# International Investor

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### Inside International Investor

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### World Stockmarket Forecasts

|                            |                          |                         | 11110                  |                    |                 |                |                       |                      |
|----------------------------|--------------------------|-------------------------|------------------------|--------------------|-----------------|----------------|-----------------------|----------------------|
| Stockmarket One-           |                          | Technical<br>Indicators | Monetary<br>Indicators | Economic           |                 | l Performance  | e (in US\$)<br>12mths | Share<br>Index       |
| Forec                      | asi indicators           | liluicators             | IIIulcalois            | Indicators         | 3mths           | 6mths          | 121111115             | litidex              |
| Australia 54               | 1% Bullish               | Bearish                 | Bullish                | Bearish            | +0.7%           | -11.0%         | -1.5%                 | 2,990.70             |
| Austria 62 Belgium 50      | 2% Neutral               | Bullish                 | Bullish                | Bullish            | +4.1%           | -6.4%          | +12.3%                | 1,123.51             |
| Belgium 50                 | )% Bullish               | Bearish                 | Bullish                | Neutral            | -5.9%           | -19.6%         | -13.8%                | 2,001.39             |
| Canada 52                  | 2% Builish               | Neutral                 | Bullish                | Bearish            | +1.1%           | -13.9%         | -13.1%                | 6,577.20             |
| Denmark 53                 | 8% Bullish               | Bearish                 | Bullish                | Bullish            |                 | -30.8%         | -31.4%                | 161.47               |
| Finland 65                 | 5% Bullish               | Bullish                 | Bullish                | Neutral            |                 | +20.6%         | -14.8%                | 6,562.22             |
| France 55                  | 5% Bullish               |                         | Bullish                | Bullish            | -1.2%           | -16.6%         | -20.6%                | 2,100.52             |
| Germany 49                 | % Neutral                |                         |                        | Bullish            | -5.4%           | -25.5%         | -30.0%                | 3,207.53             |
| Ireland 64                 | l% Bullish               |                         | Bullish                | Bullish            | +3.7%           | -12.1%         | -14.7%                | 4,226.29             |
| Italy 63                   | 3% Bullish               | Bearish                 | Bullish                | Bullish            | +1.4%           | -7.2%          | -12.0%                | 18,112.00            |
| Japan 36<br>Netherlands 57 | 8% Bearish               |                         | Bullish                | Bearish            | -6.8%           | -22.0%         | -16.6%                | 8,863.26             |
| Netherlands 57             | '% Bullish               | Bearish                 | Bullish                | Bullish            | -2.4%           | -20.1%         | -21.9%                | 481.50               |
| New Zealand 36             |                          |                         |                        | Bearish            |                 | -8.3%          | +4.6%                 |                      |
| Norway 42                  | 2% Bullish               | Bearish                 | Bearish                | Bullish            | -2.6%           | -17.6%         | -11.8%                | 449.50               |
| Spain 70                   | % Neutral                |                         | Bullish                | Bullish            | +5.8%           | -7.3%          | -10.8%                | 671.68               |
| Sweden 49                  | 9% Bearish               |                         | Bullish                | Neutral            |                 | -5.8%          | -21.6%                | 164.61               |
| Switzerland 50             |                          | Bearish                 | Bullish                | Bullish            | -1.6%           | -15.6%         | -12.8%                | 4,934.80             |
| Un. Kingdom 47             | 7% Bullish               | Bearish                 | Bullish                | Neutral            | -1.1%           | -11.9%         | -16.1%                | 4,013.50             |
| USA 54                     | Neutral                  |                         | Bullish                | Bullish            | +2.0%           | -11.2%         | -21.2%                | 912.23               |
| Argentina 62               | 2% Bearish               | Bullish                 | Neutral                | Bullish            | +9.0%           | +14.8%         | -34.1%                | 1,623.27             |
| Brazil 28                  | 8% Bullish               |                         | Bearish                | Bearish            | -8.3%           | -39.4%         | -50.2%                | 10,569.02            |
| Czech Rep 66               | Bullish                  | Bullish                 | Neutral                | Neutral            | +0.8%           | +4.9%          | +37.3%                | 451.20               |
| Chile 52                   | 2% Bullish               | Neutral                 | Bullish                | Neutral            | +1.7%           | -10.4%         | -15.5%                | 4,871.83             |
| China 49                   | 9% Bullish               | Bearish                 | Bullish                | Bearish            | -21.0%          | -16.1%         | -31.9%                | 117.24               |
| Greece 53                  | BW Bullish               | Bearish                 | Bullish                | Neutral            | -9.8%           | -15.5%         | -24.0%                | 1,813.32             |
| Egypt 40<br>Hong Kong 47   | 0% Neutral               |                         | Bearish                | Bullish            | +1.0%           | +1.7%          | -3.2%                 | 635.26               |
| Hong Kong 47               | 7% Neutral               |                         | Neutral                | Bullish            | +2.6%           | -11.6%         | -15.7%                | 9,973.75             |
| Hungary 66                 | Neutral                  | Bullish<br>Bullish      | Neutral                | Bullish<br>Neutral | +13.4%<br>+6.0% | +7.3%<br>+4.4% | +28.0%<br>-4.6%       | 7,842.46<br>3,306.29 |
| India 56                   | 3% Neutral<br>7% Neutral |                         | Neutral<br>Bearish     | Neutral            | -8.5%           | -23.7%         | +21.4%                | 397.08               |
| Indonesia 37               | 8% Bearish               | Bullish                 | Bearish                | Bullish            | +2.2%           | +1.8%          | -17.8%                | 361.76               |
| Israel 46<br>  Korea 47    | 7% Bearish               |                         |                        | Neutral            | -0.7%           | -9.2%          | +5.9%                 | 718.09               |
| Malaysia 41                | Moutral                  | Bearish                 |                        | Bearish            |                 | -18.1%         | -6.5%                 | 618.37               |
| Mexico 53                  | 8% Neutral               | Bearish                 |                        | Bullish            | -2.1%           | -14.7%         | -10.2%                |                      |
| Philippines 46             | 8% Rearish               | Bearish                 |                        |                    |                 |                |                       | 1,031.75             |
| Poland 54                  | 1% Bearish               |                         |                        | Bullish            |                 | -4.1%          | +6.4%                 | 14,724.22            |
| Portugal 71                | 1% Bullish               | Neutral                 | Bullish                | Bullish            | +5.6%           | -5.5%          | -6.9%                 | 1,673.01             |
|                            | 8% Bearish               |                         |                        |                    | +3.1%           | -15.3%         | +49.2%                | 4,294.40             |
| Singapore 37               |                          |                         | Neutral                |                    | -6.2%           | -16.1%         | -13.0%                | 1,365.54             |
| Sth Africa 41              |                          |                         | Bearish                |                    |                 | -10.0%         | +10.2%                | 9,326.54             |
| Taiwan 46                  | 8% Neutral               |                         | Bullish                | Bearish            | +4.2%           | -14.3%         | -12.6%                | 4,738.98             |
| Thailand 40                | % Neutral                |                         | Bearish                | Bearish            | +0.2%           | -14.7%         | +20.8%                | 365.09               |
| Turkey 42                  | 2% Bearish               |                         | Bullish                | Bearish            |                 | +37.3%         | -7.0%                 | 12,592.49            |
| Venezuela 55               | 5% Bullish               | Bullish                 | <b>Bearish</b>         | Bullish            |                 | -6.4%          | -27.6%                | 8,015.17             |
|                            |                          |                         |                        |                    |                 |                |                       | *                    |

**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.

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### Stockmarket Outlook

The US stockmarket continued to rally over November, but eased back last week. The S&P 500 index is now up 20.5% from its low and the NASDAQ index is up 32.7%. That strong recovery, however, has not been widely publicised by the media. In typical negative reporting a major NZ newspaper wrote "Wall Street's eight-week winning streak is over. The market fell almost 3% last week." If it isn't *bad* news, it just isn't *news*!

Our World Stockmarket Forecasts remain relatively Neutral. The rally on many stockmarkets over the last two months has carried Technical indicators *towards* Neutral levels, although most are still Bearish (i.e. unfavourable). That suggests that stock prices will ease back in the immediate future . . . but the *next* rally - in perhaps two to four months - could turn the Technical indicators Bullish and turn our Forecasts firmly positive!

Monetary indicators are generally Bullish, with interest rates and inflation low. Economic indicators are also Bullish for the stockmarket, with most economies in recession. Economic statistics are reports with a delay of 3-9 months, while share prices *anticipate* future economic changes. So by the time economic statistics *show* a recession, share prices are usually *past* their lows and already rising in anticipation of the next economic recovery. The current recession, of course, has been longer than normal - throwing out stockmarket forecasting. While *timing* the stockmarket's recovery is particularly difficult in this cycle, the basic features of the economic and stockmarket cycles remain unchanged.

#### Investment Strategy

We continue to remain close to fully invested, with a small cash reserve, and to weight our portfolio towards Asian shares and smaller company shares in the major markets. These shares have been depressed the most over the last 2-3 years, but now offer the greatest potential for recovery and growth.

Asian stockmarkets offer better value than major stockmarkets, and are more sensitive to global economic changes. So when the global economy recovers - even if only slightly - Asian stockmarkets should appreciate fastest. Similarly in the major stockmarkets, smaller company shares are more sensitive to the economic cycle and have become depressed to very low valuations. These shares offer the best recovery potential and the best long term growth potential.

Our Asian exposure is leveraged through the use of warrants as we sought to profit from a recovery after the 1997/98 Asian crisis. Unfortunately, that leverage has worked against us as (1) Asian companies and economies restructured *slower* than we anticipated and (2) as world stockmarkets and economies where hit by the 2000-2002 decline at the end of the Technology boom. Our warrants, however, still have two to four years until their final expiry dates (see the *Listed Investment Trust Warrant Analysis* on Page 5), so there is still plenty of time for this situation to turn around.

## Recommended Funds Geographic Portfolio Spread

| Fund Name                       | Size I | Leverage | Top 10    | Portf | olio inv | ested in  | (%):-     |          |         |       |          |         |      |                      |
|---------------------------------|--------|----------|-----------|-------|----------|-----------|-----------|----------|---------|-------|----------|---------|------|----------------------|
|                                 | (Mil)  | (% debt) | Hldgs (%) | Cash  | n HK     | Australia | aMalayJap | oanTaiwa | anKorea | Sing. | Thail'd  | Phil.   | Chin | a                    |
| Fidelity Asian Values plc       | £73    | 28       | 22.8      | 7     | 19       |           | 9         | 11       | 24      | 11    |          |         |      |                      |
| Gartmore Pacific Gth Fund       | £43    | Nil      | 34.5      | 1     | 19       | 3         | 8         | 16       | 29      | 9     | 5        |         | 5    | India 3,Indonesia 2% |
| HSBC Asian Fund                 | £38    | Nil      | 33.7      | 0     | 24       |           | 8         | 17       | 31      | 8     | 3        |         | 9    | Indonesia 1%         |
| HSBC Hong Kong Gth Fund         | £20    | Nil      | 55.7      | 0     | 100      |           |           |          |         |       |          |         |      |                      |
| Henderson Pacific Capital       | £169   | Nil      | 32.9      | 3     | 12       | 29        | 8         | 7        | 22      | 10    | 4        |         | 5    | Indonesia 1%         |
| JPM Fleming Asia IT             | £125   | 2        | 34.4      | 0     | 29       |           | 9         | 15       | 28      | 11    | 2        |         |      | Indonesia 2%         |
| Schroder Asia Pacific plc       | £102   | 13       | 42.4      | 5     | 30       |           | 5         | 11       | 27      | 15    |          |         |      |                      |
| Baring Korea                    | £93    | Nil      | 52.6      | 4     |          |           |           |          | 96      |       |          |         |      |                      |
| Old Mutual Thailand             | £6     | Nil      | 51.2      | 2     |          |           |           |          |         |       | 98       |         |      |                      |
|                                 |        |          |           |       |          |           |           |          |         |       |          |         |      |                      |
|                                 |        |          |           | Cash  | USA      | UK        | Europe    | Japan    | Other   |       |          |         |      |                      |
| Baillie Gifford Shin Nippon plo | £42    | 25       | 28.9      | 10    |          |           |           | 90       |         |       |          |         |      |                      |
| Eaglet Investment Trust plc     | £108   | 24       | 44.6      |       |          | 100       |           |          |         |       |          |         |      |                      |
| JPM Fleming Euro Fledgling      | £140   | 17       | 17.7      | 6     |          |           | 94        |          |         |       |          |         |      |                      |
| Invesco Japan Discovery Trt     | £18    | Nil      | 35.5      | 8     |          |           |           | 92       |         |       |          |         |      |                      |
| Legg Mason Int'l Utilities      | £148   | 100      | 46.1      | 11    | 44       | 26        | 16        |          | 3       |       |          |         |      |                      |
| Private Equity Investor plc     | £80    | Nil      | -         | 51    | 49       |           |           |          |         |       |          |         |      |                      |
|                                 |        |          |           |       |          |           |           |          |         |       |          |         |      |                      |
|                                 |        |          |           | Cash  | 1        | Asia      |           | Amer     | Africa  | Euro  | oe & Mid | ddle Ea | ast  |                      |
| Aberdeen Emerging Markets       | £12    | Nil      | 28.7      | 1     |          | 58        | 16        | i        | 10      |       | 14       |         |      |                      |
| Templeton E/Markets plc         | £518   | Nil      | 25.6      | 3     |          | 49        | 12        | !        | 911     |       | 25       |         |      |                      |

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### Recommended International Investment Funds

The directors of **Legg Mason Investors International Utilities Trust plc** have abandoned plans to restructure the company as this would disadvantage holders of the Ordinary shares.

Repurchasing Zero Dividend Preference shares at a substantial discount to net asset value would increase the asset backing of the remaining ZDP shares and perhaps the Income shares, but would not benefit the Ordinary shareholders. Repurchasing ZDP shares would need to be financed by selling investments, so would reduce the income available to both the Income and Ordinary shares.

The company plans to pay a third interim dividend of 0.9 pence (plus Tax Credit) on both the Income and Ordinary shares on 20 December (ex-dividend 6 December). This will be followed in about March by a final dividend of about 1.0 pence (plus Tax Credit) for the financial year to 31 December 2002.

The first three quarterly dividends for the 2003 year will be "materially lower" owing to the recent sale of investments to repay £41.8 million in bank debt, the "reorganisation of the portfolio to reduce risk" and as the directors will retain this money as long as possible to maximise capital appreciation. Most of the 2003 income will therefore be distributed in the fourth dividend, payable immediately ahead of the trust being wound up. This income distribution ranks *behind* bank borrowings but *ahead* of any capital distribution to any class of share.

At this stage it appears likely that our Ordinary shares will expire worthless - but yield just 3-5 pence in dividends. To repay the ZDP shares and the Income shares in full - and have some capital left over for the Ordinary shareholders - the current portfolio would need to soar more than 40% over the next year!

The Ordinary shares are (Continued on Page 4)

| Current  | •                                  | EPIC | Initial Red<br>Date | commen<br>Offer |        | Prem/<br>Disc | Recent P     | rico  | Gain<br>or |
|----------|------------------------------------|------|---------------------|-----------------|--------|---------------|--------------|-------|------------|
| Advice   |                                    | Code | Date                | Foreign         | NZ     | to Net        | Bid-Offer or | NZ    | Loss       |
|          |                                    |      |                     | 9               | Cents  | Assets        | Last Sale    | Cents | %          |
|          | Europe                             |      |                     |                 |        |               |              |       |            |
| BUY      | Fleming Euro Fledgeling IT plc     | FEF  | 15/01/02            | 226.5p          | 765.8  | -22%          | 168.5p       | 528.1 | -31        |
|          | United Kingdom                     |      |                     |                 |        |               |              |       |            |
| BUY      | Eaglet Investment Trust plc        | EIN  | 13/11/01            | 334.0p          | 1160.7 | -6%           | 234.5p       | 735.0 | -37        |
|          | Asian Regional                     |      |                     |                 |        |               |              |       |            |
| HOLD     | JPM Fleming Asia WARRANTS          | JPFW | 07/03/00            | 43.8p           | 141.7  |               | 7.75p        | 24.3  | -83        |
| HOLD     | Fidelity Asian Values WARRANTS     | FASW | 10/03/98            | 17.5p           | 49.7   |               | 6.5p         | 155.9 | -59        |
| HOLD     | Gartmore Pacific Growth Fund       | *    | 29/10/85            | 41.4p           | 105.4  |               | 142.0p       | 445.0 | +322       |
| HOLD     | HSBC Asian Fund                    | *    | 10/11/98            | 34.4p           | 106.3  |               | 33.29p       | 104.3 | -2         |
| HOLD     | HSBC Hong Kong Growth Fund         | *    | 07/04/98            | 159.4p          | 481.6  |               | 129.5p       | 405.9 | -16        |
| HOLD     | Henderson Pacific Capital          | *    | 08/08/00            | 342.2p          | 1122.6 |               | 210.7p       | 660.4 | -41        |
| HOLD     | Schroder Asia Pacific WARRANTS     | SDPW | 13/07/99            | 25.5p           | 75.8   |               | 6.75p        | 21.2  | -72        |
|          | Japan                              |      |                     |                 |        |               |              |       |            |
| HOLD     | Baillie Gifford Shin Nippon plc    | BGS  | 11/01/94            | 156.0p          | 440.3  | -17%          | 81.0p        | 253.9 | -42        |
| HOLD     | Invesco Japan Discovery Trust      | IJD  | 13/07/99            | 95.5p           | 284.0  | -18%          | 48.25p       | 151.2 | -47        |
|          | Korea                              |      |                     |                 |        |               |              |       |            |
| HOLD     | Baring Korea Trust                 | *    | 12/04/94            | 81.1p           | 209.4  |               | 87.05-92.67p | 281.6 | +35        |
|          | Thailand                           |      |                     |                 |        |               |              |       |            |
| HOLD     | Old Mutual Thailand Trust          | *    | 08/12/98            | 49.0p           | 155.9  |               | 40.48-43.44p | 131.5 | -16        |
|          | International                      |      |                     |                 |        |               |              |       |            |
| HOLD     | Aberdeen Prolific Emerging Markets | *    | 13/08/91            | 39.0p           | 116.1  |               | 55.14-58.34p | 177.8 | +53        |
| HOLD     | Legg Mason Int'l Utilities         | LIU  | 13/02/01            | 170.5p          | 565.5  | Neg.          | 5.25p        | 16.5  | -97        |
| BUY      | Private Equity Investor plc        | PEQ  | 11/12/01            | 122.5p          | 420.2  | -49%          | 80.5p        | 252.3 | -40        |
| HOLD     | Templeton E/Markets WARRANTS       | TEMA | 13/07/99            | 40.3p           | 119.7  | +0%           | 5.0p         | 15.7  | -87        |
| * United | Kingdom based Unit Trust           |      |                     | -               |        |               |              |       |            |

### Other Shares and Warrants

Alternative investments in the UK listed investment trust shares and warrants recommended above include **Fidelity Asian Values** shares at 49% pence (-15%, i.e. 15% *below* net asset value), **JPMorgan Fleming Asian** shares at 76½ pence (-5%), **Schroder Asia Pacific** shares at 58 pence (-13%), **Templeton Emerging Markets** shares at 99% pence (-18%), **Baillie Gifford Shin Nippon** warrants at 11½ pence and **Invesco Japan Discovery** warrants which trade at 5½ pence.

#### **Recommended International Investment Funds**

(Continued from Page 3)

quoted at 4-6½ pence - so investors could receive only 4 pence selling these shares. Holding should provide a similar amount over the next year from dividends, without incurring brokerage costs.

**Eaglet Investment Trust plc** has issued 1,110,540 new shares as a result of the exercise of warrants in October.

Shareholders of **Fidelity Asian Values plc** have authorised the company to (1) re-purchase up to 14.99% of its capital on-market if share can be bought at a discount to net asset value and (2) to issue new shares up to 5.0% if they can be sold at a premium to net asset value. This ability to redeem and issue shares makes the company more like an unlisted unit trust and *if these facilities are used* should help keep the share price

closer to the net asset value. At present, however, the shares are trading at a relatively large 15% discount.

JP Morgan Asian Investment Trust plc is seeking shareholder approval for a similar ability to issue shares at above net asset value and repurchase up to 15% of the capital if the shares trade at a discount. Last year shareholders approved the repurchase of up to 14.99% of the capital, but the trust repurchased just 1% (i.e. 1.5 million shares) at a discount of 15%. Since then the discount has been around 5-11%.

JP Morgan Fleming European Fledgeling Investment Trust plc has re-purchased 250,000 shares (0.44% of its capital) at 169 pence, which is about a 22% discount to net asset value.

**Private Equity Investor plc** will announce its interim results for the six months to 30 September on 18 December.

### Listed Investment Trust Warrant Analysis

#### **Review of Speculative Warrants**

Our informally recommended, *speculative* warrants remained relatively steady over the last quarter.

**F & C Income Growth** shares rose marginally, up 0.4% to 123½ pence, but the warrants rose 23.8% to 26 pence. Three months ago the warrants traded at a 23% discount to their Black-Scholes valuation, and have since been re-priced close to their fair value. The warrants expire in just seven months, but offer a very high 4.5 times leverage. So a 1% increase in the share price would add 4.5% to the value of the warrants!

**Perpetual Income and Growth** shares weakened 2.7% to 125½ pence, but the warrants are unchanged at 31½ pence. They still have a very long time until their final expiry date - three years and eight months. Warrant leverage is high at 2.4, so every 1% fluctuation in the share price should result in a 2.4% change in the value of the warrants. The break-even rate is low at 1%, which means that the shares need to rise just 1% per annum for the warrants to *increase* in value through to their final expiry.

**Schroder Income & Growth** shares dipped 4.2% to 137½ pence and the warrants slipped 8.7% to 39½ pence. These warrants expire in just one year, but offer a very high 3.3 times leverage and low break-even rate.

**Gartmore European** slipped 4.5% to 253 pence, with these highly leveraged warrants falling a further 11.4% to 50½ pence. With just 13 months until expiry and a 6% break-even rate, time is running out for these warrants which we originally reviewed in December last year when the shares were at 360 pence and the warrants 142 pence. Nevertheless, European stock-

markets are quite volatile and these warrants offer a high 3.8 times leverage, so would appreciate strongly if European markets recover over the next year.

#### **Polar Capital Warrants**

Another speculative warrant of interest are the **Polar Capital** September 2005 warrants.

Polar Capital is a large £259 million listed investment trust that owns technology shares. The trust does seek to leverage its portfolio and has about £32 million in bank debt, although currently holds around £56 million in cash. The portfolio is well diversified, with the ten largest holdings making up only 20.7% of the portfolio. 40% of the portfolio is invested in the United States, 14% in Europe, 10% in the UK, 9% in Japan, 4% in Australia and 22% in cash. The shares currently trade at 139½ pence, which is just a 4% discount to net asset value.

Each warrant gives an investor the option to buy one share at 100 pence in September 2005, yet trades at just 42 pence. Investing via the warrants is only marginally more expensive than buying the shares (i.e. 42 pence for the warrant and 100 pence if you choose to exercise it in 2005, compared with buying the shares now for 139½ pence), yet investors need risk only 30% of their capital while the remaining 70% can earn interest in the bank for the next 2¾ years! This favourable situation is the result of the warrants currently trading at a large 32% discounts to their fair value.

The warrants also offer a high 1.9 times leverage and have a low break-even rate of just 1%. This is a speculative warrant, but also offers an attractive exposure to a recovery in the Technology sector, so we shall make a *small* investment in these warrants.

| December 10, 2002.<br>Warrant                     | Current<br>Share<br>Price | Warrant<br>Exercise<br>Price | Years&<br>Months<br>to Expiry | Current<br>Warrant<br>Price | Black-<br>Scholes<br>Value | Warrant<br>Over/Under<br>Valued(%) | Share<br>Vola-<br>tility | Warrant<br>Leverage | ShareP         | Return(%p.a<br>riceapprecia<br>10%pa | a.)from        | Page 5<br>Break-<br>Even<br>Rate |
|---|---------------------------|------------------------------|-------------------------------|-----------------------------|----------------------------|------------------------------------|--------------------------|---------------------|----------------|--------------------------------------|----------------|----------------------------------|
| INDIA   |                           |                              | . ,                           |                             |                            | ( )                                | ,                        | J                   | '              |                                      | '              |                                  |
| JPM Fleming Indian                                | 56.3p                     | 100.0p                       | 1-2                           | 1.62p                       | 56.25p                     | -97                                | 9.990                    | 1.0                 | -100.0         | -100.0                               | -100.0         | +66%                             |
| UNITED KINGDOM                                    | 1                         |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| Aberforth Smaller Coys                            | -<br>334.5p               | 100.0p                       | 0-3                           | 234.50p                     | 235.48p                    | -0                                 | 0.262                    | 1.4                 | +7.2           | +14.5                                | +29.4          | +0%                              |
| Blue Chip Value & Income                          | 17.3p                     | 75.0p                        | 8-3                           | 3.00p                       | 17.25p                     | -83                                | 9.990                    | 1.0                 | -100.0         | -100.0                               | -1.6           | +20%                             |
| Edinburgh Smaller Coys                            | 36.3p                     | 100.0p                       | 5-9                           | 16.50p                      | 6.25p                      | +164                               | 0.421                    | 2.4                 | -100.0         | -100.0                               | -23.9          | +23%                             |
| F & C Income Growth                               | 123.5p                    | 100.0p                       | 0-7                           | 26.00p                      | 26.31p                     | -1                                 | 0.208                    | 4.5                 | +7.1           | +31.9                                | +86.1          | +3%                              |
| Fidelity Special Values                           | 233.5p                    | 100.0p                       | 1-1                           | 133.00p                     | 137.68p                    | -3                                 | 0.257                    | 1.7                 | +9.1           | +17.8                                | +35.3          | -0%                              |
| Invesco City & Commercial                         | 35.5p                     | 100.0p                       | 2-6                           | 6.00p                       | 35.50p                     | -83                                | 9.990                    | 1.0                 | -100.0         | -100.0                               | -100.0         | +55%                             |
| Legal & Gen'l Recovery                            | 98.5p                     | 100.0p                       | 1-10                          | 22.50p                      | 98.50p                     | -77                                | 9.990                    | 1.0                 | -44.2          | -13.3                                | +32.3          | +13%                             |
| Perpetual Income & Gth<br>Schroder Income & Grwth | 125.5p                    | 100.0p                       | 3-8                           | 31.50p                      | 45.27p                     | -30                                | 0.253                    | 2.4                 | +13.5<br>+12.3 | +28.1<br>+29.7                       | +51.6          | +1%                              |
| Taverners Trust                                   | 137.5p<br>58.0p           | 100.0p<br>100.0p             | 1-0<br>7-8                    | 39.50p<br>7.50p             | 41.58p<br>58.00p           | -5<br>-87                          | 0.185<br>9.990           | 3.3<br>1.0          | -100.0         | +29.7<br>+14.0                       | +64.6<br>+45.7 | +1%<br>+8%                       |
|   | 36.Up                     | 100.0р                       | 7-0                           | 7.50p                       | 36.00p                     | -01                                | 9.990                    | 1.0                 | -100.0         | +14.0                                | +45.7          | +0%                              |
| <u>LATIN AMERICA</u>                              |                           |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| Aberdeen Latin American                           | 40.3p                     | 100.0p                       | 6-10                          | 6.00p                       | 12.51p                     | -52                                | 0.486                    | 1.8                 | -100.0         | -100.0                               | +32.0          | +15%                             |
| Deutsche Latin American                           | 46.8p                     | 100.0p                       | 7-6                           | 8.50p                       | 12.52p                     | -32                                | 0.384                    | 2.1                 | -100.0         | -100.0                               | +35.6          | +12%                             |
| EMERGING MARK                                     | (ETS                      |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| F & C Emerging Markets                            | 49.3p                     | 102.0p                       | 0-3                           | 0.37p                       | 0.01p                      | +3918                              | 0.495                    | 27.3                | -100.0         | -100.0                               | -100.0         | +1767%                           |
| Schroder Emer Countries                           | 46.5p                     | 100.0p                       | 3-9                           | 3.25p                       | 5.48p                      | -41                                | 0.394                    | 3.0                 | -100.0         | -100.0                               | -100.0         | +24%                             |
| Templeton Emerging Mkts                           | 99.8p                     | 133.0p                       | 1-9                           | 5.00p                       | 11.79p                     | -58                                | 0.375                    | 3.9                 | -100.0         | -100.0                               | -9.0           | +20%                             |
| <b>TECHNOLOGY</b>                                 |                           |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| Herald Investment Trust                           | 199.5p                    | 100.0p                       | 0-4                           | 101.00p                     | 100.84p                    | +0                                 | 0.441                    | 2.0                 | +5.4           | +15.4                                | +36.4          | +2%                              |
| Polar Capital                                     | 139.5p                    | 100.0p                       | 2-9                           | 42.00p                      | 61.81p                     | -32                                | 0.420                    | 1.9                 | +13.5          | +27.1                                | +50.9          | +1%                              |
| INTERNATIONAL                                     |                           |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| Special Utilities S                               | 121.5p                    | 100.0p                       | 5-1                           | 35.50p                      | 45.69p                     | -22                                | 0.223                    | 2.3                 | +9.3           | +21.9                                | +41.5          | +2%                              |
| EUROPEAN  |                           |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| Gartmore European                                 | 253.0p                    | 220.0p                       | 1-1                           | 50.50p                      | 54.45p                     | -7                                 | 0.298                    | 3.8                 | -6.9           | +18.2                                | +67.4          | +6%                              |
| TR European                                       | 109.0p                    | 166.0p                       | 0-10                          | 2.25p                       | 2.50p                      | -10                                | 0.359                    | 8.4                 | -100.0         | -100.0                               | -100.0         | +68%                             |
| Blue Planet European Financ                       | ial 40.0p                 | 100.0p                       | 1-3                           | 2.00p                       | 0.67p                      | +199                               | 0.473                    | 6.0                 | -100.0         | -100.0                               | -100.0         | +111%                            |
| Merrill European                                  | 106.3p                    | 100.0p                       | 1-7                           | 24.50p                      | 20.94p                     | +17                                | 0.279                    | 3.8                 | -27.3          | -2.4                                 | +40.1          | +11%                             |
| SR Europe   | 66.3p                     | 100.0p                       | 3-8                           | 8.50p                       | 66.25p                     | -87                                | 9.990                    | 1.0                 | -100.0         | -100.0                               | +40.1          | +14%                             |
| <u>JAPAN</u>                                      |                           |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| B Gifford Shin Nippon                             | 81.0p                     | 200.0p                       | 2-4                           | 11.50p                      | 3.14p                      | +267                               | 0.402                    | 4.5                 | -100.0         | -100.0                               | -100.0         | +51%                             |
| Fidelity Japan Values                             | 36.8p                     | 100.0p                       | 1-4                           | 2.50p                       | 0.52p                      | +381                               | 0.473                    | 6.0                 | -100.0         | -100.0                               | -100.0         | +116%                            |
| Gartmore Select Japan                             | 28.0p                     | 100.0p                       | 0-5                           | 0.50p                       | 0.00p                      | +9999                              | 0.363                    | -18.5               | -100.0         | -100.0                               | -100.0         | +2049%                           |
| Invesco Japan                                     | 48.3p                     | 100.0p                       | 1-10                          | 5.50p                       | 4.09p                      | +35                                | 0.510                    | 3.5                 | -100.0         | -100.0                               | -100.0         | +53%                             |
| Martin Currie Japan 05                            | 55.3p                     | 100.0p                       | 2-10                          | 10.75p                      | 4.93p                      | +118                               | 0.357                    | 3.8                 | -100.0         | -100.0                               | -100.0         | +28%                             |
| Murray Japan Growth & Incor                       |                           | 100.0p                       | 6-3                           | 0.15p                       | 0.50p                      | -70                                | 9.990                    | 1.0                 | -100.0         | -100.0                               | -100.0         |                                  |
| Schroder Japan Growth                             | 56.8p                     | 100.0p                       | 1-11                          | 5.00p                       | 2.24p                      | +123                               | 0.325                    | 5.7                 | -100.0         | -100.0                               | -100.0         | +38%                             |
| FAR EASTERN                                       |                           |                              |                               |                             |                            |                                    |                          |                     |                |                                      |                |                                  |
| Aberdeen Asian Small                              | 106.3p                    | 100.0p                       | 7-11                          | 38.25p                      | 50.00p                     | -23                                | 0.319                    | 1.7                 | +5.0           | +16.2                                | +32.3          | +3%                              |
| Edinburgh Dragon Trust                            | 51.8p                     | 60.0p                        | 2-1                           | 8.75p                       | 9.57p                      | -9                                 | 0.370                    | 3.2                 | -100.0         | -39.1                                | +32.2          | +15%                             |
| Fidelity Asian Values                             | 49.8p                     | 100.0p                       | 3-8                           | 6.50p                       | 7.84p                      | -17                                | 0.434                    | 2.7                 | -100.0         | -100.0                               | -100.0         | +23%                             |
| Invesco Asia                                      | 43.3p                     | 100.0p                       | 1-7                           | 1.25p                       | 0.90p                      | +39                                | 0.407                    | 5.9                 | -100.0         | -100.0                               | -100.0         | +71%                             |
| JPM Fleming Asia                                  | 76.5p                     | 100.0p                       | 2-2                           | 7.75p                       | 12.06p                     | -36<br>25                          | 0.385                    | 3.3                 | -100.0         | -100.0                               | +29.5          | +17%                             |
| Schroder Asia Pacific Scottish Oriental Sm Co     | 58.0p<br>111.5p           | 100.0p<br>100.0p             | 3-1<br>4-1                    | 6.75p<br>41.00p             | 8.96p<br>41.85p            | -25<br>-2                          | 0.420<br>0.345           | 2.9<br>2.1          | -100.0<br>-3.1 | -100.0<br>+11.8                      | -35.3<br>+33.8 | +22%<br>+6%                      |
|   | •                         | ·                            | 4-1                           | -1.00h                      | -1.00μ                     | -2                                 | 0.040                    | ۷.۱                 | -J. I          | -11.0                                | ruu.0          | <del>TU</del> /0                 |
| HONG KONG / CH                                    |                           | •                            |                               |                             |                            |                                    | 0.1                      | <b>a</b> =          | 400 -          | 400 -                                |                | 4 4 6 - 1                        |
| Fleming Chinese                                   | 41.3p                     | 100.0p                       | 1-2                           | 1.12p                       | 0.70p                      | +59                                | 0.480                    | 6.0                 | -100.0         | -100.0                               | -100.0         | +116%                            |

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### The "Dow Dividend" Portfolio Annual Update

#### Our "Dow Dividend" Portfolio

Our "Dow Dividend" portfolio was started with US\$10,000 (NZ\$23,450) in January 2002 when the Dow Jones Industrial Index was 9987.53 and the S&P 500 Index was 1145.60.

The portfolio currently consists of:

| 105 shares in SBC Communications (SBC) | \$2,775 |
|--|---------|
| 65 shares in JP Morgan Chase (JPM)     | \$1,588 |
| 64 shares in ExxonMobil (XOM)          | \$2,250 |
| 24 shares in International Paper (IP)  | \$897   |
| Cash balance                           | \$231   |
| Total Value                            | \$7,741 |

Over the last three months we have collected regular quarterly dividends from all four companies. 27 cents per share (US\$28.35) from SBC Communications, 34 cents (US\$22.10) from JP Morgan Chase, 23 cents (US\$14.72) from ExxonMobil and 25 cents (US\$6.00) from International Paper. After 15% non-resident withholding tax was deducted, that raised our cash holding by US\$60.49, from US\$110 to US\$171.

The Dow Jones Index is currently 8,896.09 and the S&P 500 Index is 936.31. Our portfolio has underperformed over the last year falling 22.6% compared with only a 10.9% decline in the Dow Jones Index and an 18.3% decline in the S&P 500 Index.

This portfolio, however, is undiversified - with up to 70% in the two largest holdings) so can vary significantly from the market averages, but intended as just a small part of our total investment portfolios.

Our "Dow Dividend" Portfolio is updated once per year, in December.

### **Current Data and Annual Update**

Investors can find the current ten highest yielding Dow stocks by visiting a site such as **Dogs of the Dow** (www.dogsofthedow.com/doggishy1.htm). The five *lowest priced* shares are also identified as "Small Dogs".

If the stock with the *highest yield* is also the *lowest priced* stock, remove it from this list - as this company is often *distressed* rather than simply *depressed*. Then select the four *lowest priced* "small dogs":

| <u>Company</u>     | <u>Price</u> | <u>Yield</u> | "Small Dog" |
|--------------------|--------------|--------------|-------------|
| Philip Morris      | US\$39.95    | 6.41%        | No          |
| JP Morgan Chase    | \$24.43      | 5.57%        | Yes         |
| General Motors     | \$37.25      | 5.37%        | No          |
| Eastman Kodak      | \$36.66      | 4.91%        | No          |
| SBC Communications | \$26.43      | 4.09%        | Yes         |
| DuPont             | \$43.80      | 3.20%        | No          |
| Honeywell          | \$24.37      | 3.08%        | Yes         |
| Caterpillar        | \$46.17      | 3.03%        | No          |
| General Electric   | \$26.05      | 2.76%        | Yes         |
| AT & T             | \$28.00      | 2.68%        | Yes         |

The *highest yielding* stock is Philip Morris while the *lowest priced* is Honeywell, so make no change to the list. Then we invest in the *four lowest priced* stocks, which are labelled as "Small Dogs" which are Honeywell, JP Morgan Chase, General Electric and SBC Communications. We would normally weight that portfolio towards the *lowest* priced of these stocks, with 40% in the lowest priced, then 30%, 20% and 10%. However, as Honeywell and JP Morgan Chase are very similar in price we shall invest 35% of the portfolio in each of these two companies. For the same reason, we shall invest 15% of the portfolio in General Electric and SBC Communications:

| Company            | Price   | Percent |
|--------------------|---------|---------|
| Honeywell          | \$24.37 | 35%     |
| JP Morgan Chase    | \$24.43 | 35%     |
| General Electric   | \$26.05 | 15%     |
| SBC Communications | \$26.43 | 15%     |

### **Portfolio Changes**

To achieve this new portfolio we shall:

- 1. Sell all of our shares in ExxonMobil (XOM)
- 2. Sell all of our shares in International Paper (IP).
- 3. Sell 62 SBC Communications (SBC) *reducing* this holding to 43 shares.
- 4. Buy an additional 45 JP Morgan Chase (JPM) shares *increasing* this holding to 110 shares.
- 5. Buy 110 Honeywell (HON) shares.
- 6. Buy 44 General Electric (GE) shares.

After deducting brokerage (at US\$15 per trade, or US\$90 in total) our portfolio will look like this:

| 110 shares in Honeywell (HON)         | \$2,681 |
|---------------------------------------|---------|
| 110 shares in JP Morgan Chase (JPM)   | \$2,687 |
| 44 shares in General Electric (GE)    | \$1,146 |
| 43 shares in SBC Communications (SBC) | \$1,136 |
| Cash balance                          | \$1     |
| Total Value                           | \$7,651 |

Once we have executed these trades to update our "Dow Dividend" Portfolio it will remain unchanged until its next annual review in December 2003, although we shall monitor and report its progress each quarter.

### Next Issue

The next issue of *International Investor* will be posted in five weeks time on Tuesday January 14, 2003 (and delivered in most areas on Wednesday 15).

Subscribers who have updated their account online with an e-mail address will also receive the Electronic version in their e-mail Tuesday morning.

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