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## The Coronation Fund Managers Global Quarterly (US Edition)

January 2017



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# CORONATION

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Coronation Asset Management (Pty) Limited is an authorised financial services provider.  
7th Floor, MontClare Place, Cnr Campground & Main Roads, Claremont 7708.  
PO Box 44684, Claremont 7735 Telephone: 021 680 2000

**[www.coronation.co.za](http://www.coronation.co.za)**

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## NOTES FROM MY INBOX

### RIGOUR IN A POST-TRUTH WORLD

By Kirshni Totaram

*Kirshni is global head of institutional business. She is a qualified actuary and a former manager of the Coronation Property Equity portfolio. Kirshni joined Coronation in 2000.*



Welcome back!

A new year traditionally heralds new beginnings, but there is no denying that we will not close the chapter on 2016 any time soon. The events of last year will reverberate through modern history, and have upended the status quo, probably irreversibly.

Apart from Brexit and the election of Donald Trump as US president, the year that saw the highest global temperatures on record also gave us presidential impeachments in Brazil and South Korea, the rise of populism, unrelenting terror attacks, the death of the Trans-Pacific Partnership and a bloody civil war in Syria, the effects of which were felt far beyond the region. In South Africa, the political ground shifted below our feet as power relations changed, the electorate switched allegiances and civil unrest intensified. At times, amid the constant flow of new allegations and shocking developments, a single day proved to be a long time in local politics.

The political volatility across the world was matched by market movements. After some stops and starts, developed market equities reached record highs in the final quarter of the year, just as US bond yields finally started falling apart. Commodities and the oil price gained ground and, despite a couple of lethal blows, the predicted demise of the rand was greatly exaggerated – while the almighty sterling lost 16% against the dollar.

As you know, we do not invest on daily newsflow or market gyrations. We are solely focused on achieving long-term investment growth and the risk-adjusted valuation of an asset remains the single most important consideration when investing our clients' savings. Events in a year like 2016 will not change our investment approach, and we continue to focus on finding opportunities as the market overreacts and misprices investments. That said, there is an undeniable sense that the international environment is changing, creating more moving parts to take into account. Not only are we carefully considering the impact of the shifting status quo on investments, but we also have a

greater awareness of our own responsibility to maintain rigour in a post-truth world.

Fake news, amplified by social media, has been swaying debate and sowing mistrust, and it has been disconcerting to see how a blatant lie, tweeted in the early morning hours, can get halfway around the world before the truth has a chance to get its pants on, to paraphrase a saying attributed to Winston Churchill. Amid an oversupply of information, there is a scarcity of verified fact, and even less real wisdom. Now more than ever, we are all required to demand the highest standards from our information sources and to be judicious in who and what we trust. Trust should be earned, after all.

This especially holds true for investing. In recent years, we have seen an increase in imprudent rhetoric and easy promises in the asset management industry. But there is no shortcut in delivering real, market-beating investment growth over the long term – rigorous research and domain knowledge are required, along with the broad shoulders and discipline to make the unpopular decisions that may impact short-term performance, but will ultimately grow your investment in the long run.

Our 23-year performance track record and practice of always putting clients first should anchor our investors in a time where integrity and truth are in short supply. With a singular focus on asset management, we strive to earn your trust through the highest ethical standards and strong investment performance. Our culture of being owner-managed, independent and performance-driven has helped us to consistently deliver market-beating returns for our investors over the long term. When looking at our institutional clients:

- More than 95% of those clients who have been invested with us for more than ten years have outperformed their benchmarks.
- 100% of clients have outperformed their benchmarks over 20 years.



It has now been almost five years since our South African equity product range has been closed to new investors, and more than four years since we closed our balanced and absolute return strategies. As an investment-led firm, we value our investment track record far more than our company profitability or our market share.

## IN THIS EDITION

In an exclusive article written for our readers, the *Financial Times* chief foreign affairs commentator Gideon Rachman explores the new 'Trumpian world'. He believes president Trump could trigger a revolution in global politics, with the potential of upsetting trade relations and other relationships. You will find Gideon's guide to the main issues to watch out for in 2017 on the following pages.

On page 7, political analyst Simon Freemantle gives his assessment of where South African politics may be heading

this year. After the bruising events of 2016, he expects a different kind of drama to play out in the coming months ahead of the ANC leadership election in December.

Amid the volatility, we continue to find good long-term opportunities across the globe, and in this edition, we outline the investment cases for international consumer staple companies (page 22), frontier cement companies (page 26) and the UK property group Hammerson (page 24).

Our economist Marie Antelme assesses the improved prospects for global economic growth this year on page 9, and you will find our regular commentaries on the international markets elsewhere in the publication. We also profile our Coronation Global Managed Strategy (page 19) in this issue.

We hope you enjoy the read. ■



## THE NEW TRUMPIAN WORLD

By Gideon Rachman

*Gideon is the chief foreign affairs commentator at the Financial Times and a globally respected journalist. He joined the Financial Times in 2006 after a 15-year career at The Economist, which included positions as a foreign correspondent in Brussels, Washington and Bangkok.*



The presidency of Donald Trump has the potential to be a revolutionary moment in global politics. The new US president appears to reject some of the basic principles on which American foreign policy has been based since the end of the Second World War. Ever since 1945, all US presidents have shared a commitment to an international order built around two central pillars. The first pillar is the promotion of international trade. The second is a global security system based on a network of US-led alliances.

But during his campaign for the presidency, Trump threatened to pull down both pillars. The 45th president of the United States is an avowed trade protectionist. And he is also a man who has consistently questioned the value of US-led alliances – calling NATO ‘obsolete’ and suggesting that America’s alliances with Japan and South Korea are bad deals for the US. The question is what will happen when Trump’s big ideas collide with the real world? Here is an issue-by-issue guide to the main places and problems to watch out for in 2017:

### RUSSIA

Trump is an open admirer of Vladimir Putin. The new US president’s desire for a rapprochement with the Kremlin could lead him to lift sanctions on Russia and to accept the annexation of Crimea. But any such policies are likely to bring Trump into direct conflict, with the US intelligence community and with influential members of his own Republican party. The new president poured scorn on the CIA’s assessment that Russian hacking had played a part in the American presidential election. But can he afford to have a poisonous relationship with such a powerful interest group in Washington? After all, Trump will need the CIA’s assessments to guide him through some of the most dangerous issues he faces – including North Korea.

### NORTH KOREA

The biggest looming security crisis facing Trump is probably North Korea. By the end of the Obama years, concerns were mounting in the White House that North Korea is

getting dangerously close to being able to fit a nuclear warhead onto a ballistic missile that could hit the west coast of the United States. It is conventional wisdom in the US security establishment that a North Korea armed with ballistic nuclear missiles is an intolerable threat to the US. Trump’s initial comments on the subject suggest that he believes that increased pressure from China could force the North Koreans to abandon their nuclear programme. But gaining Beijing’s co-operation could be impossible – against a background of rows over trade and Taiwan. Faced with frustration over North Korea, Trump may be tempted to revisit some of the military options that were discarded by President Obama as too dangerous.

### TRADE

During the election campaign, Trump was visceral in his denunciations of China, proclaiming that, ‘We have a \$500 billion deficit with China ... We can’t continue to allow China to rape our country ... It’s the greatest theft in the history of the world’. Those who hoped that Trump would abandon protectionism, after winning office, were quickly disappointed. On the contrary, the new president placed protectionists in key positions in his administration. Peter Navarro, author of a book and film called *Death by China*, was appointed to head a new National Trade Council, based in the White House. Navarro’s intellectual ally, Wilbur Ross, is Commerce Secretary.

Navarro’s film begins by urging viewers – ‘Don’t buy made in China’. It points out the considerable loss in US manufacturing jobs, since China joined the World Trade Organisation in 2001, and blames this on a range of ‘unfair’ Chinese trading practices – including lax environmental standards, currency manipulation, intellectual property theft and illegal export subsidies. Some of the ills that Navarro highlights – such as commercial espionage – are real enough. Other complaints, such as the charge of currency manipulation, are outdated.

If Trump follows through on his threat to impose swinging tariffs on Chinese goods, he would certainly provoke



retaliation. A trade war would ensue, poisoning commercial relations between the first and second largest economies in the world – and damaging the entire global economy.

## CHINA

The threat of a real war between the US and China has also risen, following Trump's election. The deliberate but careful attempts of the Obama administration to push back against Chinese ambitions in the Asia-Pacific region are likely to be replaced by a new Trump approach that is much more openly confrontational, and more impulsive in style. Even before taking office, the new US president demonstrated his willingness to antagonise Beijing – by taking a phone-call from the president of Taiwan, something that all US presidents have refused to do, since the normalisation of relations between the US and China in the 1970s. Mr Trump has also endorsed a significant expansion in the US Navy, which could signal a more aggressive American rejection of Beijing's ambitions in the South China Sea. If there is a broader strategic thrust to Mr Trump's thinking, it could be to split apart the informal alliance between Russia and China – and instead form a Washington-Moscow axis, designed at containing Chinese influence.

## EUROPE

There are crucial elections in France, the Netherlands and Germany this year. There is now fear in the French and German governments, that Mr Trump may seek to help the European far-right – by supporting Marine Le Pen in the French presidential elections in May, the Party for Freedom in the Dutch elections in March and the Alternative für Deutschland party in the German elections in September. In that case, both the Kremlin and the White House would be working towards the defeat of the German chancellor. Such a scenario would once have been unthinkable. But it is possible in the new *Trumpian* world.

## BREXIT

One huge disruptive factor for the global economy and for the Western alliance is Britain's determination to leave the EU. The formal negotiation process is likely to begin in early 2017. It is unlikely to go well because the gap between the expectations of the British and EU sides is enormous. The British want to restore control over immigration from Europe and restore the supremacy of UK law – while maintaining complete free trade with Europe. The EU will refuse to do this.

Unfortunately for the UK, the negotiating process hugely favours the EU because if no new agreement is reached, the UK will simply fall out of the EU after two years – with potentially chaotic consequences for trade and migration. Faced with this nightmarish situation, the British may look to the Trump administration for assistance – either in the form of pressure on the EU, or through the offer of an alternative

free-trade deal with the US. That, however, would be very hard to deliver quickly.

## IRAN

Republicans in Congress share Trump's disdain for President Obama's nuclear deal with Iran. Some of the new president's key appointees – including General Michael Flynn, his National Security Advisor – are particularly noted for their hostility towards Iran. But, in the long term, ripping up the nuclear deal could put the US on the road to a war with Iran. Will Mr Trump be prepared to take that risk?

## TURKEY

Some investment bankers have talked of a fragile five countries, made up of South Africa, Brazil, Indonesia, India and Turkey. These five are said to be defined by their reliance on foreign capital. But, of the five, by far the most fragile looks to be Turkey – for reasons that are essentially to do with geopolitics.

The backwash of the Syrian war is now seriously destabilising Turkey. The country now hosts more than 3m refugees and has been hit repeatedly by terrorist attacks. It is also bitterly politically divided as President Erdogan seeks to consolidate his power – and purges both the press and the civil service. The year has started with the Turkish currency plunging. And given Turkey's significance – on issues ranging from refugees to the NATO alliance – turmoil there will inevitably affect Europe and the wider West. It cannot simply be ignored.

## THE MIDDLE EAST AND TERRORISM

Trump has consistently advocated a much more ferocious approach to the war on 'radical Islamic terrorism'. But his advisers disagree about what that might mean. Some want the US military to go plunging back into the Middle East. Others argue that such a policy would push America back into the quagmire of war – while provoking new terror attacks. They will advocate a more isolationist approach that focuses on homeland security.

## STYLE

Will Trump become a more conventional politician, as he settles into the Oval Office? The early signs suggest not. Foreign leaders may have to get used to the idea that changes in US foreign policy can emerge from a 3AM Tweet from the White House. Trump supporters relish the new president's confrontational style and his willingness to question the conventional wisdom – which they see as a refreshing contrast to the professorial style of Obama. Trump's critics fear that the new president will blunder into crises and will make the world a much more dangerous place. In 2017, we will learn which theory is closer to the truth. ■





## SOUTH AFRICAN POLITICS IN 2017

### A DIFFERENT KIND OF DRAMA

By Simon Freemantle

*Simon is the senior political economist and head of the African political economy unit at Standard Bank. He is a regular presenter on political and economic issues relating to South Africa and Africa on a variety of local and international platforms.*



From a South African political perspective, 2016 was a bruising year. The year's extraordinary volatility was largely determined by the seismic changes brought about by a dominant ruling party losing its once casual hegemony on the popular vote; a president scrambling for reascendancy after an epochal political miscalculation, and in doing so fanning wider internal discord in the party he leads; and a body politic, best represented by a restive student population, growing increasingly frustrated by the stubbornly torpid pace of economic growth and transformation.

Various themes can be hauled from the debris of last year's political cycle, all of which will – in some form – carry through into the new year, and will shape the country's longer-term political and economic direction.

The first is undeniably the manner in which president Jacob Zuma's political authority has been so profoundly – and quite likely irreversibly – eroded. The turning point in this regard was undoubtedly the president's dismissal of former finance minister Nhlanhla Nene on '9/12' 2015, a moment that proved to be catalytic in mobilising those within the mechanics of the ANC and state, and from business and civil society, who had grown increasingly uneasy with the president's stewardship of the economy. Still buffeted by the manner in which he was forced to re-appoint Pravin Gordhan as finance minister, the president then faced a damning Constitutional Court judgement against him, compelling him, as the opposition EFF had demanded, to 'pay back the money' unduly spent by the state on his personal Nkandla home. He also encountered rising allegations of state capture against him and the Gupta family, articulated in a public protector investigation later in the year, as well as elevated internal criticism following the ANC's poor performance in the August municipal elections. In the final ANC National Executive Committee (NEC) meeting for the year, several senior party leaders rose to initiate a discussion on the removal of Zuma from the state presidency – a motion he survived largely as a result of crippling internal discord in the party and the related inability to find the consensus it demands to move forward on such matters, rather than due to the once-formidable grip he held on the party's leadership cluster.

The scale of Zuma's loss of place is perhaps best emphasised by his inability to orchestrate a reshuffle of his cabinet in 2016 – particularly given how many of the ministers serving at his behest are now openly defiant of his directives.

2017 will be the final year of Zuma's functional political power. It will culminate in the ANC electing a new party president; surrounded by a reshaped 'top six' and an NEC which better represents the ANC's current dynamic. It is already instructive that the ANC's factional battles are now being openly fought over who will replace president Zuma this year, rather (as has been the case since 2007) than over support for and opposition to the president himself. As such, 2017 will be the year in which Zuma's centrality to the wider debate of the country's political and economic direction begins to weaken. Discussions will begin to focus more on what follows the president's damaging tenure, than on the tenure itself. Compounding the effects of this weakening for the president will be the legal challenges he will face in 2017 – none more important, perhaps, than his appeal against last year's High Court ruling that overturned the National Prosecuting Authority's (NPA) withdrawal of corruption charges against him in 2009.

In parliament, the ANC caucus, led by chief whip Jackson Mthembu, will likely seek to regain some of its lost ground by assuming a position in key matters which is more in line with public sentiment – such as in the inquiry into the errant former board at the SABC and the role of the broadcaster's indefatigable former chief operating officer Hlaudi Motsoeneng – and less subservient to the president's legislative whims, as with the resistance to the president's ordered review of the Financial Intelligence Centre Amendment Bill.

The ANC's succession battle will be an all-consuming political theme for the year. Early signs suggest that the primary battle will be between deputy president Cyril Ramaphosa and African Union Commission chairperson Nkosazana Dlamini-Zuma. Yet there are other party leaders whose aspirations cannot be underestimated – such as ANC chairperson Baleka Mbete, ANC treasurer Zweli Mkhize



and Free State premier Ace Magashule. If the 2007 and 2012 elective conferences are anything to go by, then rival factions will each put forward 'slates' of their preferred top six leaders, hoping to ensure that all their candidates are elected as a bloc and that challengers are completely sidelined. Given the toxicity of the ANC's current internal strife, such a winner-takes-all approach would likely threaten a further split in the party, one substantial enough to undermine the ANC's grip on the national majority in the 2019 elections. Given the spectre of this outcome, there is still the chance that a compromise slate could be formed – one led by Ramaphosa, deputised by Dr Dlamini-Zuma, and including some of the other top six candidates currently sparring for political elevation.

A further important theme that cut through last year was the persistent threat of a downgrade of the country's sovereign credit rating to junk status. Standard & Poor's in particular provided an important reprieve in June last year, but suggested that key reforms to substantially elevate economic growth, and a dulling in the intensity of political discord, particularly as it relates to the functioning of the National Treasury, were critical for retaining the country's investment-grade rating.

One of the positive features of 2016, which was somewhat lost in the general political clamour, was the relative stability in labour relations. Last year, three-year wage agreements were signed, without industrial action, for the three largest platinum producers and across the automotive sector, providing stability in these previously volatile areas of the economy out to 2019. 2017 will likely provide a continuation in this general stabilisation, with the major focus resting on negotiations in the metal, steel and engineering sectors, the agreement for which expires on 30 June. Elsewhere, the signing into law of the Mineral and Resource Petroleum Development Act and the agreement on the conditions of the reframed Mining Charter, particularly as it relates to the 'once empowered, always empowered' clause, will be critical.

Ratings agencies will announce their reviews of the country's status in June, the same month that the ANC gathers in Gauteng for its five-yearly policy conference (when the customary demands for 'radical economic transformation' can be expected), and again in December, when the ANC gathers to elect new leadership. Politics, and the shape and intensity of potential change in this regard, will therefore again be a central element for ratings agencies in their determinations of the country's credit status this year.

Gordhan will likely enter the year more assured, galvanised as he has surely been by the profound support he was able to accumulate from across the political spectrum, civil society, business and the public in response to his harassment by the Hawks in 2016. National Treasury will be less encumbered this year by the demands of an election cycle, which may

somewhat ease populist pressures on the Budget process. However, balancing the demands of an ideologically divergent ruling party will remain a central challenge this year – particularly when a fringe cohort, trumpeted most consistently by ANC Youth League leader Collen Maine, continues to argue that the country's conservative fiscal course is largely responsible for the plight suffered by the poor. Further, the Hawks may still seek to formalise charges related to their allegations that a SARS 'rogue unit' was operated under Gordhan's tenure, though they will likely find a less receptive audience at the NPA in driving these potential demands given the obvious breakdown in relations between Hawks boss Bernard Ntsemeza and his NPA counterpart, advocate Shaun Abrahams.

With no lasting solution to the frustrations of the student groups that so profoundly disrupted university activities last year, some degree of unrest must again be anticipated, with a focus both on the beginning of the academic year and the announcement, towards the end of the year, of the anticipated fee increases for 2018. Beyond this, the South African Social Security Agency appears ill-prepared to assume control of the distribution of social grants to around 17 million vulnerable South Africans from current service provider CPS, whose contract expires on 31 March this year. Any disruption to the payment of grants could have serious social consequences.

For the opposition, 2017 will be an important year, too. Both the EFF and the DA will have to begin to find new avenues to exploit voter sympathy as the ease with which they have simply assailed the ANC through attacks on the president's moral fortitude begins to lose its wider lustre. The primary focus for the DA will be on ensuring it is capable of providing a discernible improvement in the management of the metropolitan municipalities that it now runs. This will be far more straightforward in Nelson Mandela Bay, where the DA holds a fairly comfortable majority, and previous mismanagement was so acute, than it will be in Johannesburg, where the DA's hold is so much more brittle, and the prior performance of the metro under mayor Parks Tau more credible. It will in many ways be a holding year for the EFF, one in which the party aims to retain its credibility through emphasising its kingmaker status in key metros; assailing the ANC in parliament; and growing its representation among the country's as-yet politically dormant 'born-free' population. 2017 should be the year in which the National Union of Metalworkers of South Africa's much-vaunted political party will be established, aided by former Congress of South African Trade Unions (Cosatu) general secretary Zwelinzima Vavi. Though such an addition would add valuable nuance to the broader political environment, the moment for such a formation to accumulate real national scale may have passed.

Though the context for the year ahead appears to be more benign than the year that has passed, it is unlikely that 2017





will be marked by decisive change. For this, we await the resolution of the ANC's leadership battle. Still, there will be gaps to be exploited by the president's loosened grip of the national discourse, and his inability to fundamentally disrupt the grinding process of stabilisation, which is headed in the state by the National Treasury and aided by re-formed partnerships with the private sector. Countering these incremental gains will be those seeking to maximise their current political access through legislative and state procurement channels – their urgency necessitated by Zuma's replacement by year-end. Focus will in this regard rest on the passage of the nuclear programme, which Eskom continues to champion despite wide public and political opposition.

A different kind of drama will seize South African politics this year – one that follows from the grinding shifts that took place in 2016, and that is determined in large part by the range of potential outcomes offered by the ANC's elective process. Though the ANC appears to be aware of its institutional and moral failings, it is less clear whether it has the capacity and institutional fortitude to correct them; and, if not, what political constellations will fill the void created by the party's demise. Answers to these pressing questions will begin to emerge from the fog this year. ■

Disclaimer: The views and opinions expressed in this article are those of the author and have originally been prepared and previously shared with other financial market participants, primarily institutional clients of Standard Bank.



## POLITICS AND ECONOMICS COLLIDE ... AGAIN

### NAVIGATING THE UNKNOWN

By Marie Antelme

Marie is the chief economist within the fixed interest investment unit. She joined Coronation in 2014 after working for UBS AG, First South Securities and Credit Suisse First Boston.



2016 was a year marked by unexpected political and economic outcomes, which set the scene for great uncertainty in 2017. The UK referendum result opting to leave the EU and president Trump's electoral victory in the US both highlighted dissatisfaction in developed economies with the outcomes of the economic policies established since the 1980s. At the heart of the discontent is the belief – rightly

or wrongly – that the liberal policies that emerged from the Washington Consensus (broadly, a policy set that advocates free trade and free markets) are responsible for lost income, unemployment, diminished gains in living standards and entrenched levels of inequality. These sentiments are likely to play a dominant role in shaping political outcomes in the year ahead, which features a heavy election calendar that includes a number of key European countries. In our view, this may see political events emerging as more significant market drivers than cyclical or structural factors – and more so than in many years before.

#### GLOBAL GROWTH



Source: International Monetary Fund

#### POLITICS AT THE FOREFRONT

We need to start with the elephant in the room: Trump as US president. The US election outcome was a major surprise and there is significant uncertainty about the makeup of Trump's administration and the future course of US policy – including whether or not there will be changes to trade and fiscal policies, as well as key policymaking leadership. We simply do not know what the impact on economics and markets will be. This uncertainty is more pronounced than that created by Brexit, which is, ultimately, a decision on a single proposal that will dictate a future course of action. The outcomes stemming from the US election are more complex and open-ended.



Trump has made such a range of controversial – and at times contradictory – statements about his intended policies on almost all important issues that we are forced to wait and see what comes. What we do know is that there are a number of key priorities for the new administration, including tax and fiscal stimulus for the US economy, and trade and immigration policies for the global economy. On the former, markets have been generally optimistic that the proposed combination of preliminary tax cuts, followed by increased state-funded capital expenditure, will boost US growth. The outcomes of changes to global trade and immigration policies to the US remain to be seen, but here Trump has been more forthright and there seems to be a greater degree of reciprocal risk. Certainly, his preference for unpredictability implies increased volatility for markets in 2017. (For a detailed assessment of key developments to look out for during Trump's presidency, please see the article by our guest contributor, *Financial Times* chief foreign affairs commentator Gideon Rachman, on page 5.)

In 2017, there are scheduled elections in the Netherlands, France and Germany, with early elections possible in both the UK (following Brexit) and Italy (following a vote against constitutional reform and the resignation of the former Italian prime minister in December 2016). In all cases, the risk of a non-mainstream party being elected is non-negligible.

Common themes that have featured in European political debate include widespread EU scepticism, a visible rise in support for alternative parties, political fragmentation, and a rejection of liberal economics, globalisation and immigration. As in the US and the UK, the source of dissatisfaction is a combination of stagnant real income growth, high levels of unemployment (notably in the EU periphery) and rising levels of inequality, which have been accompanied by an increase in security concerns.

Despite the more visible impact of politics on the markets – and the aftermath of unexpected election outcomes – global economic performance in 2016 was generally better than people had feared, and momentum into early 2017 improved from last year. The baseline projection is for global GDP growth to accelerate from about 3% to about 3.5%, fuelled by some improvement in investment and slightly more fluid global trade. Base effects and higher oil prices, coupled with some underlying improvement in labour market fundamentals, are likely to boost inflation in 2017, providing a decent platform for nominal GDP performance and corporate profitability. Key drivers are stronger US growth and large economies within the emerging complex coming out of recession. Here Russia, Brazil and to a lesser degree Argentina's prospects look promising, while China seems to have stabilised at around the 6% to 6.5% level. However, this is a relatively benign expectation. It comes with the clear acknowledgement that baselines carry an increased risk of being overtaken by shocks that were assigned low probabilities and were not considered in original forecasts.

## INVESTMENT TO RECOVER?

Whether or not global investment spending will recover is a pivotal question for the year ahead. Investment spending was a meaningful contributor to global growth in the years preceding the global financial crisis – a contribution that has more than halved in the period since. Arguably, this partly reflects artificially elevated levels of growth in the prior period, which include various property booms, the boost in Chinese infrastructure spending and massive increases in leverage in the US, UK, Europe, Eastern Europe and China. Since then, however, capital investment spending has remained weak across a broad base, notably in the US and Europe, but elsewhere too.

Most of the current weakness reflects deficient global demand, excess capacity and low levels of investor confidence. Fiscal consolidation has also played a role (but may, at the margin, now be turning). In the US, growth in capital expenditure has been considerably weaker than growth in consumer spending, across a broad base of categories. For example, spending on equipment such as aircraft, railroads, trucks, mining and exploration machinery has slowed meaningfully, dragged down by the mothballing of oil sector-related spending plans in 2015 and 2016.

In our view, some recent recovery in oil prices – coupled with the anticipation that Trump may indeed be able to boost domestic production – could see a revival in US capital expenditure. In addition, prospects for further improvements in investment spending lie in the recovery of emerging markets, which holds the potential to add positively to global growth momentum. In Russia, higher oil prices and the country's emergence from its 2015/2016 recession should see capital expenditure pick up. In Brazil, fiscal consolidation, an anticipated upturn following almost two years of economic contraction and a sharp improvement in business confidence should help to ease crowding out by the state and allow for increased private sector investment. Improvements in demand and commodity prices could also see a small positive boost to investment spending in South Africa. In contrast, we believe that capital expenditure in China is unlikely to be a positive contributor to overall growth, given the high base set in 2016. However, equally, we do not expect policymakers to withdraw policies currently supporting growth.

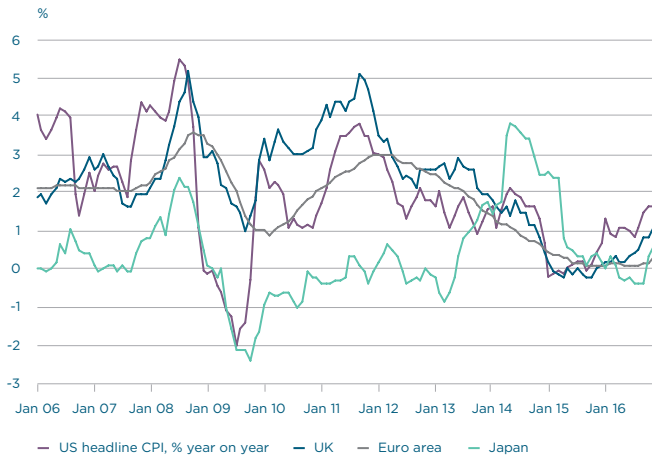
## RISING INFLATION

The global recovery following the global financial crisis has been one of the weakest in history. Outside of economies where currency weakness or commodity (food) prices have boosted headline inflation, overall global inflation has remained at historically low levels, despite extremely accommodative policies. However, given the revival in global energy prices, coupled with base effects (and in the case of the US, emerging wage pressures), more broad-based



inflationary pressure is likely to emerge. While we believe that most economies and central banks are likely to welcome a little inflation, there remains the risk that it runs ahead of what is desirable. For now, the risk of runaway inflation seems low in our view, as credit growth remains subdued.

#### GLOBAL INFLATION



Source: Datastream

This is a challenging environment for global central banks, as inflation reaches or exceeds target levels but output gaps remain wide. In our view, low inflation has been an acceptable justification for monetary stimulus, but both the US Federal Reserve (Fed) and the European Central Bank (ECB) seem to be at the limit of what monetary policy can deliver. The Fed has already started to normalise rate settings, and the minutes from the December Federal Open Market Committee meeting suggest a more hawkish post-election Fed into 2017. While the ECB has extended its asset purchase programme to September 2017, we believe there may well be an announcement by mid-year of its intention to taper its purchases and wind them down over time. In our view, there seems little baseline risk of any abrupt changes to policy settings, but markets tend to be very sensitive even to small changes in policy intentions.

#### CAN FISCAL POLICY BOLSTER GROWTH?

More expansionary US fiscal policy – currently mostly in the form of tax breaks – has boosted expectations of

stronger US growth, with global spillovers. With global developed monetary policy settings seemingly at their limits, there have been mounting calls for fiscal policy to provide a platform for stronger growth. In our view, in many developed economies a combination of fiscal consolidation post the global financial crisis and decaying state infrastructure gives justification for government to play a bigger role in supporting growth.

We believe that US fiscal stimulus will probably accelerate, but may take longer than more exuberant current estimates suggest, as priorities of the new administration are unclear (and projects take time to implement).

Outside of the US (and possibly Japan and China), there seems to be little appetite for governments to significantly boost spending. Within Europe, Germany has the most capacity to raise pre-election spending, but increases in refugee-related spending in 2016, coupled with a rise in child benefits and tax cuts, have limited appetite for a major spending spree. France's pre-election spending prospects are unclear. Italy's post-referendum agenda is also uncertain and, with its very high level of debt, its government's ability to spend is severely constrained. Overall, it is our view that fiscal-related investment spending is unlikely to provide a significant boost to European growth in the coming year.

#### BETTER PROSPECTS FOR 2017, BUT STRUCTURAL CHALLENGES REMAIN

Global growth momentum looks promising at the outset of 2017. However, structural challenges remain. Global productivity growth has slowed significantly post the global financial crisis, moderating the pace at which households – notably in developed economies – enjoy gains in their standards of living. This, in turn, is likely to continue fuelling political uncertainty and social discontent.

Global trade has also slowed, dragging on growth of major exporting economies, particularly in emerging markets. Part of the explanation may be the slow pace of investment spending, but demographics and high debt levels will remain a long-term constraint. Most importantly, and most uncertainly, we believe that political disruption could materially change the path and nature of global economic growth in the year ahead. ■



## INTERNATIONAL OUTLOOK

### ON FIRMER GROUND

By Tony Gibson

*Tony is a founder member of Coronation and a former CIO. He established Coronation's international business in the mid-1990s, and has managed the Global Equity Fund of Funds strategy since inception.*



### INCREASED GLOBAL ACTIVITY

At the start of 2016, there was widespread anticipation of a looming global recession. At the lowest point in the first quarter, global growth had fallen to around 2%, compared to a long-run trend rate of 4%. The risk of deflation was rising and the economic outlook was dire.

Significant contributors to the prevailing mood of gloom were a stagnating Chinese economy (accompanied by fears of a sharp devaluation in the yuan) and a dramatic decline in the oil price, which saw a cut in capital spending in the energy sector. Deflation risks dominated Japanese and European bond markets, while the US Federal Reserve appeared set to slowly start hiking interest rates, despite the strengthening dollar and global economic weakness.

Since then, however, there was a marked upturn in global activity, and in recent months this has become surprisingly strong – at least when viewed through the bearish prism that has been in place since the knock to growth expectations following the global financial crisis. The narrowing of capital flows that pulled investment capital away from economic risk in 2015 reversed direction by mid-2016. Fears that a fragile US recovery would buckle and lead to a self-feeding global contraction gave way to renewed expectations for economic resilience. A further point is that in the US, politically driven interventions to buoy the economy prior to elections have historically often created a favourable equity investment environment during the third and fourth year of a presidential term. However, due to the divided government in place over this period and the tepid pace of cyclical recovery, this pattern failed to generate positive returns for the Dow Jones Industrial Average Index as 2015 moved into 2016. These headwinds abated during the course of 2016, giving way to tailwinds that fed a 13.4% gain for the index in the presidential election year.

This improved sentiment pulled money back towards oversold raw materials, energy and economically sensitive cyclicals. Collectively, this rotation back towards economic risk fed a broadening of flows into equities – led by sectors

oversold and out of favour in 2015. Gold, energy, financials, transportation stocks and cyclicals all rallied strongly. In contrast, the safe havens favoured in 2015 (such as pharmaceuticals) lagged. Among selected US equities, many that were oversold in 2015 bounced back strongly in 2016, while others that were overbought by the end of 2015 faltered or lagged in 2016. The sector rotation also appears to have carried over into the start of 2017.

While the US dollar rose sharply in 2016 against currencies such as the British pound and Mexican peso, the trade-weighted US Dollar Index rose by only 3.6% in 2016. Over the year, the US dollar rose by 6.9% against the Chinese yuan and 3.3% against the euro, but was down 2.7% against the yen. Meanwhile, commodity-sensitive currencies that were deeply oversold in 2015 – such as the Russian rouble and Brazilian real – rebounded strongly in 2016, exaggerating the liquidity-sensitive rebound in their equity markets. Simultaneously, the apparent resilience of the US economic recovery fed a widening divergence among major market bond yields: ten-year yields rose in the US and Canada, while yields fell for the year in the UK, Japan and the eurozone.

Emerging equity markets, most of which fell sharply in 2015, began to turn around in 2016 – led by strong rebounds in commodity-sensitive markets such as Brazil, Russia, Chile, Argentina and South Africa. Mexico failed to benefit from this reversal due to a sharp drop in the peso/dollar exchange rate. Meanwhile, Shanghai China A-shares, which rose strongly in 2015, fell sharply in 2016. Taking a medium-term perspective, over recent years both developed and emerging markets have been responding to the long-term effects of the global financial crisis, and their cycles have moved in different directions. The recovery of developed economies has been hampered by slow balance sheet repair (especially among banks) and the side-effects of quantitative easing (QE). This has resulted in lacklustre growth, persisting unemployment, low wage growth and discontented voters. By comparison, emerging economies implemented strong stimulus programmes between 2008 and 2010. These proved so effective that certain economies



– including China, Brazil and Russia – had to change course in 2011 and 2012. As a result, they too experienced economic downturns and currency weakness in the years that followed. As we enter 2017, we believe that much will depend on how these issues are managed.

Considering the global economy collectively, the latest forecasts estimate the growth rate in global activity to be 4.4% (compared to 2016's low point of 2.2%). This is the highest forecast by economists since April 2011 and is also supported by other data sources, such as the Goldman Sachs Global Leading Indicator (which has reached its highest point since December 2010). As to be expected, heightened global activity has also seen a steady rise in headline inflation in almost all major economies, albeit small and largely driven by the partial recovery in oil prices. US wage inflation has also been trending upwards for some time, and will result in higher consumer prices in that economy.

## TRUMP'S ECONOMIC APPROACH

On 20 January 2017, Donald Trump became the 45th US president, with Republican control of both houses of Congress. He is expected to propose a range of stimulus measures designed to promote the growth of the US economy, including tax cuts for both individuals and businesses, and several infrastructure spending programmes. He may also implement a number of reforms, including the easing of energy production restrictions (thereby encouraging the use of various different energy sources) and revisiting existing banking regulations. In doing so, he has said that he is targeting a growth rate of between 3.5% and 4%. Consensus expectations are for real GDP growth to improve to 2.5%.

It seems that the defining feature of Trump's economic approach – as proposed by his advisers – is likely to be a rebalancing of the policy mix. This will see the US move away from an exclusive reliance on easy monetary policy to jump-start the US economy towards a more balanced reliance on the deregulation of economic activity and on expansionary fiscal policy. Trump believes that this will significantly buoy the performance of the US economy. In fact, we cannot rule out the possibility of real US GDP growth doubling in the next couple of years, which would also drive up equity valuations and underpin dollar strength. Certainly, it appears to us that investment markets are buying into these promises.

## EUROPE AND UK

In Europe, the outlook is less promising in our view. In particular, the weakness of the European Central Bank's QE programme and its decision to lower one of its key policy rates into negative territory have proved to be significant stumbling blocks to economic recovery. Unemployment remains high across the continent, while income growth is weak. Consequently, we have seen the emergence of fervent populism and nativism, with both far-right and far-

left political movements growing. With upcoming elections in the Netherlands, France and Germany this year, there is the risk of further disruptive political outcomes.

In the UK, real GDP growth had averaged 2.3% since 2013, aided by gradual balance sheet repair and supported by expansionary QE measures. Unlike in the eurozone, deflation has also not been a concern. However, it still remains to be seen how Brexit will be negotiated, and what this will mean for the UK's access to the EU market and international investment. To date, the brunt of the fallout has been borne by the British pound, which has seen a significant decline in value. Once formal Brexit negotiations begin, it could easily fall further. This has the potential to push up import prices and filter through to CPI, undermining real wage growth. In turn, a reduction in consumer spending (which makes up 65% of British GDP) will negatively impact economic growth. In 2017, growth of 1.4% and a CPI rate of 2.5% are expected.

## CHINA

Within emerging markets, China remains the largest – and the largest global buyer of commodities. Having embarked on a new round of credit expansion from the start of 2014, the Chinese economy could see yet another period of inflation. We believe that this could threaten the country's sought-after shift to more consumption-led growth, and would also hold significant repercussions for other emerging markets, especially the commodity producers and China's neighbouring economies. To date, excess credit growth has been largely confined to the Chinese financial and government sectors, but there are concerning indications that the broader economy may soon be impacted. This includes a series of mini-bubbles in equities, the housing market and then commodities. In addition, producer prices have started to rise for the first time in four years. In our view, the country will need to address these issues decisively to minimise the impact on its economy, but how it will go about doing so remains to be seen.

## EXPECTATIONS FOR 2017

As we have highlighted before, we believe far lower emphasis has been placed on valuation in the recent years of below-trend economic growth. Rather, stocks with low levels of volatility gained favour, outperforming more cyclical counters. Often, this was due to their bond-like qualities rather than their fundamental attributes – and it made these stocks expensive. Such valuations are likely to prove unsustainable, and are already starting to reverse. Furthermore, anticipated fiscal stimulus in the US under the Trump administration will support those parts of the market that have lagged 'safe haven' assets. In particular, we believe that the banks should continue to perform well. Being better capitalised now than they were in the wake of the financial crisis, these entities have also generally reduced





the volatility of their earnings streams (despite operating under heightened regulation and in an environment of exceptionally low interest rates).

The sharp drop in commodity prices from mid-2014 into early 2016 weighed heavily on global equity indices, capital investment, and the economies and currencies of commodity-sensitive countries. Due to the lag between investment and production for most nonagricultural commodities, it takes time for lower prices to reduce supply, or for a price rebound to increase production. Energy inventories remain high, and the scope of pledged 2017 oil production cutbacks remains uncertain. However, in our view the supply headwinds created by the sharp drop in energy sector capital investment from 2014 through 2016 will more than offset the near-term impact of a modest 2017 rebound in drilling and spending. We believe that it is the increasing recognition of this reality that fuelled the sharp year-on-year rise in oil and natural gas prices in 2016, and modest rebounds in other raw materials (where prices had fallen below the cost of production by early 2016).

The global economy and markets enter 2017 on considerably firmer footing than last year. The outlook has improved for developed economies as growth momentum has picked up in recent months and risk assets across the board have continued the rally sparked by Trump's unexpected victory. But far more importantly, markets are exhibiting that the election of Trump as the president of the US – as divided as public opinion on him may be – will make a fundamental impact on the performance of the US economy. A faster growing US is positive for the global economy, but the impact outside the US will be limited until 2018.

We believe that the outlook has also improved for emerging markets, but in the near term it is likely that there will be further capital outflows due to a stronger dollar and rising interest rate risk, imposing financial stress.

A caveat to be borne in mind is that an 'America First' policy from Trump will add significant further global stress, as will a closer 'friendship' between the US and Russia based on common economic and security interests, which will be to the detriment of Europe. ■



## CORONATION GLOBAL EMERGING MARKETS EQUITY

By Gavin Joubert

*Gavin is head of Coronation's Global Emerging Markets investment unit and co-manages the Global Emerging Markets Equity Strategy. He has more than 17 years' experience as an investment analyst and portfolio manager. Gavin joined Coronation in 1999.*



### OVERVIEW

Coronation Global Emerging Markets Equity provides access to what we consider to be the best investment opportunities in global emerging markets. It aims to deliver capital growth through a focused equity portfolio, comprising securities of companies based in emerging markets or which derive a significant portion of their business from emerging economies. The objective is to outperform the MSCI Emerging Markets Index over five years and longer periods.

### THE YEAR IN REVIEW

Coronation Global Emerging Markets Equity returned 15.1%\* (gross of fees) in 2016, which was 3.9%\* (gross of fees) ahead of the index's return of 11.2%. Over the past year, seven stocks made a positive contribution to performance of more than 1%, of which four were Brazilian. These companies (Kroton, Estácio, Itaúsa and BB Seguridade) appreciated by

more than 50% in US dollars in 2016. Kroton, the education company, was the standout performer, appreciating by 74% in US dollars and contributing 2.7% to outperformance.

Other notable contributors in 2016 include the Indian private bank Yes Bank (+55%; 1.6% contribution), the Russian food retailer X5 Retail (+71%; 1.2% contribution) and the Chinese online gaming company NetEase (+45%, 1.2% contribution). The largest negative detractor was the Chinese e-commerce company JD.com (-21%, 1.3% negative contribution), while the only other detractor of more than 1% was not owning Samsung Electronics (resulting in a 1.1% negative contribution).

We would make the point, as we always do, that we do not believe too much should be read into performance over short time periods of one or two years. Given our long-term focus, and the fact that we therefore frequently own stocks that are disliked by the market because of their poor short-term outlook (Brazilian stocks being the most recent





case in point), it is often necessary to go through periods of short-term underperformance in order to achieve the objective of long-term outperformance of the market. In our view, only periods of five years or longer are meaningful, and ideally, if possible, performance should be assessed on this basis. In this regard, since the strategy launched eight-and-a-half years ago, it has outperformed the market by 4.9% per annum and over the past five years it has beaten the market by 3.8% per annum (gross of fees).

In terms of portfolio activity in the final quarter of the year, we reduced the size of our holdings in the Indian IT services companies through reducing both the Cognizant and the Tata Consultancy positions and selling out of our smallest position, HCL. As a result, exposure to the Indian IT service companies moved from 4.3% of strategy at the end of September to 1.5% in total at the end of December. In turn, the Indian exposure reduced from 12.1% of strategy to 9.1%. We still believe that the Indian IT service companies have attractive long-term prospects; however, the potential risks facing these businesses have increased (insourcing, automation, a Trump administration clampdown on visas, etc.) and, as a result, these stocks are somewhat less attractive on a risk-adjusted return basis, in our view.

We also sold out of Prudential and Mayora Indah, as they moved closer to and reached our estimates of their fair values, respectively, and sold out of Kinnevik to make room for more opportunities which we deemed more attractive. We largely sold out of NetEase as it reached our estimate of fair value and at the same time added to the strategy's existing 58.com position, as the decline in its share price made it even more attractive in our view.

In terms of buying activity, we continued to add to Yum! Brands (owner of KFC, Pizza Hut and Taco Bell globally) and also added to Yum China after it was spun out of Yum! Brands. Following the split, the original Yum! Brands now consists of all operations globally (excluding China) and over 40% of earnings come from emerging markets: 20% alone comes from the royalty fee from the Chinese business. 100% of Yum China's earnings come from the 7 300 units in China.

In our view, Yum! Brands owns three of the best global fast food brands, has defensive and stable earnings, generates large amounts of free cash flow and has very high returns on capital. This is particularly the case for the original Yum! Brands, where 93% of units are franchised (compared with the Chinese business, where 80% of stores are company owned), resulting in even higher returns on capital (>100%) and free cash flow generation relative to earnings. The original Yum! Brands continues to rebrand units, with a target of being 98% rebranded by 2018. This should raise the firm's return on capital and lift its conversion of earnings into free cash flow even higher. In the case of Yum China we believe that there are still many years of growth left in China (due to low penetration of units and a fragmented quick-service

restaurant market) and, in addition, profitability is currently below normal, in our view. We think both stocks are attractive and together these two positions now make up 4% of strategy.

We also bought new positions in Nike and Sberbank, both of which have been holdings in the past. In our view, Nike is among the best businesses in the world. We believe that its brand is iconic, it is the global leader in a structurally growing market and has high exposure to emerging markets (42% of profits), generates returns on equity of 30% and converts around 90% of its earnings into free cash flow. Going forward, we believe the company can continue to grow its top line in the high single digits and that it can also expand margins through continued purchasing and manufacturing efficiencies, as well as due to an increase in the contribution of the higher margin retail and e-commerce divisions. Recently, the Nike share price has been under pressure due to slower short-term earnings growth, partly due to decent performance from rivals such as Adidas and Under Armour, and we used this opportunity to build a position.

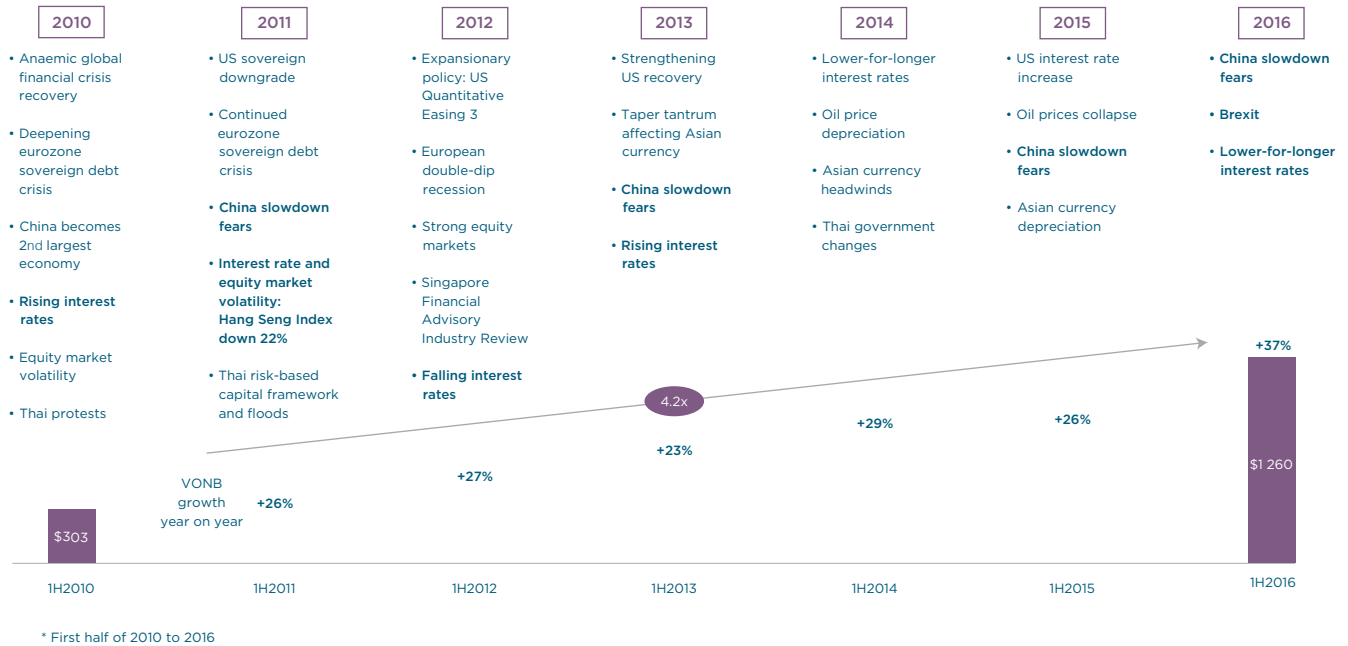
Sberbank is the dominant bank in Russia (attracting 46% of retail deposits in Russia, 38% of credit card balances, 40% of retail loans and 32% of corporate loans), and in our view, is arguably the most dominant domestic bank in the world. We think that the poor economic conditions in Russia over the past few years have in fact made Sberbank even stronger, as many competitors have come under pressure. The key negative in our view is that the bank is state-owned. However, over the past five years its CEO Herman Gref has managed to steer the bank away from state-pressured uneconomic lending, and introduced significant change (including new risk management systems, the closure of branches and reduction in headcount, and various digital initiatives). Today, Sberbank trades on around 6.5 times 2017 earnings, 1.1 times price to book and a 3% dividend yield, which we find attractive for such a dominant bank that is on track to generate return on equity of close to 20% in the years ahead.

Finally, on the buying side, we bought a new position in the pan-Asian long-term insurer AIA Group (AIA). A former unit of AIG, AIA has operations in 18 countries throughout Asia, with the key markets being Hong Kong, China, Singapore, Thailand, Malaysia, Indonesia, India and the Philippines. Insurance penetration in these countries is still low and the middle class in these regions is growing rapidly, with Asia having the fastest growing middle class in the world. AIA has a strong brand in the region, excellent distribution through a massive on-the-ground sales force of 250 000 agents, and a no. 1 or no. 2 market position in the key markets of Thailand, Malaysia, Singapore, Indonesia and the Philippines. Market shares in China and India are still low (1% in both cases), but we believe that this represents a big opportunity over the next decade. Even though AIA's market share in China is only 1% (AIA only has five branches in mainland China), the country already contributes 20% of the group's value of new business (VONB).



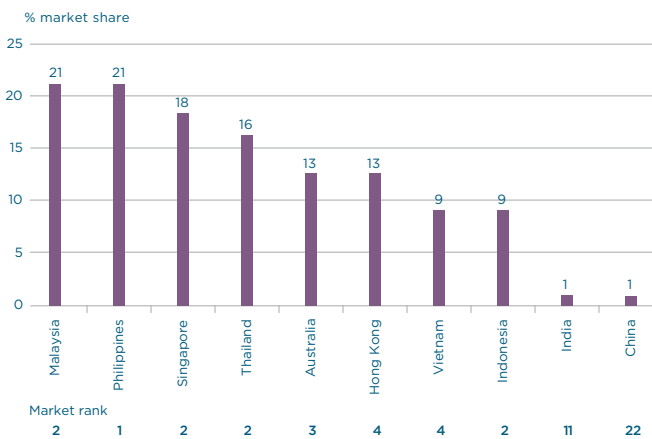
## AIA GROUP MARKET SHARE AND MARKET GROWTH\* (2010 - 2016)

Sustained delivery through market cycles



Source: AIA Group

## AIA GROUP MARKET SHARE AND MARKET RANK



Sources: Company data, Millman Report, HKOCI, CIRC, TLAA, MAS, BNM, Philippines IC, APRA, IRDA, Vietnamnet, Morgan Stanley Research

An additional competitive advantage in our view sits in AIA Vitality; a strategic joint venture with the South African insurer Discovery (also a portfolio holding) that utilises Discovery's proprietary wellness-based life insurance model to improve the health of customers and, in doing so, lower premiums. Discovery introduced Vitality into the South African market two decades ago. The product has

been incredibly successful and we believe that AIA Vitality naturally benefits from the experience and expertise that Discovery has built up over the past 20 years.

Under the leadership of the CEO Mark Tucker, AIA has delivered exceptional growth over the past five years, with VONB growth consistently over 25% per annum. Going forward, given the size of the potential market and AIA's strong position, we believe the company can grow VONB by 15%+ per annum, as well as generate a 15% return on embedded value. The decline in the share price towards the end of the year (partly driven by concerns of restrictions on Chinese residents buying insurance products in Hong Kong) enabled us to buy AIA on around 15 times 2017 earnings, a 1.7 price to embedded value and a 2% dividend yield, which we believe is attractive for a company of this quality.

The weighted average upside to the portfolio at the end of December was just below 60%, which is well in excess of the long-term average of 50%. We continue to come across a number of potential new buys and the bigger challenge is deciding which positions to reduce or sell to make room for these potential new holdings. During the first quarter of 2017, members of the investment team will be going to India, and have scheduled two separate research trips to Brazil. ■

*This article is for informational purposes and should not be taken as a recommendation to purchase any individual securities. The companies mentioned herein are currently held in Coronation managed strategies, however, Coronation closely monitors its positions and may make changes to investment strategies at any time. If a company's underlying fundamentals or valuation measures change, Coronation will re-evaluate its position and may sell part or all of its position. There is no guarantee that, should market conditions repeat, the abovementioned companies will perform in the same way in the future. There is no guarantee that the opinions expressed herein will be valid beyond the date of this presentation. There can be no assurance that a strategy will continue to hold the same position in companies described herein.*



## CORONATION AFRICA FRONTIERS

By Peter Leger

*Peter is head of Coronation's Global Frontiers investment unit and manages portfolios within the strategy. He has 19 years' experience as both a portfolio manager and research analyst.*



### OVERVIEW

Coronation Africa Frontiers aims to maximise the long-term risk-adjusted returns available from investments on the African continent, through capital growth of the underlying stocks selected. It is a flexible portfolio primarily invested in listed African equities, or stocks listed on developed and emerging market exchanges where a substantial part of earnings is derived from the African continent.

### THE YEAR IN REVIEW

Currency regimes have certainly been top of mind during 2016. Having flirted with the move to a free-floating currency, Nigeria ultimately opted to continue with a managed peg despite the dire consequences it has had on the economy. Egypt, on the other hand, has fully embraced a move to a floating-rate regime. We believe that this, coupled with the removal of subsidies and the \$12.4 billion loan agreement with the International Monetary Fund, saw the economy completely reset and the country well positioned to put the past five years of hardship behind it.

However, the short-term impact has been very negative for the strategy over the quarter. Egypt, which is still the strategy's largest country exposure, was down 24.4%, despite the market increasing by 54.4% in local currency terms over the past three months. Nigeria was down 5.3% and Kenya declined by 2.5%. In contrast, there was strong demand for equities in Zimbabwe, partly due to the introduction of the new 'bond notes'. The Zimbabwean market was up 46% during the quarter. Against this backdrop, the strategy decreased by 5.5%\* over the past three months (gross of fees), compared to its benchmark (3 Month USD Libor + 5%), which was up 1.5%, and the JSE Africa Top 30 ex South Africa Index, down 6.3%.

As a whole, 2016 was a very difficult year for most of the major bourses across Africa, exacerbated by the weakness of African currencies against the US dollar. For the year, Nigeria was down 40.7%, Egypt declined 25.5% and Kenya lost 13.4%. The market in Morocco performed well over the calendar

year, increasing by 27.4%, while a strong performance in the most recent quarter helped the Zimbabwean market to gain 25.8% for the year. This saw the strategy end the year down 4.9%\* (gross of fees), a better showing than the JSE Africa Top 30 ex South Africa Index and the peer group, but shy of our absolute return benchmark.

Over the past year, the largest contributor to performance was our investment in an Egyptian gold mine, Centamin (+3.1%). Our holdings in Zimbabwean companies – Zimplats (+1.8%), Econet (+1.4%) and Delta (+1.1%) – also made a positive contribution. Due to the significant devaluation of the Egyptian pound during the year, Egyptian companies were the largest detractors from performance, specifically Egyptian International Pharmaceuticals Company (-2.9%) and Eastern Tobacco (-1.9%).

Over the last five years, Egypt has been rocked by the Arab Spring protests, a soft coup, a collapse in oil prices and tourism all but disappearing over concerns around terrorism. We believe these events have resulted in corporate earnings for Egyptian companies being well below our estimate of normal. The Middle East's most populous nation has also suffered from a history of regimes that sought to buy political goodwill through sizeable food and fuel subsidies, putting immense pressure on government finances. The fiscal deficit has blown out to 12.3% of GDP (2016E) and gross government debt levels have risen to 94.6% of GDP. This was not sustainable.

Given the managed peg exchange rate regime, the burden on the central bank rose steadily over the course of the year as foreign currency reserves dwindled. Sourcing US dollars with which to import goods or equipment became increasingly difficult and a black market for US dollars emerged. The black market rate moved well above the official rate of 7.8 Egyptian pounds to the US dollar, eventually peaking at 18 Egyptian pounds to the US dollar in late October. The government was left with little choice but to float the currency.

Since its floating as of 3 November 2016, the Egyptian pound has lost over half its value and currently trades around



18 Egyptian pounds to the US dollar. The impact of such an extreme currency move is that inflation has increased significantly, hitting 23.3% in December. The move has also meant that many economists believe the Egyptian pound is now one of the cheapest currencies globally. The Egyptian economy has seen an almost overnight improvement in the competitiveness of its exports and affordability of its tourism industry.

While we believe that the float is certainly a step in the right direction, it was one of a number of economic reforms that have been passed as the Egyptian government looks to address the underlying problems in the economy.

These reforms include removing fuel subsidies, increasing electricity prices, expanding the Suez Canal, improving power supply, the passing of the civil service law and implementing value-added tax. In our view, these changes, which have further added to inflationary pressures in the short term, are likely to benefit the country significantly in the longer term.

The response from international investors has been immediate. In the month following the currency devaluation, the central bank recorded an estimated \$4 billion in foreign capital inflows. Central bank reserves have swelled from

\$15.6 billion in October to \$24.3 billion in December. A further \$7 billion has flowed into the banking system as individuals have deposited their savings and remittances. As with any African economy, information is not always as accessible or transparent as one would like, but foreign equity flows into Egypt have been estimated at \$500 million, with a further \$1 billion in fixed income inflows over the last two months of 2016. We believe this is but the tip of the iceberg, with many emerging market and frontier funds once again starting to look at Egypt after a number of years out of the market. This return of foreign buyers partly explains the performance of the stock market.

While 2016 has been another tough year, we are encouraged by the step change we have seen in Egypt over the past two months. We believe that after a number of years of economic mismanagement and external pressures, the country is well positioned to return to growth once again. Looking across our portfolio, we are certainly excited to see what 2017 has in store for the excellent set of companies we own and for the strategy in general. We remain committed to finding high-quality businesses trading at attractive valuations, and then in holding them we will wait for share prices to reach our estimate of intrinsic value. ■

Please note that all returns are quoted in US dollars unless otherwise stated.

*\* For a comparison of net and gross returns, kindly refer to [www.coronation.com/us/strategy-performance](http://www.coronation.com/us/strategy-performance)*

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# CORONATION GLOBAL MANAGED

## INCEPTION DATE

1 November 2009

## PORTFOLIO MANAGERS

Louis Stassen and Neil Padoa

Louis is a founding member of Coronation and a former CIO, with 27 years' investment experience. He heads up Coronation's global developed markets investment unit. Neil is a portfolio manager and head of global developed markets research. He joined Coronation in May 2012 and has 9 years' investment experience.

## OVERVIEW

A selection of what we consider our best investment ideas from around the world. Coronation Global Managed invests in a wide range of global asset classes, regions and currencies – with the primary objective of maximising long-term investment returns (over rolling five-year periods and longer). At the same time, it seeks to take on less risk than the equity market and to avoid any permanent capital loss. In addition, the strategy aims to outperform a composite benchmark: 60% MSCI All Country World USD Index (a broad measure of global equity market performance) and 40% Bloomberg Barclays Global Aggregate Bond Index (a performance measure for global fixed income markets).

Over the past five years the strategy has delivered an annualised return of 9.2% (gross of fees), outperforming its benchmark by 3% per year. Since its inception in November 2009, it has delivered a return of 8.3% per annum (gross of fees).

## CUMULATIVE PERFORMANCE

	1 year	3 years (per annum)	5 years (per annum)	Since inception* (per annum)
Coronation Global Managed Strategy (gross)	10.2%	2.1%	9.2%	8.3%
Benchmark**	5.7%	2.4%	6.2%	6.0%
<b>Outperformance</b>	<b>4.5%</b>	<b>(0.3%)</b>	<b>3.0%</b>	<b>2.3%</b>
US CPI	2.0%	1.1%	1.3%	1.6%
Coronation Global Managed Strategy (net)***	8.7%	0.6%	7.5%	6.5%

\* Since inception - November 2009

\*\* Benchmark (spliced) - 60% of ACWI and 40% Barclays Global Bond

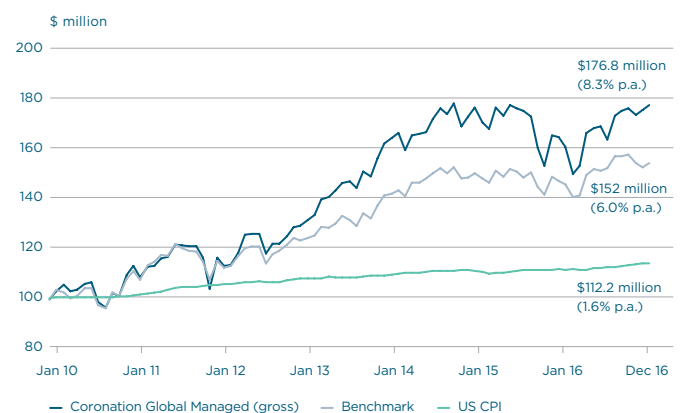
\*\*\* Net of fees applicable to retail investors

Note: Returns are in US dollar

## ABOUT THE STRATEGY

Coronation Global Managed is an actively managed, global multi-asset class strategy. It is managed according to the

## GROWTH OF \$100 MILLION INVESTED SINCE INCEPTION



Sources: Bloomberg, Coronation

same investment philosophy we have used within South Africa for more than two decades – a tried and tested approach that has enabled us to successfully manage multi-asset class mandates for the past 23 years. Today, multi-asset class mandates represent over 50% of the assets we manage on behalf of South African investors.

In our view, one of Coronation's key advantages is our generalist approach – both in our use of different asset classes to structure our investments and within our investment team. Bucking the global trend towards specialist mandates 20 years ago, Coronation has consistently maintained material assets in multi-asset class strategies. We believe that this has given us invaluable experience in managing these strategies through materially changing environments. In addition, we have avoided silos in our investment team. Rather, our integrated global team comprises well-rounded generalist investment professionals who we believe have the expertise to evaluate investment opportunities across sectors, asset classes and geographies.

As such, we believe that we are now uniquely positioned in how we manage multi-asset class mandates, making the Coronation Global Managed portfolio fairly unique in the international market. Generally, managers tend to offer





either specialist asset class building blocks or balanced mandates with formulaic asset allocation, where different building blocks are managed by different managers. In our view a building block route holds the potential to take on unintended views and risks within the portfolio, and ultimately results in poorer risk management. We believe that an integrated, bottom-up approach to asset allocation and security selection results in a more optimal solution for investors.

## HOW WE MANAGE THE STRATEGY

At Coronation, we consistently aim to construct robust, antifragile portfolios of our highest-conviction investment ideas. This results from an intense focus on proprietary investment research, across geographies, sectors and instruments. Based on this research – and our assessments of long-term risk-adjusted returns – we construct our portfolios from the bottom up. We do not use systematic or mechanistic measures to determine asset class allocations or rebalance our portfolios. Rather, we make active decisions on individual security selections, asset allocation and risk management on an ongoing basis.

The asset allocation decision is therefore no different to any other investment decision, and could be effected through derivatives or individual security positions (depending on market conditions, liquidity and risk-adjusted opportunity, risk allocations are increased in cheap markets, while capital is protected by reducing allocations in expensive markets).

## ASSET ALLOCATION

Given its long-term growth-orientated mandate, Coronation Global Managed is managed with a high allocation to risk-seeking assets. This includes a maximum exposure of 75% to equity (with emerging market equities being capped at 30% within the 75%) and high exposure to listed property. According to our bottom-up selection process, we evaluate all investment opportunities to identify assets trading at material discounts to their underlying long-term value. We also believe that interaction with management is an integral part of our analysis of a company.

With our asset allocation modelling having shown the value of listed property within a balanced mandate, we consider the asset class an important building block in the strategy. We evaluate listed property investments relative to opportunities within the fixed interest space, and as much as 12% of the strategy has been allocated to property since its inception. Current exposure is around 8%.

Within fixed interest, we currently favour credit over government bonds. We maintain our negative view on bonds given an anticipated uptick in inflationary pressures. In addition, we have a strong preference for credit instruments from issuers we are more familiar with, either due to a link

to the South African market or our knowledge of a particular industry. Current exposures include Investec, Old Mutual and MTN.

Finally, the cash component of the strategy (a residual component, once all tactical allocations have been made) is actively managed. Given the current anaemic returns being generated by the asset class, we are aware of the temptation to invest cash in higher-risk instruments. However, we view cash as a risk-balancing component within the portfolio, and manage our investments within tight risk constraints. This ensures that we do not raise the strategy's risk profile and maintain liquidity at all times.

A recent introduction to our investment mix has been merger arbitrage opportunities: investing in companies for which corporate transactions are pending. This exposure may constitute up to 10% of the strategy if we believe that the risk/reward trade-off falls in our favour. A case in point is our current investment in US pharmacy Rite Aid, for which the drugstore chain Walgreens has made a bid. In our view the transaction will offer significant value, and it presented an attractive risk/reward profile as the market was initially cynical of its approval by the Federal Trade Commission.

## RISK MANAGEMENT

We apply robust risk management measures when selecting instruments for inclusion in the portfolio, as well as in the sizing of these various instruments (depending on their expected risk-adjusted returns). In addition, we apply hedging when deemed necessary to protect against downside risk. Once again, this is always an active decision, implemented when deemed appropriate by the portfolio managers, and not a mechanistic rule irrespective of market conditions.

## OUTLOOK

Uncertainty continues to prevail worldwide. This is both political (in the wake of Brexit, Donald Trump's election as US president, and rising nativism and populism globally) and economic (particularly around the impact of interest rate normalisation). As such, we maintain a more cautious stance towards equities, and the strategy's current equity exposure is around 60% (in line with the benchmark weighting). Significant positions include our holdings in the alternative asset manager space in the US and a recent allocation to global consumer staples (discussed in more detail on page 22).

We maintain conviction in the longer-term performance prospects of our alternative asset manager stocks. After detracting from performance for some time, these stocks rerated post Trump's election on prospects of improved economic growth – and the opportunities this would present for the managers to generate compelling returns for clients.





However, we are mindful of noises around a tax overhaul under the Trump administration. While this would be likely to increase the attractiveness of US companies poised to benefit from corporate and individual tax reductions (and would therefore potentially create greater investment opportunity), there is also talk of a possible increase in the effective tax rate for the private equity industry. This would have a negative impact on this sector, and we are closely monitoring developments.

Having previously found little value in traditional consumer staples (fast-moving consumer goods such as food, beverages, tobacco and household goods), the strategy now has a total exposure of 8%. In the recent past, investors have tended towards overweight positions in this sector as a proxy for the bond market, where yields remained under pressure. However, Trump's election precipitated a significant sell-off in response to greater bond issuance and improved bond rates. In our view, this presented an opportunity for the strategy to invest in high-quality consumer staple stocks at attractive valuations.

Due to our concerns around an uptick in global bond levels (which have seen a marked correction already, and are likely to correct further) we currently hold no bonds with interest rate risk exposure. In addition, we have hedged out the interest rate risk associated with our credit counters. Within

listed property, our major exposure (roughly two-thirds) remains to the UK market, which sold off as a result of uncertainty around Brexit. In our view, the dramatic price adjustment and prevailing price weakness have provided long-term investors with a unique opportunity to buy strong and well-located assets at attractive prices.

Finally, the year ahead will once again hold heightened political risk – in particular, the potential for negative surprise outcomes from upcoming European elections in Germany, France and the Netherlands. While unexpected macropolitical events may contribute to market volatility, we will continue to emphasise our bottom-up selection process.

We carefully consider appropriate position sizes and asset allocation weightings within the strategy to ensure a robust portfolio with the ability to deliver on its mandate, despite the outcomes of uncertain macro-events. We do not chase share prices or constantly react to the most immediate newsflow, and where we identify value we are willing to sacrifice short-term returns in pursuit of compelling long-term client outcomes. Often, the portfolio actions that cause short-term pain (buying dramatically undervalued assets while prices are still falling, or selling overvalued assets while prices are still rising) are often also those that deliver the most compelling long-term results. ■

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## CONSUMER STAPLES

### INVESTING WHEN THE PRICE IS RIGHT

By Louis Stassen

Louis is a founding member of Coronation and a former CIO. Today he heads up the global developed markets investment unit, and co-manages Coronation's global multi-asset and direct developed market equity strategies.



On the face of it, the international consumer staples sector appears to be a no-brainer for investors seeking global exposure.

These companies produce essential products (food, beverages, tobacco and household goods) that generally remain in demand even when times are bad. From Unilever, Nestlé and Anheuser-Busch InBev (AB) to Heineken and British American Tobacco (BAT) – in our view, the sector has some of the best management teams, strong global brands, solid margins and defensive business models.

Intuitively, it feels less risky to invest in these global brand names, especially since consumer staples remain resilient in uncertain times – ideal for those seeking a secure offshore investment.

Still, we largely steered clear of these go-to companies in recent years. As always, our concern is valuation. While it would be easy to justify an investment in these upstanding companies, we only invest in shares that are trading below our estimation of their long-term intrinsic value. We do not invest in companies because we feel comfortable with them or can associate with their brands. We are solely focused on valuation; we do not want to overpay.

In recent years, consumer staple companies have traded at a much higher premium to the rest of the market than the historical average. They were in demand not only for their defensive qualities amid a weaker world economy, but also as alternatives to developed market government bonds.

Compared to the record-low returns offered by bonds, these respectable behemoths offered attractive dividend yields, low risk and the high probability of strong earnings growth. Return-hungry investors have been piling into these companies for many quarters, pushing share prices higher.

This trend promptly reversed following the US presidential election results. The market expects the Trump regime to

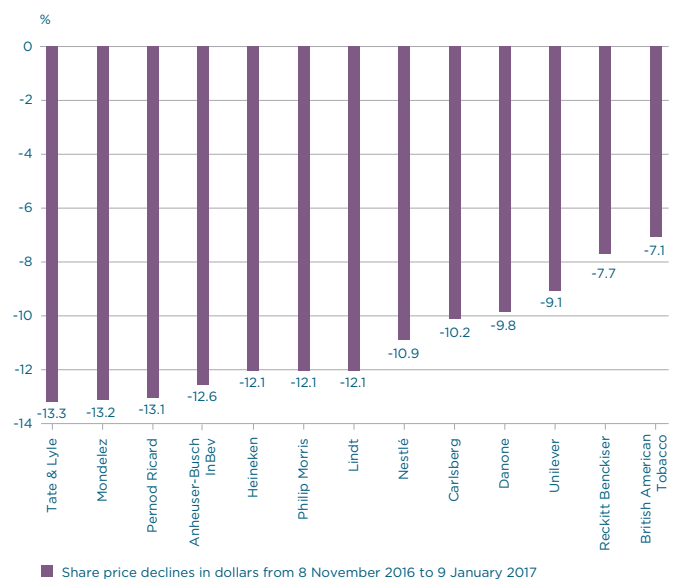
pump money into infrastructure and, in combination with corporate tax cuts, bolster US economic growth. Along with this, inflationary pressures are anticipated, which triggered a sharp increase in long-term interest rates in the developed world. As bond proxies, the consumer staples were dumped in favour of perceived better value elsewhere.

With the prospect of a bump in growth, equity investors pivoted away from defensive workhorse investments to more exciting cyclical companies. Some of our current key holdings – including car companies and the mattress group Tempur Sealy – saw strong gains as investors recognised their value.

But without any change in their underlying prospects, consumer staples lost large chunks of their value. Almost overnight, for example, Unilever's price earnings ratio went from 21 times to 18.5 with no change in the company's outlook.

Now our interest was piqued.

#### CONSUMER STAPLE SHARE DECLINES SINCE THE US ELECTIONS (PEAK-TO-TROUGH)



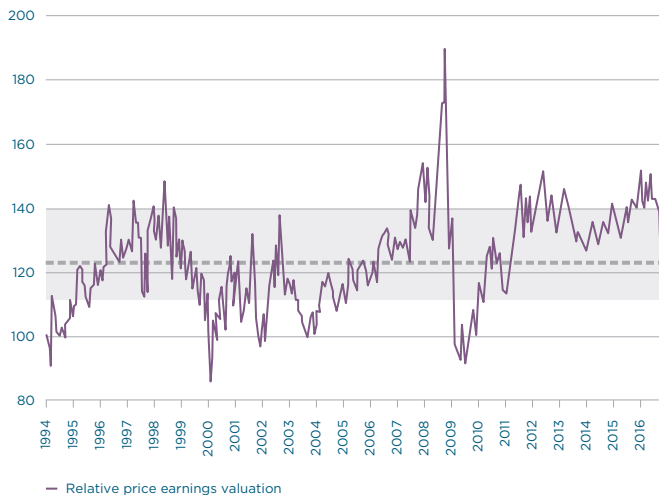
■ Share price declines in dollars from 8 November 2016 to 9 January 2017

Source: Bloomberg



Some of the biggest names in the consumer staple sector suffered large losses since the presidential election, with Heineken and ABI both losing more than 12%. In relative terms, most consumer staples grew much cheaper. Compared to the broader market, the sector's premium retreated by almost a third in the past 12 months, while its relative price earnings valuation reverted back to the long-term mean.

#### GLOBAL CONSUMER STAPLES VS THE BROADER MARKET



Sources: Thomson One, IBES, Morgan Stanley Research

In our view, the sell-off in consumer staples was somewhat illogical. Nothing changed in the underlying fundamentals of these companies, and in fact, stronger economic growth will be a boon for consumer-facing corporates, particularly well-managed consumer staples.

We have moved quickly to benefit from what we deemed to be the irrational selling in the sector. Over the last two months, we have increased our exposure to consumer staples in our Equity, Global Managed and Global Capital Plus portfolios.

We have added to the following holdings (in brackets, the weighting in the Coronation Global Equity Strategy portfolio):

#### BAT (1.7%) AND PHILIP MORRIS (1%)

In our view, long-term cash flow conversion across the tobacco industry is excellent, as working capital requirements are low and capital spend is constrained. We believe that the tobacco companies have demonstrated extraordinary pricing power and shareholder-friendly

capital allocation. In our view, both groups continue to look attractive from a valuation perspective. New tobacco products – particularly the IQOS, Philip Morris's non-burning cigarette which has found a large market in Asia – could provide a growth fillip in future. In addition to its promising new-generation products, BAT has sizeable activities in the US, which are likely to benefit from the anticipated lowering of corporate tax rates. It is also currently in negotiations to increase its US exposure with the proposed takeover and delisting of Reynolds American, the second largest cigarette seller in the US and owner of the Camel brand.

#### ABI (1.4%) AND HEINEKEN (1.2%)

The world's largest brewers enjoy high barriers to entry, powerful brands (with the associated pricing power this affords), distribution muscle, access to cheap capital and top talent, and most importantly, a high level of free cash-flow generation. ABI is currently digesting the SABMiller acquisition, which we believe will allow the group to reduce its cost base and improve margins.

#### UNILEVER (1.2%)

The British-Dutch multinational consumer goods company owns brands like Omo, Surf, Dove and Knorr. The company's share price is down more than 9% (in dollars) since the US election, despite its aggressive margin and cash targets for the medium term. We are confident that the company's adoption of a zero-based budgeting process will assist in achieving these goals.

#### RECKITT BENCKISER (1.2%)

The world's leading consumer health and hygiene company (with brands including Dettol, Harpic, Durex and Nurofen) has strong pricing power and sells its products across 200 markets. In our view, Reckitt Benckiser has one of the most shareholder-friendly management teams in the sector, with a proven ability to deliver operational results.

We have increased our collective exposure to this group of companies by 8% in the immediate aftermath of the US election. Also, we would not be surprised to see more weakness in the US bond market, which has the potential to create further opportunities in the largest consumer staples, given their correlated performance of late. As always, we will continue to be disciplined, valuation-based investors, and will only consider an investment that offers a sufficient margin of safety to our estimate of fair value. ■

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## HAMMERSON

### BACKING QUALITY

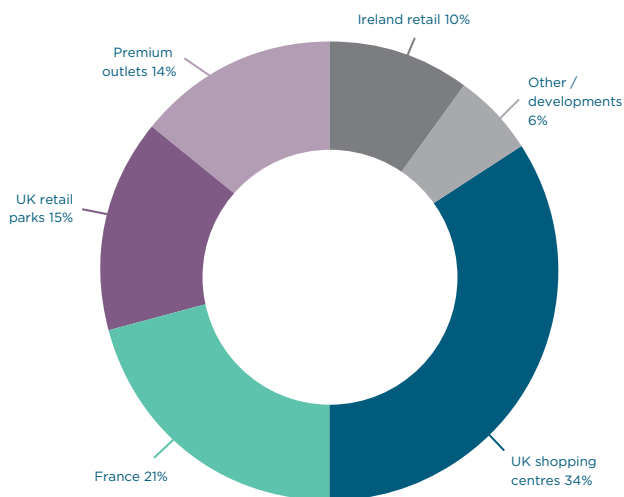
By Kanyane Matlou

*Kanyane is an analyst within Coronation's fixed interest investment unit. He joined Coronation in 2013, and has various analytical responsibilities related to listed property research.*



Hammerson is a dominant property group in the UK, owning some of the leading shopping centres across the country. The company, which is listed both in London (it is included in the FTSE 100 Index) and Johannesburg, also owns a portfolio of UK retail parks and shopping centres in France, as well as premium outlet centres in other European countries. Most recently, Hammerson gained exposure to Ireland, acquiring a stake in a portfolio of retail assets towards the end of 2015, which included that country's largest shopping centre, Dundrum.

#### HAMMERSON PORTFOLIO SPLIT



Source: Hammerson

#### DOMINANT SHOPPING CENTRES

Following years of a relatively stagnant retail environment, the UK has shown signs of recovery in recent years, with both consumer confidence and retail sales exhibiting green shoots. While it is unclear what the impact of Brexit will be on these metrics when the UK eventually leaves the EU, we expect Hammerson's portfolio to continue to benefit from the ongoing

recovery in the retail environment thanks to its relatively limited exposure to London and the dominance of its assets.

In addition to giving the landlord leverage with retailers, having a dominant shopping centre is also defensive in our view. In downturns, we believe that retailers would sooner close an average store in a secondary location than a flagship shop in a prime location. We view Hammerson's portfolio of UK shopping centres as among the most prime of the various UK landlords. Management has consistently invested in the centres over the years, optimising their leisure proposition and securing strong tenants, thereby creating what we view as ideal shopping destinations. Partly owing to the work that has gone into the portfolio, we expect the estimated rental value (ERV) of Hammerson's UK shopping centres to show growth in the low single digits over the next few years, broadly in line with the 2.2% compound annual growth recorded in the three-and-a-half years to June 2016.

With the rise of e-commerce, the sustainability of shopping centres has increasingly come under scrutiny. The UK is among the leading adopters of internet shopping, which already represents a mid-teen percentage of total sales. The need for bricks-and-mortar outlets in an age where product can be bought online and delivered on the same day, remains a key question going forward for all owners of shopping centre real estate. However, we believe that not all shopping centres are created equal. In our view, mid-tier centres whose only offering is product that can be found online will likely feel the impact of 'e-tailing'. On the other hand, we believe that dominant shopping centres, with flagship stores and a sufficient entertainment offering, complement the e-tailing trend and remain a key avenue in a retailer's omnichannel arsenal.

While its UK shopping centre portfolio may be among the best in the country, the strength of Hammerson's retail park portfolio is not at the same level in our view. Its retail park portfolio has seen like-for-like net rental income growth that is some 100 basis points below the average growth achieved by the Hammerson shopping centre portfolio over the past five years.



However, the retail park market has managed to maintain a healthy occupancy rate and in our view, rental growth rates have been more than decent in recent years. While we do not expect retail park rentals to go backwards, given the relatively high base rates, we see limited to no growth in rental over the next five years.

## GEOGRAPHICAL DIVERSIFICATION

Unlike its London-listed peers, whose portfolios are almost exclusively UK focused, Hammerson's domestic exposure represents only 60% of its asset base. The balance is in euro-denominated assets in Ireland, France and a few other countries on the continent. We believe that this substantial euro exposure means that an investor in Hammerson faces much less UK-idiosyncratic risk than with its peers, and in our view, this is particularly pertinent in the wake of the UK referendum outcome on EU membership. While the details of the Brexit process remain murky, we believe that the impact of any fall in asset values should hit Hammerson's net asset value (NAV) less than other members of the 'big four' (British Land, Land Securities and Intu) given its euro exposure.

On balance, we believe this diversification element outweighs what we perceive as a relatively weaker portfolio of French shopping centres. The French retail market is facing headwinds and we expect rentals in the French portfolio to chug along sideways over the next few years, as the retail environment remains lacklustre, while occupancy cost ratios are close to their maximum levels.

Meanwhile, despite much criticism in the market relating to the full price paid for the Irish acquisition, the fundamentals of the Irish retail market are the strongest in over a decade. As a result, we see strong growth potential in ERV at Dundrum, which we believe should lead to substantial value accretion. As long-term investors, we judge the soundness of an investment by its potential return over the long term, not just the acquisition yield in year one. With an expected compound annual growth rate in ERV of 4% to 5% over the next five years, we see Dundrum adding substantial value to the Hammerson business.

## PREMIUM OUTLETS

In addition to traditional shopping centres and retail parks, Hammerson owns premium outlet centres both in the UK and on the continent, via its stakes in Value Retail and VIA Outlets (through joint venture holdings). Luxury brands are sold at discounted prices at these centres, which have attracted growing interest from tourists, both local and international. The outlet market has seen sales growth of 8% to 10% per annum since the financial crisis, with rental growth coming in at a similar level, as the rentals charged are mostly based on turnover. In recent months, Hammerson has invested additional capital into the VIA Outlets business,

reflecting management's confidence in continued growth in the sector. On mainland Europe, saturation levels for outlet centres are at different points, but we believe that some runway remains for this part of the business to make up a greater portion of the Hammerson asset base.

## DEVELOPMENTS

In our view, good managers of real estate continuously work and invest in their assets to fend off competition and keep shoppers visiting. Hammerson has a pipeline of development opportunities representing just over a quarter of its standing investments. These include plans either awaiting approval or already approved, and range from leisure extensions to existing centres to the construction of new phases on vacant pieces of land adjacent to standing developments. The company recently completed phase one of its Victoria Gate development in Leeds, and is in the process of completing a dining and leisure extension at Westquay in Southampton. Additionally, three major projects are in the planning phase, expected to be completed around 2021/2022. Two of these are Croydon and Brent Cross, which are expected to breathe new life into the company's assets in South and North London respectively, cementing the dominance of its shopping centres in these regions. Together with the development of the Goodsyrd project in London, these three major projects should see an investment of about £1.3 billion, which should be accretive to NAV upon completion.

## MANAGEMENT

In our opinion, Hammerson's management team is among the leading managers of real estate in the UK. The team has consistently delivered growth in ERV across the portfolio, and in addition to that has been able to sign rentals that are consistently above the passing rent (the previous rent amount before the renewal). In the four-and-a-half years to June 2016, Hammerson has achieved leasing levels that were on average an impressive 10% above passing rent. This has been reflected in the compelling growth in NAV per share since the financial crisis, as well as similarly impressive growth in earnings and dividend per share.

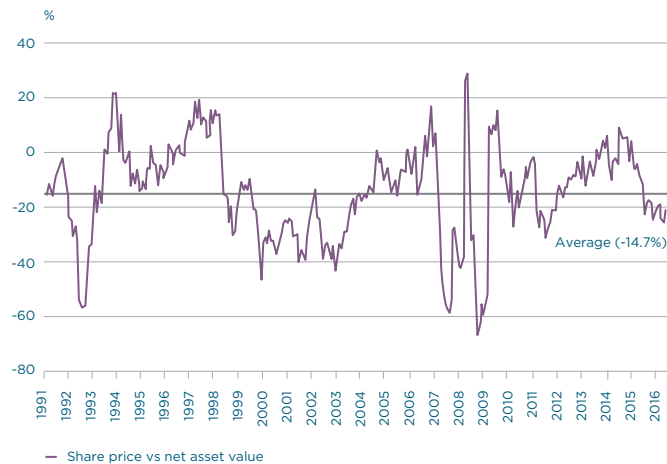
Strategically, we believe that the decision to exit the office sector in 2012 has shown management to be good allocators of capital, with the proceeds from the sale put to better use in the outlet business. While management could not have anticipated the Brexit vote, we believe the group is also now in a better position than its peers who are more exposed to office space, which is coming under pressure following the referendum.

In our view, management's decision to enter the Irish market confirms its prudence. As highlighted earlier, given the strong retail market backdrop in Ireland, we believe that the ERV growth prospects of the Irish acquisition more





#### HAMMERSON PREMIUM/DISCOUNT TO NET ASSET VALUE



Sources: Bloomberg, Coronation

than outweigh the perceived 'overpayment' from an initial yield perspective.

#### CONCLUSION

We like Hammerson's portfolio of dominant assets, its geographical diversification as well as its management team. With the company having recently listed on the JSE, we are now able to gain exposure to what we deem to be a quality portfolio under an excellent management team, without using our offshore allowance. We expect the value creation that should come from the UK shopping centre business, the Irish acquisition as well as the strong outlet business to outweigh the pedestrian performance of the UK retail parks and French business. With the counter trading at a discount of 20% to 25% to its last stated NAV, we believe that at these levels, Hammerson is a quality stock that is worth adding to our portfolios. ■

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## FRONTIER CEMENT COMPANIES

### SIX DEGREES OF SEPARATION

By Gregory Longe

*Gregory is an investment analyst within the Global Frontiers investment unit. He joined Coronation in February 2013 after completing his audit training at Ernst & Young.*



Six degrees of separation; I am sure you have heard of it. The idea that any person in the world can be connected to any other person in six or fewer steps. Coined by Hungarian author Frigyes Karinthy in 1929, this idea entered mainstream culture in the 1990s with John Guare's play and subsequent film. The idea that we are all linked individually can also be applied to companies, especially in today's globalised world. Expanding the Coronation Frontiers offering from being focused solely on Africa to include the other global frontier markets provides examples of many such connections and, I believe, makes us better investors as a result.

After many years of investing in African frontier markets, Coronation recently launched a Global Frontiers Strategy that includes countries in Southeast Asia, the Middle East, Eastern Europe and Latin America. Heading out across the globe in the lead-up to the launch of this new strategy,

I thought that it would be our eight years of experience investing in companies across Africa that would assist in analysing frontier businesses elsewhere. While this was certainly the case, I did not expect my experience in Pakistan to help me better analyse our African and even South African investments. We have seen examples in mobile money, banking and brewing, but in no sector has this connection been quite as apparent as in the cement industry.

#### PAKISTAN

One of our earlier investigative trips was to Pakistan. After visiting many companies across a variety of industries, we met with one of the large cement manufacturers, Lucky Cement (Lucky). We found its management impressive, focusing on a number of areas that we viewed as important, and the meeting was a good one. From our history of





investing in Africa we knew cement companies well and two things in particular caught our eye. Firstly, Lucky's energy costs and secondly, its plant location.

- **Energy:** In cement, energy costs make up a large proportion of total costs, as part of the production process involves the heating of limestone and clay to over 1 500 degrees Celsius. This is expensive and any saving in heating costs is a competitive advantage. In our view, what makes Lucky special is that it has optimised its plant to burn alternative fuels, such as old tyres or waste, that are cheaper than the coal or diesel used by its peers.
- **Location:** Lucky has two main production plants, one in the north of the country and a second in Karachi in the south. The Karachi plant is situated within the port, providing a very cheap and convenient route for overseas exports. This is another competitive advantage over its peers, who incur costs getting their cement to the port before they can export.

These two factors mean that Lucky is the lowest-cost producer in the market and very competitive globally. This cost advantage allows Lucky to export cement to many other markets – more on that later.

## NIGERIA

Dangote Cement (Dangote) is the market-leading cement company in Nigeria. Dangote is a company we know well, both through a past investment in a key competitor and our current shareholding. About the same time as we were visiting Pakistan and meeting Lucky, Dangote was embarking on an ambitious expansion plan across Africa. The first phase saw cement plants built in Senegal and Cameroon as well as an investment in Sephaku, a South African company. Subsequent plants were opened in Ethiopia, Tanzania, Côte d'Ivoire, Zambia and the Congo. Like Lucky, Dangote can produce cement significantly cheaper than competitors and is often the low-cost producer in its respective markets.

## SOUTH AFRICA

Dangote's entry into South Africa in 2014 caused an immediate stir and the company rapidly established itself, taking a national market share of 15%. By leveraging plant

efficiencies and then passing these savings on to the consumer, Dangote could charge lower prices than the incumbents, whose older plants were more expensive to run. Because Dangote's plants are situated in the interior of the country, its market share was higher in Gauteng, as it is more expensive to send cement to the coast. This was further exacerbated by cheap Asian imports into the coastal regions around Durban.

Throughout the course of 2014 and early 2015, we began to hear complaints from South African cement manufacturers, including Dangote and Pretoria Portland Cement (PPC), about the 'dumping' of cement by Pakistani companies. One of the largest exporters to South Africa was in fact Lucky, the low-cost Pakistani cement producer we had recently met. We were thus able to leverage our exposure in global frontier markets like Pakistan, and our African experience in Nigeria, to deepen our understanding of the investment case for Dangote and the South African cement industry.

This connection of markets and companies has recurred numerous times since, whether it is PPC and Dangote with plants in Ethiopia, or Lucky and PPC in the Democratic Republic of the Congo. We believe that the benefits of knowing all of the affected companies, and of hearing both sides of the story, have been invaluable in helping us form our investment views. More than just providing insight into the investment case for Dangote or Lucky, in our view it has also helped us relook the investment case of their competitors.

By avoiding investments in some of their competitors, we have escaped the occasional rights issue or two. We believe that the move into global frontier markets has improved the depth of our understanding of companies in our 'home' markets.

On an individual level, Facebook has been instrumental in driving down the number of steps needed to connect to any other person. Across their user base, the average number is now only 3.6 steps, down from 5.3 steps in 2008. In an increasingly globalised world, I have no doubt that the interconnectedness of markets and companies will continue to deepen in a similar way, even in the frontier parts of the world that one would not expect. ■

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