

# ELEVATION CAPITAL VALUE FUND

The Value Fund is a Portfolio Investment Entity (PIE) that seeks to provide investors with long-term capital growth and income by directly investing in equities on a global basis, while at the same time adhering to a "Margin of Safety" investment philosophy. The strategy of the Fund is to mainly invest in shares (equity securities including Preferred's and Convertibles') of entities trading at a discount in relation to the entities' net asset value/intrinsic value", with low debt levels", and which have a history of paying dividends and/or returning capital to shareholders.

\* A Preferred stock/share is a class of ownership in a corporation/company that has a higher claim on its assets and earnings than common stock/equity. Preferred shares generally have a dividend that must be paid out before dividends to common shareholders, and the shares usually do not carry voting rights. Preferred stock combines features of debt, in that it typically pays fixed dividends, and equity, in that it has the potential to appreciate in price.

Convertibles are securities, usually bonds or preferred shares, that can be converted into common stock / shares or equity. Convertibles are most often associated with convertible bonds, which allow bondholders to convert their creditor position to that of an equity holder at an agreed-upon price. Other convertible securities can include notes and preferred shares

\*\* Net Asset Value / Intrinsic Value – is also referred to as "Private Market Value". Collectively we define them as the value an informed buyer would pay to purchase assets with similar characteristics. We measure Net Asset Value/Intrinsic Value or Private Market Value by scrutinising on and off balance sheet assets, liabilities, and free cash flow. We also examine valuations and transactions in the public domain to formulate our view of possible future value.

\*\*\* Low Debt Levels – can be assessed relative to tangible and/or intangible assets, free cash flow, the industry in which an entity operates, or relative to peers within an industry.

#### **KEY INFORMATION AS AT 30 SEPTEMBER 2018**

**UNIT PRICE** NZ\$1.6537

#### TOP 5 POSITIONS







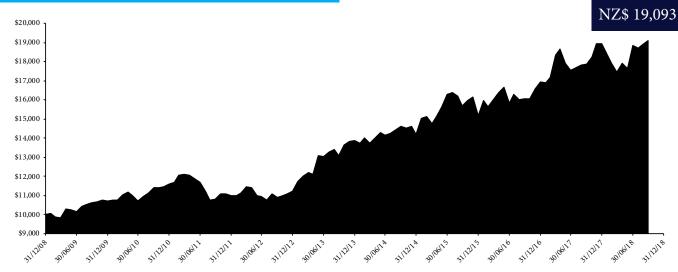
**JCDecaux** 

#### FUND RISK INDICATOR



\* The historical returns data used to calculate the level of risk may not constitute a reliable indicator of the future risk profile of the Fund. The risk category associated with this fund is not guaranteed and can change over time. No benchmark data has been used in this calculation.

#### **VALUE OF NZ\$ 10,000 INVESTED (INCLUDING DISTRIBUTIONS)**



#### HISTORICAL PERFORMANCE & AVERAGE CASH BALANCE

Ne	et Performance*	1 Month	FYTD#	CYTD##	1 Year Last 12 Months	3 Years Annualised	5 Years Annualised	10 Years Annualised	Since Inception Annualised	
Va	llue Fund Net*NZ\$	1.02%	9.33%	0.75%	6.87%	6.74%	7.87%	n/a	6.82%	
Va	llue Fund Net* USD**	0.94%	0.49%	-6.08%	-1.99%	8.03%	3.06%	n/a	8.48%	
Va	llue Fund Net* AUD**	0.89%	6.53%	1.53%	6.29%	6.95%	8.48%	n/a	7.99%	
Va	llue Fund Net* GBP**	0.60%	8.10%	-2.57%	0.84%	13.56%	7.62%	n/a	10.40%	
$A\nu$	erage Cash Balance***	-	22.86%	21.94%	21.94%	21.22%	21.63%	n/a	26.39%	
NZ Domiciled Investor Returns based on Prescribed Investor Rate (PIR):										
0%	6 PIR Return	1.08%	9.64%	1.10%	7.32%	7.09%	8.21%	n/a	7.24%	
10	.5% PIR Return	1.05%	9.42%	0.87%	7.00%	6.90%	7.93%	n/a	6.94%	
17	.5% PIR Return	1.04%	9.28%	0.71%	6.80%	6.77%	7.75%	n/a	6.78%	
28	%**** PIR Return	1.01%	9.07%	0.49%	6.52%	6 58%	7 48%	n/a	6 52%	

tet of fees, expenses and taxes (accrued in the Fund).

SD/AUD/GBP performance numbers are calculated using spot FX rates (at month end) and are provided for ormational purposes only.

e Fund does not have USD/AUD/GBP unit price sat this time. (FX Rate Source: MMC Limited - Fund

average cash balance calculation is based on month end data from the Fund Administrator (MMC Limited)

reports.

The ports of the frequency of

All performance returns detailed above are calculated using exit price to exit price, net of taxes and ongoing fees, but excluding entry costs (if any) and any individual taxes. The returns include reinvestment of all distributions. The performance quived represents past performance, which does not guarante tuture results. The investment return and principal value of an investment in the Fund will fluctuate, so that an investor's units in the Fund, when redeemed, may be worth more or less than their original cost.

Current performance may be lower or higher than the performance data quoted.

# **HISTORICAL FUND AWARDS & NOMINATIONS**



MORNINGSTAR INTERNATIONAL EQUITIES CATEGORY FUND MANAGER OF THE YEAR 2017, NEW ZEALAND



NOMINEE – MORNINGSTAR INTERNATIONAL EQUITIES CATEGORY FUND MANAGER OF THE YEAR 2012, NEW ZEALAND



NOMINEE - FUNDSOURCE INTERNATIONAL EQUITY SECTOR FUND MANAGER OF THE YEAR 2012, NEW ZEALAND



NOMINEE – FUNDSOURCE INTERNATIONAL EQUITY SECTOR FUND MANAGER OF THE YEAR 2013, NEW ZEALAND

#### **FUND DATA**

NZ\$ 30.14M

FUND SIZE

27 NUMBER OF HOLDINGS **10** NUMBER OF

COUNTRIES

NEW ZEALAND

DOMICILE

NZ\$ 16.3B

WEIGHTED MEDIAN MARKET CAP\* 9 DECEMBER 2008
INCEPTION DATE

98.53%\*\*

ACTIVE SHARE\*

3.39%

GROSS DIVIDEND YIELD OF HOLDINGS\*

**NIL (UNHEDGED)** 

FX HEDGING

**37.59%**\*\*\*
AVERAGE PORTFOLIO

AVERAGE PURIFULIU TURNOVER SINCE INCEPTION

# **FUND HOLDINGS**

Commission	Demisile	% of Portfolio	Year First H	Iolding This	Presentation/ Summary on	6	Denotetle	% of Portfolio	Year First Purchased	Holding This	
Company	Domicile	Portiolio	Purchased	Month	Website	Company	Domicile	Portiolio	Purchased	Month	Website
DISCOVERY		4.32%	2015	+	•	GENERAL MILLS		3.22%	2017	_	
<b>©CBS</b> CORPORATION		4.31%	2018	_		Shaftesbury		3.10%	2018	<b>†</b>	
Nestle Good Food, Good Life	+	3.67%	2018	_		newell		3.05%	2018	_	
NZX	* *	3.62%	2017	-	•	Lbrands		3.03%	2017	_	
JCDecaux		3.56%	2018	-	•	<sup>២</sup> DUFRY	+	2.83%	2018	_	
TIFFANY & CO.		3.55%	2012	-	•	QM5	* .	2.78%	2018	<b></b>	
MODEIV		3.55%	2014	-	•	<b>Allergan</b>		2.57%	2018	_	
HaM	+	3.48%	2017	-		BMW GROUP		2.45%	2018	<b></b>	
COTY		3.45%	2017	-	•	BAYER ER		2.45%	2018	_	
TOD'S		3.41%	2014	_	•	DAIMLER		2.43%	2018	_	
		3.40%	2016	_	•	Edgewell TAM PERSONAL CARE		2.20%	2016	_	•
MOLSON Cools		3.39%	2017	_	•	OUTFRONT		1.75%	2018	_	
Kraft <i>Heinz</i>		3.31%	2018	_		pental	*	1.36%	2014	_	•
RICHEMONT	+	3.28%	2018	_		Cash		16.48%	(do	wn from 19.92	%)

The maximum position size permitted within the Fund is equivalent to 5.00% of Net Asset Value.

☆ New Position ↑ Increased Position ↓ Decreased Position — No Change

Portfolio holdings are not intended as recommendations of individual stocks and are subject to change. Elevation Capital Management Limited disclaims any obligation to notify of changes to the Fund's it manages. Information about portfolio holdings does not represent a recommendation or an endorsement to Fund Unitholders or other members of the public to buy or sell any security contained in the Funds' portfolios. Portfolio holdings are current to the date listed but are subject to change any time. There are no assurances that the securities will remain in the Funds' portfolios after the date listed or that the securities that were previously sold may not be repurchased.

# **EXITED INVESTMENTS THIS MONTH**

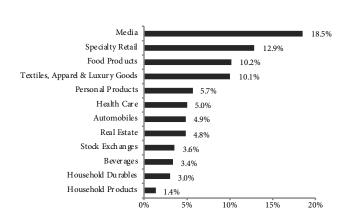
<sup>\*</sup> Source: Thomson Reuters Eikon

<sup>\*\*</sup> It is the proportion of security holdings in the Fund's composition that is different from the composition found in iShares MSCI ACWI ETF Fund (It is 98.53% vs iShares MSCI World UCITS ETF Fund).
\*\*\* Last 12 months = 68.14%

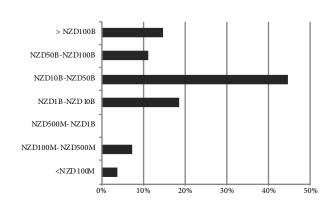
#### **PORTFOLIO BY COUNTRY**

# ■US 39.1% ■ Switzer land 9.8% ■ Germany 7.3% ■ Italy 6.8% ■ Aus tralia 4.1% ■ New Zeal and 3.6% ■ France 3.6% ■ Sweden 3.5% ■ UK 3.1% ■ Ireland 2.6% ■ Cash 16.5%

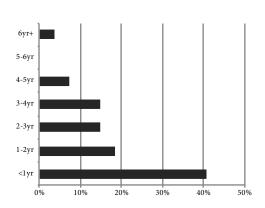
#### **PORTFOLIO BY INDUSTRY**



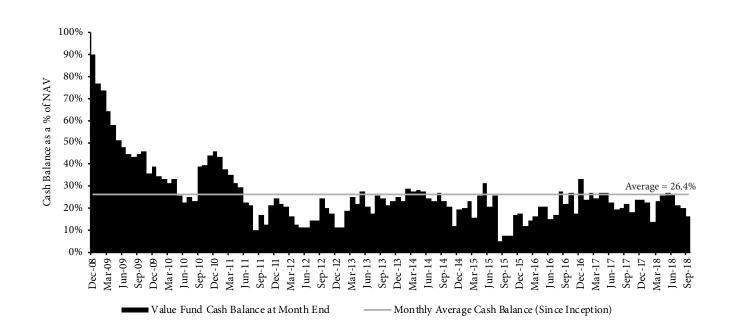
#### **PORTFOLIO BY MARKET CAP**



#### PORTFOLIO BY HOLDING PERIOD



# HISTORICAL CASH BALANCE



# 2018 INVESTMENT REALISATIONS

13

REALISED INVESTMENTS IN 2018 (AS AT 30 SEPTEMBER 2018) 13

REALISED POSITIONS WERE PROFITABLE IN 2018 (IN LOCAL CURRENCY TERMS) 0

REALISED POSITION WAS UNPROFITABLE IN 2018 (IN LOCAL CURRENCY TERMS) +35%

AVERAGE RETURN ON PROFITABLE REALISED INVESTMENTS (IN LOCAL CURRENCY TERMS) 100%

BATTING AVERAGE\* IN 2018 (IN LOCAL CURRENCY TERMS)

# 2018 REALISED INVESTMENTS BY COMPANY

Company	Domicile	Initial Position	Exited Position	Holding Period (Years)	Total Return (Local Currency)	Per Annum Return** F (Local Currency)	Presentation/Summary Available
Campbells		Oct 17	Feb 18	0.3yr	+1.7%	-	
MATTEL		Sep 17	Feb 18	0.4yr	+18.6%	-	
SWATCH GROUP	+	May 15	Feb 18	2.8yrs	+19.8%	+7.7%	
Skyline	<b>*</b> :	Jan 09	Mar 18	9.2yrs	+179.7%	+25.3%	•
tapestry		Jan 15	Mar 18	3.2yrs	+49.5%	+17.6%	•
Annos Dosselos	•	Feb 14	Mar 18	4.1yrs	+43.4%	+12.3%	•
21ST CENTURY FOX		Feb 18	Mar 18	0.1yr	+7.5%	-	
Saurio		Dec 17	Mar 18	0.3yr	+2.2%	-	
A P N OUTDOOR	AIK.	May 17	Jun 18	1.1yrs	+42.5%	+40.7%	
IMPERIAL BRANDS		Aug 17	Aug 18	1.0yr	+5.3%		
DIAGEO		Sep 14	Aug 18	3.9yrs	+57.2%	+16.1%	•
P&G		Feb 18	Aug 18	0.5yr	+5.7%	-	
<b>₩</b> SCHOLASTIC		Feb 13	Aug 18	5.6yrs	+22.8%	+10.1%	•

Past performance is not an indication of future returns.

 $<sup>^*\</sup> We\ define\ \text{``Batting Average''}\ as\ the\ number\ of\ realised\ investments\ in\ 2018\ that\ were\ profitable\ vs.\ unprofitable.$ 

<sup>\*\*</sup>We define "Per Annum Return" as the Internal Rate of Return (IRR) for a given investment. This is the percentage rate earned on each dollar invested for each period it is invested. We have only published "Per Annum Returns" for holdings greater than one year in duration.

# **ESG ANALYSIS**

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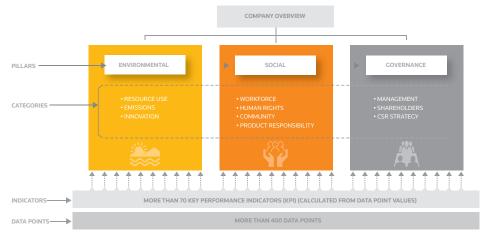
PORTFOLIO HOLDINGS AVERAGE ESG SCORE = 0.64\* (AS AT 30 SEPTEMBER 2018)

The Fund utilises Thomson Reuters Eikon to report its Environmental, Social & Governance (ESG) scores. While it is not an investment criterion, we are increasingly mindful of the need to hold companies accountable for ESG performance and accordingly have added this disclosure for the benefit of our investors.

Company	Domicile	ESG Score	ESG Grade
Siscovery		0.49	C+
<b>©CBS</b> CORPORATION		0.60	В
Nestle Good Food, Good Life	+	0.81	A-
NZX	* * *	0.46	C+
JCDecaux		0.76	A-
TIFFANY & Co.		0.81	A-
MODEIV		0.57	В-
H&M	+	0.82	A-
COTY		0.40	С
TOD'S		0.42	C+
		0.65	В
MOLSON Cools		0.65	В
Kraft <i>Heinz</i>		0.59	В
RICHEMONT	+	0.61	В

Company	Domicile	ESG Score	ESG Grade
GENERAL MILLS		0.76	A-
Shaftesbury		0.84	A
newell		0.66	В
Lbrands		0.70	B+
<sup>©</sup> DUFRY	+	0.44	C+
<b>QMS</b>	*	n/a	n/a
<b>Allergan</b>		0.58	В-
BMW GROUP		0.77	A-
BAYER E R		0.67	B+
DAIMLER		0.81	A-
Edgewell™ Personal Care		0.65	В
OUTFRONT		0.39	С
pental	* .	n/a	n/a

The Thomson Reuters ESG scores are predicated across these factors\*\*:



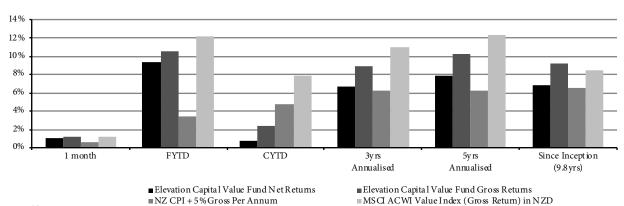
Companies are then ranked on the following basis\*\*:

Score Range	Grade
0.0 <= score <= 0.083333	D -
0.083333 < score <= 0.166666	D
0.166666 < score <= 0.250000	D +
0.250000 < score <= 0.333333	C -
0.333333 < score <= 0.416666	С
0.416666 < score <= 0.500000	C +
0.500000 < score <= 0.583333	В-
0.583333 < score <= 0.666666	В
0.666666 < score <= 0.750000	B+
0.750000 < score <= 0.833333	A -
0.833333 < score <= 0.916666	А
0.916666 < score <= 1	A +

<sup>\*</sup> Excluding Pental that does not have ESG scores from Thomson Reuters \*\* Chart & table sourced from Thomson Reuters ESG Scores - March 2017

# FUND PERFORMANCE (NET AND GROSS) VS. NZ CPI+5% PER ANNUM (GROSS) & MSCI ACWI VALUE INDEX (GROSS)

For comparative purposes we have detailed two informational benchmarks we consider relevant to underlying (and prospective) investors in the Value Fund. These are NZ CPI + 5% per annum (Gross Return) which we believe highlights to investors whether we are preserving and growing their real purchasing power overtime and the MSCI ACWI Value Index (Gross Return) in NZD terms. It is important to consider that our portfolio does not track or follow any index (refer the Funds Active Share statistics on page 2), and we consistently operate with conservative cash levels. We would also highlight that these two informational benchmarks are not provided for performance fee calculations as there are no performance fees charged or payable within/by the Fund.



NZ CPI data sourced from Statistics NZ.

# **DISTRIBUTION HISTORY & REINVESTMENT RATE**

Paid as at 31 March	2018	2017	2016	2015	2014
Cents Per Unit (cpu)	3.20	3.75	3.55	3.50	2.625
Reinvestment Rate (%)	71%	69%	71%	70%	62%

## **TOTAL EXPENSE RATIO & FEES**

Year Ending - 31 March	2018	2017	2016	2015	2014
Average Funds Under Management	NZ\$ 27,891,382	NZ\$ 24,071,586	NZ\$ 20,680,619	NZ\$ 13,820,756	NZ\$ 11,626,062
Total Expense Ratio* (%)	1.91%	2.20%	1.98%	2.19%	2.04%
Total Management and Administration Charges	NZ\$ 533,976	NZ\$ 529,704	NZ\$ 409,770	NZ\$ 302,056	NZ\$ 237,727
- Manager's Basic Fee	NZ\$ 351,681	NZ\$ 305,673	NZ\$ 262,284	NZ\$ 175,616	NZ\$ 147,739
- Other Management & Administration Charges	NZ\$ 182,295	NZ\$ 224,031	NZ\$ 147,486	NZ\$ 126,440	NZ\$ 89,988
Performance-Based Fees	Nil	Nil	Nil	Nil	Nil

All Fees charged by Elevation Capital Management Limited, the Trustee and the Fund Administrator are detailed in the Product Disclosure Statement and Establishment Deed.

#### MANAGEMENT FEE SCALE

NAV of the Fund (NZ\$)	<\$25m	\$25m - \$30m	\$30m - \$35m	\$35m - \$40m	\$40m - \$45m	\$45m - \$50m	>\$50m
Management Fee Tiers (%)	1.25%	1.20%	1.15%	1.10%	1.05%	1.00%	0.95%
(0/ fall - Nint A + William - fall - Frond)							

#### ADDITIONAL INFORMATION

Trustee/Supervisor: Public Trust Administrator: MMC Limited Custodian: Public Trust Sub-Custodian: BNP Paribas Auditor: KPMG Tax Advisor: EY

Entry / Exit Fees: Nil Performance Fees: Nil Distribution Policy: Annually at Manager's Discretion Minimum Initial Investment: NZ\$ 5,000 Minimum Regular Contribution: NZ\$ 100 (Monthly / Quarterly / Annually) Redemption Terms: Monthly (with 1 business day notice)

Directors & Executives Holdings in Fund (incl. Associates)\*

Additional Fund Updates are provided on a quarterly basis and can be found on www.elevationcapital.co.nz/vf-quarterly-updates and also on Disclose Register website at www.companiesoffice.govt.nz/disclose (search 'Elevation Capital')

<sup>\*</sup> Data Source: Morningstar Direct

Both of which are available at www.elevationcapital.co.nz or on request free of charge from the Manager.

<sup>\*</sup> Total Expense Ratio Definition: Total Expense Ratio (TER) expresses the expense ratio for a fund or unit of a fund against the average NAV (of the fund or unit respectively) over a given period in the past. The TER should reflect the past record, and should not be an estimate for the present or future. In other words, the TER is the annual percentage reduction in investor returns that would result from operating costs if markets were to remain flat and the fund's portfolio were to be held and not traded during a period

<sup>= 1,003,368</sup> units / NZ\$ 1,659,270

<sup>\*</sup> Based on unit holdings as at 30 September 2018

#### RISK DISCLOSURE STATEMENT

Elevation Capital Management Limited is a Registered Financial Service Provider in New Zealand in accordance with the Financial Service Providers (Registration and Disputes Resolution) Act 2008 -- FSP # 9601.

Elevation Capital Management Limited is licensed under the Financial Markets Conduct Act 2013 as a manager of registered schemes.

Elevation Capital Management Limited does not provide personalised investment advisory services to the public. Nothing herein should be construed as a general advertisement of investment advisory services or a solicitation of prospective clients for investment advisory services. The information herein is intended solely to provide certain background information about Elevation Capital Management Limited and the Elevation Capital Value Fund.

The information contained in this report has been prepared solely for informational purposes. It is not an offer to buy or sell or a solicitation of an offer to buy or sell units in the Elevation Capital Value Fund, a recommendation of any security or to participate in any trading strategy. If any offer of units in the Elevation Capital Value Fund is made, it shall be pursuant to a Product Disclosure Statement prepared by or on behalf of the Elevation Capital Value Fund.

Any decision to invest in the Elevation Capital Value Fund should be made only after reviewing the Product Disclosure Statement (available free of charge at www. elevationcapital.co.nz or by contacting Elevation Capital Management Limited, PO Box 911145, Victoria Street West, Auckland 1142, New Zealand), conducting such investigations as the investor deems necessary and consulting the investor's own investment, legal and tax advisors in order to make an independent determination of the suitability and consequences of an investment in the Elevation Capital Value Fund.

International investments involve special risks, including currency fluctuations, lower liquidity, higher transaction costs (in some jurisdictions), different regulatory systems and accounting methods, economic and political systems. These risks are typically greater in emerging markets.

The Elevation Capital Value Fund may invest a significant portion of its assets in the stocks of small and medium-sized companies, which tend to be more volatile and less liquid than those of large companies, may have underperformed the stocks of larger companies during some periods and tend to have a shorter history of operations than larger companies. Potential investment risks are discussed in the Product Disclosure Statement and Statement of Investment Policy. These documents are both available free of charge on request or can be accessed at www.elevationcapital.co.nz.

All performance data, fee data, portfolio composition data and risk targets contained in this report are subject to revision by Elevation Capital Management Limited and are provided solely as a guide to current expectations. There can be no assurance that the Elevation Capital Value Fund will achieve any targets or that there will be any return on or of capital. Elevation Capital Management Limited, its directors, employees and agents believe that the information herein is correct at the time of compilation; however they do not warrant the accuracy of the information. Save for any statutory liability which cannot be excluded, Elevation Capital Management Limited further disclaims all responsibility or liability for any loss or damage which may be suffered by any person relying on any information or any opinions, conclusions or recommendations contained herein whether that loss or damage is caused by any fault or negligence on the part of Elevation Capital Management Limited. or otherwise.

Past performance is not an indication of future results.