

Market Analysis

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Inside Market Analysis

OZ Minerals considers Carrapateena upgrade	9, 10	Neglect Ratings of New Zealand Shares	13
Reckon Ltd rated "Buy"	10	Neglect Ratings of Australian Shares	14, 15
Silver Chef plans capital raising	11	Short Interest in Australian Shares	15, 16
GetBusy plc rated "Buy"	12		

Founder: James R Cornell (B.Com.)

Summary and Recommended Investment Strategy.

Remain invested in the Recommended Shares, but with a small cash reserve for re-investment in the near future.

Investment Outlook.

Our forecasting models are slightly Bullish but the global economy continues to slow and we expect that will continue to drive down share valuations - especially for *growth* company shares - over the months immediately ahead.

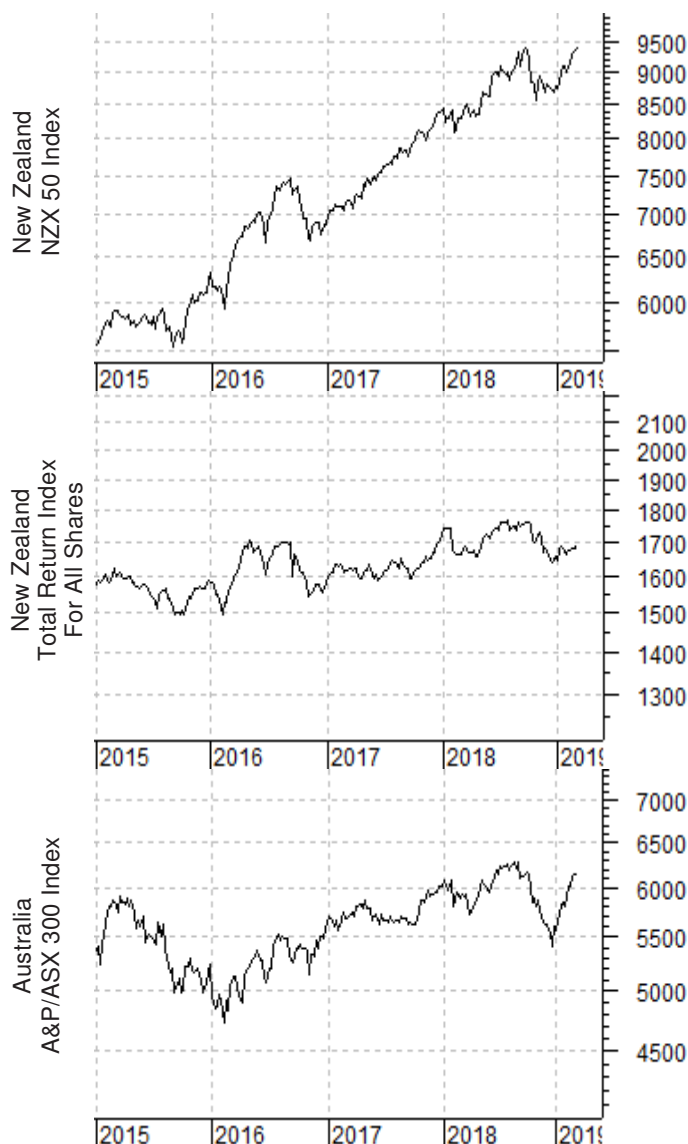
Many growth company shares have fallen in price over the last 6-12 months and are now starting to offer good value. New opportunities are emerging but we see no need to rush out and buy!

Investors are still too complacent. Stockmarkets have rallied since Christmas through to the end of February, with the widespread expectation that the late 2018 decline had ended. Most likely the market will test new lows in the months immediately ahead and the ultimate low will likely be a "point of maximum pessimism" with widespread panic! *That* will be the time to buy aggressively.

In the meantime we are hunting for new investment opportunities, but patiently waiting for those opportunities to come to us (i.e. at favourable prices).

Stockmarket Forecasts

	<u>One-Month</u>	<u>One-Year</u>
Australia:	67% (Bullish)	77% (Bullish)
New Zealand:	67% (Bullish)	67% (Bullish)



Recommended Investments

CDL Investments reports further growth in revenues and profits, but will maintain a steady dividend.

Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$85.0m	\$78.6m	+8.0%
Net Profit	\$33.6m	\$32.2m	+4.6%
Net Cash Surplus	<\$9.9m>	\$25.9m	-
Earnings per share	12.1c	11.6c	+4.6%
Dividends per share	3.5c	3.5c	-

The net operating *deficit* reflects the purchase of 86 hectares of land in Hamilton and Christchurch for \$51,557,000.

The company is debt-free with cash and short term deposits of \$45.9 million (16.5 cents per share) and development properties with a book value of \$169.7 million (61.0 cents per share) or at a market value of \$337.8 million (121.5 cents per share).

As announced last year, the leasing of commercial development properties in Christchurch and Rolleston will add recurring rental income from next year (i.e. 2020).

This business can be a little volatile but is also a long term growth business. At 78 cents the shares trade around book value - and a *discount* to market value. The Price/Earnings ratio is 6½ and the gross Dividend Yield 6.2%, so the shares are not expensive.

The shares remain a sound “Buy and Hold” investment.

CDL Investments



Cavalier Corporation increased trading profits over the first half to December 2018 but “market conditions on both sides of the Tasman are becoming increasingly difficult and will be challenging”.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$67.0m	\$75.3m	-7.0%
Net Profit	\$1.9m	\$1.1m	+68.2%
Net Cash Surplus	\$2.4m	\$7.5m	-68.1%
Earnings per share	2.8c	1.7c	+68.2%
Dividends per share	Nil	Nil	-

Cavalier Corporation



Colonial Motor Company reports “higher volumes” (and higher revenues) “but tighter margins”:

Six Months Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$468.9m	\$461.7m	+4.3%
Net Profit	\$10.8m	\$11.9m	-9.1%
Net Cash Surplus	\$36.8m	<\$4.4m>	-
Earnings per share	33.1c	36.4c	-9.1%
Dividends per share	15.1c	15.0c	-

Colonial Motor Company



South Port New Zealand has lifted revenues, but (as expected) net profits are slightly lower owing to higher maintenance expenses:

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$20.9m	\$19.8m	+7.4%
Net Profit	\$4.6m	\$4.9m	-7.1%
Net Cash Surplus	\$3.4m	\$2.9m	+18.4%
Earnings per share	17.3c	18.7c	-7.1%
Dividends per share	7.5c	7.5c	-

Total cargo was up just 1.0% to 1,772,000 tonnes, but container volumes rose 10% to a record 19,800 TEU. A fourth potline opened at **NZ Aluminium Smelters** in December will increase alumina imports by 60,000 tonnes and aluminium exports to 30,000 tonnes annually. **Mataura Valley Milk** began exporting infant milk formula in November 2018.

The full year profit is forecast to be 8-11% lower at \$8.6-8.9 million and the company expects to maintain a steady annual dividend rate of 26 cents per share, plus full imputation tax credits.

South Port NZ



Steel & Tube Holdings' net profit recovered slightly but earnings per share were relatively steady owing to the increased issued capital.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$258.2m	\$267.9m	-3.6%
Net Profit	\$5.6m	\$3.8m	+48.7%
Net Cash Surplus	\$11.1m	\$17.7m	-37.5%
Earnings per share	4.0c	4.2c	-4.8%
Dividends per share	3.5c	7.0c	-50.0%

(Continued on Page 4)

Portfolio of Recommended Investments

CURRENT ADVICE	Company	Code	Initial Recommendation - Date -	Price	Performance Forecast	Issued Shares (mil.)	Vola- tility Ratio	Price/ Sales Ratio	Price/ Earnings Ratio	Gross Dividend Yield	Recent Share Price	Cash Dividends Rec'd	Total Return %
<u>NZ Shares</u>													
BUY	CDL Investments Ltd	CDI	12/01/99	25	D	277.5	1.1	2.75	7	6.2	78	36.3	+357%
HOLD+	Cavalier Corporation	CAV	05/12/95	156*	D	68.7	1.5	0.23	8	Nil	49	282.0	+112%
HOLD	Colonial Motor Company	CMO	10/11/92	128*	A	32.7	0.4	0.29	11	8.6	805	612.8	+1008%
HOLD	Smiths City Group	SCY	09/10/06	64	E	52.7	1.9	0.07	NE	4.6	30	37.0	+5%
HOLD	South Port New Zealand	SPN	13/02/96	120	D	26.2	0.4	4.38	18	5.3	680	310.8	+726%
HOLD+	Steel & Tube Holdings	STU	08/08/00	139*	E	90.6	1.1	0.22	14	8.1	120	346.1	+235%
<u>Australian Shares (in Aust cents)</u>													
HOLD+	Acrux Limited	ACR	12/05/14	99	B	166.6	2.3	8.49	NE	Nil	18	14.0	-68%
BUY	AJ Lucas Group	AJL	13/05/03	107*	E	750.1	2.9	0.72	NE	Nil	12	36.4	-55%
HOLD	ALS Limited	ALQ	12/10/99	72*	A	486.8	0.5	2.72	28	2.1	806	323.9	+1469%
HOLD	ARQ Group	ARQ	10/02/04	53	B	118.9	0.7	1.12	NE	4.0	200	221.5	+695%
HOLD	Atlas Pearls & Perfume	ATP	14/05/96	73	D	422.9	9.1	0.48	NE	Nil	2	17.5	-74%
HOLD+	Brickworks Ltd	BKW	12/11/12	1115	A	149.8	0.3	3.46	13	2.8	1903	263.5	+94%
HOLD	CardieX Ltd	CDX	11/11/13	15	C	531.0	4.7	6.76	NE	Nil	5	Nil	-66%
HOLD	CPT Global Ltd	CGO	10/03/08	88	B	37.6	2.7	0.18	7	1.7	15	19.3	-61%
HOLD	CSG Limited	CSV	11/10/10	166*	C	445.7	2.2	0.33	NE	Nil	21	60.5	-51%
HOLD+	Cynata Thera.	CYP	13/03/17	50	C	95.1	0.9	NA	NE	Nil	159	Nil	+217%
BUY	Ellex Medical Lasers	ELX	14/03/06	49	D	143.6	1.5	1.05	NE	Nil	58	Nil	+18%
BUY	Fastbrick Robotics	FBR	07/07/17	14	D	1241.7	3.2	NA	NE	Nil	10	Nil	-27%
HOLD-	Fiducian Group	FID	11/02/08	260	A	31.2	0.5	3.47	17	4.0	505	116.8	+139%
HOLD+	Finbar Group Ltd	FRI	12/04/10	106	B	270.8	1.0	1.49	16	7.2	83	74.5	+49%
HOLD	Ignite Ltd	IGN	08/04/03	82*	C	89.6	4.9	0.03	NE	Nil	5	70.5	-9%
HOLD	Iluka Resources Ltd	ILU	12/10/04	471	A	422.4	0.5	2.72	12	3.3	872	301.0	+149%
HOLD	Integrated Research	IRI	14/01/08	40	A	171.9	0.6	4.63	24	2.6	246	59.5	+664%
BUY	McMillan Shakespeare G	MMS	07/11/16	1041	B	83.2	0.5	1.83	11	6.0	1207	173.0	+33%
HOLD+	Michael Hill Int'l Ltd	MHJ	11/06/91	4*	B	387.4	1.4	0.51	8	6.6	76	69.8	+3546%
HOLD	Mt Gibson Iron	MGX	10/11/14	44	A	1128.4	1.5	3.58	9	3.6	83	5.0	+100%
HOLD	Onterran Ltd	OTR	16/08/10	103*	C	57.5	1.8	0.07	NE	Nil	32	Nil	-69%
HOLD	Opthea Limited	OPT	10/02/04	188	B	200.6	1.4	NA	NE	Nil	77	65.0	-25%
HOLD	OZ Minerals	OZL	14/03/16	522	A	323.9	0.4	2.95	15	2.3	1021	48.0	+105%
BUY	Prophecy International	PRO	08/09/08	26	C	64.0	2.0	1.56	NE	Nil	26	24.0	+92%
BUY	Reckon Limited	RKN	08/08/16	141	B	113.3	1.1	1.00	10	4.5	67	8.0	-33%
HOLD+	Silver Chef Ltd	SIV	13/11/17	740	B	39.3	0.8	0.19	11	7.1	141	10.0	-80%
BUY	The Reject Shop Ltd	TRS	11/01/05	257	B	28.9	0.7	0.10	5	12.9	272	510.5	+204%
BUY	Village Roadshow	VRL	10/08/09	71*	B	194.3	0.5	0.47	NE	Nil	334	284.3	+771%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +288.2%. This is equal to an average annual rate of +23.9%, 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 +29.4%, 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.

* Initial Recommendation Prices adjusted for Share Splits, Bonus and Cash Issues.

(1) Reckon Ltd's return includes 1/3 share of GetBusy (GETB) worth 31 pence (57.2 Aust cents).

Recommended Investments

(Continued from Page 3)

Steel & Tube Holdings



Australian Shares

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

AcruX Ltd reports cash of \$22.2 million (13.3 cents per share) as at 31 December 2018 plus received a R&D rebate in cash of \$2.1 million (1.2 cents per share) in January.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$0.6m	\$2.7m	-78.3%
Net Profit	<\$3.5m>	<\$3.0m>	-
Net Cash Surplus	<\$5.9m>	<\$1.4m>	-
Earnings per share	Nil	Nil	-
Dividends per share	Nil	Nil	-

First revenue from its new products is expected next year (i.e. to 30 June 2020). A third product dossier will be submitted for approval this financial year (i.e. before 30 June 2019).

AcruX Ltd



AJ Lucas Group reports “strong trading conditions” for its Drilling division but the business suffers from high finance charges on interest bearing debt:

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$76.2m	\$57.3m	+32.9%
Net Profit	<\$12.1m>	<\$6.2m>	-
Net Cash Surplus	\$4.9m	<\$1.9m>	-
Earnings per share	Nil	Nil	-
Dividends per share	Nil	Nil	-

The Drilling division lifted revenues 33% to \$76.2 million for the half year, with earnings (before interest, depreciation and tax) up 135.5% to \$13.1 million. Two large coal customers have extended contracts for at least three years.

The company has received an expression of interest from a third party in acquiring the Drilling division so the company is undertaking a strategic review and assessing market interest in this business. That *could* be a valuable business, but the company would need to realise a good price to significantly reduce total interest bearing debts of \$108.9 million.

The company's other major assets are its investment in **Cuadrilla Resources** and interests in UK shale gas exploration licences.

Cuadrilla Resources has reported that the UK Secretary of State refused planning consent for four wells at *Roseacre Wood* owing to transport issues.

AJ Lucas Group



ARQ Ltd reported a *loss* resulting, at least in part, from a number of one-off costs: A \$9.7 million “loss” from the increase in deferred consideration for an acquisition, \$2.8 million spent promoting the new “Arq” brands and \$3.7 million accelerated amortisation to write-off the *WebCentral* brand.

Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$213.0m	\$197.8m	+7.9%
Net Profit	<\$2.5m>	\$14.0m	-
Net Cash Surplus	\$18.3m	\$13.4m	+35.9%
Earnings per share	Nil	11.9c	-
Dividends per share	8.0c	11.0c	-27.3%

The directors also intend to exit the *SMB Indirect* business which sells domains and hosting services through 11,000 partners. This business generated revenues of \$25.6 million and earnings of \$13.0 million over the half year period, equal to 12% of group revenues and 34% of group earnings. The company is negotiating the sale of half of this business while the other half is a single customer who has indicated a “material” reduction in their spend although “the timing of this remains unclear”. This sale process is expected to take “more than a year” to complete. Net assets in this division are \$21.4 million and the company should realise a value in excess of that amount.

ARQ Ltd



CardieX



Atlas Pearls

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$6.6m	\$6.3m	+4.0
Net Profit	\$0.4m	<\$1.5m>	-
Net Cash Surplus	<\$1.2m>	<\$0.3m>	-
Earnings per share	0.10c	Nil	-
Dividends per share	Nil	Nil	-

Oysters “on hand” (i.e. tied on lines in the ocean) increased from 2.3 million in June 2018 to 2.8 million in December 2018 (worth around \$18.9 million). Pearls on hand increased from 72,879 in June to 119,324 in December, worth \$2.1 million.

Interest bearing debts also increased from \$4.0 million to \$6.3 million by 31 December 2018.

Atlas Pearls



CardieX

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$2.0m	\$2.0m	+1.2%
Net Profit	<\$1.4m>	<\$0.982m>	-
Net Cash Surplus	<\$1.7m>	<\$1.0m>	-
Earnings per share	Nil	Nil	-
Dividends per share	Nil	Nil	-

The company also reports the \$494,000 extension and expansion of a contract to supply *SphygmoCor* systems, data management and clinical trial support to **Bayer AG** for a Phase 2a clinical trial assessing treatment for congestive heart failure.

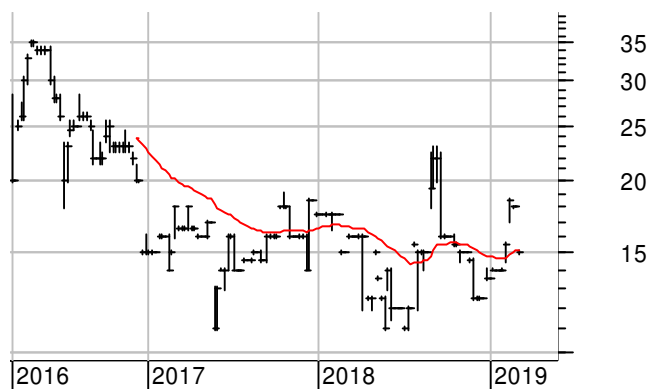
CPT Global

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$15.2m	\$15.0m	+1.2%
Net Profit	\$0.254m	\$0.001	-
Net Cash Surplus	<\$0.556m>	<\$0.548m>	-
Earnings per share	0.7c	Nil	-
Dividends per share	0.25c	Nil	-

Further revenue growth is expected in the second half of this financial year, helped by the extension of two large contracts (to June 2019 and to December 2019) plus two “risk/reward” contracts (also running to June and December 2019).

CPT Global



CSG Limited returned to profitability, albeit a very low level of profitability.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$109.9m	\$117.2m	-6.3%
Net Profit	\$1.0m	<\$3.0m>	-
Net Cash Surplus	\$3.8m	<\$2.8m>	-
Earnings per share	0.3c	Nil	-
Dividends per share	Nil	Nil	-

The reported cash operating surplus was \$20.1 million, but that includes a \$16.3 million *reduction* in lease receivables. So the *trading* cash operating surplus was \$3.8 million, up from a *deficit* a year earlier.

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Recommended Investments

(Continued from Page 5)

CSG Ltd



Cynata Therapeutics has no revenues except \$129,252 of interest income. Over the half year to 31 December 2018 the company *lost* \$2,980,573 (mainly from expensed product development costs). The net cash operating *deficit* was \$2.2 million.

Cash on hand was \$10.6 million (10.6 cents per share).

“Highly encouraging” initial preclinical results have been released by the **University of New South Wales Sydney** study to develop MSC therapies to treat coronary artery disease. *Cymerus* MSCs were shown to “induce neovascularisation” (i.e. the growth of new blood vessels) and modification of the cell culture used to grow the cells was shown to “prime *Cymerus* MSCs and improve their ability to induce neovascularisation” and this effect was “maintained after cells were frozen and then thawed”.

Cynata Therapeutics



Ellex Medical Lasers continues to invest in developing and marketing its growth businesses, resulting in a small operating loss:

Six Months Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$41.6m	\$38.2m	+9.3%
Net Profit	<\$2.7m>	<\$2.4m>	-
Net Cash Surplus	<\$1.8m>	<\$0.5m>	-
Earnings per share	Nil	Nil	-
Dividends per share	Nil	Nil	-

The company is “well funded and operating cashflows sufficiently strong to warrant these strategies” which is expected to lead to “an improved operating result” over the full June 2019 financial year as “product mix improves, sales grow and margins expand”.

iTrack global unit volumes rose 14% for the half year with revenues up 16% on a “constant currency” basis, or up 24% in Australian dollars owing to the lower exchange rate. United States volumes rose 27% to 3826 units and Chinese sales 43% to 1003 units. In the US the company has recruited and sold *iTrack* to about 13% of Ambulatory Surgical Centers or about 5% of the total potential user group.

Current production capacity is 50,000 units per annum, which is only 25% utilised.

Retinal Rejuvenation Therapy (2RT) revenues rose 532% - but off a very small base - to \$1.25 million. This includes recurring “procedure fee revenues” which doubled to \$200,000. 80% of sales occurred in the December quarter, after publication of the *LEAD* study into intermediate Age-related Macular Degeneration (iAMD). Despite “significant sales and marketing” expenses (\$374,000) the earnings *loss* improved to just \$212,000.

During the 2019 calendar year the company expects to establish a pathway to seek **FDA** approval for sales for treating iAMD in the United States (where the laser is currently only approved to treat Clinically Significant Macular Edema (CSME)).

It is always difficult to value an unprofitable, non-dividend paying company. Any valuation relies on making some assumption about future revenue growth rates and potential future profit margins . . . where even relatively small changes in expected revenues and/or margins will have a relatively large impact on the valuation. Late 2016 market values of up to 162 cents per share may not have been cheap, but were not excessively expensive. The current share price of 58 cents may not be the low, but is definitely too cheap!

At 58 cents, the Price/Sales ratio is just 1.05. That is perhaps a “fair valuation” for a no-growth or low-growth business. For example, that may be a fair valuation for the low-growth legacy laser business . . . but this places no value on the fast growing, high margin *iTrack* and *2RT* businesses!

Slower global economic growth has significantly lowered Ellex Medical Lasers share valuation over the last two years. While it is always difficult to pick the top or bottom of a decline, the shares offer excellent long term growth potential at current price levels so we are upgrading them to a “Buy”.

Ellex Medical Lasers



FBR Ltd has placed 161.9 million shares with “a small group of international and domestic institutions and sophisticated investors” at 10.5 cents to raise \$17.0 million. That was a 17% discount to market value. We wish companies would stop doing this! Many institutions will just immediately sell these shares on-market for *any* gain. ASX turnover in the week *after* the placement was 7.4 times the turnover *before* the placement as many new investors quickly sold out. This just depresses the share price to (or below) the placement price. Companies pay brokers for advice on this and the board of directors of listed companies don't seem to understand how markets work!

That may lead to an attractive buying opportunity for *unsophisticated* investors, but when companies place shares at a large discount they are just *destroying existing shareholder wealth*.

For the half year to 31 December 2018 the company had no revenues (except \$169,116 in interest) and *lost* \$4,533,368 (i.e. owing to development costs).

The company has completed its first three bedroom, two bathroom outdoor home structure (although it appears to be just a test structure, next to its High Wycombe factory facility) in “extreme heat and with strong winds” and at night in low light conditions.

FBR Ltd



Fiducian Group continues to grow revenues at a steady rate . . . and profits at a higher rate (owing to economies of scale) . . .

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$24.6m	\$22.3m	+10.1%
Net Profit	\$5.0m	\$4.3m	+15.4%
Net Cash Surplus	\$4.5m	\$4.8m	-5.9%
Earnings per share	16.0c	13.9c	+15.4%
Dividends per share	11.0c	9.0c	+22.2%

. . . but this can be a volatile business and the share price *could* decline if the stockmarket were to dip.

We originally bought these shares at 260 cents in 2008 and the share price fell 70% to a low of 78 cents in late 2012. Since then the shares are up 550% to 505 cents. Investors who are over-weighted in Fiducian Group shares could consider a little profit-taking around current price levels. “Hold-”.

Fiducian Group



Finbar Group

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$34.2m	\$44.0m	-22.4%
Net Profit	\$0.9m	<\$0.3m>	-
Earnings per share	0.4c	Nil	-
Dividends per share	3.0c	3.0c	-

In addition, there was a \$963,812 revaluation gain on investment properties (compared with a \$1,064,184 *loss* in the previous period).

The full year profit (excluding property revaluations) is forecast at \$14-16 million, compared with a \$16 million profit (before property devaluations) last year.

Current sales activity (i.e. some current revenue from finished stock, most future revenues from off-the-plan sales) is “steady on last year”, at about one apartment per day.

Finbar Group



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Recommended Investments

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Ignite Ltd continues to struggle to return to profitability.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$83.0m	\$74.1m	+12.1%
Net Profit	<\$2.1m>	<\$1.9m>	-
Net Cash Surplus	<\$0.7m>	<\$1.1m>	-
Earnings per share	Nil	Nil	-
Dividends per share	Nil	Nil	-

Net assets - which is mainly debtors minus creditors - is \$11.5 million (12.8 cents per share). The shares trade at 4.5 cents. This company would be worth more if closed and liquidated.

The company is running an Unmarketable *Parcel Share Sale Facility* where they will sell any shareholding of 11,363 shares or less and distribute the net proceeds to those shareholders. This will involve 1464 existing shareholders owning 4,562,928 shares or 5.1% of the issued capital.

Shareholders with 11,363 shares or less, who wish to retain their shares, will need to return the *Notice of Retention* form to the company by 24 April.

Ignite Ltd



Iluka Resources reports good growth in revenues . . . and *very strong* growth in net profits and operating cashflows.

Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$1350.9m	\$1077.8m	+25.3%
Net Profit	\$303.9m	\$89.0m	+241.5%
Net Cash Surplus	\$626.5m	\$413.7m	+51.4%
Earnings per share	72.2c	21.3c	+241.5%
Dividends per share	29.0c	31.0c	-6.5%

The annual dividend was slightly lower, probably reflecting the large capital expenditure needed for expansion and new projects. Capital investment was \$312 million in 2018 and expected to be \$330 million in 2019.

Iluka Resources is negotiating with the **International Finance Corporation** (IFC) where the IFC would pay US\$60 million to acquire up to a 10% shareholding in **Sierra Rutile**. This could be in two stages. The first (potential) investment would help finance efficiency

improvements in the existing operations and the second investment would help finance the *Sembehun* development.

Iluka Resources



Integrated Research

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$50.3m	\$45.7m	+10.1%
Net Profit	\$11.7m	\$9.3m	+26.5%
Net Cash Surplus	\$4.2m	\$2.1m	+102.5%
Earnings per share	6.8c	5.4c	+26.5%
Dividends per share	3.5c	3.0c	+16.7%

87% of revenue is now recurring, with most customers on five-year contracts. Annual customer retention rates are greater than 95%.

Integrated Research reports that “the European operations saw a return to growth with a significant contribution from the Payments product line”. Overall Payments revenues rose 144% to \$9.0 million.

Unified Communications revenues were *down* 3% at \$27.0 million, Infrastructure revenues up 6% at \$11.0 million and Consulting revenues down 13% at \$3.3 million.

Integrated Research



McMillan Shakespeare

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$272.2m	\$262.3m	+3.8%
Net Profit	\$35.8m	\$43.5m	-17.6%
Net Cash Surplus	\$25.8m	\$16.6m	+55.4%
Earnings per share	41.8c	52.6c	-20.5%
Dividends per share	34.0c	33.0c	+3.0%

The Net Cash Surplus reported above can be misleading in this type of business, but McMillan Shakespeare calculates “free cash flow” which was down 27.1% to \$26.1 million.

Short term profitability is being depressed by the company's *Beyond 2020* plan towards system automation and customer online self-service.

McMillan Shakespeare



Michael Hill International

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$315.4m	\$342.2m	-2.7%
Net Profit	\$19.5m	\$23.9m	-18.3%
Net Cash Surplus	\$24.8m	\$42.3m	-41.4%
Earnings per share	5.0c	6.2c	-18.3%
Dividends per share	2.5c	2.5c	-

As previously reported, sales were down for the first four months of the half year, but improved in November and December. Overall, “same store” sales fell 6.1% over the half year (compared with the same period a year earlier), but with improvements later in the period. “Same store” sales were down 11.0% in the first quarter and down again in October, but up 2.9% in November and up 1.1% in December.

Michael Hill International



Mt Gibson Iron held cash of \$431.0 million (38.2 cents per share) on 31 December.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$183.3m	\$96.4m	+90.1%
Net Profit	\$45.2m	\$16.0m	+182.7%
Net Cash Surplus	\$54.8m	\$14.5m	+277.7%
Earnings per share	4.1c	1.5c	+182.7%
Dividends per share	Nil	Nil	-

Mt Gibson Iron



Opthea Limited has very little income - mainly just \$91,915 (up 86.0%) from royalties and licencing, plus \$388,423 (down 30.0%) in interest. Expenditure on Research & Development resulted in a *loss* of \$11.3 million for the half year.

Cash on hand at 31 December was \$40.1 million (16.1 cents per share).

The company reports that the independent *Data and Safety Monitoring Board* has reviewed safety data from 366 patients, “did not identify any safety concerns” and recommended that “the trial continue without modification”.

OZ Minerals' higher annual revenues resulted mainly from an increased selling price for Copper, but net profits were relatively steady owing to higher current mining costs and greater exploration (i.e. to grow the business through new projects). The net operating cash surplus increased strongly as the company moved from stockpiling ore to processing and running down this stockpile over the next several years.

Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$1117.0m	\$1023.1m	+9.2%
Net Profit	\$222.4m	\$231.1m	-3.8%
Net Cash Surplus	\$449.6m	\$342.9m	+31.1%
Earnings per share	71.5c	77.4c	-7.6%
Dividends per share	23.0c	20.0c	+15.0%

Cash on hand at 31 December 2018 was \$505 million (156 cents per share), but that will decline this year with capital expenditure of \$540-570 million on *Carrapateena*, with that mine then adding around \$325 million (later increasing to \$400 million) annually in net operating cash flows from 2020.

New projects should further add to net operating cash flows in 2022 (*Pedra Branca*) and 2023 (*Centrogold* and *West Musgrave*).

Exploration drilling at the *Succoth Deposit* (part of *West Musgrave*, in which OZ Minerals has a 51% interest, increasing to 70%) “support a favourable new geological interpretation”. Previously this was thought

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Recommended Investments

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to be a “large, inferred Copper resource of 156 million tonnes at 0.60% Cu” but it now appears that “mineralisation is open along a broad northeast-southwest trending corridor” and this “has significant potential benefit for the scale of the resource at *Succoth*, its amenability to open pit mining and the goal of building a multi-decade mining operation in *West Musgrave*”.

The 20-year *Carrapateena* mine will begin production at the end of this calendar year . . . but OZ Minerals is already looking at options to upgrade this project. A proposal under consideration is to convert from top down *Sub Level Cave* mining to bottom up *Block Cave* mining the lower half of the deposit after 2026. This would prioritise mining the higher grade ore at the top and then at the bottom of the deposit ahead of lower grade ore in the middle.

The upgrade would increase throughput (i.e. from 4.25 million tonnes to 10-12 million tonnes of ore and Copper production from 65,000 tonnes to 105-125,000 tonnes per annum over the following decade) and at lower production costs per tonne of Copper. The initial capital investment for this upgrade would, however, be around \$1000-1300 million. Included in that capital cost would be additional surface processing infrastructure. The upgrade would also enable “a series of future add-on block caves” to extract adjacent lower grade ore at very little additional capital cost. A pre-feasibility study is planned for completion in mid-2020.

OZ Minerals



Prophecy International

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$6.1m	\$5.9m	+4.0%
Net Profit	<\$0.7m>	\$0.090m	-
Net Cash Surplus	<\$0.309m>	<\$0.403m>	-
Earnings per share	Nil	0.1c	-
Dividends per share	Nil	Nil	-

The company is no longer capitalising any software development costs which are now all expensed as

incurred. In the previous period \$370,000 was capitalised, which increased *last* year's profit by a similar amount.

The current first half year period also includes “a number of marketing and launch expenses” for “the global launch of *Snare Analytics* that will not be repeated” in the second half, plus “a substantial review and reductions of costs” late in the first half will “have a positive impact” in the future.

It is difficult to value a business without current profits or dividends - which is why they can be so volatile - but Prophecy International shares currently trade on a Price/Sales ratio of just 1.56. Software businesses - with strong economies-of-scale and recurring SaaS revenues - often trade on P/S ratios of 3.0-5.0 (e.g. IRI 4.6, TNE 8.3).

Prophecy International



Reckon Limited's previous year's results have been re-stated to include the *Practice Management Accountants Group* (which was retained after its proposed sale to **MYOB** was not allowed to proceed).

Year to 31/12/2018

	Latest	Previous	Change
Revenues	\$75.4m	\$80.3m	-6.1%
Net Profit	\$7.7m	\$7.5m	+3.2%
Net Cash Surplus	\$10.9m	\$9.7m	+12.7%
Earnings per share	6.8c	6.8c	-
Dividends per share	3.0c	3.0c	-

No final dividend will be paid, but a 3.0 cents interim dividend was paid during the year.

Strong net operating cash flows allowed interest bearing debts to be reduced by \$6.0 million to \$45.0 million.

Spinning-off the **GetBusy plc** business has reduced expenditure on development, but at \$14.3 million this remains high as the company develops new products and new markets for its remaining divisions.

At 67 cents, Reckon Ltd shares trade on a Price/Sales ratio of 1.00, Price/Earnings ratio of 10 and a Dividend Yield of 4.5%. That is an extremely low valuation for a cloud based software business with recurring revenues. “Buy”.

Reckon Ltd



Silver Chef has recorded further “material one-off expenses against rental assets and receivables” including the new AASB9 accounting standard relating to *Financial Instruments* which “requires loss provisions recorded against new and non-default contracts, resulting in higher provisions”. Transition to that new accounting standard required an extra \$7.9 million of provisions (against new, non-default contracts) over the half year.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$121.6m	\$146.0m	-16.7%
Net Profit	<\$11.7m>	<\$13.1m>	-
Net Cash Surplus	\$80.3m	\$75.1m	+6.8%
Earnings per share	Nil	Nil	-
Dividends per share	Nil	10.0c	-100.0%

The run down of the *GoGetta* business “continues in line with expectations” with “\$122 million in cash generated since commencement”. *GoGetta* debt was \$30.5 million at 31 December (and less than \$22 million at the end of February) and will be fully repaid this calendar year.

The restructuring and new accounting rules are putting pressure on Silver Chef, with the banks pressuring the company to raise \$45 million in additional equity. This can be satisfied by raising \$45 million of Mezzanine debt and \$20 million of equity by the end of April. At 141 cents per share the current market capitalisation is \$56 million, so this \$20 million in equity could be raised from existing shareholders through a 4 for 11 cash issue at 140 cents or a heavily discounted 1 for 2 issue at 100 cents.

Longer term the new accounting rules - like most government regulation - will have some unexpected consequences. The requirement to make up-front bad debt provisions on new, non-default loans, is a short term cost to companies offering equipment rental, leasing and financial services to small businesses. This will make it more difficult for new, potential competitors to enter the business (i.e. a barrier to entry), small business

customers will have less access to financing and, with less actual or potential competition, financial services companies like Silver Chef will be able to pass on these higher short term costs to customers through higher up-front charges.

An accounting change that requires higher up-front provisioning will not, however, change the *actual* bad debt levels over the full life of the rental/lease/financing. The accounting rule will simply result in upfront “losses” (owing to provisioning costs . . . which will eventually be passed on to customers in higher charges) and end of loan excess “profits” (as excess provisions are written back as profits . . . to be retained by the financier).

Silver Chef faces a difficult environment in the very short term, but these accounting rules will act to reduce real and potential competition and boost profitability of the incumbent financiers. This may not be a great way to run an efficient, competitive economy . . . but this newsletter is about *stockmarket investment* not *economics* or *politics*.

Silver Chef directors are “confident” of a “return to historical growth rates and returns over the coming years”.

Silver Chef



The Reject Shop recorded a small drop in revenues but margins declined owing to “increased levels of markdowns and clearance activity”.

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$432.7m	\$437.6m	-1.1%
Net Profit	\$10.6m	\$17.7m	-40.4%
Net Cash Surplus	\$18.4m	\$39.5m	-53.4%
Earnings per share	36.4c	61.4c	-40.4%
Dividends per share	10.0c	24.0c	-58.3%

A second half *loss* of \$6.5-7.5 million should result in an annual profit of just \$3.1-4.1 million (11-14 cents per share).

At 31 December 2018 the company was debt free with cash of \$23.0 million (79.5 cents per share).

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Recommended Investments

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The Reject Shop



Village Roadshow

Six Months to 31/12/2018

	Latest	Previous	Change
Revenues	\$526.5m	\$515.2m	+2.2%
Net Profit	\$12.8m	\$0.040m	-
Net Cash Surplus	\$52.9m	\$14.1m	+276.3%
Earnings per share	6.6c	Nil	-
Dividends per share	Nil	Nil	-

The Theme Park division returned to profitability (despite new accounting standards that deferred an extra \$2.1 million of revenue and profit to the second half year) and has since been followed by “record January trading”.

Cinema Exhibition earnings also improved, while Film Distribution earnings were slightly lower and Marketing Solutions traded at a small *loss*.

The board intends to declare a final dividend (for the year to June 2019) “if performance continues to meet expectations”.

Topgolf (opened in June 2018) is expected to generate earnings (before interest, depreciation and tax) of around \$5 million - “a little lower than original expectation”. Village Roadshow is increasing its ownership of this joint venture from 66.67% to 96.3% at a cost of \$10.9 million. (The other partner has the option to increase its ownership from 3.7% back to 33.33% until 31 December 2020 at market value.)

A drive-in cinema property at Coburg, Victoria, was sold for \$12 million and leased back during January, with proceeds used to reduce interest bearing debt.

The operating lease on the Hypercoaster ride at the

Gold Coast was terminated in January and the asset repurchased for \$31 million. This will save \$5.4 million annually in lease expenses.

Village Roadshow



GetBusy plc reports good revenue growth (80% of which is recurring revenues), with just a small operating loss and a very small cashflow *deficit*.

Year to 31/12/2018

	Latest	Previous	Change
Revenues	£10.9m	£9.3m	+16.9%
Net Profit	<£1.0m>	<£2.3m>	-
Net Cash Surplus	<£0.1m>	<£0.7m>	-
Earnings per share	Nil	Nil	-
Dividends per share	Nil	Nil	-

Cash on hand fell just £328,000 over the year to £2,486,000 at 31 December 2018.

SmartVault increased its LTV:CAC ratio (i.e. the average life time value of a customer to the new customer acquisition cost) from 3:1 in 2017 to 6:1 during 2018. Paying users rose 7.1% to 61,543.

As we reported last month, a “beta” version of the GetBusy app was launched in December but “it is still too early to forecast any revenues from the product”.

At 31 pence the shares are near their historical lows and the Price/Sales ratio is 1.38. That looks to be good value for a small, emerging growth business that is using net operating cashflows to finance growth of its existing business *and* to develop new products.

In a few years it is likely that this very small, £15 million capitalisation company will be taken over by a larger technology company interested in acquiring its high margin document storage and sharing business and its new client communication and productivity application. “Buy” for growth.

Dividend\$

Company	Cents per Share	Ex-Date	Pay-able	Tax Credit
Air New Zealand	11.00	15-03	27-03	Full
Barramundi Ltd	1.25	14-03	28-03	-
CDL Investments	3.50	02-05	17-05	Full
Chorus Ltd	9.50	18-03	16-04	Full
Contact Energy	16.00	20-03	09-04	3.8889
Ebos Group	34.50	15-03	05-04	3.3542
Fletcher Buildings	8.00	22-03	10-04	Nil
Freightways Ltd	15.00	15-03	01-04	Full
Heartland Bank	3.50	14-03	29-03	Full
Marlin Global	1.80	14-03	28-03	-
Marsden Marine	6.75	15-03	22-03	Full
Meridian Energy	5.70	28-03	17-04	1.9063
Meridian Energy special	2.44	28-03	17-04	2.4400
Methven Ltd	4.69	-	-	0.6900
Metlifecare	3.75	15-03	22-03	Nil
Millennium & Copthorne	7.50	09-05	17-05	Full
NZ King Salmon	2.00	13-03	22-03	Full
NZ Refining Company	4.50	07-03	21-03	Full
NZX Ltd	3.10	07-03	22-03	Ful
PGG Wrightson	0.75	15-03	05-04	Full
Precinct Properties	1.50	12-03	27-03	0.2715
Property For Industry	2.10	04-03	13-03	Full
Seeka Group	12.00	15-03	22-03	Full
Skellerup Holdings	5.50	07-03	21-03	1.0694
Sky TV Network	7.50	08-03	15-03	Full
South Port NZ	7.50	28-02	06-03	Full
Spark NZ	11.00	15-03	05-04	Full
Spark NZ special	1.50	15-03	05-04	Full
Steel & Tube Holdings	3.50	15-03	29-03	Full
Summerset Group	7.20	08-03	21-03	Nil
Vista Group	2.10	11-03	22-03	Full
Vital Healthcare Property	2.1875	15-03	29-15	0.3477

Australian Shares

ARQ Group	45.00	05-04	30-04
CPT Global	0.25	14-03	20-05
Fiducian Group	11.00	27-02	14-03
Finbar Group	3.00	04-03	12-03
Iluka Resources	19.00	07-03	04-04
Integrated Research	3.50	27-02	16-04
McMillan Shakespeare	34.00	07-03	22-03
Michael Hill International	2.50	12-03	27-03
OZ Minerals	15.00	11-03	26-03
The Reject Shop	10.00	15-03	08-04

Total Return Index for All Listed Shares

Feb 11	1668.06	Feb 18	1675.13
Feb 12	1671.61	Feb 19	1679.89
Feb 13	1674.62	Feb 20	1679.76
Feb 14	1670.52	Feb 21	1682.35
Feb 15	1674.06	Feb 22	1682.51
Feb 25	1681.59	Mar 4	1686.31
Feb 26	1678.51	Mar 5	1682.83
Feb 27	1678.71	Mar 6	1684.62
Feb 28	1681.76	Mar 7	1686.10
Mar 1	1681.68	Mar 8	1691.09

Next Issue:

The next issue of *Market Analysis* will be emailed in four weeks time on Monday April 8, 2019.

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

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