

Market Analysis

Issue No. 524

www.stockmarket.co.nz

February 8, 2016

Inside Market Analysis

Smiths City Group buys Auckland business as base for expansion 2
 Finbar Group announces two new developments 5, 6
 Programmed Group's share price falls on weak Resources sector result 7, 8

Prophecy International reports strong growth (but numbers don't add up!) 8
 New ASX and NZX Settlement Dates 8, 9
 Australian Warrant / Option Analysis 10, 11

Founder: James R Cornell (B.Com.)

Summary and Recommended Investment Strategy.

The Resources sector remains firmly *out-of-favour* with the media and the stockmarket, but things are actually getting better. Or, at least, less worse. With the sector at a “point of maximum pessimism” - and some improvement in commodity prices - this could be the time to start adding to our positions in depressed Resource “tainted” shares!

Investment Outlook.

Stockmarket Forecasts

	One-Month	One-Year
Australia:	61% (Bullish)	40% (Neutral)
New Zealand:	51% (Neutral)	47% (Neutral)

The price of Crude Oil has recovered about 20% since its lows in mid-January. With over-production, record high oil stocks and low demand, that price recovery *may* not last. Copper, Tin and Zinc prices are also up from mid-January lows. Aluminium, Lead and Thermal Coal prices have continued to rise from their recent lows in November 2015. Gold and Silver are up from lows in December.

Iron Ore is the only major commodity to remain near its lows at US\$42/tonne (although up \$1 since December). Nickel remains depressed.

These commodities are priced in US Dollars, with the US Dollar trade weighted index also continuing to appreciate (up about 4% since December), which further boosts the price of these commodities in other currency terms. [Editor's Note: A rise in the US dollar would normally tend to *lower* commodity prices.]

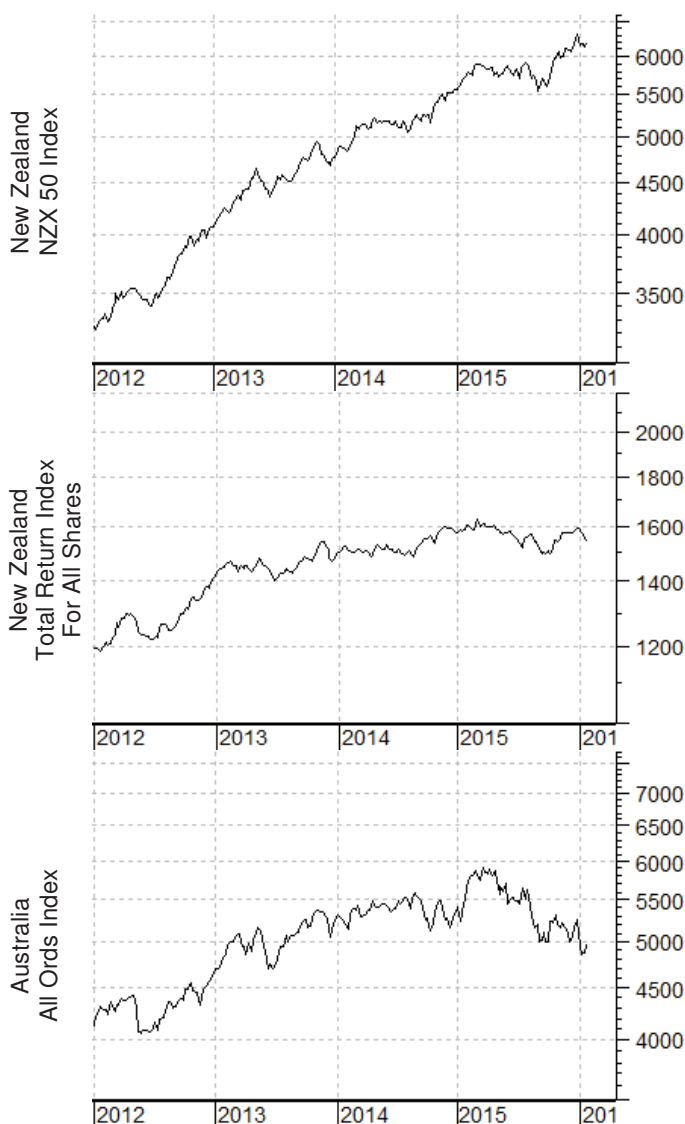
Apart from the price of Oil (i.e. *disbelief* that the price has risen and predictions that it is heading down to US\$20) we have not read about these commodity price rises in any newspaper or internet reports!

So just remember that you read about this first in *Market Analysis*!

The Resources sector remains in Doom and Gloom. The stockmarket *panics*, at not unexpectedly, poor announcements by any company even slightly *tainted* with some involvement in the unpopular Resources sector!

At the present time, the media and *the market* just love to “hate” the Resources sector and Resources shares! This appears to be what Sir John Templeton would call “the point of maximum pessimism”.

But the reality is that things are not getting *more* doomy and gloomy. They are getting *less* doomy and gloomy!
 (Continued on Page 14)



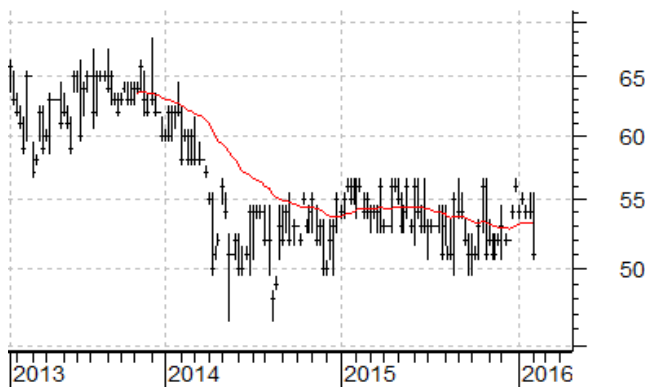
Recommended Investments

Smiths City Group will expand its business into Auckland and Whangarei when it completes a conditional agreement to acquire **Panmure Furniture City 1983 Ltd** (i.e. *Furniture City*) and its logistics company **Lucky Dragon Ltd**. The agreement to acquire these businesses for \$5,850,000 is subject to due diligence and obtaining financing by 29 February. Settlement will be 1 April.

Furniture City operates two retail stores in Auckland, one in Whangarei and an internet store, plus a fulfilment and distribution facility in Auckland. These businesses will likely be used as a base for further store expansion in the region.

Activist investors **Sandon Capital** and **Mercantile Investment Company** have each purchased a further 500,000 Smiths City Group shares on-market at 50 cents. This lifts their combined shareholding to 6,623,854 shares or 12.57% of the company.

Smiths City Group



Australian Shares

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

AcruX Ltd reports December 2015 *Axiron* sales of US\$41.6 million. This was steady on the September quarter (US\$41.4 million) but down 13% on December 2014 (US\$47.6 million).

Annual sales were down 9.4% at US\$154.5 million - but royalty income will be higher in Australian dollars than in 2014 owing to the improved exchange rate. *Axiron's* market share is steady at 14.4%.

AcruX also reports that **Gedeon Richter** has launched *Lenzetto* in Poland and the Czech Republic, with the product to be “progressively rolled out in multiple additional European countries over the coming months”. This will provide additional, recurring royalty revenues to AcruX in the future.

AcruX Ltd



ALS Ltd reports third quarter net profits of \$31 million. That is within its forecast range of \$30-35 million.

The Life Sciences division lifted revenues 16% on the same period a year earlier, but Geochemistry samples were down 6% and the Energy division revenues were down 44%.

ALS Ltd



AtCor Medical has finalised and signed the contract for the “large pharmaceutical sale” that it had earlier hoped to complete in the first half of the year. The contract is with a new customer - a “top 10 global pharmaceutical company” - which will be conducting a study in Canada, the United States and Spain over the next 15 months. AtCor Medical will supply “*SphygmoCor* systems and clinical trial support services” to a minimum value of US\$600,000.

AtCor Medical



Ausenco Ltd reports that “lower than expected second half revenues” will result in a December 2015 year loss of \$13 million before interest, tax and depreciation).

It will also report additional losses of \$53-62 million, but these are virtually all non-cash, accounting write-downs. The only cash cost is \$8-9 million in redundancies and office closures. Balance sheet foreign exchange “reclassifications” will result in *reported* losses of \$6-8 million, goodwill will be written down by \$25-28 million and \$14-17 million of tax losses (which are still available to the company) will be “derecognised”.

If, at some stage in the future, Ausenco Ltd becomes profitable and has the prospect of utilising these tax losses within a five year period, then accounting rules will require their full value be immediately recognised (re-recognised?) as a one-off profit. Clearly modern accounting standards are being written by lawyers and politicians, not accountants, business people or investors!

The company has also raised US\$6.5 million (A\$9.2 million) in convertible debt and a US\$10 million bonding facility from **Resource Capital Fund VI LP**. Ausenco Ltd has paid (Continued on Page 4)

Portfolio of Recommended Investments

CURRENT ADVICE	Company	Initial Recommendation		Perform- ance 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 %	
		Code	- Date - Price										
<u>NZ Shares</u>													
BUY	CDL Investments Ltd	CDI	12/01/99	25	E	275.5	1.2	3.75	11	5.1	60	27.6	+250%
HOLD	Cavalier Corporation	CAV	05/12/95	156*	A	68.7	1.4	0.19	37	Nil	59	282.0	+119%
HOLD	Colonial Motor Company	CMO	10/11/92	128*	B	32.7	0.6	0.22	10	8.5	540	460.3	+682%
BUY	Michael Hill Int'l Ltd	MHI	11/06/91	5*	D	383.2	1.3	0.72	13	5.3	94	59.9	+2978%
HOLD	Nuplex Industries Ltd	NPX	11/02/97	523*	A	191.3	1.0	0.57	13	6.6	407	483.0	+70%
HOLD	Smiths City Group	SCY	09/10/06	64	C	52.7	1.6	0.12	21	4.9	51	30.0	+27%
HOLD	South Port New Zealand	SPN	13/02/96	120	B	26.2	0.5	3.42	15	7.4	450	225.3	+463%
BUY	Steel & Tube Holdings	STU	08/08/00	146	B	88.5	0.9	0.37	9	12.4	212	328.6	+270%
<u>Australian Shares</u> (in Aust cents)													
BUY	Acruz Limited	ACR	12/05/14	99	A	166.5	1.2	4.27	10	9.2	65	14.0	-20%
BUY	AJ Lucas Group	AJL	13/05/03	107*	C	267.4	1.5	0.63	NE	Nil	34	36.4	-34%
BUY	ALS Limited	ALQ	12/10/99	72*	B	504.2	0.6	0.98	13	6.2	340	276.4	+756%
BUY	AtCor Medical Ltd	ACG	11/11/13	15	E	180.9	2.3	5.95	NE	Nil	18	Nil	+20%
HOLD+	Atlas Pearls & Perfume	ATP	14/05/96	73	D	414.3	5.4	0.91	NE	Nil	4	17.5	-71%
BUY	Ausenco Ltd	AAX	10/06/13	191*	D	186.3	1.9	0.11	NE	Nil	24	1.8	-87%
HOLD+	Brickworks Ltd	BKW	12/11/12	1115	A	148.7	0.3	3.11	29	3.8	1515	110.5	+46%
BUY	Cardno Ltd	CDD	14/12/09	308*	B	247.6	1.0	0.14	3	20.5	98	135.2	-24%
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	2.0	0.29	NE	Nil	23	15.8	-57%
HOLD	CSG Limited	CSV	11/10/10	175	B	319.1	0.8	1.99	33	5.7	157	55.0	+21%
HOLD+	Ellex Medical Lasers	ELX	14/03/06	49	C	107.6	1.1	1.44	54	Nil	84	Nil	+71%
HOLD+	Fiducian Group	FID	11/02/08	260	B	30.9	0.7	2.68	15	4.4	225	62.9	+11%
BUY	Finbar Group Ltd	FRI	12/04/10	106	C	232.3	1.0	2.44	9	10.0	100	50.5	+42%
BUY	Iluka Resources Ltd	ILU	12/10/04	471	C	418.7	0.5	3.31	0	3.0	628	216.0	+79%
HOLD+	Integrated Research	IRI	14/01/08	40	C	170.4	0.6	5.02	25	3.6	208	36.5	+511%
HOLD-	M2 Group Ltd	MTU	09/10/06	33	A	184.4	0.3	2.02	31	2.6	1232	111.0	+3970%
HOLD	Melbourne IT	MLB	10/02/04	53	B	92.9	0.7	1.56	21	2.4	209	181.0	+636%
BUY	Mt Gibson Iron	MGX	10/11/14	44	C	1091.3	2.3	0.60	NE	Nil	18	Nil	-59%
HOLD	Novarise Renewable Res	NOE	14/03/11	25	C	415.1	2.5	0.42	NE	Nil	16	Nil	-36%
HOLD+	Onterran Ltd	OTR	16/08/10	13*	D	459.7	3.8	0.37	NE	Nil	6	Nil	-51%
HOLD	Opthea Limited	OPT	10/02/04	188	A	150.2	1.7	59.14	NE	Nil	38	65.0	-45%
HOLD	Probiotec Ltd	PBP	11/02/08	116	B	52.9	1.6	0.37	0	Nil	46	9.3	-52%
HOLD+	Programmed Group	PRG	12/03/02	229*	C	249.3	1.0	0.09	5	16.1	112	381.0	+115%
HOLD+	Prophecy International	PRO	08/09/08	26	C	55.4	0.7	11.05	46	2.1	199	20.0	+740%
HOLD-	Technology One Ltd	TNE	11/11/03	44	A	311.0	0.5	6.67	41	1.4	470	57.5	+1099%
BUY	TFS Corporation Ltd	TFC	08/01/07	45	C	343.0	0.9	2.31	4	2.4	126	23.2	+231%
HOLD+	The Reject Shop Ltd	TRS	11/01/05	257	A	28.8	0.5	0.39	21	2.9	1017	405.5	+454%
HOLD	Village Roadshow	VRL	10/08/09	77	B	160.3	0.4	1.10	25	4.1	691	281.0	+1162%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +405.9%. This is equal to an average annual rate of +36.8%, 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 160 closed out) is +31.3%, compared with a market gain of +3.8% (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)

a 2.8% or \$184,502 establishment fee (payable as 595,167 new shares) and the interest rate until December 2018 will be 10% (payable quarterly and, at Resource Capital's option, in Ausenco shares). At maturity, Resource Capital can choose to convert this loan into Ausenco shares at 31 cents. That would give Resource Capital a further 30.3 million Ausenco shares, lifting their current 5.2% shareholding to 14.7%.

Resource Capital is also considering refinancing Ausenco's existing bank debt.

Revenues for the year to December 2015 will be around \$245-255 million, but forecast to rise to \$280-300 million during 2016.

Ausenco believes that it has a "leading edge technology solution software suite that is the key to identifying value improvement opportunities for clients". This software generated over \$16 million in revenues over the last year and the company is "evaluating alternative financing, alliancing and marketing arrangements to enable us to increase our marketing and development efforts in this arena".

The greatest risk to our investment in Ausenco Ltd is not that the business will fail or that it will never recover, but that short term funding needs require it to issue new shares at relatively low prices, thereby *diluting* the ultimate recovery value of our shareholding. An important development would therefore be that the company become sufficiently cashflow positive to self-finance its recovery and growth, without the need to issue further new shares to raise additional equity.

Many projects require an initial investment in working capital (or performance bonds), so the expansion of its software sales - if the company can avoid a large cash investment in marketing or product development - could make a valuable contribution to net cashflows and help avoid the need to raise additional capital.

Ausenco Ltd



Ellex Medical Lasers forecasts revenues will be 13% higher at \$34.8 million for the half year to December 2015. Pre-tax profits will be up 38% to \$1.8 million, but this is depressed by \$0.6 million of development expenses, so would otherwise be up about 71%.

Development expenses included investment in *iTrack* and building up its sales force, plus regulatory approval to support the rollout of the *Integre Pro Scan*.

Ellex branded revenues grew 11% on a "same currency" basis, with the exchange rate adding a further 13% to the Australian value of these sales. This was partially offset by the company discontinuing (lower margin) contract manufacturing of third party products.

Ellex Medical Lasers is planning to buy a new property to expand production. It has a conditional contract to purchase a 4,500m² building on a 2.16 hectare site in Mawson lakes, 15km north of the Adelaide CBD. This is 50% more floor area than its existing premises, plus there is space to extend the building in the future. The purchase will be financed with bank debt.

Ellex Medical Lasers has excellent potential for strong revenue growth over many years, as it builds new markets for unique new products and medical treatments. In addition, *current* levels of profitability remain below what could be achieved by this type of business.

With the current product mix, net profit margins could at least double! That may require higher revenues to help achieve economies of scale, but this offers attractive potential. If revenues increase 2-3 fold over several years (i.e. 20% p.a. over 5 years or 40% p.a. over 3 years) *and* profit margins *double*, then net profits will rise 4-6 fold.

The company's MIGS *iTrack* products could yield even greater revenue growth and significantly higher profit margins. So there is a huge *potential* here.

Partially offsetting this, the shares currently trade on a Price/Earnings ratio of 50 - but that probably reflects *low* current earnings rather than a *high* share price! 40-70% profit growth this year would lower the P/E to a still high, but not unreasonable, 30-35.

We originally bought into Ellex Medical Lasers at 49 cents in March 2006 and the share price rose 102% to a peak of 99 cents in February 2007. The business suffered in the Global Financial Crisis and the share price fell 92% to a low of 8 cents in December 2008 (and partially depressed by a cash issue at 10 cents to raise additional capital). From that low the shares have recovered 10½-fold in value!

This has clearly been a volatile investment - as *the market* manic-depressively first valued Ellex Medical Lasers as an emerging growth company, then as a company that would fail in the GFC and now back to a

growth company!

What many shareholders *fail* to realise is this extreme volatility can be valuable in building investment wealth. Ellex Medical Lasers is up 71% in our *Recommended Portfolio* but has made a significantly greater contribution to our real-money investments. For example, your Editor purchased 24% of his current shareholding in December 2008, mainly at 9 cents per share! The 2008 share price decline (temporarily) destroyed wealth, but (with the sale of Centennial Coal and Computershare at high valuations) allowed the Ellex Medical Lasers shareholding to be significantly expanded at a very low price!

Equally importantly, a very well *diversified* portfolio of extremely volatile shares will almost certainly outperform the market average over the medium to long term. This relates back to the fact that the maximum loss is *limited* to 100%, while there is no limit on the potential gains. From their high to their low, Ellex Medical Lasers fell 92% in value. From their low to their current value they are up 960%.

What we *want* in our portfolio is the ten biggest winners and the ten biggest losers! The winners may go up 200-500%. The losers may fall 80-100%. That situation would see our overall portfolio go up about 150% (i.e. increase 2½-fold in value).

[Editor's Note: OK, obviously we don't really *want* the ten biggest losers, but we probably don't know in advance whether an individual share will be one of the big winners or a big loser. We'd happily take ten of each, knowing that the gains on the winners will always far exceed the losses on the losers.]

No-one can pick the biggest winners and the biggest losers in advance, so the next best thing is a diversified portfolio of *extremely volatile shares* (i.e. the *potential* biggest winners or biggest losers).

Ellex Medical Lasers



Finbar Group has received development approval for two new, wholly owned projects:

Chase Apartments is a \$77 million, 10 storey project

consisting of 194 lower priced apartments, from \$325,000 for one bedroom and \$399,000 for two bedrooms. It will also include a swimming pool, gymnasium, lounge, games room and sauna, plus two commercial lots.

Finbar Group acquired the land in May 2014 for \$6.4 million and demolished the previous building.

Marketing is expected in the first half of 2016, with construction expected to begin in 2017.

Finbar Group has also received approval for a mixed use project in *Harper Terrace* (adjoining its *Aurelia* project). This \$50 million development will include 42 apartments plus 1800m² of commercial space. The 1782m² site was purchased in March 2015 for \$7.25 million. Marketing is expected from May 2016, with construction to commence in early 2017.

Finbar Group shares have lost 44% of their value since peaking at 177 cents about two years ago. Media reports suggest the company would suffer from the downturn in mining and the impact on the Western Australian economy and Perth. They also suggest the company could be left with unsold (presumably over-priced) properties in a downturn. But that is not how the company operates.

Finbar Group is involved in planning and marketing apartment projects. This is not speculative development as the majority of a project will be pre-sold, “off the plan” *before* construction begins. In a severe economic/property downturn, Finbar Group's business could disappear. If buyers do not pre-purchase the apartments, then Finbar Group would not move to construction. In this situation, the company would experience a downturn (i.e. no pre-sales means no development, means no revenues and no profits), but the company will never be left with large volumes of unsold properties!

Property construction is conducted by a separate builder, on a *fixed price contract*. Finbar Group knows the total development cost of a project at the start of marketing, so can price the apartments to cover those costs and its expected profit margin. Pre-selling ties in a fixed profit margin on all projects.

If a project is only 80-90% pre-sold, then Finbar Group carries some risk on the remaining 10-20% of the property - but it has the choice of whether or not to proceed and accept this risk. In a severe downturn, pre-sales would not reach a reasonable level and a project would not advance and Finbar Group would be left with no unsold apartments.

Finbar Group also finances each development with some equity and individual non-recourse bank loans. The interest and principal on these loans are only secured against the individual project. (Continued on Page 6)

Recommended Investments

(Continued from Page 5)

The banks can not seek repayment of this project debt from Finbar Group or from any of its other projects.

Each project is a stand alone, fixed construction price, pre-sold, fixed profit margin investment for the parent company.

If Finbar Group is continuing to announce new projects - and able to pre-sell them and move on to construction - then there is no downturn in its business. It is, in fact, tying in fixed and certain revenues and profits for the next 3-4 years!

At 100 cents the shares trade on a Price/Earnings ratio of 10 and offer a Dividend Yield of 10.0%. That is a very high current income yield and the business is likely to grow over the years ahead! "Buy".

Finbar Group



Iluka Resources reports 2015 production up 29.0% to 690 thousand tonnes, sales up 5.7% at 651 thousand tonnes and revenues up 16.5% to \$740 million - mainly owing to the lower exchange rate.

Total production costs were up 7.8% at \$385 million, but unit production costs fell 16.5% to \$558/tonne.

At the end of December the company had an undisclosed "net cash position", compared with net debt of \$59 million in December 2014.

Iluka Resources' business is still depressed, but it has successfully adapted over the last two years by lowering production volumes and (more importantly) unit production costs to maintain a cash flow positive, profitable, dividend paying business. With any eventual upturn in demand, Iluka Resources has the production capacity (and very long term resources) to increase sales volumes, revenues and profits!

This is a soundly financed (i.e. effectively debt-free), profitable, dividend paying resource company. "Hold" for current income, recovery and growth!

Iluka Resources



Integrated Research predicts its profit for the half year to December 2015 will be 13-21% lower at \$5.9-6.5 million. This decline is mainly due to "strategic investments in future growth plus the recent acquisition of **IQ Services**" which has depressed current profitability.

Revenues have continued to grow and will be 15-20% higher.

The company also expects "profit growth" for the full financial year.

Integrated Research



Mt Gibson Iron lifted its cash holding by \$15 million to \$345 million (31.6 cents per share) over the quarter to 31 December 2015.

Mine infrastructure and transport obligations (that would be payable on closure) decreased from \$45 million in June 2015 to \$26 million at December 2015. These obligations will continue to decline with iron ore production and sales.

The company has prepared its insurance claim for business interruption, but has released no details. "Constructive discussions" are continuing with its insurers over the failure of the Main Pit seawall in 2014.

The *market* continues to under-value Mt Gibson Iron shares, which trade at just 18 cents. This is a 43% discount to its cash in the bank (and interest bearing investments). That places no value on its mine properties,

infrastructure assets, plant and machinery or its potentially large insurance claims!

Mt Gibson Iron



M2 Group and **Vocus Communications** shareholders have approved the merger. M2 Group shareholders will receive 1.625 Vocus Communications shares for every M2 Group share. These should be issued on 22 February.

A “scheme of arrangement” is virtually always approved by shareholders, requiring just 75% of shares voted to be in favour - compared with 90% of all shares to achieve compulsory acquisition in a conventional takeover offer. In this case, 99.5% of shares voted were in favour.

M2 Group



Vocus Communications



Opthea Ltd is calling an extraordinary meeting on 7 March, mainly to approve the issue of options to the Managing Director and Non-Executive directors. These

options will have an exercise price “50% above” the average share price at the end of November 2015. The shares traded around 31 cents at that time, so the exercise price will be around 46.8 cents. That is about 25% above the current share price.

This looks reasonable.

Opthea (Circadian)



Programmed Group's share price fell by one-third after a *Business Update*. The business is not as bad as that market reaction would suggest.

The group earns two-thirds of its revenues from “property, infrastructure, transport, manufacturing and other non-resources sectors” and these businesses “remain solid”. The other one-third of revenues comes from resources sectors . . . but is anyone surprised to learn these resources businesses are not performing too well at present? Especially the offshore oil and gas business? Well, apparently *Mr Market* was surprised - and panicked!

The group has accelerated the integration of Skilled Group with Programmed Group, spending \$30 million on one-off, non-trading integration costs. This will depress the current year's profitability (to March 2016), but yield on-going cost savings of over \$30 million per year. The integration of core IT systems will be completed over the next year, with further annual cost savings.

The downturn in the offshore oil and gas business will require the non-cash writedown of goodwill by \$75 million. Another non-cash writedown of goodwill by \$10 million will relate to the acquisition of Skilled Group.

Earnings (before interest, depreciation, tax *and* these one-off costs) is forecast at \$65 million. The company predicts this to recover 50-70% to \$100-110 million for the year to March 2017.

Based upon the low current year trading result, Programmed Group expects to pay a final dividend of 5.0 cents, cutting the annual dividend rate 36% to 11.5 cents. On the current share price of 112 cents that will offer a Dividend Yield of 10.3%. (Cont'd on Page 8)

Recommended Investments

(Continued from Page 7)

This dividend is 50% of “after tax profits before one-off items and non-cash amortisation”.

Net debt at the end of March 2016 is forecast at around \$260-290 million, down 4-14% since the merger in October.

Programmed Group



Prophecy International Holdings' announcements often don't make a lot of sense or quite add up:

First half new sales are reported to be up 266% on the same period last year . . . but *SNARE* new sales were reported to be up 120% and *eMite* new sales grew 45%. Those figures are inconsistent.

Total *SNARE* revenues (including annual renewals) were \$4.18 million and total *eMite* revenues were \$3.23 million, which the company correctly adds to report combined revenues of \$7.4 million from these two main business units (plus revenues from other divisions). These revenues figures suggest the company is in line to achieve its June 2016 forecast revenues of \$20 million, when net profits of \$5.7 million (8.9 cents per share) are also forecast.

With the shares trading around 198½ cents, this is a prospective Price/Earnings ratio of about 22. That looks to be good value for a company that is growing very rapidly. “Hold”.

Prophecy International Holdings



ASX and NZX Settlement Dates

On 7 March 2016 both the ASX and NZX will shorten the settlement time for trades from three business days to two business days.

From that date, when you buy shares you will need to have funds in your account at the *start* of the second business day (e.g. if you buy Monday, then on Wednesday). Of course, as banks have a one day, overnight settlement, if you are transferring funds from another bank you would have to make that transfer sometime on the previous day (i.e. Tuesday, in our example)!

In the future, when you sell shares you will be paid at the *end* of the second business day (e.g. if you sell on Monday you will be paid Wednesday).

In many cases, brokers may *already* require that you have funds in a cash management account *before* making a buy trade. Usually when we sell we leave the cash in the brokers' cash management account or re-invest in another share. Settlement to and from a broker's cash management account is completely automatic, so most investors probably do not ever notice the three-day or

two-day settlement date and will not notice the change.

If, however, you ever sell shares to raise cash - perhaps to transfer cash to your bank account to take up a cash issue directly from the company - that cash will be available one day sooner.

The shorter two-day settlement will also be reflected in the ex-date for corporate actions (i.e. dividends and cash issues).

The main advantage of moving to a shorter settlement date is to reduce the volume of unsettled trades in the system at any point in time. That should reduce “counter-party” risk (i.e. the risk that the *other* party to the transaction fails to deliver the shares or cash).

Long term investors *may* remember the stockmarket boom of 1986 and 1987 when the massive increase in share trading volumes plus a manual share transfer system requiring physical share certificates, resulting in settlement of share trades often taking 6-9 *months* or longer! The cash from a trade was settled promptly between an investor and the broker, but it usually took months for the shares to be (Continued on Page 9)

Investment Outlook

(Continued from Page 1)

Is this the time to rush into Resources shares? Maybe. Maybe not. More importantly, this newsletter does not like to *rush* into anything. We are here for the long haul. Perhaps it is time to start *reviewing* the Resources sector and perhaps it is time to start increasing our portfolio weightings in that sector.

That does not mean making sudden changes to our portfolio, but probably a series of small sales and purchases, spread over the next several months. We will take some partial profits on some of the more mature, more fully priced shares in our portfolio. These are usually some of the larger shareholdings, so even a partial sell down can provide a substantial sum of cash for re-investment. Cash from those sales will be used to steadily add to our positions in depressed Resources “tainted” shares!

By spreading this re-balancing over several months we can monitor commodity prices, market sentiment to the Resource sector and the prices and reports of the companies where we are increasing our holdings. If conditions change we *could* slow down or defer further re-balancing.

As previously, we believe that companies providing *services* to the Resources sector are generally better investments than companies directly involved in exploration or mining. So while we have investments in **Iuka Resources** (a debt-free, cash flow positive, profitable, dividend paying company, even at current depressed levels) and **Mt Gibson Iron** (trading at little more than *half* the value of its cash in the bank), the most attractive investments may be in companies that provide services to the Resources sector or “tainted” by association: **AJ Lucas Group**, **ALS Ltd**, **Ausenco**, **Cardno**, **Finbar Group** (i.e. property development in a region widely considered to be “dependent” upon the Resources sector) and **Programmed Group**.

Every market or sector decline (and most company declines) can offer an attractive buying opportunity. Timing the bottom of that decline and potential future recovery is never easy and can seldom be done with a high degree of accuracy. Nevertheless, even only *partial* success can ultimately yield significant returns.

Dividend\$

Company	Cents per Share	Ex-Date	Pay-able	Tax Credit
Augusta Capital	1.25	04-02	12-02	Full
Smiths City Group	1.00	05-02	12-02	Nil
Australian Shares				
Vocus Communications	9.50	-	-	-

Total Return Index for All Listed Shares

Jan 11	1575.68	Jan 18	1559.76
Jan 12	1579.17	Jan 19	1555.26
Jan 13	1580.73	Jan 20	1556.44
Jan 14	1569.29	Jan 21	1548.30
Jan 15	1577.11	Jan 22	1551.47
Jan 25	1556.70	Feb 1	1554.44
Jan 26	1555.05	Feb 2	1554.58
Jan 27	1555.06	Feb 3	1543.61
Jan 28	1546.33	Feb 4	1543.61
Jan 29	1550.19	Feb 5	1536.75

Next Issue:

The next issue of *Market Analysis* will be emailed in five weeks time on Monday March 14, 2016.

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

MARKET ANALYSIS is published 12 times per year by Securities Research Company Limited, 3/47 Boyce Ave, Mt Roskill, Auckland. Subscribe online at www.stockmarket.co.nz or email james@stockmarket.co.nz.

Readers are advised that they should not assume that every recommendation made in the future will be profitable or equal the performance of recommendations made in the past. A summary of all prior recommendations is published on the website. The information presented has been obtained from original and published sources believed to be reliable, but its accuracy cannot be guaranteed.

The entire contents are copyright. Reproduction in whole or part is strictly forbidden without the approval of the publisher.