

MARKETS SUMMIT

Bubble, bubble – toil and trouble?

15 February 2011

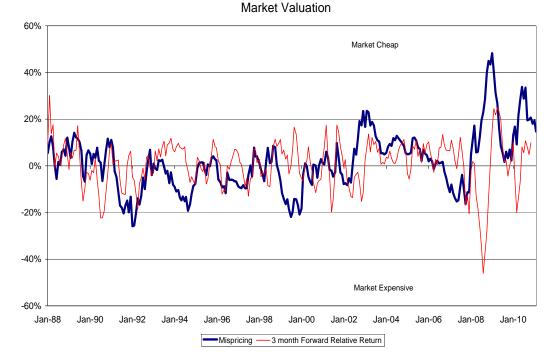
facilitating debate on the outlook for the markets

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Market Outlook

- Valuations remain attractive and liquidity is strong
- Earnings Outlook Improving
- Strong Currency is capping some upside to equities





Australian Market Drivers

- Global Cyclicals (offshore industrials, transport, steel)
 - Growth in developed markets
- Resources (bulk commodities, metals, energy)
 - Emerging market growth
- Domestic Cyclicals (building materials, industrial services, retail, media)
 - Domestic growth
- Financials (banks, insurance, diversified financials)
 - Domestic growth, interest rates, market leverage
- Defensives (telcos, healthcare, REITS, infrastructure)
 - Risk appetite, interest rates



US Growth Recovering

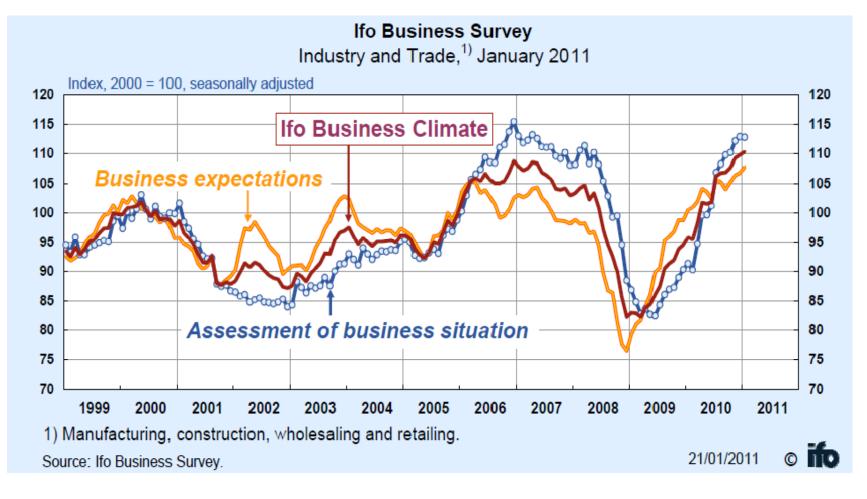
US Manufacturing PMI



Source: US Institute of Supply Management



German Upswing Stabilising Europe



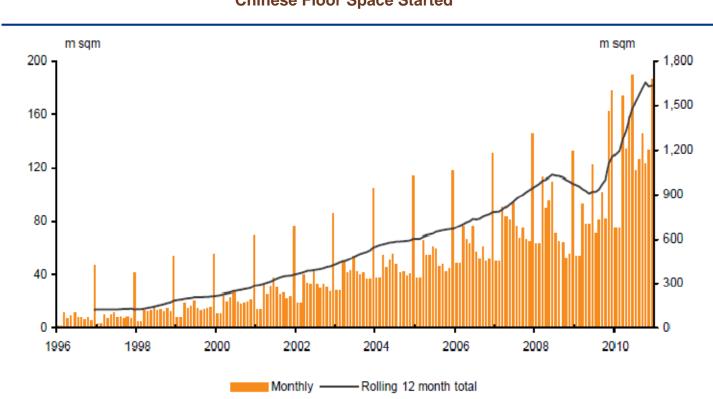


Global Cyclicals

- Accelerating growth in developed markets will see upside surprise to profits for global cyclicals
 - » OVERWEIGHT
- Preferred stocks
 - News Corp
 - Incitec Pivot
 - Brambles
 - Amcor
 - Sims Group



Chinese Construction Booming



Chinese Floor Space Started

Source: CEIC, NBS, RBS



Chinese Growth has Risks

- Positives
 - Underlying trend of urban migration
 - Increasing incomes
 - Internally funded investment
 - Central government committed to growth and cautious about change
- Risks
 - Investment as a percentage of GDP is very high and increasing while growth is slowing
 - Inflation increasing
 - Signs of property speculation
 - Price controls leading to misallocation of resources and overinvestment
 - High dispersion of income and wealth
 - Global pressure to reduce trade surplus



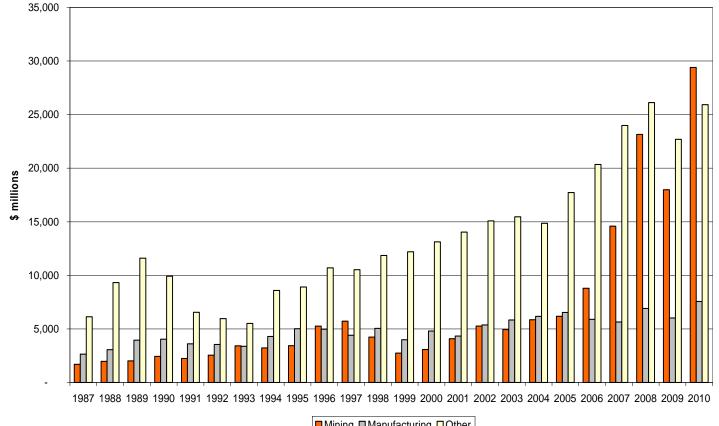
Resources

- Chinese structural growth story for medium term, but chance of correction in the near term with tightening measures.
 - » NEUTRAL
- Preferred Stocks
 - Equinox
 - PanAust
 - Gloucester Coal
 - BHP Billiton



Australian Mining Boom

Australian Expected New Private Capital Expenditure



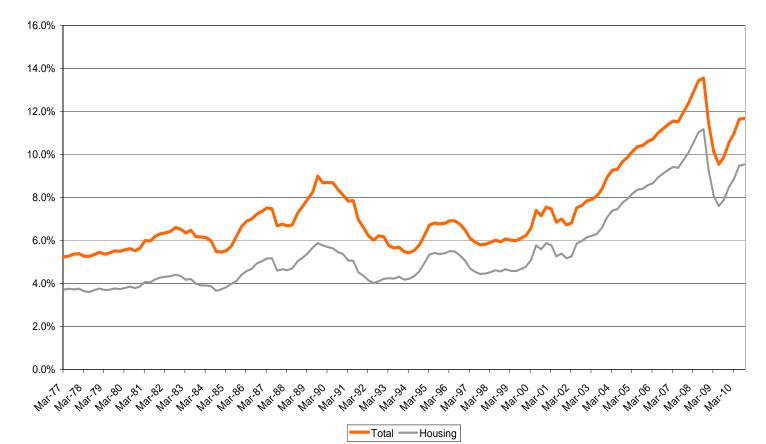


Source: Australian Bureau of Statistics

■ Mining ■ Manufacturing ■ Other

...but, Households Highly Geared

Interest payments to disposable income



Source: Reserve Bank of Australia



...and Saving More

Savings Ratio



Source: Australian Bureau of Statistics

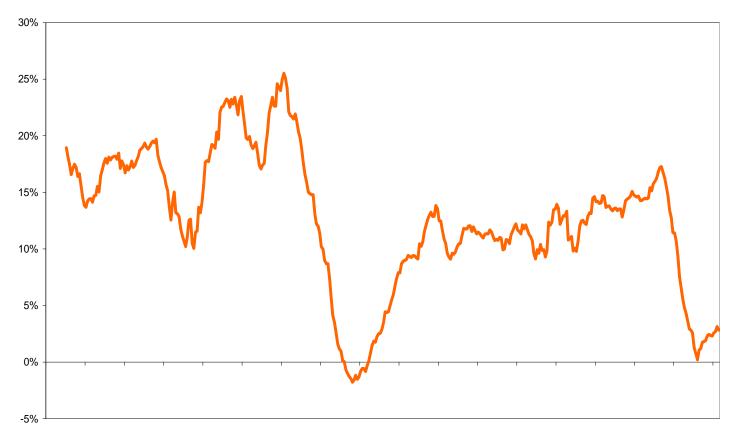


Domestic Cyclicals

- High commodity prices to keep driving the mining investment boom
 > OVERWEIGHT Mining Services
- Increasing inflation, interest rates and high house prices to constrain household spending
 - » UNDERWIGHT Retail and Building Materials
- Preferred Stocks
 - Boart Longyear
 - Bradken
 - Graincorp



Credit Growth Structurally Lower



Australian Credit Growth

Sep-76 Sep-78 Sep-80 Sep-82 Sep-84 Sep-86 Sep-88 Sep-90 Sep-92 Sep-94 Sep-96 Sep-98 Sep-00 Sep-02 Sep-04 Sep-06 Sep-08 Sep-10



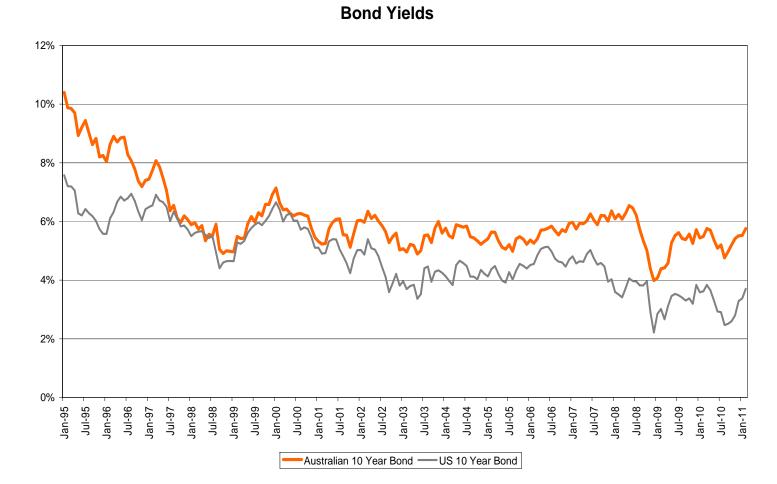
Source: Reserve Bank of Australia

Financials

- Credit growth will be closer to nominal GDP, but bad debts have stabilised
- New capital and liquidity standards have provided uncertainty, but nearly resolved
- Market leverage provides upside
- Value exists
 - » OVERWEIGHT
- Preferred Stocks
 - ANZ Banking Group
 - National Australia Bank
 - Challenger



Higher Yields Pressure Valuations



Tribeca

Source: Reserve Bank of Australia

Growth

- Healthcare has strong long term demographics, but government funding pressures in the short term
- Long duration growth pressured by higher bond yields
 - > UNDERWEIGHT
- Preferred Stocks
 - ResMed
 - Flight Centre



Defensives

Stronger equity market and higher short rates not a good combination

- Preferred Stocks
 - ResMed
 - Transurban Group





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