

Market Analysis

Inside Market Analysis

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Founder: James R Cornell (B.Com.)

Summary and Recommended Investment Strategy.

Remain fully invested. This is not the time to sell. Knowledgeable *insiders* are buying aggressively!

Investment Outlook.

We don't expect the current global credit squeeze to last too long or have too much impact on the world economy or stockmarkets.

Insiders - the most knowledgeable investors - would appear to agree. To discover what they really think, we monitor the actual on-market trades of *insiders*. In Australia, Buys outnumbered Sells by an extremely Bullish 7:1 (i.e. 87.5% buys) over the last five weeks! There were 80.7% Buys over the last 13 weeks. Australian *insiders* are clearly using the current weakness as an opportunity to buy, buy, buy!

Company directors clearly have no worries about the impact of the global credit market on their business or the value of their shares!

In New Zealand there have historically been much higher levels of selling. Taking this into account, NZ *insiders* are also very Bullish, with 50% Buys over the last five weeks and 41.4% Buys over the last 13 weeks. Those figures may not look quite so impressive, but this is about as optimistic as NZ *insiders* ever get!

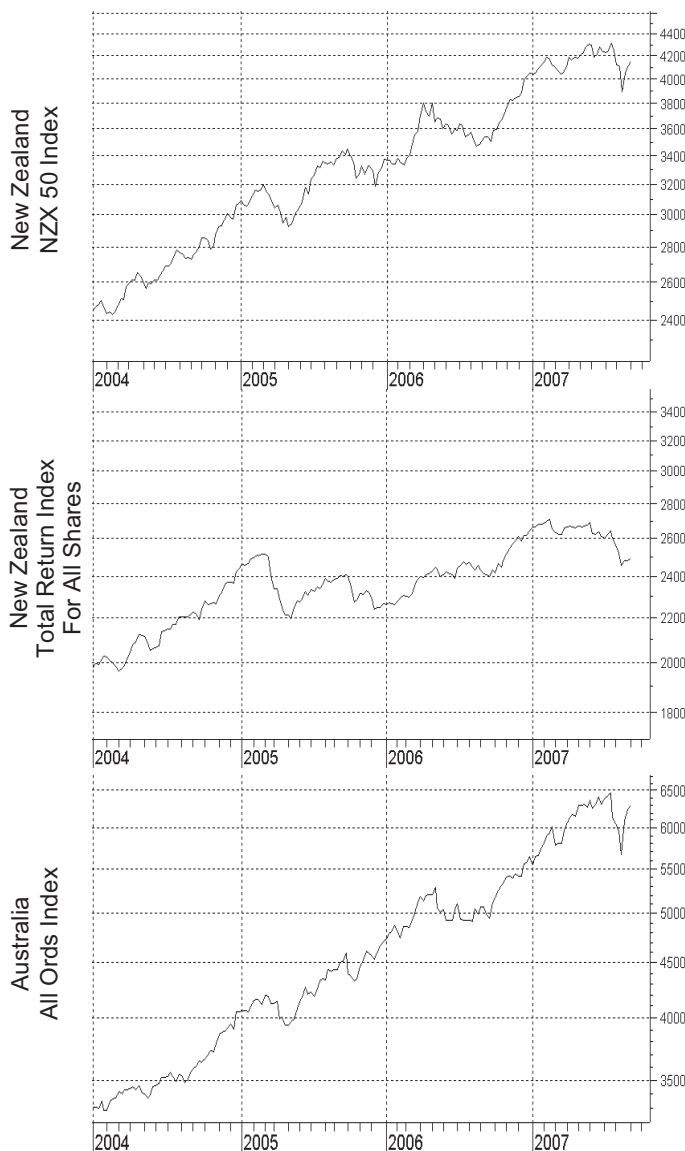
So while the uninformed - the media and small investors - worry about the future for the stockmarket, the most knowledgeable investors are aggressively buying!

Our One-Year Forecasts for the Australian and New Zealand stockmarkets have also both improved significantly over the last month and are now moderately Bullish (i.e. favourable).

So investors should certainly not be selling shares and reducing their exposure to the stockmarket. (To do what? Invest in something *safe*? Like finance company deposits?). We would suggest that investors with cash look at some selective bargain buying - adding to holdings in the more attractive shares.

Stockmarket Forecasts

	<u>One-Month</u>	<u>One-Year</u>
Australia:	53% (Neutral)	80% (Bullish)
New Zealand:	38% (Bearish)	63% (Bullish)



Recommended Investments

CDL Investments lifted revenues 66.2% to \$19.4 million for the six months to 30 June 2007. Profits almost doubled - up 99.3% - to \$7,556,000 (3.3 cents per share). The company does not pay interim dividends.

The company sold 108 sections, up 86% on the same period in 2006.

The cash operating surplus was down 12% to \$3.5 million - mainly owing to expenditure to acquire more land in Hawkes Bay, Nelson and Christchurch for development.

Since the end of June the company has acquired a

further site in Christchurch and signed conditional agreements for other Christchurch land.

The property market is "starting to slow down" and the directors predict the full year result will be in line with last year's \$10.9 million profit.

As CDL Investments runs a dividend re-investment scheme it effectively retains most of the cash that would otherwise be distributed to shareholders. This increases the issued capital each year - diluting growth - but has enabled the company to build up a large \$18.8 million (8.1 cents per share) cash hoard. *(Continued on Page 4)*

Portfolio of Recommended Investments

CURRENT ADVICE	Company	Code	Initial Recommendation - Date -	Price	Performance Forecast	Issued Shares (mil.)	Vola- tility Ratio	Price/ Sales Ratio	Price/ Earnings Ratio	Gross Dividend Yield	Recent Share Price	Cash Dividends Rec'd	Total Return %
<u>NZ Shares</u>													
HOLD+	CDL Investments Ltd	CDI	12/01/99	25	C	218.9	1.3	3.03	9	8.0	43	15.6	+134%
BUY	Cavalier Corporation	CAV	05/12/95	156*	C	65.5	0.8	0.99	14	8.8	321	196.5	+232%
HOLD+	Colonial Motor Company	CMO	10/11/92	150	B	27.9	0.5	0.22	15	9.7	353	302.8	+337%
HOLD	Lyttelton Port Company	LPC	12/12/00	150	A	102.3	0.7	3.01	24	2.7	225	60.6	+90%
HOLD+	Michael Hill Int'l Ltd	MHI	11/06/91	46*	B	38.3	0.4	1.11	18	3.8	1015	206.0	+2554%
HOLD+	Nuplex Industries Ltd	NPX	11/02/97	350	B	79.9	0.5	0.39	21	6.0	700	176.5	+150%
BUY	Postie Plus Group	PPG	08/05/06	71	C	40.0	1.0	0.24	8	13.9	75	6.0	+14%
HOLD+	Renaissance Corp	RNS	13/08/96	85*	C	39.0	1.1	0.19	5	20.1	78	46.4	+46%
BUY	Smiths City Group	SCY	09/10/06	64	C	53.0	1.3	0.12	8	9.0	61	5.5	+4%
HOLD	South Port New Zealand	SPN	13/02/96	120	A	26.2	0.6	4.86	32	4.3	271	89.3	+200%
HOLD	Steel & Tube Holdings	STU	08/08/00	146	B	88.2	0.7	0.87	15	9.4	460	179.0	+338%
HOLD+	Taylors Group Ltd	TAY	09/11/99	102	C	24.3	0.7	0.66	12	10.0	180	68.0	+143%
<u>Australian Shares</u> (in Aust cents)													
HOLD	AJ Lucas Group	AJL	13/05/03	120	A	54.2	1.1	0.62	21	1.0	247	20.5	+123%
HOLD+	Atlas South Sea Pearl	ATP	14/05/96	73	A	89.3	1.3	3.12	14	7.7	46	13.5	-19%
HOLD+	Austin Group Ltd	ATG	08/02/05	93	D	62.2	1.7	0.28	NE	Nil	25	7.0	-66%
HOLD+	Campbell Brothers Ltd	CPB	12/10/99	406*	A	51.6	0.3	2.20	27	2.6	2706	262.6	+631%
BUY	Candle Australia	CND	08/04/03	86	B	53.4	0.8	0.57	13	6.0	318	52.5	+331%
HOLD+	Cellnet Group Ltd ¹	CLT	12/02/02	152	C	53.1	1.1	0.07	NE	Nil	72	33.5	+1%
HOLD+	Centennial Coal Ltd	CEY	16/01/01	70*	A	305.6	0.8	1.17	NE	3.6	357	30.0	+453%
BUY	Circadian Technologies	CIR	10/02/04	188	D	40.1	1.0	18.83	NE	Nil	122	65.0	-1%
HOLD+	Commander Comm.	CDR	11/09/01	92	C	228.8	1.4	0.13	NE	3.3	60	25.2	-7%
BUY	Computershare Ltd	CPU	12/08/03	189	B	590.9	0.6	3.54	21	1.7	990	51.5	+451%
BUY	Devine Ltd	DVN	13/11/06	94	C	236.8	0.9	0.53	14	6.5	124	4.0	+36%
BUY	Ellex Medical Lasers	ELX	14/03/06	49	C	68.4	1.3	1.19	23	Nil	80	Nil	+63%
HOLD+	Housewares Int'l	HWI	13/11/06	171	C	125.0	0.8	0.74	16	Nil	220	Nil	+29%
HOLD	Int'l AllSports	IAS	11/02/03	180	D	66.4	1.9	0.01	NE	Nil	25	4.0	-84%
HOLD+	Iluka Resources Ltd	ILU	12/10/04	471	C	232.9	0.8	1.26	12	3.8	579	54.0	+34%
HOLD	Keycorp Ltd	KYC	10/08/04	123*	C	82.2	1.7	0.28	NE	Nil	33	Nil	-73%
BUY	M2 Telecommunications	MTU	09/10/06	33	A	60.2	1.2	1.07	20	3.8	78	1.0	+139%
HOLD	Mercury Mobility	MMY			C	105.0	1.9	N/A	NE	Nil	32	Nil	
HOLD	Melbourne IT	MLB	10/02/04	53	B	76.0	0.6	2.64	42	2.3	355	23.0	+613%
HOLD	M.Y.O.B. Ltd	MYO	15/07/03	84*	B	385.3	0.9	2.60	27	3.4	124	9.3	+59%
HOLD	Namoi Cotton Co-op Ltd	NAM	14/03/06	65	B	107.8	1.2	0.18	5	9.3	59	3.5	-4%
BUY	Ross Human Directions	RHD	14/08/01	92	B	82.9	1.2	0.15	10	6.4	63	27.0	-3%
HOLD+	Skilled Engineering	SKE	12/03/02	126	B	104.6	0.6	0.43	21	3.9	569	84.5	+419%
HOLD+	Technology One Ltd	TNE	11/11/03	44	B	297.7	1.0	3.97	21	3.6	105	13.1	+167%
BUY	TFS Corporation Ltd	TFC	08/01/07	45	A	162.1	1.2	3.52	8	3.5	98	0.9	+120%
HOLD	The Reject Shop Ltd	TRS	11/01/05	257	A	25.6	0.5	1.26	29	2.2%	1379	64.5	+462%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +219.1%. This is equal to an average annual rate of +38.8%, based upon the length of time each position has been held.

The average annual rate of gain of ALL recommendations (both the 37 current and 138 closed out) is +34.7%, compared with a market gain of +8.3% (by the SRC Total Return Index).

CURRENT ADVICE is either Buy, Hold+, Hold, Hold- or Sell. Hold+ indicates the most attractive shares not rated as Buy. Hold- indicates relatively less attractive issues.

* Initial Recommendation Prices adjusted for Share Splits, Bonus and Cash Issues.

(1) Cellnet Group's return includes 1½ shares of Mercury Mobility distributed to shareholders.

Recommended Investments

(Continued from Page 3)

At 43 cents the shares trade on a low Price/Earnings ratio of 9 and offer an 8.0% gross Dividend Yield, so continue to offer good value.

Cavalier Corporation produced moderate growth for the year to June 2007, as the company had predicted. Revenues were up 4.9% at \$211.7 million, profits rose 6.1% to \$14,857,000 (22.7 cents per share) and the annual dividend rate 5.6% to 19.0 cents (plus full imputation tax credits).

The operating cash surplus was 11% lower at \$22.0 million.

The Australian carpet market "looks positive" although the New Zealand market is "showing signs of softness". Overall the company expects "some volume and earnings growth" this year - which would be helped by any weakness of the New Zealand dollar against the Australian currency.

Colonial Motor Company reports a 3.7% drop in revenues to \$447.8 million for the year to 30 June. Trading profits were 2.7% lower at \$6,778,000 (24.3 cents per share). A steady final dividend of 13.0 cents will make an annual rate 4.2% lower at 23.0 cents (plus full imputation tax credits).

The used vehicle market improved last year, but sales of extra heavy duty trucks and tractors declined. At balance date, however, the company reports that its truck business has strong forward orders, so this sector should improve over the new financial year.

Lyttelton Port Company recorded just a 3.6% drop in revenues to \$76.4 million over the year to 30 June 2007. Profits slipped 7.9% to \$9,641,000 (9.4 cents per share) and a final dividend of 2.7 cents will make a 20.0% lower annual payout of 4.0 cents (plus full imputation tax credits).

The operating cash surplus of \$17.5 million was down 12%. That was *almost* sufficient to pay the annual dividend of \$6.4 million and all of the capital expenditure of \$12.0 million. So interest bearing debts increased just \$0.8 million to \$61.7 million.

Lyttelton Port Company is looking to defer some of its \$90 million expansion and upgrade that was announced in 2004. The oil berth upgrade has been reduced from \$18 million to \$10 million after a review of requirements, while the \$26 million container upgrade will be deferred several years saving many millions in interest costs. The container operation is currently running at 56-58% capacity, with 60% considered optimal. At 70% capacity some ships may suffer "serious waiting time". Better productivity could also improve existing capacity - making an expensive capital investment unnecessary at this stage. Container volumes grew 9.4% last year, while productivity rose 17%, effectively increasing port capacity by around 7%.

Earnings (before interest, tax and depreciation) are expected to show "solid growth", but higher interest and depreciation charges will result in net profits being about 12% lower at \$8.5 million.

Michael Hill International lifted revenues 13.4% to \$350.7 million for the year to June 2006, with profits up 33.2% to \$21,017,000 (55.3 cents per share). A 2.0 cents higher final dividend of 16.0 cents lifts the annual

dividend 13.0% to 26.0 cents (plus full imputation tax credits). In addition, the company repurchased 2.5% of its shares on-market for \$13.9 million.

The net operating cash surplus was \$41.1 million, up from a \$2.4 million *deficit* the previous year.

At balance date the company had 192 stores, up 8.5% on a year earlier. There were 50 in New Zealand (up 4.2%), 126 in Australia (up 8.6%) and 16 in Canada (up 33.3%). The Canadian operations broke-even, compared with start-up losses of \$975,000 in 2006.

Michael Hill International plans to split each existing share into ten new shares on 19 November. This doesn't create any wealth - each of our existing shares simply gets divided into ten new shares of one-tenth the value - but can help improve marketability and make the shares more attractive to investors who would be reluctant to buy at \$10 but may buy at \$1.00.

Nuplex Industries lifted revenues 11.6% to \$1,451.6 million for the year to June 2007, but trading profits fell 26.6% to \$26,196,000 (32.8 cents per share). Virtually all of this decline can be explained by one-off items such as redundancy, closure costs and a large bad debt. A 1.0 cent higher final dividend of 20.5 cents (plus 2.0 cents NZ imputation tax credits or full Australian franking credits) will lift the annual payout 7.5% to 36.0 cents (plus 6.0 cents of imputation tax credits).

The net operating cash surplus was 72% lower at just \$14.2 million. Interest bearing debt is again virtually unchanged at \$346.3 million.

Nuplex Industries predicts "significant growth" for the year to June 2008 - owing to the removal of the one-off restructuring losses and new production capacity in the UK and Netherlands which will be commissioned before December 2007.

85-90% of the company's business is outside of NZ, so an investment in Nuplex Industries is a hedge against a falling NZ currency. If the NZ dollar declined, then foreign profits would translate into higher NZ dollar profits, high dividends and a higher share price - at least when measured in those lower value NZ dollars!

Postie Plus Group recorded sales of \$39.0 million in the quarter to 31 July, up 2.1% on the same period last year. Annual revenues were up 8.5% at \$136.0 million, but the annual profit - to be announced 21 September - is unlikely to reach last year's result owing to the first half loss.

Renaissance Corporation reported a 13.7% increase in revenues to \$88.2 million for the half year to June 2007 but reduced profit margins resulted in a 53.2% fall in profits to \$1,217,000 (3.1 cents per share). A steady interim dividend of 4.5 cents (plus full tax credits) will be paid.

The net operating cash surplus was \$5.4 million - compared with a *deficit* last year of \$4.6 million - but fluctuations in inventories, debtors and creditors can have a significant impact on the cash surplus/deficit in any particular period.

Renaissance Corporation has diversified its business with the purchase of **Natcoll** for \$6.0 million (i.e. \$5.0 million in cash and \$1.0 million in new shares). This company is a private tertiary provider of creative digital technology courses, with campuses in Auckland, Wellington and Christchurch. In the year to December

September 10, 2007.

2006 the business generated earnings (before interest, tax and depreciation) of \$1.3 million - which is probably equivalent to buying this business at around a Price/Earnings ratio of 9. This could be a good acquisition *if* the business can achieve its "opportunity for solid growth in New Zealand and overseas".

Recently acquired **MagnumMac** and **Natcoll** are forecast to contribute \$1.5 million to pre-tax profits *after* the interest cost on borrowings to finance these acquisitions - or about \$800,000 pre-tax over the period to December 2007. 66% owned US start-up venture **Txttunes** - in which Renaissance Corporation has capitalised \$1.1 million of expenditure, is expected to lose around \$250,000 over the next six months.

With these new ventures, the company forecasts group pre-tax profits at \$5.0-5.5 million - or about \$3.4-3.7 million after tax, down 40-45%.

The Renaissance Corporation share price has fallen sharply this year - probably more than fully reflecting the expected fall in this year's profits. This has led to three *insider* buys on-market. MJ Wood - the vendor of the Magnum Mac and Natcoll businesses - further increased his holding with the purchase of 212,105 shares around 78½ cents in the last week of August and another 100,000 shares at prices around 75½-76 cents last week. Those on-market purchases lift his interest to 2,597,540 shares or 6.3% of the company. Another director, C Giffney, bought 50,000 shares on-market last week at around 75½ cents per share to lift his holding to 200,000 shares. So at current prices the directors must see good value in these shares and future potential in the company.

Renaissance Corporation



South Port New Zealand's full year revenues to June 2007 were 1.2% lower at \$14.6 million. Profits were down 8.5% to \$2,232,000 (8.5 cents per share). A steady 5.0 cents final dividend will maintain the full year dividend at 7.75 cents (plus full imputation tax credits).

The cash operating surplus was 6% lower at \$4.1 million but this allowed the company to reduce interest bearing debt from \$3.0 million to just \$1.5 million.

The high value of the NZ dollar has depressed export volumes and demand for the company's cold storage facilities.

South Port NZ has sought to sell its backup mobile harbour crane but has not yet found a buyer. The company is looking at "several new projects which may come to fruition over the next 18-24 months" and has significant borrowing capacity which could be utilised to finance a new business venture or acquisition.

The directors expect a similar level of profits over the coming year, with modest capital expenditure again producing strong free cash flows.

While South Port NZ is a low risk, high cashflow business its share price has risen very strongly over the last two years, perhaps as investors anticipate new business from offshore oil exploration.

South Port NZ



Steel & Tube Holdings reported a 6.1% increase in revenues to \$466.3 million for the year to June 2007, but profits slipped 9.9% to \$27,775,000 (31.5 cents per share). A 3.0 cents lower final dividend of 14.0 cents will make a 9.4% lower 29.0 cents (plus full tax credits).

The net operating surplus fell 72% from last year's high level to just \$12.8 million - and reflects the extra \$20.9 million in inventories and debtors at balance date.

The high NZ dollar depressed demand from the export and rural sectors, although the increase in dairy commodity prices in the last quarter should improve demand from this sector over the coming year. Volatile steel prices, the 27% increase in the NZ dollar against the US dollar and a competitive market made it difficult for Steel & Tube to pass on the full impact of cost increases, depressing its profit margins.

Overall the company expects "trading conditions to remain tough", but with "some upside prospects" in early 2008.

There have been a large number of *insider* sellers of Steel & Tube Holdings shares over the last year - mainly from executives exercising share options and *immediately* selling the share on-market to cash in their profits. Nevertheless, the shares valuation is moderate - despite difficult trading conditions - with a Price/Sales ratio of 0.87, a Price/Earnings ratio of 15 and a gross Dividend Yield of 9.4%. So we are happy to continue to rate the shares a "Hold" at present.

Steel & Tube Holdings



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Recommended Investments

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Taylor's Group's revenues slipped 1.9% to \$66.6 million for the year to 30 June, but profits were 0.9% higher at \$3,641,000 (15.0 cents per share). A steady 6.0 cents final dividend maintains a 12.0 cents (plus tax credits) annual dividend rate.

The net operating cash surplus was 12% lower at \$13.2 million.

The company has made capital investments to handle future growth. In Christchurch it has installed a new continuous batch washer which significantly increased capacity and reduced the need for high levels of expensive overtime. It also installed an automated soiled linen handling system to improve the efficient movement of product.

The Auckland facility has a new continuous batch washer, soiled linen handling equipment, a garment finishing system and automatic conveyor system. The company has ordered a clean linen handling system with automatic picker to feed a new ironing line. The successful renewal of the **Auckland District Health Board** contracts provided "the security of forward volumes" to allow these upgrades.

Upgrades are also being considered for Kelston, Hamilton and especially Wellington, where the plant is near the end of its economic life and requires significant redevelopment to bring it up to current market standards.

Neither the increase in the adult minimum wage from April 2007 nor new District Health Board wage rates for cleaning staff will impact directly on Taylor's Group, but will likely put upward pressure on future wage negotiations.

Equipment upgrades are predicted to have a favourable impact upon trading results - although rising labour costs would partially offset those gains.

At 180 cents Taylor's Group shares offer good investment value. The Price/Sales ratio is a low 0.66, the Price/Earnings ratio 12 and the shares offer a high gross Dividend Yield of 10.0%.

Taylor's Group



Australian Shares

(This section is in Australian currency, unless stated.)

AJ Lucas Group has re-instated dividends after a continued recovery in profitability. Revenues rose 26.4% to \$216.4 million for the year to 30 June 2007, with profits up 111.0% to \$6,396,000 (11.8 cents per share). A final 2.0 cents dividend will be paid.

The net operating cash surplus slipped 39%, but was still a high \$9.6 million.

The directors' predict revenue growth of "as much as 50%" over the new financial year to June 2008 with "at least similar" profit margins.

AJ Lucas Group has acquired **Capricorn Weston Drilling Group** which operates 11 drill rigs on long term contracts to major coal mines, generating annual revenues of around \$17 million. The purchase price of \$21 million includes taking over the existing debt of \$4.5 million, \$10 million in cash and the balance payable over three years. Following this acquisition the group will operate 45 drill rigs.

AJ Lucas Group has also won the contract to build a 58 km gas pipeline from Melbourne to Geelong for \$43 million. Completion is expected by March 2008.

Atlas South Sea Pearl has lifted revenues 66.8% to \$9.0 million for the six months to 30 June. Profits are up 55.3% at \$2,494,195 (2.8 cents per share). The interim dividend will be raised 33.3% to 2.0 cents.

There was a small cash operating deficit of \$30,654 (compared with a surplus of \$3.2 million last year, but this is a result of receivables rising \$4.1 million to \$6.5 million (i.e. pearl sales were probably made later and the company had not received payment before 30 June).

Full year revenues are expected around \$14 million (up 8%), with a similar increase in pre-tax profits to around \$4.5 million.

Despite unfavourable *El Nino* weather the company reports "very satisfactory" results from its two hatcheries but "more challenging" grow-out conditions, but survival rates have been satisfactory and large numbers have been shipped to its farming sites.

205,000 oysters had been seeded by the end of June and the annual target remains in excess of 300,000.

The company will not proceed with plans to establish a farm at Nusa Lembongan as conditions for oyster growth were not as favourable as its other two sites around Bali.

A Malaysian subsidiary has been incorporated which has applied for water and land leases in Sabah where the group intends to establish a pilot project this year.

Austin Group maintained relatively steady revenues (i.e. up 0.6%) of \$54.2 million for the year to June 2007. The annual loss was \$681,000 (minus 1.1 cents per share), compared with a loss of \$1,430,000 in 2006. No dividend will be paid.

The business generated a net operating cash surplus of \$1.1 million - which is a significant improvement on the previous year's \$4.8 million deficit.

The company is seeking to turn around its business through improved efficiency, profitable growth and "stringent financial management". Staff numbers have been reduced 24% to 165 and administration offices at Melbourne and Geelong will relocate to one new location in Port Melbourne in January 2008.

The directors predict that recent initiatives will "deliver tangible benefits" and "earnings growth" over the new financial year to June 2008.

Both the directors comments and the share price are showing signs of a recovery by this company, which could justify us upgrading the shares to a "Hold+".

Austin Group



Campbell Brothers' Laboratory Services division has entered into a commercial venture with **JKTech Pty** (the technology transfer company of the **Julius Kruttschnitt Mineral Research Centre** of the **University of Queensland**) to form a new company, **ALS Mineralogy**, in which Campbell Brothers will own an undisclosed majority shareholding. This new company will acquire JKTech's existing commercial activities in automated mineralogy and diagnostic services to mining and mineral processing clients while Campbell Brothers will use its international network to expand this business globally.

Campbell Brothers has also entered the \$2 billion per year US environmental analytical market with the acquisition of **e-Lab Analytical Inc** for \$18 million (plus up to another \$4 million based upon profitability over the next two years). e-Lab, based in Houston, Texas, is the market leader in that state but just a mid-sized business nationally. It also operates another laboratory in Holland, Michigan and three service centres to access other markets. Campbell Brothers will use this business to build an environmental analytical laboratory network throughout the United States to complement its existing mineral laboratories in that country. Campbell Brothers is already "one of the largest commercial environmental analytical groups in the world" outside of the much larger US market.

Campbell Brothers shares trade on a reasonably high valuation and many investors have asked about partial profit-taking as they are over-weighted in this share which has performed well over recent years. The shares, however, remain attractive for investment. New start-up ventures which can be expanded globally and entry into the US environmental market offer strong growth potential and increasing economies of scale.

Being slightly over-weighted in a share that continues to perform well will also boost your long term returns. Too frequent portfolio re-balancing will simply lead to one selling their winners and re-investing in losers - which is not a good strategy! So, wherever possible, we continue to recommend letting profits run on your investment in Campbell Brothers.

Of course, at some stage an individual portfolio holding can become too big and some partial profit taking (i.e. selling 25-30%) is sensible to maintain good diversification. *When* that becomes necessary will depend upon several factors - including (1) how diversified was a person's initial portfolio, (2) the relative performance of other portfolio investments and (3) whether cash has been added or withdrawn from the

portfolio. If, for example, the initial investment in Campbell Brothers was about 3% (i.e. an investor purchased equal dollar amounts in 30-35 different shares) then the 6½-fold increase in Campbell Brothers over a period when the rest of our portfolio has grown 2½-3 fold would leave the current shareholding at about 6½-7½%. That would not be over-weighted and requires no action. We may let a particularly attractive position grow to 10% of a widely diversified portfolio but would take partial profits on a holding with limited future growth that approached this level.

On a smaller, less diversified portfolio (i.e. starting with around ten shares) we might consider partial profit-taking (to finance additional new shares to improve diversification) when a holding reached 20-25% of the portfolio. *If* other portfolio investments also increase in value, then even in this situation one's best performer would need to appreciate *more* than 100-150% to reach that level where it becomes prudent to consider some selling.

Candle Australia lifted revenues 10.2% to \$297.9 million over the year to June 2007, while profits rose 15.8% to \$13,551,000 (25.4 cents per share). A final 10.0 cents dividend will lift the annual dividend rate 11.8% to 19.0 cents.

The net operating surplus - depressed last year at only \$6.6 million - recovered to \$14.4 million.

Cellnet Group's revenues slipped 5.6% to \$528.3 million over the last year to June 2007. There was a *trading loss* of \$2,500,000 (*minus* 4.7 cents per share) before one-off items (i.e. a \$14.9 million gain on the demerger of **Mercury Mobility**, a \$2.0 million gain on the sale of a property and an \$8.5 million writedown in goodwill).

Operations produced a net cash surplus of \$13.0 million (\$33.0 million in 2006).

The company is undertaking a review of its "procurement, product, suppliers and logistics", seeking to "deliver an appropriate level of profitability" in the future.

Centennial Coal has reported revenues up 11.6% to \$901.8 million and profits down 80.7% to \$3,300,000 (1.1 cents per share) in a year of major change and significant asset write-downs. A final 4.0 cents dividend will make a 38.5% lower 8.0 cents for the year.

The net operating cash surplus almost *tripled* to a very high \$95.8 million.

The current result included non cash asset writedowns of \$35.8 million (after tax) and production problems at *Newstan* reducing earnings by \$21.8 million (pre-tax). There was also a \$7.8 million gain on the sale of a 50% share of *Angus Place*.

Centennial Coal



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Recommended Investments

(Continued from Page 7)

Circadian Technologies is an investment company holding shares and investing in new projects, so its revenues and profits are fairly meaningless - largely reflecting the realisation of gains on previous year's investments.

At 13 August the company's listed investments were worth \$18.4 million (46 cents per share), held \$30.4 million in cash (76 cents per share), plus its share of cash held by its unlisted **Venegics** subsidiary was \$10.4 million (26 cents per share).

Commander Communications lifted revenues for the June 2007 year by 37.8% to \$1,088.5 million, but traded at a *loss* of \$5,348,000 (*minus* 2.3 cents per share), compared with a profit of \$26.0 million in 2006. No final dividend will be paid, leaving just the interim dividend of 2.0 cents which makes an annual payout 50% lower than last year.

The business generated a cash operating *deficit* of \$7.6 million (last year a \$39.9 million surplus) which has put some pressure on working capital and required the company to increase its bank borrowings.

Earnings (before interest and depreciation) were \$67 million for the last year, but have been independently predicted at \$67-75 million for the year to June 2008. Unfortunately, depreciation and amortisation are predicted to rise from \$39.5 million to \$45-50 million and interest costs from \$20.2 million to around \$26 million. That will leave a pre-tax loss of \$1-4 million, so Commander Communications may not recover too quickly from its current problems.

A couple of insitutional investors - who acquired very large shareholdings in Commander Communications over recent years - have been large sellers over recent weeks. Further selling - perhaps at a slower rate - could keep the shares depressed over the next 6-12 months.

Commander Communications



Computershare's revenues rose 17.1% to US\$1,412.7 million for the year to 30 June 2007, while the net profit was 71.4% higher at US\$233,785,000 (US\$0.40 per share or about 46.7 Australian cents - up 53% owing to the movement in exchange rates). A higher final dividend of 9.0 cents, lifts the annual dividend 30.8% to 17.0 cents.

The company has continued to generate strong operating cash surpluses - up 74.8% to US\$321.0 million. This has financed acquisitions (US\$82 million),

dividends (US\$70 million), share repurchases (US\$80 million) and a *reduction* in interest bearing debts (US\$41 million).

70% of revenues are "recurring in nature" and Computershare predicts "no material impact from recent market volatility", with earnings per share expected to be "more than 15% higher" (excluding abnormal items which contributed US\$14.4 million to the 2007 result) over the coming year.

Devine reported a slight 0.5% dip in revenues to \$548.0 million for the year to June 2007. Profits were up 13.2% at \$21,367,000 although fully diluted earnings per share were down 35.3% to 9.0 cents (owing to the recent issue of 94,734,821 shares to **Leighton Holdings** for \$95.6 million which did not contribute to profits in the last year). A final 4.0 cents dividend maintains a steady 8.0 cents annual dividend.

Net operating cash flows can be meaningless in this business (owing to the timing of large investments and settlement of property developments) but increased 59% to \$141.6 million which simply shows the completion and settlement of some large projects over the last two years. Work on developments that had not been completed and settled could show massive cash deficits.

Devine reports a "positive outlook for 2007/8" and will commence its \$400 million mixed use *Hamilton Harbour development* in early 2008.

Devine expects to sell its 370 acre *Hideaway* site to other developers, rather than develop this site for 527 luxury dwellings. The company reports that demand for this site is "at such a premium" that presumably it can realise a better profit on-selling to other developers and concentrating its own development activities elsewhere. The sale will be through "expressions of interest" by 13 September.

Devine has purchased three residential development projects: Firstly, it has paid \$36.85 million to acquire a sub-division site at Tarneit, south west of Melbourne, from **Urban Pacific** (a subsidiary of **Macquarie Bank**). This consists of 132 developed lots plus a 40 hectare land parcel ready for future development.

Secondly, it has purchased another project near Beenleigh, 31 km south-east of Brisbane for \$20 million. This 25 hectare project, *Alberi Park Estate*, is partially through Stage I, with 52 sites developed and work about to start on another 58 lots. Future development will yield another 198 lots over the next three years for a total sales value around \$100 million.

Thirdly the company purchased a 12 hectare undeveloped site at Bellmere for \$9.25 million. This is 43 km north of Brisbane and close to Devine's sold out estate *The Pines* at Morayfield and *Wattle Park*, where just two house and land packages remain, at Burpengary. The new site has Development Approval for 137 lots with an end value around \$50 million.

Ellex Medical Lasers increased revenues 30.9% to \$46.0 million for the year to 30 June 2007. Profits rose 110.9% to \$4,267,000 (6.2 cents per share), although boosted by the recognition of \$1.9 million of tax benefits relating to prior years start-up losses in Japan. Without

those tax benefits, profits would have been 17.0% higher at \$2,367,000 (3.5 cents per share). No dividend will be paid as the company continues to retain cash to finance future growth.

The cash operating surplus more than *doubled* to \$1.9 million.

Ellex Medical Lasers has risen from the fourth largest to the third largest global company in ophthalmic lasers, lifting its market share from 12% to 16%. Over the next year it expects to overtake **Lumenis** (with a current 18% share, down from 21% last year) to be second placed to **Zeiss** (with a static 20% market share).

As it did last year, the company is predicting 15% revenue growth over the next year. There should also be an increase in net profit margins as the company develops economies of scale and move beyond start-up costs.

At 80 cents, Ellex Medical Lasers shares are trading on a Price/Sales ratio of 1.19 and a Price/Earnings ratio of 23 (based upon the earnings of 3.5 cents, excluding the tax credit). That is a fairly average valuation, yet this is an emerging growth company that should have the potential for far above average growth over many years. So this is a low valuation for a growth company and, if successful, should create significant wealth for shareholders over the next 5-10 years! "Buy".

Ellex Medical Lasers



Housewares International reports that its *continuing* business lifted revenues 6.1% to \$371.3 million for the year to June 2007 and produced a 21.7% lower profit of \$16,848,000 (13.4 cents per share).

Discontinued businesses produced trading and disposal losses totalling \$50.9 million.

No dividend will be paid for the year. The net operating surplus was \$12.8 million.

International All Sports recorded a 31.8% lift in wagering to \$1,236.9 million with its revenues up 16.0% to \$45.3 million for the year to 30 June. The company, however, *lost* \$5,506,000 (*minus* 8.3 cents per share), compared with a profit of \$1.2 million the previous year. No dividend will be paid.

There was an operating cash *deficit* of \$2.2 million, down from a previous year surplus of \$6.4 million.

The results were depressed owing to a \$7.0 million refund to the **CBA** (which has been expensed, but with two annual payments of \$1 million outstanding) plus legal costs of \$1.3 million. There was also a \$1.3 million loss writing down the US business following the ban on online betting and wagering.

The halt to thoroughbred and harness race meetings

in Australia owing to equine influenza will result in the loss of about \$1.5 million in pre-tax profits per month. This could be partially offset with increases in New Zealand and international horse race betting or an increase in greyhound race meetings.

Iluka Resources' revenues were 6.4% lower at \$434.0 million for the six months to 30 June. Profits from *continuing* businesses (i.e. excluding last year's Florida/Georgia losses) were 30.4% higher at \$42,000,000 (17.7 cents per share). A steady interim dividend of 10.0 cents will be paid.

The net operating cash surplus was 19% lower at \$61.0 million.

Iluka Resources has also agreed to the sale of its 50% interest in the *Narama* thermal coal mine to **Xstrata** for \$53 million. This sale will be settled in early 2008, with Iluka Resources receiving its share of profits until the end of 2007.

Following the recent comprehensive review of its operations, Iluka Resources is now forecasting "strong earnings growth" after 2008 with the "higher margin *Murray Basin Stage II* in 2009 and the *Jacinth-Ambrosia* project in 2010" which will produce "strong free cash flows".

Iluka Resources has announced further exploration success in the Murray Basin region. Its large *West Balranald* heavy minerals deposit, discovered in 2001, has been found to extend at least another 8 km to the north and another 4 km to the south, doubling its length to in excess of 24 km. This is the largest single heavy mineral deposit in the Murray Basin, but its development will be in later years (i.e. after 2015) owing to its greater depth (i.e. 60-75 metres underground to the north and 70-95 metres deep to the south) requiring greater overburden removal than other deposits.

The company has also found a new mineral sands prospect, the *Minsk Prospect*, 90 km south of *West Balranald*. "High grades and significant width" are "encouraging", but this prospect is also 55 metres underground and would require significant removal of overburden prior to any future mining. Nevertheless, this discovery shows the extension of high grade heavy mineral deposits in the Murray Basin.

Keycorp's revenues were just 0.4% higher at \$95.6 million for the year to June 2007, but its trading result deteriorated to a significantly larger *loss* of \$11,517,000 (minus 14.0 cents per share). No dividend will be paid.

The business also experienced a cash operating *deficit* of \$15.2 million, down from a surplus of \$6.5 million last year.

M2 Telecommunications lifted revenues 30.8% to \$43.8 million for the year to 30 June 2007. Profits rose 10.5% to \$2,406,874 (4.0 cents per share). A final 2.0 cents dividend lifts the annual dividend rate 15.8% to 3.0 cents.

The operating cash surplus rose 80% to \$3.4 million.

Recent acquisitions should lead to strong growth over the current financial year to June 2008. The company expects revenues to "more than double" to "nearly \$100 million", with a "material growth in earnings per share".

(Continued on Page 10)

Recommended Investments

(Continued from Page 9)

In August, M2 Telecommunications launched a wholesale high speed residential broadband and telephony offering **ADSL2+** from **Optus**.

M2 Telecommunications has launched **Green Mobiles**. The new service will offer mobile phone plans that are "competitively priced" against plans offered by the major mobile networks, but donate 10% of revenues to the purchase and cancellation of carbon abatements from the **Australian Greenhouse Office**. This will effectively subsidise renewable energy, forest sink projects and carbon reduction initiatives that earn and sell the carbon abatements.

Melbourne IT lifted revenues 86.4% to \$76.9 million for the six months to 30 June, with profits up 145.4% to \$6,518,000 (8.5 cents per share). The interim dividend will be raised 71.4% to 6.0 cents.

The net operating surplus also rose strongly, up 123% to \$12.3 million.

This performance is expected to continue in the second half which the directors believe will "outperform the first half result".

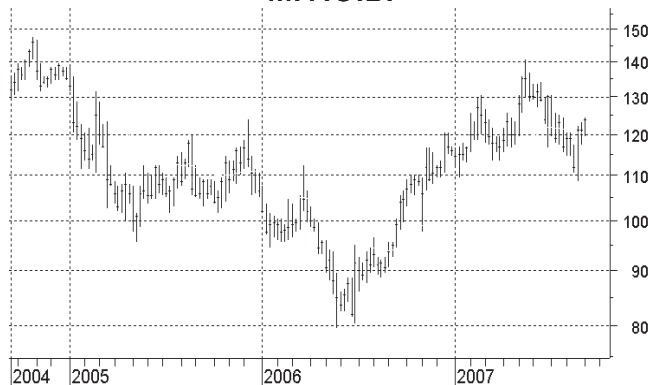
Melbourne IT



M.Y.O.B. recorded a 14.2% increase in revenues to \$104.9 million for the six months to June. Profits were 16.6% lower at \$8,753,000 (2.3 cents per share). No interim dividend is paid.

The net operating cash surplus improved 15% to 31.7 million.

M.Y.O.B.



Ross Human Directions reported a 6.1% lift in revenues to \$354.2 million for the year to June 2007. Pre-tax profits were up 42%, but tax paid profits were virtually unchanged at \$5,005,000 (6.0 cents per share). A final 2.0 cents dividend maintains a steady 4.0 cents

annual dividend rate.

The net operating cash flow was \$1.8 million, down from an excessively large \$14.8 million in 2006.

Ross Human Directions



Skilled Group increased revenues 44.6% to \$1,390.5 million (helped by some major acquisitions a year ago). Profits rose 17.3% to \$28,980,000 (27.7 cents per share) owing to higher interest and depreciation costs resulting from those acquisitions. A 16.7% higher final dividend of 14.0 cents lifts the annual dividend 15.8% to 22.0 cents.

The net operating cash surplus was 14% higher at \$42.7 million.

Over the last month Skilled Group has acquired the business of **Offshore Marine Services** which provides drilling and marine crews for the offshore oil and gas sector. The acquisition is in two parts. The established business in Australia and New Zealand will be acquired for a total estimated consideration of \$121 million - \$79 million immediately and the balance over three years. The actual final consideration will be 5.75 times earnings (before interest, tax and depreciation) mainly over the year to June 2008 (with slight adjustments for earnings over the next two years).

The *developing* business in the UK, Malta and Dubai will be acquired now but paid in 2010, 2011 and 2012 based upon 5.75 times earnings over those years.

These two businesses should generate annual revenues of around \$209 million and earnings of \$22.5 million - of which ten months revenue and profits will be included in Skilled Group's 2008 result.

Skilled Group considers these to be well managed businesses with low risks and good growth potential. The acquisitions will be fully debt funded - and the company has arranged to increase its debt facilities to \$350 million. Debt funding acquisitions can involve risks but Skilled Group has strong cashflows so should be able to service and reduce this debt, while attractively priced acquisitions can increase shareholder wealth. Debt funding avoids diluting growth by issuing new shares. These are attractively priced acquisitions so should add slightly to profits (after depreciation and interest costs on the acquisition debt) but future *growth* in earnings (after the earn out period) will boost profits for the Skilled Group shareholders.

So gearing up the business with \$100 million of debt funded acquisitions last year and again this year should improve the future growth potential of this company.

Skilled Group



Technology One increased revenues 17.9% to \$78.4 million for the year to June 2007, with profits up 20.0% to \$14,781,000 (5.0 cents per share). The annual dividend will be raised 10.0% to 3.75 cents.

The net operating cash surplus rose 106% to \$17.7 million.

Technology One continues to invest heavily in Research & Development (up 8.7% to \$13.8 million) - and plans new products and enhancements. However, its “focus now needs to move from R&D towards building a large customer base and generating significant returns” on its investments and “the commercial value of which will be realised over the next five years”.

Technology One is changing its balance date from 30 June to 30 September - so will report for the three months to 30 September 2007 and then for the full year to September 2008.

Technology One



TFS Corporation lifted revenues 60.6% to \$45.1 million for the year to June, with profits up 59.9% to \$19,182,079 (11.8 cents per share). A final dividend of 2.5 cents will lift the annual dividend 61.9% to 3.4 cents.

The net operating cash surplus more than doubled to \$2.5 million. This surplus is significantly lower than reported profits mainly owing to the additional investment in the business to finance growth.

In the current period the growth has been driven by the development and sale of plantations as *Managed Investment Schemes* - 558½ hectares (up 71.8%), generating \$34.7 million in sales (up 73.5%). That accounted for 77% of total revenues. The company is looking to develop and sell up to 650 hectares (up 16%) this year.

Recurring revenues from managing the plantations (received either in cash or deferred until harvesting) rose

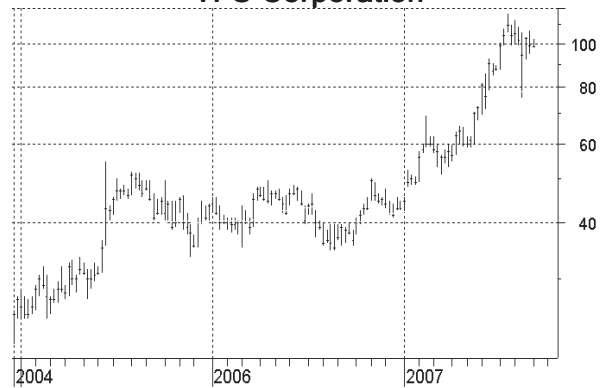
42.4% to \$5.2 million and will “significantly increase” as last year's MIS sales add to future recurring management fees.

Indian Sandalwood prices increased about 22% last year to US\$1900/kg, have almost *tripled* over the last four years (i.e. up 30% per annum compounded) and increased 22% per annum compounded over the last 15 years - all of which improves the economics of TFS Corporation's plantation business.

The recent *Share Purchase Plan* was over subscribed with all applications being slightly scaled back to approximately 96%.

At 98 cents - and with the strong lift in profits and dividend - TFS Corporation shares currently trade on a low Price/Earnings ratio of 8 and offer a Dividend Yield of 3.5%. The company has a large land bank for future development and the sale of *Managed Investment Scheme* units, with additional growth from growing recurring annual revenues and ultimately from expansion into processing sandalwood. “Buy”.

TFS Corporation



The Reject Shop grew revenues 18.3% to \$280.8 million for the year to June 2007 but managed to lift profits 35.8% to \$12,296,000 (48.0 cents per share). The final dividend will be raised 40.0% to 14.0 cents, lifting the annual dividend 34.8% to 31.0 cents.

The net operating cash surplus was 21% lower at \$15.1 million.

The company opened 22 new stores, and closed two old stores to have 130 stores at year end. It has already opened 6 new stores in the new financial year, with an annual target of 20 planned and 1-2 closures. This store growth should produce continued revenues and profits. For the year to June 2008 the company is forecasting a 20-22% increase in profits to \$14.8-15.0 million.

The Reject Shop



Computer Selections of Australian Shares based upon our Comprehensive Share Selection Criteria

For an explanation of this table see the Share Selection Methods report sent to all new subscribers or available from our website. These shares are not formal "buy" and "sell" recommendations, but the "Under-Valued", "Best Performing" and "Income" shares should be considered for purchase, while the "Over-Valued" and "Worst Performing" shares can generally be sold to release money for re-investment in more attractive shares.

Table with columns: Company, Share Price, Cur-rent, 4-Wk Chg., Rank, STRENGTH RATING (Insider Buy/Sell, Brokers Following, P/E, P/S, etc.), Return on Equity, Volatility, Price Earnings, Dividend Yield, Price Sales Ratio, Market Cap. Includes sections for 'UNDER-VALUED SHARES' and 'BEST PERFORMING SHARES'.

Dividend \$

Current Issues

Company	Cents per Share	Ex-Date	Pay-able	Tax Credit
AMP Property Trust	1.99	27-08	03-09	Nil
Auckland Int'l Airport	4.45	12-10	19-10	Full
Briscoe Group	3.50	21-09	28-09	Full
Broadway Industries	2.00	19-10	26-10	Full
Cavalier Corporation	10.50	28-09	05-10	Full
Colonial Motor Company	13.00	12-10	24-10	Full
Contact Energy	17.00	11-09	25-09	Full
Delegat's Group	4.50	12-10	26-10	Full
Ebos Group	13.00	19-10	26-10	Full
Fletcher Building	23.00	21-09	11-10	Full
Freightways	9.00	14-09	01-10	Full
ING Medical Properties	1.6415	13-09	20-09	Full
Just Water International	1.98	29-09	05-10	Full
Lytelton Port Company	2.70	31-10	14-11	Full
MetLifeCare	12.00	04-09	11-09	Full
Michael Hill International	16.00	05-10	15-10	Full
Northland Port	6.00	14-09	21-09	Full
Nuplex Industries	20.50	05-10	19-10	2.00
NZ Experience	3.00	14-09	28-09	Full
NZ Refining Company	10.00	20-09	27-09	Full
NZ Wine Company	4.00	14-09	21-09	Full
Oyster Bay	5.00	02-11	15-11	Full
Port of Tauranga	14.00	21-09	05-10	Full
Port of Tauranga special	10.00	21-09	05-10	Full
Pyne Gould Corporation	12.00	14-09	25-09	Full
PGG Wrightson	8.00	16-08	05-10	Full
Renaissance Corporation	4.50	28-09	05-10	Full
Salvus Investment	4.50	07-08	12-10	Full
South Port NZ	5.00	28-09	05-11	Full
Steel & Tube Holdings	14.00	21-09	28-09	Full
Sky TV Network	5.00	31-08	07-09	Full
Taylor's Group	6.00	14-09	28-09	Full
Team Talk	10.00	12-10	19-10	Full
Turners Auctions	1.50	14-09	21-09	Full
Turners Auctions special	8.00	14-09	21-09	Full
Vector	6.50	29-08	31-08	Full

Australian Shares

AJ Lucas Group	2.00	29-08	28-09
Atlas South Sea Pearl	2.00	25-09	26-10
Candle Australia	10.00	31-08	14-09
Centennial Coal	4.00	17-09	05-10
Computershare	9.00	31-08	21-09
Devine	4.00	27-09	18-10
Iluka Resources	10.00	25-09	19-10
M2 Telecommunications	2.00	09-10	31-10
Melbourne IT	6.00	17-09	19-10
Ross Human Directions	2.00	17-09	12-10
Skilled Group	14.00	18-09	16-10
Technology One	2.23	31-08	21-09
TFS Corporation	2.50	12-11	30-11
The Reject Shop	14.00	24-09	12-10

SHARE SPLIT

Michael Hill International	Ratio	Ex-Date
	10:1	19-11

Total Return Index for All Listed Shares

Aug 6	2536.93		
Aug 7	2554.59		
Aug 8	2557.03		
Aug 9	2553.69		
Aug 10	2524.24		
Aug 13	2525.21	Aug 20	2476.16
Aug 14	2526.67	Aug 21	2474.34
Aug 15	2504.02	Aug 22	2468.34
Aug 16	2456.05	Aug 23	2482.68
Aug 17	2455.43	Aug 24	2478.18
Aug 27	2476.58	Sep 3	2473.04
Aug 28	2482.64	Sep 4	2478.10
Aug 29	2463.91	Sep 5	2485.85
Aug 30	2471.71	Sep 6	2487.26
Aug 31	2479.40	Sep 7	2490.21

Next Issue:

The next issue of *Market Analysis* will be emailed in four weeks time on Monday October 8, 2007.

The print version will be delivered later that week, depending upon printing and postal delivery times.

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