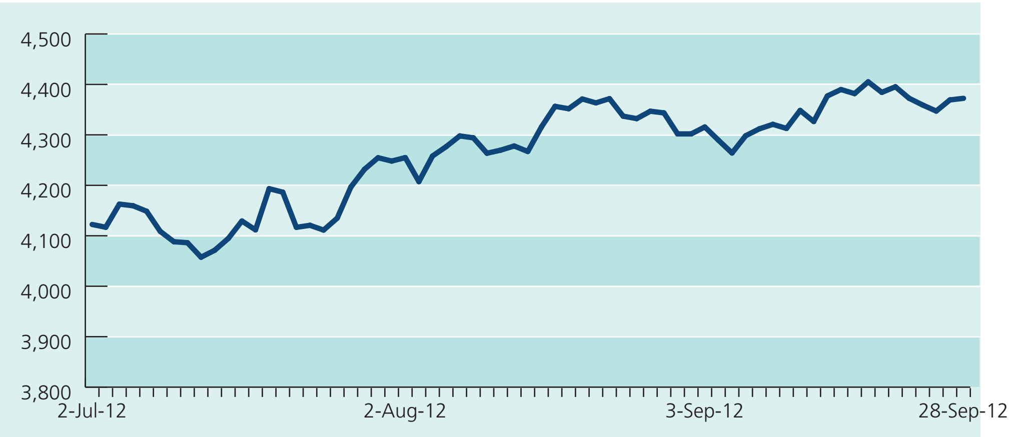


Market review

The S&P/ASX 300 Accumulation index rose 8.75% for the quarter. The Greencape Broadcap Fund outperformed the benchmark and gained 9.47%.

Following a tough June quarter where problems in the Eurozone threatened to wreak havoc, the market largely swept away these issues as the local bourse posted three consecutive months of gains. Globally, Central Bank intervention in the market went some way to boosting investor confidence in the market as bond yields fell and stock markets surged. The key beneficiaries in the share market post the central bank stimulus measures were gold miners and high yield stocks.

S&P/ASX 300 Price Index



Bucking the global trend, the Reserve Bank of Australia (RBA) sat on their hands during the quarter, leaving rates on hold for all three meetings. The mining boom showed signs of slowing as a number of companies postponed key projects due to falling commodity prices. The Federal Government's Carbon Tax and Mineral Resource Rent Tax were introduced in July, both of which have had only a modest effect on the market so far.

The market concern over the possibility of an imminent Eurozone breakup eased after European Central Bank (ECB) President Mario Draghi announced that the ECB would do 'whatever it takes' to preserve the shared currency. Bond yields, particularly in the Eurozone periphery, plunged on the news while some short term bond yields for 'safer' countries in the region even traded at negative yields – i.e. investors paid governments to hold their cash. The ECB also cut rates to 0.75%, a record low. Meanwhile the Bank of England announced a £50bn continuation of its own quantitative easing program as economic growth in the UK continued to print in negative territory.

'Everyone wants to live at the expense of the state. They forget that the state lives at the expense of everyone.'

Frederic Bastiat, Political Economist, 1848.

Across the Atlantic in the US, economic data continued to disappoint with the ISM manufacturing index and employment data both missing expectations. After initially falling, markets then began to edge higher throughout the quarter as the next round of quantitative easing from the Federal Reserve ('Fed') was anticipated by investors. The market was granted its wish in September as the Fed President Ben Bernanke announced QE3 – a program whereby the Fed will buy up to $40bn each month of agency mortgage-backed securities on an open-ended basis. Importantly, unlike previous stimulus measures QE3 does not have a set limit and is set to continue indefinitely until the labour market improves. The Fed also reiterated its ultra-low interest rate policy until at least mid-2015. Markets initially rallied on the news before slightly pulling back before the quarter's end. Apple also finally unveiled the newest iPhone model in September, attracting mixed reviews. Despite breaking previous sales records, sales of the phone have so far been well below analyst estimates. Facebook's own share price timeline continues to paint a sad story, with a myriad of problems dogging the social network as it closed the quarter down 43% from its IPO price.

China's GDP number for the second quarter of 2012 met expectations, however it should be noted this number was released 13 days after the quarter's end. The National Bureau of Statistics of China are evidently incredibly efficient in compiling the data for the 1.3 billion people who live in the People's Republic, while Australia's GDP print for a population of 23 million is released over two months after the relevant Quarter end. The People's Bank of China (PBOC) intervened in the market late in the quarter, adding a net 365 billion yuan (US$58 billion) into the financial system via reverse-repurchase operations and bill redemptions. The cash injection was the largest amount on record since the data began being compiled in 2008. The stimulus gave a much needed boost for the Shanghai Composite index which has been one of the worst performing major exchanges for the year, beating only Spain's floundering IBEX index.

Locally the market was focused on the August reporting season. While the overarching theme of results demonstrated the tough operating climate in the global economy, the majority of results met analyst estimates. Healthcare was the standout sector with CSL, Resmed, and Ansell all posting stronger than expected results in August and then subsequently outperforming for the period following.

Consumer staples performed well, led by large cap stocks Woolworths and Wesfarmers who posted solid sales numbers in July and followed it up with results which showed impressive operating margin expansion as both company's benefitted from the latest round of stimulus payments from the Federal Government.

Financials (ex-property trusts), which is dominated by the big four banks, also performed well for the quarter. The country's largest bank, Commonwealth Bank of Australia (CBA) provided the main catalyst for the sector's outperformance as their increased payout ratio surprised on the upside. A common theme we observed in the market during the quarter was the size of offshore short covering of Australian financials as global funds reversed their short positions of our 'expensive' banks.

	September quarter	1 year
ASX 300 Accumulation Index	8.7%	14.5%
Best performing sectors:		
Healthcare	14.6%	40.2%
Consumer staples	12.3%	17.0%
Financials ex property trusts	11.5%	27.0%
Worst performing sectors:		
Industrials	2.7%	8.9%
Consumer discretionary	3.4%	11.4%
Utilities	4.4%	23.4%

'Wall St really is one big drug addict and Ben Bernanke is their dealer.'

Charlie Aitken, Bell Potter, 02/08/2012

Consumer discretionary was the worst performing sector for the quarter. Notable underperformers included Echo Entertainment which fell after Genting HK sold its 4.8% shareholding in the company, while still insisting it remained committed to its application for approval to acquire more than 10% voting power. Shares in Fairfax also fell after major shareholder and mining magnate Gina Rinehart failed to sell 5% of the company at 50c a share.

A number of stocks in the industrials sector, particularly mining services companies, felt the effects of falling commodity prices over the quarter as mining companies scaled back capital expenditure. Boart Longyear was sharply sold off after their half year result in August, as revised guidance for the full year in which management noted the mining industry was in a 'state of flux', triggered heavy downgrades in the market. Leighton Holdings also continued its recent poor run, as doubts linger over the company's exposure to operations in the Middle East.

Utilities lagged behind the market, driven primarily by AGL Energy which under-performed as utility retail churn increased once again, particularly in NSW. Furthermore, the expected rising east coast gas price concerned the market that AGL's short gas position may impact margins into the medium to long term.

The iron ore price was the subject of much conjecture over the quarter, at one stage falling 35% to a 3 year low of US$87 per tonne. The volatility in the price triggered Fortescue to delay its long stated goal of producing iron ore at a run rate of 155mtpa by the end of FY13. During the quarter the company also announced it secured a US$4.5bn five year debt facility, which allayed short term fears regarding the strength of the company's balance sheet. Alongside its full year result in August, BHP Billiton indefinitely delayed its $28bn expansion of the Olympic Dam project. The company stated it will investigate a less capital intensive option to replace the underground mine.

'Looking ahead, the peak of the resource investment boom as share of GDP – the highest such peak in at least a century, will occur within the next year or two.'

Glenn Stevens, Governor of the Reserve Bank of Australia 24/08/2012

Macro observations

China

Following on from our discussion last quarter about the slowing Chinese economy, we travelled to China to assess the current economic situation for ourselves on the ground. We travelled to the cities of Shenzhen, Wuhan, Shanghai, Beijing and Tangshan with meetings predominantly focused on property developers, steel mills and iron ore/steel traders in order to gain some insight into end demand for Australian iron ore and coking coal producers. Some of our observations were:

- Underlying property demand fundamentals look more sound in Beijing and Shanghai than they do in some tier 2 and 3 cities, where there appears to have been significant construction in some cities/sectors ahead of demand;
- Few people we spoke to are expecting any significant government fixed asset investment programs before the Central government leadership actually changes in March 2013, and few were optimistic about the prospects for a pickup in steel demand before then;
- Luxury apartment construction should slow as government ownership restrictions limit investors' ability to own more than 2 properties… although some couples are divorcing to get around the restrictions!
- Property developers in China are legally required to build on-spec, and are not allowed to pre-sell apartments until buildings are partially complete. This is due to past experience where developers have 'runaway' with buyers' deposits;
- Everyone seems quite focused on property, even our driver could tell us what the price per square metre (sqm) was for a number of recent high end developments;
- None of the steel producers we met with were planning to cut steel production despite a weak demand outlook, with some explaining that they wouldn't because it would result in the loss of jobs. In fact some are expanding their production capacity in the South to produce higher spec steel to supply manufacturers which currently import it;

'Spending per Mainland tourist has noticeably decreased for this Golden Week period. It is estimated that Mainlanders are spending around HKD5000-6000 per person compared to HKD7000-8000 last year.'

Macquarie Bank 03/10/2012

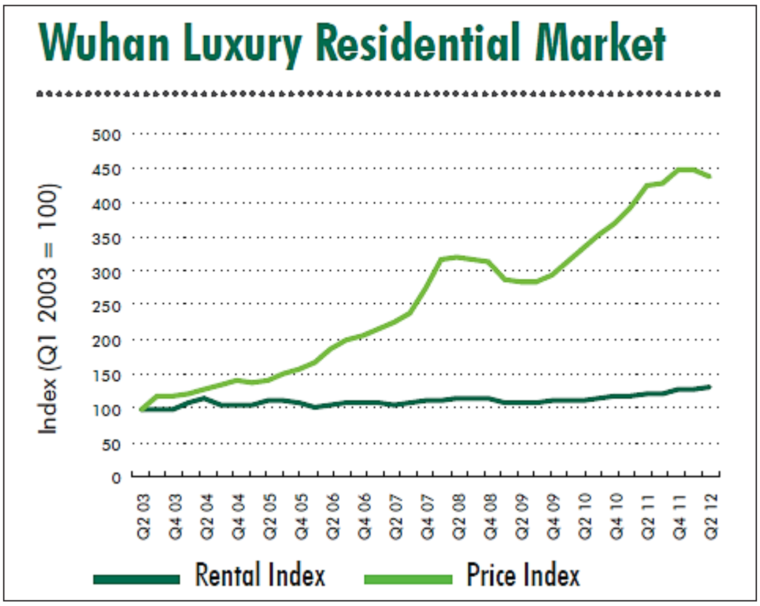
- There was some skepticism about how big a benefit for steel demand the recent infrastructure projects announcement from the central government will be, due to local government funding constraints and timing delays; and finally
- It's been a while since we have been offered a pack of cigarettes at the beginning of a meeting. We declined!

Top left: One of many developments passed by in Wuhan. **Top right:** Model of Luxury property development, buildings at forefront sold for 33,000 RMB per sqm in 2010 (circa US$800,000 for a 150 sqm apartment). **Bottom left:** Property construction in Tangshan. **Bottom right:** A typical outer suburb of Tangshan.

The below chart for CB Richard Ellis is indicative of the luxury residential property market in 15 out of the 16 Chinese cities that they research. In each of these, price growth has massively exceeded rental growth.

'We are considerably more pessimistic on the outlook for global economies than we were at the start of the year, or even compared to two months ago.'

David Robb, MD, Iluka, 09/07/12



Source: CB Richard Ellis, Q2 2012

USA

During the quarter we travelled to the US to meet with a cross section of industrial and financial companies plus selected regulators, government agencies and ratings agency/consultants. Some of the companies we visited included 3M, Mattel, Navitas, Target, Best Buy, Tesco, C.H Robinson, Netflix, EBay, Apple, News Corp, Goldman Sachs, Citi, Travellers, World Bank, Macquarie and CBA. We also visited management consulting firm McKinsey along with Standard & Poors and the Federal Deposit Insurance Corporation (FDIC).

Key take outs and observations:

- Most companies we spoke to described the US macro outlook as 'predictably flat'. One corporate summed up the consensus psyche particularly well when he stated current market conditions were 'A better environment to plan, albeit we plan for flat'.
- Global expansion a recognised growth driver. Even previously domestically focused businesses now look beyond the US for growth;
- Top line has been driven by price more than volume over the last 18 months. This is expected to reverse as weak volumes are cycled which could mean a positive result for Brambles and Amcor;
- Retailers and branded consumer good companies all highlighted packaging innovation as an important differentiator which is a positive for Amcor;
- Branded consumer companies and retailers stated they observe a trend towards holistic cost measurement. This creates risk and opportunity for service companies up the supply chain;
- C. H. Robinson, a transport and logistics services company based predominantly in the US is moving aggressively into global freight forwarding…. Watch out Toll!
- Most retail concepts are increasing their exposure to food, especially fresh food. The fastest growing retail category is drug stores followed by dollar stores. Supermarkets (already heavily skewed to food) are being cannibalised;
- Best Buy (a large US electronics consumer goods company that is similar to Harvey Norman or JB Hi-Fi) is struggling with a fast store rollout legacy. Stores were rolled out aggressively over the last 7 years and formatted to handle plasma TVs, CDs, DVDs, games and computers. The stores now require much less space since CDs, DVDs and games are now sold online and smart phones/tablets use less floor space. The net result is 25% too many stores each with an average floor space which is 30% too big;
- All retailers name Amazon as a key threat;
- Enormous continuous change is expected from tech companies. Smart phones are fast becoming a virtual wallet, and many tech companies are beginning to directly compete with banks for payment facilitation, deposit accumulation and ultimately customer ownership. This extends to business and not just the individual consumer.

'It's all happening. Either we turn this thing around and we'll be a case study studied at college or we'll be in the history books as one of the retailers of the past.'

Adam Hauser, Head of Investor Relations, Best Buy, 10/09/2012.

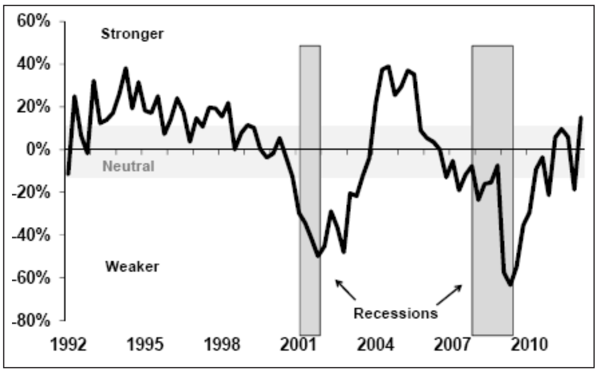
A changing payment landscape – the tech companies are coming…

Source CBA Equities

- Media companies with content are the winners. Threats from YouTube and online streaming don't exist if the media company has 'must have content';
- Sport and new season TV series are the key 'must have content';
- US banks have surplus deposits (and liquidity) – they want to lend but appetite from business and good credit consumers is limited. Consumer confidence is better than a year ago but still not strong enough to encourage credit formation;
- US 'fiscal cliff' is the clear near-term concern for US corporates. It surpasses Europe as the biggest worry for the banking sector.

Early signs of higher business loan demand from US small business

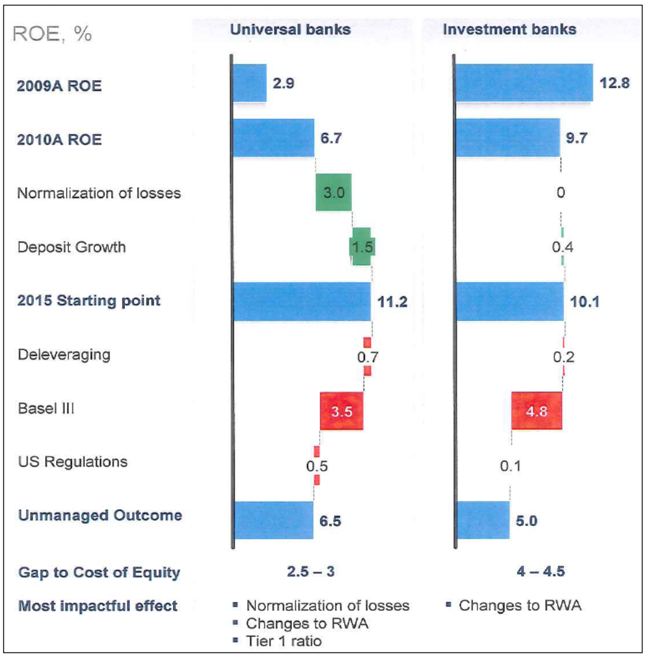
(Net % reporting stronger loans from small firms)



Source American Bankers Assoc.

- On the US presidential election, most corporates are ideologically behind the Republicans with less regulation and lower taxes for the wealthy and corporations being the key attraction. However a number of corporates stated they consider an Obama win will actually result in less uncertainty, given the unpredictable influence the radical Tea Party movement will have on a Romney administration;
- The World Bank is the primary lender to emerging markets. One of the stated objectives is to alleviate world poverty. The bank lent around $40bn last year, effectively targeting several billion people in the 3rd world. To put this in context, the QE3 program announced in the US spends up to $40bn per month to directly target around two million US households;
- Based on our discussions we wouldn't be surprised to see Australia's sovereign credit rating revised lower (perhaps to a negative outlook);
- US banks are behind ours on Basel 3 bank reform. It is expected to have a 3-4% negative impact on bank return on equity (ROE) ratios. To offset this ROE reduction, the absolute cost base needs to be cut by 15% for a typical bank… Not an easy task.

Impact on US bank ROE's going forward



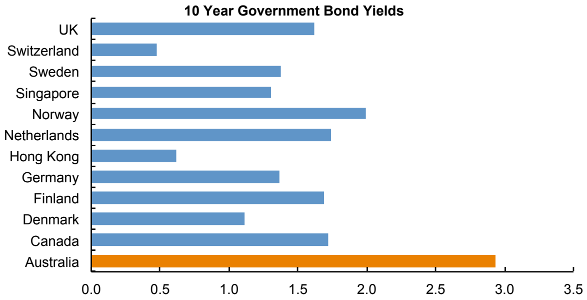
Source McKinsey & Co

We also undertook a US homebuilders trip during the quarter. Our key investment takeout's are listed below:

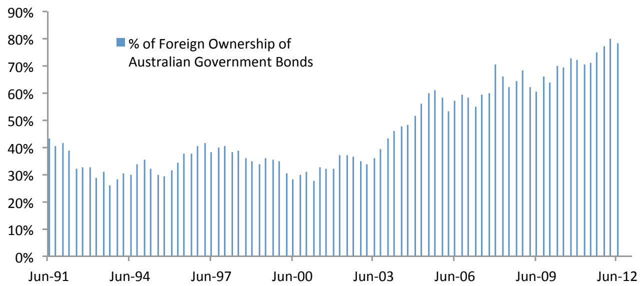
- Almost without exception, US listed homebuilders believe that the trajectory of the housing recovery is sustainable into 2013. We expect some moderation in the trajectory of the growth over the next 12 months relative to the last. In part, the moderation will be driven by bottlenecks in the supply side (labour, raw materials etc.);
- Capacity has been reduced to such an extent all along the supply chain such that inflation is being experienced quite early in the recovery;
- In some markets, labour will have to be coaxed back from alternate employment;
- Phoenix, Arizona has become the poster child of the recovery. Interestingly, as recently as nine months ago we were told that the Phoenix housing market was to remain sluggish for a decade due to the 'structural' problems in this market. It would appear that what the consensus thought to be structural has turned out to be cyclical;
- A genuine sense of surprise from some that the foreclosure pipeline hasn't has more of an impact on the market. It would appear that however it is being dealt with rationally and at a measured pace to date;
- With Government Sponsored Entities (GSE's) Fannie Mae, Freddie Mac , Ginnie Mae and the Federal Housing Administration providing 90% of mortgages, and the private sector remaining very conservative with lending practices, the phasing out of public participation will be very long dated (and will most likely take multiple cycles in our view);
- Energy efficiency has been a big focus through the down cycle. Homebuilders are lobbying appraisers to have this reflected in values. Homes built today are up to 50% more efficient compared to 10 years ago;
- In reference to the upcoming presidential election, companies made the point that it's hard to see there not being bipartisan support for housing given it is such a pertinent issue in the reflation equation.

Australian bonds

We note the steady increase in foreign ownership of Australian bonds over the past decade. There are currently 12 countries with AAA ratings and our yield is the clear standout.

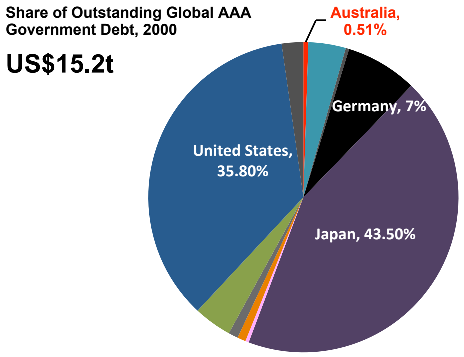


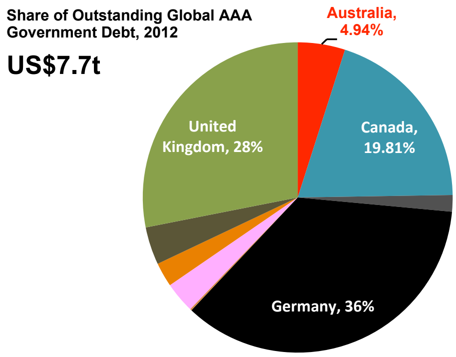
Source: Bloomberg



Source: ABS

As a result, Australia's share of AAA Government debt has increased dramatically since the turn of the century.





Source: Macquarie

QE forever?

On 13 September 2012, Ben Bernanke announced that the Federal Reserve ('Fed') was expanding its quantitative easing program, by announcing it would buy $40bn of agency backed mortgage-backed securities a month. What we thought was interesting in this announcement compared to previous ones:

- The Fed has explicitly linked the quantum of their future actions on 'substantial improvement in the outlook for the labor market';
- The above is an open-ended commitment; and
- For the first time that we're aware, Bernanke said the transmission mechanism for their policy to stimulate the real (i.e. outside the financial sector) economy is via creating higher house and stock prices, in order to make people feel more wealthy and therefore more likely to increase their spending.

'The fact is that when commodity prices come down that will have some impact on our budget.'

Wayne Swan, Treasurer of Australia, 24/08/2012

'What actually happens is that artificially created money redistributes wealth towards those closest to it, to the detriment of those furthest away.... And now the social debasement is clear for all to see. The 99% blame the 1%, the 1% blame the 47%, the private sector blames the public sector, the public sector returns the sentiment … the young blame the old, everyone blame the rich … yet few question the ideas behind government or central banks ...'

Dylan Grice, Societe Generale, 02/10/2012

Below are excerpts from Bernanke's press conference:

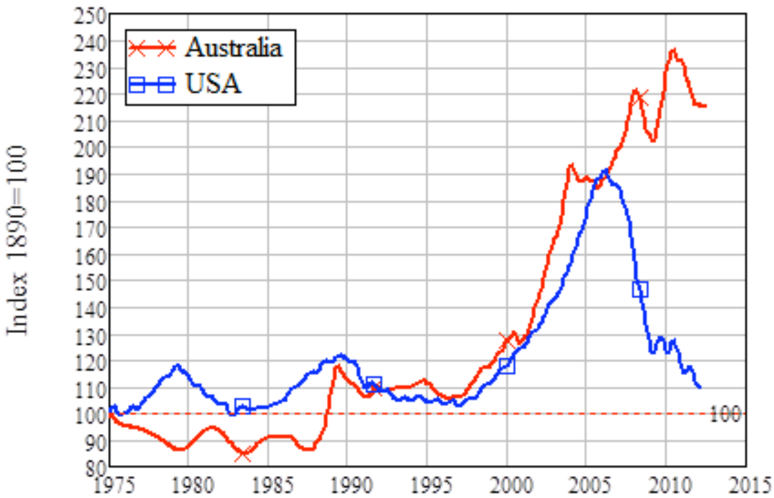
> 'To the extent that home prices begin to rise, consumers will feel wealthier; they'll feel more disposed to spend.'
>
> 'Stock prices—many people own stocks directly or indirectly. The issue here is whether or not improving asset prices generally will make people more willing to spend. One of the main concerns that firms have is there is not enough demand, there's not enough people coming and demanding their products. And if people feel that their financial situation is better because their 401(k) looks better or for whatever reason, their house is worth more, they are more willing to go out and spend, and that's going to provide the demand that firms need in order to be willing to hire and to invest.'
>
> Ben Bernanke, Chairman of the Federal Reserve, 13/9/2012.

We acknowledge that the Fed's goal is a noble one, to lower unemployment particularly given the social and economic cost of having long-term unemployed. But we worry that Bernanke, by trying to cure unemployment left over from a debt overhang, is living out Mark Twain's famous quote… 'To a man with a hammer, everything looks like a nail.'

A negative externality that is often overlooked when stimulating the housing market is the effect it has on cost of living through higher mortgage repayments. This is especially pronounced for first home buyers whose repayments are a larger percentage of their disposable income compared to the average home owner. Housing is ultimately a consumption item, and Bernanke's aim is to make it more expensive.

What is also overlooked is that 5 years on the US is still to recover from the unwinding of the housing bubble which was caused by monetary policy being too loose for too long. And yet Bernanke is attempting to cure the economy by inflating another housing bubble with an even more extreme version of the same policy! The chart below indicates that US house prices have just corrected back to their long term average, so it's not that house prices are 'too-low' now, but rather they got 'too-high' during the boom.

Real house prices 1975-Now



Source: www.debtdeflation.com/blogs

It is interesting to look back at an economist's take on the Great Depression, who had a very different view on the lessons to be learned than Bernanke does:

> 'There can, of course, be little doubt that, at the present time, a deflationary process is going on and that an indefinite continuation of that deflation would do inestimable harm. But this does not, by any means, necessarily mean that the deflation is the original cause of our difficulties or that we could overcome these difficulties by compensating for deflationary tendencies, at present operative in our economic system, by forcing more money into circulation.

'It might help us all to find solutions if we were prepared to acknowledge in less emotional terms that almost all of us have some responsibility or played some part in creating the dominant economic problem of our time: indebtedness.'

Jan du Plessis, Chairman, Rio Tinto, 04/07/12

'Economies and their financial markets historically have taken several decades as opposed to several years to renormalize once the fatal grip of too much debt wreaks havoc on the assumed perpetuity of capitalism's prosperity machine.'

Bill Gross, Managing Director, PIMCO, July 2012

> There is no reason to assume that the crisis was started by deliberate deflationary action on the part of the monetary authorities, or that the deflation itself is anything but a secondary phenomenon, a process induced by the maladjustments of the industry left over from the boom. If, however, the deflation is not the cause but an effect of the unprofitable-ness of industry, then it is surely vain to hope that, by reversing the deflationary process, we can regain lasting prosperity.
>
> Far from following a deflationary policy, Central Banks, particularly in the US, have been making earlier and more far-reaching efforts than have ever been undertaken before to combat the depression by a policy of credit expansion – with the result that the depression has lasted longer and has become more severe than any preceding one.'
>
> Friedrich Hayek, Economist, 1933.

If Hayek's view is correct, but the Fed is determined to pursue quantitative easing, the outcome could be no recovery for quite some time to come!

Outlook

With the market's August reporting season generally in line with buy side expectations, and companies articulating vaguely flattish outlook statements, structural growth and 'self-help' stories again stood out. One positive surprise was the increased dividend payout ratio. With falling cash deposit rates now evident domestically, companies with an ability to grow dividends (especially franked ones) are attracting increased attention.

The quarter delivered a solid absolute return despite macroeconomic activity remaining down beat, concerns remaining towards European bail outs, China's slow down (and evident imbalances) and US uncertainty regarding the 'fiscal cliff' and effectiveness of 'QE3 program'. The key point here is that the quarter didn't throw up 'new negatives' in a macro sense. The lack of new macro negatives, combined with the recent reporting season, allowed the market to be driven more by bottom up fundamentals. Encouragingly, the market generally liked what it saw and it was an improved environment for stock picking.

At Greencape we are conscious that macro concerns, although largely identifiable, are unresolved. There is evidence that a re-rating of structural growth, dividend growers and 'self-help' stories are perhaps a consequence of macro concerns (and related central bank responses). We grow more and more confident of our relentless focus on bottom up fundamentals, as it is beginning to be rewarded in this environment of no new (macro) negatives.

'My friends, as I have discovered myself, there are no disasters, only opportunities. And, indeed, opportunities for fresh disasters.'

Boris Johnson, Mayor of London, 2004.

More information

To find out more about investing with Greencape, please contact:

Fidante Partners Investor Services team on: **13 51 53**

Visit the Greencape website: **www.greencapecapital.com.au**

Email Greencape at: **bdm@greencapecapital.com.au**

Financial advisers

For more information please contact:

Cathryn Franks
National Sales Manager
Fidante Partners

Phone: **+61 2 9994 7606**

Email: **cfranks@fidante.com.au**

Institutional investors and asset consultants

For more information please contact:

Brett Chatfield
Institutional Business Development Manager
Fidante Partners

Phone: **+61 3 9947 9419**

Email: **bchatfield@fidante.com.au**

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