# Market Analysis

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|--|-----------------------|---|
| Insi   | ide Mark              | xet Analysis  |
| Recommended portfolio falls in 2018          | 2                     | Insider Trades in New Zealand Shares 6              |
| Cynata Therapeutics in fully funded trial    | 2, 3, 4               | Insider Trades in Austrialian Shares 6, 7, 8, 9, 10 |
| Finbar Group share buy-back on best tradin   |                       | insider frades in Adstrialian Shares                |
| environment in five years                    |                       | Founder: James R Cornell (B.Com.)                   |
| Integrated Research leaps on profit guidance | e 4                   |   |

## Summary and Recommended Investment Strategy.

The stockmarket outlook for early to mid-2019 has deteriorated, but we recommend retaining most current share investments plus a small cash reserve from the recent sale of Technology One shares.

### Investment Outlook.

There are two factors that *lower* our short to medium term expectations for stockmarkets: Firstly, the decline in the US stockmarket is <u>not</u> over (despite widely held expectaions and a "recovery" since Christmas) and secondly, European economic data reported last week deteriorated, putting Europe at risk of a recession during 2019.

The <u>United States stockmarket</u> hit a low on 26 December and has since recovered over 10%. So is the decline over? We believe the answer is a clear "No".

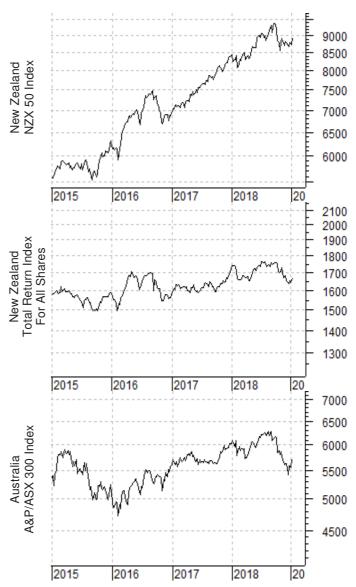
The US stockmarket - especially over-valued growth and Technology stocks - will fall lower. Why? The US economic growth rate peaked in late 2018 and is now *slowing*. Regardless of whatever else happens, companies will report *slower* revenue and profit growth compared with a year earlier when the economy was stronger, boosting revenue and profit growth rates and share valuations.

For example, **Apple Inc** has lowered its guidance for the December 2018 quarter (which will be announced on 29 January). Revenues are expected to be US\$84 billion, down 6-10% on previous guidance and down 4.9% on the same quarter a year earlier. Gross margins will be down slightly from 38.4% to about 38%, reducing the gross margin 5.9% to about \$32 billion. Other expenses will rise 14% to \$8.7 billion while other income will be 27% lower at around \$550 million, reducing pre-tax income 12% to \$23.8 billion. The tax rate will be significantly lower, but net profits will still be down at least 1% to about \$20 billion.

That is not too bad . . . but compares unfavourably with last year's 12.7% revenue and 12.2% profit growth rates . . . and with investors downgrading growth expectations the shares fell 7% on the new guidance. Apple blames the decline on "we did not foresee the magnitude of the economic deceleration, particularly in Greater China" during "the second half of 2018" which was "further impacted by (Continued on Page 12)

#### **Stockmarket Forecasts**

Australia: One-Month 82% (Bullish) 60% (Neutral)
New Zealand: 74% (Bullish) 63% (Bullish)



Page 2 Market Analysis

### Recommended Investments

#### **2018 Annual Returns**

Our *Recommended Portfolio* was down -23.6% in 2018 (i.e. from January 12, 2018 to January 11, 2019).

That under-performed the ASX300 index which was down -5.1% and the NZX50 Index up +6.3% (but including dividends and *imputation credits*).

Cynata Therapeutics was up +121.2%, Mt Gibson Iron +40.7% and Technology One rose +31.5% (through until early December) but that was not enough to offset writing off Quintis and Novarise (-100.0%), Silver Chef down -68.9%, CSG -68.4%, FBR -63.2%, Atlas Pearls -59.5% and other falls by our smaller and medium sized growth companies.

ity Group lifted revenues 3.1%

Smiths City Group lifted revenues 3.1% and returned to a pre-tax profit of \$600,000. A deferred tax provision resulted in a reported *loss* of \$100,000 (although no tax is payable immediately owing to \$7.1 million of carried forward tax losses). No interim dividend will be paid, down from 1.0 cent a year ago.

#### Six Months to 31/10/2018

|                     | Latest    | Previous    | Change |
|---------------------|-----------|-------------|--------|
| Revenues            | \$112.0m  | \$108.6m    | +3.1%  |
| Net Profit          | <\$0.100r | n> \$0.002m | -      |
| Net Cash Surplus    | <\$3.1m>  | \$1.029m    | -      |
| Earnings per share  | -         | -           | -      |
| Dividends per share | -         | 1.0c        |        |

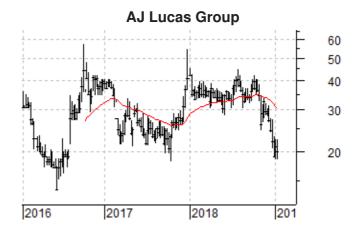
The company reports "acceptable same-store sales growth" and is "encouraged by the sales growth in Auckland stores" although these are "still not yet breaking even".

The Christmas and holiday period are, of course, an important trading period for the company and a trading update for this period is expected in the near future.

#### **Australian Shares**

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

AJ Lucas Group reports that Angus Energy has completed post-test analysis from its 7-day test well in October in the *Balcombe Field Discovery* (in which AJ Lucas and Cuadrilla Resources own a total 75% interest). Recovered water salinity was "significantly higher than any regional trend" leading the company to believe it is "injected brine" from "previous activity at the site" rather than natural "formation water". Angus Energy believes that "continuous oil with a low watercut can be produced from the *Balcombe-2Z* well under normal pumped production conditions" and "now plans to demonstrate commercial oil production".



<u>CardieX Ltd</u>'s associate inHealth Medical Services has signed a *Letter of Intent* with an undisclosed US "leading global electronics and medical device company" to "develop telehealth programs with an initial focus on chronic sleep disorders" and then "across a range of global health products".

This product launch is expected in the current quarter when the "identification of the parties and further details will be provided".



<u>Cynata Therapeutics</u> has announced a deal involving a relatively small investment by the company but where it will retain full commercial rights to develop a therapy with a potential market value of US\$11.6 *billion* (by 2025) in annual revenues. <u>This is a venture that offers very asymmetric</u> returns (i.e. little investment but huge potential returns!) for the company and shareholders.

The Phase 2 clinical study into the use of *Cymerus* MSCs to treat osteoarthritis will be managed by the **University of Sydney** and <u>fully funded by a grant</u> from the Australian **National Health and Medical Research Council**. <u>Cynata Therapeutics' contribution is limited to providing the stem cells required for the trial</u>... but it will "retain full commercial rights to the use of *Cymerus* MSCs in osteoarthritis".

This will be "one of the largest MSC trials ever run" requiring Cynata Therapeutics to "showcase" its technology and "produce MSCs at scale".

January 14, 2019. Page 3

The trial will take place in Sydney and Tasmania, expected to begin in the second half of this calendar year and involve 448 patients with osteoarthritis of the knee. Preclinical research suggests that MSCs will "promote tissue repair, new blood vessel formation and regeneration of compromised cartilage". Patients will be given MSCs or a placebo and clinical outcomes and knee joint structure will be evaluated over a two year period.

A successful trial would create an extremely valuable property for Cynata Therapeutics which it could develop alone or sell to a third party for significant upfront and milestone payments plus receive around a 10% royalty

on annual product sales! The potential market for an osteoarthritis therapy is eight times larger than the company's Critical Limb Ischemia project and about 40 times larger than Graft vs Host Disease!

Cynata Therapeutics completed its Clinical Study Report (CSR) into its Graft vs Host Disease trial and a copy was provided to **Fujifilm** which now has until 19 March 2019 to exercise its option to acquire this project.

The CSR reclassified one patient from "Partial Response" down to "Stable Disease" within the 100 day trial period (although symptoms were "resolved completely" after that date). That still gives extremely good results with 87% partial (Continued on Page 4)

|                   | Portfolio                   | of   | Rec            | OM        | ıme               | end              | led             | I               | nve                | estr              | nei             | nts               |        |
|-------------------|-----------------------------|------|----------------|-----------|-------------------|------------------|-----------------|-----------------|--------------------|-------------------|-----------------|-------------------|--------|
| CURRENT<br>ADVICE | Company                     | U    | Initial Recomn | nendation | Perform-<br>mance | Issued<br>Shares | Vola-<br>tility | Price/<br>Sales | Price/<br>Earnings | Gross<br>Dividend | Recent<br>Share | Cash<br>Dividends |        |
|                   |                             | Code | - Date -       | Price     | Forecast          | (mil.)           | Ratio           | Ratio           | Ratio              | Yield             | Price           | Rec'd             | %      |
|                   |                             |      |                |           |                   |                  |                 |                 |                    |                   |                 |                   |        |
|                   | NZ Shares                   |      |                |           |                   |                  |                 |                 |                    |                   |                 |                   |        |
| HOLD+             | CDL Investments Ltd         | CDI  | 12/01/99       | 25        | D                 | 277.5            | 1.0             | 2.93            | 7                  | 5.9               | 83              |                   | +377%  |
| HOLD+             | Cavalier Corporation        | CAV  | 05/12/95       | 156*      | С                 | 68.7             | 1.4             | 0.26            | 9                  | Nil               | 55              | 282.0             | +116%  |
| HOLD              | Colonial Motor Company      | CMO  | 10/11/92       | 128*      | A                 | 32.7             | 0.4             | 0.28            | 10                 | 8.9               | 783             | 612.8             | +991%  |
| HOLD              | Smiths City Group           | SCY  | 09/10/06       | 64        | E                 | 52.7             | 1.7             | 0.08            | NE                 | 4.3               | 32              | 37.0              | +8%    |
| HOLD              | South Port New Zealand      | SPN  | 13/02/96       | 120       | С                 | 26.2             | 0.4             | 4.25            | 18                 | 5.5               | 660             |                   | +703%  |
| BUY               | Steel & Tube Holdings       | STU  | 08/08/00       | 139*      | D                 | 90.6             | 1.0             | 0.22            | 14                 | 8.2               | 118             | 346.1             | +234%  |
|                   | Australian Shares (in Aust  |      |                |           | _                 |                  |                 |                 |                    |                   |                 |                   |        |
|                   | Acrux Limited               | ACR  | 12/05/14       | 99        | В                 | 166.5            | 2.1             | 8.98            | NE                 | Nil               | 19              | 14.0              | -67%   |
| BUY               | AJ Lucas Group              | AJL  | 13/05/03       | 107*      | E                 | 750.1            | 2.1             | 1.20            | NE                 | Nil               | 20              | 36.4              | -47%   |
| HOLD              | ALS Limited                 | ALQ  | 12/10/99       | 72*       | В                 | 486.8            | 0.5             | 2.37            | 24                 | 2.4               | 701             |                   | +1323% |
| HOLD              | ARQ Group                   | ARQ  | 10/02/04       | 53        | Α                 | 118.9            | 0.7             | 1.15            | 16                 | 5.7               | 194             | 221.5             | +683%  |
| HOLD              | Atlas Pearls & Perfume      | ATP  | 14/05/96       | 73        | D                 | 422.9            | 8.9             | 0.45            | NE                 | Nil               | 2               | 17.5              | -74%   |
| HOLD+             | Brickworks Ltd              | BKW  | ,,             | 1115      | Α                 | 149.8            | 0.3             | 3.03            | 11                 | 3.2               | 1667            | 263.5             | +73%   |
| HOLD              | CardieX Ltd                 | CDX  | 11/11/13       | 15        | С                 | 531.0            | 5.3             | 4.90            | NE                 | Nil               | 4               | Nil               | -75%   |
| HOLD              | CPT Global Ltd              | CGO  | 10/03/08       | 88        | В                 | 37.6             | 2.6             | 0.17            | 7                  | 1.8               | 14              | 19.3              | -62%   |
| HOLD              | CSG Limited                 | CSV  | 11/10/10       | 166*      | С                 | 445.7            | 2.4             | 0.24            | NE                 | Nil               | 15              | 60.5              | -54%   |
| HOLD+             | Cynata Thera.               | CYP  | 13/03/17       | 50        | D                 | 95.1             | 0.9             | NA              | NE                 | Nil               | 131             | Nil               | +161%  |
| HOLD+             | Ellex Medical Lasers        | ELX  | 14/03/06       | 49        | С                 | 143.6            | 1.4             | 1.11            | NE                 | Nil               | 61              | Nil               | +24%   |
| BUY               | Fastbrick Robotics          | FBR  | 07/07/17       | 14        |                   | 1241.7           | 3.7             | NA              | NE                 | Nil               | 7               | Nil               | -50%   |
| HOLD              | Fiducian Group              | FID  | 11/02/08       | 260       | В                 | 31.2             | 0.5             | 2.78            | 14                 | 4.9               | 405             | 105.8             | +96%   |
| HOLD+             | Finbar Group Ltd            | FRI  | 12/04/10       | 106       | В                 | 270.8            | 1.0             | 1.45            | 16                 | 7.4               | 81              | 71.5              | +44%   |
| HOLD              | Ignite Ltd                  | IGN  | 08/04/03       | 82*       | С                 | 89.6             | 4.3             | 0.03            | NE                 | Nil               | 5               | 70.5              | -8%    |
| HOLD              | Iluka Resources Ltd         | ILU  | 12/10/04       | 471       | В                 | 422.4            | 0.5             | 2.94            | 33                 | 4.1               | 757             | 282.0             | +121%  |
| HOLD              | Integrated Research         | IRI  | 14/01/08       | 40        | В                 | 171.8            | 0.6             | 4.05            | 21                 | 3.0               | 215             | 56.0              | +578%  |
| BUY               | McMillan Shakespeare G      | MMS  | 07/11/16       | 1041      | В                 | 83.2             | 0.4             | 2.16            | 13                 | 5.1               | 1423            | 139.0             | +50%   |
| HOLD+             | Michael Hill Int'l Ltd      | MHJ  | 11/06/91       | 4*        | В                 | 387.4            | 1.5             | 0.40            | 7                  | 8.3               | 60              |                   | ⊦3146% |
| HOLD+             | Mt Gibson Iron              | MGX  |                | 44        |                   | 1128.4           | 1.6             | 2.48            | 6                  | 5.2               | 58              | 5.0               | +42%   |
| HOLD              | Onterran Ltd                | OTR  | 16/08/10       | 103*      | С                 | 57.5             | 1.7             | 0.07            | NE                 | Nil               | 32              | Nil               | -69%   |
| HOLD              | Opthea Limited              | OPT  | 10/02/04       | 188       | С                 | 200.6            | 1.5             | NA              | NE                 | Nil               | 64              | 65.0              | -31%   |
| HOLD              | OZ Minerals                 | OZL  | 14/03/16       | 522       | В                 | 322.9            | 0.4             | 2.64            | 12                 | 2.2               | 906             | 48.0              | +83%   |
| HOLD+             | Prophecy International      | PRO  | 08/09/08       | 26        | С                 | 64.0             | 1.8             | 1.62            | NE                 | Nil               | 27              | 24.0              | +96%   |
| HOLD              | Reckon Limited <sup>1</sup> | RKN  | 08/08/16       | 141       | В                 | 113.3            | 1.0             | 1.59            | 35                 | 4.3               | 69              | 8.0               | -31%   |
| BUY               | Silver Chef Ltd             | SIV  | 13/11/17       | 740       | Α                 | 39.3             | 0.6             | 0.29            | 17                 | 4.7               | 214             | 10.0              | -70%   |
| BUY               | The Reject Shop Ltd         | TRS  | 11/01/05       | 257       | В                 | 28.9             | 0.7             | 0.10            | 5                  | 12.8              | 273             | 510.5             | +205%  |
| BUY               | Village Roadshow            | VRL  | 10/08/09       | 71 *      | В                 | 194.3            | 0.6             | 0.40            | NE                 | Nil               | 286             | 284.3             | +703%  |

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +260.4%. This is equal to an average annual rate of +21.9%, based upon the length of time each position has been held.

The average annual rate of gain of ALL recommendations (both the 34 current and 169 closed out) is +28.7%, compared with a market gain of +3.7% (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> Reckon Ltd's return includes 1/3 share of GetBusy (GETB) worth 34 pence (60.5 Aust cents).

#### **Recommended Investments**

(Continued from Page 3)

response and 53% complete response and 87% survival by Day 100 (compared with an expected 90% mortality rate within one year).

The planned Critical Limb Ischemia Phase 2 clinical trial now plans to recruit about 90 patients (from initial plans of 48-96 patients) and Cynata Therapeutics is currently "reviewing proposals from contract research organisations to undertake the trial".

Cynata Therapeutics also reports receiving a *Notice* of *Allowance* from **IP Australia** for a patent application covering its *Cymerus* technology. An Australian patent is expected to be issued in April 2019, expiring on 23 March 2034. This technology is already protected by similar patents in the United States and Europe.



**<u>Fiducian Group</u>** has acquired a Geelong, Victoria, based financial planning business with \$160 million of Funds under Advice. This acquisition will cost "up to \$2.4 million" payable over an undisclosed period.



**Finbar Group** has completed its 100% owned *Reva* project in South Perth "on schedule and on budget". \$31.7 million (i.e. 64.2%) of this \$49.4 million "boutique, luxury development" was pre-sold and settlements will begin at the end of January.

88% of the 42 apartments were pre-sold but only two of the 18 commercial lots.

The company reports "the recent improvement in market conditions is seeing the gradual return of investors to the Perth property market". 45% of sales were to investors, with 82% of sales to buyers in Western Australia.

Finbar Group expects to complete the Vue and

*Palmyra Apartment* developments this financial year (i.e. before 30 June 2019) and will begin construction of the *One Kennedy* development in Maylands in March.

Finbar Group has also announced an on-market buyback of up to 20 million shares over the next year. The company has no debt on completed (but unsold) stock and expects strong cashflows over coming months from property settlements. The business is "trading in a more favourable environment than it has for the past five years" and the shares are trading on-market at "below net tangible asset backing and at a significant discount to the intrinsic value of the business".



Integrated Research anticipates a strong result for the half year to 31 December 2018. Revenues are expected to be 7-11% higher at \$49.0-50.5 million, with net profits up 19-26% at \$11.1-11.7 million. Licence sales should be up 17-23% to \$30-31.5 million.

The company reports "a return to growth" from European operations plus "a significant contribution" from Payments products.



Mt Gibson Iron's Koolan Island project remains on track. Initial waste mining commenced in early November and the first high grade ore will be extracted in February and sold in late March. Insurance cover for the site, including the seawall, has been obtained "in line with budget estimates". The company owns and operates nine haul trucks and three excavators on site and will hire four additional haul trucks from February for the first 2-3 years to help with the higher rock movement over that period.

The renovation of the accommodation camp is almost completed and 80% of the site-based employee and contractors have been recruited.

January 14, 2019. Page 5

# 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<br>Price  | STREM<br>Cur-<br>rent  | IGTH R<br>4-Wk<br>Chg.  | ATING<br>Rank<br>0-99                                    | Insider<br>Buy-Sell  | Following  | Price<br>to<br>NTA   | Return<br>on<br>Equity  | Vola-<br>til-<br>ity   | Price<br>Earn.<br>Ratio                | Divi-<br>dend<br>Yield                        | Price<br>Sales<br>Ratio  | Market<br>Cap'n  | Cor  | npany   | Share<br>Price                                       | STREM<br>Cur-<br>rent  | IGTH R<br>4-Wk<br>Chg.   | ATING<br>Rank<br>0-99  | Insider<br>Buy-Sell                           | Brokers<br>Following  | Price<br>to<br>NTA  | Return<br>on<br>Equity  | Vola-<br>til-<br>ity  | Price<br>Earn.<br>Ratio  | Divi-<br>dend<br>Yield  | Price<br>Sales<br>Ratio  | Market<br>Cap'n  |
|---|---|--|---|--|--|--|--|---|--|--|---|--|--|--|---|--|--|--|--|---|-----------------------|---|---|---|--|---|--|--|
| Tegel Group   | 203<br>783<br>180<br>2100<br>122  | +0.6<br>+0.0<br>+0.0<br>+1.9<br>+3.9   | -0.3<br>-2.1<br>+0.0<br>-3.6<br>-1.1  | 28<br>33<br>38<br>21<br>13                               | 0-0<br>2-0<br>0-0<br>0-0<br>0-0                                    | 6 6 5  | 1.5<br>1.3<br>0.7<br>2.7<br>0.9  | 5<br>13<br>6<br>13<br>5   | 0.7<br>0.4<br>0.7<br>0.5<br>1.0                                    | 31<br>10<br>13<br>21<br>17             | 8.9<br>2.3<br>3.6                             | 0.23<br>0.28<br>0.29<br>0.42<br>0.71   | 700<br>256<br>211<br>3,203<br>434  | ER<br>Au<br>NZ<br>Blis<br>Se<br>CD                         | set Plus<br>IOAD Ltd<br>gusta Capital<br>Exchange Ltd<br>s Technology<br>aDragon Ltd<br>IL Investments  | 57<br>243<br>105<br>99<br>2<br>0<br>83               | -1.1<br>-20.2<br>-4.2  | +2.0<br>-0.4   | 44<br>90<br>45<br>64<br>45<br>96<br>61   | 0-0<br>1-0<br>0-0<br>0-1<br>0-0<br>0-0<br>0-0 | 2 3                   | 5.0<br>0.8<br>1.2   | 9<br>21<br>-<br>- 1   |   | 30<br>NE<br>12<br>18<br>NE<br>NE<br>7  | Nil<br>Nil<br>5.9   | 5.53<br>4.47<br>3.94<br>3.53<br>3.53<br>2.98<br>2.93   | 92<br>146<br>92<br>266<br>20<br>9<br>230   |
| BEST PERFORMIN<br>Rakon Ltd<br>Tegel Group<br>Cavalier Corp<br>Col Motor Co<br>T&G Global   | 31  | +10.4<br>+3.9<br>+0.7<br>+0.0  |   | gest 8<br>5<br>13<br>27<br>33<br>38                      | 2-0<br>0-0<br>2-0<br>2-0<br>2-0<br>0-0                             | 5 -  |  | 11<br>5<br>6<br>13  | 1.3<br>0.7<br>1.1<br>0.3<br>0.5                                    | 7<br>17<br>9<br>10                     | Nil<br>8.6<br>Nil<br>8.9<br>2.3               | 0.70<br>0.71<br>0.26<br>0.28<br>0.29   | 71<br>434<br>38<br>256<br>211  | Mo<br>Ve<br>Sy<br>Sk                                       | o Ltd a Group Ltd ctor Ltd nlait Milk y City Ltd lennium & C.   | 15<br>48<br>330<br>927<br>362<br>290                 | -0.9<br>-8.6<br>-5.9   | +0.0<br>+3.9<br>-0.8<br>-1.8<br>-1.6<br>-2.1   | 78<br>48<br>43<br>79<br>70<br>50   | 0-0<br>1-0<br>1-0<br>0-1<br>0-0<br>0-0        | 4<br>5<br>9           | 3.3<br>4.7<br>1.4<br>5.3<br>2.1<br>0.8  | 6<br>13<br>15   | 1.5<br>0.8<br>0.4<br>0.3<br>0.4<br>0.3  | NE<br>NE<br>22<br>39<br>15   | Nil<br>6.8<br>Nil<br>7.7  | 2.88<br>2.51<br>2.48<br>2.48<br>2.48<br>2.45   | 12<br>26<br>3,300<br>1,357<br>2,463<br>459   |
| INCOME SHARES:  | : High  | est Yie  | ds, Ca  | apitali  | sation   | > N  | Z\$100   | ) milli   | on   |  |   |  |  | W  | ORST PERFOR   | MING S   | SHARE  | <b>S</b> : We  | akes   | t Shai  | res, P                | '/S R   | atio >  | 0.25,   | Yield  | l < Tw  | ice Av   | erage  |
| Metro Per Glass Hallenstein G. AMP Limited Air New Zealand NZME Limited Warehouse Group NZ Refining Co Sky Network TV Kathmandu Ltd Marlin Global  INSIDER BUYING: Port Tauranga Rakon Ltd Col Motor Co Cavalier Corp IkeGPS Limited Argosy Property Chorus Ltd | 56<br>424<br>272<br>316<br>55<br>203<br>237<br>198<br>225<br>85<br>Most<br>505<br>31<br>783<br>55 | -15.6<br>-3.6<br>-20.1<br>-2.7<br>-17.3<br>+0.6<br>-4.3<br>-6.7<br>-5.4<br>-2.0<br>Insider<br>+0.2<br>+10.4<br>+0.0<br>+0.7<br>+16.6 | -5.3<br>-7.6<br>-1.0<br>+2.0<br>-1.7<br>-0.3<br>-1.9<br>-1.0<br>-5.7<br>-3.1<br>Buyin<br>-1.1 | 94<br>60<br>95<br>54<br>94<br>28<br>62<br>74<br>68<br>51 | 5-0<br>0-2<br>0-0<br>1-4<br>1-0<br>0-0<br>0-0<br>1-0<br>0-0<br>0-0 | 5<br>- 9<br>7<br>2<br>6<br>3<br>7<br>4<br>Stre<br>6<br>6 | 0.7<br>3.7<br>1.0<br>1.6<br>0.4<br>1.5<br>0.9<br>0.8<br>0.0<br>0.8<br>0.0<br>0.8 | 14<br>40<br>12<br>18<br>7<br>5<br>10<br>12<br>0<br>20<br>8<br>11<br>13<br>6 | 1.0<br>0.5<br>0.6<br>0.5<br>1.0<br>0.5<br>0.4<br>0.6<br>0.8<br>0.7 | 9<br>8<br>9<br>5<br>31<br>9<br>6<br>10 | 14.4  | 0.55<br>0.90<br>1.12<br>0.42<br>0.28<br>1.80<br>0.92<br>1.02<br>N/A<br>N/A<br>0.70<br>0.28<br>0.26<br>7.61<br>9.76<br>2.08 | 104<br>251<br>7,849<br>3,548<br>108<br>700<br>741<br>770<br>507<br>101<br>3,435<br>71<br>256<br>38<br>59<br>992<br>2,059 | Vit. Se Se Fle FR Ab Z E Pyi Me Tei Str Ge Co To PG Jus Sy | al Health PT alDragon Ltd eka Kiwifruit tcher Build. OAD Ltd ano Health. Energy Ltd ne Gould Corp procer Group amTalk Ltd zsoft Sol'ns ide Property intech Group mvita urism Hold. iG Wrightsons st Water Int. nlait Milk o Ltd | 206<br>0<br>427<br>494<br>243<br>660<br>561<br>24    | -58.3<br>-20.2<br>-14.2<br>-13.0<br>-12.9<br>-12.8<br>-10.6<br>-10.2<br>-9.8 | +0.0<br>+2.0<br>-4.5<br>-2.9<br>-3.2<br>-3.1<br>-2.9<br>-4.5<br>+1.4<br>-1.1<br>+0.5 | 98<br>96<br>92<br>91<br>90<br>89<br>88<br>87<br>85<br>84<br>83<br>82<br>81<br>80<br>79<br>78 | 0-0<br>0-0<br>1-0                             | 4<br>                 | 1.0<br>0.8<br>0.8<br>1.0<br>3.2<br>1.1<br>2.6<br>0.6<br>3.2<br>0.7<br>2.5<br>1.0<br>3.6<br>1.1<br>2.5 | 25<br>- 1<br>6 7<br>7 31<br>20 15<br>- 13<br>10 4<br>25 6<br>14<br>13 | 0.3<br>11.2<br>0.5<br>0.7<br>0.8<br>0.4<br>0.5<br>1.0<br>0.7<br>0.5<br>0.3<br>0.3<br>0.4<br>0.4 | 4<br>NE<br>13<br>NE<br>NE<br>15<br>9<br>3<br>NE<br>5<br>NE<br>5<br>NE<br>8<br>36 | 4.1<br>Nil<br>7.2<br>Nil<br>Nil<br>7.6<br>8.0<br>Nil<br>Nil<br>Nil<br>6.7<br>3.2<br>1.2<br>7.5<br>3.4<br>7.7<br>Nil | 9.61<br>2.98<br>0.40<br>0.44<br>4.47<br>0.68<br>0.49<br>1.08<br>0.49<br>0.60<br>1.12<br>9.41<br>5.72<br>1.22<br>2.25<br>0.32<br>1.88<br>2.48 | 888<br>9<br>75<br>4,202<br>146<br>171<br>2,244<br>50<br>14<br>20<br>16<br>696<br>430<br>217<br>616<br>385<br>31<br>1,357<br>12 |
| Chorus Ltd<br>Contact Energy  | 480<br>606  |  | -2.3<br>+0.3  | 11<br>22   | 3-1<br>4-2   |  | 1.6  |   | 0.5  | 33                                     | 7.3   | 2.08   | 2,059<br>4,341   |  | o lita<br>X Aust MidCap   |  | -8.1<br>-7.0   | +0.0   | 78<br>77   | 0-0   |                       | 1.0   |   | 0.4   | NE<br>7  | NII<br>3.1  | 2.88<br>N/A  | 12<br>93   |
| Infratil NZ<br>Mercury NZ   | 369<br>360  | +3.4   | +0.0<br>+1.2  | 16<br>15   | 1-0<br>1-0   | -  | 1.1<br>1.5   | 3   | 0.4  | 34<br>22                               | 6.3   | 1.19   | 2,067<br>5,040   | INS  | SIDER SELLING Milk Company  | G: Most  |  |  | ng, Re   |   |                       | ngth  | < 0   |   | 266  | Nil   | N/A  | 8,081  |
| OVER-VALUED SH  |   | -  |   |  |  |  | *  |   | ,  | ,                                      |   |  |  | F 8  | R P Health.   | 1360   | -5.4   | -2.0   | 67   | 1-7   | 8 1                   | 1.7   | 26  | 0.2   | 46   | 2.2   | 8.63   | 7,716  |
| MetLifeCare<br>Vital Health PT<br>Stride Property<br>F & P Health.<br>Kiwi Property<br>Kingfish Ltd<br>Gentech Group  | 528<br>206<br>191<br>1360<br>139<br>135<br>514  | -6.7<br>-58.3<br>-9.5<br>-5.4<br>-0.3<br>-1.7<br>-9.4  | +1.9<br>-2.0<br>-0.3  | 75<br>98<br>83<br>67<br>42<br>48<br>82                   | 5-0<br>0-0<br>0-0<br>1-7<br>0-2<br>0-0<br>0-3                      | 4<br>-<br>8<br>7<br>-                                    | 0.8<br>1.0<br>1.0<br>11.7<br>1.0<br>1.0<br>3.6                                   | 25<br>13  | 0.5<br>0.4<br>0.3<br>0.2<br>0.4<br>0.5<br>0.3                      | 9<br>4<br>8<br>46<br>16<br>10<br>36    | 1.9<br>4.1<br>6.7<br>2.2<br>6.9<br>8.3<br>3.2 | 9.78<br>9.61<br>9.41<br>8.63<br>7.89<br>7.75<br>5.72   | 1,125<br>883<br>696<br>7,716<br>1,967<br>213<br>430  | Air<br>Ry<br>Kiv<br>Ha<br>Sc<br>NZ                         | ntech Group<br>New Zealand<br>man Health.<br>vi Property<br>Illenstein G.<br>ales Corp Ltd<br>Oil & Gas<br>nlait Milk   | 514<br>316<br>1124<br>139<br>424<br>438<br>49<br>927 | -4.3<br>-0.3<br>-3.6<br>-3.0<br>-5.5   | -6.1<br>+2.0<br>-4.3<br>-0.3<br>-7.6<br>-2.2<br>-3.1<br>-1.8                         | 82<br>54<br>63<br>42<br>60<br>56<br>68<br>79   | 0-3<br>1-4<br>1-4<br>0-2<br>0-2<br>0-1<br>0-1 | 7<br>5<br>7<br>-<br>2 | 2.9<br>1.0<br>3.7<br>2.8<br>0.6   | 18<br>17<br>6<br>40<br>14   | 0.7   | 17<br>16   | 11.4<br>1.8<br>6.9<br>14.4<br>6.0<br>Nil  | 5.72<br>0.42<br>N/A<br>7.89<br>0.90<br>1.54<br>2.30<br>2.48  | 430<br>3,548<br>5,620<br>1,967<br>251<br>615<br>82<br>1,357  |

62%Fe ore prices remain high at around US\$74/tonne, with higher grade 65%Fe trading at around a 20% premium.



<u>Village Roadshow</u> has refinanced its existing bank debt facilities and now has a 5-year \$110 million facility and a 3-year \$230 million revolving facility.



Page 6 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.

| Company                            | Share Cur- 4-Wk Rank 250 Share rent Chg. 0-99                          | NOE<br>Notatility<br>P.E. Ratio<br>Div Yield<br>P.S. Ratio | Company Share Cur- 4-Wk Rank Pack Specific and Specific a |
|------------------------------------|--|--|--|
|                                    | SHARES: Lowest Price/Sales, Yld > 0, Rel Stre                          | 0  | Centuria Metro. 234 -1.2 -1.4 26 0-0 4 0.0 1.0 15 0.3 7 7.7 7.46 834<br>Navigator Gl In 282 -9.1 -6.9 54 0-1 3 0.2 0.1 0 0.5 15 7.7 4.07 457   |
| Ashley Services<br>ERM Power Ltd   |  | 3 1.7 8 9.3 0.12 39<br>- 0.8 NE 4.6 0.12 410               | Navigator Gl In 282 -9.1 -6.9 54 0-1 3 0.2 0.1 0 0.5 15 7.7 4.07 457<br>Super Retail Gr 644 -9.2 -5.0 54 9-0 12 9.4 18.9 - 0.4 10 7.6 0.49 1,271   |
| Ruralco Hold.                      | 307 +1.3 +0.7 14 1-0 3 - 3.9 3   | 1 0.4 13 4.9 0.17 322                                      |  |
| Cellnet Group<br>Joyce Corp.       | 40 +0.8 -8.2 16 0-0 1.4 2<br>154 +0.1 -1.8 18 2-0 4.4 6                |  | INSIDER BUYING: Most Insider Buying, Relative Strength > 0  Terracom Ltd 66 +14.4 -13.4 4 15-0 - 0.1 0.8 NE Nil 1.69 262   |
| TransMetro Corp                    | 108 +0.1 -0.0 19 0-0 1.2 2   |  | Academies Aust. 39 +6.4 +0.5 8 14-0 39.0 - 0.6 12 3.8 0.84 51  |
| Enero Group Ltd                    | 111 +1.7 -4.5 14 2-0 1 - 4.6 4   |  | G8 Education 277 +5.3 +7.4 9 10-0 12 4.4 0.3 15 8.7 1.57 1,261   |
| Graincorp                          |  | 5 0.3 29 1.8 0.48 2,037                                    | Central Petrol. 17 +5.0 +0.3 9 9-0 1.2 NE Nil 3.34 117   |
| Jiancheng Int'l<br>Austal Limited  | 61 +0.1 -0.9 18 0-1<br>196 +1.8 -0.9 13 1-1 3 0.2 -                    | - 1.1 5 3.8 0.49 38<br>- 0.6 17 2.6 0.49 688               | Polynovo Ltd 61 +7.0 -1.0 7 9-0 1 0.7 30.5 - 0.6 NE Nil N/A 403<br>Bid Energy Ltd 136 +20.5 -0.1 3 8-0 - 0.0 0.6 NE Nil N/A 148  |
| Korvest Ltd                        |  | 5 0.5 20 4.8 0.49 28                                       | Freelancer Ltd 85 +34.4 +8.2 1 8-0 2 - 85.0 - 0.5 NE Nil 7.72 389  |
| People Infra.                      | 179 +4.9 -8.1 10 2-0 2   | - 0.8 23 2.2 0.53 115                                      | Equity Trustees 2399 +4.2 -0.2 10 8-0 2 0.0 13.9 56 0.3 25 3.4 5.52 490  |
| Bisalloy Steel                     | 107 +2.8 +2.9 12 0-0 2.2 1   |  | Starpharma Hold 116 +1.6 -10.5 14 9-1 1 2.3 6.8 - 0.4 NE Nil N/A 429   |
| Universal Coal<br>Legend Corp.     | 34 +12.2 -2.0 5 1-0 1 - 2.8 5<br>32 +7.4 -9.3 7 0-0 - 3.6 3            | 7 1.3 5 6.0 0.55 175<br>1 1.4 12 4.5 0.60 69               | APN Property 45 +0.8 -0.2 16 7-0 1.3 12 0.6 10 5.1 5.01 140 VGI P. Global 233 +0.3 -2.3 17 7-0 0.4 19 Nil N/A 641  |
| Globe Int'l Ltd                    | 230 +25.7 -7.9 2 1-0 2.8 2   |  | Devex Resources 5 +11.0 -7.3 5 7-0 1.8 NE Nil N/A 4  |
| Inghams Group                      | 415 +7.0 -0.1 7 0-0 9 13.8 7.2 2                                       |  | PPK Group Ltd 57 +48.8 +9.2 0 7-0 3.2 - 0.5 NE Nil 1.01 35   |
| Woolworths Grp<br>Greencross Ltd   | 2964 +1.1 +1.2 15 2-0 14 2.7 12.8 5<br>545 +9.7 +5.4 6 5-0 8 3.9 -     | 3 0.3 24 3.1 0.6839,048<br>- 0.4 27 2.8 0.74 657           | Mt Gibson Iron 58 +10.8 +1.0 5 6-0 2 0.2 1.5 24 1.0 6 5.2 2.48 649  Bowen Coking C. 2 +4.3 +6.0 10 6-0 2.6 NE Nil N/A 11   |
| Academies Aust.                    |  | - 1.2 12 3.8 0.84 51                                       | Acrow Formwork 47 +18.4 -14.1 3 6-0 2 0.6 7 1.1 4.87 82  |
| Zimplats Hold.                     |  | 0 0.5 187 13.2 0.85 667                                    | Duxton Water 149 +6.7 +0.5 8 6-0 2 - 1.4 3 0.4 52 1.5 N/A 159  |
| Baby Bunting Gr                    | 211 +6.4 -7.6 8 2-1 4 0.3 5.9 1  |  | Helloworld Trav 551 +8.3 -4.0 7 8-2 4 0.3 0.2 21 3.3 2.10 686  |
| Collins Foods<br>NRW Holdings      | 606 +8.9 -4.1 6 1-2 5 0.0 -<br>171 +1.5 -9.0 14 0-0 6 1.8 2.8 1        | - 0.3 22 2.8 0.92 706<br>9 1.1 15 1.2 0.92 643             | TZ Limited 23 +4.6 +4.3 10 5-0 - 22.5 - 1.6 NE Nil 0.91 16 Vocus Group Ltd 322 +11.5 -4.0 5 5-0 11 5.4 - 0.4 16 Nil 1.06 2,004   |
| Rhipe Limited                      | 137 +7.1 -0.0 7 0-4 5 - 9.1 1  |  | Vicinity Centre 265 +0.3 -0.0 17 5-0 12 1.0 0.9 11 0.2 8 6.2 7.6810,166  |
| Waterco Ltd                        |  | 6 0.6 22 2.2 0.98 86                                       | Probiotec Ltd 153 +8.0 -2.2 7 5-0 0.6 27 1.8 1.26 96   |
| Grange Resource<br>Q.B.E. Insur.   | 21 +2.3 -4.0 13 1-0 0.7 1<br>1050 +0.8 -3.7 16 0-0 10 2.6 1.6          | 3 1.9 4 4.8 0.98 243<br>- 0.4 NE 2.5 0.9913,951            | Love Group Glob 10 +14.6 +1.7 4 5-0 2.0 - 1.4 NE Nil 1.08 4 Greencross Ltd 545 +9.7 +5.4 6 5-0 8 3.9 0.2 27 2.8 0.74 657   |
| Q.D.L. IIISUI.                     | 1030 +0.0 -3.7 10 0-0 10 2.0 1.0                                       | - 0.4 NL 2.3 0.9913,931                                    | Memphasys Ltd 3 +51.2 +13.1 0 4-0 2.2 NE Nil N/A 1   |
| BEST PERFORM                       | NG SHARES: Strongest Shares, P/E < 20, P/S                             | < 1.0  | Kina Securities 98 +1.5 -5.8 14 4-0 1 0.0 2.7 15 0.6 18 10.2 3.14 161  |
| Saferoads Hold.                    |  | 6 0.9 17 Nil 0.64 12                                       | Tassal Group 455 +1.4 -0.4 14 4-0 5 0.9 1.8 13 0.2 14 3.5 1.59 807   |
| Globe Int'l Ltd<br>Jiajiafu Modern | 230 +25.7 -7.9 2 1-0 2.8 2<br>16 +14.2 +9.0 4 1-1                      | 5 0.5 11 4.8 0.65 95<br>- 1.7 2 Nil 0.25 13                | Aims Property 156 +0.3 -3.8 18 4-0 0.7 15 0.3 5 1.8 N/A 69 AVA Risk Group 19 +14.3 -10.2 4 4-0 1.7 - 1.2 NE Nil 2.02 40  |
| Universal Coal                     | 34 +12.2 -2.0 5 1-0 1 - 2.8 5  |  | Veem Limited 52 +2.9 -2.6 12 4-0 3.7 15 0.7 25 3.1 1.66 68   |
| Ashley Services                    | 27 +7.5 -7.4 7 1-0 2.3 2   |  | Graincorp 890 +4.6 +2.8 10 4-0 10 1.1 1.5 5 0.1 29 1.8 0.48 2,037  |
| Legend Corp.                       | 32 +7.4 -9.3 7 0-0 3.6 3<br>39 +6.4 +0.5 8 14-0 39.0                   | 1 1.0 12 4.5 0.60 69<br>- 0.8 12 3.8 0.84 51               | Ad Braking Tech 2+131.0+123.5 0 4-0 2.8 NE Nil 6.06 42 Wollongong Coal 1 +1.9 +4.6 13 4-0 5.1 NE Nil 2.74 75   |
| Academies Aust.<br>Vietnam Indust. | 30 +6.0 +5.2 8 0-0 0.9   |  | Wollongong Coal 1 +1.9 +4.6 13 4-0 5.1 NE Nil 2.74 75 Integral Diag. 251 +1.1 -1.9 15 6-2 0.3 24 3.2 1.92 390  |
| OM Holdings                        | 125 +3.2 -9.4 11 0-0 - 0.0 5.2 5                                       |  | Aurelia Metals 75 +15.0 -8.6 4 3-0 1 0.5 0.5 6 Nil 2.58 651  |
| Bisalloy Steel                     | 107 +2.8 +2.9 12 0-0 2.2 1   |  | Breaker Res NL 36 +3.5 +0.4 11 3-0 - 0.3 0.6 NE Nil N/A 65   |
| Grange Resource<br>Austal Limited  | 21 +2.3 -4.0 13 1-0 0.7 1<br>196 +1.8 -0.9 13 1-1 3 0.2 -              | 3 1.4 4 4.8 0.98 243<br>- 0.4 17 2.6 0.49 688              | GPT Group 548 +3.3 +1.3 11 3-0 13 0.9 1.1 14 0.2 8 4.5 N/A 9,891 Jindalee Res. 28 +0.1 +0.7 18 3-0 0.9 NE Nii N/A 10   |
| Enero Group Ltd                    | 111 +1.7 -4.5 14 2-0 1 - 4.6 4   |  | Galilee Energy 61 +13.0 -12.2 5 3-0 1 0.0 0.7 NE Nil N/A 138   |
| NRW Holdings                       | 171 +1.5 -9.0 14 0-0 6 1.8 2.8 1                                       |  | Clover Corp. 136 +1.4 -5.1 14 3-0 1 0.0 8.0 27 0.6 29 1.3 3.55 224   |
| Ruralco Hold.<br>Cellnet Group     | 307 +1.3 +0.7 14 1-0 3 - 3.9 3<br>40 +0.8 -8.2 16 0-0 - 1.4 2          |  | Infomedia Ltd 123 +3.1 -6.0 12 3-0 3 - 40.8 - 0.5 29 2.5 5.20 381  Advance NanoTek 116 +17.7 -6.3 3 3-0 0.5 22 Nii 9.34 67   |
| Realm Resources                    | 9 +0.3 -0.1 17 0-0   | - 1.8 0 Nil 0.06 21  | Watermark Glb. 99 +2.0 +3.1 13 3-0 0.9 - 0.3 NE 0.8 N/A 75   |
| Jiancheng Int'l                    | 61 +0.1 -0.9 18 0-1  | - 0.8 5 3.8 0.49 38  | Regis Resources 473 +1.4 +5.0 14 3-0 14 1.7 9.1 66 0.3 14 3.4 3.93 2,401   |
| Joyce Corp.                        |  | 3 0.5 6 1.9 0.44 42  | Resonance Hith 10 +72.7 +46.6 0 3-0 1.6174 Nil N/A 39  |
| TransMetro Corp                    | 108 +0.1 -0.0 19 0-0 1.2 2   | 5 0.5 5 4.6 0.44 14  | Farmaforce Ltd 12 +11.5 -0.4 5 3-0 1.3 NE Nil 2.16 15 Scottish Pac. 440 +15.4 -4.1 4 3-0 3 - 3.3 18 0.3 18 4.3 4.12 612  |
| INCOME SHARES                      | : Highest Yields, Capitalisation > A\$250 million                      |  | Kore Potash plc 14 +13.3 +14.8 4 3-0 1.2 NE Nil N/A 108  |
| Wagners Hold.                      | 323 -11.7 -5.2 61 0-0 4 3.1 -  | - 0.5 21 15.5 2.21 521                                     | Boadicea Res. 18 +15.0+17.1 4 3-0 1.1 NE Nil N/A 10 Korvest I trl 252 +3 7 -1 8 11 3-0 1 - 10 5 0.3 20 4 8 0.49 28   |
| Zimplats Hold.<br>WPP AUNZ Ltd     | 620 +0.5 -0.3 16 0-0 0.5<br>54 -22.4 -4.1 85 2-0 1 0.6 -               | 0 0.4 187 13.2 0.85 667<br>- 0.8 6 11.8 0.45 456           | Korvest Ltd 252 +3.7 -1.8 11 3-0 1 - 1.0 5 0.3 20 4.8 0.49 28 Venus Metals 17 +4.5 -7.6 10 4-1 1.4 NE Nil N/A 15   |
| AMP Ltd                            | 254 -19.1 -0.7 80 0-0 13 6.8 1.8 2                                     |  | Pacific Energy 60 +1.6 +1.1 14 2-0 2 - 1.7 4 0.5 38 2.5 3.75 255   |
| Genworth Mort.                     | 212 -8.5 -1.3 52 2-0 3 6.7 0.5   |  | Huon Aquacult. 472 +0.1 -0.8 18 2-0 5 0.7 1.4 9 0.3 16 2.1 1.30 412  |
| Asaleo Care Ltd<br>Automotive Hold | 90 -10.9 +7.7 59 0-0 5 1.3 4.7 5<br>148 -22.7 -2.0 85 6-0 11 5.3 1.7 1 | 5 0.8 9 11.1 0.83 489<br>1 0.5 15 11.0 0.08 491            | Lion Selection 40 +5.9 +4.3 8 2-0 1.0 - 0.8 NE Nil N/A 59 Soul Pattinson 2616 +12.4 -6.0 5 2-0 1 1.1 2.1 11 0.1 19 2.1 5.33 6,263  |
| Centuria Cap'l                     | 128 -3.3 -0.4 35 0-0 1.6 2   |  | BIR Financial 18 +25.1 -14.6 2 2-0 0.9 3 Nil 2.47 7  |
| IOOF Holdings                      |  | - 0.3 20 10.2 2.02 1,857                                   | Orminex Ltd 23 +29.5 -28.5 1 2-0 1.7 NE Nil N/A 124  |
| Harvey Norman                      | 324 -5.9 -0.7 44 4-3 11 9.3 -<br>282 -18.9 -1.8 79 3-1 12 4.2 1.4 1    | - 0.3 10 9.3 1.84 3,822                                    | Chant West Hold 6 +11.3 -0.6 5 2-0 1.8 NE Nil 0.93 7   |
| C.S.R. Ltd<br>Platinum Asia I      | 282 -18.9 -1.8 79 3-1 12 4.2 1.4 1<br>111 -6.9 -0.8 47 0-0 1.0 1       | · · · · · · · · · · · · · · · · · · ·                      | White Energy Co 7 +7.7 -8.8 7 2-0 1.6 NE Nil N/A 46<br>Anteo Diagnost. 2 +9.7 +8.4 6 2-0 1.8 - 3.3 NE Nil N/A 21   |
| Cadence Capital                    |  | 2 0.5 6 8.8 3.61 288                                       | Orbital Corp 40 +1.3 -4.6 15 2-0 1.6 12 0.7 14 Nil 1.47 31   |
| Servcorp Ltd                       |  | 4 0.4 29 8.7 0.94 290                                      | Cooper Energy 45 +4.0 -3.0 10 2-0 4 4.7 2.0 8 0.7 27 Nil N/A 730   |
| G8 Education<br>Perpetual Ltd      | 277 +5.3 +7.4 9 10-0 12 4.4 -<br>3174 -13.5 -3.1 66 2-1 11 4.5 5.2 4   | - 0.4 15 8.7 1.57 1,261<br>9 0.3 11 8.5 2.74 1,478         | Temple Webster 94 +17.7 -12.1 3 2-0 2 - 47.0 - 0.5 NE Nil 1.41 102<br>Eureka Group 27 +0.1 -2.6 18 2-0 0.9 - 0.8 NE Nil 2.75 62  |
| Cromwell Prop.                     |  | 1 0.4 10 8.4 4.45 2,216                                    | Autero Minerals 1 +4.1+22.5 10 2-0 6.5 NE Nil N/A 4  |
| Adairs Limited                     | 178 -11.2 -6.0 60 1-6 4 0.6 -  | - 0.5 10 8.2 0.94 294                                      | Dragontail Sys. 17 +15.4 -2.1 4 2-0 8.5 - 1.1 NE Nil N/A 36  |
| Nat'l Aust Bank                    | 2455 -7.8 -1.2 50 0-1 14 0.7 1.5 1 130 -7.4 -3.6 49 4-0 3 0.8 2.6 3    |  | People Infra. 179 +4.9 -8.1 10 2-0 2 0.5 23 2.2 0.53 115<br>Lefroy Explor. 18 +3.1 -3.7 12 2-0 0.9 NE NII N/A 10   |
| Aust Finance Gr<br>Nick Scali Ltd  |  | 1 0.5 8 8.0 0.46 279<br>0 0.3 10 7.9 1.63 409              | Lefroy Explor. 18 +3.1 -3.7 12 2-0 0.9 NE Nil N/A 10<br>Zip Co Ltd 107 +2.6 -2.9 12 2-0 3 0.4 0.5 NE Nil 8.05 323  |
| Aventus Retail                     |  | 2 0.4 8 7.8 6.32 1,110                                     | Healthscope 226 +1.2 +1.6 15 2-0 11 0.5 0.6 52 3.0 1.68 3,935  |
|                                    |  |  |  |

January 14, 2019. Page 7

# "Insider" Trades in NZ Shares

The table below shows the number of Purchases and Sales of a company's shares by its Directors over the last twelve months (excluding "Neutral" situations where the number of Buyers and Sellers were equal). Shares where many "insiders" have been buying can outperform the market for up to two years, while shares where many "insiders" have sold can under-perform for a similar period.

### "Insider" Indicators

Last 5 wks: 63.6% Buyers Last 13 wks: 63.5% Buyers

| Company E       | Insider<br>Buyers-<br>Sellers | Company          | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers |
|-----------------|-------------------------------|------------------|-------------------------------|-----------------|-------------------------------|-----------------|-------------------------------|-----------------|-------------------------------|
| A2 Milk Company | 0-10                          | Contact Energy   | 4-2                           | IkeGPS Limited  | 2-0                           | NZ King Salmon  | 6-0                           | Skellerup Hold. | 0-3                           |
| AWF Madison Grp | 2-0                           | Delegat Group    | 0-1                           | Infratil NZ     | 1-0                           | NZ Oil & Gas    | 0-1                           | Sky Network TV  | 1-0                           |
| Air New Zealand | 1-4                           | <b>EROAD Ltd</b> | 1-0                           | Investore Prop. | 1-0                           | NZME Limited    | 1-0                           | Spark NZ Ltd    | 1-4                           |
| Akd Int Airport | 0-2                           | F & P Health.    | 1-7                           | Kiwi Property   | 0-2                           | Port Tauranga   | 5-0                           | Steel & Tube    | 1-0                           |
| Allied Farmers  | 0-1                           | Fletcher Build.  | 9-0                           | Mainfreight Grp | 0-5                           | Precinct Prop.  | 1-5                           | Summerset Grou  | p 2-0                         |
| Argosy Property | 2-0                           | Foley Fam Wines  | 1-0                           | Mercer Group    | 1-0                           | Rakon Ltd       | 2-0                           | Synlait Milk    | 0-1                           |
| Arvida Group    | 1-0                           | Fonterra S/H Fd  | 2-0                           | Mercury NZ      | 1-0                           | Ryman Health.   | 1-4                           | TeamTalk Ltd    | 3-0                           |
| Cavalier Corp   | 2-0                           | Freightways Ltd  | 3-1                           | MetLifeCare     | 5-0                           | Sanford Limited | 1-0                           | Trade-Me Ltd    | 0-2                           |
| Chorus Ltd      | 3-1                           | Gentech Group    | 0-3                           | Metro Per Glass | 5-0                           | Scales Corp Ltd | 0-1                           | Vector Ltd      | 1-0                           |
| Col Motor Co    | 2-0                           | Green Cross H.   | 1-0                           | Moa Group Ltd   | 1-0                           | Scott Tech. Ltd | 1-0                           | Vista Group Ltd | 0-1                           |
| Comvita         | 6-3                           | Hallenstein G.   | 0-2                           | NZ Exchange Ltd | d 0-1                         | Seeka Kiwifruit | 1-0                           |                 |                               |

# "Insider" Trades in Australian Shares

The table below shows the number of Purchases and Sales of a company's shares by its Directors over the last twelve months (excluding "Neutral" situations where the number of Buyers and Sellers were equal). Shares where many "insiders" have been buying can outperform the market for up to two years, while shares where many "insiders" have sold can under-perform for a similar period.

### "Insider" Indicators

Last 5 wks: 88.7% Buyers Last 13 wks: 89.3% Buyers

| Company         | Insider<br>Buyers-<br>Sellers | Company I       | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company               | Insider<br>Buyers-<br>Sellers |
|-----------------|-------------------------------|-----------------|-------------------------------|-----------------|-------------------------------|-----------------|-------------------------------|-----------------------|-------------------------------|
| 360 Capital TR  | 4-0                           | Acrow Formwork  | 6-0                           | Alligator En.   | 3-0                           | Ashley Services | 1-0                           | Aust Vintage          | 9-0                           |
| 360 Capital Grp | 1-0                           | Acrux Ltd       | 3-0                           | Alpha HPA Ltd   | 1-0                           | Aspermont Ltd   | 1-0                           | Austin Eng.           | 4-0                           |
| 3P Learning     | 3-0                           | Actinogen Med.  | 1-0                           | Alseran Res.    | 2-0                           | Atlas Arteria   | 1-0                           | Aust Agricult.        | 1-0                           |
| 8l Holdings     | 1-0                           | Ad Braking Tech | 4-0                           | Alt Resources   | 0-1                           | Atrum Coal Ltd  | 12-0                          | Austral Gold          | 1-0                           |
| 8common Ltd     | 0-1                           | Adacel Tech.    | 2-0                           | Altech Chemical | 0-1                           | AuMake Int.     | 1-0                           | Australis O & G       | 5-0                           |
| A.P. Eagers     | 17-0                          | Adairs Limited  | 1-6                           | Altium Limited  | 4-2                           | Auctus Alt Inv  | 2-0                           | Aust Dairy Nut.       | 3-0                           |
| AFT Pharma.     | 1-0                           | Adherium Ltd    | 5-0                           | Alto Metals     | 3-0                           | Audinate Group  | 1-3                           | Autero Minerals       | 2-0                           |
| AGL Energy Ltd  | 2-1                           | Adriatic Metals | 1-0                           | Alumina Ltd     | 1-0                           | Aurelia Metals  | 3-0                           | Autosports Grp        | 5-0                           |
| AHAlife Hold.   | 1-0                           | Adslot Ltd      | 1-3                           | Ambition Group  | 1-0                           | Auris Minerals  | 3-0                           | Automotive Hold       | 6-0                           |
| AIC Resources   | 2-0                           | Advance NanoTel | < 3-0                         | Amcor Ltd       | 6-0                           | Aurizon Hold.   | 2-0                           | Aventus Retail        | 1-0                           |
| ALS Limited     | 3-1                           | Aeris Resources | 3-0                           | Anatara Life.   | 2-0                           | Aurora Labs     | 1-0                           | Axiom Property        | 5-0                           |
| AMA Group Ltd   | 0-2                           | Afterpay Touch  | 0-4                           | Angel Seaford   | 5-0                           | Aurora Minerals | 4-0                           | Azumah Res.           | 1-0                           |
| AMCIL Limited   | 2-0                           | Agency Grp Aust | 1-0                           | Ansell Ltd      | 2-1                           | Aurora Absolute | 1-0                           | Azure Minerals        | 2-0                           |
| APA Group       | 3-0                           | Aims Property   | 4-0                           | Anteo Diagnost. | 2-0                           | AusNet Services | 4-2                           | Azure Health.         | 1-0                           |
| APN Property    | 7-0                           | Ainsworth Game  | 5-0                           | Antisense T.    | 1-0                           | Ausdrill Ltd    | 0-1                           | BARD1 Life Sci.       | 0-1                           |
| ARB Corporation | 2-0                           | Airxpanders Inc | 1-0                           | Apiam Animal H  | 7-0                           | Ausgold Ltd     | 2-0                           | <b>BBX Minerals</b>   | 0-4                           |
| ARQ Group       | 5-0                           | Alacer Gold     | 0-1                           | Apollo Cons.    | 1-0                           | Ausmex Mining   | 1-0                           | BCI Minerals          | 4-0                           |
| AUB Group       | 1-0                           | Alara Resources | 2-0                           | Appen Limited   | 0-3                           | Aust Finance Gr | 4-0                           | BHP Group Ltd         | 1-0                           |
| AVA Risk Group  | 4-0                           | Alchemy Res.    | 2-0                           | Arc Exploration | 1-0                           | Aust Foundation | 5-0                           | BIR Financial         | 2-0                           |
| AVEO Group      | 5-0                           | Alcidian Group  | 3-0                           | Argo Global LI  | 1-0                           | Aust Leaders Fd | 7-1                           | <b>BKI Invest Coy</b> | 2-0                           |
| Absolute Equity | 0-3                           | Alice Queen Ltd | 1-0                           | Argo Investment | 1-0                           | Aust Ethical In | 0-1                           | BSA Ltd               | 2-0                           |
| Abundant Prod.  | 2-0                           | Alkane Explor.  | 4-0                           | Ariadne Aust    | 0-1                           | Aust Bauxite    | 1-0                           | <b>BWX Limited</b>    | 3-0                           |
| Academies Aust. | 14-0                          | Alliance Aviat. | 0-4                           | Aristocrat Leis | 5-1                           | Aust Potash     | 1-0                           | Babylon Pump          | 0-2                           |
| Accent Group    | 3-0                           | Alliance Res.   | 1-0                           | Arrow Minerals  | 1-0                           | Aust Pharm. Ind | 6-0                           | Baby Bunting Gr       | 2-1                           |

| Page 8                |                               |                 |                               |                     |                               |                 |                               | Market Aı            | nalysis                       |
|-----------------------|-------------------------------|-----------------|-------------------------------|---------------------|-------------------------------|-----------------|-------------------------------|----------------------|-------------------------------|
| Company               | Insider<br>Buyers-<br>Sellers | Company E       | Insider<br>Buyers-<br>Sellers | Company             | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers |                      | Insider<br>Buyers-<br>Sellers |
| Bailador Tech.        | 1-0                           | Cannpal Animal  | 3-0                           | Costa Group         | 4-1                           | Enero Group Ltd | 2-0                           | Gazal Corp           | 0-1                           |
| Bank of Q'land        | 3-0                           | Canyon Res.     | 0-1                           | Countplus Ltd       | 8-0                           | Energy World    | 6-0                           | Genera Bio.          | 3-0                           |
| Bapcor Limited        | 1-0                           | Cape Range Ltd  | 0-1                           | Covata Limited      | 2-0                           | Engage:BDR Ltd  | 1-0                           | Genesis Res Ltd      | 0-1                           |
| Bardoc Gold           | 1-0                           | Cape Lambert R. | 5-0                           | Coventry Group      | 5-0                           | Ensurance Ltd   | 8-0                           | Genetic Sign.        | 1-0                           |
| Base Resources        | 1-0                           | Caravel Min.    | 1-0                           | Cradle Res.         | 3-0                           | Entek Energy    | 3-0                           | Genex Power          | 1-0                           |
| Bass Oil Ltd          | 0-2                           | Carawine Res.   | 4-0                           | Credit Corp         | 0-5                           | Environm't Grp  | 1-0                           | Genesis Mineral      | 2-0                           |
| Bass Metals Ltd       | 2-0                           | Carbonxt Group  | 1-0                           | Credible Labs       | 1-0                           | Envirosuite Ltd | 1-2                           | Genworth Mort.       | 2-0                           |
| Battery Mineral       | 3-0                           | Cardinal Res.   | 1-0                           | Cromwell Prop.      | 2-1                           | Eon NRG Ltd     | 1-0                           | Geopacific Res.      | 1-0                           |
| Bauxite Res.          | 2-0                           | Carlton Invest  | 1-2                           | Croplogic Ltd       | 2-0                           | Equity Trustees | 8-0                           | Getswift Ltd         | 3-0                           |
| Beacon Lighting       | 1-0                           | Carnavale Res.  | 1-0                           | Crown Media         | 1-0                           | Estia Health    | 1-0                           | Glennon Sm Coys      | s 7-0                         |
| Beach Energy          | 6-0                           | Carnarvon Pet.  | 2-0                           | Crusader Res.       | 1-0                           | Estrella Res.   | 1-0                           | Global Master F      | 1-0                           |
| Bega Cheese Ltd       | d 1-3                         | Carsales.com    | 2-1                           | Cryosite Ltd        | 2-0                           | Eureka Group    | 2-0                           | Globe Int'l Ltd      | 1-0                           |
| Bellevue Gold         | 1-0                           | Cash Converters | 1-0                           | Cullen Resource     | 4-0                           | Euro Manganese  | 4-0                           | Global Energy V      | 1-0                           |
| Bendigo Bank          | 2-0                           | Catalyst Metals | 0-2                           | Cyclopharm Ltd      | 2-0                           | Euroz Limited   | 6-0                           | Global Value Fd      | 5-0                           |
| Benitec Bio.          | 1-0                           | Catapult Group  | 1-0                           | DGO Gold            | 5-0                           | Euro. Lithium   | 3-0                           | Golden Rim Res.      | 1-0                           |
| Berkut Minerals       | 1-0                           | Cazaly Res Ltd  | 2-0                           | Dart Mining NL      | 1-0                           | Evans Dixon Ltd | 2-0                           | Gold Mountain        | 1-0                           |
| Beston Glb Food       | I 1-0                         | Cedar Woods Prp | 1-0                           | Data 3 Ltd          | 5-1                           | Event Hospital. | 2-0                           | Gold Road Res.       | 6-1                           |
| Bid Energy Ltd        | 8-0                           | Cellmid Ltd     | 1-0                           | Desane Group        | 1-0                           | Exore Resources | 1-0                           | Golden Mile Res      | 4-0                           |
| Bigtincan Hold.       | 0-1                           | Celsius Res.    | 1-0                           | Devex Resources     | s 7-0                         | Experience Co   | 3-1                           | Goldfields Mon.      | 1-0                           |
| Bingo Indust.         | 2-0                           | Century Aust In | 2-0                           | Dicker Data Ltd     | 10-0                          | F.F.I. Holdings | 2-0                           | Goodman Group        | 2-3                           |
| Biotron Limited       | 0-4                           | Central Petrol. | 9-0                           | Digital CC Ltd      | 2-1                           | FAR Ltd         | 4-0                           | Gowing Brothers      | 1-0                           |
| Bioxyne Ltd           | 4-0                           | Centrepoint All | 3-0                           | Digital Wine V.     | 1-0                           | FSA Group Ltd   | 1-0                           | Graincorp            | 4-0                           |
| Blackwall Prop.       | 5-1                           | Challenger Ltd  | 4-0                           | Dimeriz Limited     | 2-0                           | FYI Resources   | 4-1                           | Grange Resource      | 1-0                           |
| Black Cat Syn.        | 2-0                           | Chalice Gold    | 1-0                           | Djerriwarrh         | 5-0                           | Family Zone CS  | 1-0                           | Greencross Ltd       | 5-0                           |
| Black Dragon Go       | d 1-0                         | Champion Iron   | 8-0                           | Domain Holdings     | 12-0                          | Farmaforce Ltd  | 3-0                           | Greenland Min.       | 2-0                           |
| Blackstone Min.       | 3-1                           | Chant West Hold | 2-0                           | Domacom Ltd         | 0-1                           | Fat Prophets GI | 3-0                           | Growthpoint Pro      | 1-0                           |
| Blackmores Ltd        | 0-2                           | Charter Hall GR | 0-1                           | Domino's Pizza      | 0-3                           | Fertoz Limited  | 1-0                           | Gt Southern Min      | 1-0                           |
| Blackwall Ltd         | 3-0                           | Chart H Retail  | 2-0                           | Donaco Inter'l      | 4-0                           | Fiducial Group  | 3-0                           | Gt Western Exp.      | 1-0                           |
| Bligh Resources       | 1-0                           | Cirrus Networks | 4-0                           | Dongfang Modern     | า 7-0                         | Field Solutions | 1-0                           | Gulf Manganese       | 0-2                           |
| Blue Sky Alt In       | 5-2                           | Cirralto Ltd    | 2-1                           | Doriemus plc        | 2-0                           | Finbar Group    | 2-0                           | Gullewa Ltd          | 0-1                           |
| Blue Sky Alter.       | 1-0                           | Citigold Corp   | 1-0                           | Downer EDI Ltd      | 3-0                           | First Cobalt    | 5-0                           | <b>HGL Limited</b>   | 3-0                           |
| Boadicea Res.         | 3-0                           | City Chic Coll. | 1-0                           | Dragontail Sys.     | 2-0                           | First Gth Funds | 0-3                           | HHY Fund             | 2-0                           |
| Boart Longyear        | 2-0                           | Class Limited   | 1-0                           | Dreamscape Net      | . 9-0                         | Flagship Invest | 5-0                           | HRL Holdings         | 3-0                           |
| Bod Australia         | 1-0                           | Clearview WIth  | 1-0                           | Duxton Water        | 6-0                           | Flamingo Al Ltd | 2-0                           | HUB24 Limited        | 0-4                           |
| Boom Logistics        | 2-0                           | Clearvue Tech.  | 0-1                           | Duxton B. Farm      | 1-0                           | Flexicorp Ltd   | 1-0                           | Harvey Norman        | 4-3                           |
| Bowen Coking C        | 6. 6-0                        | Clean Teq Hold. | 4-1                           | E2 Metals Ltd       | 1-0                           | Flexiroam Ltd   | 0-1                           | Havilah Res.         | 1-0                           |
| Brainchip Hold.       | 0-2                           | Clean Seas Sea. | 5-0                           | <b>EML</b> Payments | 2-1                           | Flight Centre   | 1-0                           | Hazer Group Ltd      | 1-0                           |
| Breaker Res NL        | 3-0                           | Cleanaway Waste | 4-0                           | EVE Investments     | 1-0                           | Fortescue Metal | 4-0                           | Healthscope          | 2-0                           |
| Breville Group        | 8-0                           | Clime Inv Mgmt  | 5-0                           | EVZ Ltd             | 3-0                           | Freedom O & G   | 3-0                           | Healius Ltd          | 1-0                           |
| Brickworks Ltd        | 0-1                           | Clover Corp.    | 3-0                           | Easton Invest.      | 6-0                           | Freelancer Ltd  | 8-0                           | Hearts & Minds       | 1-0                           |
| Brookside En.         | 1-0                           | Cobalt Blue     | 3-0                           | Echo Resources      | 4-0                           | Freehill Mining | 1-0                           | Helix Resources      | 2-0                           |
| Bryah Resources       | s 1-0                         | CocaCola Amatil | 2-0                           | Eclipse Metals      | 0-1                           | Freedom Foods   | 2-1                           | Helloworld Trav      | 8-2                           |
| <b>Buddy Platform</b> | 0-1                           | Cochlear Ltd    | 3-2                           | Eclipx Group        | 6-0                           | Frontier Digit. | 2-0                           | Heron Resources      | 1-0                           |
| Buderim Group         | 4-0                           | Codan Ltd       | 0-1                           | Eden Innovation     | 0-1                           | Future Gen Inv  | 1-0                           | Hexagon Res.         | 1-0                           |
| Buru Energy Ltd       | 0-1                           | Coles Group     | 4-0                           | Egan Street Res     | 0-1                           | Future Gen Glb  | 3-0                           | High Peak Royal      | 1-0                           |
| C.S.R. Ltd            | 3-1                           | Collaborate     | 1-0                           | Eildon Capital      | 2-0                           | G Medical Inn.  | 3-0                           | Hills Limited        | 6-0                           |
| CBG Capital           | 4-0                           | Collection Hse  | 4-0                           | Elanor Investor     | 3-0                           | G.U.D. Holdings | 10-1                          | Hipo Resources       | 1-0                           |
| CFoam Limited         | 6-0                           | Collins Foods   | 1-2                           | Elanor Ret Prop     | 1-0                           | G8 Education    | 10-0                          | Horizon Gold         | 1-0                           |
| CIMIC Group           | 2-1                           | Com'wealth Bank | 1-0                           | Elders Limited      | 3-0                           | GBST Holdings   | 1-0                           | Hot Chili Ltd        | 2-0                           |
| CMI Limited           | 2-0                           | Computershare   | 3-4                           | Electro Optic       | 1-0                           | GDI Property    | 0-2                           | HotCopper Hold.      | 2-0                           |
| CML Group             | 2-0                           | Con Retail REIT | 1-0                           | Elk Petroleum       | 0-1                           | GPT Group       | 3-0                           | Hotel Property       | 2-0                           |
| CSG Ltd               | 2-0                           | Cons Operations | 5-1                           | Ellex Medical       | 2-0                           | Galan Lithium   | 1-0                           | Huon Aquacult.       | 2-0                           |
| CSL Limited           | 1-4                           | Cons Zinc Ltd   | 3-2                           | Elmo Software       | 2-0                           | Galena Mining   | 1-0                           | IMEXHS Ltd           | 2-0                           |
| CV Check Ltd          | 0-1                           | Contango Asset  | 3-0                           | Elsight Limited     | 4-0                           | Gale Pacific    | 0-1                           | IMF Bentham Ltd      | 0-1                           |
| Cadence Capital       | 1-0                           | Coolgardie Min. | 2-0                           | Empire Sec.         | 2-0                           | Galilee Energy  | 3-0                           | <b>IOOF Holdings</b> | 4-0                           |
| Calidus Res.          | 3-0                           | Cooper Energy   | 2-0                           | Emvision Med.       | 1-0                           | Garda Div Prop  | 2-0                           | IOT Group            | 0-2                           |
| Caltex Austrlia       | 5-0                           | CopperMoly Ltd  | 0-1                           | Eneabba Gas Ltd     | l 1-0                         | Garda Capital   | 1-0                           | IPB Petroleum        | 3-0                           |
| Cann Group            | 4-0                           | Copper Strike   | 1-0                           | Energy One Ltd      | 0-3                           | Gascoyne Res.   | 3-0                           | IPH LImited          | 2-1                           |
|                       |                               |                 |                               |                     |                               |                 |                               |                      |                               |

| January 14, 2019 | €.                            |                 |                               |                     |                               |                      |                               |                    | Page 9                        |
|------------------|-------------------------------|-----------------|-------------------------------|---------------------|-------------------------------|----------------------|-------------------------------|--------------------|-------------------------------|
| Company B        | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company             | Insider<br>Buyers-<br>Sellers | Company              | Insider<br>Buyers-<br>Sellers | Company            | Insider<br>Buyers-<br>Sellers |
| IRESS Limited    | 2-1                           | Korvest Ltd     | 3-0                           | Mejority Cap'l      | 1-0                           | Nick Scali Ltd       | 2-1                           | Piedmont Lith.     | 2-0                           |
| Icar Asia Ltd    | 4-0                           | L1 Long Short   | 20-0                          | Melbana Energy      | 1-0                           | Nine Entertain.      | 4-0                           | Pilbara Mineral    | 1-0                           |
| Iluka Resources  | 3-0                           | Landmark White  | 2-0                           | Memphasys Ltd       | 4-0                           | Norwest Energy       | 1-0                           | Pinchme.com Inc    | 2-0                           |
| Image Resources  | 1-0                           | Laramide Res.   | 2-0                           | Mercantile Inv.     | 2-0                           | Nova Minerals        | 2-0                           | Pinnacle Invest    | 3-5                           |
| Imdex Limited    | 0-1                           | Latam Autos     | 0-1                           | Metallica Min.      | 2-0                           | Novita Health.       | 5-0                           | Pivotal Systems    | 1-0                           |
| Impetus Limited  | 1-0                           | Leaf Resources  | 1-0                           | Metals X Ltd        | 3-0                           | Novonix Ltd          | 1-0                           | Platina Res.       | 1-0                           |
| Impedimed Ltd    | 1-0                           | Lefroy Explor.  | 2-0                           | Metal Bank Ltd      | 1-0                           | Nthn Star Res.       | 0-2                           | Platinum Asset     | 1-0                           |
| Imugene Ltd      | 3-1                           | LendLease Group | 3-1                           | Metalstech Ltd      | 4-0                           | Nufarm Limited       | 3-0                           | Polynovo Ltd       | 9-0                           |
| Inca Minerals    | 1-0                           | Lepidico Ltd    | 0-3                           | Metcash Ltd         | 3-0                           | Nuheara Limited      | 0-1                           | Poseidon Nickel    | 1-0                           |
| Incentia Pay     | 3-0                           | Lifespot Health | 1-0                           | Meteoric Res.       | 1-0                           | Nzuri Copper         | 1-0                           | Powerhouse Ver     | ı. 1-0                        |
| Indago Energy    | 1-0                           | Lindsay Aust    | 1-0                           | Metgasco Ltd        | 3-0                           | OBJ Limited          | 3-0                           | Praemium Ltd       | 1-0                           |
| Independ. Group  | 6-0                           | Link Admin.     | 2-0                           | Michael Hill        | 3-0                           | OFX Group            | 2-0                           | Predictive Disc    | 1-0                           |
| Indiana Res.     | 2-0                           | Lion Selection  | 2-0                           | Micro-X Limited     | 1-0                           | OZ Minerals Ltd      | 3-1                           | Prime Financial    | 2-0                           |
| Indoor Skydive   | 2-0                           | Lion Energy Ltd | 1-0                           | Midway Limited      | 2-1                           | Oceania Capital      | 6-0                           | Prime Media Grp    | 1-2                           |
| Infomedia Ltd    | 3-0                           | Liq Natural Gas | 6-0                           | Millennium Serv     | 2-0                           | Octanex Ltd          | 1-0                           | Pro Medicus Ltd    | 0-2                           |
| Ingenia Com Grp  | 2-4                           | Livehive Ltd    | 3-2                           | Milton Corp.        | 1-0                           | Oil Search Ltd       | 0-3                           | Pro-Pac Pack.      | 5-2                           |
| Insurance Aust.  | 0-1                           | Locality Plan.  | 1-2                           | Mincor Resource     | 3-0                           | Okapi Resources      | 1-0                           | Probiotec Ltd      | 5-0                           |
| Int Research     | 0-1                           | Logicamms Ltd   | 1-0                           | Mindax Limited      | 0-1                           | Oliver's Real F      | 3-0                           | Prodigy Gold       | 1-0                           |
| Intermin Res     | 0-1                           | London City Eq. | 1-0                           | Mineral Res.        | 2-0                           | Onemarket Ltd        | 2-0                           | Propel Funeral     | 1-0                           |
| Integral Diag.   | 6-2                           | Longtable Group | 2-0                           | Mineral Commod.     | 2-0                           | Ookami Limited       | 1-0                           | Property Conn.     | 8-0                           |
| Investsmart Grp  | 3-0                           | Love Group Glob | 5-0                           | Minotaur Exp.       | 2-0                           | Orbital Corp         | 2-0                           | Prophecy Int'l     | 1-0                           |
| Invitrocue Ltd   | 1-0                           | Lucapa Diamond  | 1-0                           | Mirrabooka Inv.     | 1-0                           | Orcoda Limited       | 1-0                           | PropertyLink       | 1-0                           |
| Invictus Energy  | 1-0                           | Lycopodium Ltd  | 0-1                           | Mirvac Group        | 5-1                           | Origin Energy        | 3-0                           | Protean Energy     | 1-0                           |
| Ioneer Limited   | 1-0                           | Lynas Corp Ltd  | 2-0                           | Mitula Group        | 0-1                           | Orinoco Gold         | 3-0                           | Pure Profile       | 2-0                           |
| Iselect Limited  | 1-0                           | MCS Services    | 2-0                           | Monash IVF Grp      | 6-0                           | Orion Minerals       | 4-0                           | Pursuit Mineral    | 1-0                           |
| Isentia Group    | 1-0                           | MFF Capital Inv | 7-0                           | Monadelphous Gr     | 2-0                           | Orminex Ltd          | 2-0                           | <b>QEM Limited</b> | 1-0                           |
| JB Hi-Fi Ltd     | 3-1                           | MGM Wireless    | 1-0                           | Money3 Corp Ltd     | 0-2                           | Orocobre Ltd         | 6-0                           | QMS Media          | 2-0                           |
| Jameson Res.     | 1-0                           | MMA Offshore    | 2-0                           | Moreton Res Ltd     | 3-1                           | Orora Limited        | 0-3                           | QV Equities Ltd    | 2-0                           |
| James Hardie     | 1-0                           | MSL Solutions   | 4-0                           | Mortgage Choice     | 1-0                           | Osprey Medical       | 2-0                           | Qantas Airways     | 5-1                           |
| Janus Henderson  | 4-2                           | MYOB Group      | 1-0                           | Motorcycle Hold     | 1-0                           | Ottoman Energy       | 3-1                           | Quantify Tech.     | 1-0                           |
| Japara Health.   | 2-0                           | MacPhersons R C | a 1-0                         | Mt Gibson Iron      | 6-0                           | Oventus Medical      | 3-0                           | Qube Holdings      | 1-2                           |
| Jatenergy Ltd    | 0-2                           | Maca Limited    | 2-0                           | Mt Ridley Mines     | 1-0                           | PMP Limited          | 11-0                          | Quickstep Hold.    | 2-0                           |
| Jayex Health.    | 1-0                           | Mach7 Tech.     | 1-0                           | Murray Cod Aust     | 1-0                           | PPK Group Ltd        | 7-0                           | RBR Group          | 1-0                           |
| Jervois Mining   | 5-0                           | Macquarie C Tel | 0-1                           | Murray River Or     | 2-0                           | <b>PSC Insurance</b> | 2-1                           | RCR Tomlinson      | 4-0                           |
| Jiancheng Int'l  | 0-1                           | Macquarie Group | 4-0                           | Myer Holdings       | 9-0                           | PTB Group Ltd        | 1-0                           | REA Group Ltd      | 0-1                           |
| Jindalee Res.    | 3-0                           | Magellan Fin Gp | 1-0                           | Mystate Ltd         | 5-0                           | PWR Holdings         | 2-1                           | RMA Global         | 8-0                           |
| Johns Lyng Grp   | 3-0                           | Magmatic Res.   | 1-0                           | NAOS Small Cap      | 6-0                           | Pacific Energy       | 2-0                           | RPMGlobal Hold     | . 1-0                         |
| Joyce Corp.      | 2-0                           | Magnetic Res.   | 1-0                           | NAOS Ex-50 Opp      | s 5-0                         | Pacific Smiles       | 11-0                          | RXP Services       | 2-0                           |
| Jumbo Interact.  | 0-4                           | Magnum Mining   | 0-1                           | NGE Capital         | 1-0                           | Pact Group Hold      | 9-0                           | Raiden Res.        | 1-0                           |
| K&S Corporation  | 1-0                           | Magnis Energy T | 8-1                           | NTM Gold Ltd        | 2-0                           | PanTerra Gold        | 0-1                           | Raiz Invest.       | 11-0                          |
| K2 Asset Mgmt    | 2-4                           | Mainstream Grp  | 4-1                           | <b>NVOI Limited</b> | 3-0                           | Pancontinental       | 0-1                           | Ramsay Health      | 0-3                           |
| K2fly Ltd        | 2-0                           | Manas Resources | 3 2-0                         | Nanoveu Limited     | 1-0                           | Panoramic Res.       | 0-1                           | Readcloud Ltd      | 2-0                           |
| KGL Resources    | 3-0                           | Marindi Metals  | 4-0                           | Nanosonics Ltd      | 1-6                           | Paragon Care         | 2-0                           | Real Energy        | 2-0                           |
| KYCKR Limited    | 2-0                           | Marley Spoon AG | 1-0                           | Nanollose Ltd       | 1-0                           | Paradigm Bio.        | 1-0                           | Real Estate Inv    | 1-0                           |
| Kairiki Energy   | 0-1                           | Marmota Ltd     | 5-0                           | Nat Veterinary      | 5-0                           | Parkd Limited        | 8-0                           | Reckon Limited     | 0-3                           |
| Kasbah Resource  | 3-0                           | Mastermyne Grp  | 1-0                           | Nat'l Aust Bank     | 0-1                           | Peako Limited        | 1-0                           | Red River Res.     | 1-0                           |
| Kazia Thera.     | 2-0                           | Matador Mining  | 3-0                           | National Tyre       | 7-0                           | Peet Ltd             | 0-2                           | Red 5 Ltd          | 1-0                           |
| Kelly Partners   | 1-0                           | Matrix Comp.    | 2-0                           | Navarre Min.        | 0-2                           | Pendal Group         | 9-0                           | Red Mountain       | 1-0                           |
| Kibaran Res.     | 4-0                           | Maxi TRANS      | 3-0                           | Navigator GI In     | 0-1                           | Pengana Capital      | 7-0                           | Redbubble Ltd      | 3-1                           |
| Kidman Res Ltd   | 1-0                           | Mayne Pharma G  |                               | Neometals Ltd       | 0-2                           | Peninsula Mines      | 1-0                           | Redflow Limited    | 1-0                           |
| Kin Mining NL    | 3-0                           | Mayur Resources | 4-0                           | NetComm Wire.       | 3-2                           | Peninsula En.        | 3-0                           | Redflex Holding    | 6-0                           |
| Kina Securities  | 4-0                           | McGrath Limited | 3-0                           | Netwealth Group     | 1-0                           | Pental Limited       | 1-0                           | Redhill Educat.    | 0-1                           |
| Kingrose Mining  | 2-0                           | McPherson's Ltd | 9-0                           | Neuren Pharm.       | 3-0                           | People Infra.        | 2-0                           | Redstone Res.      | 3-1                           |
| Kneomedia Ltd    | 1-0                           | Medibio Limited | 1-0                           | Neuroscientific     | 1-0                           | Perpetual Ltd        | 2-1                           | Regeneus Ltd       | 1-0                           |
| Kogan.com Ltd    | 2-5                           | Medical Dev Int | 2-1                           | New Century Res     | 3-0                           | Perseus Mining       | 1-0                           | Regis Resources    | 3-0                           |
| Konekt Limited   | 1-0                           | Medibank Priv.  | 5-0                           | New Energy Sol.     | 10-0                          | Petratherm Ltd       | 1-0                           | Regis Health.      | 1-0                           |
| Kopore Metals    | 1-0                           | Megaport Ltd    | 0-1                           | Newcrest Mining     | 0-1                           | Pharmaust Ltd        | 2-0                           | Rent.com.au Ltd    | 3-0                           |
| Kore Potash plc  | 3-0                           | Megnetite Mines | 2-0                           | Nib Holdings        | 1-2                           | Phoslock Env.        | 0-2                           | Resolute Mining    | 3-1                           |
|                  |                               |                 |                               |                     |                               |                      |                               |                    |                               |

| Page 10         |                               |                 |                               |                 |                               |                    |                               | Market A        |                               |
|-----------------|-------------------------------|-----------------|-------------------------------|-----------------|-------------------------------|--------------------|-------------------------------|-----------------|-------------------------------|
| Company         | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers | Company            | Insider<br>Buyers-<br>Sellers | Company         | Insider<br>Buyers-<br>Sellers |
| Resonance HIth  | 3-0                           | Shopping Centre | 1-2                           | Strata-X Energy | 1-0                           | Thorney Tech.      | 4-0                           | WAM Global      | 6-0                           |
| Respri Limited  | 1-0                           | Shriro Holdings | 1-0                           | Stream Group    | 3-1                           | Thorn Group Ltd    | 1-0                           | WAM Leaders     | 5-0                           |
| Reva Medical    | 10-0                          | Sietel Ltd      | 1-0                           | Strike Energy   | 1-0                           | Thorney Opp.       | 7-0                           | WPP AUNZ Ltd    | 2-0                           |
| Reward Minerals | 10-0                          | Sigma Health.   | 5-0                           | Structural Mon. | 1-0                           | Thred Ltd          | 2-0                           | Wangle Tech.    | 2-0                           |
| Rewardle Hold.  | 1-0                           | Sihayo Gold Ltd | 0-1                           | Sultan Res.     | 4-0                           | Thunselarra Ltd    | 2-0                           | Watermark Fund  | 3-1                           |
| Rhinomed Ltd    | 1-0                           | Silver Chef Ltd | 14-0                          | Sunbridge Group | 0-2                           | Tigers Realm       | 1-0                           | Watermark Glb.  | 3-0                           |
| Rhipe Limited   | 0-4                           | Silver Lake Res | 0-2                           | Suncorp Group   | 8-0                           | Tinybeans Group    | 1-0                           | Wattle Health   | 1-0                           |
| Rimfire Pacific | 1-0                           | Silver City Min | 1-0                           | Sundance Energy | 9-1                           | Transurban Grp     | 2-1                           | Webjet NL       | 2-0                           |
| Rio Tinto Ltd   | 3-0                           | Simonds Group   | 5-0                           | Sunstone Metals | 2-0                           | Treasury Wine      | 6-1                           | Weebit Nano Ltd | 0-2                           |
| Roots Sust Agr  | 1-0                           | Sims Metal Mgm  | t 5-3                         | Superior Lakes  | 2-0                           | Tribeca G Nat R    | 2-0                           | West Wits Min.  | 1-0                           |
| Rox Resources   | 3-0                           | Skin Elements   | 1-0                           | Super Retail Gr | 9-0                           | Triton Minerals    | 1-0                           | Westpac Banking | g 4-0                         |
| Rumble Resource | e 3-0                         | Slater & Gordon | 0-1                           | Superloop Ltd   | 0-1                           | Trustees Aust.     | 4-1                           | West African R. | 1-0                           |
| Ruralco Hold.   | 1-0                           | Smart Parking   | 1-0                           | Swick Min Serv  | 1-0                           | Tychean Res.       | 0-1                           | Western Areas   | 3-2                           |
| S2 Resources    | 2-0                           | Smartgroup Corp | 3-0                           | Sydney Airport  | 2-0                           | <b>UCW Limited</b> | 2-0                           | Westgold Res.   | 3-0                           |
| SDI Limited     | 1-0                           | Smiles Incl.    | 9-0                           | Synertec Corp.  | 1-0                           | Ultracharge Ltd    | 1-0                           | Weststar Indust | 1-0                           |
| SG Fleet Group  | 0-1                           | Somnomed Ltd    | 2-0                           | Syrah Resources | 3-0                           | Un. Biosensors     | 2-0                           | White Cliff Min | 2-0                           |
| SRG Global      | 7-0                           | Sonic Health    | 4-2                           | THC Global Grp  | 3-0                           | Universal Coal     | 1-0                           | Whitefield Ltd  | 4-0                           |
| Sabre Resources | 0-1                           | Soul Pattinson  | 2-0                           | TNG Limited     | 1-0                           | Urbanise.com       | 1-0                           | White Energy Co | 2-0                           |
| Salmat Ltd      | 1-0                           | South32 Limited | 3-1                           | TPI Enterprises | 1-0                           | VGI P. Global      | 7-0                           | Wingara AG Ltd  | 2-0                           |
| Santa Fe Min.   | 1-0                           | Spark Infrastru | 3-0                           | TZ Limited      | 5-0                           | Valmec Limited     | 6-5                           | Wisetech Global | 0-1                           |
| Santos Ltd      | 4-0                           | Spectur Ltd     | 1-0                           | Tabcorp Holding | 6-1                           | Vault Intell.      | 3-0                           | Wisr Ltd        | 2-0                           |
| Saracen Mineral | 2-1                           | Speedcast Int'l | 6-0                           | Talga Resources | 3-0                           | Veem Limited       | 4-0                           | Wollongong Coal | 4-0                           |
| Scandi Vanadium | า 1-0                         | Spicers Limited | 0-1                           | Tamawood Ltd    | 4-0                           | Venturex Res.      | 3-0                           | Woodside Petrol | 0-1                           |
| Scentre Group   | 5-0                           | Spirit Telecom  | 1-0                           | Tando Resources | 3-0                           | Venus Metals       | 4-1                           | Woolworths Grp  | 2-0                           |
| Schrole Group   | 1-0                           | St Barbara Ltd  | 0-1                           | Tasman Resource | e 1-0                         | Veris Ltd          | 10-0                          | Woomera Mining  | 1-0                           |
| Scidev Limited  | 1-0                           | Star Entertain. | 10-1                          | Tassal Group    | 4-0                           | Vicinity Centre    | 5-0                           | Worley Group    | 2-0                           |
| Scottish Pac.   | 3-0                           | Starpharma Hold | 9-1                           | Techniche Ltd   | 2-0                           | Village Road.      | 0-3                           | XRF Scientific  | 2-0                           |
| Scout Security  | 6-0                           | Stavely Mineral | 1-0                           | Telix Pharma.   | 1-0                           | Vimy Resources     | 1-0                           | Xanadu Mines    | 6-0                           |
| Sealink Travel  | 3-5                           | Steadfast Group | 1-2                           | Temple Webster  | 2-0                           | Virgin Aust        | 2-0                           | Xenith IP Group | 0-1                           |
| Seek Ltd        | 3-2                           | Stellar Res.    | 2-0                           | Templeton Globa | 2-0                           | Virtus Health      | 2-0                           | Xref Limited    | 0-2                           |
| Select harvest  | 1-2                           | Sth Cross Elect | 0-1                           | Tempo Australia | 4-0                           | Visioneering T.    | 1-0                           | Xtek Ltd        | 2-0                           |
| Senex Energy    | 11-1                          | Sth Cross Media | 6-0                           | Terracom Ltd    | 15-0                          | Vita Group Ltd     | 0-2                           | YPB Group Ltd   | 1-0                           |
| Sensera Limited | 5-0                           | Stockland       | 7-0                           | Tesserent Ltd   | 0-1                           | Vivid Tech.        | 1-0                           | Yellow Brick Rd | 1-0                           |
| Servcorp Ltd    | 4-0                           | Strandline Res. | 1-0                           | The Betmakers   | 2-0                           | Vmoto Ltd          | 9-0                           | Yowie Group Ltd | 2-0                           |
| Service Stream  | 0-1                           | Strat. Energy   | 1-0                           | The GO2 People  | 7-0                           | Vocus Group Ltd    | 5-0                           | Zicom Group     | 3-0                           |
| Seven West Med  | l. 3-0                        | Strategic Min.  | 1-0                           | Think Childcare | 0-1                           | WAM Research       | 0-2                           | Zip Co Ltd      | 2-0                           |
| Sheffield Res.  | 2-1                           |                 |                               | Thomson Res.    | 1-0                           |                    |                               | Zyber Holdings  | 1-0                           |

# Readers Ask . . .

**Question:** Your assessment of FBR in the December Market Analysis is somewhat reassuring. The share price has now fallen below 7 cents and I've been buying more with every drop in price and the unbalanced portfolio has becoming even more skewed in favour of FBR, so I hope I'm right in seeing this as a great opportunity to buy more and reduce average price paid.

If the share is now so low, why aren't the directors buying up shares to get themselves a bargain? What are your thoughts?

**Answer:** The director/founders have a *very large* shareholding, so we would not expect them to be buying further shares.

But - the main <u>investment attraction</u> of a company like FBR (and many of our other shares) is the potential for <u>asymmetric returns</u>. If any company is unsuccessful then

the most we can lose is 100%, but if it is successful the shares could increase 10-fold (1000%) or 100-fold (10,000%) in value.

The idea is <u>not</u> to have an "unbalanced portfolio becoming even more skewed" in favour of only one company, but to hold 10 or 20 *different* shares, each of which offer asymmetric returns.

Don't "bet the farm" on only one company, but make 10-20 "seed" investments - some of which will wither and die but some of which will grow into mighty companies! The success or failure of any particular individual company will become irrelevant as this strategy will grow the portfolio value over the medium to long term.

Your Editor has also been actively buying more FBR shares over the last month, but at current market values the company is about the 13th largest holding at slightly less than 3% of the Australian share portfolio.

Page 11

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 worthy of further study and analysis.

| Performan<br>Forecas   | ice   | Price/Sales<br>Ratio  | P/E  | Gross<br>Yield   | Pe   | es, or u<br>erformanc<br>Forecast                                   | e_  | rice/Sales<br>Ratio  | P/E   | Gross<br>Yield  | arther study and analysis.  Performa  Forecas  | nce<br>st Price   | Price/Sales<br>Ratio   | P/E<br>Ratio   | Gross<br>Yield   |
|--|---|---|--|--|--|---|---|--|---|---|--|---|--|--|--|
| A2 Milk Company A AFT Pharma. A AMP Limited A AWF Madison Grp A Abano Health. A Air New Zealand A Akd Int Airport A Allied Farmers E Aorere Res. N/R Argosy Property B Arsat Plus A Caugusta Capital C Barramundi Ltd B Barramundi Ltd C Bathurst Res. C Bathurst Res. C Bathurst Res. C Bathurst Res. C Bothunes Invest B Blis Technology B Briscoe Group B Burger Fuel C CBL Corporation B CDL Investments D Cavalier Corp C Cavotec MSL B Chorus Ltd C Comvita B Col Motor Co A Comvita B Col Motor Co A Comvita D Contact Energy B Delegat Group B EROAD Ltd B EROAD Ltd C Ebos Group Ltd A Energy Mad Ltd Evolve Educat. C F & P Health. C Finzsoff Sol'ns C Filetcher Build. C Foley Fam Wines C Fonterra S/H Fd Freightways Ltd Genesis Energy B Gentech Group G Green Cross H. Hallenstein G. B Heartland Bank | 1135<br>215<br>217<br>660<br>316<br>722<br>6.8<br>0.1<br>120<br>135<br>57<br>105<br>58<br>18<br>2.0<br>1.35<br>57<br>245<br>480<br>324<br>480<br>317<br>83<br>245<br>480<br>990<br>243<br>2100<br>230<br>1360<br>1360<br>1360<br>1360<br>1360<br>1360<br>1360<br>13 | N/A<br>0.69<br>1.120<br>0.682<br>N/A<br>0.60<br>0.422<br>5.53<br>1.94<br>N/A<br>0.293<br>0.208<br>1.221<br>2.368<br>2.028<br>2.028<br>2.028<br>2.028<br>2.028<br>2.028<br>2.028<br>2.035<br>8.63<br>1.194<br>1.87<br>1.94<br>1.93<br>1.94<br>1.94<br>1.94<br>1.94<br>1.94<br>1.94<br>1.94<br>1.94   | NEE 8 1 1 1 5 9 13 7 NE 10 10 30 2 5 ENEM 2 2 7 9 20 24 10 26 33 21 NE 12 NE 2 2 7 9 20 24 10 26 33 21 NE 12 NE 2 2 7 9 13 2 NE 2 N                              | NIT 7144N655322 NIT 1137144N655322 NIT 1137144N655322 NIT 1137144N655322 NIT 1137144N655322 NIT 1137144N655322 NIT 1137144N655322 NIT 1137142 NIT 113714 N | IkeGPS Limited Infratil NZ Investore Prop. Just Water Int. Kathmandu Ltd Kingfish Ltd Kiwi Property Mainfreight Grp Marlin Global Marsden Mar. Mercer Group Mercury NZ Merdian Energy MetLifeCare Methwen Limited Metro Per Glass Mid-Cap Index Millennium & C. Moa Group Ltd NZ Exchange Ltd NZ King Salmon NZ Oil & Gas NZ Refining Co NZ Windfarms NZF Group NZME Limited NZSX 50 Port. NZX Aust MidCap New Talisman Orion Health. Ozzy (Tortis) PGG Wrightsons Pac Edge Bio. Plexure Group Port Tauranga Precinct Prop. Promisia Integ. Property F Ind. Pushoa Ltd Restaurant Brds Rubicon Limited Ryman Health.   | вввосвсясвсясссс $\frac{R}{2}$ ввссссв $\frac{R}{2}$ всшесоспошессе | 75<br>369<br>152<br>36<br>225<br>135<br>139<br>31<br>85<br>502<br>360<br>1528<br>504<br>20<br>20<br>20<br>49<br>220<br>49<br>220<br>49<br>220<br>49<br>21<br>36<br>504<br>49<br>220<br>49<br>49<br>49<br>49<br>40<br>40<br>40<br>40<br>40<br>40<br>40<br>40<br>40<br>40<br>40<br>40<br>40 | 7.61<br>1.19<br>8.42<br>1.88<br>1.02<br>7.75<br>7.89<br>1.7.75<br>9.78<br>9.78<br>1.02<br>9.78<br>1.05<br>0.55<br>N/A<br>0.28<br>N/A<br>0.28<br>N/A<br>0.32<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.37<br>N/A<br>0.07<br>N/A<br>0.07<br>N/A<br>0.07<br>N/A<br>0.07<br>N/A<br>0.07<br>N/A<br>0.07<br>N/A<br>0.07<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0.0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/A<br>0<br>N/ | NE 34 9 15 10 10 16 29 42 21 22 46 9 77 5 71 1 NE 18 16 EV 9 NE 15 9 12 7 NE 18 18 18 18 18 18 18 18 18 18 18 18 18 | N3977339993184918698628515184321885934885981185981888888888888888888888888888   | SLI Systems Ltd C Sanford Limited E Satara Co-op D Scales Corp Ltd Sealegs Corp Ltd Sealegs Corp Seeka Kiwifruit D Serko Limited D Skellerup Hold. D Sky Network TV D Sky City Ltd D Smiths City E Saleys NZ Ltd D Smiths City E Snakk Media Ltd E Sol. Dynamics E South Port NZ C Steel & Tube D Stride Property D Summerset Group Synlait Milk E R&G Global D T&G Global D Team Talk Ltd E Tegel Group C Tilt Renewables D Tourism Hold. D Tower Limited E Trade-Me Ltd B Training Sol. Trust Power Ltd D Vector Ltd D Veritas Invest. Vetilot Limited D Vista Group Ltd Vista Group Ltd Vista Group Ltd Vector Ltd D Veritas Invest. E Vetilot Limited D Warehouse Group C Windflow Tech. D Warehouse Group C Windflow Tech. World Index Fd Z Energy Ltd C Ave of 133 Cos C   | 64<br>685<br>588<br>438<br>291<br>0.2<br>13<br>427<br>281<br>209<br>32<br>5.5<br>660<br>71<br>118<br>191<br>619<br>927<br>122<br>230<br>634<br>0.3<br>122<br>25<br>150<br>72<br>122<br>230<br>338<br>363<br>297<br>122<br>203<br>123<br>124<br>125<br>125<br>125<br>125<br>125<br>125<br>125<br>125<br>125<br>125 | 1.18 1.34 0.19 1.54 1.64 2.98 0.99 0./A 1.64 0.92 2.48 0.08 0.08 0.47 4.211 0.22 9.41 N/A 2.48 0.30 0.71 4.25 0.40 0.71 4.25 0.40 0.71 0.23 0.74 0.49 0.72 | 10 17 E19 22 E23 13 E14 6 6 15 14 EEE 23 18 18 18 6 3 9 3 18 5 17 E10 E26 E21 6 2 EEE 66 4 E 13 EEE 9 16         | Nii 4.7 li 0.0 8 li li 1.7 li 0.0 7. Ni 2.5 3.2 7.8 6.1 8 li 3.2 9 li 6.3 1.7 1.8 8 Ni 1.4 1.1 1.9 1.1 1.1 1.1 1.1 1.1 1.1 1.1 1.1   |
| Bluescope Steel B Boral Limited B Brambles Ltd A A Bravura Sol. A Breville Group B Brickworks Ltd C.S.R. Ltd B CIMIC Group A CSL Limited A CSL Limited A Cattex Austrlia B Charlenger Ltd B Challenger Ltd B Chart Hall Long A Charter Hall GR A Chart H Retail A Clean Seas Sea. C Cleanaway Waste A Clinuvel Pharm. CocaCola Amatil B  | 615<br>2116<br>701<br>2524<br>912<br>1540<br>6204<br>1260<br>1260<br>1334<br>473<br>2317<br>2315<br>768<br>2325<br>1381<br>1335<br>2229<br>1381<br>160<br>816<br>209<br>3279<br>162<br>163<br>163<br>163<br>163<br>163<br>163<br>163<br>163<br>163<br>163           | 0.29<br>1.28<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1.203<br>1. | 12 9 24 9 1 141 427 15 2 8 16 E 12 00 15 16 17 N 15 20 0 7 18 20 20 10 8 16 25 31 21 7 18 7 12 23 0 4 14 17 18 21 8 16 E 13 12 14 13 N 15 13 12 14 13 N 15 15 15 15 15 15 15 15 15 15 15 15 15 | 552164233554N4174204136534744447212612151233931433646N1051N621238512   | Domain Holdings Domino's Pizza Domino's Pight Centre Fortescue Metal Freedom Foods G.U.D. 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Nufarm Limited OM Holdings Carbina Marchael Ltd Carbinal Carbin | BBBABABBAACBBABBABCABAABBBBAABBBBBBAAABBBBBB                        | 221<br>4256<br>6524<br>375<br>4388<br>490<br>1177<br>548<br>221<br>217<br>890<br>7324<br>226<br>1137<br>890<br>7324<br>227<br>529<br>1150<br>7549<br>401<br>704<br>1058<br>1058<br>1058<br>1058<br>1058<br>1058<br>1058<br>1058   | 4.50<br>4.54<br>1.38<br>4.12<br>1.53<br>3.394<br>1.57<br>N.16<br>3.394<br>1.57<br>N.16<br>3.394<br>1.58<br>0.04<br>3.394<br>1.58<br>0.04<br>3.394<br>1.59<br>0.04<br>3.394<br>1.59<br>0.04<br>3.394<br>1.59<br>0.04<br>3.394<br>1.59<br>0.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.395<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.394<br>1.04<br>3.04<br>3.04<br>3.04<br>3.04<br>3.04<br>3.04<br>3.04<br>3   | 19<br>29<br>7<br>10<br>52<br>NE<br>NE<br>51   | 32334380807475\ \]3580308\ \]421811798212189\ \]12469335\ \]4444\ \]1216933\ \]1216933\ \]421811798212189\ \]142071\ \]1436933\ \]4218116\ \]8112 | Oil Search Ltd Orica Ltd Orica Ltd Orica Ltd Origin Energy Orora Limited Pact Group Hold Pendal Group Perpetual Ltd Pilbara Mineral Pilbara Mineral Pro Medicus Ltd Purifloh Ltd O.B.E. 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#### **Investment Outlook**

(Continued from Page 1) rising trade tensions with the United States".

What Apple does *not* mention is the much greater impact from the stronger US dollar. The December 2017 quarter benefited from a lower US exchange rate (which boosts foreign revenues and profits in US dollars) and now the December 2018 quarter will suffer from the higher US dollar exchange rate. The US dollar trade weighted exchange rate is up 7-8% over the last year.

Slower economic growth rates in China (starting in the last half of 2018) and in the United States (starting in the last quarter of 2018) will impact the revenue and profit growth of <u>all</u> US growth and Technology companies. The higher US dollar exchange rate will also lower the revenue and profitability of foreign sales of these US companies.

So throughout at least the first half of 2019, US growth and technology companies will, like Apple, be issuing lower guidance and reporting lower quarter revenue and growth rates. Each of these reports will likely see these shares -which were re-rated "too high" in 2018 after eight quarters of strong economic growth - down rated to more reasonable levels during much of 2019. Cutting interest rates or a "trade deal" won't prevent these lower reports.

European Industrial Production statistics released last week for Germany, the UK, Ireland, France, Italy and Spain <u>all</u> showed steep declines for November 2018. Many to their lowest level in 5-9 years! These statistics (reported after a delay of 4-6 weeks) are a leading indicator of Gross Domestic Product (reported after 4-7 months) and a leading indicator of individual company revenue, profit and dividends.

So GDP will likely slow in late 2018 and through early to mid-2019. *Slower* and/or *lower* revenue and profit (and dividend) growth will likely see European share prices re-rated lower in the short to medium term.

The only good news is that 5-9 year lows show Europe is well into the economic downturn and that the next cyclical upturn cannot be too far way. Probably in the December 2019 quarter or early in 2020 and anticipating that economic cycle - share prices should start to recover *ahead* of that upturn. Nevertheless, we see risk of European share prices falling in the short to medium term, with perhaps a recovery in the third or fourth quarter of this year.

The stockmarket seeks to *anticipate* and "front-run" economic events... but often anticipates a future which does not happen. Economist Paul Samuelson once noted "The stock market has predicted nine of the past five recessions" (i.e. and four recessions that did not happen!). That is why stockmarket forecasting is so difficult.

For example, *Mr Market* sold down **Integrated Research** shares, seeking to anticipate lower revenues and profits as a result of slower general economic

growth . . . but when that did not happened (i.e. the company expects first half profit *growth* of 19-26%) the shares *opened* last Thursday up 20% and finished the day up 37%.

Similarly, when *general* economic expectations improve the *whole* stockmarket will rapidly jump higher. The *largest* and *fastest* stockmarket gains happen over a few days or weeks at the *start* of a new uptrend... when many "market timing" investors are sitting on the sidelines holding cash!

Economic and stockmarket downturns do create exceptional value and excellent buying opportunities. So portfolio management is a balancing act between (1) not wanting to hold too many shares in a falling market, (2) wanting to pick up (and/or retain) the excellent investment opportunities created in a market decline, and (3) not wanting to be *caught* holding too much cash when the decline ends.

Given the uncertainties of "market timing" we seek to focus upon finding *good quality growth companies* and *good value*. A good quality growth share could *fall* 30% or 50% or 80% through each of *several* market cycles, but that is not really important if it rises 5-fold or 10-fold or 50-fold over 5 or 10 or 20 years!

| Total Ret | urn Index f                                    | for All List  | ed Shares |
|-----------|--|---|-----------|
|           | Dec 10<br>Dec 11<br>Dec 12<br>Dec 13<br>Dec 14 | 1651.28<br>1645.91<br>1643.79<br>1648.03<br>1651.60 |           |
| Dec 17    | 1645.43  | Dec 24  | 1639.46   |
| Dec 18    | 1639.18  | Dec 25  | Holiday   |
| Dec 19    | 1644.77  | Dec 26  | Holiday   |
| Dec 20    | 1647.06  | Dec 27  | 1646.55   |
| Dec 21    | 1639.27  | Dec 28  | 1657.50   |
| Dec 31    | 1662.97  | Jan 7   | 1653.79   |
| Jan 1     | Holiday  | Jan 8   | 1657.80   |
| Jan 2     | Holiday  | Jan 9   | 1668.58   |
| Jan 3     | 1651.07  | Jan 10  | 1671.29   |
| Jan 4     | 1646.19  | Jan 11  | 1674.07   |

### Dividend\$

Cents per Ex- Pay- Tax
Company Share Date able Credit
Turners Automotive 4.00 22-01 30-01 Full
Australian Shares

none

### Next Issue:

The next issue of *Market Analysis* will be emailed in four weeks time on Monday February 11, 2019.

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

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