

Market Analysis

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Inside Market Analysis

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Founder: James R Cornell (B.Com.)

Summary and Recommended Investment Strategy.

Don't meddle with your portfolio. Don't sell your winners. You may be itching to buy or sell something - *anything* - but take the hardest investment decision of them all: HOLD (i.e. "actively" do nothing).

Investment Outlook.

Prophecy International Holdings has become our 7th 10-bagger investment. The shares traded last Friday at 241 cents and have paid us a total of 20.0 cents in dividends. So our initial 26 cents investment seven years ago in 2008 has grown 10-fold to 261 cents.

In fact, just a year ago the shares traded at 38 cents - so have risen over 6-fold in the last year as the company improved its marketing and created a "virtuous circle" with strong revenue growth financing additional marketing, further product development and an acquisition. Coincidentally, first quarter earnings per share have grown a similar 6¾-fold over the last year.

Software, of course, is an economy-of-scale business where strong revenue growth is possible - and if you buy under-valued *profitable* software companies (rather than over-valued *unprofitable* companies) then this can have a significant impact on your new mega-wealth!

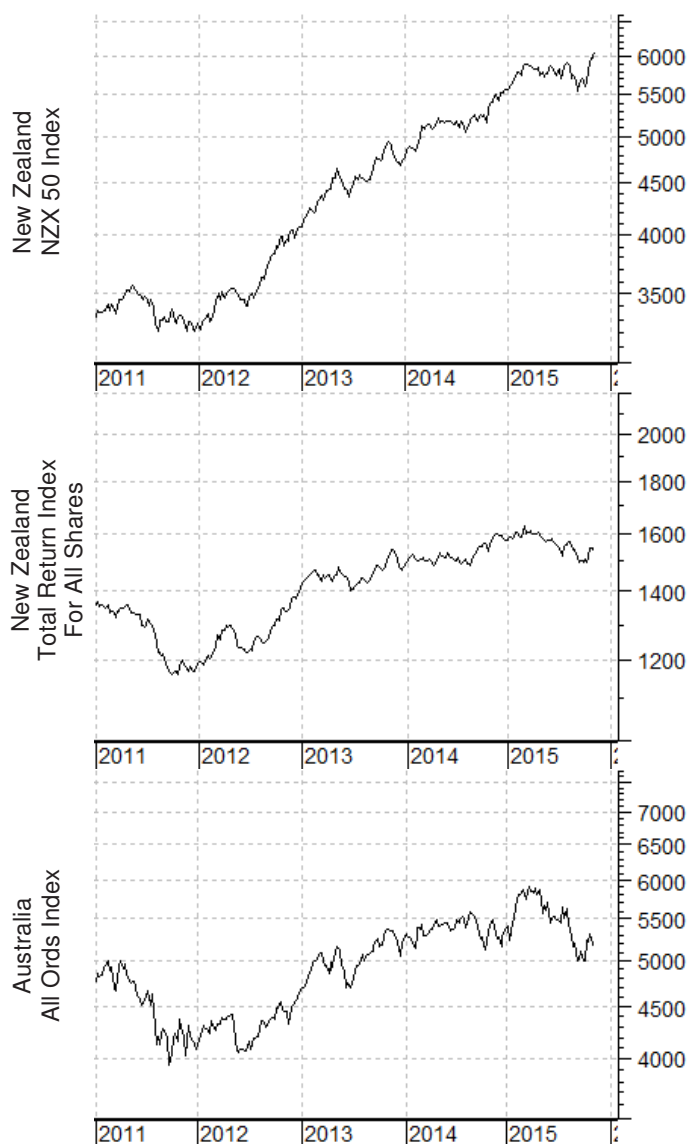
Meanwhile **Integrated Research** is exploiting its market leading software in the rapidly growing Unified Communications market. **AtCor Medical** is advancing the commercialisation of its medical equipment and **Ellex Medical Lasers** is launching *multiple* new products in high growth markets and researching new treatments.

All of these growth companies involve risks. It takes time (and mistakes) for any company to develop a product and then get its costs, production, pricing, marketing and distribution just right. At any stage a competitor (or potential competitor) could do things better. Many companies will fail along this path, but smaller companies are often the most able to adapt.

Most new medical equipment innovation, for example, comes from very small companies like AtCor Medical and Ellex Medical Lasers . . . and those that survive long enough to create a *commercially viable* technology are often taken over by larger medical equipment companies. These larger companies may have a competitive advantage (Continued on Page 12)

Stockmarket Forecasts

	One-Month	One-Year
Australia:	53% (Neutral)	52% (Neutral)
New Zealand:	70% (Bullish)	50% (Neutral)



Recommended Investments

Nuplex Industries predicts that this year's earnings (before interest, depreciation and tax) will be 10-22% higher at \$140-150 million.

The company expects "first commercial sales" of its *Acure* product during the current quarter. Over the next five years it seeks to build a 5-10% market share in this US\$1-2 billion market - or \$50-200 million in annual revenues from this one new product. This would contribute 5-15% of group revenues, at higher than normal profit margins.

Utilisation of recent capacity expansion in Asia is also expected "to deliver double-digit earnings growth" over each of the next three years.

Nuplex Industries



Australian Shares

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

AcruX Ltd reports September 2015 quarter *Axiron* sales by **Eli Lilly** of US\$41.4 million. That is up 28% on the June 2015 quarter and 14% higher than the September 2014 quarter.

AcruX Ltd



AtCor Medical's SphygmoCor test has been given a "national average payment of US\$17.91" for Medicare reimbursement under the new CPT 1 code which becomes effective from 1 January 2016. Private medical insurers usually set a similar value. This is probably at the lower end of expectations - resulting in a short, sharp drop in AtCor Medical's share price - but should still enable the successful commercialisation of this technology.

In previous presentations, AtCor Medical has shown a spreadsheet indicating the payback period for the

US\$15,000 equipment based upon reimbursements per test of \$20, \$30, \$40 or \$50 and at 10-20 tests per week.

That spreadsheet has now been updated using the US\$17.91 reimbursement but at 15-30 tests per week.

Obviously at a lower fee per test the equipment is less profitable for *smaller* medical practices and AtCor Medical will target *larger* practices where it will be better utilised.

AtCor Medical has identified 46,676 practices in the United States that treat hypertension, 24,863 of which have ten or more physicians. The company will target these larger practices.

"Buy" for growth.

AtCor Medical



Ausenco Ltd and strategic partner **Duro Felguera SA** have signed a Memorandum of Understanding with Canadian based **Atlantic Gold Corporation** to develop its *Moose River Consolidated* gold project. The partners will provide detailed engineering for the project and seek fixed prices for much of the C\$137 million capital expenditure.

Ausenco Ltd



Atlas Pearls & Perfumes has realised A\$2,146,398 (i.e. 26% above budget) from a pearl auction in Kobe on 14-15 October.

We sent two email updates about **Cardno Ltd** to subscribers last month. The first (very long) one outlining the possible actions and the second (very short) notifying that the 50% takeover offer price had been raised from 315 cents to 345 cents.

In summary, we suggested:

“1. The simplest option is to reject this takeover by doing nothing. Hold Cardno shares for recovery and growth over the next several years. This option would best suit long term investors. Cardno shares should be worth considerably more than 315 cents in 3-5 years. 2. Investors may consider accepting the partial takeover to realise some higher value (i.e. 315 cents per share) in the Crescent Capital partial takeover. This is almost a 12% premium to the current share price of 282 cents - but there are risks in this course of action.”

As we wanted to retain Cardno shares to benefit from their long term recovery, the best way to maximise our

returns in this situation was to (1) buy additional Cardno shares on-market (at around 305-310 cents - after the increased price was announced) and (2) sell 50% of that increased holding to Crescent Capital at 345 cents.

So for every Cardno share owned, we suggested purchasing another share on-market and then accepting the 50% takeover for this doubled-up shareholding. That way investors can effectively retain their original shares as a long term investment and realise 35-40 cents per new share on-sold to Crescent. On a 1000 share investment that was a risk-free gain of \$350-400. On 50,000 shares a risk-free *(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>													
BUY	CDL Investments Ltd	CDI	12/01/99	25	D	275.5	1.2	3.94	12	4.9	63	27.6	+262%
HOLD	Cavalier Corporation	CAV	05/12/95	156*	E	68.7	1.8	0.13	25	Nil	40	282.0	+106%
HOLD	Colonial Motor Company	CMO	10/11/92	128*	B	32.7	0.6	0.23	10	8.1	565	460.3	+701%
BUY	Michael Hill Int'l Ltd	MHI	11/06/91	5*	C	383.2	1.1	0.80	14	4.8	105	59.9	+3198%
HOLD	Nuplex Industries Ltd	NPX	11/02/97	523*	A	191.3	1.0	0.59	13	6.4	423	483.0	+73%
HOLD	Smiths City Group	SCY	09/10/06	64	C	52.7	1.4	0.12	21	4.8	52	29.0	+27%
HOLD	South Port New Zealand	SPN	13/02/96	120	A	26.2	0.6	3.31	15	7.6	436	225.3	+451%
BUY	Steel & Tube Holdings	STU	08/08/00	146	B	88.5	0.8	0.47	11	9.8	268	328.6	+309%
<u>Australian Shares (in Aust cents)</u>													
BUY	Acrux Limited	ACR	12/05/14	99	A	166.5	1.1	5.02	11	7.8	77	14.0	-9%
HOLD+	AJ Lucas Group	AJL	13/05/03	107*	C	267.4	1.7	0.53	NE	Nil	29	36.4	-39%
BUY	ALS Limited	ALQ	12/10/99	77*	A	407.2	0.5	1.45	19	3.9	533	275.5	+950%
BUY	AtCor Medical Ltd	ACG	11/11/13	15	B	180.9	2.0	7.11	NE	Nil	22	Nil	+43%
HOLD	Atlas Pearls & Perfume	ATP	14/05/96	73	D	414.3	5.7	0.81	NE	Nil	3	17.5	-72%
BUY	Ausenco Ltd	AAX	10/06/13	191*	C	186.3	1.6	0.16	NE	Nil	35	1.8	-81%
HOLD+	Brickworks Ltd	BKW	12/11/12	1115	A	148.7	0.3	3.16	21	2.9	1430	110.5	+38%
HOLD+	Cardno Ltd	CDD	14/12/09	391*	A	169.6	0.7	0.39	9	6.0	333	171.3	+29%
HOLD	Circadian Technologies	CIR	10/02/04	188	C	148.1	1.7	41.79	NE	Nil	27	65.0	-51%
HOLD	Clarius Group Ltd	CND	08/04/03	82*	D	89.6	2.1	0.11	NE	Nil	21	70.5	+12%
HOLD+	CPT Global Ltd	CGO	10/03/08	88	D	36.8	1.8	0.39	NE	Nil	30	15.8	-48%
HOLD	CSG Limited	CSV	11/10/10	175	B	313.3	0.9	2.10	35	5.4	166	55.0	+26%
BUY	Ellex Medical Lasers	ELX	14/03/06	49	B	107.6	1.3	1.03	38	Nil	60	Nil	+22%
HOLD+	Fiducian Group	FID	11/02/08	260	A	30.9	0.8	2.55	14	4.7	214	62.9	+6%
BUY	Finbar Group Ltd	FRI	12/04/10	106	B	232.3	0.9	2.73	10	8.9	112	50.5	+53%
HOLD+	Iluka Resources Ltd	ILU	12/10/04	471	B	418.7	0.5	3.40	0	3.0	644	216.0	+83%
HOLD+	Integrated Research	IRI	14/01/08	40	A	170.4	0.6	5.65	28	3.2	234	36.5	+576%
HOLD	M2 Group Ltd	MTU	09/10/06	33	A	183.4	0.3	1.73	26	3.0	1052	111.0	+3424%
HOLD	Melbourne IT	MLB	10/02/04	53	B	92.9	0.7	1.42	19	2.6	190	181.0	+600%
BUY	Mt Gibson Iron	MGX	10/11/14	44	D	1090.8	2.0	0.77	NE	Nil	23	Nil	-48%
HOLD+	Nomad Building Solutio	NOD	16/08/10	13*	C	459.7	3.5	0.42	NE	Nil	7	Nil	-43%
HOLD	Novarise Renewable Res	NOE	14/03/11	25	C	415.1	2.4	0.42	NE	Nil	16	Nil	-36%
HOLD	Probiotec Ltd	PBP	11/02/08	116	B	52.9	1.7	0.23	0	Nil	29	9.3	-67%
HOLD+	Programmed Group	PRG	12/03/02	229*	A	249.3	0.7	0.24	13	6.2	291	388.2	+197%
HOLD+	Prophecy International	PRO	08/09/08	26	B	55.4	0.7	13.41	56	1.7	241	20.0	+904%
HOLD	Technology One Ltd	TNE	11/11/03	44	A	310.6	0.6	6.16	39	1.6	389	50.8	+900%
HOLD	TFS Corporation Ltd	TFC	08/01/07	45	A	341.4	0.8	3.10	5	1.8	169	23.2	+327%
HOLD+	The Reject Shop Ltd	TRS	11/01/05	257	A	28.8	0.6	0.45	24	2.5	1186	405.5	+519%
HOLD	Village Roadshow	VRL	10/08/09	77	A	160.3	0.4	1.17	27	3.8	733	281.0	+1217%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +402.5%. This is equal to an average annual rate of +39.1%, 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 160 closed out) is +32.1%, compared with a market gain of +3.9% (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.

Recommended Investments

(Continued from Page 3)

gain of \$17,500-20,000. (This action did, of course, require some cash to finance these additional share purchases.)

Accepting the takeover and seeking to repurchase shares on-market later involved significant price fluctuation risk - as payment won't clear until early to mid December.

That price risk was made greater owing to the high 9.3% "short interest" which, after the takeover, would represent up to about 23% of the remaining Cardno shares. This situation we stated "could lead to a *buying panic* or *short squeeze* that pushes Cardno's share price sharply higher in the near future!"

That appears to be happening - with Cardno's share price up strongly to 333 cents!

Crescent Capital's shareholding in Cardno has increased from 19.7% to 40.9%. This indicates that 53% of shareholders accepted the 50% partial takeover offer. If 100% had accepted, Crescent Capital's shareholding would have increased to a maximum of 59.8%.

Crescent Capital nominees have also been appointed to Cardno's board of directors - as agreed by the old board in negotiating the partial takeover price increase from 315 cents to 345 cents.

The only thing that concerns us about Crescent Capital having some say in the running of Cardno's business is that we are not too impressed with Crescent Capital's ability to run its own business! For some reason the financial markets are full of people and companies (often with little experience or capital) telling other people or companies (often with more experience and more capital) how to run their financial affairs better!

Crescent Capital is a fund manager, investing *other people's money* in Cardno. It originally acquired 18.7% of Cardno, mainly at prices around 316 cents prior to a profit warning. In September the shares were trading around 250 cents, so Crescent *could* have bought more shares on-market at those low prices. Perhaps it could have made a "stand in the market", offering to buy shares at 275 cents. Perhaps repeating that at 300 cents a while later if it sought further shares. This would have produced the best deal for its investors.

Instead of paying a small brokerage fee to buy on-market it has paid significant legal, printing and postage costs to make a takeover offer and mail repeatedly to shareholders (and also offered a brokerage handling fee!). It has paid 345 cents - significantly more than the 250-300 cents at which it could have acquired the shares on-market - for just another 21.2% of the company.

Crescent now has seats on the board, but any shareholder that builds up a 40.9% shareholding has effective control and probably a majority vote at any shareholders' meeting called to remove or appoint board members.

The strategy we suggested earlier - doubling up existing shareholdings by buying shares on-market (at

305-310 cents) and then on-selling to Crescent at 345 cents through the takeover transferred 35-40 cents per share of wealth from Crescent's investors to some existing Cardno shareholders.

"Hold" for recovery.

Cardno Ltd



Circadian Technologies reports that **Eli Lilly** will discontinue development of their VEGFR-3 antibody IMC-3C5 and terminated their exclusive licence. Circadian Technologies retains full ownership of the Intellectual Property, but loses the small annual licence fees and potential royalties had Eli Lilly commercialised a product.

Circadian Technology



Ellex Medical Lasers' reports that its Ab Interno Canaloplasty procedure (ABiC), performed with its patented *iTrack* microcatheter, will be featured at the **American Academy of Ophthalmology** conference on 14-17 November, attended by 10,000 ophthalmologists.

This minimally invasive glaucoma surgery (MIGS) device will be "showcased during a skills transfer course" and this is a "critical milestone in ensuring growing market acceptance and physician uptake". The "very promising" six month results from a 228-eye case series will be released at the same time.

Ellex Medical Lasers believes it has "an opportunity to significantly grow" its 5-6% share of the US\$90 million MIGS market and, furthermore, that market is forecast to grow very rapidly to US\$686 million annually by 2020. This is a significant growth opportunity, so the company is "expanding our US sales force", including "dedicated *iTrack* sales representatives".

"Buy" for growth.

Ellex Medical Lasers



Fiducian Group has acquired a Tasmanian financial planning group (with \$55 million of Funds under Advice) for \$1.35 million. This business will be merged with Fiducian Group's existing business which will result in the "significant reduction in fixed costs".

The acquired business currently produces earnings (before interest and tax) of \$150,000 but this is expected to increase to \$265,000 *after* cost synergies.

The company also reports organic growth as "Funds under Administration have grown since June as a result of good net inflows" which will help grow revenues and profits. The company is "debt-free with positive operating cashflows, which allows greater emphasis on future expansion".

Fiducian Group



Iluka Resources reports September quarterly Mineral Sands production of 319.9 thousand tonnes. That is up 5% on the June 2015 quarter and up 49% on the September quarter a year earlier. Production for the nine months of the current financial year is up 14% at 792.0 thousand tonnes.

Revenues from sales are up 9% to \$535.6 million for the nine months of this year.

The company also reports that "the majority" of the December quarter sales volumes are "under contract or committed to customers participating in the Iluka pricing and payment framework" which is providing better certainty of future sales.

Iluka Resources



M2 Group reports that the **Australian Competition and Consumer Commission** will not oppose the merger with **Vocus Communication**.

M2 Group



Mt Gibson Iron reports cash at the 30 September of \$330 million (30.2 cents per share), slightly down on the \$334 million at 30 June. This largely reflects the initial investment of \$4 million in pre-stripping and inventory build up of the second stage mining at the *Acacia East* satellite pit on Koolan Island and the temporary delay of two shipments, worth \$8 million, from the end of September until early October owing to a tidal surge at Geraldton Port.

The company has damage *and* twelve months of business interruption insurance covering Koolan Island. The damage claim (of potentially hundreds of millions of dollars) will require more investigation into potential for repairs, but the business interruption insurance coverage ends later in November. This will enable the company to finalise its claim for submission in December.

The business appears to have stabilised (although at little better than a break-even on cash costs) and the shares are under-valued at 23 cents. That is a 24% discount to cash in the bank . . . placing no value on its iron ore mines, resource assets, infrastructure assets, plant and machinery or the value of its business interruption insurance claim or its Koolan Island damage insurance claim. "Buy" as an undervalued asset/recovery investment.

(Continued on Page 6)

Recommended Investments

(Continued from Page 5)

Mt Gibson Iron



Melbourne IT plans to maintain the 2015 dividend the “same as 2014”. That would require a 4.0 cents final dividend, making a total annual dividend of 5.0 cents. In 2016 the company will “adopt a longer term dividend policy”, based on a “payout ratio” of net profits.

Melbourne IT



Programmed Group (acquired from the merger with **Skilled Group**, 0.55 Programmed shares for every Skilled share) is part of the *Juris Partnership* named as preferred bidder for the *ACT Law Courts Public Private Partnership (PPP) Project*. Programmed Group's role in the partnership is to provide “an Interim Services solution during the construction phase” and then all “asset management services including maintenance, capital works and refurbishment services, soft services, security services, as well as recording and transcription services” over the 25 year term of the PPP.

Programmed Group



Prophecy International Holdings reports first quarter earned income up 3¼-fold to \$4.54 million. Pre-tax profits were up 7¾-fold to \$1.94 million. After tax earnings per share (on capital increased 15.5% to finance an acquisition) will be up about 6¾-fold to 2 cents.

This first quarter - covering the northern holiday season - is the slowest period for Prophecy International yet the company has already achieved around 25% of its current year forecast revenues and profits. The next three quarters should be busier - and isn't this business in a rapid growth phase? - so the company may significantly exceed those forecasts!

Prophecy International Holdings



TFS Corporation's Santalis Pharmaceuticals subsidiary has received US Food & Drug Administration allowance for a Phase 2 study into the prevention and treatment of Oral Mucositis (an acute inflammation and ulceration of the mouth and throat, common in cancer patients receiving chemotherapy and radiation).

The study will test an oral rinse, based on East Indian Sandalwood Oil as the active ingredient, on 15 patients over the next 18 months.

The TFS Corporation release states “that approximately 400,000 cases [of Oral Mucositis] are diagnosed globally each year” and also “that approximately 400,000 cases are diagnosed each year in the United States alone”. Presumably the company proof reads its drug proposals better than its stock exchange releases.

The study into the treatment of HPV skin warts will be expanded to include “a 60 patient Phase 2 randomized placebo controlled clinical trial”.

TFS Corporation



Investment Outlook

(Continued from Page 1)

in the large scale production of high quality, high value equipment and/or a competitive advantage in global marketing and distribution, but they are not good at product innovation.

Software companies like Prophecy International and Integrated Research are also potential takeover targets - potentially from a large re-seller/marketer (i.e. where it is cheaper to buy the company than to pay royalties or licence fees on software being on-sold to end users).

So every month (or more often) we look at the shares in our portfolio and ask "Should we Buy, Hold or Sell?".

Of course, we would like to buy *more* companies like these - and when we find them, readers of this newsletter will be the first to know. When Vision Systems was taken over in November 2006 for an almost 7½-fold gain, one subscriber called to demand "You have got to find me more companies like that". In fact, we had recommended M2 Telecommunications the month before (at least partially in anticipation of a conclusion to the on-going takeover battle for Vision Systems) and TFS Corporation in January 2007. That subscriber was, unfortunately, seduced by a telephone marketer into investing in an inner city apartment and eventually selling all his shares to clear the debt. So be patient . . . and don't buy property!

We are also not in any great rush to buy something new (even if it works out to be a successful long term investment) if it means we would have to sell some PRO, IRI, ACG or ELX. The recent success of these shares makes them our four largest holdings, accounting for over one-third of our portfolio value. If we didn't like these companies so much, we would sell down these large holdings, but for now their businesses are all doing very well so we are letting profits run.

Subscribers should know by now that we run this newsletter to manage a share portfolio to build long term investment wealth. We are not in a *publishing* business featuring a "new buy of the month" every month or any other quota of new buy or sell recommendations. Sometimes the management of the portfolio requires that we make a number of buys or sells, perhaps removing shares that have become over-valued, have reduced growth potential or are otherwise unattractive to hold. Sometimes we need to re-invest the proceeds of these sales or of a takeover. Often our "active management" is to take the decision to Hold (i.e. to "actively" do nothing).

As will often be the case, our decision this month is to Hold. We have often said that *investors* don't make money buying or selling shares. That only makes money for your *broker*. Investors make money from holding shares that appreciate in value and/or pay dividends. That is why we are here. That is why our "action" this month is to Hold.

Dividend\$

Company	Cents per Share	Ex-Date	Pay-able	Tax Credit
Augusta Capital	1.25	06-11	13-11	Full
Hallenstein Glasson	16.50	27-11	04-12	Full
Kathmandu	5.00	09-11	20-11	Full
Property For Industry	1.80	16-11	25-11	Full
Restaurant Brands	8.50	13-11	25-11	Full
Scott Technology	5.50	20-11	24-11	Full
T&G Global	6.00	27-11	04-12	Full
Trustpower	21.00	27-11	11-12	Full
Warehouse	5.00	27-11	10-12	Full
Z Energy	8.50	20-11	02-12	Full
Australian Shares				
Brickworks	28.00	03-11	27-11	
TFS Corporation	3.00	08-10	09-11	

Total Return Index for All Listed Shares

Oct 12	1507.86	Oct 19	1515.08
Oct 13	1491.50	Oct 20	1525.07
Oct 14	1495.82	Oct 21	1534.86
Oct 15	1508.36	Oct 22	1532.61
Oct 16	1511.39	Oct 23	1543.96
Oct 26	Holiday	Nov 2	1538.46
Oct 27	1543.76	Nov 3	1542.62
Oct 28	1541.24	Nov 4	1549.60
Oct 29	1542.91	Nov 5	1547.66
Oct 30	1539.78	Nov 6	1551.31

Next Issue:

The next issue of *Market Analysis* will be emailed in five weeks time on Monday December 14, 2015.

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

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