## **HSZ** China Fund

# Newsletter September 2010

- China's PMI shows stronger than expected improvement
- Sound Global announces a potential sizable contract in Jiangsu
- New World Department Store sales momentum picks up
- KWG delivers solid growth and high earnings visibility

China's official Purchasing Managers' Index (PMI) rebounded to 53.8 in September, after bottoming out at an 18-month low of 51.2 in July. The reading suggests a better than expected improvement in the activity growth despite the intensifying adjustment to shut down some energy inefficient enterprises. Fixed asset investment remained resilient for the first eight months, growing at 25 percent year on year, helped by the aggressive rollout of the social housing program. Retail sales also came in at an 18 percent growth on strong consumer confidence and robust income growth. CPI inflation continued to edge up to 3.5 percent in August, on rising food prices. Non-food inflation softened to 1.5 percent, compared to 1.6 percent in July.

Sound Global announced that they had signed a Memorandum of Understanding for a Build, Operate and Transfer (BOT) project worth CNY 1.38 billion in Lianyungang City, Jiangsu Province. Upon signing the official contract, the company will build and operate the project for 30 years with wastewater treatment and water supply capacity up to 300'000 tonnes per day, which will significantly boost the contract wins for this year. In September, the company has successfully raised CNY 885 million through issuance of convertible bonds, which would help to fund the expansion of its BOT portfolio. Sound Global also floated its ordinary shares on the Hong Kong Stock Exchange recently, which would provide the company with an additional funding channel and better valuation in the long run.

Revenue of New World Department Store was HKD 1'873 million in the financial year ended June 2010, growing at 8.8 percent year on year. In particular, direct sales increased by 45 percent to HKD 397 million. The commission rate dropped by 90 basis points to 19.4 percent and the gross margin for direct sales improved by 2 percentage points to 25.5 percent. In the reporting period, ladieswear and accessories made up around 57 percent of gross sales revenue. Operating margin improved from 40.4 percent to 43.4 percent on effective control of advertising and promotion expenses while efficiently enhanced the brand image and VIP services. As of June 2010, the group operates 25 self-owned stores and 10 managed stores with a total gross floor area of about 1'174'530 square metres.

KWG's revenue amounted to CNY 2'342 million for the first half of 2010, jumped 160 percent year on year, primarily due to the increase in the total gross floor area delivered in sales of properties. Land cost per square meter rose to CNY 1'179 from CNY 862 for the corresponding period in 2009, due to the higher proportion of units delivered with the more expensive land use rights obtained in 2007. Net profit came in at CNY 407 million, increased by 141 percent year on year. The net gearing ratio improved to 43 percent, attributable to the strong pre-sale proceeds in the first half. Up to September, KWG has achieved contracted sales of about CNY 9.2 billion, 92 percent of the full year contracted sales target for 2010.



#### Figures as of September 30, 2010

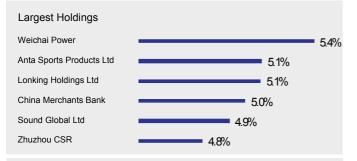
#### Net Asset Value

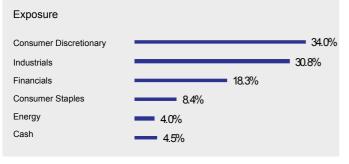
Per Share: USD 139.96, CHF 109.81, EUR 132.63

Market Capitalization: USD 114.5 million



Performance				
	September YTD		1Y	Nov 17, 06
USD-Class	+13.6%	+15.1%	+34.3%	+40.0%
CHF-Class	+8.4%	+8.9%	+27.2%	+9.8%
EUR-Class	+5.7%	+22.0%	+44.8%	+32.6%





### **General Information**

#### Characteristics

Fund Name HSZ China Fund Structure Open-end

"Kategorie: Übrige Fonds"
Approved August 2006 by Swiss Financial
Market Supervisory Authority

Swiss investment fund,

Launch November 2006

Fund Volume Launched at USD 130 million

Fiscal Year End December 31
Reporting Semi-annually in USD

Currency Classes USD, CHF, EUR (all unhedged)
ISIN, Valor USD-Class, WKN CH0026828035, 2682803, A0LC13
ISIN, Valor EUR-Class, WKN CH0026828092, 2682809, A0LC14
ISIN, Valor CHF-Class, WKN CH0026828068, 2682806, A0LC15

Issue price (all classes) 100
Distributions Inco

Distributions Income annually Issuance/Redemption Daily

Management Fee 1.5% annually

Performance Fee 10% above hurdle rate of 5%,

high water mark

Issuance Fee Maximum 5% Redemption Fee None

#### Information

Custodian Bank

Main Distributor

Prospectus/By-Laws Available upon request Publication of NAV (daily) www.hszgroup.com

www.falconpb.com

Neue Zürcher Zeitung (NZZ)
Bloomberg HSZCHID SW Equity
HSZCHEU SW Equity

HSZCFCH SW Equity

Monthly Reports Subscription

Fund Administrator Falcon Fund Management

(Switzerland) Ltd. Falcon Private Bank Ltd.

Investment Manager HSZ Group

Falcon Fund Management (Switzerland) Ltd

Auditors PricewaterhouseCoopers Ltd.

Subscriptions All Bank

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#### **Investment Opportunity**

Once the world's largest trading power, China's gradual decline during the second millennium culminated in the Maoist purgatory. However, since the 1980s economic development has taken center stage. China has become the engine of the fastest growing region in the world attracting substantial foreign investments and developing into the world's manufacturing hub. Furthermore, an increasing middle class is fuelling demand for consumer products. The growth momentum is set to continue as China strives to catch up with mature economies, producing attractive investment opportunities.

#### Investment Strategy

The objective of HSZ China Fund is to create sustained shareholder value by acquiring and managing equity and equity-linked investments in a select number of high-quality companies that are rooted in China. At least two-thirds of the total assets are to be invested in companies which are domiciled in China or participate as holding companies in enterprises domiciled there. At most one-third of the total fund volume can be invested in equity oriented stocks and money market instruments of issuers worldwide. Based on fundamental analysis and a bottom up approach, investment opportunities are identified that are assessed to provide above-average return on invested capital, have strong earnings per share growth and are priced attractively.

#### Risk Management

The Chinese stock market has many of the particular risks and characteristics of emerging markets. HSZ Group exerts itself for reducing specific risks by accurately screening and monitoring high quality assets. That is why the long-lived experience of its specialists based locally is invaluable for investors. The fund is well diversified by investing in at least 15 companies. Each position represents a weight of between 5 to 10% of total assets with a maximum limit of 15%. No portfolio leverage is employed. The fact that HSZ China Fund invests in listed equity provides the investor with a reasonable degree of liquidity.

#### Investment Manager

HSZ Group is a Hong Kong based independent investment management company. Its investment team has been managing Asian equity portfolios since 1994.

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