



August 11, 2017

Dear Clients, Partners, and Friends,

The results for South Ocean Management's Delaware LP, Hong Kong Partners' L.P., before incentive fees, were as follows:

	<u>Jul 2017</u>	<u>Year-to-date</u>
Hong Kong Partners LP *	0.1%	3.7%
Hang Seng Index **	6.1%	24.2%
Hang Seng Small Cap Index	1.8%	8.1%
MSCI HK Small Cap Index	-0.1%	7.5%

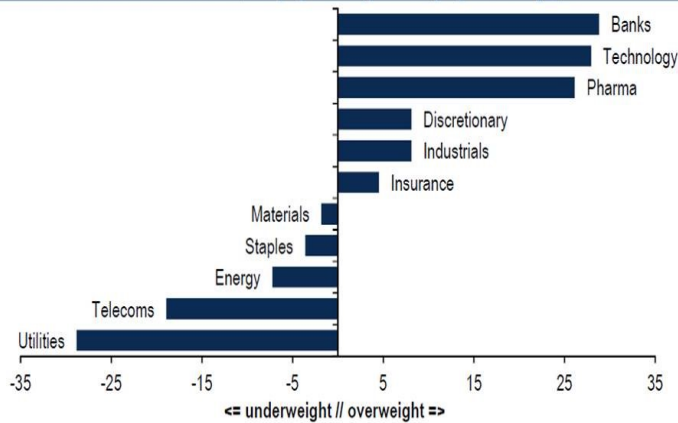
Partners' NAV \$3.0948 after management fee and provisions, but before annual incentive fees of 15% on appreciation.

Our small/mid cap holdings of Hong Kong-listed, China-geared companies under-performed the large cap, Hang Seng Index. As mentioned in this year's monthly letters, our portfolios are weighted towards utility-like, stable cashflow holdings in the environmental/renewable sectors. These stocks have been out of favor this year as investors have focused on cyclical, Internet and financial names. There have been strong fund inflows (from both foreign and China investors) into HSBC, Internet giant Tencent, property developers and insurers, areas in which we are not invested. It was very quiet across the smaller cap sectors (see recent SCMP article on the small cap sector [here](#)).

In fact, the utility sector was the most underweighted group by global investors according to BoA Merrill Lynch Global sector sentiment survey;

On Sector Allocation

Exhibit 35: Global sector sentiment (% saying overweight - % saying underweight)



In July, global investors continue to favor banks, technology, pharma, discretionary and industrials and avoid utilities, telecoms, and energy.

Source: BofA Merrill Lynch Global Fund Manager Survey

Due to this relative under-performance, our holdings have grown in worth to the point that deep values have started to emerge.

Famed value investor, Ben Graham, used several yardsticks to fulfill his standards of value. For instance, our portfolio average current price-to-earnings ratio (P/E) is way below the average 5-year historic P/E. Taken together, our holdings would have to increase 56% (in total) to return to their historic P/E levels. Another measure of value is the inverse of P/E or earnings yield (or earnings divided by price). Our portfolio average earnings yield is 6.4% which is substantially above high-grade Hong Kong corporate yields of 2.6%.

One example of the deep values favored by Ben Graham is our position in wind and solar power generator, Huaneng Renewables (code 958hk, 4.6% holding). HN Renewable sells at 8.8x last year's earnings and 6.7x this year's estimated earnings. Its historic P/E is 16.8 times. Return on equity today is greater than 30% and the shares are selling below book value. Sales, earnings and net book value have increased every year for the past 5 years. HN Renewables is the largest wind farm operator in China and has the highest net margins of all wind power companies. Its parent company is the State-Owned giant Huaneng Group (57% ownership), one of China's largest power producers. Various governmental policies strongly favor wind, solar and hydro power. Renewable energy is in the first priority of power dispatch in China as the government requires that grids purchase renewable power first.

Our weighted average estimated 2017 and 2018 portfolio P/E is 7.5x and 6.6x, respectively. Even if sentiment should stay depressed, our fundamentally solid holdings, with the above types of defensive characteristics, should weather relatively well any market downturns we encounter going forward.

Sincerely,

Brook McConnell

President

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Hong Kong

***Hong Kong Partners LP risk disclaimer:**

- Hong Kong Partners LP (The "Fund") primarily invests in the Hong Kong equity market with a Greater China focus.
- The Fund invests in China-related companies which involve certain risks not typically associated with investment in more developed markets, such as greater political, tax, economic, foreign exchange, liquidity and regulatory risks.
- The Fund is also subject to concentration risk due to its concentration in Hong Kong, particularly China-related companies. The value of the Fund can be extremely volatile and could go down substantially within a short period of time. It is possible that a substantial value of your investment could be lost.
- You should not make investment decision on the basis of this material alone. Please read the explanatory private placement memorandum for details and risk factors.

****Index Descriptions:** The Hang Seng Indexes are a widely recognized capitalization-weighted indexes that measures the performance of the three largest-capitalization sectors of the Hong Kong stock market in descending order. The Hang Seng Index measures the largest 52 market capitalized listed companies in Hong Kong's stock market. The Hang Seng Mid Cap Index represents the next 193 largest capitalized listed companies, the Hang Seng Small Cap Index represents the next 187 largest capitalized listed companies in Hong Kong.

The MSCI HK Small Cap Index is a free float-adjusted market cap weighted index designed to measure the performance of small cap equity securities in the bottom 15% of equity market capitalization in Hong Kong. With 69 constituents, the index represents approximately 14% of the free float-adjusted market capitalization of the Hong Kong equity universe.

The Hong Kong Partners LP (HKP) is benchmark agnostic and its corresponding portfolio may have significant noncorrelation to any index. The portfolios may invest in all sectors (within and/or on other stock markets) and the composition of securities in the portfolio may change periodically depending on market conditions at the time. Securities in the portfolio will not match those in any index.

Index returns are generally provided as an overall market indicator. You cannot invest directly in an index. Although reinvestment of dividend and interest payments is assumed, no expenses are netted against an index's returns. Index performance information was furnished by sources deemed reliable and is believed to be accurate, however, no warranty or representation is made as to the accuracy thereof and the information is subject to correction.

Before investing you should carefully consider the Partnership's investment objectives, risks, charges and expenses. This and other information are in the prospectus, a copy for Accredited Investors may be obtained by inquiring to info@south-ocean.com. Please read the prospectus carefully before you invest.

The principal risks of investing in HKP: Equity Securities Risk. The value of the equity securities the Fund holds may fall due to general market and economic conditions. Foreign Securities Risk. Investments in the securities of foreign issuers involve risks beyond those associated with investments in U.S. securities. Industrials Sector Risk. Companies in the industrials sector may be adversely affected by changes in government regulation, world events, economic conditions, environmental damages, product liability claims and exchange rates. Consumer Discretionary Risk. Companies in this sector may be adversely impacted by changes in domestic/international economies, exchange/interest rates, social trends and consumer preferences. Information Technology Sector Risk. Information technology companies face intense competition, both domestically and internationally, which may have an adverse effect on profit margins. Detailed information regarding the specific risks of Hong Kong Partners LP can be found in the prospectus. Additional risks of investing in HKP include equity, market, management and non-diversification risks, as well as fluctuations in market value and NAV. An investment in a private limited partnership is subject to risks and you can lose money on your investment in the limited partnership.

There can be no assurance that HKP will achieve its investment objective. The LP's portfolio is more volatile than broad market averages. Shares of HKP cannot be bought or sold publicly, there is no active market in the Units and there are restrictions imposed on Limited Partnership unit transfers. Partnership redemptions are handled by Authorized Administrators of the Partnership.