

Market Analysis

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Founder: James R Cornell (B.Com.)

Summary and Recommended Investment Strategy.

An economic decline - when economic activity, corporate profits and share prices are depressed - is a good time to buy shares. This is reflected in our favourable One-Year Forecast. Remain fully invested.

Investment Outlook.

Our One-Year Forecast for the Australian stockmarket has improved to a very bullish (i.e. favourable) 90%!

This, in part, reflects "bad" economic statistics that confirm weakness in the Australian economy. GDP growth has fallen to 1.8% and Industrial Production growth to 1.2%. "Bad" economic statistics are "good" for the stockmarket as they show the economy has experienced a downturn. Economic activity, corporate profitability and share prices will *already* be depressed. Economic activity may remain depressed for a while, but the next major *change* will be a recovery . . . and share prices rise *ahead* of an economic recovery, *anticipating* the improvement in corporate profits.

Expect all the economic news to be bad for many months. Expect house prices to keep falling. That will put pressure on the banking system. The Reserve Bank of Australia will likely need to expand the money supply to pump cash into the banking sector, with the expanded money supply likely to depreciate the Australian dollar exchange rate.

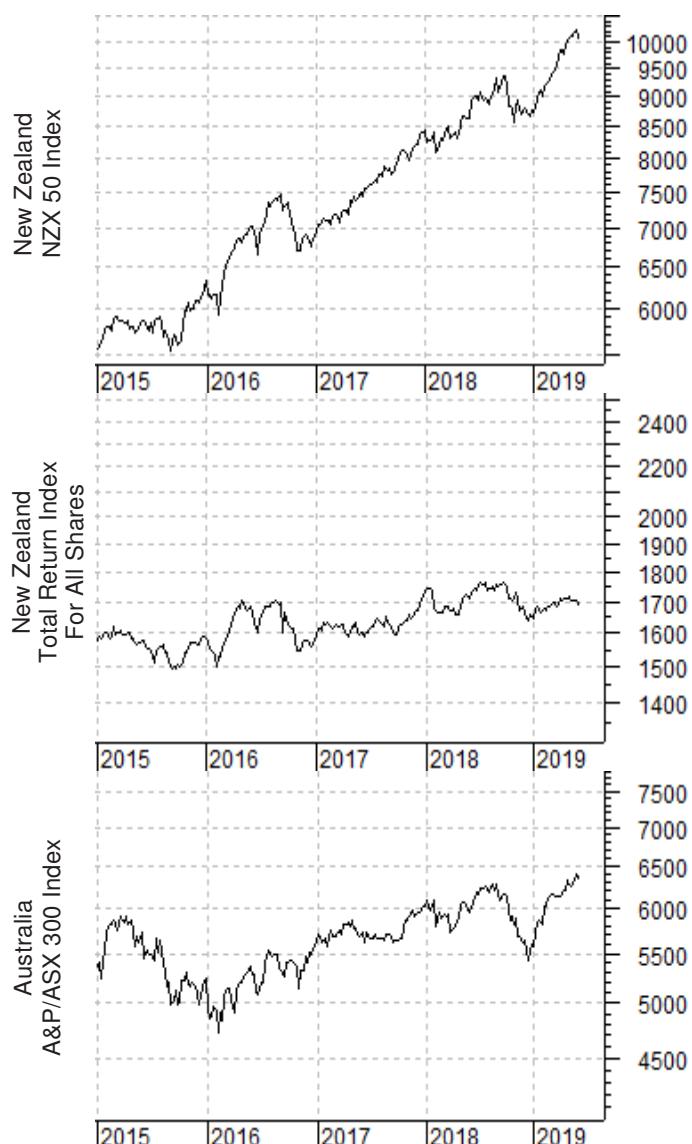
We are concerned about slowing in the Chinese economy, so demand (and prices) for Australian commodity exports could drop. That would put pressure on the balance of payments and also depreciate the Australian dollar exchange rate.

A lower Australian dollar would appear to depreciate the value of our Australian assets . . . except that shares are a *natural hedge* of exchange rate movements. A lower exchange rate would boost the revenues and profits of exporters. Most of our Australian companies are exporters or have international businesses so would benefit strongly from a lower exchange rate. In some cases a 10% drop in the exchange rate could boost profits 30-40%.

In the short term we could see more stockmarket weakness, even scares and panic selling, but medium term some good buying opportunities should emerge and longer term Australian shares should be attractive investments. "Hold".

Stockmarket Forecasts

	One-Month	One-Year
Australia:	67% (Bullish)	90% (Bullish)
New Zealand:	51% (Neutral)	59% (Bullish)



Recommended Investments

CDL Investments notes that “property markets are slowing and we are making adjustments to our operations to take account of slowing demand”, but “not all areas are slowing” and the company seeks to “increase sales and complete developments” where “demand continues to be positive”.

Sales for the three months to the end of March were \$14.1 million, down 23% on the same period a year earlier.

The slowing market “may also present opportunities to acquire additional land”.

The development of commercial centres at Preston Park and Stonebrook will create a total of 20 rental properties for the company.

CDL Investments



Cavalier Corporation reports “continued challenging market conditions” in Australia and “slowing demand” in New Zealand. The second half year will be “close to break even”, giving an annual net profit of around \$1.9 million.

The company is focusing on growing its trade customer base plus growing the business in Australia and internationally.

Steel & Tube Holdings expects 2019 earnings (before interest and tax) of \$15.5-17.5 million. Market share, volumes and sales have increased, but profit margins remain depressed.

Steel & Tube Holdings



Australian Shares

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

ALS Limited lifted revenues and profit margins, boosting net profits. Earnings per share benefitted

slightly from share repurchases and the dividend was raised . . .

Year to 31/3/2019

	Latest	Previous	Change
Revenues	\$1,672.5m	\$1,446.9m	+15.6%
Net Profit	\$181.0m	\$142.2m	+27.3%
Net Cash Surplus	\$218.8m	\$185.8m	+17.8%
Earnings per share	37.3c	29.1c	+28.2%
Dividends per share	22.5c	17.0c	+32.4%

. . . so the share price fell! The stockmarket is crazy!

Life Sciences revenues were 13.3% higher at \$831.4 million with earnings (before interest, tax and depreciation) 18.6% higher at \$166.8 million.

Commodities revenues rose 19.5% to \$620.3 million with earnings up 29.6% to \$189.6 million. Samples were up 7%.

Industrial revenues were up 9.9% to \$213.1 million but earnings were down 13.7% to \$27.7 million.

Oil & Gas Laboratories revenues were 8.3% lower with a loss of \$5.6 million - but this small division was closed in March.

ALS Ltd



ARQ Group has sold its *TPP Wholesale* (domain site) reseller business to UK based **CentralNic plc** after a competitive tender process. ARQ Group will receive about \$24.4 million (i.e. \$21.3 million immediately, \$2.3 million over the next year and \$0.8 million. The completion date is scheduled for 30 June, but conditional on the purchaser securing financing.

The current half year will be “materially lower” but the second half should be “materially higher”.

ARQ Group



CardieX Ltd reports that the **Blumio Inc** trial using their radar-based blood pressure sensor to measure radial arterial waveforms was successful. Blumio will now develop software and hardware for their sensor module needed to produce a wearable blood pressure monitor which the partners intend to licence to "wearable device, digital health and software companies". Wearable blood pressure monitoring is expected to become (depending upon which report is quoted or which CardieX announcement you read) a US\$12 billion or US\$40 billion or U\$45 billion market by 2025!

CardieX is also keen to form "multiple additional partnerships" with competitors seeking to develop wearable blood pressure monitors to incorporate their *SphygmoCor* central blood pressure monitoring technology. Other companies seeking to develop a consumer blood pressure monitor include Apple,

Samsung, Google and Amazon . . . and while that may ultimately lead to excess competition and inadequate profit margins in this new business (as we discussed last month), CardieX would receive licence fees for its *SphygmoCor* technology and the Blumio developed sensor technology.

CardieX also reports that partly owned *InHealth Medical Services* is growing rapidly as expected. Most growth has been in the *Anthem* partnership which has grown from zero to 1314 sessions (i.e. over 80% of the company's business) in five months. Revenue and margins are "as forecast" with April revenues over US\$60,000.

CardieX has signed a *Memorandum of Understanding* with China's third largest telemedicine provider, **Health160**, which has 167 million users and 4500 hospital partners. Health160 (Continued on Page 4)

Portfolio of Recommended Investments

CURRENT ADVICE	Company	Initial Recommendation			Perform- ance Forecast	Issued Shares (mil.)	Volati- lity Ratio	Price/ Sales Ratio	Price/ Earnings Ratio	Gross Dividend Yield	Recent Share Price	Cash Dividends Rec'd	Total Return %
		Code	- Date -	Price									
<u>NZ Shares</u>													
BUY	CDL Investments Ltd	CDI	12/01/99	25	E	278.1	1.2	2.26	6	7.0	69	39.8	+335%
HOLD+	Cavalier Corporation	CAV	05/12/95	156*	E	68.7	1.9	0.15	5	Nil	32	282.0	+101%
HOLD	Colonial Motor Company	CMO	10/11/92	128*	B	32.7	0.4	0.32	12	8.0	873	612.8	+1061%
HOLD	Smiths City Group	SCY	09/10/06	64	D	52.7	1.9	0.08	NE	4.5	31	37.0	+6%
HOLD	South Port New Zealand	SPN	13/02/96	120	B	26.2	0.4	4.35	18	5.3	675	310.8	+721%
HOLD+	Steel & Tube Holdings	STU	08/08/00	139*	D	90.6	1.2	0.18	11	9.9	98	346.1	+220%
<u>Australian Shares (in Aust cents)</u>													
HOLD+	Acrux Limited	ACR	12/05/14	99	B	166.6	2.3	9.46	NE	Nil	20	14.0	-66%
HOLD	AJ Lucas Group	AJL	13/05/03	107*	D	750.1	3.5	0.54	NE	Nil	9	36.4	-58%
HOLD+	ALS Limited	ALQ	12/10/99	72*	B	485.5	0.5	1.96	18	3.3	676	335.4	+1305%
HOLD	ARQ Group	ARQ	10/02/04	53	B	119.7	0.8	0.81	NE	5.5	146	226.0	+602%
HOLD	Atlas Pearls & Perfume	ATP	14/05/96	73	D	422.9	10.4	0.42	NE	Nil	1	17.5	-74%
HOLD+	Brickworks Ltd	BKW	12/11/12	1115	B	149.8	0.3	2.95	11	3.3	1622	263.5	+69%
HOLD+	CardieX Ltd	CDX	11/11/13	15	D	531.0	6.4	4.24	NE	Nil	3	Nil	-79%
HOLD	CPT Global Ltd	CGO	10/03/08	88	B	37.6	2.6	0.21	8	1.5	17	19.5	-59%
HOLD	CSG Limited	CSV	11/10/10	166*	C	445.7	2.6	0.25	NE	Nil	16	60.5	-54%
HOLD+	Cynata Thera.	CYP	13/03/17	50	E	95.1	1.0	NA	NE	Nil	125	Nil	+149%
BUY	Ellex Medical Lasers	ELX	14/03/06	49	D	143.6	1.5	1.02	NE	Nil	56	Nil	+14%
BUY	FBR Limited	FBR	07/07/17	14	C	1403.6	3.9	NA	NE	Nil	8	Nil	-46%
HOLD-	Fiducian Group	FID	11/02/08	260	A	31.3	0.5	3.31	16	4.2	481	116.8	+130%
HOLD	Finbar Group Ltd	FRI	12/04/10	106	B	270.8	1.0	1.60	17	6.7	89	74.5	+54%
HOLD	Ignite Ltd	IGN	08/04/03	82*	C	89.6	4.2	0.04	NE	Nil	6	70.5	-6%
HOLD	Iluka Resources Ltd	ILU	12/10/04	471	A	422.5	0.5	3.03	13	3.0	970	301.0	+170%
BUY	Integrated Research	IRI	14/01/08	40	A	171.9	0.6	5.71	30	2.1	303	59.5	+806%
HOLD+	McMillan Shakespeare G	MMS	07/11/16	1041	B	83.2	0.4	2.09	12	5.3	1376	173.0	+49%
HOLD+	Michael Hill Int'l Ltd	MHJ	11/06/91	4*	B	387.8	1.6	0.36	6	9.3	54	72.3	+3058%
HOLD	Mt Gibson Iron	MGX	10/11/14	44	B	1128.4	1.4	4.57	12	2.8	106	5.0	+152%
HOLD	Opthea Limited	OPT	10/02/04	188	C	200.6	1.5	NA	NE	Nil	68	65.0	-29%
HOLD	OZ Minerals	OZL	14/03/16	522	B	323.9	0.4	2.64	13	2.5	912	63.0	+87%
BUY	Prophecy International	PRO	08/09/08	26	C	64.0	2.0	1.59	NE	Nil	27	24.0	+94%
BUY	Reckon Limited ¹	RKN	08/08/16	141	B	113.3	1.3	0.85	8	5.3	57	8.0	-41%
HOLD	Silver Chef Ltd	SIV	13/11/17	740	B	39.3	1.2	0.09	5	15.7	64	10.0	-90%
BUY	The Reject Shop Ltd	TRS	11/01/05	257	B	28.9	0.9	0.07	4	17.2	204	520.5	+182%
BUY	Village Roadshow	VRL	10/08/09	71*	C	194.2	0.6	0.42	NE	Nil	300	284.3	+723%
BUY	Woodside Petroleum	WPL	08/04/19	3410	B	936.2	0.3	4.36	17	5.9	3464	Nil	+2%

The average Total Return (i.e. both Capital Gains/Losses plus Dividends received) of all current investments from initial recommendation is +269.6%. This is equal to an average annual rate of +22.3%, 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 170 closed out) is +28.5%, 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 plc (GETB) worth 26.5 pence (48.2 Aust cents).

Recommended Investments

(Continued from Page 3)

will use its smartphone app to pilot test *inHealth's* telehealth solutions, to “determine and refine pricing, marketing strategies and healthcare offerings” over an undisclosed period of time to a sample of Health160’s patient base. If successful, this testing could lead to a “significant commercial opportunity” and the parties will “establish full commercial terms for a long term strategic partnership”.

CardieX will also establish its own business in China to help market its *SphygmoCor* and *Oscar 2* devices.

CardieX Ltd



Cynata Therapeutics made several presentations at the Annual Meeting of the *International Society of Cell and Gene Therapy* in Melbourne in late May, attended by over 1000 delegates.

Cynata Therapeutics will issue 300,000 options (exercisable at 211 cents, a 75% premium to market value, until May 2024) to a new, non-executive director. It will also issue a total of 1,425,000 options (exercisable at 175 cents until May 2022) to three senior employees.

Cynata Therapeutics



FBR Limited has restructured its management into two parts: A *Global Commercialisation Team* which includes most existing senior managers, plus a CEO Australia to manage the activities focused on the *Fastbrick Australia* joint venture.

FBR Ltd



Fiducian Group believes it could benefit and win new business with a “number of established participants” intending to leave the investment management business, that “new educational standards may expedite advisers” leaving the business and with other “regulation and changes in industry dynamics”.

The company is focused on “sustainable business growth, increasing shareholder value and business profitability rather than chasing market share with limited benefit” to the company or shareholders.

Fiducian Group



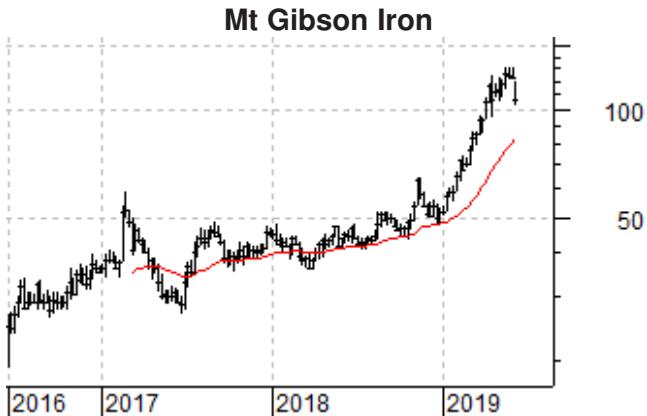
Iluka Resources will sell up to 10% of **Sierra Rutile** to the **International Finance Corporation** (IFC) who will invest US\$60 million in the company to finance expansion plans. The IFC has made an initial investment of US\$20 million (for a 3.57% interest) and will make the remaining US\$40 million investment “if and when” Iluka Resources “approves the construction of early works for the *Sembrehun* project”.

The IFC intends to be a long term investor in this project but has a put option to sell its shares to Iluka Resources “at fair market value” after 7 years.

Iluka Resources



Mount Gibson Iron has approved **Shougang Concord International Enterprises** and **SCIT Trading** transferring their contracts to purchase 80% of *Koolan Island* ore to Hong Kong based **Newton Resources** (as guarantor) and its subsidiary **Ace Profit Investment** (as purchaser). **VMS Investment Group** (a private investment company which owns 28.7% of Newton) will also provide a US\$75 million guarantee of Ace's obligations.



Michael Hill International will change from a 12 month calendar year to a “52 week retail calendar” for future quarterly and annual reporting. The first three quarters will consist of 13 weeks, with the final quarter being 13 or 14 weeks as required. The company's financial year will end each year on the last Sunday in June.

Owing to changes in NZX listing rules, Michael Hill International will move from being a “Dual Listed Issuer” (a category being discontinued) and will become an “NZX Exempt Issuer” - but nothing else of significance will change.



Opthea Ltd has completed its Phase 2b Trial for wet age-related macular degeneration (AMD). In line with expectations, 348 (95.1%) of the 366 patients originally selected completed the study, receiving eye-drops once a month for six months and a final examination a month later. This data is now being analysed with initial results “reported within the coming months”.



OZ Minerals has made changes - and expanded - its joint venture projects with **Minotaur Exploration**.

The existing *Eloise Joint Venture* (OZ Minerals

70%, Minotaur 30%) will be expanded, with OZ Minerals contributing a further \$3 million for exploration over the next three years and Minotaur contributing additional tenements. Once that money is spent, Minotaur can choose to either (1) contribute 30% of exploration and development costs or (2) reduce its interest to 20% (and increase OZ Minerals interest to 80%) and be “loan carried” by OZ Minerals. Minotaur's 20% of costs would be funded by OZ Minerals through a non-recourse loan with principal and interest repayable only from production revenues once mining commences.

The *Eloise Joint Venture* included the *Jericho* copper deposit which has been restructured to become a separate *Jericho Joint Venture*. Minotaur Exploration has elected to be “loan carried”, so OZ Minerals' interest has increased to 80%. Further drilling is underway with the objective of defining a resource from the central zone.

OZ Minerals has also formed an exclusive strategic alliance to explore other Minotaur Exploration tenements in the Cloncurry district, holding an initial 70% interest. OZ Minerals will contribute \$1 million over two years to fund Minotaur to generate potential projects. OZ Minerals will have the option to accept (or reject) any potential project where further exploration of up to \$4 million per project will be solely funded by OZ Minerals (after which Minotaur may fund its 30% share, or reduce to a 20% share “loan carried” by OZ Minerals, repayable only from cashflows from that project). OZ Minerals will also pay Minotaur \$300,000 on acceptance of any project and \$1 million on any that reach a positive Scoping Study and \$2 million on a positive Pre-Feasibility Study.



Silver Chef has an *Exclusivity Agreement* with **Next Capital Pty** (a company associated with Silver Chef's major shareholder) which plans to take the company private via a scheme of arrangement. That has been extended until 14 June (and possibly be extended again?) while Next Capital negotiates with Silver Chef's financiers, who have extended existing waivers until 30 June.

We remain unhappy with this situation where the public shareholders are *left in the dark* while the major shareholder *paints us into a corner*!

An exclusivity agreement prevents alternative investors/buyers expressing an interest or negotiating with the company, while a scheme of arrangement is very easy to push through (i.e. requiring just 75% approval from all shareholders) relative to a traditional takeover offer (requiring 90% acceptance by the public shareholders).

(Continued on Page 12)

Recommended Investments

(Continued from Page 5)

The Reject Shop reports “gross margins in the second half well below expectations” and has downgraded its annual result from a \$3.1-4.1 million profit to a \$1.0-2.0 million loss.

Non-product costs - wages, rents and overheads - “have been well controlled” with “material reductions on rent renewals still being delivered”. The poor performance results from a 2.9% decline in second half same store sales plus the decline in margins.

While this is not a good result, retailing is cyclical and this reflects the current weak economic situation. Investing in cyclical company shares requires buying when the business (and share price) are depressed (and the shares look fundamentally expensive as earnings are low) and selling when the business (and share price) are booming (but look fundamentally cheap as profits are high). “Buy” and “Hold” for recovery.

The Reject Shop



Village Roadshow has released a “Strategy Update” based on “The Experience Economy” (i.e. “people increasingly seeking experiences more than things”).

Sea World will be rejuvenated with three additional rides over the next 18 months.

Capital investment in new cinemas will increase over the next five years, before returning to “more modest levels”.

The company also expects to reinstate dividends “if performance continues to meet expectations and sufficient free cash flow is available”.

Village Roadshow



Dividend \$

Company	Cents per Share	Ex- Date	Pay- Date	Tax Credit
Argosy Property	1.2849	-	-	0.30260
Arvida Group	1.45	11-06	20-06	1.45
Asset Plus	0.90	13-03	20-06	Full
Augusta Capital	1.625	10-06	17-06	Full
AWF Madison Group	8.20	21-06	09-07	Full
Fisher & Paykel Health.	13.50	13-06	05-07	Full
Gentrack Group	5.00	06-06	14-06	Full
Goodman Property Trust	1.34577	06-06	20-06	Full
Green Cross Health	3.50	13-06	27-06	Full
Infratil Ltd	11.00	21-06	27-06	2.00
Kiwi Property Group	3.475	04-06	20-06	0.4855
Mainfreight Ltd	34.00	12-07	19-07	Full
Ryman Healthcare	11.90	07-06	21-06	Nil
Turners Automotive	5.00	09-07	18-07	Full
Sanford Ltd	9.00	06-06	14-06	Full

Australian Shares

ALS Ltd	11.50	03-06	01-07
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Total Return Index for All Listed Shares

May 13	1704.04	May 20	1709.52
May 14	1685.74	May 21	1704.48
May 15	1691.67	May 22	1708.34
May 16	1696.65	May 23	1709.97
May 17	1701.55	May 24	1705.94
May 27	1697.06	Jun 3	Holiday
May 28	1694.34	Jun 4	1684.88
May 29	1693.02	Jun 5	1682.46
May 30	1691.99	Jun 6	1683.89
May 31	1697.18	Jun 7	1681.22

Next Issue:

The next issue of *Market Analysis* will be emailed in five weeks time on Monday July 15, 2019.

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

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