

| Key Performance Data   |                    | Top 10 Holdings             |                       |                                |                       |
|------------------------|--------------------|-----------------------------|-----------------------|--------------------------------|-----------------------|
| Q2 2013 Net Return     | +6.95%             | <b>Security</b>             | <b>% of Portfolio</b> | <b>Security</b>                | <b>% of Portfolio</b> |
| CY 2013 Net Return     | +16.33%            | Nestlé SA - Reg             | 3.08                  | Kirkcaldie and Stains Ltd      | 2.75                  |
| Return Since Inception | +30.48%            | Molson Coors Brewing Co - B | 2.98                  | Chesapeake Energy Corp         | 2.63                  |
| Funds Under Management | NZ\$ 11.57 million | Kirin Holdings Co Ltd       | 2.93                  | Vivendi                        | 2.61                  |
| Unit Price             | NZ\$ 1.2655        | Heineken Holdings NV        | 2.83                  | Encana Corp                    | 2.57                  |
|                        |                    | Staples Inc.                | 2.79                  | Vealls Limited - Capital Share | 2.53                  |

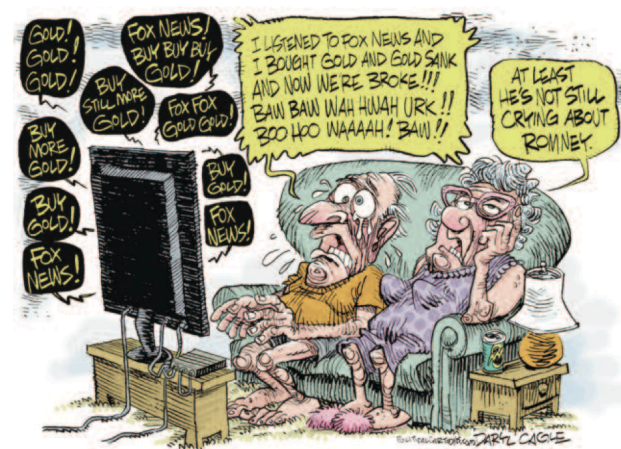
*Important note to our investors and other readers:*

Elevation Capital's Quarterly Investor Reports are designed to inform our investors about recent portfolio developments and provide our views of the market environment. Our reports are not investment recommendations for the general public. Please read the disclaimer at the end of this document in its entirety. Elevation Capital Management Limited (as Manager of the Elevation Capital Value Fund) may also trade in and out of any position discussed and undertakes no duty to update anyone, except to the extent we are required to make filings with any market regulator. Investors who chose to take action based on our investment ideas do so at their own risk.

**Market Review – Q2 2013:**



Price of Gold Plummets (©Luojie, China Daily, China)



Fox News GOLD (©Daryl Cagle, Cagle Cartoons)

The global equity markets were volatile (particularly in the commodity space as referenced in the cartoons above) during Q2 2013. Emerging markets experienced a sell-off late in the quarter, while developed markets maintained their early gains.

The Elevation Capital Value Fund (the Fund) returned +6.95% net for the quarter. The benchmark MSCI World Value Index (NZD) +2% was up +9.59% (gross) for the quarter, so the Fund captured 72.7% of the benchmark upside despite holding 21.12% cash at quarter end. This compares to Q1 2013 when the Fund captured 141.4% of the benchmark MSCI World Value Index (NZD) + 2% return despite holding 25.21% cash at quarter end. These statistics serve to highlight that returns are not linear and an investment time horizon longer than one quarter is required when analysing any fund (or other investment).

*Note: we add 2.00% (200 basis points) per annum to the MSCI World Value Index (NZD) for our performance fee calculations, and therefore we report this to investors as the benchmark index.*

Two critical points to keep in mind when assessing the performance of the Elevation Capital Value Fund are:

- (i) While we provide comparison versus the MSCI World Value Index (NZD) +2% per annum, the composition of the underlying index has no bearing on our investment decisions. The Fund has an “Active Share” of approximately 94%<sup>1</sup> as at 30 June 2013. This means as at 30 June 2013, approximately 94% of the Fund’s holdings were different to those of the index. The index is therefore purely a barometer to provide you with a gauge to measure our performance in broad terms.
- (ii) The Fund has generated its returns since inception with a large (conservative) cash balance. The Value Fund has maintained an average cash balance (based on month-end data) since inception of +30% as at 30 June 2013. We believe this highlights the conservative nature in the way we manage the Fund and that this is translating into satisfactory long-term risk-adjusted returns for investors.

To paraphrase Warren Buffett, constructing a portfolio, which will be defensive during market declines is critical to outperforming in the long term. We would therefore consider a year in which we declined 15% and the global benchmark declined 30%, to be a superior performance over a year when both we, and the global benchmark advanced 20%.

This statement may seem counter intuitive, but it is the protection of capital over the long term that truly wins the investment race. For example, if an investor reviewed the short-term performance of the Fund solely on the last quarter they might be disappointed, However, if the investor shifted their focus to a slightly longer time period – since inception returns – they would see the benefits of maintaining a conservative investment approach. The Fund since inception has delivered a net return as at 30 June 2013 of +30.48% versus the benchmark index of MSCI World Value (NZD) +2% (per annum) of +15.41% (Gross).

Therefore, one should not be surprised to see our cash balance increase further. As at 30 June 2013, the Fund's cash balance totalled 21.12%. (As at 9 August 2013, cash totalled over 25% of the portfolio.)

---

<sup>1</sup> Source: Thomson Reuters. The reference index for this percentage calculation is the MSCI EAFE Value Index ETF as a proxy for the performance fee benchmark index.

## **Fund Review:**

Below we have detailed the five largest contributors/detractors from Fund performance during Q2 2013:

| Contributors Q2 2013           |           | Detractors Q2 2013         |             |
|--------------------------------|-----------|----------------------------|-------------|
| Staples Inc                    | US        | Kirkcaldie and Stains Ltd  | NZ          |
| Cisco Systems Inc              | US        | Heineken Holdings NV       | Netherlands |
| Vealls Limited – Capital Share | Australia | Encana Corp                | Canada      |
| CBOE Holdings Inc              | US        | Canadian Natural Resources | Canada      |
| Coach Inc                      | US        | Nestlé SA – Reg            | Switzerland |

There are several other points which investors (and prospective investors) should be aware of with regard to the Fund's portfolio:

- (i) The Manager trimmed/reduced a number of positions into Q2 2013 market strength (detailed below). We also increased holdings in those stocks where we felt the market was underestimating future prospects (also detailed below):

| Reduced Positions              |             | Increased Positions          |          |
|--------------------------------|-------------|------------------------------|----------|
| Stock                          | Domicile    | Stock                        | Domicile |
| Kirin Holdings Co Ltd          | Japan       | Anglo American Plc           | UK       |
| Chesapeake Energy Corp         | US          | BP Plc – ADR                 | UK       |
| Cisco Systems, Inc.            | US          | Encana Corp                  | Canada   |
| GAM Holding AG                 | Switzerland | Kirkcaldie and Stains Ltd    | NZ       |
| Laurent-Perrier Group          | France      | Monster Worldwide Inc        | US       |
| Leucadia National Corp         | US          | Petroleo Brasileiro SA – ADR | Brazil   |
| Novartis AG                    | Switzerland | Penn West Energy             | Canada   |
| OPAP SA                        | Greece      | Scholastic Corp              | US       |
| Smith & Nephew PLC             | UK          | Molson Coors Brewing Co – B  | Canada   |
| Staples Inc                    | US          |                              |          |
| Tesco Plc                      | UK          |                              |          |
| Vealls Limited – Capital Share | Australia   |                              |          |
| Vivendi                        | France      |                              |          |
| Skyline Enterprises            | NZ          |                              |          |

- (ii) Portfolio concentration in global stocks has continued to increase during the past year which is reflective of the number of positions decreasing to 43 with a weighted average market capitalisation of NZ\$16.862bln (this compares to NZ's largest company, Fletcher Building with a market capitalisation of approx. NZ\$5.75bln as at 30 June 2013);
- (iii) The portfolio is also liquid which is further illustrated in that we have been able to maintain our key portfolio exposures and conservative cash positioning whilst units on issue have decreased from 14.18mln as at 30 June 2012 to 9.14mln as at 30 June 2013;
- (iv) During the quarter we met with corporate management directly or attended presentations on the following twenty six companies: **Coach, Tiffany, Vivendi, Nestlé, Danone, Burberry, Givaudan, Clorox, Proctor & Gamble, Unilever, Imperial Tobacco, Reckitt & Benkiser, Anheuser Busch InBev, Grupo Campari, Henkel, Arca Continental, Mondelez, Colgate-Palmolive, Tate & Lyle, Coca-Cola, AmBev, Tod's, Hugo Boss, Brunello Cucinelli, Luxottica and L'Oreal.**
- (v) We continue to believe our unique approach (for a NZ domiciled investment manager) to global investing offers you an attractive risk/reward proposition for an investment in global equities and special situations.

## Specific positions:



**Arden Group** is the parent company of Gelson's Market which operates 16 full-service supermarkets in Southern California, carrying both perishable and grocery products (with a new store currently under construction scheduled to open in Long Beach later this year).

We have owned Arden Group over a number of years and first shared our thesis on this stock with you in May 2010 as per the slide below:



- Gelson's is "the first class cabin" of grocery stores – e.g., you don't unload the trolley at the check-out – they do it for you.
- Supermarket sites are now very hard to come by in LA – they own 3 of their 18 sites.
- The leased supermarkets all have 18 year lease terms so there is value in them to another operator like Whole Foods in the future.
- Bernard Briskin owns ~57% of the Company and he is ~85 + no family in the business.
- The Company has a net cash position and a history of paying special dividends.



Arden Group announced on 15 July 2013, that its Board of Directors has initiated a strategic alternatives review, which may include a possible sale of the Company. The Company has retained Moelis & Company as its exclusive financial advisor to assist the Board in connection with the strategic review process. This is something we had always believed was a logical outcome given the age of Mr. Briskin the controlling shareholder and the fact that there was no family involved in the business. We continue to believe the Gelson sites will be extremely attractive to the likes of a Whole Foods Market or Sprouts, as supermarket sites with adjacent parking are exceptionally hard to come by in a state like California.

On 11 May 2010, Arden Group closed at US\$ 93.48 per share. Since this date we have received US\$ 0.25 per share per quarter, as well as a special dividend of US\$ 20.00 per share in November 2012. Arden Group closed at US\$132.40 per share on 9 August 2013 and we continue to believe intrinsic value lies at a premium to current levels should a sales process conclude.

*Note: We first purchased Arden Group on 27 July 2007 in our earlier fund, the Elevation Capital Multi Strategy Fund, and then on 10 May 2010 for the Elevation Capital Value Fund. We would also like to thank our Global Advisor, Raymond Webb, who first highlighted Arden Group as a potential investment idea to us all those years ago.*

# KIRIN

 Kirin Holdings

**Kirin Holdings Company Limited** is a Japanese listed brewer, which today owns 100% of Lion Nathan and has continued to expand its footprint globally (recently Brazil) due to the declining Japanese beer market.

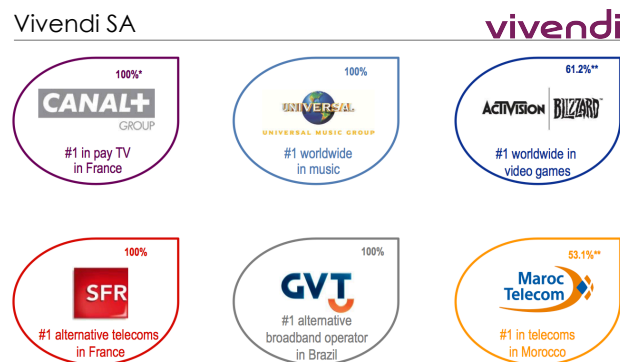
Japan is the third-largest beer market in the world but since 1994 this beer market has been declining. Not surprisingly until more recent times the market had priced Kirin on the basis that its growth prospects were limited and we were able to acquire our stake at/or below Book Value. Kirin has a long history as a listed-company, impressively it has distributed a dividend every year since its founding in 1907.

Despite the negative market perceptions at the time of our acquisition, beer remains by far the most popular alcoholic beverage among both developed and emerging markets and is the single biggest category in all but France and Italy (where wine is popular), India (where spirits, particularly whiskies dominate) and China (as spirits consumption overtook beer in 2012, driven by growth of brandy and cognac).

Kirin also has a more balanced portfolio than key competitor Asahi. Kirin relies on its Japanese alcoholic beverages business for 35% of its profits, Australia for 22% and more recently Brazil for 9%. Asahi meanwhile still depends on its Japanese alcoholic beverages business for 77% of profit. Kirin also has a pharmaceuticals and bio-chemicals business (as well as other arguably non-core assets), which could potentially be spun-off or divested. However, as we have seen for many decades the Japanese do not embrace change swiftly and our investment was not premised on such ideas. The company has recently stepped up plans to reduce debt (post acquisitions), increase its dividend and repurchase shares – all moves that impact positively on shareholders. Additionally, the Kirin brand does have the ability to be marketed into more global markets and beer industry consolidation continues across the world. It might not be as far-fetched as some believe to see one of the major Japanese brewers acquired in the fullness of time.

# vivendi

**Vivendi** is a French conglomerate, which has once again embarked on a strategic review and is now in the process of disposing of its several telecommunications and media assets. Vivendi is most famous because of its transformation from a French water utility to a global telecommunications/media/internet company in the late 1990's and early 2000's under the leadership of Jean-Marie Messier. Vivendi post this acquisition spree struggled under an enormous pile of debt and was forced to shed assets and retire debt. The company survived and has now under shareholder pressure embarked on another round of asset divestments because the conglomerate structure still does not reflect the true value of the underlying asset base (see chart below).



Based on a conservative sum-of-the-parts calculation, we estimate potential value uplift to shareholders of +30% – +40%, after the asset divestment program is completed. It is likely we will end up holding two companies, (i) SFR - the number two French mobile operator and (ii) a media company, which we expect will comprise of Universal Music and the other remaining media assets.

The telecommunications businesses are clearly no longer as attractive as they once were. Witness Telecom NZ as an example in our home market. In terms of telecommunications assets, Vivendi just announced the divestment (subject to government approvals) of its 53% stake in Maroc Telecom for €4.2bln. The proceeds of which will be used to retire debt. The telecommunications industry in Europe has been, or depending on how you view it, still is in turmoil. The competitive landscape is extremely aggressive and as a result valuations of these assets and those ascribed by the market are significantly lower today than in the past. Enter at this point one of the world's great value investors and depending on which day of the week/month the richest man in the world – Mr. Carlos Slim. Mr. Slim controls America Movil SAB de CV, the dominant Mexican mobile telephony provider (America Movil now has 262 million wireless subscribers across the Americas as at 26 July 2013) and he has turned his attention to the European telecom's industry. His moves in the European telecommunications industry suggest to us maybe the market has become overly pessimistic and that there exists the potential for further cross-border consolidation? While we have not factored any such thoughts into our valuation of Vivendi's telecommunication assets we believe recent industry transaction multiples lend support to our assessment of potential future value on a total sum-of-the-parts basis.

If we shift our focus to the media assets, it was recently reported/speculated that Japanese telecommunications and media company Softbank tabled a bid for Universal Music, which was twice our estimate of value for the business. Evidently, the board of Vivendi rejected the bid but we expect that should the media division of Vivendi (including Universal Music) end up as a stand-alone company that it is not unreasonable to expect a formal bid for the company. Music libraries are once again of increasing value given the advent of iTunes, etc and an increasing willingness from the consumers to pay for music versus piracy. (Although, a large amount of education still needs to be applied with respect to copyright infringement with the younger generation/s.)

Vivendi until recently also held a 61.1% stake in the world's number one gaming company - Activision Blizzard. On 26 July 2013, Vivendi announced plans to divest 85% of their holding for US\$ 8.2bln or €6.2bln. Part of the proceeds will be used to retire debt and part maybe used to fund some kind of capital return or share buy-back.

We first acquired our stake in Vivendi on 7 October 2011 at an average price of €14.21 per share. Since that time we have received dividends totalling €2.00 per share. The last sale in Vivendi as at 9 August 2013 was €16.255 per share. The recent divestments provide support to our sum-of-the-parts analysis and we continue to believe that Vivendi remains an attractive risk/reward proposition for investors in the Fund at this point in time.

**Firm Update:**

In the last three months, Elevation Capital Management Limited has been appointed for several global mandates, which total approximately NZ\$ 140 million. These mandates are on a separate account basis (so are not reflected in our Fund/s assets) but use the same skills and philosophy we apply to stock selection in the Elevation Capital Value Fund. Based on these appointments total assets under management are now over NZ\$ 170 million (as at 9 August 2013).

It is also pleasing to report two new interns have joined Elevation Capital Management Limited recently – Andrew Lawrence who is currently studying business at AUT and is with us for a nine week period and Richard Milsom who has joined us from the University of Canterbury where he studied finance and economics. We welcome both of them.

**Closing:**

Thank you for your continued investment and interest in the Fund. Our portfolio is well positioned to continue to deliver satisfactory risk-adjusted returns over the long term. The portfolio is an eclectic mix of large capitalisation global franchise stocks, which we expect will continue to compound earnings, dividends and intrinsic value at attractive rates over time as well as a number of special situations, which have catalysts in place (or we plan to act as the catalyst) to potentially unlock value for shareholders. Our current cash balance continues to afford us opportunity should markets weaken across the world and you should expect to see several new additions to the portfolio were this to occur. Unfortunately, we can provide no insights as to timing.

*"Money is made not in the buying and selling but in the waiting."*

Charlie Munger

Yours sincerely,



**Christopher Swasbrook**  
**Managing Director**  
**Elevation Capital Management Limited**

**Fund Portfolio Holdings (as at 30 June 2013):**

| Asset                          | Domicile*   | % of Portfolio | # of Shares |
|--------------------------------|-------------|----------------|-------------|
| Nestlé SA - Reg                | Switzerland | 3.30           | 4,500       |
| Molson Coors Brewing Co - B    | Canada      | 3.21           | 6,000       |
| Kirin Holdings Co Ltd          | Japan       | 3.15           | 18,000      |
| Heineken Holdings NV           | Netherlands | 3.13           | 5,000       |
| Staples Inc                    | US          | 3.11           | 17,500      |
| Kirkcaldie and Stains Ltd      | NZ          | 3.08           | 165,000     |
| Chesapeake Energy Corp         | US          | 2.96           | 13,000      |
| Vivendi                        | France      | 2.96           | 14,000      |
| Encana Corp                    | Canada      | 2.94           | 15,500      |
| Vealls Limited - Capital Share | Australia   | 2.90           | 39,000      |
| Leucadia National Corp         | US          | 2.79           | 9,500       |
| Total SA                       | France      | 2.73           | 5,000       |
| Cisco Systems Inc              | US          | 2.72           | 10,000      |
| Canadian Natural Resources     | US          | 2.53           | 8,000       |
| Ciments Francais               | France      | 2.51           | 4,000       |
| Smith & Nephew Plc             | UK          | 2.34           | 18,750      |
| BP Plc - ADR                   | UK          | 2.34           | 5,000       |
| Penn West Energy               | Canada      | 2.07           | 17,500      |
| Imperial Tobacco Group Plc     | UK          | 1.94           | 5,000       |
| Mondelēz International         | US          | 1.92           | 6,000       |
| Western Union Co               | US          | 1.87           | 9,750       |
| Novartis AG                    | Switzerland | 1.59           | 2,000       |

| Asset                           | Domicile*   | % of Portfolio | # of Shares |
|---------------------------------|-------------|----------------|-------------|
| Japan Tobacco Inc               | Japan       | 1.58           | 4,000       |
| Monster Worldwide Inc           | US          | 1.51           | 27,500      |
| Nokia Corp - ADR                | Finland     | 1.47           | 35,000      |
| CBOE Holdings Inc               | US          | 1.30           | 2,500       |
| Metlife Inc                     | US          | 1.28           | 2,500       |
| Tiffany & Co                    | US          | 1.22           | 1,500       |
| GAM Holding AG                  | Switzerland | 1.15           | 6,750       |
| Skyline Enterprises             | NZ          | 1.13           | 15,000      |
| Petroleo Brasileiro SA - ADR    | Brazil      | 1.12           | 7,500       |
| Tesco Plc                       | UK          | 0.98           | 17,500      |
| Scholastic Corp                 | US          | 0.98           | 3,000       |
| Anglo American Plc              | UK          | 0.97           | 4,500       |
| OPAP SA                         | Greece      | 0.94           | 10,000      |
| Laurent-Perrier Group           | France      | 0.94           | 1,000       |
| Hess Corp                       | US          | 0.93           | 1,250       |
| Arden Group Inc - Class A       | US          | 0.90           | 750         |
| LAACO Ltd-Units of Ltd Partners | US          | 0.75           | 60          |
| Starz                           | US          | 0.62           | 2,500       |
| Veritas Investments Ltd         | NZ          | 0.57           | 50,000      |
| Marlin Global Ltd               | NZ          | 0.30           | 50,000      |
| Christian Dior                  | France      | 0.18           | 100         |
| Cash                            |             | 21.12          |             |

Total Number of Securities: 43

\*Domicile = Primary Listing.



## **Disclaimer:**

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 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 the Elevation Capital Value Fund.

The discussions above represent our views at the time of this commentary and are subject to change without notice. One of our responsibilities is to communicate in an open and direct manner. Insofar as some of our opinions and comments in our reports and commentaries are based on current expectations, they are considered "forward looking statements," which may or may not be accurate over the long term. While we believe we have a reasonable basis for our comments and we have confidence in our opinions, actual results may differ materially from those we anticipate. You can identify forward-looking statements by words such as "believe," "expect," "may," "anticipate," and other similar expressions. We cannot, however, assure future results and disclaim any obligation to update or alter any forward-looking statements, whether as a result of new information, future events, or otherwise.

The above views may not be relied upon as investment advice or as an indication of trading intent on behalf of any Elevation Capital Fund or Portfolio. Security examples featured are samples for presentation purposes and are intended to illustrate our investment philosophy and its application. It should not be assumed that most recommendations made in future will be profitable or will equal the performance of the securities.

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 definitive Investment Statement and Prospectus 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 definitive Investment Statement and Prospectus (available at [www.elevationcapital.co.nz](http://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. All performance 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.

International investments involve special risks, including currency fluctuations, lower liquidity, different accounting methods, economic and political systems. These risks are typically greater in emerging markets. Adverse political and economic developments or rapid changes in the value of foreign currency add to the risk and volatility of emerging markets. Differences in tax and accounting standards, difficulties in obtaining information about foreign companies, restrictions on receiving investment proceeds from a foreign country, confiscatory foreign tax laws and potential difficulties in enforcing contractual obligations, can all add to the risk and volatility of foreign investments. 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 more detail in the Investment Statement and Prospectus for the Fund/s.

Past performance is no guarantee of future results and current performance may be higher or lower than the performance shown. This data represents past performance and investors should understand that investment returns and principal values fluctuate, so that when you redeem your investment it may be worth more or less than its original cost. Current performance data may be obtained by visiting [www.elevationcapital.co.nz](http://www.elevationcapital.co.nz) or calling +64 9 307 6741.

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.

**Potential investment risks are discussed in more detail in the Investment Statement and Prospectus for the Fund. These documents are both available free of charge on request or can be accessed at [www.elevationcapital.co.nz](http://www.elevationcapital.co.nz)**