# Market Analysis

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### Summary and Recommended Investment Strategy.

Remain fully invested in the recommended shares.

### Investment Outlook.

Just a year ago we were all being told (probably by people who have never owned a share in their life and with little or no financial net worth) that the *Global Financial Crisis* (GFC) would lead to another Great Depression worse than the *real* Great Depression of the 1930's! Well, that didn't quite work out as they expected, did it?

Now we have "GFC 2.0" which we are informed will lead to ... you guessed it ... another Great Depression! We won't bring up inconvenient facts such as the global economy is actually *growing* (although not *as fast* as many people would like).

"GFC 2.0"? Who thinks up these names? It sounds like something that the marketing department of a news organisation would come up with to boost newspaper sales or Financial News TV subscriptions! But seriously, a sequel makes a lot of financial sense. You don't need to waste money on journalists, just pull up last year's script, cross out "Lehman Brothers" and "Sub-Prime Debt" and substitute "Greece" and "Sovereign Debt".

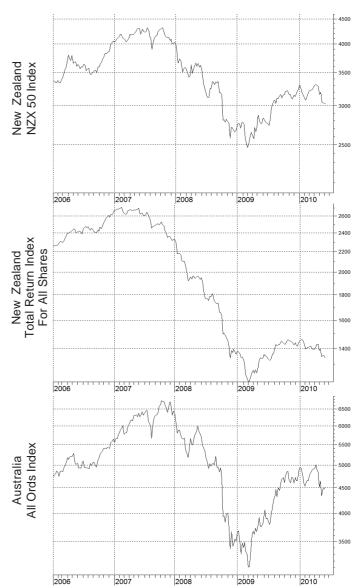
A Banking crisis or a Sovereign Debt crisis have historically happened about five times per decade - about every couple of years - so there is nothing new here. The current problem is just a little more widespread and a bit closer to home. Banks in emerging economies have largely avoided these problems and most emerging economies do not have large government debts or unfunded pension liabilities.

So, is it safe to venture out onto world stockmarkets? Perhaps we should ask: Is it *ever* safe . . . ? There are two important answers to that question:

Firstly, if you have some money or can save some money - and you want to build your investment wealththen you have no choice! You won't get rich stuffing cash under your mattress or lending it at low interest rates - where its value will be eroded by income taxes and inflation. And are fixed interest investments with Finance Companies, Banks or Governments safe? If you want to build your wealth then you need to invest in shares. Shares are also the (Continued on Page 12)

#### **Stockmarket Forecasts**

Australia: One-Month 74% (Bullish) 40% (Neutral)
New Zealand: 61% (Bullish) 35% (Bearish)

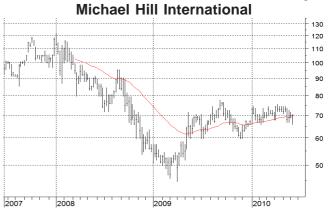


Performance Forecasts" are computer generated predictions of the relative future price performance of a company's shares over the next three to six months. Performance Forecasts are calculated for every listed NZ share (except Investment Trusts) on a rating scale using the letters "A" (Highest potential for capital appreciation over the next 3-6 months), "B" (Above Average), "C" (Average), "D" (Below Average) and "E" (Lowest). These predictions are NOT buy or sell recommendations, but can be useful to help time planned purchases or sales, or to identify shares worth of further study and analysis.

•	Price/Sales P/E Gross Ratio Ratio Yield	Performance Forecast Price	Price/Sales P/E Gross Ratio Ratio Yield	Performance Forecast Price	Price/Sales P/E Gross Ratio Ratio Yield
AMP Limited C 700 AMP Onyx Mgmt D 71 Abano Health. C 501 Affco Holdings E 37 Air New Zealand B 117 Akd Int Airport B 187 Allied Farmers E 5.0 Allied Farmers E 5.0 Allied Farmers E 5.0 Sirscoe Group A 123 Broadway Ind C 30 Burger Fuel C 30 CDL Investments E 27 CER Group Ltd D 1.3 Canty Bldg Soc. B 300 Cavalier Corp B 250 Cavatec MSL B 265 Charlie's Group E 8.2 Col Motor Co A 215 Comvita A 240 Connexion C 10 Contact Energy B 584 Cynotech Hold. D 5.0 Delegat's Group Ltd A 610 Ecoya Ltd D 89 F & P Appliance E 55 F & P Health. B 323 Finzsoft Sol'ns C 25 Fletcher Build. A 810 Freightways Ltd B 285 Goodman Prop. D 92 Guinness Peat G 15 Goodman Prop. D 92 Guinness Peat G 337 Hellaby Hold. B 165 Heritage Gold * N/R 2.5 Horizon Energy B 337 ING Med. Prop. C 122 ING Property D 70 Infratil NZ B 162 Inv Research Gr E 1.1	1.12 18 2.9 5.30 NE 9.7 0.62 12 6.3 0.17 7 Nil 0.27 55 6.3 0.02 NE Nil 0.30 10 8.0 N/A NE 2.6 7.25 NE Nil 0.63 12 8.1 0.63 12 8.1 0.77 NE Nil 0.99 18 4.0 0.68 12 8.6 0.67 17 1.1 0.77 NE Nil 0.77 NE Nil 0.14 14 10.0 0.77 13 4.8 0.67 NE Nil 1.26 29 6.8 0.44 NE Nil 1.27 14 5.9 0.29 14 5.8 1.25 12 8.3 1.27 14 7.2 0.48 NE Nil 2.77 14 7.2 0.48 NE Nil 2.77 14 7.2 0.00 NE 7.0 4.84 NE Nil 2.77 14 7.2 0.00 NE 7.0 4.84 NE Nil 2.77 14 7.2 0.00 NE 7.0 4.84 NE Nil 2.77 14 7.2 0.00 NE 7.0 4.84 NE Nil 2.77 14 7.2 0.00 NE 7.0 4.84 NE Nil	Jasons Media C Just Water Int. D 25 Kathmandu Ltd C 191 Kermadec Prop. D 45 Kingfish Ltd A 86 Kirkcaldie & St A 275 Kiwi Property D 91 Life Pharmacy C 35 Lombard Group E 3.0 Lyttelton Port B 231 Mainfreight Grp A 611 Marlin Global C 89 Media Tech. D 4.0 Methven Limited B 165 Metro. LifeCare E 200 Michael Hill B 70 Mid-Cap Index C 211 Millennium & C. C 42 Mowbray Collect E 80 NZ Exchange Ltd D 150 NZ Finance Hold E 20 NZ Farming Sys. E 45 NZ Oil & Gas * N/R 143 NZ Refining C C 327 NZ Windfarms E 23 NZ Windfarms E 23 NZ Wind CompanyC 140 NZ Wool Service D 31 NZSX 10 Fund D 81 NZSX 10	0.67 9 4.9 0.58 12 22.0 0.58 12 22.0 0.62 27 4.2 3.90 NE Nil 2.80 23 3.0 0.40 NE Nil 2.80 23 3.0 0.85 17 4.3 0.85 14 9.5 4.18 NE Nil 0.85 15 NI 1.35 12 4.1 1.35 13 10.0 4.23 75 6.2 0.47 NE Nil 1.35 13 10.0 4.23 75 6.2 0.47 NE Nil 1.36 39 Nil 4.09 NE Nil 0.97 9 Nil 4.09 NE Nil 0.14 NE Nil N/A NE Nil 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A NE Nil 0.14 NE Nil N/A NE Nil 0.14 NE Nil 0.14 NE Nil 0.14 NE Nil 0.15 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A NE Nil 0.14 NE Nil 0.14 NE Nil 0.14 NE Nil 0.14 NE Nil 0.15 0.90 6 5.6 N/A NE Nil 0.15 0.90 6 5.6 N/A 25 4.8 0.90 6 5.6 N/A NE Nil 0.14 NE Nil 0.15 0.90 6 5.6 N/A NE Nil 0.15 0.90 6 5.6 N/A NE Nil 0.16 0.90 6 5.6 N/A NE Nil 0.17 0.90 6 5.6 N/A NE Nil 0.18 0.90 6 5.6 N/A NE Nil 0.19 0.90 6 5.6 N/A NE Nil 0.19 0.90 6 5.6 N/A NE Nil 0.10 5.9 N/A NE Nil 0.10 5.9 N/A NE Nil 0.11 0.90 6 5.6 N/A NE Nil 0.12 0.90 6 5.6 N/A NE Nil 0.13 0.90 6 5.6 N/A NE Nil 0.90 6 5.	Pyne Gould Corp E	0.07 NE Nil 0.14 10 4.3 1.30 10 14.5 0.64 9 12.6 0.12 NE Nil 0.92 10 6.9 5.00 NE Nil 2.97 19 7.6 0.25 17 7.1 0.54 12 12.2 0.01 0 Nil 1.79 12 9.3 2.32 NE Nil
AGL Energy Ltd B 1486 AMP Ltd B 567 ANZ Bank A 2304 APA Group A 360 APN News Media A 226 ASX Limited B 213 AXA Asia Pac A 570 Adelaide Bright A 272 Alumina Ltd C 157 Amalgamated Hld A 570 Ameor Ltd B 631 Andean Res. C 333 Aneka Tambang B 120 Ansell Ltd A 1270 Aquiarius Plat. C 627 Aquila Res. D 872 Argo Investment C 593 Aristocrat Leis C 406 Arrow Energy B 488 Asciano Group D 158 Austar United C 102 Australand Prop B 244 Aust Infra. B 175 Aust Foundation B 482 BHP Billiton B 3858 Bank of Q'land A 1133 Bendigo Bank B 1175 Aust Foundation B 482 BHP Billiton B 3858 Bank of Q'land A 1133 Bendigo Bank A 891 Billabong Int'l A 970 Bluescope Steel C 228 Boart Longyear D 282 Borat Limited B 530 Bradken Ltd B 615 Brickworks Ltd B 1230 C'wth Prop Off. C 97 CS.R. Ltd B 168 CFS Retail Prop C 199 CSL Limited C 109 CSL Limited C 27 Campbell Bros A 2933 Carsales.com A 485 Centennial Coal A 443 Chal Financial C 348 Chart H Office C 27 Coal & Allied A 7641 Cochlear Ltd A 7641 Com'wealth Bank A 5250 Computershare B 1142 ConnectEast Grp E 40 Cons Media Hold B 324 Corp Express A 572	1.13 9 3.6 0.99 16 2.8 3.75 38 4.4 1.89 23 3.3 1.31 15 1.8 6.31 17 5.4 1.88 13 Nii 1.93 17 3.2 1.75 75 5.0 N/A NE 1.3 1.08 11 5.6 0.60 27 5.4 N/A NE Nii 0.65 NE Nii 1.89 22 Nii 1.89 23 22 Nii 1.99 2.90 2.90 2.90 2.90 2.90 2.90 2.90 2	Crown Ltd         B         813           DUET Group         C         171           David Jones         B         445           Deutsche Div Tr         A         131           Dexus Property         C         83           Djerriwarrh         C         395           Downer EDI Ltd         B         446           Energy Resource B         1391         Equinox Min.           C         437         Extract Res.         D         700           Fairfax Media         C         146         Flight Centre         A         1744           Fortescue Metal         C         417         Fortescue Metal         C         417           Fortescue Metal         C         411         Foster's Group B         576         GPT Group B         278           GWA Internat'l         B         325         Gloucester Coal A         1241         Goodman Fielder B         300         Goodman Group C         66         Graincorp B         565         Harvey Norman B         342         Healthscope A         534         Henderson Group A         228         Heutchison Tel.         C         9.5         Insurance Aust.         B         500         Incitec Pivot B         500	2.73 25 4.6 1.40 NE 14.1 1.12 14 6.3 6.10 14 7.1 4.98 NE 8.8 N/A NE 6.6 0.25 8 6.5 3.40 10 2.8 N/A NE Nil N/A NE Nil 1.32 NE 1.4 1.01 46 0.5 5.60 20 Nil 2.37 25 4.7 9.44 44 1.6 1.43 20 5.5 3.32 12 1.1 0.74 10 7.8 N/A NE 14.6 0.65 18 1.3 2.52 17 3.2 0.83 19 4.0 3.63 72 4.8 1.61 NE Nil 4.44 NE 16.8 3.80 89 0.7 3.57 NE Nil 1.40 NE 1.5 0.93 40 2.9 N/A NE 18.4 6.38 26 3.9 0.71 21 3.6 0.91 N/A NE Nil 8.40 29 1.5 0.71 21 3.6 0.91 N/A NE Nil 8.40 29 1.5 0.71 21 3.6 0.91 N/A NE Nil 8.40 29 1.5 0.71 21 3.6 0.91 N/A NE Nil 8.40 29 1.5 0.71 21 3.6 0.93 40 2.9 N/A NE Nil 1.40 NE 1.5 0.93 40 2.9 N/A NE Nil 1.40 NE 1.5 0.93 40 2.9 N/A NE 18.4 6.38 26 3.9 0.91 22 2.2 2.27 NE Nil 1.40 NE 1.5 0.93 40 2.9 N/A NE Nil 1.40 NE 1.5 0.93 40 2.9 N/A NE Nil 1.50 0.5	OM Holdings         B         165           OZ Minerals Ltd         D         102           Oil Search Ltd         B         589           Onesteel Ltd         B         306           Orica Ltd         A         2599           Origin Energy         D         395           Pacific Brands         C         92           Paladin Energy         D         395           Panaust Ltd         C         48           Perpetual Ltd         B         3084           Platinum Asset         B         500           Premier Invest         B         618           Primary Health         B         391           Q.B.E. Insur.         B         1910           Qantas Alirways         B         241           REA Group Ltd         A         1024           Ramsay Health         A         1472           Reece Australia         A         2434           Rio Tinto Ltd         B         6910           Riracks ASX200A         SP         Asa           SP Ausnet         A         33           Seek Ltd         A         745           Seek Ltd         A         <	0.80 24 2.6 1.61 25 2.1 0.85 8 0.7 N/A NE Ni N/A NE 4.3 1.67 11 9.7 5.15 26 3.1 N/A 45 1.2 N/A NE 4.6 0.39 NE 2.0 1.38 24 5.3 3.95 14 2.5 4.13 10 11.9 4.86 5 8.6 1.64 8 7.8 0.71 30 4.8 3.14 86 0.9 0.95 8 9.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1 1.60 11 8.8 0.90 11 9.1

### Recommended Investments

Michael Hill International is to close eight of the 17 stores acquired in the United States in July 2008, retaining nine stores in the greater Chicago area. The stores will be closed before the end of June, with closure costs (i.e. lease terminations and staff entitlements) of US\$1.8 million. The remaining nine stores will be refurbished immediately (Continued on Page 4)



	Portfolio	of	Rec	om	me	end	lea	$II_{I}$	nve	estr	nei	nts	
CURRENT ADVICE	Company	ļ	Initial Recomr	nendation	Perform- mance	Issued Shares	Vola- tility	Price/ Sales	Price/ Earnings	Gross Dividend	Recent Share	Cash Dividends	
ı	NZ Shares	Code	- Date -	Price	Forecast	(mil.)	Ratio	Ratio	Ratio	Yield	Price	Rec'd	%
HOLD+	CDL Investments Ltd	CDI	12/01/99	25	Е	243.4	1.5	12.74	52	1.1	27	29.9	+128%
HOLD+	Cavalier Corporation	CAV	05/12/95	156*	В	67.1	1.0	0.68	12	8.6	250	249.0	+220%
HOLD	Colonial Motor Company	CMO	10/11/92	128*	Α	32.7	0.5	0.14	14	10.0	215	307.3	+308%
HOLD	Lyttelton Port Company	LPC	12/12/00	150	В	102.3	0.6	2.80	23	3.0	231	74.8	+104%
BUY	Michael Hill Int'l Ltd	MHI	11/06/91	5*	В	382.5	0.9	0.65	15	4.2	70	29.4+	-1888%
HOLD+	Nuplex Industries Ltd	NPX	11/02/97	523*	В	189.8	1.1	0.37	33	1.7	293	377.0	+28%
HOLD	Postie Plus Group	PPG	08/05/06	71	С	40.0	1.6	0.13	24	Nil	37	8.5	-36%
HOLD	Renaissance Corp	RNS	13/08/96	85*	В	44.2	1.8	0.05	NE	Nil	24	53.9	-8%
HOLD	Smiths City Group	SCY	09/10/06	64	С	53.0	1.6	0.07	17	6.3	32	12.0	-31%
HOLD	South Port New Zealand	SPN	13/02/96	120	В	26.2	0.6	3.47	21	5.7	258		+216%
HOLD	Steel & Tube Holdings	STU	08/08/00	146	В	88.2	0.7	0.44	8	11.3	240		+225%
	Australian Shares (in Aust				_								,
BUY	AJ Lucas Group	AJL	13/05/03	120	В	64.9	0.6	0.34	14	6.0	265	41.0	+155%
BUY	Ammtec Ltd	AEC	11/01/10	257	Ā	25.5	0.5	1.54	12	4.8	335	6.5	+33%
HOLD+	Atlas South Sea Pearl	ATP	14/05/96	73	D	89.2	2.0	1.61	NE	Nil	13	17.5	-59%
HOLD	Breville Group Ltd	BRG	13/11/06	171	Ā	129.5	0.6	0.63	17	2.6	211	22.0	+36%
HOLD	Campbell Brothers Ltd	CPB	12/10/99	389*	A	63.0	0.3	2.24	25	3.4	2933	484.0	+778%
BUY	Cardno Ltd	CDD	14/12/09	410	В	84.3	0.5	0.64	10	7.2	390	14.0	-1%
HOLD	Cellnet Group Ltd <sup>1</sup>	CLT	12/02/02	147*	Č	76.8	1.3	0.27	NE	Nil	31	32.4	-53%
BUY	Challenger Wine Trust	CWT		30	Č	170.3	1.6	1.12	NE	32.3	22	5.7	-8%
HOLD-	Charter Hall Group	_	06/04/09	30*	Č	977.3	0.9	7.57	NE	7.6	65	2.6	+125%
	Circadian Technologies	CIR	10/02/04	188	Č	45.2	1.0	8.78	NE	Nil	60	65.0	-34%
	Clarius Group Ltd	_	08/04/03	82*	Č	79.7	1.0	0.14	24	Nil	66	65.5	+60%
BUY	CPT Global Ltd	CGO	10/03/08	88	В	36.8	0.9	0.50	10	9.2	60	7.3	-24%
BUY	Devine Ltd	DVN	13/11/06	84*	A	552.1	1.4	0.20	5	11.8	26	16.9	-50%
	Ellex Medical Lasers	ELX	14/03/06	49	C	84.9	2.0	0.20	28	Nil	14	Nil	-71%
BUY	Fiducian Portfolio Ser	FPS	11/02/08	260	В	32.4	0.8	1.93	13	5.2	131	17.0	-43%
BUY	Finbar Group Ltd	FRI	12/04/10	106	A	141.8	0.8	2.41	7	7.5	93	Nil	-12%
HOLD+	Iluka Resources Ltd	ILU	12/10/04	471	В	418.7	0.5	3.57	NE	Nil	500	64.0	+20%
BUY	Integrated Research	IRI	14/01/08	40	В	166.8	1.1	1.54	8	10.1	40	9.0	+21%
HOLD	M2 Telecommunications	MTU	09/10/06	33	A	100.5	0.6	0.96	26	3.1	180	18.5	+500%
Hold	Mnet Group 1	MNZ	03/10/00	33	Ĉ	208.3	3.9	0.66	NE	Nil	3.4	Nil	T30076
BUY	Melbourne IT	MLB	10/02/04	53	A	79.0	0.6	0.87	10	6.8	221	59.0	+428%
HOLD	Photon Group Ltd	PGA	10/02/04	132*	В	154.3	0.8	0.07	4	12.3	102	11.8	-14%
BUY	Probiotec Ltd	PBP	11/02/08	116	В	47.1		0.17	7	2.4	138	7.3	+25%
HOLD+		PRO			_	47.1	0.7	2.93	9	2.4 10.4	41		
HOLD+	Prophecy International	RHD	08/09/08	26 92	B A	45.8 83.5	1.2 1.2	0.07	9 7	5.0	35	6.3 35.8	+82% -23%
HOLD+	Ross Human Directions		14/08/01	-	В				, 5		ან 111		
	Skilled Group Ltd	SKE	12/03/02	126	_	123.6	0.8	0.07		9.5		132.0	+93%
HOLD	Technology One Ltd	TNE	11/11/03	44 45	A	300.3	0.8	1.94	15	4.7	79	20.1	+125%
BUY	TFS Corporation Ltd	TFC	08/01/07	45 257	В	191.3	0.8	1.80	5	4.7	90	9.4	+120%
HOLD+ BUY	The Reject Shop Ltd		11/01/05	257 77	A B	25.8 224.9	0.3	1.01 0.30	22 7	3.4 5.9	1613	220.5	+613%
	Village Roadshow PREF				_		0.6 irrent in		•		217 ommend		+194%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +155.6%. This is equal to an average annual rate of +23.8%, based upon the length of time each position has been held.

The average annual rate of gain of ALL recommendations (both the 40 current and 147 closed out) is +29.1%, compared with a market gain of +4.4% (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.

<sup>\*</sup> Initial Recommendation Prices adjusted for Share Splits, Bonus and Cash Issues.

<sup>(1)</sup> Cellnet GRoup includes 11/2 shares on Mnet Group distributed to shareholders.

Page 4 Market Analysis

#### **Recommended Investments**

(Contunued from Page 3)

to bring them to the company's "latest global concept".

In other markets Michael Hill International continues to expand strongly, with plans to open 15 new stores over the next year.

**Postie Plus Group** reports "challenging market conditions" but has managed to lift revenues 4.3% to \$26.5 million for the quarter ended 30 April while maintaining profit margins. Revenues for the first nine months of the current financial year are up 7.0% at \$80.6 million.

The group plans to open two new *Postie* stores during the current quarter, expanding the chain to 81 stores.

Postie Plus Group

100
90
80
70
60
50
40
2007 | 2008 | 2009 | 2010

**Renaissance Corporation**'s restructuring will involve expanding the business beyond its current operations in education and retailing. The company plans to diversify into vocational and online training and to develop its own intellectual property and technology for network appliances and applications. The company may also become involved in incubating small technology start-up businesses.



#### **Australian Shares**

(*This section is in Australian currency, unless stated.*) **AJ Lucas Group** reports its drilling fleet is operating "at close to full capacity" and at "significantly improved margins".

Associate company **Cuadrilla Resources** has applied for exploration licences over 2.5 million acres in the UK, Netherlands, Spain and Central Europe and to date been awarded licences in excess of 1.1 million acres. Its new drilling rig will begin drilling at the *Bowland Shale* prospect on 1 July, and will target three

separate zones in this 4,000 feet thick shale formation. First results are expected to be released in early 2011.

At current prices around 265 cents AJ Lucas Group shares trade for little more than the value of the company's two major energy investments, Cuadrilla Resources worth about 100 cents per AJ Lucas share and the Monument County project worth around 126 cents per share. That places little value on its income producing, dividend paying, drilling and pipeline businesses! At around last year's lows, we would not expect the share price to move significantly lower. In fact, AJ Lucas Group's financial position has improved significantly over the last year - realising a significant \$93.5 million gain on a previous \$5.0 million energy investment and arranging US\$58.0 million (A\$64.5 million) of external financing for Cuadrilla Resources from a new equity partner. There was, unfortunately, a large trading loss in the first half - but trading should now have returned to profitability.

We are therefore upgrading AJ Lucas Group shares to a "Buy".

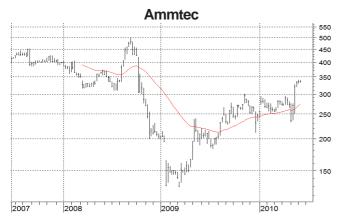


<u>Ammtec</u> has received a takeover offer from <u>Campbell Brothers</u> of 335 cents per share in cash for each Ammtec share or two Campbell Brothers shares for every 17 Ammtec shares (which, with Campbell Brothers shares currently at \$29.33 is worth about 345 cents per Ammtec share).

The Ammtec directors quickly recommended rejecting this takeover which they believe undervalues Ammtec, especially with the increase in earnings expected from *next* year - and further growth in subsequent years - as a result of expansion and new investments made over the last year.

Profits will be lower in the current year, but Ammtec forecasts a net profit of \$11.1-12.9 million (30.4-35.4 cents per share) for the year to June 2011. <u>That values the takeover (and the current share price) at just 10-11 times expected 2011 profits.</u>

The takeover is conditional on 90% acceptances - which is unlikely given the directors rejection - so could only succeed if Campbell Brothers was to increase its offer. As attractive as a short term gain may be, we would prefer to hold Ammtec as a *long term* growth investment as that is how to build *significant* wealth from the stockmarket!



Atlas South Sea Pearl has completed the acquisition of a ten year old pearl farm for \$635,000 - which it estimates to be "30-40% of the replacement value of the assets" acquired. This business has been successful producing and selling pearl oysters, but has lacked the technical and management expertise to produce quality pearls. Atlas expects to be able to "deliver major pearl quality and volume improvements" once it takes control of this business.

The company estimates this acquisition will pay for itself within three years (i.e. it is being acquired at a P/E ratio of about 3) but its real value will be to allow Atlas South Sea Pearl to increase pearl production volumes by 50% in four years - with similar increases in group revenues and profits.

**Atlas South Sea Pearl** 



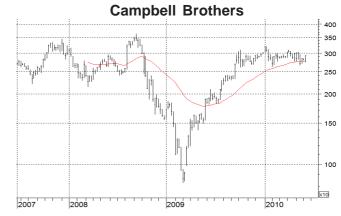
<u>Campbell Brothers</u> experienced a 10.3% drop in revenues to \$825.5 million for the year to 31 March 2010. Net profits were 29.1% lower at \$75,301,000 while earnings per share were 40.3% lower at 119.6 cents mainly as a result of a cash issue to help finance acquisitions which made little contribution to profits in the last year. The final dividend will be 10.0% higher at 55.0 cents, making a steady 100.0 cents annual dividend rate.

The net operating cash surplus was 40.3% lower at \$99.6 million.

At \$29.33, Campbell Brothers shares look expensive on a Price/Earnings ratio of 25, but this is a combination of cyclically low earnings and recent new acquisitions. While we are often sceptical of broker forecasts, they predict 2011 earnings per share around 53% higher at 183 cents. That would improve the P/E to 16.

In addition to its current takeover offer for **Ammtec**,

Campbell Brothers has acquired Sydney based **BV Pharma**.



<u>Cardno</u> has made one small Australian acquisition and two large US acquisitions: The group has acquired Victoria based **Australian Underground Services**Pty for \$7 million (i.e. \$6 million now plus a further \$1 million if profit targets are achieved) which will be 75% in cash and 25% in shares. This is an attractive acquisition being purchased on a Price/Earnings ratio of about 5½ times and with the potential for strong growth. Cardno will use the expertise of its Florida based Cardno TBE to expand the existing utility detection and mapping services of Australian Underground Services and also expand throughout Australia.

Cardno is also buying US based ENTRIX Holdings Company and Environmental Resolutions Inc. ENTRIX is a consulting business involved in water resource management, environmental risk management, facility permitting and compliance, and natural resources economics. Annual revenues of around US\$95 million are earned mainly from major oil and gas companies, power utilities and chemical companies. The company has international branches in Canada, Ecuador and Peru.

Environmental Resolutions is an environmental soil and ground-water remediation firm working for oil and gas companies to clean up sites contaminated with hydrocarbon residuals. The business generates annual revenues of US\$40 million and is seeking to expand in Canada, Europe and Australia.

Cardno will pay around US\$106.3 million (including deferred consideration and earn outs), with about 85% in cash and 15% in shares. This equals a low Price/Sales ratio of about 0.70 but fairly high Price/Earnings ratio of around 12½.

The environmental consulting industry is expected to grow around 9% per annum over the next five years, so both businesses should have good growth potential. Cardno also expects "significant added value through cross selling" opportunities.

The cash for these acquisitions will be raised from existing facilities, but Cardno is considering "equity raising options" to reduce that debt and to allow further acquisitions. That possible capital raising may involve a small pro-rata issue to existing shareholders.

(Continued on Page 6)

Page 6 Market Analysis

#### **Recommended Investments**

(Contunued from Page 5)



<u>Challenger Wine Trust</u> reports that the *Wine Growers' Association* estimates that grape prices have fallen 30-40% this year! That doesn't *directly* impact the trust or its income as its properties are leased on long term contracts to wine companies - but it has further depressed the current market values of its vineyards. These valuations are expected to drop 9% during the current half year.

The company estimates that net operating cashflows to 30 June 2010 will remain strong at \$14.0 million (7.3 cents per unit), but will pay a final distribution of 1.0 cent in cash, with the remaining \$6 million retained to reduce debt and comply with bank covenants.

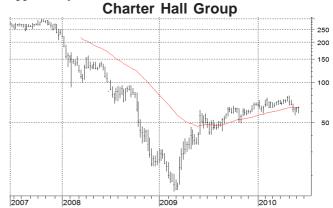
The dividend re-investment plan will <u>not</u> operate for the final distribution, which will take the annual payout to 4.25 cents.

Challenger Wine Trust's long term leases and strong cashflow will enable the trust to survive the current downturn in the wine industry although - as we have said earlier - cashflow needs to be diverted from cash distributions to debt reduction in the short term. Once this downturn ends - and vineyard values stop declining - the trust will be able to again distribute close to 100% of its operating cashflows (i.e. around 7 cents per share).



<u>Charter Hall Group</u> has announced two major property purchases for its managed funds. *Core Retail Fund* and *Charter Hall Retail REIT* will together acquire a 50% interest in a sub-regional shopping centre for \$33 million, at an initial yield of 8.75%. *Core Retail Fund* will also acquire an \$11.2 million investment property (yielding 8.6%) with a nine year lease. This

property adjoins an existing property investment which, in the long term, will provide a retail redevelopment opportunity.



**Devine** has announced the acquisition of a 57 hectare site at the township of Gawler, 35 km north of Adelaide, which will be developed into a \$240 million, 800 home masterplanned estate. The land is being acquired under a long term development agreement with staged payments to the owner over the life of the project, so Devine has no upfront capital outlay to acquire the land. Rezoning for residential use is expected later this year, with the first sections to be released on the market in mid 2011.





**Finbar Group** has agreed to sell the partially restored building at 134 Whatley Crescent to the **City of Bayswater** for \$4.3 million. The building and an underutilised 1.5 hectare site was acquired in 2006 and part of the land was used for the 112 apartment *Horizon* project which was completed in 2009.



Integrated Research has signed a strategic partnership with ACI Worldwide, a leading global provider of payments solutions to more than 750 customers including 40 of the world's largest 100 banks. ACI Worldwide will immediately begin selling Integrated Research's *PROGNOSIS* to monitor its payments software and also to monitor banks' HP NonStop and other systems.

This is the sort of partnership deal which *could* have a significant impact upon a company like Integrated Research. Software is an economies of scale business and this partnership will provide a new source of revenue *and* marketing of Integrated Research's software to ACI's existing customers. New software sales involve few additional costs, so most of any new revenues will flow straight into Integrated Research's net profits!

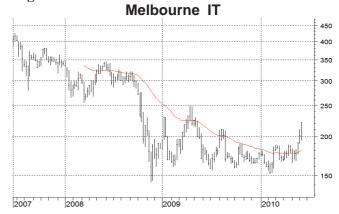
There was some strange trading in Integrated Research shares last Friday. At the market open, almost 200,000 shares traded down 3 cents at 35 cents, despite the general market opening stronger. The price quotes then improved, but with no further trades until the last half hour of trading when a total of around 42,000 shares traded at higher prices - ending the day up 1½ cents (on the previous day's close) at 39½ cents. This situation looks like a computer generated sell order - for example, a "stop-loss" sell order - triggered at the market open and *immediately* matched against the small number of bids at prices down to 35 cents where all the trades were matched and executed. With that sell order executed, there were no further sellers and trading eventually returned to equilibrium near the close of business.

This situation highlights the danger of using automatic "stop loss" orders. Computer generated trades *may* work in shares where there are tens of millions of dollars of trading each day, but certainly <u>not</u> in a situation where one seller (or a few similar sellers) account for 80% of the daily turnover! The computer sought to match that sell order against existing bids, resulting in trades at 35 cents. A "limit" order could probably have executed the trades at the previous day's close of 38 cents. Releasing those shares into the market in small quantities *could* have resulted in even better prices.

A lot of newsletters and advisers suggest that "stop loss" orders are an important part of their investment strategy. Our *experience* (and yes, we have been doing this for a while and do have a bit of money invested in shares) is that "stop losses" are <u>not</u> helpful. This is especially true in periods of high volatility (as at present) where random fluctuations can get you sold out of shares at low prices, only for prices to bounce back the next day or the next week. Automatic "stop losses" are also probably never suitable for medium sized and smaller company shares which can be inactively traded, especially in a market dip - which, of course, is when they get triggered! A "stop loss" triggered at 38 cents becomes an order to sell at market - which in the example above was executed at 35 cents, after which the shares bounced back to end the day at 39½ cents.



Melbourne IT has acquired 100% ownership of its joint venture search engine marketing business, Advantate, by acquiring the 50% interest held by Fairfax Digital.



**Probiotec** expects to lift UK revenues by A\$12-20 million next year (i.e. to June 2011) owing to two new distribution agreements. **SuperDrug** will progressively launch *Celebrity Slim* products into its 900 stores from May 2010. This product is currently distributed through **Rowlands** pharmacy's 520 stores and through over 200 stores of **Numark** pharmacy (with another 100 stores to stock the product within six months).

The company has also rebranded its *Biosource* products as *BioRemedies* for the European market and these will be distributed through the 520 **Rowlands** pharmacy stores and in the Republic of Ireland via a major wholesaler.



<u>Technology One</u>'s profits have recovered over the six months to 31 March 2010, (Continued on Page 8)

Page 8 Market Analysis

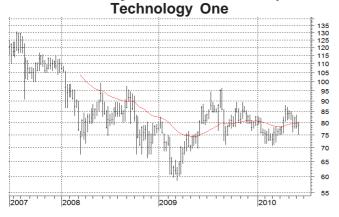
#### **Recommended Investments**

(Continued from Page 7) up 47.5% to \$5,716,000 (1.9 cents per share). Revenues were up 5.9% to \$59.2 million. The interim dividend will be 51.1% higher at 1.33 cents.

The net operating cash surplus was \$9.1 million, up from a small *deficit* in the same period a year earlier.

The company expects its full year profit to be ahead 10-15%, but has potential to grow strongly over the medium to longer term. Profit margins have reduced over the last decade - partly as a result of new product development (which is fully expensed as incurred) and also as the result of the costs of expansion into the larger United Kingdom market. Technology One will seek to "substantially improve margins over the next five years".

Despite new product development, Technology One's two main software products (i.e. Financials and Business Intelligence) still contribute 61% of revenues and 90% of profits. Newer products should make up a larger percentage of future revenues and "substantially grow the contribution to profits" over the next five years.



TFS Corporation has announced two additional projects that will add to revenues and profits: Firstly, an undisclosed but "AAA rated" US institution will invest in 180 hectares of Indian Sandalwood plantations to be planted in this financial year. This is in addition to the 500 hectares the company expects to sell through its Beyond Carbon trust and the 500 hectares it expects to sell through Managed Investment Schemes. This sale will be worth about \$20 million to TFS Corporation (i.e. from upfront payments to acquire the land and for establishing the plantation, plus annual payments for management). TFS Corporation can also earn performance bonuses based upon revenues received at the time of harvest (plus fees - to be taken from the harvest proceeds - for harvesting and marketing).

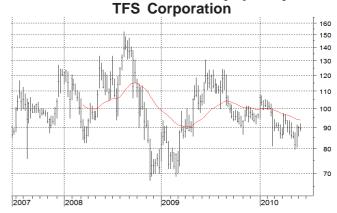
The institution also has an option to purchase a further 180 hectares each year for the next five years - potentially generating up to \$120 million in revenues for TFS Corporation and significantly expanding its business!

The company also plans to establish Australian Sandalwood plantations which will be sold to investors as *Managed Investment Schemes*. This is a much lower value project, with 0.25 hectare woodlots selling for \$3,900 plus GST (plus annual management fees), requiring less specialised plantation management and knowledge. To be based in the Western Australian wheatbelt, the

establishment and management of these plantations will be outsourced to **WA Sandalwood Plantations Pty**, under the supervision of the company.

Effectively TFS Corporation is using its legal and marketing skills to establish a second *MIS* which will ultimately provide raw material for its **Mt Romance** processing business.

The project will offer up to 1,000 hectares (worth \$15.6 million), subject to minimum subscriptions of 250 hectares (worth \$3.9 million) for the project to proceed.



<u>Village Roadshow</u> has announced that its 40.89% owned Village Roadshow Pictures has obtained a new, three year, US\$1000 million film financing facility (i.e. a US\$500 million term loan and US\$500 million revolving credit facility) to replace its existing US\$900 million facility.

Village Roadshow still remains liable under a number of guarantees to Village Roadshow Pictures and its other owners, plus is required to advance a further US\$17.5 million loan to Village Roadshow Pictures, taking its loan to that associate to US\$62.5 million.

Owing to this additional loan, it is likely that the directors will <u>not</u> recommend a final dividend (and no interim dividend was paid) for the year to June 2010 (all of which, of course, will be reviewed in August when the directors will make their final decision).

Our Class A Preference shares, however, are entitled to a minimum 10.175 cents annual dividend, so if no dividend is declared in August 2010 then it will accumulate (i.e. become payable at a later date along with future dividends), so the most likely outcome is that at some stage in 2011 the directors would declare a "2010 ordinary dividend" of 7.175 and a Class A "2010 dividend" of 10.175 cents - followed some time later by the "2011 dividends".



### Computer Selections of NZ Shares based upon our Comprehensive Share Selection Criteria

For an explanation of this table see the *Share Selection Methods* report 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.

Company	Share Price	Cur- rent	GTH F 4-Wk Chg.	RATIN Rank 0-99	Inside B Buy-Sell	Brokers Following	PriceF to NTAE	Returi on Equity	nVola til- ity	-Price Earn. Ratio	Divi- dend Yield	Price Sales Ratio	Market Cap'n	Company	Share Price	STREN Cur- rent	GTH F 4-Wki Chg.	RATIN Rank 0-99	Inside B Buy-Sell	Brokers Pollowing Jugar	iceReti o or TAEqu	irnVol til- ity ity	a-Price Earn. Ratio	eDivi- dend Yield	Price Sales Ratio	Market Cap'n
UNDER-VALUED														OVER-VALUEDS	SHARES	Highes	tPrice/	Sales	Ratins	Relativ	e Stren	nth < 0				
Hellaby Hold.			-1.4			,	1.0	-	1.3	16	5.2	0.17	84	Property Find.	115	-0.3		44	0-0	- 1			NE	7.9	7.85	247
Ebos Group Ltd	610	+4.6	-2.2	13	0-3	1	1.8	12	0.4	15	5.9	0.22	299	BlisTechnology	10	-0.2	-2.4	43	0-1	- 9	.5	- 1.7	NE	Nil	7.25	14
Air New Zealand	117	+1.6	-4.0	30	0-10	1	8.0	1	0.9	59	7.9	0.27	1,248	Goodman Prop.	92	-2.6	-1.7	58	0-2	- 0	.9	- 0.5	NE	9.2	5.95	790
Seeka Kiwifruit	305	+2.7	+0.3	22	3-0	-	0.7	1	0.4	119	9.4	0.36	44	AMP Onyx Mgmt	71	-2.8	-0.7	60	1-0	- 0	.7	- 0.4	NE	9.7	5.30	708
NuplexIndust		+6.1	-6.6	11	6-0		1.1		1.1	33	1.7	0.37	556	ING Property	70	-1.2	-1.2	53	1-0	- 0		- 0.4		10.7	4.84	378
Infratil NZ		+1.1	-0.6	32	6-1		1.0	3	8.0	32	3.3	0.50	920	NZWindfarms	23	-27.2	-4.1	94	0-0	- 0		- 1.2		Nil	4.69	18
Mainfreight Grp		+8.0	-1.9	6	0-5		2.0		0.5	17	4.3	0.53	602	NZFarmingSys.	45	-6.8	+4.2	79	0-2	- 0		- 0.6		Nil	4.49	110
Turners Auction	140		-6.0	4	2-0		1.9	16	0.6		12.2	0.54	38	NZExchangeLtd	150	-9.5	-3.5	84	0-2	- 1		0.6	75	6.2	4.23	181
Skellerup Hold.		+12.9 +2.1	+1.3	5 25	1-0 0-0		1.3 1.2	4	1.1	11 27	5.3 4.2	0.57	128 28	Metro.LifeCare NZOil&Gas	200	-3.9	-0.6	66	0-0	- 0		- 0.5		Nil	4.18 4.00	245 555
Kirkcaldie & St Briscoe Group		+3.1	-2.Z -2.7	18	3-0		2.0	16	0.5	12	8.1	0.62	261	Kiwi Property	143 91	-3.9 -3.0	-1.5 -1.7	67 62	1-0 0-1	- 1 - 0		l 0.4 - 0.4	10 NE	5.0 9.3	3.90	735
Michael Hill	70	+3.1	-2.7 -1.5	20	3-0 4-1		1.8		0.9	15	4.2	0.65	268	NZ Refining Co	327	-3.0 -7.2		82	1-0	- 1		- 0.4 1 0.3	39	9.3 Nil	3.66	916
CavotecMSL				40	0-0		0.6		0.7	17	1.1	0.67	177	KermadecProp.	45	-3.1	-0.7	63	0-0	- 0		- 0.6		11.1	3.06	38
Cavalier Corp		+0.7	-4.1	36	1-0		1.9		1.0	12	8.6	0.68	168	Trust Power Ltd	715	-0.8	-0.1	49	0-1	- 1		3 0.3	19	7.6	2.97	2,256
Fletcher Build.		+3.2	-0.9	17	4-8		1.7		0.5	14	5.8	0.69	4,896	Lyttelton Port	231	-1.3	-1.0	54	0-0	- 1		3 0.4	23	3.0	2.80	236
RestaurantBrds		+25.2	-0.5	1	5-0		4.7	40	0.5	12	7.6	0.72	229	Mowbray Collect	80	-7.0	-1.5	81	0-0	- 2		- 0.4	NE	Nil	2.42	9
Comvita		+30.9	+0.4	0	9-0	-	1.0	8	0.8	13	4.8	0.77	65	WNDriveTech.	9	-4.9	+6.2	73	9-0	- 2		- 1.1	NE	Nil	2.32	52
Pumpkin Patch	208	+7.3	-2.0	7	0-1		3.9		0.7	196	4.5	0.84	347													
TowerLimited	186	+2.2	-2.1	23	2-0	1	1.2	12	0.9	10	6.9	0.92	474	WORSTPERFOR	RMINGSI	HARES	:Weake	estSh	ares, F	/SRatio	>0.25	Yield<	Twice	Avera	ge	
														Charlie's Group	8	-58.3	+0.0	97	1-0	- 1		- 1.4		Nil	0.77	24
BESTPERFORMI	NG SHAR	RES:St	ronges	tShar	res, P/E	<20	,P/S<	:1.0						Cynotech Hold.	5	-30.8	+2.5	96	0-0	- 0	.5	- 1.4	NE	Nil	0.44	6
Comvita	240	+30.9	+0.4	0	9-0	-	1.0	8	0.7	13	4.8	0.77	65	NZWindfarms	23	-27.2	-4.1	94	0-0	- 0	.2	- 1.2	NE	Nil	4.69	18
RestaurantBrds	235	+25.2	-0.5	1	5-0	-	4.7	40	0.4	12	7.6	0.72	229	WindflowTech.	90	-19.4	-2.6	92	0-0	- 0	.7	- 0.5	NE	Nil	0.34	11
Media Tech.	4 -	+13.8	-5.7	3	0-0	- 1	14.3	-	2.5	4	Nil	0.63	3	New Image Group	38	-17.7	+2.6	92	7-2	- 4	.0 7	0.9	6	5.6	0.90	89
Turners Auction	140 -	+13.7	-6.0	4	2-0	-	1.9	16	0.4	12	12.2	0.54	38	Delegat's Group	155	-17.5	-2.7	91	0-0	- 1	.1 2	2 0.4	5	7.4	0.68	156
Skellerup Hold.		+12.9	+1.3	5	1-0		1.3	11	0.9	11	5.3	0.57	128	Pyne Gould Corp	44	-14.9	+2.5	89	10-2	- 0		- 0.8		Nil	0.30	304
Mainfreight Grp		+8.0	-1.9	6	0-5		2.0		0.5	17	4.3	0.53	602	OysterBay	170	-9.8	-1.1	86	0-0	- 0		3 0.3	10	5.9	1.30	15
Ebos Group Ltd		+4.6	-2.2	13	0-3		1.8	12	0.3	15	5.9	0.22	299	RakonLtd	90	-9.7	+0.8	85	0-1	- 0		- 0.7	NE	Nil	1.19	172
Fletcher Build.		+3.2	-0.9	17	4-8		1.7	12	0.4	14	5.8	0.69	4,896	NZExchangeLtd	150	-9.5	-3.5	84	0-2	- 1		3 0.6	75	6.2	4.23	181
Briscoe Group		+3.1	-2.7	18	3-0		2.0		8.0	12	8.1	0.63	261	NZFinance Hold	20	-8.0		83	0-0	- 1		- 0.6		Nil	0.47	15
Michael Hill		+2.8	-1.5	20	4-1		1.8		0.6	15	4.2	0.65	268	NZ Refining Co	327	-7.2	+1.3	82	1-0	- 1		1 0.3	39	Nil	3.66	916
Hellaby Hold.		+2.7	-1.4	21	11-0		1.0	6	1.1	16	5.2	0.17	84	Mowbray Collect	80	-7.0	-1.5	81	0-0	- 2		- 0.4		Nil	2.42	9
TowerLimited	186	+2.2	-2.1	23	2-0		1.2		8.0	10	6.9	0.92	474	NZWine Compan		-7.0	-1.3	80	0-0	- 0		0.5	9	4.1	0.97	12
Cavalier Corp	250 265	+0.7	-4.1 +0.1	36 40	1-0 0-0		1.9 0.6	16	0.9	12 17	8.6	0.68	168	NZFarmingSys.	45 501	-6.8	+4.2 -0.2	79 77	0-2 0-0	- 0 - 2		- 0.6 7 0.6		Nil 6.3	4.49 0.62	110
CavotecMSL	200	+0.3	+0.1	40	0-0	-	0.0	4	0.6	17	1.1	0.07	177	Abano Health. Sanford Limited	501 424	-5.8 -5.8	-0.2	76	0-0	1 0		7 0.2	12 10	7.7	0.02	116 397
INCOMESHARES	2: Highoot	Violdo	Conit	aliooti	ons NI	7Ĉ40	منااند	an.						Northland Port	165	-5.2	+0.1	76	0-0	- 0		2 0.4	25	4.8	0.92 N/A	68
Telecom Corp	הוטרופט. <b>כ</b> 191	-9.6	, Capilo -2.0	alisali 84	1-3		1.3		0.5	9	12.6	0.64	3,557	Allied Work.	80	-5.0	-1.8	75	1-0	- 1			10	8.0	0.30	21
ING Property	70	-1.2	-1.2	53	1-0		0.7	10	0.5		10.7	4.84	378	Heritage Gold	3	-5.0	-0.5	74	0-0	- 0		- 2.2		Nil	N/A	9
AMPOnyxMgmt	71	-2.8	-0.7	60	1-0		0.7	_	0.5	NE	9.7	5.30	708	i icitage cola	0	0.0	0.0	17	0 0	U	.0	2.2	141	1411	14// (	5
Methven Limited	165	-1.7	-2.1	55	1-2		2.1		0.7	14	9.5	0.85	110	INSIDER SELLIN	IG: Mostli	nsider.S	ellina F	Relativ	/e Stre	nath < (	)					
Kiwi Property	91	-3.0	-1.7	62	0-1		0.8		0.5	NE	9.3	3.90	735	PGGWrightsons	56	-12.2	+1.0	87	0-6	1 0		- 0.5	NE	Nil	0.14	177
VectorLtd	211	+3.3	+0.3	17	3-2	1	1.0	9	0.5	12	9.3	1.79	2,017	Guinness Peat	67	-0.8	-3.8	50	0-5	- 0	.6	- 0.7	NE	3.3	0.46	1,196
Goodman Prop.	92	-2.6	-1.7	58	0-2	-	0.9	-	0.5	NE	9.2	5.95	790	Goodman Prop.	92	-2.6	-1.7	58	0-2	- 0	.9	- 0.4	NE	9.2	5.95	790
Hallenstein G.	345	+4.0	-2.9	15	0-0	-	3.7	23	0.3	16	8.7	1.04	206	NZFarmingSys.	45	-6.8	+4.2	79	0-2	- 0	.4	- 0.6	NE	Nil	4.49	110
Cavalier Corp	250	+0.7	-4.1	36	1-0	1	1.9	16	8.0	12	8.6	0.68	168	TeamTalkLtd	197	-2.8	-2.3	60	0-2	- 1	.9 1	3 0.4	10	14.5	1.30	40
Nat Property Tr	53	+2.8	+1.7	20	0-0	-	8.0	-	0.6	NE	8.5	3.64	102	NZExchangeLtd	150	-9.5	-3.5	84	0-2	- 1	.9 :	3 0.6	75	6.2	4.23	181
														Telecom Corp	191	-9.6	-2.0	84	1-3	1 1	.3 1	5 0.4	9	12.6	0.64	3,557
INSIDER BUYING	:MostInsi	iderBu	ying, R	elativ	e Stren	ngth>	0							Trust PowerLtd	715	-0.8	-0.1	49	0-1	- 1	.6	3 0.3	19	7.6	2.97	2,256
Hellaby Hold.		+2.7	-1.4	21	11-0		1.0	6	1.0	16	5.2	0.17	84	Rubicon Limited	79	-1.4	-4.8	54	0-1	- 0		- 0.4		Nil	0.42	225
Comvita		+30.9		0	9-0		1.0		0.6	13	4.8	0.77	65	RakonLtd	90	-9.7	+0.8	85	0-1	- 0	.9	- 0.6	NE	Nil	1.19	172
GuocoLeisure		+0.7		36	9-0		0.5		0.7	7	3.0	1.17	725													
Scott Tech. Ltd		+7.7		7	7-0		1.7			140		1.18	37													
NuplexIndust		+6.1		11	6-0		1.1		0.9		1.7	0.37	556													
RestaurantBrds		+25.2		1	5-0		4.7		0.3		7.6	0.72	229													
Infratil NZ			-0.6	32	6-1		1.0		0.6		3.3	0.50	920													
Tourism Hold.		+6.6		8	4-0		0.4		0.7	NE 12	Nil o 1	0.48	81													
Briscoe Group Seeka Kiwifruit			-2.7		3-0		2.0		0.7		8.1	0.63	261													
Seeka KIWIITUIT	305	+2.1	+0.3	22	3-0	-	U./	1	U.Z	119	9.4	0.36	44													

Page 10 Market Analysis

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

For an explanation of this table see the *Share Selection Methods* report 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.

"Worst Perfo	orming	" sh	ares	can	gene	erally l	e sold	to r	eleas	e me	oney f	or re-investment in	more	attrac	ctive sh	ares.						
		STREN	GTH R	RATIN	G_∰ ,	∞⊵Price	ReturnVola	a-Price	Divi-	Price			S	TRENG	TH RATII	VG_ <del>≡</del>	Silokers of our	ReturnVol	a-Price	Divi-	Price	
Company	Share	Cur	4 1/1/1	Dank	<del>გ</del> ი ;	D.≧ + ∨	on til	Earn	dand	20102	Market	Company		Cur-	4-WkRan	-Side	to <u>See</u>	on til-	Earn.	dend	Sales	
	Price	rent	Chg.	0-99	교	호 NTA	Equity ity	Ratio	Yield	Ratio	Cap'n		Price	rent	Chg.0-99	프	호 NTAE	quity ity	Ratio	Yield	Ratio	Cap'n
OVER-VALUEDS	HARES:	Highes	t Price/S	Sales	Ratios,	Relative S	Strength<0					Quantum Energy	8	-23.9	-1.7 93	0-1	- 4.0	- 1.1	3	Nil	0.77	81
WCPResources		-10.4		72	0-0		- 1.5	NE	Nil	N/A	8	Mintails Ltd		-23.5	-4.7 93		- 0.1	- 2.6		Nil	0.47	8
GPTGroup	278	-3.0		52	1-0	3 3.9	9 0.3	44	1.6	9.44	5,158	Bluglass Ltd		-23.5	-3.1 93		- 3.3	- 0.9		Nil	N/A	22
Millennium Min.	3	-12.6	-1.5	77	0-0		- 2.0	NE	Nil	9.41	9	Curnamona En.		-23.5	-2.1 93			- 0.9		Nil	N/A	12
Orion Petroleum Quest Minerals	5 4	-15.0 -5.2	-1.8 -8.8	82 59	0-0 3-0		- 1.4 - 1.8	NE NE	Nil Nil	9.30 9.21	8 6	Atom Energy Ltd CO2 Group Ltd		-22.9 -22.7	-7.4 93 -1.4 93		- 3.4	- 2.0 6 1.1	NE 61	Nil Nil	N/A 2.79	6 41
Un. Biosensors	138	-3.4	-5.8	54	0-0	- 5.1	- 0.6	NE	Nil	9.11	217	Diatreme Res.		-22.1 -22.2	-5.2 92		- 3.4	- 1.1	NE	Nil	N/A	9
Mineral Commod.	4	-14.8	+5.6	82	4-0		- 1.7	NE	Nil	9.07	6	Petratherm Ltd		-22.1	-4.7 92			- 1.0		Nil	N/A	10
Ipernica Ltd	9	-11.4	-8.3	74	0-0	- 1.7	- 1.2	NE	Nil	8.85	27	Eneabba Gas Ltd	11	-22.1	-6.2 92	1-0	- 1.2	9 1.2	14	Nil	2.08	8
Polartechnics	7	-3.0	+0.9	52	0-0	- 7.1	- 1.5	NE	Nil	8.77	17	Aust China Hold		-21.7	-2.8 92		- 0.1	0 4.7	20	Nil	2.11	14
Alcyone Res Ltd	2	-19.3	-2.0	89	0-0		- 2.0	NE	Nil	8.52	11	CervantesCorp.		-21.7	-7.9 92			- 2.1	NE	Nil	N/A	5
Sun Resources	6	-12.7	-4.5	77	0-0		- 1.4		Nil	8.51	10	TorrensEnergy		-21.5	-9.1 92			- 0.9		Nil	N/A	6
Calzada Ltd Cellestis Ltd	3 301	-3.1 -7.1	-5.8 -1.5	53 64	1-0 0-1	- 0.5 - 13.1	- 2.0 37 0.4	NE 35	Nil 1.0	8.44 8.38	8 289	Hill End Gold Axiom Property		-21.4 -21.4	-4.7 92 -0.5 92		- 0.4	- 1.1 - 2.0	NE NE	Nil Nil	N/A 7.50	26 9
UscomLimited	40	-18.1	-4.4	87	0-0	- 6.7	- 0.5	NE	Nil	8.33	16	Macquarie DDR			+0.3 92		- 0.4	- 1.3		Nil	0.33	221
Victoria Petrol	26	-6.0	+0.4	61	2-0		- 0.7	NE	Nil	8.10	94	Pan Pacific Pet			+0.5 91	3-1	- 0.8	25 0.8		Nil	1.42	129
Woodside Petrol	4522	-0.7	-0.3	44	1-1	4 4.0	21 0.3	19	2.4	8.08	35,147	Sth Amer Iron			+0.0 91	1-1	- 0.4	- 1.3	NE	Nil	N/A	6
PatrysLtd	12	-6.1	-6.8	62	0-0	- 1.9	- 1.2	NE	Nil	7.99	21	Kings Minerals	8	-20.9	-3.1 91	0-0		- 1.6	NE	Nil	N/A	36
CougarMetals	3	-6.3	+9.1	62	1-0		- 2.2	NE	Nil	7.78	7	GeodynamicsLtd		-20.9	-3.7 91	2-0	- 0.4	- 0.6		Nil	N/A	107
Metals Finance	7	-10.4		72	3-0	- 0.3	- 1.2			7.74	5	IntermocoLtd		-20.8	-2.0 91	1-2		- 2.9		Nil	4.09	14
MOKO.mobiLtd Oilex Ltd	9	-13.9 -28.1	-4.3 +2.2	80 96	1-0 0-0	- 7.0 	- 1.5 - 1.5	NE NE	Nil Nil	7.69 7.59	6 15	Central Petrol. Alesco Corp Ltd		-20.6 -20.6	-1.5 91 -4.2 91	0-0 0-0	3 5.6	- 1.2 - 0.5		Nil 2.5	N/A 0.30	50 257
NSX Limited	20	-2.8	+1.1	51	8-1	- 4.0	- 0.8			7.58	18	TZLimited			-7.5 91	0-0		- 0.8		Nil	1.12	18
Axiom Property	2	-21.4	-0.5	92	0-0	- 0.4	- 2.2		Nil	7.50	9	Deep Yellow Ltd		-20.4	-3.4 90			- 1.1	NE	Nil	N/A	154
Clancy Expor.	15	-0.7	-2.2	44	0-0		- 1.0	NE	Nil	7.25	7	INSIDER SELLING	: Moetine	idorQo	illing Pola	ivo Stro	onath ∠0					
ForestPlace Gr	80			67	0-0	- 0.3	3 0.5	12		7.23	66	Mermaid Marine	246	-0.2	-2.0 42		4 2.7	16 0.2	17	2.4	2.76	452
Metal Storm Ltd	1	-29.0	-3.0 -0.9	96 99	2-0 1-0		- 3.1	NE NE	Nil	7.14 7.11	8 7	Dominion Mining		-11.7				29 0.4		5.1	2.53	285
Marion Energy Agenix Limited	3 2	-41.2 -0.8	+0.2	99 44	0-0	- 0.9	- 1.9 - 2.4		Nil Nil	7.11	7	MinemakersLtd	25	-17.1	-6.7 86	0-5		- 0.7	NE	Nil	N/A	10
Sino Securities	33	-19.4	-2.4	89	0-0		- 0.6	NE	Nil	7.07	23	Liq Natural Gas		-30.7	-0.8 97	0-4		- 0.7	NE	Nil	N/A	68
Comet Ridge Ltd	19	-13.5	-2.4	79	0-0		- 0.8	NE	Nil	6.91	30	WesternAreas NorthernMining	395 11	-3.4 -12.3	-3.1 54 -6.4 76		7 6.6	- 0.3 - 0.9		Nil Nil	N/A N/A	706 12
Aurora Sand Div	102	-3.0	-0.1	52	0-0	- 0.9	- 0.3	NE	1.0	6.91	45	JBHi-FiLtd	1967	-1.1	-0.4 70	1-5	5 16.3	73 0.2		2.2	0.91	2,110
Newcrest Mining	3435	-0.3	-0.3	42 39	3-0	8 3.8	6 0.2	67	0.4	6.56	16,603	Slater & Gordon	159	-1.3	-0.7 47	1-5	2 2.0	20 0.4		2.7	1.67	173
Deutsche Ind Tr Caspian Oil & G	196 1	+0.0	+0.0 +2.3	39 85	0-0 2-0	- 1.2	10 0.2	12 NE	8.1 Nil	6.49 6.43	663 9	Leighton Hold	3158	-2.0	-5.4 49		5 4.3	20 0.2		3.6	0.71	9,410
Pacrim Energy	1	-10.0	-2.8	71	4-0		- 3.8	NE	Nil	6.36	8	Platinum Asset	500	-3.0	-3.1 52		4 -	- 0.3		4.0	N/A	2,805
Strike Energy	23	-0.3	-2.6	42	0-0	1 -	- 0.8	NE	Nil	6.35	64	Eromanga H/C Alliance Res.		-24.4 -19.1	-2.3 94 -2.9 89	0-3 0-3		- 1.2 - 0.7		Nil Nil	N/A N/A	9 95
ASX Limited	3079	-3.7	-3.6	54	2-3	4 11.6	69 0.3	17	5.4	6.31	5,271	IMF(Aust)Ltd	152		+0.9 57	0-3	- 5.6	64 0.2		9.9	4.71	182
ConnectEastGrp	40 3	-0.1 -24.3	-2.9 -13.5	41 94	1-0 0-0	4 - - 1.0	- 0.6	NE NE	Nil	6.30 6.25	1,513 20	A1 Minerals Ltd		-11.4	-5.1 74	0-3		- 0.7	NE	Nil	N/A	31
Avexa Limited Deutsche Div Tr	131	+0.0	+0.0	39	0-0	- 1.1	- 1.8 8 0.3	14	Nil 7.1	6.10	1,306	BTInvestMgmt	236	-6.1	-5.4 61	0-3	2 10.7	46 0.4		3.3	2.58	299
C'wth Prop Off.	97	-0.4	-0.5	42	0-0	2 0.8	- 0.4		8.9	5.94	1,796	Guinness Peat	54	-1.8	-2.8 48		- 0.6	- 0.4		3.3	0.07	152
AevumLtd	116	-7.0	+0.4	64	0-0	1 0.6	- 0.6	NE	3.4	5.73	148	Gippsland Ltd	4 50		-1.2 85 +0.6 54	0-3 1-4		- 1.8 - 0.6		Nil Nil	N/A N/A	12 251
AMP Cap China	71	-12.8	-2.1	77	0-0	- 0.5	7 0.6		11.9	5.66	225	Lynas Corp Ltd Quickstep Hold.		-3.5 -11.6	-4.6 75		- 7.0	- 0.6		Nil	N/A	45
WasabiEnergy	1	-3.6	-1.3	54	3-0		- 2.9	NE	Nil	5.65	12	Fairfax Media	146	-0.8	-4.3 45		1 -	- 0.3		1.4	1.32	3,434
Drillsearch Heron Resources	5 20	-2.8 -9.5	-7.1 -4.9	51 70	6-0 3-0	- 1.3	- 1.7 - 0.9	NE NE	Nil Nil	5.56 5.49	86 41	HeemskirkCons.	31	-16.3	-0.5 84	0-2	- 0.4	- 0.6	NE	Nil	0.80	36
Santos Ltd	1350	-2.7	-0.8	51	0-0	2 -	- 0.3	26	3.1	5.15	11,230	Macquarie DDR			+0.3 92			- 1.2		Nil	0.33	221
Transurban Grp	449	-3.0	-3.8	52	4-0	5 1.6	- 0.2		4.9	5.14	6,276	Alkane Explor.	27	-6.7	-1.7 63	0-2 0-2		- 0.7	NE NE	Nil	N/A N/A	66 22
Hastings Hi-Yld	119	-0.0	-2.4	40	0-0	- 0.7	7 0.5	10	15.4	5.03	131	Marenica Energy Vision Group	12 36	-6.1 -25.5	-5.3 61 -3.5 95			- 1.1 - 0.7		Nil 13.9	0.22	26
Jervois Mining	0	-9.9	-0.2	71	2-0		- 5.3	NE	Nil	5.00	15						_	-	_			
WORSTPERFOR											_	66 N 3	7	7	1		"	$\mathbf{r}$	4	•		
Marion Energy Enerii Ltd	3 4	-41.2 -38.3		99 99	1-0 1-0		- 1.8 - 1.7		Nil Nil	7.11 N/A	7 19	"N	P	O l	PI	7 <i>†</i>	- 1	K/	7 <i>†</i>	11	10	77
Enerji Ltd Antisense T.	1	-37.3	-1.5 -9.9	99	0-0	- 1.4	- 1.7	NE	Nil	N/A	8	1 1	U	ς ι		·		IL	u	U	υz	50
Clean Seas Tuna	11	-35.4		98	0-0	- 0.2	- 0.9		Nil	0.70	21		-									
Po Valley Ener.	38	-34.7	-11.1	98	3-1		- 0.6	NE	Nil	N/A	36		01	F )	$\mathbf{N}'$		Sh					
CathrxLtd	20	-31.1		97	0-0	- 0.9	- 0.8		Nil	N/A	20		Ul		VZ		JII	u	'	7		
Baraka Petrol.	0 40			97	0-1 0-0		- 5.6	NE	Nil	N/A N/A	5		J	_		- '	•		_			
Nullarbor Hold Lig Natural Gas	40	-30.7 -30.7	-6.9 -0.8	97 97	0-0		- 1.0 - 0.7		Nil Nil	N/A	30 68		Ν	lo. of	Mar	ket				No.	of	Market
ChemGenexPham			-6.7	97	0-0	- 6.3	- 0.6		Nil	N/A	89			rokers						Broke		Capital-
Bannerman Res.	32	-29.9	-0.6	97	1-0		- 0.8	NE	Nil	N/A	64			llowin						ollow		isation
Innamincka Pet.		-29.8	-1.8	97	0-0		- 1.7		Nil	N/A	11	Company			ny (NZ\$	Mill.)	Compa	ny			-	NZ\$ Mill.)
Metal Storm Ltd	1	-29.0		96	2-0		- 2.9	NE	Nil	7.14	8	=				,					- •	
Oilex Ltd Mundo Minerals	9	-28.1 -27.5	+2.2	96 96	0-0 0-0		- 1.4 - 1.1	NE NE	Nil Nil	7.59 0.57	15 24	Air New Zeala		1	1,24			Vrightso		1		177
Nexbis Ltd	11		-1.5	96	7-0	- 0.8	81 1.0	1	Nil	0.57	48	Akd Int Airport		1	2,43		•	in Patc		1		347
White Canyon Ur		-26.3		95	2-0		- 1.0	NE	Nil	N/A	21	Cavalier Corp		1	16		•	Health		1		1,060
ComOpsLimited												Contact Energ				,, l				1		397
	6			95	1-0	- 1.4	44 1.2	3	Nil	0.34	6	Contact Energ		1	3,42			d Limit		-		
Xiaoxiao Educat Imugene Ltd	6 14 4	-25.7	-2.8	95 95 94	1-0 0-0 2-0	- 1.4 2.0	44 1.2 - 1.2 23 1.4	NE	Nil	0.34 N/A 1.77	6 16 6	Ebos Group Li F & P Applian	td	1 1 1	3,42 29 39	9		twork T		1		1,778 1,668

9

9

20

N/A

F & P Health.

Fletcher Build.

Michael Hill

Nuplex Indust

2

2

1,655

4,896

268

556

Telecom Corp

Tower Limited

Wakefield Hlth

Warehouse Group

Vector Ltd

3,557

2,017

474

105

1,105

7 -24.7 -4.8 94 0-0 - - 1 -24.7 -0.1 94 4-1 - - 5 -24.4 -2.3 94 0-3 - -

94 0-0

3 -24.3 -13.5 94 0-0

13 -24.3 -6.0

- 3.4 - 1.3 - 1.6

1.0 NE

- 1.0 - 2.6 NE NII N/A

NE

NE Nil 6.25

Nil

Nthn Uranium

Admiralty Res.

Eromanga H/C

**Avexa Limited** 

Fluorotechnics

Neptune Marine

## "Neglect" Ratings of Australian Shares

"Neglected" Shares = 10 Broker, "Moderately Followed" Shares = 2-3 Brokers, "Widely Followed" Shares = 4 or more Brokers.

g	No. of Brokers	Market	i, incubratory i	No. of Brokers	Market		No. of Brokers	Market		No. of Brokers	
Company	Following	Capital- isation (NZ\$ Mill.)	Company	Following	Capital- isation (NZ\$ Mill.)		Following	Capital- isation (NZ\$ Mill.)		Followin	
AGL Energy Ltd	4	6,650	Cockatoo Coal	1	197	Leighton Hold	5	9,410	SDI Limited	1	21
AJ Lucas	1	172	Codan Ltd	2	231	Lend Lease Grp	1	4,234	SMS Mgmt & Tec	h 3	375
AMP Ltd	2	11,487	Com'wealth Bank		79,359	Lihir Gold Ltd	7	9,994	SP Ausnet	3	2,232
ANZ Bank	6	57,705	Computershare	3	6,346	Lycopodium Ltd	1	124	STW Comm Grou	•	354
APA Group APN News Media	4	1,795 1,345	ConnectEast Grp Cooper Energy	4 2	1,513 118	MAp Group Mac Services	2 4	5,304 371	Salmat Ltd Santos Ltd	2 2	623 11,230
ARB Corporation	1	394	Corp Express	2	962	MacMahon Hold	5	393	Sedgman Ltd	2	270
ASG Group Ltd	2	188	Count Financial	1	285	Macarthur Coal	3	2,950	Seek Ltd	5	2,501
ASX Limited	4	5,271	Crane Group	4	650	Macquarie Group	1	15,408	Select harvest	3	149
AWB Limited	3	365	Cromwell Group	1	461	Marybor'gh Suga	1	81	Service Stream	2	67
AWE Limited	3	1,109	Crown Ltd	3	6,166	Maxi TRANS	2	49	Sigma Pharm.	6	578
AXA Asia Pac	4 3	11,782 589	DWS Adv Bus Sol David Jones	2 4	156 2,228	McPherson's Ltd Mermaid Marine	1 4	178 452	Sims Metal Mgmt	3 2	3,406 137
Abacus Property Adelaide Bright	6	1,725	Decmil Group	3	175	Metcash Ltd	6	3,262	Skilled Group Slater & Gordon	2	173
Aevum Ltd	1	148	Dexus Property	3	3,878	Minara Resource	4	742	Sonic Health	6	4,147
Alesco Corp Ltd	3	257	Domino's Pizza	2	360	Mincor Resource	3	341	Soul Pattinson	1	3,064
Alumina Ltd	3	3,819	Dominion Mining		285	Mineral Res.	2	925	Spark Infrastru	3	1,171
Amadeus Energy		36	Downer EDI Ltd	6	1,477	Mineral Deposit	2	465	Spec Fashion	3	200
Amcor Ltd	3	7,681	East'n Star Gas	2	583	Mirabela Nickel	1	268	Spotless Group	2	501 723
Ansell Ltd Aquarius Plat.	3 1	1,729 2,816	Elders Limited Emeco Holdings	4 5	66 341	Mirvac Group Mitchell Comm.	2 2	3,836 268	St Barbara Ltd Sth Cross Elect	4 1	123 132
Aquila Res.	2	2,172	Energy Resource	4	2,653	Molopo Energy	1	195	Sth Cross Media	1	670
Aristocrat Leis	2	2,166	Envestra	3	654	Monadelphous Gr		1,125	Stockland	3	9,389
Arrow Energy	3	3,544	FKP Limited	2	268	Mosaic Oil NL	1	52	Straits Res.	1	1,344
Asciano Group	4	1,926	Fairfax Media	1	3,434	Mt Gibson Iron	3	1,650	Strike Energy	1	64
Aspen Group Ltd	2	256	Fantastic Hold.	1	246	Nanosonics Ltd	1	102	Structural Syst	1	27
Atlas Iron Ltd	2 2	660	Fleetwood Corp	4 2	467	Nat'l Aust Bank		50,610	Suncorp-Metway	4	10,499 589
Ausdrill Ltd Ausenco Ltd	4	331 269	Flexicorp Ltd Flight Centre	3	318 1,738	Navitas Ltd Neptune Marine	4 3	1,379 67	SuperCheap Auto Swick Min Serv	) 3 1	61
Austar United	2	1,278	Fortescue Metal		12,708	New Hope Corp.	4	3,633	TFS Corporation	1	171
Austin Eng.	3	230	Foster's Group		11,109	Newcrest Mining		16,603	Tabcorp Holding	2	4,015
Aust Infra.	2	1,006	G.U.D. Holdings	4	512	News Corp.	1	14,637	Talent2 Int'l	1	178
Aust Pharm. Ind	3	116	GPT Group	3	5,158	Nexus Energy	3	181	Tap Oil	2	139
Aust Agricult.	1	397	GWA Internat'l	4	969	Nick Scali Ltd	1	113	Tassal Group	3	206
Avoca Resources BHP Billiton	5 5 1	639 129,478	Gindalbie Met. Gloucester Coal	2 1	553 1,017	Nido Petroleum Nomad Building	1 3	210 19	Tatts Group Ltd Technology One	3 2	2,934 237
BT Invest Mgmt	2	299	Goodman Fielder		1,829	Nufarm Limited	3	1,518	Telstra	5	39,693
Bank of Q'land	3	2,264	Goodman Group	2	3,417	OZ Minerals Ltd	7	3,184	Ten Network	1	1,824
Beach Energy	1	757	Graincorp	6	1,121	Oakton Limited	3	196	Terramin Aust	1	92
Becton Prop Grp	1	10	Gunns Ltd	3	402	Oil Search Ltd	3	7,654	The Reject Shop	5	416
Bendigo Bank	3	2,975	Harvey Norman	3	3,633	Onesteel Ltd	4	4,057	Toll Holdings	6	4,076
Billabong Int'l	2	2,445	Hastie Group	4	337	Orica Ltd	6	9,355	Tower Australia	3	904
Blackmores Ltd Bluescope Steel	2 4	367 4,156	Hast Div Util Healthscope	3 5	651 1,373	Origin Energy Pacific Brands	5 4	13,579 857	Tox Free Sol. Transfield Serv	3 5	182 1,409
Boart Longyear	2	1,293	Hills Indust.	1	481	Panaust Ltd	2	1,393	Transfield S In	1	256
Boom Logistics	1	134	Horizon Oil Ltd	2	355	Panoramic Res.	2	439	Transurban Grp	5	6,276
Boral Limited	5	3,142	Hunter Hall Int	1	145	Patties Foods	1	161	UGL Limited	5	2,178
Bradken Ltd	7	891	I-SOFT Group	2	248	Peet Ltd	2	615	UXC Limited	3	100
Brambles Ltd	3	8,621	IMD Group	5	143	Perilya Mines	1	207	VDM Group Ltd	2	66
Breville Group	1 3	273	ING Indust Trt	1	425	Perpetual Ltd	3	1,311	Valad Property Viridis Clean E	2	197
Brickworks Ltd Bunnings W/hse	3	1,634 787	ING Office Fund IOOF Holdings	2 5	1,039 1,404	Platinum Asset Premier Invest	4 3	2,805 908	Virials Clear E Vision Group	1 2	12 26
C'wth Prop Off.	2	1,796	liNet	5	411	Primary Health	7	1,684	WHK Group Ltd	1	266
C.S.R. Ltd	5	2,537	Iluka Resources	3	2,094	Pro Maintenance	4	306	Wattyl Ltd	2	108
CFS Retail Prop	2	4,893	Incitec Pivot	5	4,789	Q.B.E. Insur.	4	18,752	Webjet NL	2	145
CSL Limited	4	20,236	Independ. Group	3	525	Qantas Airways	3	5,459	Wellcom Group	1	67
Cabcharge Ltd	2	621	Industrea Ltd	3	285	RCR Tomlinson	3	112	Wesfarmers Ltd	6	33,347
Caltex Austrlia	3	2,913	Insurance Aust.	3	7,167	Ramsay Health	4	2,580	Westfield Group	3	29,678
Campbell Bros Cardno Ltd	3 2	1,847 329	Int Research Intoll Group	1 3	66 2,454	Reckon Limited Redflex Holding	1 2	272 238	West Aust News Westpac Banking	3 4	1,381 68,908
Carnarvon Pet.	3	229	Invocare Ltd	4	614	Resolute Mining	2	361	Western Areas	7	706
Cash Converters	2	149	Iress Mkt Tech	3	1,093	Retail Food Grp	2	261	Whitehaven Coal	1	1,877
Chandler McLeoc		98	JB Hi-Fi Ltd	5	2,110	Ridley Corp.	3	348	Woodside Petrol	4	35,147
Charter Hall GR	1	635	Jabiru Metals	2	138	Rio Tinto Ltd		41,932	Woolworths Ltd	6	34,013
Clarius Group	1	52	James Hardie	4	2,998	Riversdale Min.	2	1,923	Worley Group	5	5,697
Cochlear Ltd	3 4	8,784 4 282	Kagara Ltd	4 7	234	Roc Oil Company	1	250 600	Wotif.com Hold.	6	1,146
Cochlear Ltd	4	4,282	Kingsgate Cons.	1	958	SAI Global Ltd	3	600			

#### **Investment Outlook**

(Continued from Page 1) only real hedge against future economic uncertainty and technological or political change. Companies are best suited to *adapt* to the ever changing environment.

Of course, you need to avoid stupid mistakes: You need to diversify over many companies because some will fail along the way! That has always been the case ... and always will be. You also need to avoid leverage or margin or using borrowed money which makes you vulnerable and can result in forced sales in a crisis when prices are at their lowest.

So you will need to work out a medium term strategy for saving and investing and making your first \$100,000 - knowing that you may temporarily lose \$30,000 of that in some future crisis (GFC 10.0?). Then turn that remaining \$70,000 into your first \$1,000,000 - and expect to lose perhaps \$300,000 in another unexpected stockmarket crisis. Stick at this long enough and you might make \$10 million - which means you will be wealthy enough to perhaps lose \$3 million in some future crisis! Of course, you can avoid all of those losses by remaining poor . . . but you will be better off having a share portfolio large enough to fluctuate in value by millions of dollars!

Secondly, forecasting the future of share prices is particularly difficult. In fact, a major financial crisis, when everyone is pessimistic and the outlook is the darkest is usually the very best time to be buying shares!!! So if you buy shares in periods of economic prosperity and growth, and sell when there is talk of crisis and depression, then you will almost certainly be buying near the market high and selling near the market low! The media is the *worst* forecaster of the economy and stockmarket.

A little bit of common sense can help too! You are <u>not</u> buying an economy but individual shares, so have a look at whether those individual shares offer investment value. During the Technology boom, the shares of many

Total Return Index for All Listed Shares												
	May 10	1388.97										
	May 11	1401.51										
	May 12	1390.76										
	May 13	1397.55										
	May 14	1399.56										
May 17	1385.84	May 24	1357.06									
May 18	1378.26	May 25	1346.08									
May 19	1373.25	May 26	1351.02									
May 20	1372.00	May 27	1355.09									
May 21	1349.26	May 28	1358.69									
May 31	1357.62	Jun 7	Holiday									
Jun 1	1357.67	Jun 8	1333.71									
Jun 2	1352.60	Jun 9	1336.21									
Jun 3	1354.01	Jun 10	1337.71									
Jun 4	1354.10	Jun 11	1341.21									

unprofitable companies sold at 10 or 100 times revenues. Frankly, common sense should have told people that even if the economy grew strongly and these companies were extremely successful, shares bought at 10 or 100 times revenues would probably never produce a reasonable return on their initial cost. In fact, few of those companies were even moderately successful. Most failed! (Of course, those of us who expressed such views at the time were ridiculed for "not understanding internet economics" - while perhaps understanding it only too well!)

Today we would suggest that investors look at a company like Integrated Research (and others). At 39½ cents this debt-free company's shares trade on a Price/Earnings ratio of 8½ and offer a Dividend Yield of 10.1%. The company has cash in the bank of \$10.1 million (6.0 cents per share) and good growth potential for its software. Whatever *might* happen to the global economy or Sovereign debt or the US dollar, doesn't that seem like a good share in which to invest a small part of your wealth?

Why lend your money to a government with *negative* cashflows (i.e. operating at a deficit) and probably a negative net worth (i.e. if future pension liabilities are included)? It is no surprise that there is a Sovereign debt crisis! Surely it will be better to invest in a range of profitable companies like Integrated Research which have strong cashflows from their business, intellectual property and cash in the bank?

### Dividend\$

		· r	
Cents per Share	Ex- Date	Pay- able	Tax Credit
4.50	18-06	25-06	Full
6.00	18-06	25-06	Full
7.00	25-06	09-07	Full
2.125	10-06	24-06	Nil
9.00	15-06	25-06	3.8571
3.75	11-06	25-06	Full
1.875	-	-	
2.26	04-06	18-06	-
3.75	04-06	23-06	0.25
10.00	16-07	23-07	Full
5.50	25-06	30-06	2.3571
8.00	11-06	25-06	Full
3.40	11-06	25-06	Full
10.00	18-06	29-06	Full
19.00	28-05	11-06	Full
10.00	18-06	25-06	Full
stralian Share	<u>es</u>		
1.33	31-05	18-06	
1.25	31-05	18-06	
	4.50 6.00 7.00 2.125 9.00 3.75 1.875 2.26 3.75 10.00 5.50 8.00 3.40 10.00 19.00 10.00 stralian Share	Share         Date           4.50         18-06           6.00         18-06           7.00         25-06           2.125         10-06           9.00         15-06           3.75         11-06           1.875         -           2.26         04-06           3.75         04-06           10.00         16-07           5.50         25-06           8.00         11-06           10.00         18-06           19.00         28-05           10.00         18-06           stralian Shares         1.33           31-05	Share         Date         able           4.50         18-06         25-06           6.00         18-06         25-06           7.00         25-06         09-07           2.125         10-06         24-06           9.00         15-06         25-06           3.75         11-06         25-06           1.875         -         -           2.26         04-06         18-06           3.75         04-06         23-06           10.00         16-07         23-07           5.50         25-06         30-06           8.00         11-06         25-06           10.00         18-06         29-06           19.00         28-05         11-06           10.00         18-06         25-06           stralian Shares         1.33         31-05         18-06

### Next Issue:

The next issue of *Market Analysis* will be emailed in four weeks time on <u>Monday July 12, 2010</u>.

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