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## I. Who Are We?

Quest - the only **Thai-based** foreign fund manager focusing primarily on Thailand.

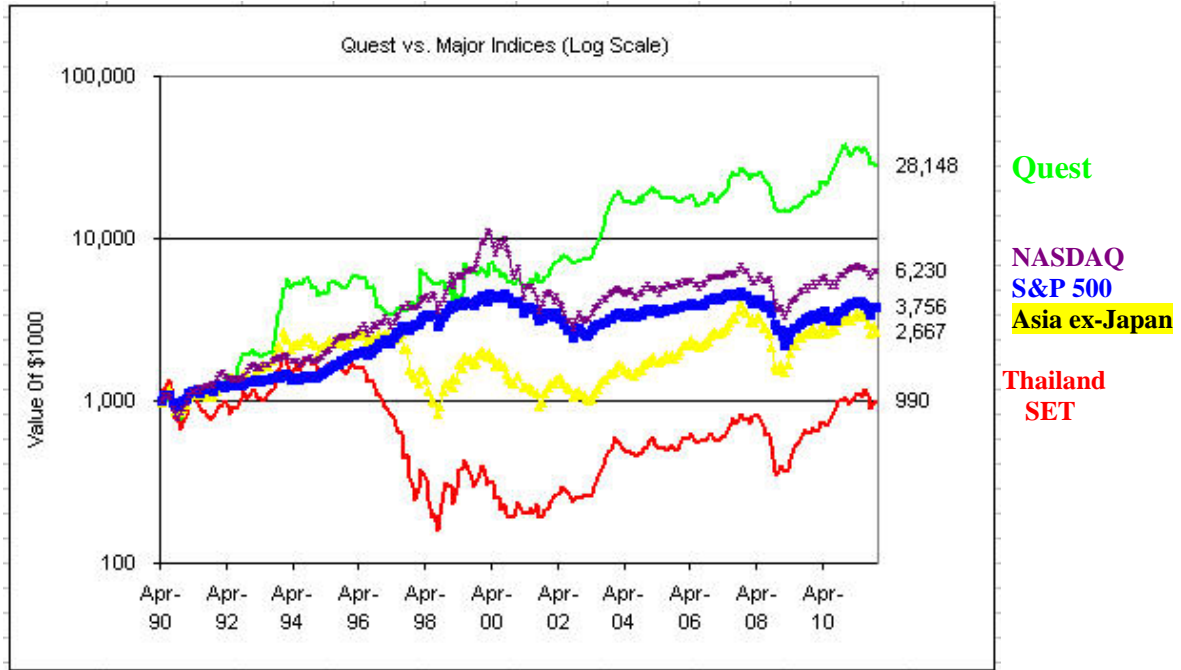
We invest in **only 8 to 14 stocks**, allowing us to dedicate significant time and resources to working with the management teams of our portfolio companies to help them improve both earnings and their P/E multiple.

Our fund, the Thai Focused Equity Fund, offers **monthly liquidity with one-month notice period**.

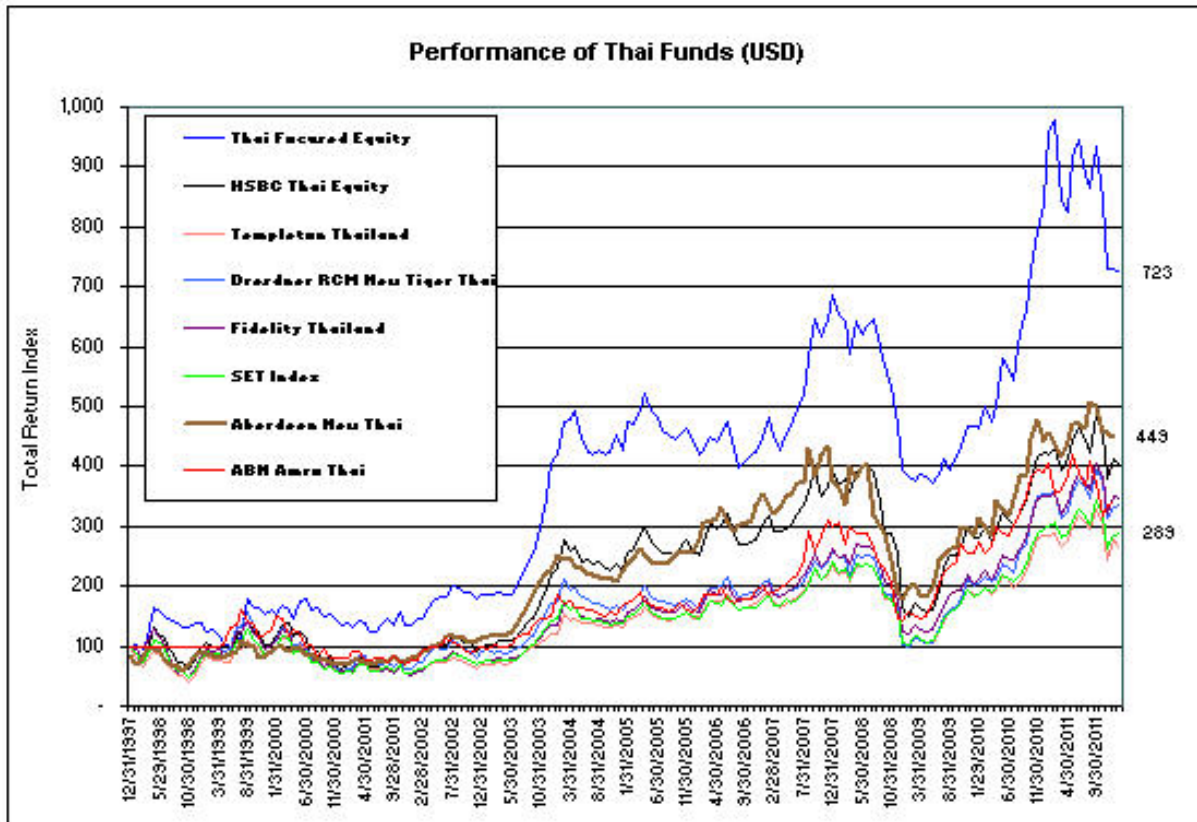
We have a proven **21-year track record**, through both bullish and bearish market conditions.

## II. Performance – The Name of the Game

- Quest gained 2715% in value over the last 21.6 years, as of November 30, 2011; IRR = 16.7%.
- Warren Buffett's Berkshire Hathaway was up only 1669%; IRR 14.2%.
- CPF, the best performing of all 88 listed Thai stocks, was up 2891%.
- Only 52 Thai stocks had positive results.
- Thailand's SET Index was down 1%; IRR = 0.0%.
- Our investors ended the 21.6 year period with 28.4 times more wealth than investors in the SET Index.



(As of November 30,2011)





# QUEST MANAGEMENT Inc.

## PERFORMANCE HISTORY (as of November 30, 2011)

	Period	Quarter Quest	Quarter SET	Quarter S&P 500	Year Quest	Year SET Index	Year S&P 500	Value of \$1,000 Investment Quest	Value of \$1,000 Investment SET	Value of \$1,000 Investment S&P500
1990	YE				-15.0	-25.6	-0.2	850	744	998
1991	YE				36.9	15.4	26.3	1,163	859	1,261
1992	YE				70.4	24.3	4.5	1,982	1,068	1,317
1993	YE				151.2	88.5	7.1	4,980	2,013	1,410
1994	YE				-0.4	-17.9	-1.5	4,962	1,654	1,388
1995	YE				4.5	-6.1	34.1	5,186	1,553	1,862
1996	YE				-30.1	-36.2	20.3	3,625	991	2,239
1997	YE				2.6	-75.8	31.0	3,720	240	2,933
1998	YE				33.7	21.2	26.7	4,976	297	3,716
1999	1Q	-22.8	-3.6	4.6				3,843	286	3,889
	2Q	84.8	53.9	6.7				7,101	440	4,150
	3Q	-14.1	-32.6	-7.6				6,103	291	3,834
	4Q	8.8	35	15.8	33.5	32.3	19.5	6,641	392	4,425
2000	1Q	4.9	-17.7	2.0				6,967	323	4,513
	2Q	-7.4	-21.3	-2.9				6,452	254	4,382
	3Q	-11.5	-21.1	-1.3				5,709	201	4,326
	4Q	-9.0	-5.1	-8.1	-21.8	-51.5	-10.2	5,194	190	3,976
2001	1Q	-4.4	4.3	-12.1				4,968	199	3,495
	2Q	15.1	9.6	5.5				5,718	218	3,688
	3Q	-5.6	-12.5	-15.0				5,398	190	3,135
	4Q	7.7	10.3	10.3	12.0	10.3	13.0	5,816	210	3,458
2002	1Q	24.4	25.2	-0.1				7,235	263	3,455
	2Q	7	8.8	-13.7				7,743	286	2,982
	3Q	-9.2	-18.3	-17.6				7,031	234	2,455
	4Q	5.4	7.8	7.9	27.4	19.9	-23.4	7,411	252	2,650
2003	1Q	0.1	3.2	-3.6				7,416	260	2,555
	2Q	27.7	29.2	14.9				9,472	336	2,935
	3Q	44.8	31.7	2.2				13,714	442	3,000
	4Q	36.1	34.6	11.6	151.9	136.3	26.4	18,670	595	3,349
2004	1Q	-5.2	-15.8	1.3				17,707	501	3,392
	2Q	-5.2	-3.7	1.3				16,778	485	3,436
	3Q	6.8	-1.5	-2.3				17,922	478	3,357
	4Q	4.0	10	8.7	-0.2	-12.1	9	18,632	526	3,650
2005	1Q	4.0	1.7	-2.6				19,373	534	3,556
	2Q	-7.9	-5.8	0.9				17,849	503	3,588
	3Q	2.3	7.7	3.1				18,269	542	3,701
	4Q	-7.4	-1.4	1.6	-9.2	1.6	3.0	16,914	534	3,760
2006	1Q	5.2	8.6	3.7				17,791	580	3,900
	2Q	-12.0	-5.9	-1.9				15,661	546	3,826
	3Q	7.1	2.8	5.2				16,770	561	4,023
	4Q	6.9	4.9	6.2	5.9	10.3	13.6	17,920	589	4,272
2007	1Q	2.9	0.3	0.2				18,447	591	4,279
	2Q	24.1	16.9	5.8				22,884	691	4,528
	3Q	11.2	9.7	1.6				25,454	758	4,598
	4Q	-0.5	3.1	-3.8	41.4	32.7	3.5	25,330	782	4,422
2008	1Q	-3.4	2.2	-9.9				24,460	799	3,984
	2Q	-3.2	-11.6	-3.2				23,677	706	3,855
	3Q	-21.7	-23.3	-8.9				18,537	541	3,513
	4Q	-20.2	-26.5	-22.6	-41.6	-49.1	-38.5	14,794	398	2,720
2009	1Q	-0.5	-6.1	-11.7				14,530	374	2,403
	2Q	5.4	44.3	15.2				15,317	539	2,769
	3Q	18.9	22.2	15.0				18,209	659	3,184
	4Q	7.0	2.7	5.5	31.7	69.9	23.5	19,476	676	3,358
2010	1Q	16.3	10.7	4.9				22,642	749	3,522
	2Q	7.1	0.9	-11.9				24,242	756	3,104
	3Q	27.5	31.0	10.7				30,898	989	3,437
	4Q	23.1	6.8	10.2	95.4	56.2	12.8	38,049	1056	3,788
2011	1Q	-6.1	0.6	5.4				35,733	1063	3,993
	2Q	-5.9	-2.0	-0.4				33,628	1041	3,977
	3Q	-15.3	-13.4	-14.3				28,490	902	3,408
	4QTD	-1.4	9.7	10.2				28,148	990	3,756

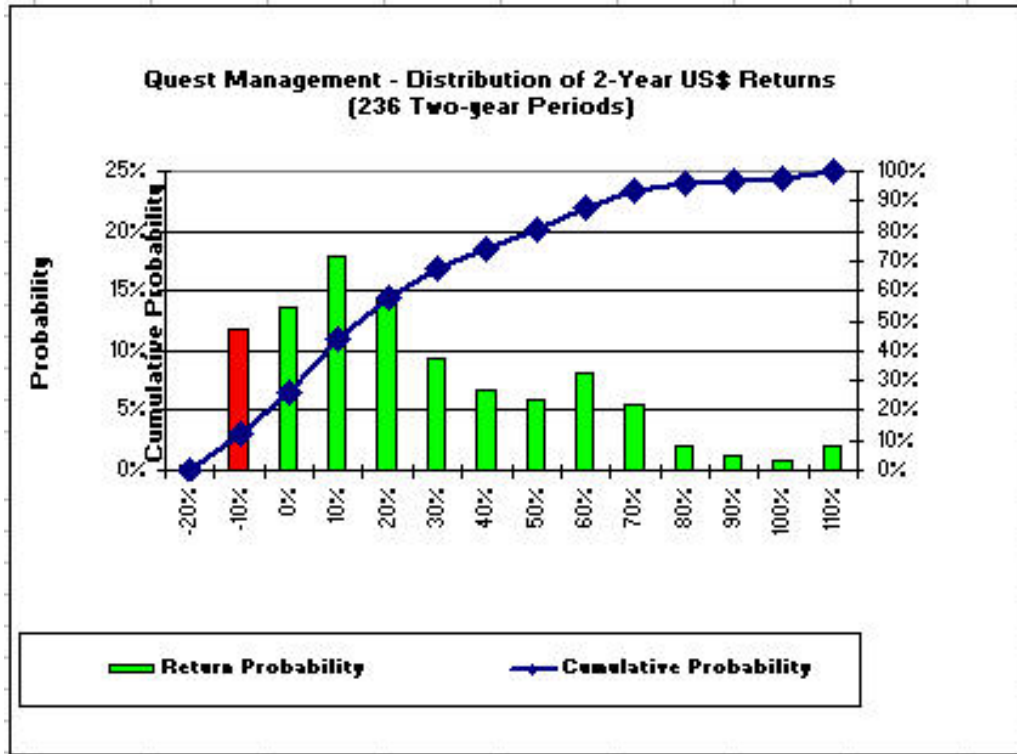
Attention: The Thai Focused Equity Fund is speculative and involves a high degree of risk. Investors could lose all or a substantial amount of their investment. There is no secondary market for investor shares nor is one expected to develop. There may be restrictions on transferring fund investments. The Fund may be leveraged and its performance may be volatile. The Fund has high fees and expenses that reduce returns. Please see Confidential Explanatory Memorandum for full risk disclosures.

## Thailand is volatile

Start Date	End Date	DOW Start px	DOW End px	% change	# days	Start Date	End Date	\$ SET Start px	\$ SET End px	% change	# days
8-Jul-32	10-Mar-37	\$ 41.22	\$ 194.40	372%	1,706	2-Dec-08	1-Aug-11	\$ 10.90	\$ 38.48	253%	972
11-Oct-90	17-Jul-98	\$ 2,365.10	\$ 9,337.97	295%	2,836	14-Oct-02	12-Jan-04	\$ 7.36	\$ 20.42	177%	455
12-Aug-82	21-Aug-87	\$ 776.92	\$ 2,709.70	249%	1,835	4-Sep-98	11-Jan-99	\$ 5.08	\$ 11.01	117%	129
13-Jun-49	4-Apr-56	\$ 161.60	\$ 518.64	221%	2,487	12-Jan-98	23-Mar-98	\$ 6.11	\$ 13.05	114%	70
28-Apr-42	29-May-46	\$ 92.92	\$ 212.50	129%	1,492	2-Jun-93	4-Jan-94	\$ 32.69	\$ 68.56	110%	216
26-Jun-62	18-Jan-66	\$ 535.76	\$ 994.19	86%	1,302	11-Jul-05	26-Jul-07	\$ 15.26	\$ 22.47	96%	749
9-Mar-09	30-Nov-11	\$ 6,547.05	\$ 11,954.40	83%	997	11-Feb-99	22-Jun-99	\$ 8.49	\$ 14.92	76%	131
9-Oct-02	31-Aug-07	\$ 7,286.27	\$ 13,357.74	83%	1,786	7-Nov-01	13-Jun-02	\$ 5.94	\$ 10.10	70%	218
6-Dec-74	21-Apr-76	\$ 577.60	\$ 1,011.02	75%	502	30-Nov-90	19-Apr-91	\$ 21.69	\$ 35.59	64%	140
22-Oct-57	16-Nov-61	\$ 419.78	\$ 733.32	75%	1,486	19-May-92	25-Jan-93	\$ 26.16	\$ 39.14	50%	251
19-Oct-87	4-Jun-90	\$ 1,738.74	\$ 2,935.19	69%	959	14-Mar-90	25-Jul-90	\$ 29.95	\$ 44.51	49%	133
26-May-70	11-Jan-73	\$ 631.15	\$ 1,051.69	67%	961	24-Sep-99	4-Jan-00	\$ 9.31	\$ 13.39	44%	102
31-Mar-38	25-Oct-39	\$ 98.95	\$ 155.48	57%	573	13-Aug-04	28-Feb-05	\$ 14.18	\$ 19.37	37%	199
31-Aug-98	14-Jan-00	\$ 7,539.07	\$ 11,722.98	55%	501	11-Oct-00	25-Jan-01	\$ 5.83	\$ 7.90	36%	106
13-Nov-29	17-Apr-30	\$ 198.69	\$ 294.07	48%	155	20-Aug-91	7-Apr-92	\$ 24.20	\$ 32.44	34%	231
28-Feb-78	27-Apr-81	\$ 742.12	\$ 1,024.05	38%	1,154	4-Apr-94	16-Sep-94	\$ 47.35	\$ 61.91	31%	165
7-Oct-66	29-Nov-68	\$ 744.31	\$ 985.08	32%	784	16-Aug-07	21-May-08	\$ 21.76	\$ 27.75	28%	278
21-Sep-01	19-Mar-02	\$ 8,235.81	\$ 10,635.25	29%	179	26-Apr-95	10-Jul-95	\$ 47.30	\$ 59.48	26%	75
14-Jan-00	21-Sep-01	\$ 11,301.70	\$ 8,235.81	-30%	232	9-Apr-01	6-Sep-01	\$ 6.10	\$ 7.70	26%	150
29-May-46	13-Jun-49	\$ 212.50	\$ 161.60	-24%	1,111	16-Nov-95	6-Feb-96	\$ 46.71	\$ 56.05	20%	82
27-Apr-81	12-Aug-82	\$ 1,024.05	\$ 776.92	-24%	472	14-Oct-02	23-Jan-03	\$ 7.35	\$ 8.83	20%	101
18-Jan-66	7-Oct-66	\$ 994.19	\$ 744.31	-25%	262	10-Jul-95	16-Nov-95	\$ 59.48	\$ 46.71	-21%	129
21-Apr-76	28-Feb-78	\$ 1,011.02	\$ 742.12	-27%	678	28-Feb-05	11-Jul-05	\$ 19.37	\$ 15.31	-21%	129
16-Nov-61	26-Jun-62	\$ 733.32	\$ 535.76	-27%	222	11-Jan-99	11-Feb-99	\$ 11.01	\$ 8.49	-23%	31
19-Mar-02	9-Oct-02	\$ 10,635.30	\$ 7,286.27	-31%	204	25-Jan-01	9-Apr-01	\$ 7.90	\$ 6.10	-23%	74
21-Aug-87	19-Oct-87	\$ 2,709.70	\$ 1,738.74	-36%	59	6-Sep-01	7-Nov-01	\$ 7.70	\$ 5.94	-23%	62
29-Nov-68	26-May-70	\$ 985.08	\$ 631.15	-36%	543	26-Jul-07	16-Aug-07	\$ 29.87	\$ 22.82	-24%	21
25-Oct-39	28-Apr-42	\$ 155.48	\$ 92.92	-40%	916	16-Sep-94	26-Apr-95	\$ 61.91	\$ 47.30	-24%	222
11-Jan-73	6-Dec-74	\$ 1,051.69	\$ 577.60	-45%	694	13-Jun-02	14-Oct-02	\$ 10.10	\$ 7.35	-27%	123
3-Sep-29	13-Nov-29	\$ 381.17	\$ 198.69	-48%	71	1-Aug-11	4-Oct-11	\$ 38.48	\$ 27.39	-29%	65
10-Mar-37	31-Mar-38	\$ 194.40	\$ 98.95	-49%	386	4-Jan-94	4-Apr-94	\$ 68.56	\$ 47.35	-31%	90
9-Oct-07	9-Mar-09	\$ 14,164.50	\$ 6,547.05	-54%	151	12-Jan-04	13-Aug-04	\$ 20.42	\$ 14.18	-31%	214
17-Apr-30	8-Jul-32	\$ 294.07	\$ 41.22	-86%	813	19-Apr-91	20-Aug-91	\$ 35.59	\$ 24.20	-32%	123
						22-Jun-99	24-Sep-99	\$ 14.92	\$ 9.31	-38%	94
						25-Jul-90	30-Nov-90	\$ 44.51	\$ 21.69	-51%	128
						4-Jan-00	11-Oct-00	\$ 13.39	\$ 5.83	-56%	281
						21-May-08	2-Dec-08	\$ 27.75	\$ 10.90	-61%	195
						23-Mar-98	4-Sep-98	\$ 13.05	\$ 5.08	-61%	165
						6-Feb-96	12-Jan-98	\$ 56.05	\$ 6.11	-89%	706

↑ >20% moves of the Dow in 80 years;

>20% moves of the SET in 20 years



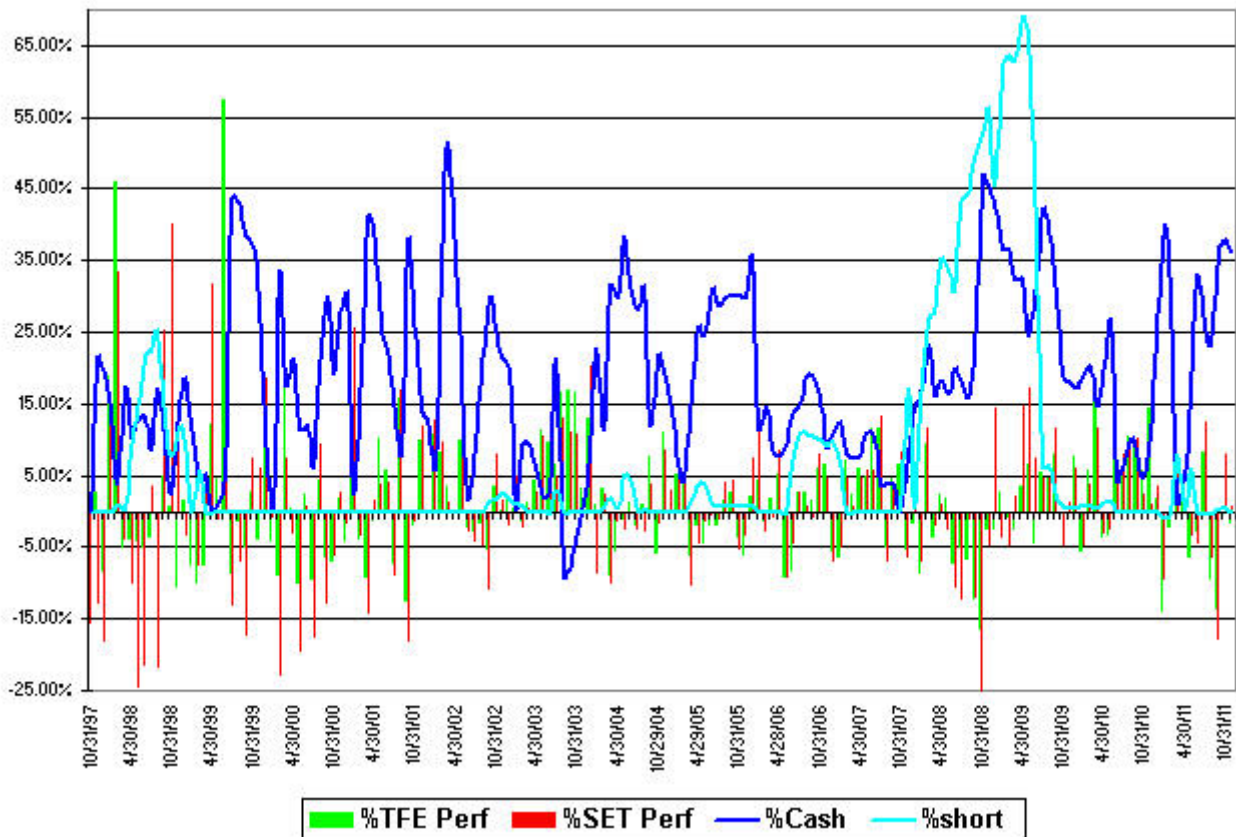
Average = 21.8%  
 Median = 13.5%

Probability of positive return = 74%  
 Average positive return = 33%

Probability of negative return = 26%  
 Average negative return = -9%

	Quest	SET Index	Asia x J	S&P500	NASDAQ
Average Monthly Return	1.68%	0.53%	0.66%	0.59%	0.93%
Annual volatility = Standard deviation =	32.2%	35.9%	26.0%	15.2%	23.9%
Downside vol = Semi-deviation =	19.0%	25.1%	18.4%	11.5%	17.7%

## Cash Hedging

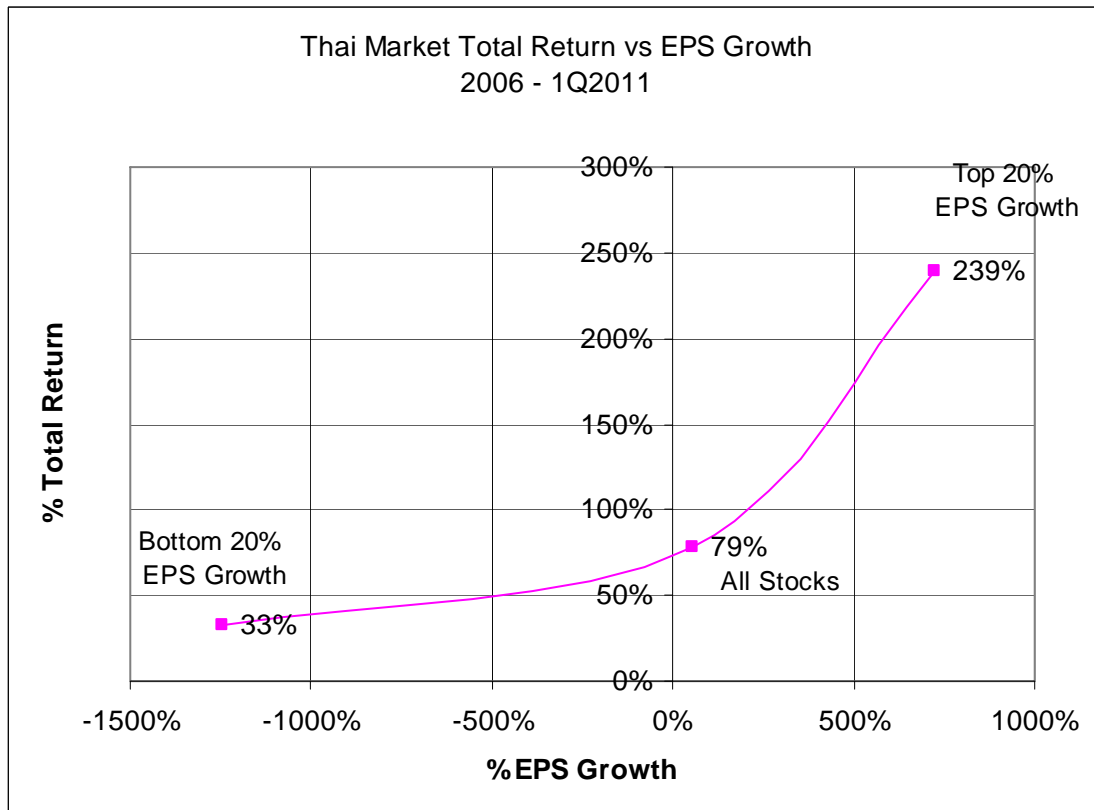


## High Water Marks

Stocks				
Ticker	Cost	Market		HWM
RCL	14.59	13.90	-16%	16.50
TTA-F	5.90	33.50	-1%	34.00
ASSE	44.87	73.50	-24%	96.50
KTC-RI	20.35	40.25	-15%	47.50
AP	4.02	5.90	-13%	6.80
AJ	7.26	7.55	-20%	9.45
ATC	7.86	47.50	-4%	49.50
ADVA-F	52.15	65.00	-3%	67.00

Portfolio				Peak
	NAV =	420.7601	-5%	444.6784
	GAV =	478.7031	-6%	508.4754

If Portfolio GAV is	Then
Within 10% of Peak GAV	Fully invested
More than 10% below Peak GAV	Raise 15% cash
More than 15% below Peak GAV	Raise 30% cash, short
More than 20% below Peak GAV	Raise 40-60% cash Look for the over-hammered

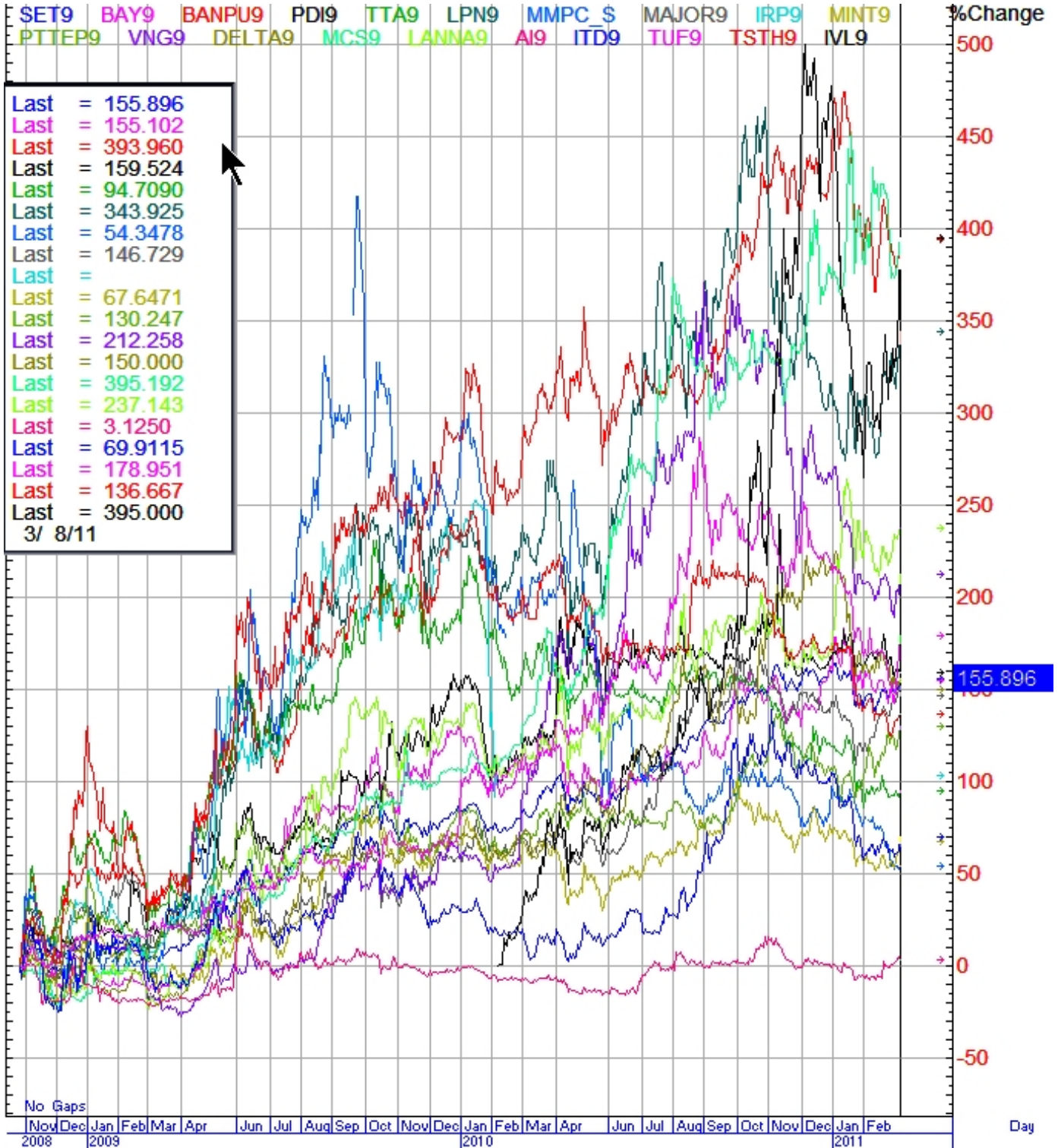


- Top 20% eps growth companies 2006 – 1q2011 average total return = 239%.
- Thai market average total return = 79%.
- Bottom 20% eps growth companies had average total return = 33%.
- 2006 to 1Q2011 includes military coup, exchange controls, airport closure, world wide banking crisis, actual blood in the streets in 2010, continuing insurrection in the South.
- **This is why I always say that politics doesn't matter, and any drops on political fears are great buying opportunities.**

### III. How Do We Do It?

- Focused portfolio approach
- Bottom-up fundamental analysis
- Detailed statistical analysis of historical trading patterns
- Close interaction with the management teams of our portfolio companies
- Advise portfolio companies on capital structure, strategy, investor relations
- Valuation: GARP

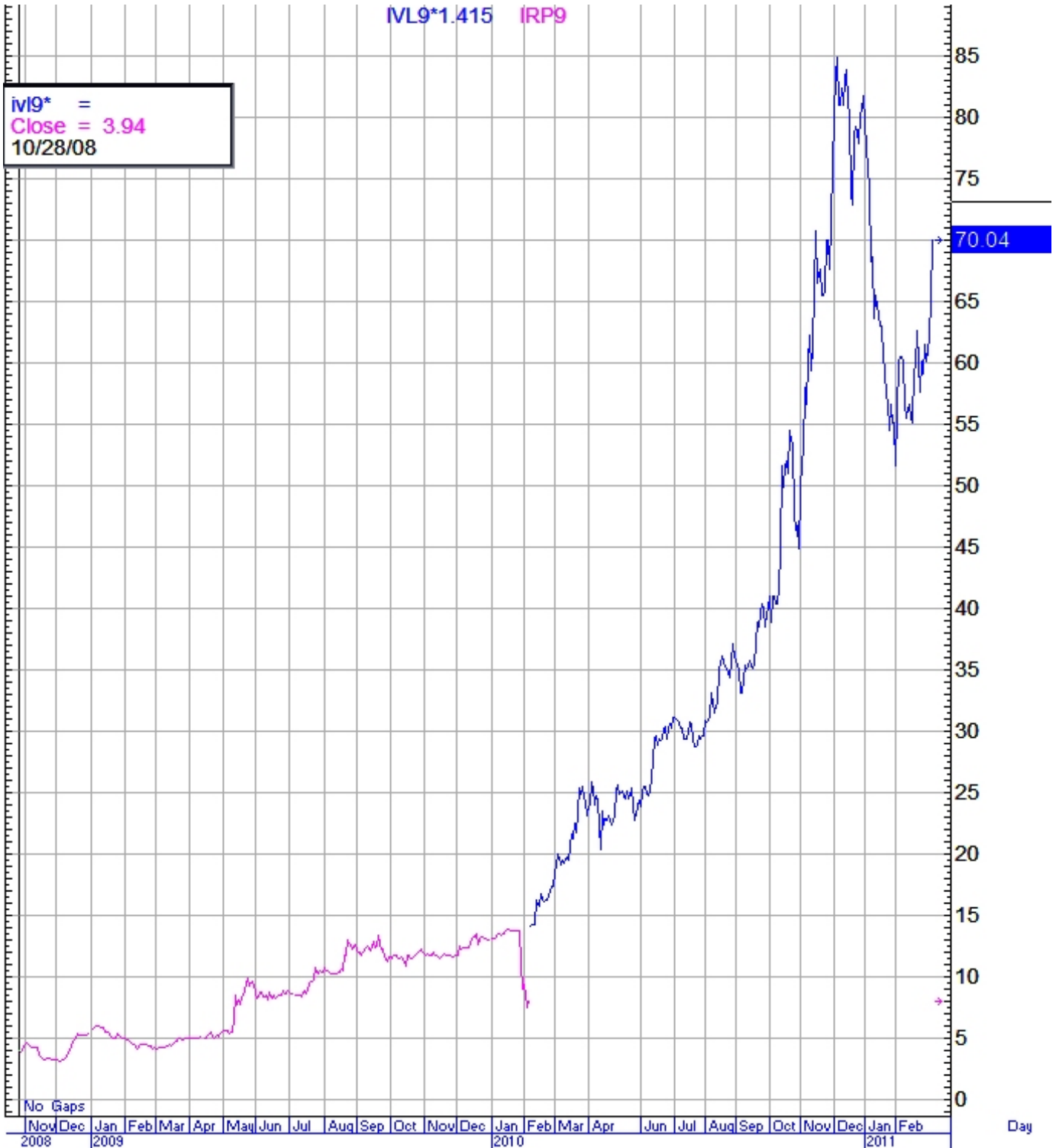
## Quest Stock Picks vs. SET Index



9 stocks <SET, average = 96.8%

7 stocks >SET, average = 442.0%

## IVL since bottom



IRP/IVL = 1678%

SET = 155.9%

## MANAGEMENT TEAM



**DOUG BARNETT, PRESIDENT**, has twenty five years of experience in the investment banking and fund management business, specializing in the Thai stock market for the past twenty one years. He personally decides asset allocation and selects the companies in which to invest, basing his decisions on company visits and detailed analysis carried out under his direction.

Prior to founding Quest Management Inc. (QMI) in 1994, Mr. Barnett was the Managing Director of Swiss Fund, the Thai division of the global Unifund group. As head of Swiss Fund, Mr. Barnett spearheaded a focused investment strategy that achieved a \$350 million profit on an average investment of \$150 million over four years. While there, he also established a superior track record in private equity investments. Seven carefully selected private equity projects, with an aggregate purchase price of \$24 million, earned a return 3.5 times the equity invested.

Before developing his expertise in the Thai stock market, Mr. Barnett worked in Los Angeles for three years as an Associate for Morgan Stanley, where he refined his fundamental approach to valuation and trading of equities.

Mr. Barnett's engineering background has been a strong complement to his financial expertise. He earned a Bachelor's and a Master's degree in Mechanical Engineering, both from Princeton University. Before graduating at the top of his class in 1987 from UCLA's Anderson Graduate School of Management, Mr. Barnett worked for five years as a project engineer for Chevron Corporation, where his recommendations for improved piping and instrumentation designs saved the company over \$5 million and won high praise and recognition from management. He uses his understanding of manufacturing processes and finance to improve efficiency and profitability at QMI portfolio companies. Mr. Barnett is the Investment Manager of the Thai Focused Equity Fund, an open-ended offshore mutual fund established in 1997 to invest in Thai listed equities.

# QUEST MANAGEMENT Inc.

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**KATEKAO TUNTIPRAWON - FINANCIAL ANALYST & TRADER**, is responsible for uncovering, analyzing and recommending investment opportunities, as well as for trading our portfolio. Prior to joining QMI in 1994, she worked as an analyst at Swiss Fund, the Thai division of the global Unifund group. Ms. Tuntiprawon's research coverage has included various companies within the electronics, entertainment, finance, property and retail industries. Ms. Tuntiprawon began her career with the United Nation's Save the Children program, where she was an educational instructor at the Indochinese Refugee Camp in Panat Nikom, Thailand.

Ms. Tuntiprawon earned her MBA in 1993 from the Graduate School of Management at Assumption University in Bangkok. In 1984, she received a BS degree from Thammasart University.



**PAKAMON PRUKSANUBAL, ACCOUNTING MANAGER**, has been with QMI since 1994. Ms. Pruksanubal is responsible for back office operations. From 1993 to 1994 she was Chief Accountant at Swiss Fund, the Thai division of the global Unifund group. Ms. Pruksanubal began her career at Seagate Technology (Thailand), where she was in charge of cost and management accounting activities for the company's Thailand based operations.

Ms. Pruksanubal attended the Graduate School of Management at Chulalongkorn University, where she received an MBA degree in Finance, and received her BS degree in Accountancy from Thammasart University in 1986.



## MANAGER REFERENCES

Name Mr. Tim Jensen  
Company OakTree Capital  
Title Investment Manager  
Telephone 212-284-1996  
Email tjensen@OakTreeCap.com

Mr. Jensen was Mr. Barnett's head of research in Thailand in 1992 and 1993.

Name Mr. James Rosenwald  
Company Rosenwald Capital  
Title President  
Telephone 310-318-9000  
Fax 310-318-1156

Mr. Rosenwald introduced Mr. Barnett to Soros Fund Management.

Name Mr. James Lyle  
Company Millgate Capital  
Title President  
Telephone 212-845-4904  
Fax 212-921-5842

Mr. Lyle was the head of international investing at Tiger until he started his own company in 1997. He has invested with QMI since Feb 1996.

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Contact:  
Quest Management, Inc.  
Doug Barnett  
Email: [doug@questthai.com](mailto:doug@questthai.com)  
Tel: 001-6686-784-3636

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