

# Market Analysis

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## Inside Market Analysis

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Founder: James R Cornell (B.Com.)

## Summary and Recommended Investment Strategy.

We are a little more cautious about the future stockmarket outlook, but not making any major changes to our portfolio at this time. Investors may wish to reduce exposure to Technology and “growth” shares, while favouring high yielding and “value” shares.

### Investment Outlook.

We are taking a more cautious view of the stockmarket's likely performance over the next year . . . but don't panic yet.

The United States economic growth rate has been *accelerating* for eight consecutive quarters! That is not only a *very long* time (i.e. we are overdue for a slowdown) but it is also an environment that strongly favoured Technology shares and other “growth” type investments. Not surprisingly, Technology shares have been booming, with similarities to the Internet boom of the late 1990's.

Other sectors (i.e. “value” investments, property, utilities) have been out of favour, neglected and are now looking under-valued.

It is now likely that US economic growth rates will start to decline. Note that we are not suggesting *negative* growth and a recession, just *slower* and *declining* rates of positive economic growth.

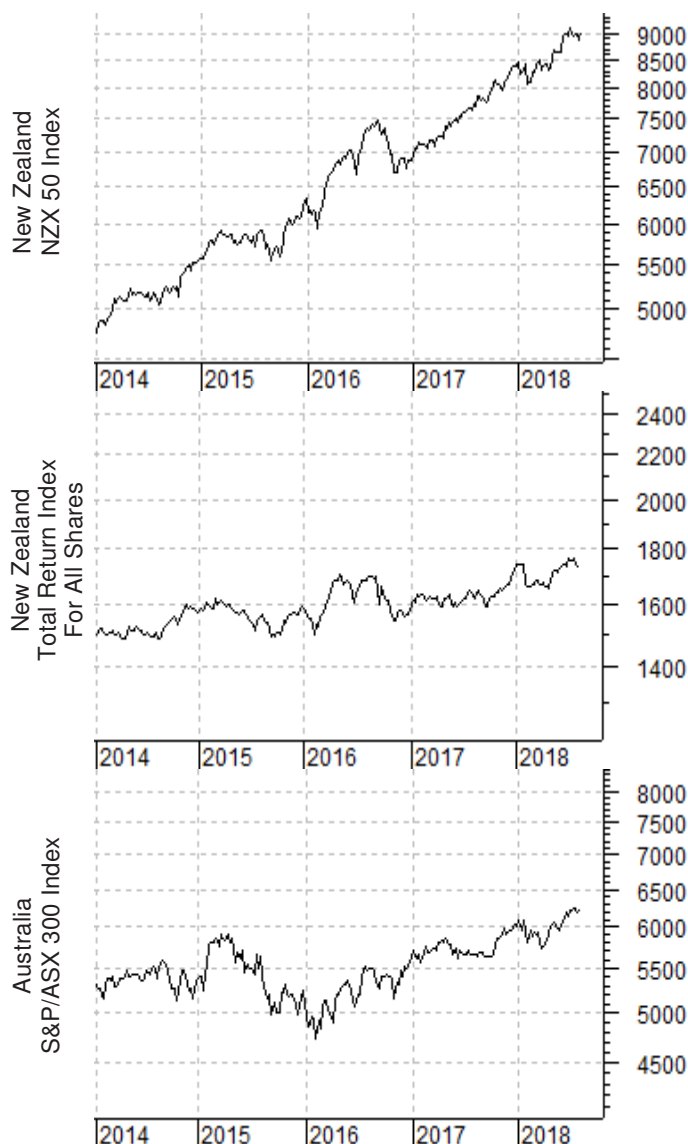
Technology and other growth investments have been driven higher by the impact of strong economic growth on their current revenues and profits and the impact of the *accelerating* growth on *expectations* for even higher revenue and profit growth rates in the future. Slower growth and some downgrading of overly optimistic future growth estimates could see some of the more expensive Technology shares fall sharply in value.

Again, we are not predicting a major stockmarket decline (although the large Technology shares may drag down market indices) but more likely some market “rotation” and re-rating of currently depressed “value” shares.

Our portfolio already favours shares that offer “value” and our “growth” investments tend to be in smaller, emerging companies with unique competitive advantages and which are still unpopular or “undiscovered” by the market and therefore not inflated in price. So we are not making any major changes to our *Recommended Portfolio* at this stage. Investors, however, should tend to favour high yielding “value” investments and perhaps cut back on some “growth” investments.

### Stockmarket Forecasts

	One-Month	One-Year
Australia:	65% (Bullish)	60% (Neutral)
New Zealand:	62% (Bullish)	61% (Bullish)



# Recommended Investments

**CDL Investments** experience further strong growth in revenues and profits over the recent half year:

Six Months to 30/06/2018			
	Latest	Previous	Change
Revenues	\$60.2m	\$51.0m	+18.0%
Net Profit	\$25.5m	\$20.4m	+24.9%
Net Cash Surplus	\$1.0m	\$32.2m	-96.9%
Earnings per share	9.2c	7.4c	+24.6%
Dividends per share	Nil	Nil	-

The drop in the net operating surplus results from the purchase of 100 hectares of land in Hamilton and Christchurch for \$36.4 million (nil the previous year).

At the *Preston Park* project the company is considering developing small scale commercial properties for lease (e.g. child care and medical centres), which will be retained as long term investment properties. These could contribute a development margin and rental income from about 2020.

The company is "seeing some softening in forward demand" for its residential land "but sales continue to be steady".

## CDL Investments



**Steel & Tube Holdings** has announced an \$80.9 million capital raising. \$20.8 million was raised through a share placement at 115 cents per share and \$60.1 million will be raised through a 1 for 1.9 cash issue at 105 cents per share.

The issue is non-renounceable (i.e. shareholders can not sell "rights" to the new shares) but any shares not taken up by shareholders will be sold in a bookbuild and the net proceeds of the rights will be distributed to those shareholders.

The company will not pay a final dividend for the year to June 2018 but will resume dividends in the current new financial year.

Cutting the dividend and a capital raising often mark the low point in the cycle. Steel & Tube Holdings has clearly made some mistakes (i.e. debt funded acquisitions that didn't work out, requiring the current recapitalisation at low prices) but we recommend taking up entitlements to this issue which is payable by 3 September.

Proceeds from rights sold in the bookbuild on 5 September will be distributed on 11 September.

## Steel & Tube Holdings



## Australian Shares

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

**AcruX Ltd** has submitted an *Abbreviated New Drug Application* (ANDA) with the **US Food & Drug Administration** (FDA) for *Efinaconazole*, a generic version of *Jublia*, an anti-fungal drug for the topical treatment of nail infections. Annual sales of *Jublia* are around US\$280 million.

AcruX Ltd has received a ruling from the **US Patent Trial & Appeal Board** that one of the *Jublia* patents is invalid. With the filing of the ANDA, the existing *Jublia* patent holder has 45 days to file patent litigation against the new generic drug. Once the ANDA is approved by the FDA (and subject to the litigation process), AcruX Ltd will have a 180 day period of exclusive marketing and sales before other potential competitors can launch similar generic products.

AcruX Ltd will also compete in this market based upon its spray application technology.

*Efinaconazole* is the first of 13 generic drugs currently under development by AcruX Ltd.

## AcruX Ltd



**AJ Lucas Group** has agreed to sell the assets of its *Engineering & Construction* business to **Spiercapag Australia**. The sale - plus the proceeds of completing existing projects - will realise in excess of \$25 million over the next several months.

That will leave AJ Lucas Group with its Drilling business (i.e. extracting gas from coal seams for underground coal mines) plus its 47.4% interest in

**Cuadrilla Resources Holdings** (plus direct interest in shale gas exploration licences).

Cuadrilla Resources received final approval for hydraulic fracturing of its first test well at 2300 metres (and 800 metres horizontally) in the *Lower Bowland* shale rock at Preston New Road, Lancashire.

The company has also completed drilling the second test well to 2100 metres (and 750 metres horizontally) in the *Upper Bowland* shale and applied for final consent for hydraulic fracturing.

Hydraulic fracturing of both wells is expected within the next two months, followed by flow testing of the natural gas (i.e. to prove commercially viable quantities).

The drilling rig is now being dismantled and will be returned to continental Europe where the company has other exploration interests.

## AJ Lucas Group



(Continued on Page 4)

## Portfolio of Recommended Investments

CURRENT ADVICE	Company	Code	Initial Recommendation - Date -	Price	Performance Forecast	Issued Shares (mil.)	Volatility Ratio	Price/Sales Ratio	Price/Earnings Ratio	Gross Dividend Yield	Recent Share Price	Cash Dividends Rec'd	Total Return %
<b>NZ Shares</b>													
BUY	CDL Investments Ltd	CDI	12/01/99	25	E	277.5	1.1	3.21	8	5.3	91	36.3	+409%
HOLD+	Cavalier Corporation	CAV	05/12/95	156*	C	68.7	1.6	0.26	NE	Nil	58	282.0	+118%
HOLD	Colonial Motor Company	CMO	10/11/92	128*	C	32.7	0.5	0.31	12	7.6	800	559.3	+962%
HOLD	Smiths City Group	SCY	09/10/06	64	C	52.7	1.7	0.09	NE	3.7	38	37.0	+17%
HOLD	South Port New Zealand	SPN	13/02/96	120	A	26.2	0.4	4.70	21	5.5	660	277.3	+681%
BUY	Steel & Tube Holdings	STU	08/08/00	146	C	90.6	1.1	0.24	6	16.5	135	363.6	+242%
<b>Australian Shares (in Aust cents)</b>													
HOLD+	Acrux Limited	ACR	12/05/14	99	C	166.5	2.2	1.39	5	Nil	20	14.0	-66%
HOLD+	AJ Lucas Group	AJL	13/05/03	107*	C	737.0	1.8	1.79	NE	Nil	37	36.4	-32%
HOLD	ALS Limited	ALQ	12/10/99	72*	A	490.4	0.5	3.04	31	1.9	899	312.9	+1583%
HOLD-	ARQ Group	ARQ	10/02/04	53	B	118.5	0.6	1.86	26	3.5	314	218.0	+904%
HOLD	Atlas Pearls & Perfume	ATP	14/05/96	73	C	422.9	7.5	0.62	11	Nil	2	17.5	-73%
BUY	Brickworks Ltd	BKW	12/11/12	1115	A	149.4	0.3	2.76	12	3.3	1557	227.5	+60%
HOLD	CardieX Ltd	CDX	11/11/13	15	C	280.4	6.0	1.97	NE	Nil	4	Nil	-76%
HOLD	Clarius Group Ltd	CND	08/04/03	82*	D	89.6	4.6	0.03	NE	Nil	6	70.5	-7%
HOLD	CPT Global Ltd	CGO	10/03/08	88	D	37.3	2.6	0.21	NE	Nil	15	19.0	-61%
HOLD	CSG Limited	CSV	11/10/10	175	C	338.6	2.1	0.31	7	Nil	24	64.0	-50%
HOLD+	Cynata Thera.	CYP	13/03/17	50	C	90.1	1.1	NA	NE	Nil	121	Nil	+141%
HOLD+	Ellex Medical Lasers	ELX	14/03/06	49	D	121.1	1.5	1.21	NE	Nil	72	Nil	+46%
BUY	Fastbrick Robotics	FBR	07/07/17	14	C	1061.1	2.6	NA	NE	Nil	18	Nil	+25%
HOLD	Fiducian Group	FID	11/02/08	260	B	31.3	0.6	3.37	18	3.7	436	85.8	+101%
BUY	Finbar Group Ltd	FRI	12/04/10	106	B	231.4	1.0	1.74	19	6.5	93	71.5	+55%
HOLD+	Iluka Resources Ltd	ILU	12/10/04	471	A	422.0	0.5	4.35	49	2.8	1119	272.0	+195%
HOLD+	Integrated Research	IRI	14/01/08	40	B	171.7	0.6	4.94	25	2.5	264	52.5	+691%
HOLD	McMillan Shakespeare G	MMS	07/11/16	1041	B	83.2	0.4	2.48	14	4.3	1530	99.0	+56%
HOLD	Michael Hill Int'l Ltd	MHJ	11/06/91	4*	B	387.4	1.2	0.62	13	5.4	93	67.3	+3908%
HOLD+	Mt Gibson Iron	MGX	10/11/14	44	A	1099.6	2.1	2.80	19	4.5	45	2.0	+6%
HOLD	Onterran Ltd	OTR	16/08/10	103*	C	57.5	1.9	0.07	NE	Nil	32	Nil	-69%
HOLD+	Opthea Limited	OPT	10/02/04	188	E	200.6	1.9	NA	NE	Nil	60	65.0	-34%
HOLD	OZ Minerals	OZL	14/03/16	522	A	322.4	0.5	2.77	12	2.1	948	40.0	+89%
HOLD+	Prophecy International	PRO	08/09/08	26	E	64.0	1.5	3.27	NE	Nil	47	24.0	+173%
HOLD	Reckon Limited <sup>1</sup>	RKN	08/08/16	141	B	113.3	1.0	2.26	50	3.1	98	5.0	-4%
BUY	Silver Chef Ltd	SIV	13/11/17	740	B	39.3	0.6	0.39	5	13.4	284	10.0	-60%
HOLD+	Technology One Ltd	TNE	11/11/03	44	B	316.7	0.6	5.68	35	1.7	492	82.9	+1207%
HOLD	The Reject Shop Ltd	TRS	11/01/05	257	B	28.9	0.6	0.21	13	4.2	567	510.5	+319%
HOLD+	Village Roadshow	VRL	10/08/09	74*	B	193.0	0.7	0.32	14	Nil	198	295.9	+567%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +331.8%. This is equal to an average annual rate of +28.6%, based upon the length of time each position has been held.

The average annual rate of gain of ALL recommendations (both the 35 current and 168 closed out) is +30.2%, 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.

(1) Reckon Ltd includes 1/3 share of GetBusy plc (GETB) worth 52 pence (100.9 Aust cents).

**Recommended Investments**

*(Continued from Page 3)*

**ALS Ltd** is predicting that its first half profit to September 2018 will be 18-25% higher at \$85-90 million.

The company has also completed three small Life Sciences business acquisitions for a total cost of \$18 million in cash. It purchased **LABFOR Analises Laboratorias**, a testing laboratory offering veterinary, agrochemical and pharmaceutical testing in Sao Paulo, Brazil, **Truesdail Laboratories**, providing pharmaceutical, nutraceutical, environment and food testing, in Irvine, California, USA and **FELSILAB**, a food testing, environmental and consultancy firm in Northern Italy.

**ALS Ltd**



**Brickworks Ltd** shares are even more under-valued relative to **Washington H Saul Pattinson (SOL)**. We discussed this in-depth last month. Since then BKW shares are up 0.6% to \$15.57 but SOL shares are up 8.0% to \$22.67.

Each BKW share (worth \$15.57) gives us an indirect interest in 0.684 SOL shares (worth \$22.67 x 0.684 = \$15.50). Effectively the market is putting no value on BKW's property assets (worth \$3.61 per share) or its Building Products business (worth \$4.45 per share).

BKW shares are trading at a 34% discount to the sum of its parts! "Buy".

**Brickworks Ltd**



**CardieX Ltd** has completed the eight week, 15 person, trial to determine the degree of blood pressure data that can be obtained through the *Blumio* sensor. This provides a "strong indication" that further data can be extracted using CardieX's "neural learning and proprietary algorithms". A second, 60 person trial will begin later this month in the United States.

**CardieX Ltd**



**CPT Global** has upgraded its profit forecast for the year ended 30 June 2018 from the \$610-810,000 estimated in May to \$1.1-1.3 million before tax. This results from "better than expected results in June, particularly on the risk/return engagements" where the company receives a share of the cost savings achieved for clients.

**CPT Global**



**Cynata Therapeutics** reports "very encouraging results" from a study using its *Cymerus* stem cells, bone marrow-derived stem cells and a placebo to treat three groups of 15 rats where a heart attack had been induced. The *Cymerus* MSCs provided statistically significant improvements in "fractional shortening" (i.e. the ability of the heart to contract effectively) compared with the other two groups.

**Cynata Therapeutics**



**Ellex Medical Lasers** expects to report a 13% growth in revenues to \$79.1 million for the year ended June 2018. Profits will, of course, be lower as the company invests heavily to expand its growth businesses.

*Ellex iTrack* sales volumes were up 31% to 12,637

units, with revenues up 38% to US\$8,530,908. Sales volumes grew 47% to 6,392 in the US, 33% to 1,550 in China and 13% to 4,695 in the rest of the world. US sales accelerated in the June quarter, up 20% on the March quarter.

Laser & Ultrasound revenues grew 8% to \$67.5 million, mainly driven by a 41% increase in glaucoma laser revenues.

Results of the long term *Early Age Related Macular Degenerating* (LEAD) clinical trial - first expected in April, then in June or July - are now "anticipated" during the current quarter. Subject to these results, Ellex Medical Lasers could have another high margin growth business, selling *Ellex 2RT* lasers and receiving a fee per patient using this patented therapy.

**Ellex Medical Lasers**



**Fastbrick Robotics** (to be renamed **FBR Ltd**) is continuing to test its *HadrianX*. Its optimised block, adhesive and render have also been independently tested. After 7-day and 28-day compression strength testing the blocks met the requirements for 3-storey construction. Bond testing indicates the construction system will withstand the worst cyclonic conditions experienced in Australia. Fire rating testing by the **CSIRO** surpassed industry standards "by a significant margin". Thermal rating testing resulted in "good results" and porosity testing of a "double rendered wall" produced "exceptional results".

**Fastbrick Robotics**



**Finbar Group** has upgraded its June 2018 profit expectations to \$14 million. The previous \$12 million forecast was *after* \$2.4 million of investment property devaluation (as reported in the first half of the year) and the company now reports "encouraging conditions in the Pilbara have also helped reverse the revaluation impairment cycle". So the *upgrade* may simply be a

recovery in the *market value* of its investment properties, not an *operating* improvement in current year profitability.

The company will pay a final 3.0 cents dividend, maintaining the annual dividend at 6.0 cents.

The company, however, does report further "signs of an improving market and settlements of the *Aire* and *Aurelia* projects went smoothly". Improving market conditions will lead to higher *current* pre-sales and the more rapid progress of current projects and the release of new projects, but improved *revenues* and *profitability* will only be *reported* at the final property settlements in 18-24 months.

**Finbar Group**



**GetBusy plc**

Six Months to 30/6/2018

	Latest	Previous	Change
Revenues	£5.2m	£4.5m	+13.9%
Net Profit	<£0.487m>	<£0.297m>	-
Net Cash Surplus	<£0.367m>	<£0.200m>	-
Earnings per share	-	-	-
Dividends per share	-	-	-

Cash on hand at 30 June was £2.4 million. The *Virtual Cabinet* and *SmartVault* document management software continues to grow customer numbers and recurring subscription revenues.

The company reports "favourable LTV:CAC ratios" which improved from 3:1 in 2017 to 5:1 this year. For those not familiar with SaaS jargon, that means the *Life Time Value* of a customer (i.e. the net present value of their expected future revenues) is now five times the *Customer Acquisition Cost* (i.e. the average cost to sign up a new customer). In this situation a company should spend all available net cash flows on further marketing and customer acquisition. Every £1 of potential current profitability spent on new customer acquisition should generate an additional £5 of future profitability. GetBusy reports "we will increase investment in customer acquisition" during the current half year.

GetBusy plc also reports that "customer and commercial validation" has started for its new *GetBusy Secure Communication & Information Management* product - which the latest announcement casually calls "a new client chat product".

The share price has jumped sharply over the last month, hitting a high of 65½ pence and closing last week at 52 pence.

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## Recommended Investments

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**Iluka Resources** reports revenues for the half year to 30 June up 21% at \$807 million. Mineral Sands volumes fell 17.5%, but selling prices were up very strongly. Mineral Sands revenues were up 20.5% at \$606.9 million.

Zircon prices averaged US\$1278/tonne, up 47% on the first half of 2017. Current prices are around US\$1410/tonne, up a further 10% in the current half year.

Titanium Dioxide prices were around 20% higher than the first half of 2017 and a 14% price increase will apply in the current half year. All second half production is under contract or allocated to customers, with supply requests exceeding the company's ability to supply.

Net debt at 30 June 2018 was just \$34 million, down from \$183 million at 31 December 2017. The net cash operating surplus was \$226 million.

Expansion projects are on schedule: Sierra Rutile's *Gangama* and *Lanti* are being upgraded from 500-600 tonnes per hour to 1000-1200 tonnes per hour, with commissioning scheduled for mid-2019. The feed preparation of the mineral separation plant has been approved by the board of directors and will be completed in 2019. Upgrading the dry mill is currently in the pre-feasibility study phase. Sierra Rutile has opened a project office in Johannesburg, close to "experienced project management and engineering professionals, contract engineering resources and fabrication workshops".

*Cataby*, Western Australia, a \$250-275 million project was approved in December 2017 and is one-third through development. First production is expected in the first half of 2019.

The company is also considering expanding the *Jacith-Ambrosia* mine volume 30% with a second mining unit and wet concentrator plant upgrade - although partly to offset the impact of lower grade ore. Mining at the *Ambrosia* deposit may be brought forward from 2022 to 2019.

The "unconventional mining development" at *Balranald* will progress to a "final field trial in 2019 to demonstrate" these new mining techniques "are effective in a continuous mining and processing environment".

Iluka Resources has also entered a joint venture with **Western Areas** who will fully fund the exploration of base and precious metals over 5070km<sup>2</sup> of tenements held by Iluka Resources. Western Areas will acquire a 51% interest by spending \$2.75 million over the next three years, increasing to a 75% interest with the expenditure of a further \$3.0 million over the following four years. Iluka Resources will retain full rights to Mineral Sands resources.

### Iluka Resources



**Mt Gibson Iron** has begun dewatering the Main Pit on Koolan Island. It is pumping out 5.0 million litres per hour (i.e. the equivalent of two Olympic sized swimming pools) and this dewatering is scheduled to be completed by the end of December!

As we reported in May, the economics of this project increased significantly with plans to extend the main pit to the east and increase ore reserves by 64% to 21.0 million tonnes. That increased the pre-tax net present value 137% to \$252 million (and the cash development cost 21% to \$175 million).

That earlier estimate was based on a 4-10% premium for high grade ore, which in May was around a 21% premium. Based on that iron ore price the net present value of the project would be \$536 million.

High grade ore is currently receiving a 38% premium over the benchmark 62% Fe ore. At current prices the net present value of this project is "well above \$700 million" (64 cents per share, before tax).

Cash on hand at 30 June 2018 was \$457 million, (41.7 cents per share) down \$13 million from \$470 million a quarter earlier after spending \$26 million on the Koolan Island project.

### Mt Gibson Iron



**Opthea Ltd's** Phase 1b clinical trial met its objective of demonstrating its safety. Patients received 0.3 mg or 1.0 mg or 2.0 mg of OPT-302 plus 2.0 mg of *Eylea* (i.e. the current drug treatment). OPT-302 was "well tolerated" and the "maximum tolerated dose" was not reached.

The Phase 2a trial will therefore use 2.0 mg of OPT-302 plus 2.0 mg of *Eylea*. The first patient (of around 108) has been recruited and will be treated each month for three months.

The listed options (code OPTO) reach their final exercise/expiry date soon, on 25 November 2018, with the right to buy one share at 27 cents. Option holders will need to either (1) exercise these options to buy shares at the end of November or (2) sell the options on-market *before* the end of November to realise their value (which otherwise expire).

At present, both the shares and options are a little inactively traded and often quoted with a wide bid-offer spread. At present the options (last trade 30 cents) are slightly under-valued relative to the shares (last trade 59½ cents). At those relative prices it is cheaper to buy the options (at 30 cents) and exercise them in November (at 27 cents) to obtain a share at a cost of 57 cents.

**Opthea Ltd**

**OZ Minerals** held \$454 million (140 cents per share) in cash at 30 June 2018. That is down \$192 million over the quarter, but after paying \$201 million to acquire **Avanco Resources**, \$78 million on *Carrapateena* and \$100 million in tax. Ore inventory was down \$49 million to \$650 million (202 cents per share) as the company begins to drawdown and process these stockpiles. This will continue over the next five years, boosting net operating cashflows!

A third decline to access the underground *Prominent Hill* was completed in the June quarter and a fourth decline will open this quarter.

**OZ Minerals**

**Prophecy International Holdings** expects to report a 16% increase in revenues to \$10.7 million for the year ended 30 June 2018. Current profitability may not be significant, with most revenue spent on marketing to acquire new customers and build recurring *Software-as-a-Service* revenues, the value of which will show up in *future* revenue growth.

At 47 cents, the Price/Sales ratio will be 2.80. That is low (i.e. good value) for a software business with recurring revenues.

The company signed 547 new customers for *SNARE* (up from 462 new customers the previous year) and 110 new customers for *eMite* (up from 47 new customers in the previous year). *eMite* sold 6060 Contact Centre licences (up from 1340 in the year to June 2017). Many contracts were for two or three years, up from mainly one year contracts previously.

This month *SNARE* has just released a new software product, the *Snare Threat Intelligence Platform*, a “Next Generation” Security Information and Event Management (SIEM) solution. This product is aimed at medium to large corporate and government customers

for use on premise or hosted in the cloud and available as a subscription service.

**Prophecy International****Reckon Ltd**

Six Months 30/6/2018

	Latest	Previous	Change
Revenues	\$39.9m	\$42.3m	-5.7%
Net Profit	\$5.2m	\$5.5m	-5.6%
Net Cash Surplus	\$8.2m	\$6.8m	+24.3%
Earnings per share	4.6c	4.8c	-5.6%
Dividends per share	3.0c	Nil	-

The strong operating cashflow allowed the company to reduce interest bearing debts by \$7.0 million to \$43.6 million at June 2018, and the company is re-instating an interim dividend.

The Business Group division (which provides Accounting software to over 800,000 businesses) generates about 48% of group revenues. 89% of this is recurring subscriptions, of which 42% of revenues comes from cloud services for 51,000 users.

The Practice Management Accountants Group division (which was previously to be sold) generates about 38% of group revenues. 80% of this is software subscription (98% recurring revenues) and 20% is “content” which is also moving towards recurring revenues.

The Practice Management Legal Group (14% of group revenues) earns 79% of its revenues from recurring subscription fees.

Reckon Ltd is also developing new products and services. By 1 July 2019, 750,000 small and medium sized enterprises in Australia with 19 or less employees will need to be using “single touch payroll” (STP) compliant software. The company has developed *ReckonGovConnect* which is the only STP software for online, desktop and hosted solutions.

*Reckon POS* is a new - and the “most affordable” - cloud-based point of sale solution for small businesses. 10% of Australian businesses require mobile and over the counter transactions, so this product has a “large potential market”.

*ReckonBankData* is a new tool providing client bank data to accountants and bookkeepers.

*BetterClinics*, a cloud based practice management software for health, medical and fitness professionals, was acquired in July. This will target a market of 120,000 businesses in Australia.

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## Recommended Investments

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*IPA Books+* is a “white label” version of *Reckon One* which the **Institute of Public Accountants** will market through their 35,000 members to their one million small business clients.

A major upgrade of the Practice Management Accountant Group was released late in the recent half year providing new cloud based services.

### Reckon Ltd



**Technology One** plans an accounting change to comply with IFRS 15 / AASB 15 new accounting standards.

At present the company expenses all R&D immediately but earns revenues from up-front licence fees and monthly fees. Under the new accounting standards the company will capitalise 40-60% of R&D which will be amortised over 3-7 years. All fees will be for Software-as-a-Service - and still billed upfront and monthly - but booked to earned revenue on a daily basis.

The impact of these changes are that (1) reported revenues will initially *drop* about \$27 million in the year to 30 September 2019 (as reported revenues are earned equally over the contract term) and (2) R&D expenses will initially drop about \$26 million (with that expense amortised over the next 3-7 years).

So both revenues and expenses will change from being reported at the start of contracts and instead be *reported over the life of contracts*. Both initial changes offset, so there will be no significant impact with this accounting change. In the future, revenues and expenses are spread over several years, so reported profits will be smoothed.

This will also change the spread of profits reported in the first and second half of each year. At present the company earns about 15% of annual profits in the first half and 85% in the second half. The smoothing will result in about 45% of profits reported in the first half and 55% reported in the second half.

Cash flows will remain virtually unchanged - except that capitalised R&D is usually reported as an *Investing* activity, not an *Operating* activity, so this can boost the reported figure for the net cashflow from operations (with an offsetting cash *deficit* from investing).

**Village Roadshow** reports that “retail” (i.e. non-institutional) shareholders took up 63% of the shares offered in the recent 5 for 26 cash issue. The balance was subscribed by the underwriter.

### Village Roadshow



## Dividends

Company	Cents per Share	Ex-Date	Pay-able	Tax Credit
Abano Healthcare	20.00	09-09	20-09	Full
Oceania Healthcare	2.60	13-08	20-08	Nil
Property For Industry	1.80	22-08	31-08	Full
SkyCity Entertainment	10.00	31-08	14-09	3.8889
Vital Healthcare Prop.	2.1875	06-09	20-09	-

### Australian Shares

Finbar Group	3.00	08-08	19-09
Reckon Ltd	3.00	14-08	04-09

### Total Return Index for All Listed Shares

Jul 16	1759.53	Jul 23	1755.00
Jul 17	1757.96	Jul 24	1758.94
Jul 18	1758.14	Jul 25	1757.64
Jul 19	1760.83	Jul 26	1762.62
Jul 20	1758.34	Jul 27	1764.43
Jul 30	1750.59	Aug 6	1734.91
Jul 31	1750.74	Aug 7	1737.09
Aug 1	1744.58	Aug 8	1737.94
Aug 2	1742.93	Aug 9	1737.18
Aug 3	1735.30	Aug 10	1743.50

## Next Issue:

The next issue of *Market Analysis* will be emailed in four weeks time on **Monday September 10, 2018**.

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

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