

PLATINUM INTERNATIONAL FUND



Kerr Neilson Managing Director

PERFORMANCE

There was a strange divergence in the behaviour of markets in the face of apparent concerns about faltering growth over the quarter. Some countries that one would imagine would be adversely affected, like Hong Kong and Australia, all made strong gains of around 5% in Australian dollars, while Japan swooned a full 11%. Perhaps it was consideration of the adverse impact of higher oil import bills, but why then did India, Indonesia and Brazil, each of whom is in oil deficit, rise by 10% or more? Valuations, liquidity, and an acceptance of the growth prospects of these smaller economies are the best explanations we can offer. The other large traditional markets were flat to down. This resulted in the MSCI being weak for the quarter at -4.4%.

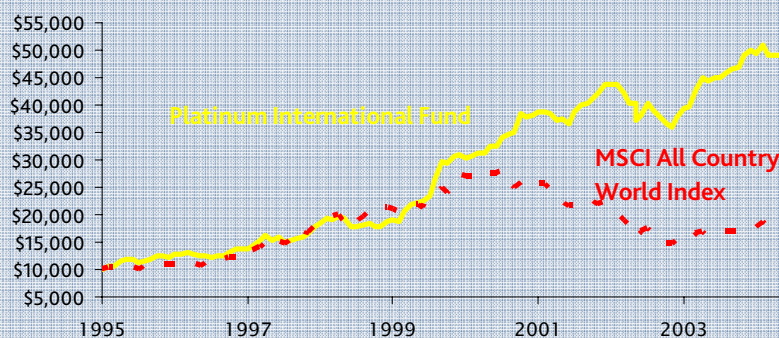
The industry segmentation seems easier to explain with Energy being the star performer, up over 5%, while IT trailed at minus 13%. IT suffered in particular from concerns of stock accumulation on weak sell-through of flat TV screens and mobile handsets. As has become a feature of the present environment, some sectors that would normally have been protected by their defensiveness such as health care and consumer staples, were adversely affected by deteriorating circumstances. For example, there were profit warnings from the likes of Coke, Colgate, Unilever and Nestlé as they battle for shelf space against own-label brands in a fast changing environment (a subject that we have identified in several earlier reports). The major drug companies also had problems with product disappointments and recalls, driving big names like Merck and Pfizer down to between 60% and 40% of their peak levels.

MSCI WORLD INDEX INDUSTRY BREAKDOWN (A\$)

SECTORS	QUARTER	1 YEAR
ENERGY	5.2%	29.2%
MATERIALS	2.8%	19.6%
UTILITIES	0.9%	14.1%
TELECOMMUNICATIONS	-1.6%	9.1%
FINANCIALS	-3.3%	9.2%
INDUSTRIALS	-4.1%	13.3%
CONSUMER DISCRETIONARY	-6.4%	7.4%
HEALTH CARE	-6.9%	1.5%
CONSUMER STAPLES	-9.6%	2.0%
INFORMATION TECHNOLOGY	-13.5%	-5.2%

Source: Bloomberg

VALUE OF \$10,000 INVESTED SINCE INCEPTION 1 MAY 1995 - 30 SEPT 2004



Source: Platinum and Factset. Refer to Note 2, page 7.

Within the markets themselves there has also been the strange phenomenon of PE compression. CSFB has found that the dispersion of PEs for 19 of the 26 sectors globally are at historically narrow levels. This implies that investors are unwilling to differentiate between the great and the good companies in these industries!

Within this environment, the Fund's performance has been acceptable by beating the MSCI marginally over the quarter but still declining by 3.8%. For the year, the Fund is up 10.4%.

SHORTING

Note, with our large exposure to growth sensitive Asia, it behoves us to maintain downside protection in a highly uncertain commercial environment. Year to date, shorting has done us little good.

CURRENCY

We are finding it very difficult to read the markets at present. The Japanese yen has been remarkably sluggish for the currency of a country that is generating a current account surplus of 4% of GDP pa. If the lull in growth has passed, as we believe, the yen should appreciate unless we are under-estimating the market's appraisal of the deterioration of Japan's terms of trade ie. strong energy and

DISPOSITION OF ASSETS		
REGION	SEP 2004	JUN 2004
WESTERN EUROPE	29%	31%
JAPAN	27%	28%
NORTH AMERICA	14%	13%
EMERGING MARKETS (INCL KOREA)	14%	12%
AUSTRALIA	2%	2%
CASH	14%	14%
SHORTS	30%	30%

Source: Platinum

commodity prices relative to manufactured goods. Our currency disposition has barely changed.

CHANGES TO THE PORTFOLIO

Instead of seeing the benefits of the higher oil price that we have been predicting, we have to report sound foresight but little profit. As Toby reported last quarter, our investment in **Yukos** has been disappointing. We bought a small stake in this privatised Russian oil giant after a 30% collapse of its share price following the arrest of its principal shareholder. However, backing reason in the face of the imprisonment of our dubious champion in a politically charged contest, proved the virtue of peripheral circumspection over opportunism. Our deep regard for history and some hasty reading of Russia's past experience with single-minded rulers led us to slink away with relatively minor wounds: a total loss to the Fund of two tenths of one percent.

On the other hand, this has not been our response to the dull news from **Shell**. We have been using moments of price weakness to add to our holding. The issue about classification of its hydrocarbon reserves, while disappointing, has limited impact on the longer term value of this oil giant (though it reveals a certain muddling of priorities). As mentioned before, we are particularly attracted to its natural gas deposits and at the current level of oil and gas extraction of 1.5 billion boe pa, it has extractable resources to last 40 years.

Brascan, the Canadian listed parent of another of our resource holdings (Noranda), has chosen a suitor for its subsidiary as it continues its anticipated course of vacating the sector. **Noranda** has been given a Chinese government sponsored mining trading

company as its preferred negotiating partner. We are however a little apprehensive that in its eagerness to reshuffle its portfolio, Brascan will settle on a MIM-style cheap sale. To date it has been a good investment, benefiting from strong nickel and copper prices.

We used a run-up in share prices to restructure our gold share holdings in favour of lower cost producers, by selling Harmony and reducing Gold Fields in favour of **Anglogold, Newmont and Barrick**.

Among new additions are IMC Global, Carrefour and Fuji Electric. **IMC Global** had found itself at the bottom of the fertilizer cycle after a hectic debt funded expansion programme and in its weakened state was forced to accept a merger proposal with Cargill. The latter is one of the world's great private agricultural companies, and has injected its fertilizer production and distribution business into the new entity. The positional strength of the merged entity, together with Cargill's proven management, should ensure that these excellent underlying assets are optimised in the present up-cycle.

Carrefour is a readily classified fallen angel. Its rating has deteriorated dramatically since the late 1990s when it experienced its first earnings setback after years of successful expansion at home and abroad. The worry at the moment is the loss of share in its home market of France. As this still accounts for half of the group's sales and more of its profits, this is a valid issue. However, by devolving a greater share of influence back to the hypermarket and supermarket managers and by fundamentally changing the emphasis of the buying department, we believe their French base will stabilise, albeit on slightly lower profit margins. At the same time we can expect continuing good growth from expansion in Latin America and Asia, including China. This is still a wonderfully profitable company and earnings per share have grown each year, barring 1999, to yield a trend rate of 15%.

BREAKDOWN OF FUND'S LONG INVESTMENT BY INDUSTRY (% OF ASSETS)

CATEGORIES	EXAMPLES OF STOCK	SEP 2004	JUN 2004
CYCLICALS / MANUFACTURING	TOYOTA MOTOR, SCHINDLER, SIEMENS, LINDE, OCÉ	25%	21%
FINANCIALS	CREDIT AGRICOLE, MITSUBISHI TOKYO FINANCIAL, MITSUI SUMITOMO INSURANCE, NORDEA	15%	15%
TECHNOLOGY/HARDWARE	AGERE, INFINEON TECH, SAMSUNG, AMD, SUN MICROSYSTEMS	8%	9%
MEDICAL	TAKEDA, SCHERING, NOVARTIS, MERCK KGaA, GLAXOSMITHKLINE	8%	8%
GOLD AND OTHER RESOURCES	SHELL, BARRICK GOLD, NEWMONT MINING, GOLD FIELDS, NORANDA	7%	7%
RETAIL/SERVICES/LOGISTICS	VEOLIA ENVIRON, DEUTSCHE POST, HORNBAACH, MITSUBISHI CORP	7%	7%
CONSUMER BRANDS	HENKEL, ADIDAS SALOMON, LOTTE	6%	7%
SOFTWARE/MEDIA	SKY PERFECT COMMS, SEOUL BROADCASTING, NEWSORP	6%	6%
TELECOMS	ALCATEL, NTT DOCOMO	4%	6%

Source: Platinum

COMMENTARY

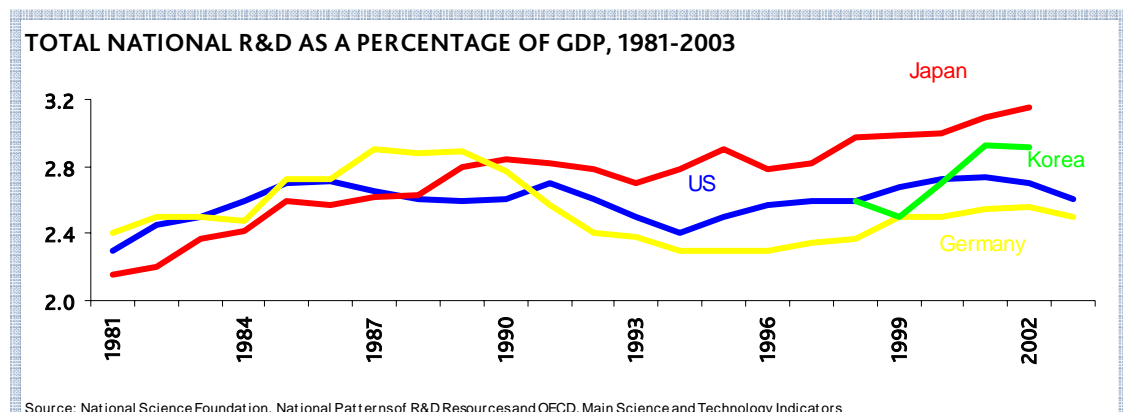
As the quarter unfurled, it became evident that the markets were seeking confirmation that economic growth was not about to peter out. Valuable market signals were given by world bond markets where yields drifted down, signalling a world where inflation risks were remote and growth scarce or fleeting. Commodity prices, excluding oil which has its own peculiarities, were generally mixed with grains being weak in response to strong North American harvests, while metals were generally firm throughout. The two leading engines, the US and China gave off conflicting signals. By the close of September the view had formed that there was an easing in credit conditions for large Chinese corporations who through the kerb market were then able to ameliorate the funding shortages of smaller private companies. Bonds corroborated the positive growth interpretation by weakening in price.

We spent some time in Japan during September. Prior to one of these excursions, where we meet with senior representatives of twenty or more companies, there is several weeks of intense activity. This is directed at identifying key variables that will help us understand whether or not there is a gap in the market's assessment of a company's

position and prospects. (Brokers' analysts can assist to some extent but invariably it is the meeting with the company that seals our opinion). On this occasion we were focusing on new technologies, in particular hybrid drive systems, photovoltaic (PV) cells, energy storage systems, light sources and fullerenes. **In each of these areas Japan is the undisputed world leader in terms of development and mass production.**

While there are endless references to the frailties of the Japanese economy, sight often seems to be lost of the unremitting commitment to greater R&D spending throughout this post-bubble period. So much so that the country ranks second only to Sweden in terms of the proportion of its economy so engaged. The accompanying two graphs are quite illuminating in terms of trends, and sources of funding. Thus of global expenditure on R&D totalling some US\$760 billion, the US accounts for 38%, the EU 26% and Japan 14%, with a notable preponderance of funding by industry in Japan versus some other major industrial countries.

We covered with some enthusiasm the progress Toyota has made with its petrol/electric hybrid drive system found in the *Prius* in the March edition. As noted at the time, this led us to examine tangential opportunities regarding drive systems and



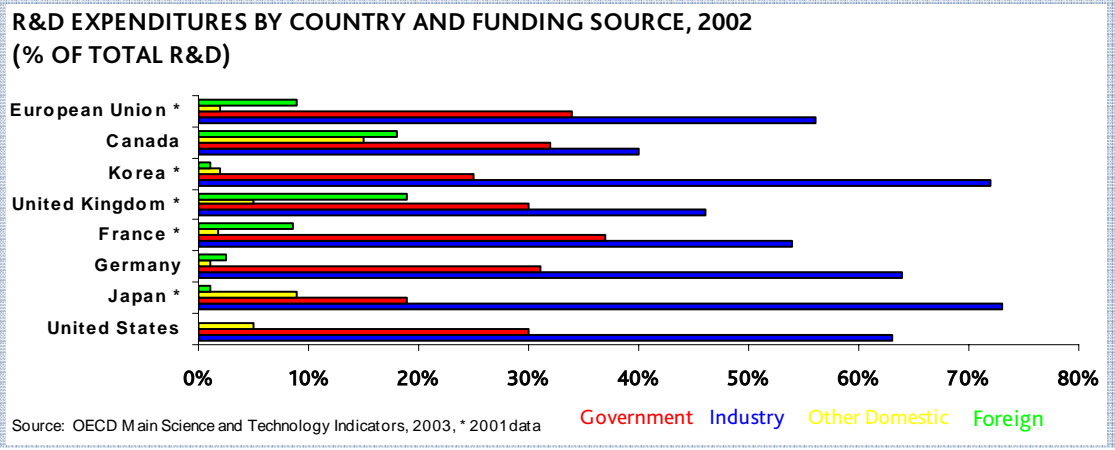
energy storage. For example, one of the problems Toyota has faced in giving an eight year guarantee for the battery of the *Prius* is to over-specify the size to ensure it stands up to the large number of recharge cycles. A fluke discovery, together with clever current control software, may in due course obviate the need for such over-engineering. A Japanese development team has discovered a way to produce a power storage device that combines the storage capacity of a battery yet can accept and dispense power in the manner of a capacitor. As it is a non-chemical reaction the cycle life is exceptionally high and because of its high power-taking characteristics it could allow the capture of as much as 80% of regenerative power created when the vehicle (or other moving conveyance) brakes. As always there are some trade-offs, one being cost and the other being the 30% greater size over a traditional lead-acid battery. Should this development live up to its promise and achieve cost reductions from the application of mass production techniques, its use could displace present battery technology - to the benefit of its two listed backers among others!

Another area that has fired up our imagination is the use of solar power. At present it is a hostage to subsidies. In green conscious countries such as Japan and Germany, consumers are guaranteed a payback via

receipt of high rebates when they feed domestically generated photovoltaic power into their local grids. These subsidies are gradually dropping but there is no sign of interest flagging.

For a sense of scale, current world production of solar cell modules, in terms of nominal electrical producing capacity, is 744 MW which is equivalent to three quarters of the capacity of a medium sized power station of 1000 MW. However, the latter would typically operate for 350 days at say 16 hours a day, to produce 5,600MWh of electricity (and plenty of pollution) per year. By contrast a typical 3 kW unit sold to householders in Japan (costing about US\$20,000, weighing 300kgs and covering an area of 5 by 6 metres) is expected to function for an average of 3 hours per day to produce 3000 kWh a year or about 70% of average annual householder consumption in that country. With an electricity fee of Yen 23, the payback is about 20 years while the installation's life is as much as 100 years!

The two important variables are sunshine and conversion efficiency. The latter is normally around 15 to 18% with Sharp, the world's biggest producer, projecting gradual improvements in efficiency and manufacturing costs. Even with these handicaps, PV demand is growing very



strongly at perhaps 30% pa. The polysilicon crystal, which acts as the photon-absorbing substrate of these electron generators, is presently in short supply with the PV industry currently accounting for nearly as much demand as the semiconductor industry. We can't know that Sharp will hold its lead in this race but it is generally acknowledged that *manufacturability* is the key to reducing the cost of this energy source. Giving comfort however is the fact that Sharp is nearly three times the size of each of the next three largest players (Kyocera, Shell solar and BP solar) and has achieved improving margins in its PV division over the last few years.

To lead us back to where we started, Japan has a wealth of these technologies, yet investors are often critical about the apparent low economic pay-back. Our view is that with so many industries becoming commoditised by emerging market competition, holders of such differentiating technology should be more favourably rated. Simple PEs do not describe the depth of a company's resources and often mask the creation of longer term competitive advantages. How, for example should we evaluate Toyota which in terms of PEs is more expensive than GM, its larger rival, yet Toyota outspends GM on R&D by 1.6 to 1 and has demonstrable technical superiority? Leading Japanese companies remind us of the building period of the US multi-nationals of the 1960s and 70s: far from being profligate, we see these companies building for the future.

We have noted before the transformation of the balance sheets of large Japanese companies as profits are returning to the previous peak and as capex has been reined in. At the same time there has been a great deal of corporate activity as companies have eliminated their minorities in subsidiaries and have swapped divisions to consolidate activities among fewer players. We have identified US\$67 billion of these transactions among industrial companies since 1998 on

top of US\$175 billion of financial sector transactions.

The short term risk for Japan, and for that matter our portfolio, is the behaviour of the Chinese economy. By resisting an upward movement of its currency, and recycling funds into US\$ assets, principally bonds, the Chinese authorities are limiting their options. The easing of credit controls should remove the danger that the slow-down turns into a rout. **The remaining concerns will be exchange rates and energy prices.** All we can add on the former is that although it is becoming popular to regard Asia as some sort of US\$ block, these things often only seem so until the subtleties expose themselves. Our currency position reveals our skepticism.

The other worry weighing on markets are the oil and gas prices. The loss of tax breaks this quarter in the US and the extra cost of winter heating will impair discretionary spending power. Continental Europe continues to plod, though there have been some surprisingly positive turns in France. We see growth remaining subdued, inflation very mild and the cost of money likely to stay low enough to bolster spluttering activity.

SUMMARY

China is likely to be foremost in investors' appraisal of the investment scene. Our reading is that concerns about growth are receding and that this is highly beneficial for Asia and commodities. The hope is that this will allow for more balanced growth globally but with this there may be risks on the currency front. There has been a very clear de-rating of equities in general but against the uncertain backdrop, this seems appropriate.

Kerr Neilson
Managing Director

NOTES

1. The investment returns are calculated using the Fund's unit price and represent the combined income and capital return for the specific period. They are net of fees and costs (excluding the buy-sell spread and any investment performance fee payable), are pre-tax and assume the reinvestment of distributions. The investment returns shown are historical and no warranty can be given for future performance. You should be aware that past performance is not a reliable indicator of future performance. Due to the volatility of underlying assets of the Funds and other risk factors associated with investing, investment returns can be negative (particularly in the short-term).

2. The investment returns depicted in the graphs are cumulative on A\$10,000 invested in the relevant Fund since inception relative to their Index (in A\$) as per below:

Platinum International Fund:
Inception 1 May 1995, MSCI All Country World Net Index

Platinum Asia Fund:
Inception 3 March 2003, MSCI All Country Asia ex Japan Net Index

Platinum European Fund:
Inception 1 July 1998, MSCI All Country Europe Net Index

Platinum Japan Fund:
Inception 1 July 1998, MSCI Japan Net Index

Platinum International Brands Fund:
Inception 18 May 2000, MSCI All Country World Net Index

Platinum International Health Care Fund:
Inception 10 November 2003, MSCI All Country World Health Care Net Index

Platinum International Technology Fund:
Inception 18 May 2000, MSCI All Country World Information Technology Index

(nb. the gross MSCI Index was used prior to 31 December 1998 as the net MSCI Index did not exist).

The investment returns are calculated using the Fund's unit price. They are net of fees and costs (excluding the buy-sell spread and any investment performance fee payable), pre-tax and assume the reinvestment of distributions. It should be noted that Platinum does not invest by reference to the weightings of the Index. Underlying assets are chosen through Platinum's individual stock selection process and as a result holdings will vary considerably to the make-up of the Index. The Index is provided as a reference only.

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The Platinum Trust Product Disclosure Statement No. 5 (*PDS*), is the current offer document for the Funds. You can obtain a copy of the PDS from Platinum's web site, www.platinum.com.au, or by contacting Investor Services on 1300 726 700 (*Australian investors only*), 02 9255 7500 or 0800 700 726 (*New Zealand investors only*) or via invest@platinum.com.au.

Before making any investment decision you need to consider (with your financial adviser) your particular investment needs, objectives and financial circumstances. You should consider the PDS in deciding whether to acquire, or continue to hold, units in the Funds.

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