International Investor

Issue No. 229 www.stockmarket.co.nz January 12, 2015

Inside International Investor

World Stockmarket Forecasts

Stockmarket	One-Year Forecast	Fundamental Indicators	Technical Indicators	Monetary Indicators	Economic Indicators	Historical 3 mths	Performance 6 mths	e (in US\$) 12 mths	Share Index
Australia	55%	Bullish	Bearish	Neutral	Neutral	-0.7%	-13.1%	-6.4%	5,403.03
Austria	52%	Bullish	Bearish	Bullish	Bullish	-3.1%	-21.4%	-30.5%	2,147.92
Belgium	58%	Neutral	Neutral	Bullish	Neutral	+0.1%	-8.5%	-4.1%	3,248.19
Canada	55%	Bullish	Bearish	Bullish	Bearish	-4.5%	-13.9%	-3.9%	14,384.92
Denmark	66%	Neutral	Neutral	Bullish	Neutral	+0.4%	-10.0%	+1.3%	752.65
Finland	62%	Bullish	Neutral	Bullish	Neutral	+0.3%	-10.1%	-9.8%	7,725.02
France	62%	Bullish	Bearish	Bullish	Bullish	-2.3%	-15.1%	-13.6%	3,231.04
Germany	62%	Bullish	Bearish	Bullish	Neutral	+2.9%	-13.1%	-11.8%	9,648.50
Ireland	56%	Bearish	Neutral	Bullish	Neutral	+7.0%	-4.2%	-6.2%	5,125.39
Italy	46%	Bullish	Bearish	Bullish	Neutral	-10.6%	-23.2%	-19.6%	19,331.68
Japan	81%	Bullish	Bullish	Bullish	Bullish	+2.1%	-3.0%	-5.0%	17,197.73
Netherlands _		Neutral	Bearish	Bullish	Bearish	-1.5%	-10.4%	-10.9%	415.59
New Zealand _		Bullish	Bullish	Bearish	Bearish	+2.3%	-5.8%	-0.8%	1,587.74
Norway	42%	Bullish	Bearish	Neutral	Bearish	-13.8%	-26.1%	-18.0%	624.47
Spain	45%	Bullish	Bearish	Bullish	Bearish	-11.1%	-20.6%	-19.0%	982.54
Sweden	64%	Bullish	Neutral	Bullish	Neutral	+1.4%	-10.4%	-8.6%	752.09
Switzerland	70%	Bullish	Bullish	Bullish	Bullish	+2.6%	-5.5%	-3.1%	9,105.70
Un. Kingdom _	53%	Bullish	Bearish	Bullish	Bearish	-3.3%	-14.0%	-11.2%	6,501.14
USA	65%	Neutral	Bullish	Bullish	Bearish	+7.3%	+3.9%	+11.0%	2,044.81
Argentina	51%	Bullish	Bearish	Bearish	Bullish	-23.0%	-15.8%	+9.7%	7,842.03
Brazil	55%	Bullish	Bearish	Bullish	Bullish	-18.6%	-24.8%	-12.0%	48,840.25
Czech Rep	50%	Bullish	Bearish	Bullish	Bearish	-8.8%	-16.4%	-20.9%	946.36
Chile	68%	Bullish	Bearish	Bullish	Bullish	-4.5%	-13.2%	-10.6%	18,608.54
China	67%	Neutral	Bullish	Bearish	Bullish	+36.8%	+60.5%	+59.1%	3,285.41
Greece	13%	Bearish	Bearish	Bearish	Bearish	-27.3%	-41.3%	-47.9%	779.56
Egypt Hong Kong	37%	Bearish	Bullish	Bearish	Bearish	-6.3%	+5.8%	+24.9%	8,946.34
Hong Kong	74%	Bullish	Neutral	Bullish	Bullish	+3.7%	+2.9%	+4.7%	23,919.95
Hungary	50%	Bullish	Bearish	Bullish	Bearish	-17.2%	-22.8%	-30.7%	16,222.75
India	67%	Bearish	Bullish	Neutral	Bullish	+2.9%	+6.0%	+30.9%	27,458.39
Indonesia	61%	Neutral	Neutral	Bullish	Bullish	+2.0%	-4.2%	+15.2%	5,216.67
Israel	51%	Bearish	Bearish	Bullish	Bullish	-6.9%	-9.0%	-6.0%	1,290.50
Korea	49%	Bearish	Bearish	Bullish	Bullish	-2.1%	-9.1%	-2.9%	1,924.70
Malaysia	40%	Bullish	Bearish	Bearish	Bullish	-12.5%	-17.7%	-13.0%	1,732.44
Mexico		Bearish	Bearish	Bullish	Bearish	-9.9%	-13.3%	-11.3%	42,382.40
Philippines	67%	Neutral	Bullish			+3.1%			
Poland	53%	Bullish	Bearish	Bullish	Bearish	-9.1%	-13.9%	-11.9%	52,065.88
Portugal		Bullish	Bearish	Bullish	Bearish	-16.7%	-32.5%	-37.4%	2,079.67
Russia		Bullish	Neutral	Bearish	Neutral	-27.7%	-44.4%	-44.8%	1,515.37
Singapore		Bullish	Neutral	Neutral	Bullish	-0.9%	-5.7%	+0.7%	3,338.44
Sth Africa		Bullish	Bearish	Neutral	Neutral	+0.6%	-10.9%	-0.4%	48,950.50
Taiwan		Bullish	Neutral	Bullish	Bullish	-2.0%	-8.8%	+2.0%	9,215.58
Thailand		Bullish	Bullish	Bullish	Neutral	-2.6%	-1.4%	+22.4%	1,529.42
Turkey		Bearish	Bullish	Neutral	Bullish	+18.7%	+2.1%	+22.0%	87,648.35
Venezuela	60%	Bearish	Bullish	Bullish	Neutral	+39.6%	+86.0%	+44.3%	3,950.49

One Year Forecasts predict the probability that a stock-market will rise over the next year. Investors should seek to invest in markets with forecasts of 60-100%, while avoiding markets with forecasts of 0-40%. Bullish = Favourable. Bearish = Unfavourable.

Page 2 International Investor

Company Review: Kulicke and Soffa Industries, Inc.

Kulicke and Soffa Industries (code KLIC).

One major investment theme over the next two decades will be the growth in the "Internet of Things" - and NASDAQ listed Kulicke and Soffa Industries could prove to be an indirect way to benefit from this trend.

The shares trade at a moderate valuation and its business generates strong cash surpluses, enabling it to repay debt and build up a very large cash holding over recent years. This is being used to finance Research & Development, acquisitions and a share repurchase.

The "Internet of Things"

The *Internet of Things* will connect all sorts of common devices and enable them to communicate and be controlled. There are many problems trying to invest in future technologies - and the biggest are that (1) the technologies that eventually become most successful and dominate this new market may not yet have been invented and (2) of the tens of thousands of companies that compete (and mainly fail) in this new market, the ultimate biggest winners may also not yet exist! How then can one invest in an emerging industry?

Even small devices in *The Internet of Things* will require semi-conductors, so one answer may be to invest in semi-conductor manufacturers and/or designers. This, however, is a capital intensive, cyclical and competitive business. Semi-conductor prices continue to fall rapidly, keeping pressure on profit-margins. (Some sectors are consolidating with the emergence of 3-4 larger suppliers. This move from being a highly competitive market to an oligopoly should reduce the boom bust cycles, produce more stable pricing, higher profit margins and less profit volatility. That, however, is another story.)

A better option may be to invest in a company that is the "dominant market leader" in the manufacture of specialised, precision equipment used to manufacture semi-conductors. Around 50% of all semi-conductors are manufactured on Kulicke and Soffa Industries' equipment, so this company should benefit from the growth in semi-conductor production, without direct exposure to the excess competition that depresses profit margins for manufacturers during cyclical downturns. This is the "picks and shovels" investment approach to investing in the "Internet of Things".

Company History

Kulicke and Soffa Industries was formed in 1951 to develop automation equipment for a wide range of customers. In 1957 it won a contract to automate the "packaging" of transistor chips for **Western Electric**. As transistors were developed with government funding, their production needed to be licenced to other manufacturers, who also used Kulicke and Soffa Industries for "packaging". The company went public in 1961 and listed on NASDAQ in 1971. In 2010, its corporate headquarters was moved from the United States to Singapore, as most of its customers (and 80% of sales) are in Asia. It has Technology Centres in Singapore, Pennsylvania, California, Switzerland, Israel

and China, Equipment Manufacturing in Singapore and China, plus Expendable Tool Manufacturing in China and Israel.

The company has emerged as the "dominant market leader" in wire ball bonders (with a global market share of 63% in 2013), wedge bonders (53% market share), wafer level bonders (83% market share) and Capillaries. Over 80% of semi-conductors require ball bonding, wedge bonding or stud bumping assembly processes.

Kulicke and Soffa Industries' dominant position results from its development and introduction in 2009 of ball bonders using *copper wire*, instead of gold wire. Copper is significantly more difficult to use, but *much* cheaper, so Kulicke and Soffa Industries' copper ball bonder technology now dominates the market - and this has significantly improved the company's net operating cashflows and profitability.

In 2013, Kulicke and Soffa Industries estimates that 44% (i.e. 55,000) of 125,000 ball bonders produced globally were copper capable. By 2018, global production is estimated to grow to 165,000 ball bonders with 75% (i.e. 110,000) copper capable. Ball bonders can process thousands of chips per hour over a useful life of about seven years, so the company expects to start making replacement sales to customers from 2017 (as well as continued growth in the total number of machines in production around the world).

As advanced semi-conductors become more complex the number of wires attached has increased. Around 50% have less than 128 wires but more than 20% now have over 500 wires. This is considered the practical limit for ball bonders (costing about US\$70,000 each) so to connect a greater number of wires Kulicke and Soffa Industries has been seeking to develop "Advanced Interconnect Equipment" (costing around \$1 million each) since 2012. This equipment will involve "chip-to-substrate and chip-to-chip thermo-compression bonding" for "2.5D and 3D" semi-conductors of the future.

<u>Kulicke and Soffa Industries has 450 engineers, with 80% focused on new product development, and invests heavily in Research & Development</u>. It had two prototype advanced interconnect machines being tested by customers and in September 2014 revealed *APAMA C2S* (its first commercial advanced interconnect equipment model), at the **Semicon Taiwan** trade show.

The company has sophisticated and flexible manufacturing, based on "lean production principles". Its "multi-sourced" supply chain seeks to reduce both risks and costs, with deliveries tied to factories daily build rate. This is still a volatile and cyclical business, so it has developed a highly flexible manufacturing workforce that can vary four-fold in number that scales to market demand for its products.

<u>Customer relationships and distributor channels with</u> <u>semi-conductor manufacturers are also an important</u> <u>competitive advantage in this business</u>. Kulicke and <u>Soffa Industries has over</u> (Continued on Page 8) January 12, 2015. Page 3

Recommended International Investment Funds

Portfolio Returns for 2014

Our international investment funds rose 5.0% (in NZ dollar terms) over the last year. That brings the three year gain up to 52.6%.

The largest gain was First State Indian Sub-Continent which rose 54.0%, with Henderson China up 19.6%. JPMorgan European Smaller Companies *fell* 16.2% (after a very strong return the previous year) and Herald Investment Trust was 7.9% lower.

Fund News

Private Equity Investor plc has sold its holding in **Crescendo IV**, **LP** for US\$1.27 million. This venture capital partnership was set up in 2000 to invest in early stage technology shares.

The sale price is a discount of 14% to net asset value of \$1.48 million, but the fund considers this acceptable as its own shares trade at a 19% discount to net assets. The fund is seeking to sell its investments "at favourable prices" to make periodic capital returns to shareholders.

			Initial Re			Prem/			Gain
Currer		EPIC	Date			Disc	Recent		or
Advice	e Investment Fund	Code		Foreign	NZ	to Net	Bid-Offer or	NZ	Loss
					Cents	Assets	Last Sale	Cents	%
	Europe								
BUY	Fidelity European Values plc	FEV	13/05/03	46.4p	129.1	-5%	159.65p	308.9	+139
BUY	JPM European Smaller Cos	JESC	15/01/02	45.3p	153.2	-13%	202.63p	392.1	+156
	United Kingdom								
BUY	Aberforth Smaller Cos Trt plc	ASL	15/07/03	375.5p	1042.0	-6%	1079.0p	2087.8	+100
	Asian Regional								
BUY	Aberdeen Asian Small Coys	AAS	09/09/03	89.2p	247.8	-5%	941.5p	1821.8	+635
HOLD	HSBC Asian Fund	*	10/11/98	34.4p	106.3		95.01p	183.8	+73
BUY	Henderson Asia Pac Capital	*	08/08/00	342.2p	1122.6		774.2p	1498.1	+33
BUY	Scot Oriental Smaller Coy	SST	11/11/03	121.9p	330.5	-6%	841.75p	1628.8	+393
	China								
BUY	Henderson China Opportunities	*	09/07/07	548.9p	1410.4		885.6p	1713.6	+22
	India								
HOLD	First State Indian Sub-Cont.	*	13/12/10	209.2p	442.0		341.94p	661.6	+50
	Japan								
BUY	Baillie Gifford Shin Nippon plc	BGS	11/01/94	156.0p	440.3	-3%	315.38p	610.3	+39
BUY	Fidelity Japan Values plc	FJV	10/01/06	126.0p	322.7	-12%	72.88p	141.0	-56
HOLD	Invesco Perp Japan Small Coys	*	13/07/99	61.3p	182.3		66.01p	127.7	-30
	Korea								
HOLD	Baring Korea Trust	*	12/04/94	81.1p	209.4		259.2-274.8p	516.6	+147
	International								
HOLD	Aberdeen Emerging Markets	*	13/08/91	61.7p	184.0		548.09p	1060.5	+476
BUY	Herald Investment Trust	HRI	12/10/04	310.8p	820.1	-19%	670.75p	1297.9	+58
BUY	Private Equity Investor plc	PEQ	11/12/01	114.8p	393.9	-22%	187.5p	362.8	-8
* United	d Kingdom based Unit Trust								

The average Gains/Losses of all current investments from initial recommendation is +139.0%. This is equal to an average annual rate of +10.4%, based upon the length of time each position has been held. The average annual rate of gain of ALL recommendations (both the 16 current and 48 closed out) is +11.7%.

Other Shares

An alternative investment to those recommended above includes **Aberdeen Asian Smaller Companies Trust** 2019 convertible notes at 113.62 pence. **Fidelity Japanese Values** subscription shares are 4.12 pence.

"Clean" unit prices are: Henderson Asia Pacific Capital 836.4 pence, Henderson China Opportunities 123.4 pence, First State Indian Sub-Continent 168.66 pence, Invesco Perpetual Japanese Smaller Companies 197.27 pence and Aberdeen Emerging Markets 587.87 pence.

Investment Fund Survey

Current Advice	Investment Fund	Risk Rating	Superi- ority Rating	Market Correla- tion	Peri 36 mth	12	3 mth	Current Advice	Investment Fund	Risk Rating	Superi- ority Rating	Market Correla- tion	Perfo 36 mth	12	3
	INITEDNI	ATION	IAI						M & G Global Growth	Medium	-1%	0.88	41	5	4
	<u>INTERN</u>								M & G Global Leaders	Medium	-0%	0.94	37	1	-0
	A USTRALIAN BAS	ED UNIT	TRUS	TS					Marlborough ETF Global Growth	Medium	-1%	0.76	42	11	3
	AMP FLI International	Medium	-1%	0.78	43	9	3		Marlborough Global Martin Currie Global Alpha	Medium Medium	-1% -1%	0.92 0.91	41 46	8 5	1 3
	Advance Int'l Share MB	Medium	-1%	0.69	35 44	6	3 1		Martin Currie Global Equity	Medium	+0%	0.87	33	3	-1
	Advance International BT International	Low Medium	-1% +2%	0.35 0.76	54 54	13	3		Morgan Stanley Global Brands	Medium	+2%	0.76	43	12	5
	Commonwealth Int'l Share	Very Low	+2%	0.08	36	7	2		NFU Mutual Global Growth Neptune Global Equity	High Medium	-6% -4%	0.79 0.74	19 32	-4 6	-6 5
	Gold Sachs International	Medium	+0%	0.63	39	-5	-6		Newton Global Equity	Medium	+0%	0.91	02	10	4
Avoid	Invesco Global Matrix MLC Aust - Platinum Gbl	Medium High	-9% +1%	0.45 0.69	3 47	-4 6	-6 -2	Buy	Old Mutual Global Equity	Medium	+7%	0.83	81	14	5
	MLC MKey Global Share	Medium	+0%	0.78	42	9	2		Pictet Global Megatrend Polar Financial Opportunities	Medium Medium	+4% +0%	0.67 0.71		12 6	6 1
	Perpetual Fid. Intern'l	Medium	-2%	0.74	36	11	3	Buy	Polar Global Insurance	Very Low	+10%	0.22		12	9
	Perpetual ICSav - Int'l Platinum International	Medium Medium	-2% -3%	0.74 0.66	36 31	11 0	3 -0		R & M Global Equity	Medium	-1%	0.81	30	-5	-6
	New Zealand ba								R & M Global High Income R & M Global Opportunities	Low Medium	-5% -3%	0.74 0.86	23 29	1	-1 -0
	AMP International Share	Very High	+2%	0.65	59	15	3		Rathbone Global Opportunies	Medium	+1%	0.67	46	8	6
	UNITED KINGDOM E								Royal B of S International Gth	Medium	+1%	0.83	45	8	1
	AXA Framlington Financial	High	+0%	0.83	57	4	5		SJP Global SJP Global Equity	Medium Medium	+5% -1%	0.88 0.96	62	11 8	5 1
	AXA Framlington Global Opps	High	+1%	0.82	42	8	5		SJP Global Equity Income	Medium	+5%	0.83		7	2
	AXA Rosenburg Global Aberdeen Ethical World	Medium High	+1% -3%	0.97 0.83	49 26	11 6	3 -3	Avoid	SJP International	Very High	-20%	0.11	-59	12	7
	Aberdeen Global World Equity	High	-4%	0.80	20	6	-3 -3		SJP UK & International Income SJP Worldwide Opportunities	High Medium	+1% +2%	0.85 0.88	57	4 10	-2 6
	Aberdeen World Equity	Medium	-3%	0.83	24	5	-3		SVM World Equity	High	+4%	0.87	61	5	-1
Avoid	Aberdeen World Growth & Inc Allianz Global Eco Trends	Medium Verv Hiah	-9% -3%	0.72 0.80	0 31	-3 -3	-6 0		Schroder Global Alpha Plus	Medium	+0%	0.78	47	7	3
	Artemis Global Growth	High	+4%	0.80	69	-3 17	4		Schroder Global Equity Income Schroder Global Property Sec.	Medium Low	+2% -2%	0.91 0.34	52 35	14 12	5 4
	Artemis Global Income	Very High	+5%	0.61		12	1		Schroder ISF Global Eq. Alpha	Medium	-1%	0.80	00	9	6
	Artemis Global Select	Medium Medium	-1% +1%	0.83 0.53	49	9 12	6 3		Schroder ISF Global Eq. Yield	Medium	-2%	0.80	45	15	6
	Aviva International Index BG Global Alpha Growth	High	+1%	0.92	56	11	5		Scot Wid Environmental Inv Scot Wid Global Growth	High Medium	-0% +0%	0.81 0.90	45 45	-0 8	1 2
Buy	BG Global Discovery	High	+9%	0.49		4	3		Scot Wid Global Select Gth	Medium	+1%	0.86	45	-0	-3
	BG Global Income	Medium	-4%	0.90	19	3	-0		Scot Wid Int Equity Tracker	Medium	+1%	0.84	49	11	3
	BG International Barclays Global Core	High Medium	+2% -2%	0.91 0.92	54	12 9	5 2		Scot Wid Stockmarket Gth Smith & Williamson MM Global	Medium Medium	-1% -2%	0.91 0.82	35 37	3 5	-2 -2
	Baring Global Growth	Medium	-1%	0.91	39	10	4		Stan Life Global Equity Income	Medium	+1%	0.92	0,	6	-0
	Blackrock Global Equity	Medium	-3%	0.65	37	5	2		Stan Life Global Equity Uncon.	High	+3%	0.89	59	10	1
	Blackrock Global Income CF Canlife Global Equity	Medium Medium	+0% +1%	0.73 0.93		12 10	2 4		Stan Life TM Global Equity Threadneedle Global Ex Alpha	Medium High	+3% +3%	0.65 0.91	64 56	9	3 3
	Cap Int All Country Equity	Medium	-2%	0.64		6	-2		Threadneedle Global Select	High	+1%	0.93	48	8	3
	Cap Int Global Equity	Medium	+0%	0.64		8 7	-1 0		UBS Global Optimal	High	+0%	0.96	48	7	1
	Cap Int Global Gth & Inc Cler Med International	Low Medium	-1% +2%	0.56 0.82	49	1	-2		Vanguard FTSE Dev World Index Vanguard Global Small-Cap Ind.	Medium High	+2% +3%	0.96 0.85	57	13 8	3 4
	Dimensional Int'l Value	Medium	+1%	0.86	55	9	1		Virgin Climate Change	High	+1%	0.87	45	-1	-3
	Dimensional International	Medium	+2%	0.89	54	11	3		Australian Listed	INVEST	MENT T	RUSTS			
	F & C Int'l Heritage Fidelity Global Consumer Ind	High High	+1% +1%	0.88 0.75	51	3 11	-1 7		Platinum Capital	Low	+4%	0.20	54	6	-6
	Fidelity Global Dividend	Low	+4%	0.66		12	4		Templeton Global	Medium	+5%	0.46_	70	-5	-4
	Fidelity Global Financial	High	-0%	0.75		9	4		United Kingdom based L	ISTED IN	IVESTM	ENT T	RUST	S	
	Fidelity Global Focus Fidelity Global Industrials	Medium High	+2% -6%	0.95 0.70	50	9 -4	2 -4		Alliance Trust	Medium	-0%	0.88	39	5	2
	Fidelity Global Spec Sits	Medium	+3%	0.92	67	14	5	Avoid	Ashmore Global Opps Brit Empire Securities	Very Low Medium	-23% -6%	0.10 0.66	-39 25	-13 5	-14 -3
	First State Global Infrastr.	Low	+3%	0.67	46	18	5		Brunner Invest. Trust	High	-0%	0.81	35	3	-3 -3
	First State Worldwide Equity GAM Star Worldwide Equity	Medium High	-4% +0%	0.74 0.86		-0	-3		Caledonia	Very High	+5%	0.52	70	21	4
	Guinness Global Equity Income	Medium	-1%	0.77		7	3		EP Global Opportunities Edinburgh Investment	High High	+1% +0%	0.59 0.65	40 39	3 7	-0 5
Buy	Guinness Global Money Managers	Very High	+10%	0.66		9	7		Edinburgh Worldwide	High	+2%	0.03	64	-5	-1
	Halifax International Henderson Global Care Growth	Medium Medium	+2% +2%	0.92 0.84	57	8 11	2 6	Avoid	Establishment IT	Medium	-9%	0.36	11	-2	-3
	Ignis Global Growth	Very High	-1%	0.88	47	5	3		Foreign & Colonial Invesco Perp Sel Global	Medium Very Low	+0% +4%	0.86 0.35	47 48	11 4	5 -0
	Invesco Perp Global Equity Inc	Medium	+3%	0.90	49	6	1		JPM Overseas	High	-2%	0.33	45	8	3
	Invesco Perp Global Equity Invesco Perp Global Opport.	High High	+2% +3%	0.94 0.87	53 61	2	-1 4		Jupiter Primadona	Very High	+1%	0.59	57	2	-1
	Investec Global Dynamic	High	+2%	0.93	51	8	3	Buy	Law Debenture Corp. Majedie Investment	Very High Low	+2% +8%	0.71 0.24	61 47	0 24	-1 0
Avoid	Investec Global Energy	Very High	-11%	0.59	-7	-17	-21	Duy	Martin Currie Portfolio	Medium	+2%	0.84	41	7	1
	Investec Global Equity Investec Global Spec Sits	High Medium	+1% -1%	0.96 0.86	48 42	8 10	1 5		Monks Investment	Medium	-3%	0.64	27	1	3
	JOHCM Global Select	High	+4%	0.80	63	14	2		Murray International New Star	Very High Very Low	-6% -6%	0.56 0.31	11 1	-4 1	-10 -6
	JPM Global	High	+1%	0.91	52	12	3	Buy	Pantheon International	Very Low	+11%	0.21	101	21	2
	JPM Global Consumer Trends JPM Global Equity Income	Medium Medium	-2% +2%	0.87 0.83	42 49	9 7	3 1		Personal Assets Trust	Very Low	-6%	0.57	4	7	1
	JPM Global Financials	High	+1%	0.82	65	9	3	Avoid	RIT Capital Partners Ruffer Investment Coy	Low Very Low	-3% -8%	0.37 0.51	17 10	12 2	-0 4
	Jupiter Ecology	Medium	-0%	0.86	38	1	1	Avoid	Scottish American Inv.	High	-7%	0.75	22	-1	3
	Jupiter Financial Opps Jupiter Fund of Invest Trusts	High High	-1% -0%	0.83 0.87	51 42	2 6	2 -1	Buy	Scottish Mortgage & Trt	Very High	+10%	0.57	111	20	4
	Jupiter Global Equities	Medium	-3%	0.87	72	7	1		Secs Trust of Scotland Witan Investment Coy	High High	-4% +5%	0.73 0.84	25 72	-3 15	-0 6
	Jupiter Global Financials	High	-0%	0.78		-0	-0		Witari investment Coy	підп	+3%	0.04	12	13	0
	Jupiter Global Managed Jupiter Int'l Financials	Medium High	+0% +3%	0.95 0.87	49 64	7 4	4 4		INTERNATIONA	LSMA	ALI F	RC	OS		
	Jupiter Merlin Worldwide	Medium	+3% -2%	0.87	30	7	3								
	Kames Global Equity	Medium	+1%	0.91		11	2		UNITED KINGDOM E					_	_
	L & G Global 100 Index L & G Global Environmental	Medium Very High	+3% +2%	0.73 0.73	52	17 3	-6		Invesco Perp Global Small Cos McIlroy & Wood Smaller Coys	Medium Medium	-2% -3%	0.87 0.78	58 44	5 3	2 4
	L & G International Index	Medium	+3%	0.73	56	15	3	Avoid	Santander Global Emerg. Shares	Medium	-11%	0.75		2	-5
	L & G Worldwide	Low	-1%	0.79	-	3	-1		Stan Life Global Small Coys	Medium	-4%	0.71		-4	5
	Lazard Global Equity Income Legg Mason Global Equity Inc.	High High	+0% +1%	0.84 0.87	38 42	4	-2 -3		Stan Life TM International	Medium	+5%	0.70	76	16	6
Avoid	M & G Global Basics	High	-9%	0.84	5	1	-0		UNITED KINGDOM BASED L						0
	M & G Global Dividend	Medium	+1%	0.85	41	2	-3	Buy	F & C Global Small Cos Oryx Int'l Growth	Low Very High	+3% +9%	0.81 0.55	69 112	5 17	2 12
								-		. 0					

 $\begin{array}{c|cccc} & Page \ 5 \\ \hline \text{Market } & \underline{\text{Performance}} \\ \text{Correlation} & 36 & 12 & 3 \\ \text{tion} & \text{mth} & \text{mth} & \text{mth} \end{array}$ Superi-ority Rating Superi-ority Rating Market Correlation mth mth Current Investment Fund Advice Risk Rating Current Advice Risk Rating Investment Fund

	<u>UNITED</u>	STAT	UNITED KINGDOM												
	A USTRALIAN BAS	SED UNIT	Trus	ΓS				UNITED KINGDOM	BASED U	NIT TR	USTS				
	BT American Growth	Medium	-0%	0.73	64	17	7		AXA Framlington Blue Chip	Medium	+5%	0.77	36	-2	-2
	UNITED KINGDOM E	BASED UN	IIT TRI	JSTS					AXA Framlington Equity Income	Low	+4%	0.64	37	-5	-4
	AXA Framlington American Gth	Medium	-2%	0.57	52	10	8		AXA Framlington UK Growth AXA Framlongton UK Select Opps	Medium Medium	+4% +4%	0.75 0.65	34 35	-5 -5	-1 -1
	AXA Rosenburg American	Low	+6%	0.66	40	22	8		AXA General	High	+3%	0.81	28	-5	-8
	Allianz US Equity Aviva US Equity Income	Medium Medium	-2% -0%	0.78 0.79	49	18 17	6 9		Aberdeen Global UK Equity	Medium	-0%	0.79	00	-4	-4
	BG American	Medium	-2%	0.75	54	16	9		Aberdeen Responsible UK Equity Aberdeen UK Equity	Medium Medium	+2% +1%	0.83 0.85	28 25	-3 -4	-3 -3
	Barclays US Alpha Blackrock CIF Nth American	High Medium	-0% +2%	0.84 0.77	68	20 20	10 7		Aberdeen UK Equity Income	Medium	+3%	0.85		-1	-3
	Blackrock US Dynamic	High	-1%	0.77	64	19	8		Aberdeen UK Mid-Cap Allianz UK Equity Income	Low Medium	+6% +2%	0.63 0.79	57 27	-3 -4	2 -2
	Blackrock US Equity Tracker	Medium	+1%	0.89		21	8		Allianz UK Growth	Very Low	+5%	0.73	41	-1	-3
	CF Canlife North American CIS US Growth	Low Medium	-2% +0%	0.60 0.73	53 69	16 21	8	Dent	Allianz UK Index	Medium	+4%	0.93	36	1	-2
	Cap Int US Gth & Inc	Medium	+1%	0.58		18	3	Buy Buy	Allianz UK Unconstrained Artemis Capital	Very Low Medium	+8% +10%	0.61 0.68	56 62	-1 -0	-4 -3
	F & C North American 1 Fidelity American	Medium Medium	+1% -2%	0.85 0.73	76 55	26 15	10 7	Buy	Artemis UK Growth	Low	+7%	0.60	52	-0	-1
	Franklin US Opportunities	High	+0%	0.60	63	13	6	Buy	Artemis UK Special Sits Aviva UK Equity	Low Medium	+7% +2%	0.71 0.75	51	-1 -2	-4 0
	GAM North America	Low	+0% -1%	0.49	52 61	4 13	4 7		Aviva UK Equity Income	Low	+5%	0.72	32	-2	-1
	GLG American Growth HSBC American Index	High Medium	+0%	0.73 0.86	66	19	8		Aviva UK Growth Aviva UK Income & Growth	Medium Medium	+2% +1%	0.79 0.83	41 26	-2 -1	1 0
Buy	Halifax North American	High	+7%	0.46		23	8		Aviva UK Income & Growth Aviva UK Index Tracking	Medium	+0%	0.63	25	-2	-4
	Henderson US Growth Ignis American Growth	Medium Medium	-0% +0%	0.72 0.73	61 68	15 20	5 11	_	BG UK Equity Alpha	Medium	-1%	0.60	29	-12	0
	Invesco Perp US Equity	Medium	+1%	0.74	64	16	3	Buy Buy	Barclays UK Alpha Barclays UK Alpha S2	Medium Medium	+8% +8%	0.82 0.81		2	-1 -1
Avoid	Investec American	High	-7%	0.78	48	18	8	Duy	Barclays UK Core	Medium	+2%	0.90		-3	-3
	JPM US Select JPM United States Growth	Medium Medium	+3% +1%	0.73 0.82	82 72	22 21	9		Barclays UK Equity Income	Low	+5%	0.88		4	-1
	Jupiter North America	Low	-0%	0.72	53	16	7	Buy	Barclays UK Equity Income S2 Barclays UK Opportunities	Low Low	+7% +6%	0.86 0.76		-0	-1 -0
	Kames American Equity	Medium	-0%	0.85	05	16	6		Baring UK Growth	High	+2%	0.90	34	-1	-1
	L & G US Index Legg Mason US Equity	Medium Medium	-0% +1%	0.92 0.73	65 69	19 19	7 6	D	Blackrock 100 UK Tracker	Medium	+2%	0.94	00	0	-3
	Legg Mason US Equity Income	Very Low	-0%	0.64		16	7	Buy	Blackrock Growth & Recovery Blackrock UK	Very Low Medium	+9% +3%	0.28 0.75	69 37	-3 -0	-1 0
	M & G American M & G North American Value	Medium Medium	-1% +2%	0.82 0.80	61 75	16 20	9 6		Blackrock UK Absolute Alpha	Very Low	-4%	0.00	9	6	-0
	Martin Currie North American	Medium	-1%	0.80	64	18	8		Blackrock UK Focus Blackrock UK Income	Low Medium	+4% +4%	0.75 0.85		4 7	1 1
	Neptune US Income	Low	+1%	0.77	52	17	7		Blackrock UK Special Sits	Medium	+4%	0.83	38	-6	0
	Neptune US Opportunities Old Mutual North American	High Low	-2% +5%	0.59 0.60	58 82	8 22	4 9	Buy	Blackrock US Opportunites	Low	+9%	0.45	66	18	8
	Polar North Amwerican	Low	+3%	0.64	02	17	9		CIS UK FTSE-4-GOOD Tracker CIS UK Growth	Medium Low	+3% +4%	0.89 0.75	37 42	1 -0	-2 1
	SJP North American	Medium	+2%	0.77	73	21	8		Cavendish North American	Very Low	+6%	0.43	49	16	6
	SSGA North America Eq Tracker Santander Premium US Equities	Low Low	+1% +4%	0.72 0.67	67 76	20 20	7 7	Buy	Cavendish UK Select	Medium	+7%	0.72	54	-4	-3
	Scot Wid American	Medium	+1%	0.86	63	17	7		Cler Med FTSE 100 Dimensional UK Core Equity	Low Low	+3% +5%	0.83 0.62	30 43	-0 1	-3 -2
	Scot Wid HIFML US Focus Scot Wid HIFML US Strategic	Medium Medium	-1% +1%	0.79 0.69	65 71	18 24	8 9		Dimensional UK Value	Low	+4%	0.57	42	-6	-5
	Smith & Williamson North Amer.	Low	-1%	0.69	53	14	7		F & C FTSE All Share F & C UK Equity 1	Medium Medium	+1% -2%	0.90 0.69	25 17	-2 -5	-4 -3
	Stan Life America	High	+0%	0.75	76	21	9		F & C UK Equity Income	Medium	+2%	0.03	29	0	-2
	Stan Life TM North American Threadneedle American Gth	Medium High	+1% +1%	0.71 0.87	73 65	21 17	8 6	Buy	Fidelity Special Situations	Medium	+9%	0.74	66	-2	-2
	Threadneedle American Select	High	-1%	0.80	59	12	4	Buy	Fidelity UK Growth GAM UK Diversified	High Low	+4% +9%	0.77 0.70	42 63	1	-2 -3
	UBS US Equity	Medium	-0%	0.74	68 71	21 17	8 6	Buy	GLG UK Select	Medium	+8%	0.65	59	5	0
	UBS US Growth Vanguard US Equity Index	High Medium	+1% +1%	0.66 0.90	72	19	7	Dine	HSBC FTSE 100 Index HSBC FTSE 250 Index	Low Medium	+3% +7%	0.78 0.67	32 60	0	-3 2
	UNITED KINGDOM BASED L				RUST			Buy	HSBC FTSE 250 Index HSBC FTSE All Share Index	Medium	+1%	0.87	26	-2	-4
	JPF American	High	-0%	0.77	70	22	9		HSBC UK Freestyle	Medium	+4%	0.80	40	-0	-0
Buy	North Atlantic Small Co	Very Low	+8%	0.13	90	17	4	Buy	HSBC UK Gth & Inc Halifax Ethical	Medium Very Low	+1% +7%	0.77 0.52	30	-1 11	1 5
	United	States						Duy	Halifax Special Situations	Medium	-2%	0.83		-9	-4
	Officed	States	1		L				Halifax UK All-Share Index	Medium	+3%	0.34	35	-1	-3
									Halifax UK Equity Income Halifax UK FTSE 100 Index	Medium Medium	+4% +2%	0.87 0.91	29	-1 -1	-2 -4
÷		and the same		N^{\prime}		200	0		Halifax UK Growth	Medium	+2%	0.92	35	-1	-4
			-0/W	4	t				Henderson Global Care UK Henderson UK Absolute Return	Medium Very Low	+5% +1%	0.77 0.52	50 27	3 4	1 -1
		0.0	71		[Henderson UK Alpha	Low	+1%	0.43	31	3	1
		√VŸ			-				Henderson UK Equity Income	Very Low	+6%	0.49	52	-3	-4
						150	0		Henderson UK Strategic Income Henderson UK Tracker	Very Low Low	-1% +3%	0.30 0.71	21 29	-0 -0	-1 -3
	~ ~~	4			-				Invesco Perp High Income	Very Low	+3%	0.52	34	5	1
	MAN VV '				L			Buy	Invesco Perp Income Invesco Perp Income & Growth	Very Low Low	+4% +7%	0.58 0.81	34 51	5 4	-2 1
	- M. (* ` ` ` ` `							Buy	Invesco Perp UK Aggressive	Medium	+13%	0.71	87	-3	-2
$\pm \lambda$	Jeg 1				[Buy	Invesco Perp UK Growth	Medium	+11%	0.81	71	0	-0
- V 3	∖ ₄ ∕√				: 1			Buy Buy	Investec UK Alpha JOHCM UK Dynamic	Medium Medium	+12% +10%	0.75 0.80	79 71	7 2	1 -2
i	I	ļ				100	0	Buy	JOHCM UK Equity Income	Medium	+10%	0.83	63	1	-3
201	0 2011 2012	2012	204	4				Buy	JOHCM UK Growth JOHCM UK Opportunities	Medium Low	+11% +6%	0.75 0.76	79 41	5 3	-2 -1
201	10 2011 2012	2013	201	4	20				JPM MultiManager Growth	Very Low	+3%	0.76	41	5	0
	UNITED STATES	S SMA	IIF	R CC	วร				JPM UK Active 350	Low	+5%	0.75	42	2	-2
								Buy	JPM UK Dynamic JPM UK Focus	Medium High	+8% +5%	0.81 0.39	54 43	1 11	1 13
D	UNITED KINGDOM E					4	0		JPM UK Managed Equity	Medium	+4%	0.93	40	1	-2
Buy	AXA Framlington UK Mid Cap F & C US Smaller Coys	Very Low Low	+8% +1%	0.22 0.74	56	4 8	2 7	Buy	JPM UK Strategic Equity Income JPM UK Strategic Growth	Medium Medium	+6% +9%	0.90	48 54	-0 1	-2 0
Buy	Fidelity American Spec Sits	Very Low	+8%	0.62	88	27	11	Buy	JPM US Equity Income	Very Low	+9%	0.80	54 64	20	10
	JPM US Smaller Companies Legg Mason US Smaller Coys	Medium Low	-3% -4%	0.65 0.65	54 38	4 5	10 3		Jupiter Growth & Income	Medium	+6%	0.82	43	-2	-3
	Schroder US Small & Mid Cap	Very Low	+0%	0.65	54	5 17	9	Buy Buy	Jupiter UK Alpha Jupiter UK Growth	Very Low Medium	+7% +11%	0.61 0.69	55 85	3 7	-0 5
	Schroder US Smaller Coys	Low	-1%	0.81	54	15	10		Jupiter UK Special Situations	Low	+6%	0.76	46	1	-1
	Threadneedle Amer Small Cos	Low	+3%	0.68	72	18	7	Buy	Jupiter Undervalued Assets Kames UK Equity	Medium Medium	+10% +3%	0.64 0.78	75	7	5 1
	UNITED KINGDOM BASED L JPM US Smaller Coys	_ISTED IN\ Medium	/ESTM +3%	ENT I F 0.62	RUST 87	S 7	14		Kames UK Equity Kames UK Opportunities	Medium	+3% +5%	0.78		1	2
	or ivi us smaller duys	iviculuifi	+3%	0.02	0/	1	14		.,						

Page	6											natio			
Current Advice		Risk Rating	Superi- ority Rating	Market Correla- tion	Perf 36 mth	orma 12 mth	3 mth	Current Advice		Risk Rating	Superi- ority Rating	Market Correla- tion	Perf 36 mth	12	3 mth
	L & G Ethical L & G Growth	Medium Low	+5% +1%	0.83 0.59	47 27	0 -1	0	Buy	JPM Claverhouse JPM Mid Cap	Medium Medium	+6% +15%	0.70 0.46	45 110	-1 1	1 5
_	L & G UK 100 Index	Medium	+4%	0.90	29	-0	-3	,	London & St Lawrence	Very Low	+6%	0.37	49	0	-0
Buy	L & G UK Alpha L & G UK Equity Income	Very Low Low	+7% +4%	0.22 0.78	49 35	-1 -5	-5 -2	Buy Avoid	Lowland Investment Co Manchester & London	Medium High	+8% -16%	0.48 0.50	67 -29	-12 -20	-7 -14
_	L & G UK Index	Medium	+1%	0.83	24	-3	-4	711010	Merchants Trust	High	+2%	0.84	29	-8	-6
Buy	L & G UK Spec Sits Lazard UK Alpha	Medium Medium	+7% +4%	0.43 0.86	55	-3 -1	-2 -1		Murray Income Trust Schroder Income & Grwth	Medium High	+1% +5%	0.79 0.81	23 42	-4 1	-2 -1
Buy	Lazard UK Omega	Medium	+8%	0.82	62	4 4	1		Schroder UK Growth	High	+2%	0.60	39	-19	-6
Buy	Legg Mason UK Equity Liontrust Special Situations	Medium Low	+3% +7%	0.83 0.69	39 44	-0	1 -2		Shires Income Standard Life Eq Inc	Medium Very Low	+4% +6%	0.64 0.36	42 60	3	0 4
	Liontrust UK Growth M & G Dividend	Low Medium	+4% +4%	0.71 0.78	32 38	-0 1	-2 -2	Buy	Strategic Equity Cap. Temple Bar Inv. Trust	Very Low Medium	+23% +5%	0.01 0.85	160 39	33 -5	15 -5
	M & G Index Tracker	Medium	+3%	0.90	36	-0	-2		Value & Income Trust	Low	+6%	0.36	47	-3	-3
	M & G Recovery M & G UK Growth	Low Medium	-2% +5%	0.73 0.82	13 42	-9 1	-5 -3	Uni	TED KINGDOM BASED INVES	STMENT -	Trusts	- Spl		APITA	٩L
Buy	Majedie UK Equity	Medium	+7%	0.63	43	2	-1	Buy	Rights & Issues	Very Low	+14%	0.03	88	-6	-11
Buy	Majedie UK Focus NFU Mutual UK Equity Inc.	Medium Very Low	+11% -0%	0.72 0.52	71 22	7 -3	2 -3		United	Kinad	om				
Buy	NFU Mutual UK Growth Neptune UK Opportunities	Low Low	+1% +9%	0.67 0.75	25 61	-5 0	-3 0	1					E	700	0
Buy	Old Mutual UK Equity	Medium	+9%	0.68	56	2	-2			, √\/^	7.86	'ΜΛ π	E		
Buy	R & M UK Equity Income R&M UK Equity	Low Very Low	+4% +7%	0.53 0.43	36 55	-4 -0	-3 -2			_{**} {\-{\}_{\}}	√¥ï₩.	\{/}	┞╌╄	650	0
Buy	R&M UK Equity High Alpha	Very Low	+10%	0.29		-3	-5			MA A		VI	E		
Buy	R&M UK Equity Long Term Rec. Rathbone Blue Chip	Low Very Low	+13% +1%	0.32 0.56	89 29	-7 1	-7 -1	į		<u>'</u>			- E	600	0
	Rathbone Recovery	Very Low	+3%	0.29 0.55	38 34	-7 -2	-2 1		- N°V M V. NM	n			1	-	•
	Royal B of S Equity Income Royal B of S FTSE 100 Tracker	Low Low	+2% +2%	0.55	29	-2 -0	-3	- 1/1	_ /"				F		_
	Royal B of S Growth Royal London FTSE 350 Tracker	Low Low	+5% +4%	0.56 0.58	43 37	0 1	1 -2	- 1/1		!			F	550	0
	Royal London UK Equity	Low	+4%	0.67	38	2	-1	- 17 ka	י וואי יי				F		
	Royal London UK Growth Royal London UK Opportunities	Very Low Very Low	+4% +6%	0.40 0.42	37 44	1 1	-3 -1	יקי ענ 	[500	0
	SJP Equity Income	Low	+5%	0.75	47	0	-3		1				1		
	SJP Ethical SJP UK & General Progressive	Low Low	+1% +4%	0.67 0.86	28 35	6 2	-3 -1	201	0 2011 2012	2012	201	4	20		
D. n.	SJP UK Growth	Medium Low	+6% +7%	0.75 0.70	47 47	0 8	-0 -1	201	0 2011 2012	2013	201	4	20		
Buy	SJP UK High Income SSGA UK Equity Tracker	Low	+4%	0.65	38	2	-2		UNITED KINGDO	OM SM	IALLI	ER C	COS	3	
Buy Buy	SVM UK Growth SVM UK Opportunities	Medium Medium	+8% +8%	0.56 0.78	60 57	-2 -3	3 -2		UNITED KINGDOM	BASED L	JNIT TR	USTS			
Day	Santander Equity Income	Very Low	-1%	0.45	20	1	1		AXA Framlington UK Small Coys	Medium	+6%	0.60	76	-0	-5
	Santander Premium UK Equities Santander Stockmarket 100	Very Low Low	+3% +4%	0.55 0.61	31 31	-1 0	-2 -3	Buy	Aberdeen UK Smaller Coys Aberforth UK Small Coys	Low Medium	+2% +7%	0.70 0.76	61 91	-8 -0	-3 -5
Buy	Schroder Income	Medium	+8%	0.75	65	4	1	Day	Allianz UK Mid-Cap	High	+0%	0.61	63	1	5
Buy Buy	Schroder Recovery Income Schroder Specialist Value UK	Medium Low	+10% +11%	0.63 0.58	78 87	-0 -0	-0		Artemis UK Smaller Coys Aviva UK Smaller Companies	Very Low Medium	+2% +5%	0.65 0.74	50 76	-5 -3	-4 -0
	Schroder UK Alpha Plus Schroder UK Equity Acc	Very High Medium	+5% +5%	0.36 0.84	48 45	-2 2	14 0	Dent	BG British Smaller Coys Barclays UK Lower Cap	Medium	+3%	0.54	77	-5 0	3
Buy	Schroder UK Mid 250	Low	+13%	0.49	81	-2	-1	Buy	Blackrock Mid Cap UK Tracker	Medium Very Low	+7% +5%	0.68 0.35		3	-2 2
Buy	Scot Wid HIFML UK Focus Scot Wid HIFML UK High Income	Medium Medium	+8% +2%	0.85 0.88	58 33	0 -1	-1 -2		Blackrock UK Smaller Coys Cavendish AIM	Medium Low	+1% +3%	0.73 0.39	61 51	-6 -2	-1 -6
Buy	Scot Wid HIFML UK Strategic	Medium	+11%	0.76	74	10	2		Cavendish Opportunities	High	+1%	0.72	60	-6	-5
	Scot Wid UK All Share Track Scot Wid UK Growth	Very Low Medium	+4% +1%	0.61 0.91	37 28	1 -2	-2 -3		Dimensional UK Smaller Coys F & C UK Mid-Cap	Low Low	+6% +5%	0.49 0.54	84 83	2 8	2 6
Buy	Smith & Williamson UK Equ Gth Smith & Williamson UK Equ Inc	Low Medium	+7% +2%	0.70 0.76	53 30	8 -2	2 -1	Buy	F & C UK Smaller Companies Fidelity UK Smaller Companies	Medium	+7%	0.77	80	1	-1
	Stan Life TM UK Equity General	Low	+4%	0.67	38	-2	-2	Buy	Halifax Smaller Companies	Medium Medium	+9% +0%	0.72 0.55		1 -9	-3 -2
Buy	Stan Life UK Equity Gth Stan Life UK Equity High Alpha	Medium Medium	+4% +10%	0.84 0.67	37 76	-3 1	-2 -1		Henderson UK & Irish Sm Coys Henderson UK Small Coys	Low Medium	+4% +6%	0.61 0.63	66 87	-2 1	-5 1
	Stan Life UK Equity High Inc	Medium	+6%	0.86	50	3	0		Ignis Smaller Companies	High	-2%	0.52	43	-13	-7
Buy Buy	Stan Life UK Equity Recovery Stan Life UK Ethical Trust	High Low	+11% +7%	0.55 0.64	78 61	-3 -2	-5 2		Invesco Perp UK Small Cos Equ. Investec UK Smaller Cos	Medium Medium	+4% +6%	0.69 0.55	69 76	3 -2	1 -4
Buy	Stan Life UK Opportnities TU British	Medium	+7% -1%	0.46	70 17	-3 -9	-2 -5		JPM UK Smaller Companies	High	+1%	0.82	64	-7	-5
Buy	Templeton Growth	Medium Medium	+7%	0.80 0.71	60	4	-1		Jupiter UK Small Cos Kames UK Smaller Companies	Medium Very Low	+1% +1%	0.72 0.06	56	-4 -3	-3 1
Buy	Threadneedle American Ex Alpha Threadneedle UK	Very Low Medium	+9% +5%	0.48 0.51	63 43	14 -10	5 1		L & G UK Small Coys Lazard UK Smaller Companies	Low Medium	+2% +3%	0.60 0.74	57 66	-2 -0	-2 -1
_	Threadneedle UK Equity Alpha	Low	+6%	0.75	44	1	-3	Buy	Liontrust UK Small Coys	Very Low	+10%	0.27	76	2	-3
Buy	Threadneedle UK Equity Income Threadneedle UK Growth & Inc	Low Medium	+8% +5%	0.15 0.78	41 42	2 -0	0		M & G Smaller Companies Marlborough Special Situations	Medium Low	-0% +6%	0.68 0.70	60 71	-9 4	-3 -0
	Threadneedle UK Property	Very Low	-1%	0.07	17	13	0	Buy	Marlborough UK Micro Cap Gth	Low	+8%	0.40	74	1	-5
	Threadneedle UK Select UBS UK Equity Income	Medium Low	+5% +4%	0.84 0.80	43 32	3 -3	0 -4	Buy Buy	Neptune UK Mid Cap Old Mutual UK Mid Cap	Low Low	+9% +9%	0.50 0.34	100 111	11 8	3 5
	UBS UK Opportunities Unicorn Outstanding British	Medium Very Low	+4% +5%	0.82 0.29	51	-3 -4	-3 3	•	Old Mutual UK Smaller Coys	Low	+5%	0.44	74	-1	-2
Buy	Unicom UK Income	Very Low	+7%	0.26	62	-7	-5	Buy	R & M UK Equity Small Coys Royal London UK Mid-Cap	Medium Very Low	+13% +6%	0.46 0.30	123 80	3 5	-2 3
Buy	Vanguard FTSE UK All Share Vanguard FTSE UK Equity Index	Medium Medium	+4% +7%	0.98 0.93	43	1	-2 -2	Buy	Royal London UK Smaller Coys Schroder UK Smaller Coys	Very Low Very Low	+7% +5%	0.32 0.56	79 66	5 -4	1 -4
,	Virgin UK Index Tracking	Medium	+1%	0.94	24	-2	-2		Scot Wid HIFML UK Small Coys	Medium	+1%	0.69	64	-8	-1
_	United Kingdom based L						, -		Scot Wid UK Smaller Coys Stan Life UK Smaller Cos	Medium Low	+1% -0%	0.73 0.52	63 55	-10 -9	-4 -1
Buy	3i Group Aurora Invest Trust	Very High Very Low	+18% -6%	0.45 0.10	148 -2	15 -11	13 -11		Threadneedle UK Mid 250	Medium	+2%	0.64	70	3	2
	British American IT	Medium	+1%	0.22	29	-21	-2 -2		Threadneedle UK Smaller Cos Unicorn UK Smaller Coys	Medium Low	+4% +6%	0.65 0.52	68 79	2 -4	-2 -5
	British Assets City Merchants High Yld	High Very Low	-2% +0%	0.83 0.25	17 29	-4 3	-2		UNITED KINGDOM BASED I	LISTED I	NVESTM		RUS1	S	
	Dunedin Income Growth F & C Capital & Income	Medium Medium	+1% +1%	0.73 0.78	28 22	-4 -6	-2 -4	Ring	Aberdeen Sm Coy High In	High Very High	+2%	0.31 0.63	74 118	-18 -1	-7 -2
_	F & C Managed Port Gth	Very Low	+6%	0.31	58	4	-2	Buy	Aberforth Smaller Coys Blackrock Smaller Coys	Medium	+3%	0.50	82	-16	-4
Buy Buy	Fidelity Special Values Finsbury Growth	Low Medium	+11% +9%	0.35 0.62	84 70	-6 4	-4 4	Buy	Chelverton Growth Trust Dunedin Smaller Coys IT	Very Low High	+11% -3%	0.12 0.49	88 50	4 -19	2 -6
20,	Hansa Trust	Low	+1%	0.27	18	10	-7	Buy	Henderson Opportunities	Very High	+12%	0.48	121	-4	-18
Buy	Henderson High Income Independent Invest Trt	Low Very Low	+5% +7%	0.61 0.35	53 59	4 9	1		Henderson Smaller Cos Invesco Perp UK Smaller	Very High Medium	+6% +4%	0.64 0.64	118 79	-1 1	3 1
Buy	Invesco Income Growth Invesco Perp Sel UK	Low Very Low	+6% +10%	0.66 0.17	43 67	2	1 -1		JPM Smaller Coys	Very High	+1%	0.71	74	-12	-5
Duy	invosco i dip odi Oit	very LOW	+1070	0.17	07	o	-1		Montanaro UK Small Coys	High	-3%	0.60	44	-13	-7

Janu	ary 12, 2015.													Pag	e 7
Current	•	Risk Rating	Superi- ority Rating	Market Correla- tion	Perf 36 mth	orma 12 mth	ance 3 mth	Current Advice	Investment Fund	Risk Rating	Superi- ority Rating	Market Correla- tion	Perfo 36 mth	_	ince 3
Avoid	SVM UK Emerging Fund Schroder UK Mid & Small Std Life UK Small Coys The Mercantile IT plc	Very Low Very High High Very High	-10% +4% -3% -0%	0.05 0.79 0.41 0.69	-11 97 52 69	-17 -10 -16 -7	-11 -5 -1 -2	Buy Buy	Scot Wid HIFML European Strat. Scot Wid HIFML European SS Scot Wid HIFML European Focus Smith & Williamson European	High Very Low Very Low High	+9% +5% +8% +3%	0.83 0.22 0.52 0.75	78 48 73 58	5 7 6 -6	1 -1 5 -1
	·	ROPE							Stan Life Euro Equity Gth Stan Life European Equity Inc	Low Low	+5% +1% +4%	0.61 0.54	52 33 52	-2 -2 -2	-1 -0 -0
	Australian ba		TRUS	TS					Stan Life European Ethical Stan Life TM European	Low	+4%	0.63	50	-2	-2
	BT Europe Growth Platinum Europe	Very Low Very Low	+3% +2%	0.55 0.12	41 33	1 -1	1 -0		Stan Life TM Pan European Threadneedle Euro (Ex UK) Gth	Very Low Medium	+5% +1%	0.54	53	1	-1 2
	UNITED KINGDOM	- , -			33	-1	-0		Threadneedle Euro Growth Threadneedle Euro Sel Growth	Medium Low	+2% +5%	0.77 0.58	48 55	-0 4	2
	AXA Framlington European AXA Rosenburg European	Medium High	+3% +1%	0.62 0.90	46 47	-8 -1	-6 -1		Threadneedle Pan Euro Gth Vanguard FTSE Dev Europe Index	Very Low Very Low	+5% +6%	0.05 0.26	47 58	16 0	15 -2
	Aberdeen European Growth	Low	+1%	0.68	31	-2	-2		United Kingdom based L	,			RUST	S	
	Aberdeen Global European Allianz Cont European	Medium Low	-0% +3%	0.66 0.55	47	-2 0	-2 3		3i Infrastructure Artemis Alpha	Very Low Very Low	+5% +0%	0.06	28 17	14 -4	7 -7
	Allianz Europe Equity Growth Allianz European Equity Income	Low Low	+1% +5%	0.56 0.64	46	4	3 -2	Avoid Avoid	Aurora Russia Baring Emerging Europe	Very High Very High	-49% -16%	0.17 0.36	-74 -21	-63 -32	-38 -21
Buy	Artemis European Growth Artemis European Opportunities	Medium Low	+7% +5%	0.75 0.78	63	-2 -0	-4 1		Blackrock Greater Euro.	Medium	+2%	0.54	39	-7	-3
	Aviva European	Medium	+5%	0.80	53 51	1	2	Buy Buy	European Assets Henderson Eurotrust	Very Low Very Low	+10% +9%	0.28 0.28	83 71	3 1	5 -4
	BG Europe Barclays Europe (ex-UK) Alpha	Low Medium	+5% +5%	0.67 0.75	51	-2 -1	-2	Buy	JPM European IT JPM European IT	Low Low	+5% +7%	0.38 0.31	57 55	2	1
Avoid	Baring Eastern Europe Baring Euro Sel.	Very High Low	-22% +6%	0.26 0.66	66	-33 0	-22 4	Avoid Buy	JPM Russia Jupiter European Opps	Very High Medium	-22% +12%	0.28 0.41	-38 103	-45 7	-30 5
	Baring European Growth Blackrock CIF Cont European	High Medium	+2% +3%	0.90 0.75	50 49	-3 1	-2 -1	Buy	The European IT	Very Low	+7%	0.27	58	2	-1
	Blackrock Cont European Income Blackrock Cont'l Europe	Medium Medium	+6% +3%	0.77 0.75	51	7 -3	0		Fra	nce					
	Blackrock European Absolute	Very Low	+2%	0.17	10	-1	-1								
Avoid	Blackrock European Dynamic Blackrock Global Emerg Europe	Medium Very High	+6% -18%	0.73 0.33	61	-1 -19	-0 -13	÷				<u>λ</u>		350	00
	Blackrock Global Euro Value CF Canlife European	High Medium	+6% -0%	0.87 0.74	39	-1 -7	-2 -2				- W	`\ለለ	λĒ		
	CIS European Cap Int European Gth & Inc	Medium Low	+0% +4%	0.78 0.35	36	1 5	1 1			Λ	γ V'	ν (γ	F		
	Cavendish Asia Pacific Cavendish European	Very Low Medium	+0% -1%	0.29 0.71	22 37	9	-2 -1	1		. Δ//°			F	300)0
	F & C European 1	Medium	+6%	0.77	63	-1	0	- (/)	/ ^M ' "	ችሉ ላ ላ			į		
	Fidelity European Fidelity European Opps	Medium Medium	+3% +2%	0.77 0.76	50 43	3 -3	0 -2	N M	M V I W				1		
	GAM Star Cont European GAM Star European Equity	Low Low	+1% +1%	0.51 0.58		-2 -2	3 2	ht-:	1,1747				F	250)0
	GLG Cont Europe HSBC European Growth	Medium Medium	+6% -2%	0.78 0.59	70 30	6 -2	6 3		W/W V				1		
	HSBC Eurotrack 100 Halifax European	Medium High	+0% +3%	0.76 0.86	38	-2 1	-2 -1						į		
Buy	Henderson European Focus	Medium	+8%	0.76	64 52	4	-2	004	0 0044 0040	0040	100				
	Henderson European Growth Henderson European Sel Opps	Low Medium	+5% +6%	0.65	58	2	-2	201	0 2011 2012	2013	201	14	20		
	Henderson European Spec Sits Ignis European Growth	Low Medium	+5% +4%	0.66 0.79	54 48	1 -3	2 -1		EUROPE SI	<i>NALLI</i>	ER C	OS			
Buy Buy	Invesco Perp Euro Equity Inc. Invesco Perp Euro Opp.	High Medium	+9% +7%	0.82 0.64	69 60	1 -4	-2 -3		UNITED KINGDOM	BASED U	JNIT TR	USTS			
Buy	Invesco Perp European Eqity JOHCM All Europe Dynamic Gth	High Medium	+8% +1%	0.82 0.74	65	1	-3 1		Aberdeen European Small Coys Henderson European Small Cos	Very Low Medium	+2% +4%	0.42 0.58	35 53	-5 -4	1 -1
	JOHCM Cont European JOHCM European Select Value	High Low	+5% +6%	0.84 0.73	55 53	2	-1 1	Buy	Ignis European Small Coy Invesco Perp Euro Smaller Cos	Medium Medium	+9% +6%	0.46 0.59	85 57	-3 -4	1 -4
Dung	JPM Europe JPM European Dynamic	Medium Medium	+4% +8%	0.89 0.78	56 70	1	-2 -1		JPM European Smaller Coys	Medium	+3%	0.56	49	-5	3
Buy Avoid	JPM New Europe	Very High	-14%	0.37	-13	-27	-16		Jupiter Euro Spec Sits M & G European Smaller Coys	Medium Low	+4% +4%	0.70 0.51	48 52	-2 -8	0 -2
Avoid	Jupiter Emerging European Jupiter European	Very High Low	-16% +6%	0.44 0.59	-17 61	-26 5	-15 4	Buy	Schroder Euro Small Coys Threadneedle Euro Small Cos	Very Low Very Low	+8% +6%	0.36 0.44	64 58	0 -0	1
Avoid	Jupiter European Income Jupiter New Europe	Low Very High	+3% -21%	0.74 0.36	43	-3 -27	-1 -18		Threadneedle Pan Euro Sm Coys	Very Low	+6%	0.48	59	2	3
	Kames European Equity L & G Euro Index	Medium Medium	+1% +0%	0.79 0.84	37	-3 -2	-1 -2		UNITED KINGDOM BASED L Fidelity Euro V.	_ISTED IN Medium	45%	0.51	65 65	S 7	4
	L & G European Lazard European Growth	Medium High	+4% +3%	0.75 0.83	59 47	-0 -0	0 -1		JPM Euro Small Coys Montanaro European SC	Very Low Low	+5% -0%	0.13 0.24	57 29	-10 -14	1 -10
	Liontrust European Growth M & G European	High Medium	+0% +3%	0.72 0.77	30 41	3	1 -1	Buy	TR European	Medium	+10%	0.26	90	-5	-5
	M & G European Index Tracker	Medium	+3%	0.88	50	2	-1		GER	MAN)	/				
	M & G European Strategic Val. M & G Pan European	Medium Low	+3% -1%	0.85 0.65	45 25	-6	-2 -1		UNITED KINGDOM			USTS			
	M & G Pan European Dividend Marlborough European	Medium Very Low	+3% +3%	0.76 0.42	37 36	-1 -3	-1 -6		Baring German Growth	Medium	+3%	0.87	62	-6	1
	Martin Currie European Neptune European Income	Medium Medium	+4% +4%	0.81 0.65	48 34	-4 -2	-3 -4		Ger	many					
Avoid	Neptune European Opps Neptune Russia & Gtr Russia	High Very High	+0% -20%	0.64 0.22	26 -37	-8 -44	-8 -29	÷					E		
	Newton Continental European Old Mutual European Equity	Medium High	+1% +5%	0.83 0.84	41 52	-3 -1	-2 -2				_A M\A	ΆΛΑ	1	950	
Avoid Avoid	Pictet Eastern Europe Pictet Russian Equities	Very High Very High	-21% -24%	0.31 0.17	02	-32 -43	-22 -31				$\int_{-\infty}^{\infty} dx dx$	A- ft -	Ē	900	
Avoid	Royal London European Gth	Medium	+3%	0.68	44	-2	-3			$\sim 10^{10}$				800	
	Royal London European Income SJP Continental European	Medium Medium	+0% +3%	0.62 0.70	32 51	-3 -3	-4 -0		A A A NA	W			F	750	00
	SJP Greater European Prog. SSGA Europe Equity Tracker	Medium Low	+6% +4%	0.76 0.52	55 49	1 2	3 -1	†		÷			F	700	
	SVM All Europe SVM Continental European	Medium High	+5% +5%	0.70 0.74	50 57	-3 2	-2 2		W 13 V				F	650	
Buy	Santander Premium Europe Schroder European	Low Low	+4% +7%	0.52 0.50	51	-2 1	-2 -0	$= \mathcal{J}W$	J-{W	[F	600	
Avoid	Schroder European Alpha Schroder ISF Emerging Europe	Low High	-1% -16%	0.52 0.23	24	-11 -20	-6 -13	h	\\\\-\\	·			F	550)0
,	Schroder ISF European Equity Scot Wid Euro Select Gth	Medium Low	+2% +2%	0.23 0.72 0.61	39	-20 -3 -7	-13 -5 -2		0 10044	0010				500	00
	Scot Wid European Growth	Medium	+2%	0.74	42	-0	-1	201	0 2011 2012	2013	201	14	20		
					00		• , •	Dagaan	oh Commons I td						

Page 8 International Investor

Company Review

(Continued from Page 1) 300 sales, service and support staff localised in key markets.

At the end of September 2014, the company held US\$597 million in cash (US\$7.76 per share) and no interest bearing debt (and moderate lease obligations, just \$33 million).

	2014	4
Revenues	\$568.6m	\$53
Net Profit	\$77.1m	\$5
Net Cash Surplus	\$82.5m	\$9
Earnings per share	\$1.00	9
Dividends per share	Nil	
Debt	Nil	
Cash	\$597.1m	\$52
Research & Development	\$83.1m	\$6

This cash will help fund its R&D, protect the company from the cyclical nature of the semi-conductor business and is being used to finance a \$100 million on-market share repurchase.

Recent Results

The company has been consistently profitable since 2010 (after introducing its copper ball bonders), lifting revenues, profits and net operating cash flows (see Table 1 above). Kulicke and Soffa Industries has not paid a dividend, so these cash flows have enabled the company to repay all of its interest bearing debt and then build up a \$597.1 million (\$7.76 per share) cash holding.

Net profits peaked in the year to September 2012 at US\$160.6 million (\$2.17 per share) and revenues and profits have been lower over the last two years owing to the downturn in the semi-conductor industry.

Investment Criteria

At US\$14.45, Kulicke and Soffa Industries shares trade on a Price/Sales ratio of 1.96 and a Price/Earnings ratio of 14. That appears under-valued given the semiconductor sector has been depressed over the last two years and owing to the large cash holding. Excluding this cash, the shares trade on a P/S ratio of 0.91 and a P/E ratio of 63/4.

The issued capital consists of 76,988,338 shares, giving a market capitalisation of US\$1112 million.

Kulicke and Soffa Industries invests heavily in Research and Development (which is expensed as incurred) to develop new products. In the year to September 2014, Research & Development rose 35% to \$83.1 million - equal to 14.6% of revenues. This puts the shares on a Price/Research ratio of 13. Excluding the cash holding, that would be 6. Kenneth Fisher (in Super Stocks) suggests buying "super companies" on a Price/ Research ratio of 5-10.

Kulicke and Soffa Industries has also sought to grow through acquisition. In December 2014 it announced the acquisition of **Assembleon BV** for Euro 80 million (US\$98 million) in cash from Koninklijke Philips NV (i.e. Royal Philips, commonly known as Philips). Assembleon has annual revenues of around \$90 million from semi-conductor assembly equipment used in Automotive, Industrial/Power and Advanced Packaging. Philips began experimenting with surface mounted electronics and formed Philips Electronic Manufacturing Technology in 1981, which changed its name to Assembleon in 2001. This acquisition will add 15% to group revenues, but there should also be syngergies in Research & Development and benefit to

Table 1: Financial Results: 2009-2014

	2014	2013	2012	2011	2010	2009
	\$568.6m	\$534.9m	\$791.0m	\$830.4m	\$762.8m	\$225.2m
	\$77.1m	\$59.4m	\$160.6m	\$127.6m	142.1m	<\$63.6m>
	\$82.5m	\$94.8m	\$182.5m	\$200.4m	\$85.8m	<\$53.5m>
	\$1.00	\$0.79	\$2.17	\$1.77	\$2.01	<\$1.02>
Э	Nil	Nil	Nil	Nil	Nil	Nil
	Nil	Nil	Nil	\$105.2m	\$98.5m	\$92.2m
	\$597.1m	\$525.0m	\$440.2m	\$384.6m	\$181.1m	\$144.6m
pment	\$83.1m	\$61.6m	\$63.4m	\$65.1m	\$56.7m	\$53.5m

the Assembleon business from access to Kulicke and Soffa Industries' customers and distribution channels. Cash per share (after this acquisition) will be \$6.48.

In late August 2014, the company announced a \$100 million on-market share repurchase which would allow it to repurchase up to about 10% of its issued capital.

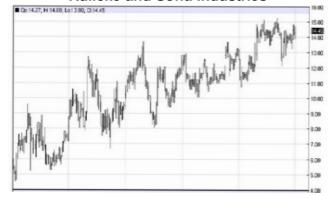
Summary & Recommendation

Kulicke and Soffa Industries shares look under-valued, trading on a low valuation and with a large cash holding equal to around 50% of the share price! The copper ball bonding technology has created a dominant position for Kulicke and Soffa Industries, capable of generating strong operating cashflows. This current business - and success at developing advanced interconnect equipment - should benefit from the long term growth in demand for semi-conductors and the growth of the "internet of things".

The recently announced share buy-back and acquisition may help to re-rate the shares in the short term - boosting revenues and earnings per share by around 25%. Repurchasing around 10% of the shares would lift revenues and earnings for the remaining shares by 10%, while the Assembleon acquisition should also add about 15% to revenues and probably a similar (but undisclosed) sum to operating cashflows and profits.

Kulicke and Soffa Industries shares offer a cash-rich, under-valued situation but should also be an attractive long term "buy and hold" for investors seeking an indirect investment in the "internet of things".

Kulicke and Soffa Industries



Next Issue:

The next issue of International Investor will be emailed in four weeks time on Monday February 9, 2015.

The print version will be delivered later that week, depending upon printing and postal delivery times.

INTERNATIONAL INVESTOR is published 12 times per year by Securities Research Company Ltd, 3/47 Boyce Ave, Mt Roskill, Auckland. Subscribe online at www.stockmarket.co.nz or email james@stockmarket.co.nz.

Readers are advised that they should not assume that every recommendation made in the future will be profitable or equal the performance of recommendations made in the past. The entire contents are copyright. Reproduction in whole or part is strictly forbidden.