

# Vmoto Ltd

## (VMT \$0.47) Buy

**EUROZ HARTLEYS**

<b>Analyst</b>	<b>Date</b>	<b>Price Target</b>
Harry Stevenson	3 <sup>rd</sup> March 2021	\$0.78/sh ▲ from \$0.72/sh

### Strong Full Year Results

#### Investment case

VMT has released unaudited preliminary final results for the full year ended 31 December 2020. Results for the year were strong across the board with the company exceeding our previous forecasts (adjusted for impact of share based payments approved late in the year). With the award of the of VMT's largest B2B order from strategic partner Greenmo Group in early FY'21 we look for a step change in unit sales through FY'21 with the company set to benefit from easing of lockdowns across Europe and continued transition to E-vehicles. The company launched a range of three new vehicles in late February which we expect will be well received given the welcome bump to performance. We have pushed through some adjustments to our full year FY'21 forecasts to reflect FY'20 results and as a result price target rises to \$0.78/sh.

#### Key points

- Total revenue of \$61m (vs Euroz \$61.3m) up 34% YoY.
- Revenue per unit of \$2,591 vs \$2,287 in prior year; however this is muddled by inclusion of parts sales. We model FY'21 on a conservative \$2,500 per unit.
- GP margins were stronger than anticipated at 23.5% (EHSL 21%); up from 21.1% in prior year.
- Growth in GP margins appears to be a reflection of the operating leverages within the new jointly owned manufacturing company "Vmoto Soco". While we suspect Vmoto can do a little better we model FY'21 on 23% GP margins.
- EBITDA \$5.8m up 101% YoY, adjusted for the impact of the share based payments \$6.9m up 319% YoY.
- Strong operating cash flows of \$4m; up 139% on PY.
- NPAT of \$3.7m up 102% on PY.
- Total sales of 23,547 up 18% YOY, however down on EHSL forecasts of 24,528; given the lower than anticipated Q4 sales results.
- With the receipt of \$13m B2B order received from Greenmo Group for 5,904 and record Q1 orderbook position VMT is on track to deliver 10,000 units in Q1'21; 45% of FY'20 total sales.
- Balance sheet position leaves VMT capitalised for future growth with \$15m in cash and no debt.
- We have updated our forecasts to reflect FY'20 results as a result price target increases to \$0.78/sh.

<b>Vmoto Ltd</b>	<b>Year End 30 June</b>	
Share Price	0.47	A\$/sh
Price Target	0.78	A\$/sh
Valuation (DCF)	0.78	A\$/sh
WACC	9.2%	
Terminal Growth	2.5%	
Shares on issue	276 m	
Market Capitalisation	130.8	A\$m
Enterprise Value	116.3	A\$m
Net Cash Cash (December)	14.5	A\$m

<b>Key Financials</b>	<b>2020A</b>	<b>2021F</b>	<b>2022F</b>
Revenue (A\$m)	62.7	83.5	121.4
EBITDA (A\$m)	6.0	8.5	13.6
EBIT (A\$m)	4.4	6.9	12.1
Reported NPAT (A\$m)	3.7	6.3	8.6
Normalised (A\$m)	3.7	6.3	8.6

Gross Cashflow (A\$m)	6.5	9.0	11.1
Capex (A\$m)	-0.7	-1.2	-1.3
Op. Free Cashflow (A\$m)	4.9	4.9	5.4

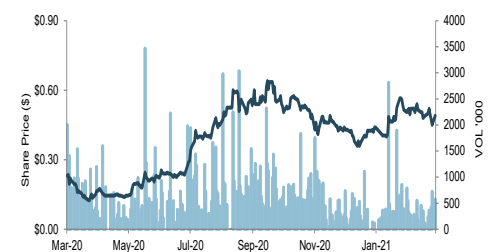
Revenue Growth (%)	33%	33%	45%
EBITDA Growth (%)	75%	41%	60%
Norm. NPAT Growth (%)	183%	72%	35%

Normalised EPS (Ac)	1.32	2.27	3.08
Norm. EPS growth (%)	1.28	0.72	0.35
PER (x)	35.6	20.7	15.3
EV:EBITDA (x)	17.9	13.7	8.6
EV:EBIT (x)	25.5	16.6	9.5

DPS (Ac)	NA	NA	0.00
Dividend Yield (%)	NA	NA	0.00

Net Cash (A\$m)	15.0	19.9	25.3
Net debt to equity	45%	49%	50%

#### Share Price Chart



#### Disclaimer

Euroz Hartleys Securities declares that it has acted as underwriter to and/or arranged an equity issue in and/or provided corporate advice to VMT during the last year. Euroz Hartleys Securities has received a fee for these services.

ASX Limited ABN 98 009 642 691 and its related bodies corporate ("ASX") did not prepare any part of the report and has not contributed in any way to its content. The role of ASX in relation to the preparation of this research report is limited to funding its preparation, by Euroz Hartleys Securities Limited in accordance with the ASX Equity Research Scheme.

ASX does not provide financial product advice. The views expressed in this research report may not necessarily reflect the views of ASX. To the maximum extent permitted by law, no representation, warranty or undertaking, express or implied, is made and no responsibility or liability is accepted by ASX as to the adequacy, accuracy, completeness or reasonableness of the research report.

#### Euroz Hartleys Securities Limited

All information and advice is confidential and for the private information of the person to whom it is provided and is provided without any responsibility or liability on any account whatsoever on the part of Euroz Hartleys Securities Limited or any member or employee thereof. Refer to full disclaimer at the end of this document.

## Analysis

We have updated our unit sales forecast to reflect strong orderbook position.

FY	Units	2018	1H19	2H19	2019	1H20	2H20	2020	1H21	1H21	2021	2022	2023	2024	2025
<b>Unit Sales</b>															
International (ex Go Sharing)	#	10,081	6,893	9,694	16,587	7,563	9,553	17,116	9,832	10,508	20,340	25,425	31,782	39,727	49,659
Go Sharing	#	0	0	670	670	2,150	2,150	4,300	5,904	4,000	9,904	20,000	22,500	22,500	22,500
Total International Units	#	10,081	6,893	10,364	17,257	9,713	11,703	21,416	15,736	14,508	30,244	45,425	54,282	62,227	72,159
<b>Growth on PCP</b>															
International (ex Go Sharing)	%	na	40%	88%	65%	10%	-1%	3%	30%	10%	19%	25%	25%	25%	25%
Greenmo Group	%	na	0%	NA	NA	na	221%	542%	175%	86%	130%	68%	13%	0%	0%
Total International Units	%	na	100%	NA	71%	na	13%	24%	62%	24%	41%	41%	19%	15%	16%
<b>Total Units</b>															
Total Units		10,875	6,936	13,035	19,971	10,510	13,037	23,547	16,667	16,107	32,774	47,955	56,812	64,757	74,689
Growth on PCP	%	na	na	88%	84%	-19%	24%	18%	28%	-3%	39%	38%	18%	14%	15%

- Given the orderbook supports 10,000 units in the first quarter; our 1H estimates are conservative.
- Greenmo Group's presence in European market's has grown 2.4x through FY'20. We look for this growth to continue through FY'21; with a second order in 2H'21.
- Over time we look for consistent orders to support fleet replacement and geographical expansion.

We have pushed through FY'20 results and adjusted forecasts as follows:

		Actual	Old	New			Old	New							
		FY20	FY21	FY21	\$	%	FY22	FY22	\$	%	FY23	FY24	FY25		
Sales	\$m	61.0	81.3	81.9	5.6	7%	94	119.9	25.9	28%	142.0	161.9	186.7		
COGS	\$m	-46.7	-63.4	-63.1	-3.5	6%	-72.3	-92.3	-20.0	28%	-109.4	-124.7	-143.8		
GP	\$m	14.4	17.9	18.8	2.1	12%	21.6	27.6	6.0	28%	32.7	37.2	42.9		
GP Margin	%	24%	22%	23%	0.0	5%	23%	23%	0.0	0%	23%	23%	23%		
Units	#	23,547	31,886	32,774	2888.3	9%	34,797	47,955	13158	38%	56812	64757	74689		
Avg Pricing	\$	2,591	2,600	2,500	-100.0	-4%	2,700	2,500	-200.0	-7%	2500	2500	2500		
YOY Sales Growth	%	34%	35%	39%	na	35%	9%	38%	na	315%	18%	14%	15%		
(+) Other income	\$m	1.7	1.9	1.9	0.0	0%	2.9	2.9	0.0	0%					
(-) OPEX	\$m	-10.0	-11.7	-11.9	-0.1	1%	-12.9	-15.5	-2.6	20%	-16.3	-16.8	-19.1		
EBITDA	\$m	6.0	8.0	8.5	1.7	22%	10.1	13.6	3.5	35%	17.9	21.9	25.3		
EBITDA Margin	%	10%	10%	10%	na	12%	11%	11%	0%	3%	13%	14%	14%		
YOY EBITDA Growth	%	75%	32%	41%	na	88%	47%	70%	na	49%	32%	22%	16%		
EBIT	\$m	4.4	7.0	6.9	1.5	22%	9.5	12.6	3.1	32%	17.0	21.3	24.8		
EBIT Margin %	%	7%	9%	8%	0.0	9%	10%	10%	0.0	5%	12%	13%	13%		
YoY EBIT Growth %	%	246%	61%	59%	na	57%	36%	48%	na	34%	35%	26%	16%		
Net profit after tax	\$m	3.7	5.4	6.3	2.2	42%	6.9	9.2	2.3	33%	12.4	15.5	18.0		
NPAT Growth %	%	183%	47%	72%	na	130%	28%	20%	na	-27%	35%	25%	16%		

- Revenue growth reflects increase in units sales.
- Conservatively we model on a \$2,500 per unit average pricing assumption
- We look for 23.5% GP margins; however we expect VMT can do a little better given FY'20 at 24%.
- EBITDA margins of 10% inline with PY.

### Euroz Hartleys Securities Limited

All information and advice is confidential and for the private information of the person to whom it is provided and is provided without any responsibility or liability on any account whatsoever on the part of Euroz Hartleys Securities Limited or any member or employee thereof. Refer to full disclaimer at the end of this document.

## Vmoto Ltd

(VMT \$0.47) Buy

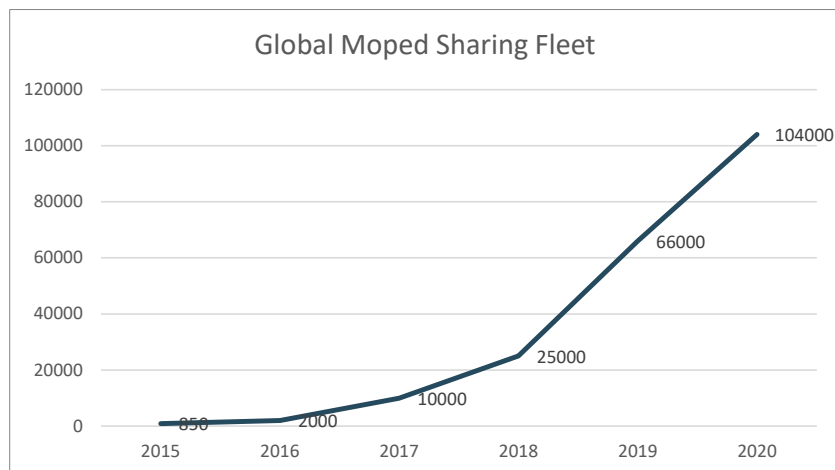
### International Markets

Covid-19 continues to accelerate the transition to EV-mobility with consumers seeking out individual mobility options compared with mass public transport.

Full year 2020 data from European Association of Motorcycle Manufacturers indicate that new registrations of EV-moped's grew 13% YoY. We expect transition to continue to accelerate through CY'21 with Euro 5 emission regulations enforcing new emissions standards on all sales of new 2-wheel vehicles from 1 January 2021.

### Sharing Market

Global moped ridesharing fleet grew 4x in 24 months ending December 2020 (noting that 99% of European ride share options are EV).



Source: Global Scooter Sharing Market report 2020, UNU

We expect this trend to continue to through 2021 given:

- Increased awareness of congestion and air pollution driving adoption of new forms of mobility.
- Government regulations and subsidies continue to enable growth of ride sharing options.
- Sharing economy growth set to continue to accelerate; with some estimates suggesting global sharing economy is set to grow to US\$335bn by 2025 from \$15bn in 2014 (PWC).

## Vmoto Ltd

(VMT \$0.47) Buy

### Valuation

We have updated our DCF based valuation to reflect adjustments to our long term forecasts:

FY	Units	2021	2022	2023	2024	2025	2026
EBIT	A\$m	6.9	12.1	16.5	20.6	24.1	<b>24.8</b>
(-) Tax (Ungearred)	A\$m	-2.1	-3.6	-5.0	-6.2	-7.2	<b>-7.4</b>
(+) D&A	A\$m	1.6	1.5	1.4	1.3	1.2	<b>1.2</b>
(-) Capex	A\$m	-1.2	-1.3	-1.2	-1.1	-1.1	<b>-1.1</b>
(-) ΔNWC	A\$m	-3.0	-3.7	-2.9	-2.6	-2.9	<b>0.0</b>
<b>FCFF</b>	<b>A\$m</b>	<b>2.3</b>	<b>4.9</b>	<b>8.9</b>	<b>12.0</b>	<b>14.1</b>	<b>17.5</b>
Period	x	1.00	2.00	3.00	4.00	5.00	<b>6.00</b>
Disc. Factor	x	0.92	0.84	0.77	0.70	0.64	<b>0.59</b>
Disc FCFF	A\$m	2.1	4.2	6.8	8.4	9.1	<b>10.3</b>
NPV forecasted FCFF	A\$m	40.3					
Terminal FCFF	17.5						
TGR	2.5%						
TV	268.7						
PV of TV	158.7						
<b>EV</b>	<b>199.8</b>						
Net Cash*	15.0						
<b>Equity Value</b>	<b>214.8</b>						
<b>WACC</b>	<b>9.2%</b>						
SOI	278.3						
A\$/sh.	0.78						

\* = Q4 Update

- Our long terms forecasts are still significantly below existing plant capacity of ~\$300,000 units per annum.
- On FY'21 forecasts the company continues to trade on an underwhelming 13x EV/EBITDA given the growth we are forecasting through FY'21 and FY'22.

# Vmoto Ltd

(VMT \$0.47) Buy

EUROZ HARTLEYS

Financial Statements	2019A	2020A	2021F	2022F	Performance Ratios	2019A	2020A	2021F	2022F
<b>Income Statement</b>					<b>Growth &amp; Margins</b>				
Revenue	45.7	61.0	81.9	119.9	Revenue Growth	133%	33%	33%	45%
Other Revenue	1.5	1.7	1.5	1.5	EBITDA Growth	-1099%	75%	41%	60%
<b>Revenue</b>	<b>47.2</b>	<b>62.7</b>	<b>83.5</b>	<b>121.4</b>	EBIT Growth	-208%	246%	59%	75%
COGS	-36.0	-46.7	-63.1	-92.3	Normalized NPAT Growth	-242%	183%	72%	35%
OPEX	-7.7	-10.0	-11.9	-15.5	EBITDA margin	7%	10%	10%	11%
<b>EBITDA</b>	<b>3.5</b>	<b>6.0</b>	<b>8.5</b>	<b>13.6</b>	EBIT margin	3%	7%	8%	10%
Depreciation & amortisation	-1.6	-1.7	-1.6	-1.5	Normalized NPAT margin	3%	6%	8%	7%
<b>EBIT</b>	<b>1.3</b>	<b>4.4</b>	<b>6.9</b>	<b>12.1</b>	Effective tax rate	0%	13%	30%	30%
Borrowing Costs	-0.1	0.0	0.0	0.0	<b>Liquidity</b>				
Interest Income	0.1	-0.1	0.1	0.1	Capex/depreciation (x)	0.1	0.4	0.7	0.9
<b>EBT</b>	<b>1.3</b>	<b>4.2</b>	<b>7.0</b>	<b>12.2</b>	Current ratio (x)	2.2	3.6	2.9	2.8
Tax expense	0.0	-0.6	-0.7	-3.7	Quick ratio (x)	1.6	3.1	1.9	1.7
<b>Norm NPAT</b>	<b>1.3</b>	<b>3.7</b>	<b>6.3</b>	<b>8.6</b>	Receivable days	16	51	36	36
Abnormals	0.0	0.0	0.0	0.0	Payable days	47	49	73	73
<b>Reported NPAT</b>	<b>1.3</b>	<b>3.7</b>	<b>6.3</b>	<b>8.6</b>	<b>Risk Measures</b>				
<b>Cash flow (A\$m)</b>					Dividend Cover (x)	na	na	na	na
<b>Profit before Tax</b>	<b>1.3</b>	<b>4.2</b>	<b>7.0</b>	<b>12.2</b>	Payout ratio (%)	0.0	0.0	0.0	0.0
(+) D&A	1.6	1.7	1.6	1.5	Net debt/equity (%)	27%	45%	49%	50%
(+/-) Other	0.0	1.1	1.1	1.1	<b>Returns</b>				
(+/-) write-downs/revs	0.6	0.0	0.0	0.0	ROIC(%)	5%	9%	12%	17%
(-) Tax Paid	0.0	-0.6	-0.7	-3.7	Return on assets (%)	5%	9%	11%	12%
<b>Gross Cashflow</b>	<b>3.5</b>	<b>6.5</b>	<b>9.0</b>	<b>11.1</b>	Return equity (%)	8%	11%	16%	17%
(-) Capital Expenditure	-0.2	-0.7	-1.2	-1.3	<b>Share Data/Valuation</b>				
(-) Change in WC	-1.6	-0.9	-3.0	-4.4	<b>Share Data</b>				
<b>Operating Free cashflow</b>	<b>1.7</b>	<b>4.9</b>	<b>4.9</b>	<b>5.4</b>	Issued shares (m)	224.8	278.3	278.3	278.3
(-) investments	0.0	-6.2	0.0	0.0	Weighted ave shares (m)	222.9	251.5	278.3	278.3
(+) Disposals	0.0	0.0	0.0	0.0	Fully diluted shares (m)	224.8	278.3	278.3	278.3
(+) Equity issued	0.5	14.5	0.0	0.0	Basic EPS (c)	0.6	1.3	2.3	3.1
(+) Other	-0.6	-2.8	0.0	0.0	YoY change (%)	-2.4	1.3	0.7	0.4
<b>Net Cashflow</b>	<b>1.6</b>	<b>10.4</b>	<b>4.9</b>	<b>5.4</b>	Fully diluted EPS (c)	0.6	1.3	2.3	3.1
Bop Net Cash	3.0	4.6	15.0	19.9	YoY change (%)	-2.4	1.3	0.7	0.4
(+/-) Net Cashflow	1.6	10.4	4.9	5.4	Fully diluted normalised EPS (c)	0.6	1.3	2.3	3.1
(+/-) AASB16 Adj.	0.0	0.0	0.0	0.0	YoY change (%)	-2.4	1.3	0.7	0.4
<b>EoP Net Cash</b>	<b>4.6</b>	<b>15.0</b>	<b>19.9</b>	<b>25.3</b>	Dividend/share (c)	0.0	0.0	0.0	0.0
<b>Balance Sheet (\$m)</b>					Franking (%)	na	na	na	na
Cash	6.6	15.0	19.9	25.3	Gross cashflow/share (c)	1.6	2.3	3.2	4.0
Receivables	2.1	8.7	8.2	12.0	NBV/share (c)	7.6	11.9	14.6	18.1
Inventory	4.4	4.5	8.2	12.0	NTA/Share (c)	7.4	11.9	14.6	18.1
Prepayments	4.0	0.5	7.4	10.8	<b>Valuation</b>				
<b>Total Current Assets</b>	<b>17.2</b>	<b>28.7</b>	<b>43.6</b>	<b>60.0</b>	PER (Basic) (x)	81.2	35.6	20.7	15.3
Property, plant and equipment	7.2	6.5	6.1	5.9	PER (Fully diluted) (x)	81.2	35.6	20.7	15.3
Right of Use	0.6	0.5	0.5	0.5	PER (Fully diluted, normalized) (x)	81.2	35.6	20.7	15.3
Intangible Assets	0.3	0.0	0.0	0.0	P/CFPS (x)	30.2	20.3	14.5	11.8
Investments (in JV)	0.0	5.9	5.9	5.9	Price/NBV (x)	6.2	3.9	3.2	2.6
<b>Total Non-Current Assets</b>	<b>8.1</b>	<b>12.9</b>	<b>12.5</b>	<b>12.3</b>	Price/NTA (x)	6.3	3.9	3.2	2.6
<b>Total Assets</b>	<b>25.3</b>	<b>41.6</b>	<b>56.1</b>	<b>72.3</b>	Dividend Yield (%)	0.0	0.0	0.0	0.0
Payables	5.6	7.6	15.0	21.6	Market Cap	122.5	122.5	122.5	122.5
Loans and borrowings	2.0	0.0	0.0	0.0	EV	66.4	108.0	116.3	116.3
Lease Liabilities	0.1	0.1	0.1	0.1	EV/EBITDA (x)	19.2	17.9	13.7	8.6
<b>Total Current Liabilities</b>	<b>7.8</b>	<b>8.0</b>	<b>15.1</b>	<b>21.7</b>	EV/EBIT (x)	51.0	25.5	16.6	9.5
Lease Liabilities	0.5	0.4	0.4	0.4	EV/Revenue (x)	1.4	1.7	1.4	1.0
<b>Total Non-Current Liabilities</b>	<b>0.5</b>	<b>0.4</b>	<b>0.4</b>	<b>0.4</b>	<b>Other Information</b>				
<b>Total Liabilities</b>	<b>8.3</b>	<b>8.4</b>	<b>15.5</b>	<b>22.1</b>	12-mth High/Low (A\$/sh)				0.67/0.11
<b>Net Assets</b>	<b>17.0</b>	<b>33.2</b>	<b>40.6</b>	<b>50.3</b>	Average daily volume (A\$'000s)				0.16
Issued capital	75.4	89.9	91.0	92.1	ASX Code				VMT
Reserves	-0.7	-2.8	-2.8	-2.8	Next result				Aug-2021
Retained profits	-57.7	-53.9	-47.6	-39.0	<b>Company Description</b>				
Non-Controlling Interest	0.1	0.0	0.0	0.0	VMT a global e-mobility manufacturing and distribution group. The Company specialises in high quality electric powered two-wheel vehicles and manufactures a range of western designed electric scooters from its wholly owned 30,000sqm state of the art manufacturing facility in Nanjing, China. V-moto combines low cost Chinese manufacturing capabilities and sophisticated supply chains with European design and offers high performance and competitive products to international markets.				
<b>Total Equity</b>	<b>17.0</b>	<b>33.2</b>	<b>40.6</b>	<b>50.3</b>					

## Euroz Hartleys Securities Limited

All information and advice is confidential and for the private information of the person to whom it is provided and is provided without any responsibility or liability on any account whatsoever on the part of Euroz Hartleys Securities Limited or any member or employee thereof. Refer to full disclaimer at the end of this document.

## Copyright & Distribution

The material contained in this communication (and all attachments) is prepared for the exclusive use of clients of Euroz Hartleys Securities Ltd (ACN 089 314 983) and Euroz Hartleys Limited (ACN 104 195 057) only.

Euroz Hartleys Securities Limited is the holder of an Australian Financial Services Licence (AFSL 243302) and is a participant of the Australian Securities Exchange Group.

Euroz Hartleys Limited is the holder of an Australian Financial Services Licence (AFSL 230052) and is a participant of the Australian Securities Exchange Group.

The information contained herein is confidential. If you are not the intended recipient no confidentiality is lost by your receipt of it. Please delete and destroy all copies, and contact Euroz Hartleys Securities Limited on (+618) 9488 1400. You should not use, copy, disclose or distribute this information without the express written authority of Euroz Hartleys Securities Limited.

## Disclaimer & Disclosure

Euroz Hartleys Securities Limited and Euroz Hartleys Limited, and their associates declare that they deal in securities as part of their securities business and consequently may have an interest in the securities recommended herein (if any). This may include providing equity capital market services to the issuing company, hold a position in the securities, trading as principal or agent and as such may effect transactions not consistent with the recommendation (if any) in this report.

Euroz Hartleys Securities Limited and Euroz Hartleys Limited declares that they may have separately or jointly acted as an underwriter, arranger, co-arranger or adviser in equity capital raisings, and will have received a fee for its services, from or any company mentioned within this report during the last 12 months.

You should not act on any recommendation issued by Euroz Hartleys Securities Limited without first consulting your investment adviser in order to ascertain whether the recommendation (if any) is appropriate, having regard to your objectives, financial situation and needs. Nothing in this report shall be construed as a solicitation to buy or sell a security, or to engage in or refrain from engaging in any transaction.

Euroz Hartleys Securities Limited believes that the information and advice contained herein is correct at the time of compilation, however we make no representation or warranty that it is accurate, complete, reliable or up to date, nor do we accept any obligation to correct or update the opinions in it. The opinions expressed are subject to change without notice. No member of Euroz Hartleys Securities Limited accepts any liability whatsoever for any direct, indirect, consequential or other loss arising from any use of this material.

We cannot guarantee that the integrity of this communication has been maintained, is free from errors, virus interception or interference.

The author of this publication, Euroz Hartleys Securities Limited, and Euroz Hartleys Limited, its directors and their associates from time to time may hold shares in the security/securities mentioned in this Research document and therefore may benefit from any increase in the price of those securities. Both Euroz Hartleys Securities Limited and Euroz Hartleys Limited, and its Advisers may earn brokerage, fees, commissions, other benefits or advantages as a result of transactions arising from any advice mentioned in publications to clients.

## Analyst Certification

We hereby certify that all of the views expressed in this report accurately reflect our personal views about the subject company or companies and its or their securities, and we are not in possession of, nor does this Research contain any inside information.

No part of our compensation was, is or will be directly or indirectly, related to the specific recommendations or views expressed by the authoring analyst in this research, nor has any attempt been made to influence this Research.

## Contact Details

Euroz Hartleys Securities Limited +61 8 9488 1400

### Research Analysts

Jon Bishop - Head of Research	+61 8 9488 1481
Mike Millikan - Resources Analyst	+61 8 9268 2805
Michael Scantlebury - Resources Analyst	+61 8 9268 2837
Steven Clark - Resources Analyst	+61 8 9488 1430
Trent Barnett - Senior Analyst	+61 8 9268 3052
Gavin Allen - Senior Analyst	+61 8 9488 1413
Harry Stevenson - Industrials Analyst	+61 8 9488 1429
Seth Lizee - Associate Research Analyst	+61 8 9488 1414

### Euroz Hartleys Securities Limited

All information and advice is confidential and for the private information of the person to whom it is provided and is provided without any responsibility or liability on any account whatsoever on the part of Euroz Hartleys Securities Limited or any member or employee thereof. Refer to full disclaimer at the end of this document.