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INVESTMENT STRATEGIES

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VERSUS

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LABOUR WILL DRIVE AN EXODUS

This country is about to re-experience a serious "brain drain" unless this Labour Government gets off its ideological determination to destroy the concept of supporting individual effort and aspiration.

Their plan to reduce immigration won't work, because our unemployed are not incentivised to get a job.

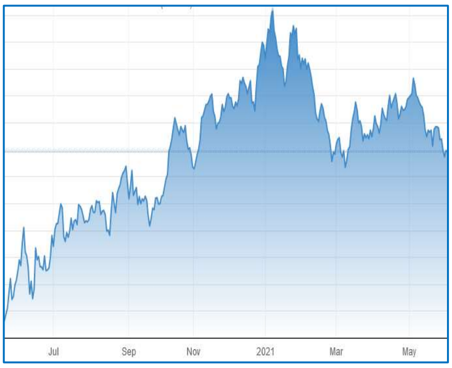
Furthermore, talking about wage freezes will just send our white-collar workers (nurses, teachers and the police) to move across the Tasman.

The John Key Government reversed the previous "brain drain" of the Helen Clark Government – and lo and behold Labour hasn't learnt anything – it is about to happen again.

LEARNING FROM COVID

Most countries haven't been as lucky as New Zealand. There are nearly 3.56m confirmed deaths from the virus and 171.4m more have been sickened by it. Around the world, more than 180 countries are living with more stringent restrictions than we are – including 70 operating above the equivalent of our Level 3.

NZ50 GROSS INDEX (1-YR GRAPH)



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STATISTICS NZ DATA

Estimated population at 31-Mar-2021:				**5,116,300**
Migrant Arrivals Year to 31-Mar (2019:4.44m)				**36,400**
Net Migrant Year to 31-Mar (2019:4.43m)				**6,600**
Consumer Price Index 31-Mar 2021 year				**1.5%**
GDP	Dec-20 quarter	**-1.0%**	Dec-20 year	**-2.9%**
GDP per Capita	Dec-20 Qtr	**-1.2%**	Dec-20 Yr	**-4.9%**
Unemployment Mar-21 quarter (↓ from 5.3%)				**4.7%**
Consumer Price Index Mar-21 Year				**1.5%**
Size of Maori Economy 2018 (2013: $42bn)				**$68.7bn**
Size of NZ Economy Dec-20 year				**$322bn**

- KIWIS HAVE RACKED UP $6.2BN IN CREDIT CARD DEBT, WITH 30% NOT PAYING OFF THEIR BALANCE EVERY MONTH.

The old investor adage "sell in May and go away" is proving to be apt for the NZ sharemarket which closed at its low for the month on Friday at 12,182. Year-to-date, the NZX50 has fallen 8.5% as bond yields continue to creep higher - and falls in the last weekof May, in market leaders including F&P Healthcare, Auckland International Airport and Ryman Healthcare continued to drag the index lower.

NATIONAL POLITICS

HON DR NICK SMITH LEAVING PARLIAMENT

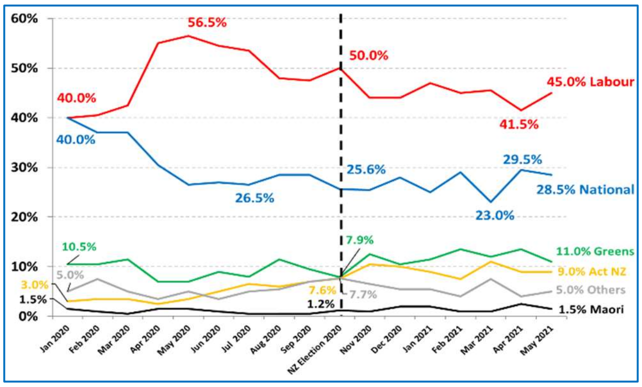
I would like to express my sadness at Nick Smith's unscheduled retirement.

Nick has always been "the biggest brain" in Parliament, and I have always respected and enjoyed his cognitive ability.

His championing of the Environment (& the Bluegreens) has set him well above any other from across all of Parliament (present and past) in your defence of environmental sustainability – using a science-based approach to decision making.

Well done Nick Smith – a great servant to all New Zealanders – and the environment.

LABOUR'S SUPPORT DROPS, NATIONAL NUDGES UP IN FIRST POLL SINCE BUDGET



There was no post-Budget bump for Labour in a new poll which saw its support dip down to 46 per cent: the first poll since the election in which it would not have enough support to govern alone.

The 1 News Colmar Brunton poll had Labour on 46%, down three points since the last poll in March. That would give Labour 59 seats in Parliament – two seats short of a majority.

National was still well back on 29%, but its support had inched up since December last year and it was close to that psychological boost of the 30% mark.

The Green Party was on 8%, down one point while Act was on 9% - up one point – and its highest rating in the poll. The Māori Party stayed on 2%.

The poll of 1002 eligible voters started two days after the Budget and was taken between May 22 and May 26, 2021. The margin of error is +/- 3.1 per cent.

The headline item in that Budget was lifting benefit payments by up to $55 a week over the next two years as Ardern moved on her promise to try to reduce child poverty.

However, it was criticised by some for offering little to low or middle-income earners.

The poll also followed controversy about Labour's direction to limit or freeze wage increases for workers in the public sector, and National accusing the Government of a secret "segregation by stealth" agenda.

GOVERNMENT BORROWING

The Government is borrowing $100 billion over the next four years, or $60,000 for every household. This increases New Zealand debt to record levels not seen since the painful economic crisis of the early 1990s when it was 48% of GDP.

National got it down through the 1990's to 20% by 2000. Bill English rightly borrowed to get New Zealand through the Global Financial Crisis in 2008 and the Christchurch Earthquakes in 2011 and debt peaked at 25% in 2012. He got back into surplus in 2014, and had debt back down to 19% by 2017.

Grant Robertson has already increased debt to 33% and this Budget increases it again to 48% of GDP in 2025. It plans deficits for all of the next 6 years. The Budget debate in Parliament in late May had Labour MP's boasting of being "proud socialists". The problem with socialism is that you eventually run out of other people's money.

The Budget has nothing for the average Kiwi family. There is $500 million to pay for restructuring in health but doctors' and nurses' salaries are frozen for 3 years. Teachers and police are also expected to accept zero increase in wages while the cost of rent, insurance, rates and food rises. Most working families are going backwards.

This Labour Budget provides no future plan to get New Zealand's economy growing again. The vaccine rollout is amongst the slowest in the world limiting the opportunity for New Zealand to recover.

We should be better supporting people into jobs rather than paying them more to do nothing. Science funding is being reduced. Education was ignored. Infrastructure and housing projects announced years ago as shovel ready are not happening. New Zealand has to do much better.

"The clear majority of New Zealanders receive more from the state in cash and benefits than they pay in tax, with the entire net tax take paid by a relatively small minority." Don Brash

LATEST PRODUCTIVITY REPORT PAINTS NZ's POOR PERFORMANCE

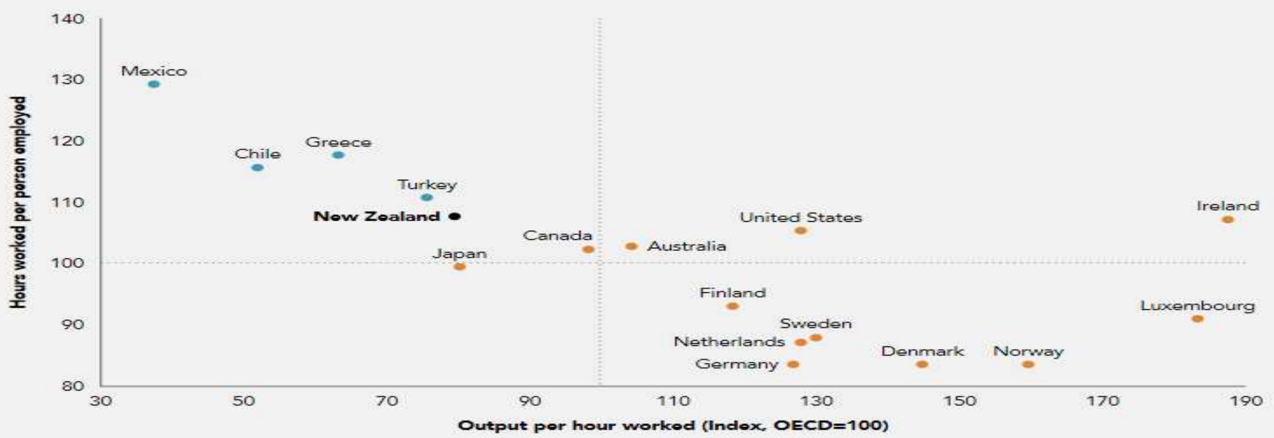
INNOVATION IS KEY TO LIFTING PRODUCTIVITY

The May 2021 NZ Productivity Commission Report states that New Zealand continues to fall behind OECD countries, and state that if we want to compete we need to increase output per hour – not total hours worked. In other words, we need to work much smarter. **This Report highlights that innovation and technological change are critical to productivity growth.**

Research into productivity growth is key. Important areas for future research include productivity in the public sector, firms, innovation and the labour market.

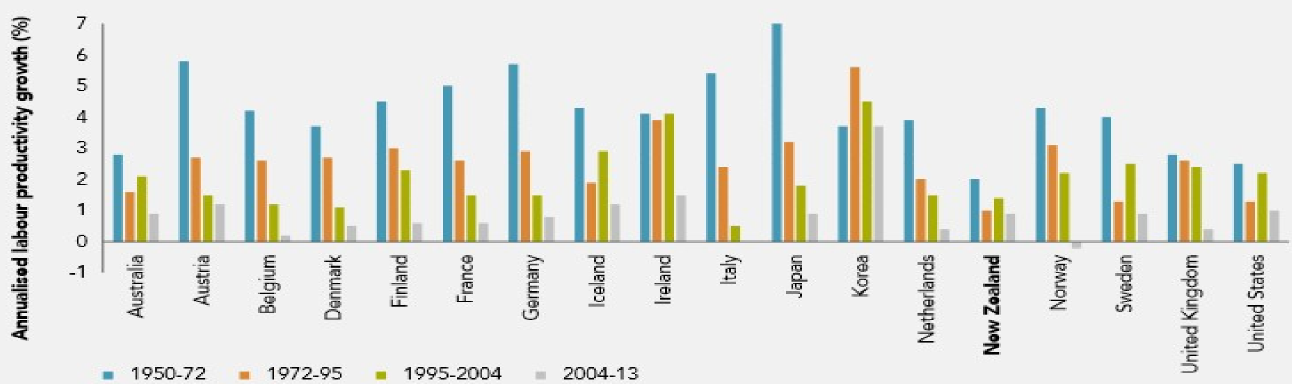
Unfortunately the 2021 Budget never recognised this, with no recognition of Research and Development nor Technology Innovation funding.

Figure 3 New Zealanders work longer hours and get less output per hour than most OECD countries



Source: Productivity Commission analysis of OECD data.
Notes: 1. Countries in the top half of the OECD in terms of GDP per capita are shown in orange, those in the bottom half in blue.
2. Output per hour worked is based on GDP per hour worked in current USD.

Figure 5 Most OECD economies experienced strong productivity growth in the 1950s & 60s (except New Zealand) followed by a slowdown



Source: OECD (2015).
Note: Growth rates across the periods are annual average percentages.

ONE COUNTRY, TWO GOVERNMENTS

SOURCE: SPECTATOR AUSTRALIA

In spite of government opposition, a radical report proposing destroying New Zealand's democracy, unintelligibly called *He Puapua* (let's not give it an English title, or people may begin to wonder what is in it) has been released, because of an appeal under the *Official Information Act* (*OIA*). A previous, heavily redacted version was finally released but only as a result of constant pressure.

He Puapua argues for this country to be predominantly governed by individuals of part-Maori ancestry and for those of part-Maori descent — no matter how minimal. A separate parliament and civil service is to govern those identifying as Maori, with, as usual, no definition of who can legitimately be regarded as Maori — in a country where intermarriage has been the norm for 200 years — and where full-blooded Maoris no longer exist.

Its intent is for separate Maori health and court systems; Maori ownership of the foreshore and seabed (now already happening); separate Maori wards on councils; Maori governance over water and every other possible sphere of influence — such as the reassignment of the entire conservation estate under the Department of Conservation (DOC).

This two-systems approach has already been adopted, with health reforms dominated by a separate Maori Health Authority able to veto government decisions relating to everybody's health. Under Jacinda Ardern's supervision, Labour has already pushed legislation through parliament to ensure the public no longer has a say with regard to Maori wards on councils. Moreover, it is envisaged that progress between basically two governments would be overseen by the Aotearoa Monitoring Group, currently chaired by the Maori sovereignty activist, Margaret Mutu. Larded with increasing numbers of untranslated Maori words and phrases — making it virtually impossible for most New Zealanders to understand — it has been well described as 'a masterpiece of deceit'. No reference is made to the fact that a previous Independent Constitutional Review Panel examining radicalised Maoris' call for a Treaty-based constitution found widespread opposition to the proposal, with 96 per cent of submissions opposing it, 'and 97 per cent vehemently opposed to local government Maori seats'.

Incredibly, some former politicians are simply shaking their heads at Jacinda's supposed '*naïveté*'. This manipulative politician, adept at projecting compassion and well-being, flashing her famous smiles, and talking at great length —while managing to say almost nothing relevant in response to questioning — is dodging accountability by switching to vigorous and indignant Hollywooding, claiming she hasn't read the document.

Who actually believes her, given that while she claims the report hasn't found its way to the Cabinet table, and refuses to state her view on its recommendations, her ministers are already implementing some of its communications? Her current ploy is to brush off criticism of this pernicious, fundamentally racist document by accusing its critics of 'playing politics'. So much for her promise of transparent government.

As historian Mike Butler has pointed out, the plan to implement *He Puapua* was slipped in under the radar, without troubling MPs or talking to the media. That Labour did not campaign on this in either the 2017 or 2020 elections invites the charge of sheer duplicity.

What we are being now faced with is apparently prevarication on a grand scale — from the same determined woman who has consistently handed over every possible advantage, with preferential taxpayer funding, to perennially obsessed part-Maori agitators.

This same adroit politician appointed the controversial Nania Mahuta to crucial portfolios imposing thoroughly undemocratic directions. Mahuta could not possibly have done so without Jacinda's backing. And if the Prime Minister's hand is being forced here, who is the puppeteer? To whom does she owe allegiance?

While she has described herself as socialist, in fact socialism is regarded as the smokescreen of communism — to tactically present a more palatable face to the public. Moreover, destabilising a democracy is regarded as a communist coup.

We should be under no illusions. This attack on this country is well under way, as is the Maori sovereignty takeover, assisted by a Prime Minister so foolishly dismissed as merely naive, but who, on the actual evidence — her ongoing promotion of divisiveness and separatism — is bad news for New Zealanders and undermining national unity.

What about government-related official institutions embracing the ridiculous? To simply laugh off what is happening would be a big mistake in relation to the nonsense recently produced by Christian Hawkesby, assistant-governor of the Reserve Bank, now to be known as *Te Putea*, no doubt to bring it into line with what pre-European Maoris used to call it before their colonist oppressors arrived.

Hawkesby's recent address to the Institute of Directors centred around the claim that Tane, the God of the Forest, watches over all bank employees. 'Each day as we walk through the security gates to enter our Wellington offices, Tane Mahuta (New Zealand's oldest living Kauri tree) 'looks back at us as a reminder of our responsibility… which is to ensure that "Tane will not wilt and lose mana".' And so on.

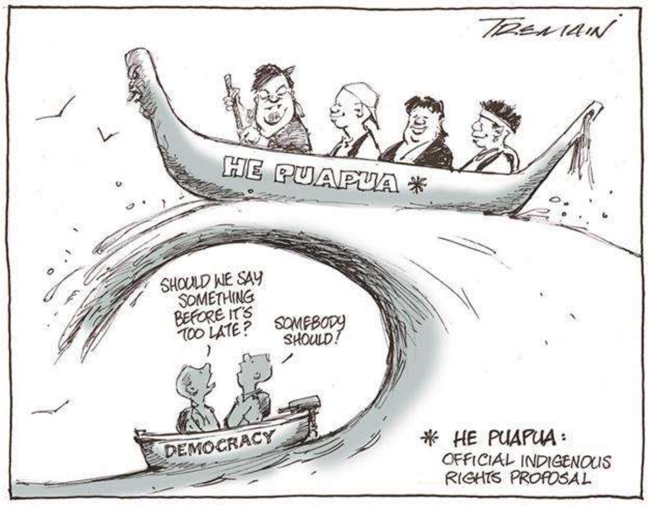
Could we ever have envisaged such nonsense — a Reserve Bank official calling on his staff to worship a giant tree to make sure it doesn't wilt? It's been pointed out that, 'Mr Hawkesby is responsible for formulating monetary policy, providing equity in financial markets, managing the foreign reserves, operating interbank payment and settlement systems, and circulation of currency'.

It is not his job, if undertaking a personal journey into the psychobabble of animism, to inflict what many regard as less than rational thinking on bank employees. He should be required to resign. Simply calling what he said ridiculous is only a start. His New Age nonsense and arguably racist activism is conduct unbecoming – not only unacceptable – but with no place in government.

And yet this primitive underpinning of what should be rational advocacies is becoming increasingly pervasive — as with activists' success in stopping specific project developments because of the claimed presence of *taniwhas* (mythical Maori monsters).

With New Zealand's democracy now white-anted by racist policies, we will also deservedly become a laughing stock if our politicians and bureaucrats continue to pay obeisance to primitivism. However, as Einstein observed, 'Only two things are infinite, the universe and human stupidity, and I'm not sure about the former.'

It takes the Australian Media to say it as it is. It seems that if we Kiwis address this issue we are then branded "Racist". However, this socialist Labour Government has gone a step too far, and it is time to say "enough". Rather than uniting us as a nation, Ardern is determined to tear us apart.



OUR POLITICAL CLIMATE

LANDMARK FORESHORE AND SEABED CASE

After decades of legal battles, iwi in the eastern Bay of Plenty have been granted customary rights to parts of the marine and coastal area.

The High Court ruling is only the second under the Marine and Coastal Area (Takutai Moana) Act, the legislation that replaced the controversial Foreshore and Seabed Act in 2011.

The Whakatōhea decision gives three iwi groups customary marine title, a property interest that allows them to have a say over certain activities that need resource consent. This could include the building of new wharves or fish farms.

It does not, however, restrict free public access, fishing, recreation and many other common activities.

While the court does not determine tikanga (customary practice) - that is left to iwi - it is required to rule on whether the applicants have held the marine area 'in accordance with tikanga' since 1840. As a High Court decision, it has the potential to set precedent for the more than 200 other marine and coastal applications already before the court.

"*This case gives tikanga Māori force and value under law*," says lawyer and Maori activist Annette Skyes.

"*It sets the basis for a relationship between Māori and non-Māori for the next 100 years based on respect and mutual understanding of each other's rights and obligations*."

In particular, the court relied on the evidence of kaumātua and two specially appointed pukenga (knowledge holders) who provided detailed advice on tikanga of Whakatōhea. Principles such as whakapapa, whanaungatanga, and manaakitanga played a major role in the court's decision.

With more than 200 marine and coastal applications due to come before the courts, there will be many more judgments on tikanga to come.

This decision will further enflame the race debate that is being fanned by a Labour government that is determined to rewrite history (and the Treaty of Waitangi) to promote a 50/50 partnership between Maori and the Crown. One law for all does seem to register in the mind of Jacinda Ardern.

PERONIST BUDGET – SOCIALISM WINS

Eva & Juan Peron

This was a true "Peronist Budget". **It was transformational, in that this Budget encourages "sitting on the couch", and has nothing for middle New Zealand.** Eva Peron died at age 33, and Jacinda Ardern seems to be focusing on an early exit (to say, a UN posting), sooner rather than later. This Budget offers no aspiration for our Middle New Zealander grinders – those who start businesses, focusing on self-reliance and growing our economy.

ROD ORAM – Political Commentator

"*Labour has learnt a lot about redistributing wealth in the three-and-a-half years since it resumed control of government. But very little about how to help create it. That's the blunt verdict on Finance Minister Grant Robertson's fourth Budget*."

Andrew Bayly, National Treasury Spokesperson

"*Because Grant and a lot of his colleagues here have grown up in Wellington, everyone thinks in this Government that everything should be run out of Wellington*."

Jo Moir – political editor Newsroom

"*Jacinda Ardern won the centre vote when she romped home with a majority on election night. But it's beneficiaries, students and Māori – the traditional voter base of the left – who won this year's Budget lottery*."

Judith Collin – National Party Leader

While the Treasury is forecasting house price growth to slow sharply over the coming years, Collins said there was a risk that house prices would continue to climb if supply was not improved. "*Sometimes you can't throw money at the problem. If the constraints are planning or lack of labourers, you need other policies in place to unlock housing supply*."

Matthew Hooton

"*The good news is that, after four years of on-the-job training, Ardern and her ministers finally understand there is more to getting a house built, a forest planted or a population vaccinated than simply wishing it*." This Budget was therefore lighter on new infrastructure or other complex initiatives than expected, and heavier on shovelling money out the door.

LABOUR CUTS POLICE BUDGET AS GANG MEMBERSHIP SOARS

The Government has cut the Police Budget by approximately $90m despite record growth in gang membership. Worse still, the Budget has nothing else in it for law and order even though Kiwis are expressing feeling much less safe in their communities and gun crime is on the rise.

Gang membership has increased 50% to a new record of over 8,000 gang members nationally, serious assaults have doubled in the past three years, and there has been significant increases in Police call outs for family harm incidents and mental health.

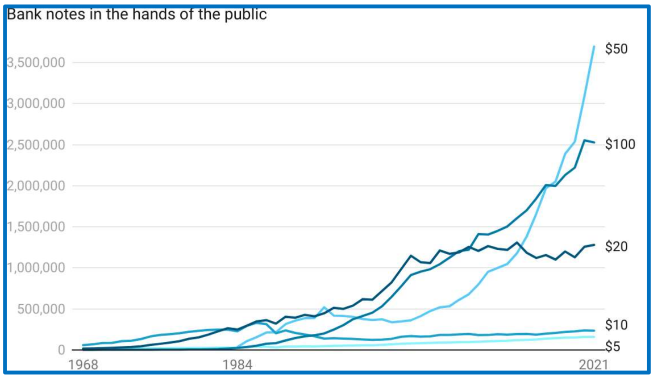
The Government's much heralded '1,800 new police over three years' programme is also on the Labour Party scrap heap of broken promises with Police Training College remaining empty for most of this year so far.

SO MUCH FOR THE CASHLESS SOCIETY

Ahead of the Reserve Bank's Monetary Policy Statement recently, it emerges that the total cash in the hands of the public has soared to $7.92 billion – and much of that is the extraordinary rise of the $50 note.

Reserve Bank data suggests the Covid-19 pandemic has prompted a $600m surge. And with increasing numbers of cafes and other retail businesses going cash-free, it's thought the explanation is NZers hoarding money at home in a time of uncertainty about the stability of the banking system.

BANK NOTES IN THE HANDS OF THE PUBLIC



$50 notes are said to be the denomination of choice for criminals. Last year, for instance, Police arrested six people who they believed were dealing drugs and laundering the money. They found a black bag containing about $100,000 cash gathered in bundles of $20 and $50 notes.

Across the Tasman, a study by a commercial drug testing company detected methamphetamine, amphetamine, cocaine, heroin, cannabis or MDMA on 92% of the AUD$50 notes they tested. Australia's Reserve Bank has also observed "extraordinarily high" demand for banknotes over the past year, despite a sharp decline in the use of cash in day-to-day transactions.

NATIONAL'S HUGE HIT IN PARLIAMENTARY FUNDING

The National Party took a $28 million hit to its Parliamentary budget after its election result saw it drop from 55 to 33 MPs.

Budget documents show how the mixed fortunes of the political parties in the election changed the funding for each party to run their parliamentary operations compared to the 2017-2020 term.

The funding is based on the number of MPs the parties have, and is used to staff MPs' parliamentary offices and the Leader's office - including research and media staff, as well as to promote policies through advertising.

The MPs' pay is not paid out of it.

National's loss of 22 MPs meant its funding for the next three years dropped from almost $70 million last term down to $42 million for this term: a drop that meant it has had to shed a large number of staff after the election.

Labour's election success saw it gain an extra $23 million, and has almost $70 million in funding. That is only for the Labour leader's office and MPs – not for the running of the Prime Minister's office, or Cabinet.

The Act's Party's move from one to 10 MPs saw it get an extra $8.7 million – and now has a total of $10.4 million. The Green Party also nudged up by about $3 million to $9.4 million.

The Māori Party's two MPs get $2.5 million to run on.

THREE WATERS REFORM

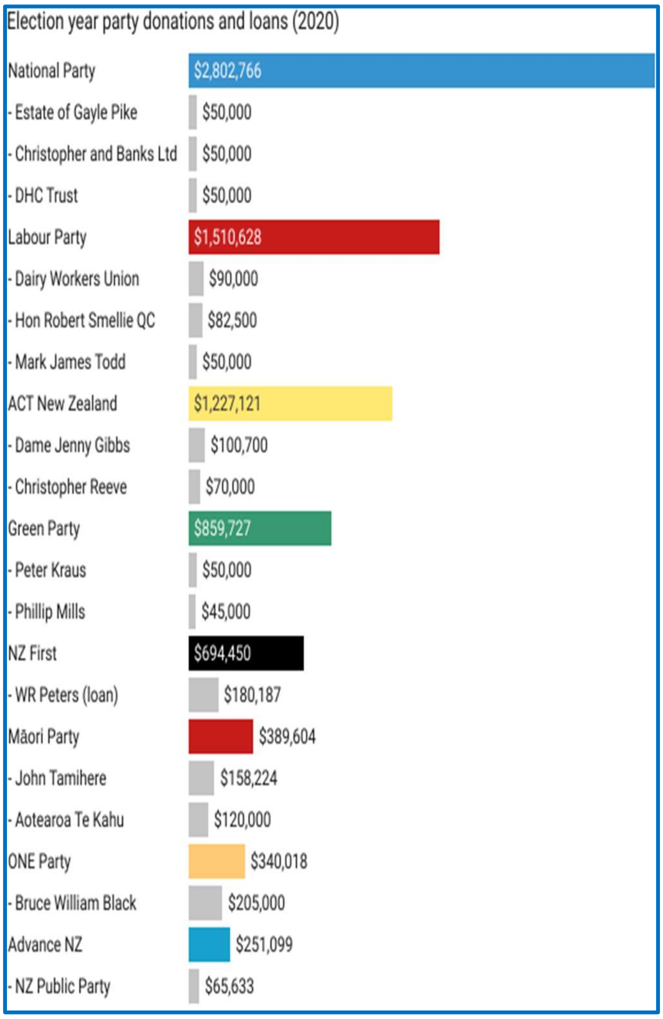
Water reform is critical, but trying to reform the whole country at once is bound to fail. Why is this Labour Government so ideology driven that it can't be pragmatic. My suggestion for success would be to do Auckland and north as a region to set the model. Once it is embedded and working there – that is the time to introduce it further south. Labour needs at least one win – but they seem to arrogant (and rushed) to do it properly.

GOVT 'SCAPEGOATS' MIGRANTS FOR HOUSING CRISIS

As the Government turns off the tap on immigration, it is putting the blame for the infrastructure and housing crisis in the wrong place, economists say. Statistics NZ data shows net migration dropped to not much more than zero over the past year but, as international travel restrictions are lifted throughout the world, the Budget forecasts annual net migration will return to 43,000 by the June 2025 quarter.

Through all these changes to migration, house prices have continued to rise. While the population grew by 45% over 30 years, the median house price increased by 636% from $110,000 to $810,000. And even when new arrivals do buy houses, it's not the migrant workers – they are more likely to rent in often crowded accommodation. Rather, it's the mature returning NZers who are buying the houses.

WHO FUNDED POLITICAL PARTIES IN 2020 ELECTION?



"Beneficiaries are in trouble because of the housing crisis.
You do not solve a problem with a leaky roof by buying new carpet."
Richard Prebble

BUDGET 2021 AT A GLANCE

Government-owned entities have racked up almost $13 billion worth of debt, a figure that is expected to reach close to $21 billion by 2025, according to Budget documents.

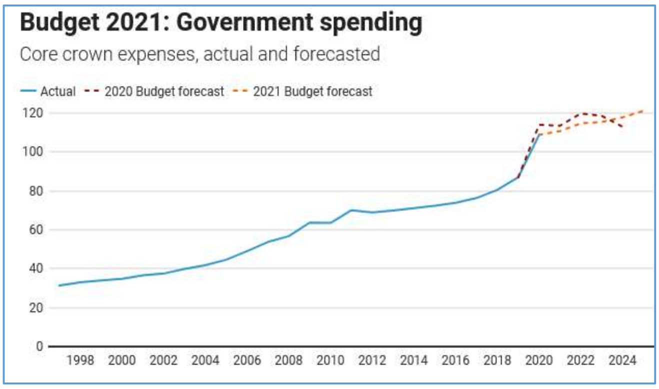
But this borrowing is not included in the Government's more than $110b total net core Crown debt figures – the measure favoured by this, and successive Governments, as its overall level of debt.

Finance Minister Grant Robertson, however, said this type of borrowing was nothing new and he defended the borrowing not being included in the Government's main debt figures as it does not meet the right definition.

However, National's shadow finance spokesman Andrew Bayly says **debt is debt, regardless of what column it falls under. "*Ultimately taxpayers will have to foot the bill.*"**

Thirty years on from the 'Mother of all Budgets' this Labour Government has targeted inequality.

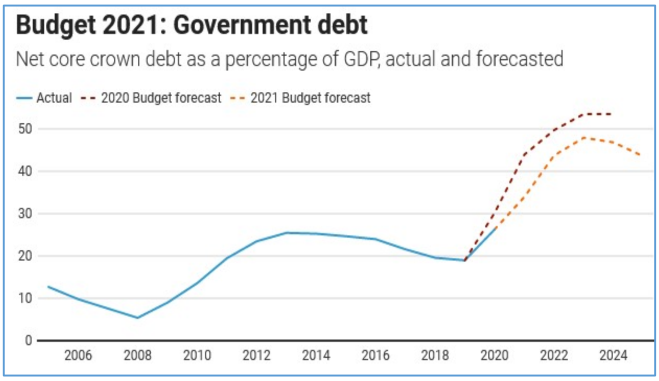
This Budget has nothing in it to build our economic recovery, but plenty to reward those unable or unwilling to get out to work. Ideology/socialism has won out over ambition and hard work. This would have to be the most uninspirational budget, from the perspective of our SME (Small Business) grinders.



HERE IS HOW THE MEDIA SPIN IT

- The big-ticket item is a $3.3 billion for boosting benefits - by up to $55 per week by April 2022.
- Health budget delivers $200m more for Pharmac, and the first tranche of money for the health reforms.
- Prime Minister Jacinda Ardern says this Budget means New Zealand will come out of the pandemic 'stronger than when we entered it'.
- New Zealand's economic outlook is much better than expected, with a jump in GDP growth and lower unemployment. Forecast return to surplus is now 2027.

This is just all spin – we need measurable outcomes!



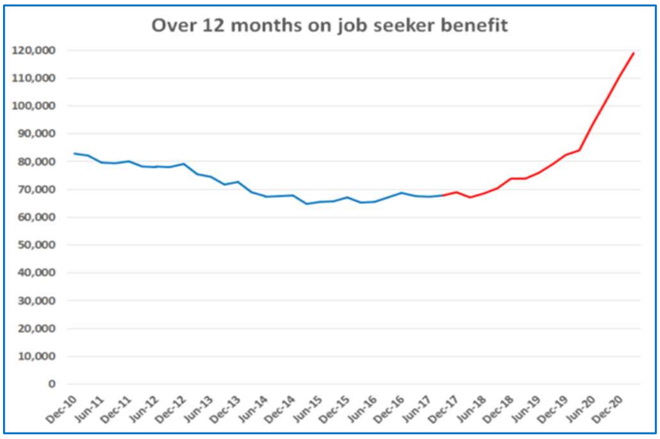
The Budget predicts the unemployment rate to reach 5.2% in 2021, before gradually decreasing to 4.2% in 2024.

THE WINNERS AND LOSERS

BENEFICIARIES & MAORI- THE BIG WINNERS

No one disputes that we need to look after our vulnerable but not incentivising those capable of working from getting off the couch will not help anyone – and certainly not them. **Hard working Kiwis have to repay this $3.3 billion spendup.**

Allocating another $1.1 billion to Maori just further inflames the "grievance industry".



SMALL BUSINESS - LOSERS

This budget adds cost, but doesn't encourage growth nor employment. There is no recognition that white collar workers and SME employers are the backbone of the New Zealand economy.

THE BUDGET'S $5 BILLION NEW TAX

An unemployment insurance scheme could cost anywhere between $450 million and $5 billion a year, depending on how many people lose their jobs and how generous it is, the Ministry of Social Development (MSD) says.

This scheme will be funded by a new levy (actually a tax) on every employer and employee in New Zealand. If there happens to be a recession with lots of people losing their jobs, this tax will increase, and your take home pay will drop in the middle of a recession.

SuperGold cardholders - Losers

The Government has done away with a hangover from the prior Labour-coalition Government, an NZ First policy that would have given SuperGold cardholders a free medical consultation, including an eye check. The Government has done away with the policy all together, saving nearly $260m in projected funding over the coming five fiscal years.

MIKE HOSKING ON LABOUR

New Zealand and its government is either an ideological outlier or on the verge of catching up with the rest of the world.

Progressive politics is dying. Tony Blair, by far the British Labour Party's most successful leader, wrote last week that his party in essence is so woke and so hopelessly out of touch, your average working-class Brit wouldn't touch them with a barge pole.

We have a Government that has enraged the unions, got up the noses of mum and dad investors by changing tax rules on housing, and seemingly sided with Māori and its self-determination in a way they forgot to mention when they were asking for our vote last September.

Like Britain's Labour Party, it's hard to work out who they actually represent now. They're running a race-come-socialist-redistribution agenda, shrouded to an extent under the cloak of a Covid response.

They are not the party of David Lange or Helen Clark, the Budget today will see further expenditure on things that don't produce more, make us more productive or pay off the debt, they are taking money they don't have, and throwing it at social issues for, so far, less than no return.

They didn't win the 2017 election, they came a distant second, but got lucky when the grumpy old bloke who held the balance of power couldn't bring himself to forgive National.

The next election result, history will show, was entirely Covid-related.

The border was closed, we didn't die, we were driven by an irrational fear instilled by Prime Minister Jacinda Ardern and director general of health Ashley Bloomfield.

By 2023, presuming Covid is behind us, our attention will be back to things of old and the myriad shambles this government has created, or failed to deliver on, will actually be front and centre and judgement day will arrive.

MENTAL HEALTH – LABOUR'S WEEPING SORE

Ardern promised to be transformational, including with Mental Health. In 2019, this Labour Government allocated $900m over four years for mental health but hasn't delivered, committing just $130m so far. This is disgraceful, and synonymises their failure to deliver on any of their promises.

Sadly, the latest Newshub Reid Research Poll tell us that New Zealanders remained being hoodwinked by Ardern's spin.

LABOUR SEPERATISM

The Media blame Collins of Maori bashing, but the latest poll tells us that even 20.8% of Labour voters think Labour are being separatist.

This truly is "**An inconvenient truth**".

National (and Collins) is on a winner in highlighting the sheer arrogance by Labour in moving from a multicultural society (where everyone is treated equally (one person/one vote), to a re-written Treaty agreement where 15.6% of the population (Maori) get both 50% of the vote and veto rights as well. What is happening is insidious, and it is time for us all to speak out – before it is too late.

National Party leader Judith Collins delivered a bit of the return of the "Crusher" in her pitch to party members at the Central North Island Conference held in Tauranga - being the last of a series of party regional conferences.

Collins noted Corrections Minister Kelvin Davis seems to be the only Labour Government Minister to deliver on his vow to bring down prisoner numbers - the prison population has dropped from 10,470 in September 2017 to 8,655 in March this year. But Collins said that was not because Davis had cut crime - instead, Davis was "letting criminals out early".

"*National does not make friends with gangs. We do not cuddle patched gang members. We do not give in to them. We are the party of law and order,*" Colins stated.

VISITOR ARRIVALS INTO NZ

Many will be surprised to know the extent of visitor numbers to New Zealand during the Covid-19 pandemic. The table (below) shows that we had 591,020 visitor arrivals in the year to January 2021 – noting that for the month of January 2021 we only had 5,448 visitors entering New Zealand.

New Zealand-resident traveller arrivals - By main country visited					
Main country visited	Year ended January				
	2017	2018	2019	2020	2021
TOTAL visitor arrivals	**3,537,561**	**3,731,867**	**3,883,335**	**3,899,905**	**591,020**
Top 30 countries of residence					
Australia	1,414,352	1,475,472	1,502,354	1,542,467	217,478
China	422,256	401,056	454,767	413,599	8,325
United States	296,640	333,968	354,077	370,466	82,880
United Kingdom	221,136	251,072	236,422	230,571	59,797
Japan	101,008	102,256	98,659	98,559	16,780
Germany	99,472	104,784	101,204	96,685	23,133
South Korea	82,224	92,592	87,537	88,940	12,199
Canada	60,224	68,512	71,513	73,893	20,620
India	52,096	62,560	67,840	66,936	13,274
Singapore	57,584	58,208	61,981	64,959	6,148
Hong Kong	46,832	53,136	58,910	55,682	7,933
Taiwan	37,472	35,584	45,870	54,910	6,169
Malaysia	53,008	52,880	56,903	41,481	3,595
France	40,160	43,120	42,675	40,939	9,301
Fiji	28,352	28,912	31,271	33,995	4,879
Netherlands	26,816	29,520	30,913	29,831	7,141
Samoa	23,312	24,624	26,219	29,051	4,667
Thailand	27,072	29,040	30,065	28,565	2,453
Indonesia	19,760	23,952	26,058	27,935	3,092
Philippines	20,656	24,224	28,708	27,592	3,908
South Africa	20,176	19,152	22,465	26,674	4,223
French Polynesia	19,904	23,040	24,703	26,232	3,460
Tonga	20,480	20,160	21,022	21,699	2,820
Switzerland	22,336	23,472	22,049	21,457	4,437
New Caledonia	18,960	20,080	20,658	20,846	2,791
Sweden	15,088	16,512	15,563	14,291	2,995
Cook Islands	11,056	11,504	12,362	14,043	2,704
Denmark	12,400	13,184	13,662	13,591	3,328
Argentina	15,824	19,888	20,729	13,116	2,909
Ireland	11,040	13,072	12,439	12,693	2,479

Source: Stats NZ

EXECUTIVE SALARIES VERSUS PAY FREEZE

A "Robin Hood"-style policy, redistributing the big salaries of public service chief executives to lower-paid workers, would be more effective than the Government-ordered pay freeze, according to a leading business academic.

The directive, which essentially means those in the public sector earning more than $60,000 will only get a pay rise in exceptional circumstances for the next three years, has infuriated white collar workers.

The Government denies it is a "freeze", saying people can still move between pay bands and it is about equity, raising the wages of workers making $50,000 or less – that is 25 per cent of public servants.

TOP FIVE PUBLIC SECTOR LEADERSHIP SALARIES		
NZ Super Fund CEO	Matt Whineray	$929k (post Covid)
ACC CEO	Scott Pickering	$826,000
Auckland DHB CEO	Alisa Claire	$677,000
Auditor General	John Ryan	$670,000
Public Service Com.	Peter Hughes	$630,000

The top five earn $3.732m between them. On average, those five individuals took home $746,400 each before tax last year. Looking at NZ stats data, we're talking about people earning around on average $67,000 or a median of $56,000.

This doesn't seem proportionate, considering Public Servants have little or "no skin in the game".

If you just want to pay [chief executives] based on what the consultant tells you what a person in that position on average is getting paid in that sector, then that's what the Labour Act will do. It will tell you the minimum criteria that an employer needs to make.

CEO and Senior Executive salaries need to reflect their experience and business acumen but, across both Government and the Private Sector, New Zealand is building growing inequality, and we do need to at least put a block on it.

I don't think the proposed $60,000+ Labour Government wage freeze will stick (or work). Labour are already backtracking! We need to find a better way. We need to get productivity up, so that we can justify higher wages and salaries.

Senior Executives (both Public & Private sector) need to have more "at risk" performance-based salaries, where under performance genuinely penalises poor performance.

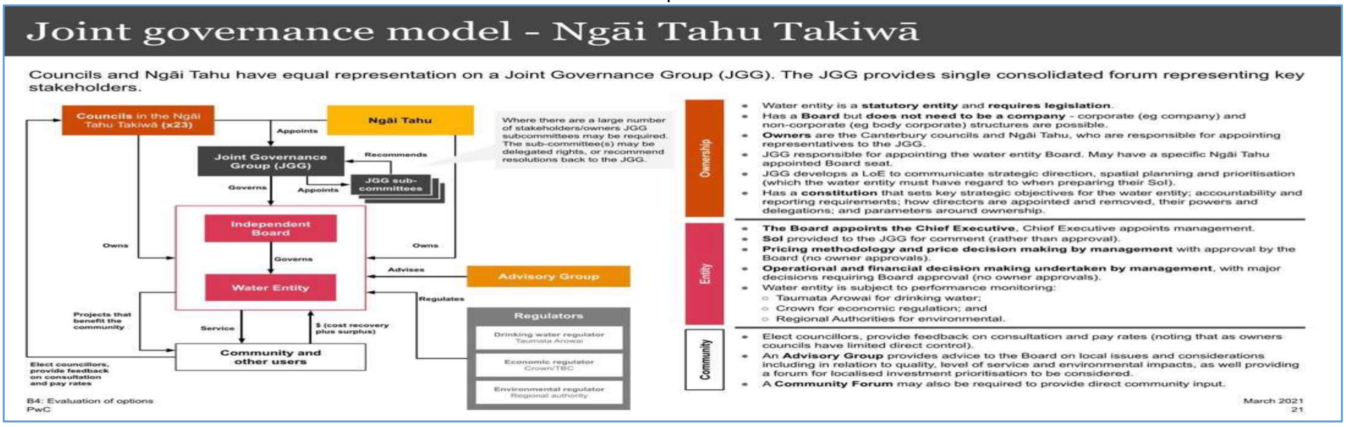
I agree that there is a higher risk factor in the private sector. In the state sector they are getting money from the government, so they aren't facing the risk of bankruptcy or changes in markets or changes in demand. This needs to be taken into account - but what I am saying is that the current inbalance does need addressing for both the state and private sectors.

IS LABOUR GOVERNMENT PROPOSING SOUTH ISLAND WATER ASSETS CO-OWNED BY NGĀI TAHU?

Judith Collins told the National Party's Mainland Conference that the Department of Internal Affairs had presented the Government's preferred option for Three Waters reform to 23 mayors and South Island iwi.

"*Some of the mayors were so appalled at what was presented, they have reached out to me*," Collins said.

"*The proposal would see all water infrastructure in the South Island consolidated into one organisation. This means councils that have invested in pipes, wastewater and drinking water facilities would see their assets gone. A document outlining this proposal, which I have acquired, proposes that* ***the new Mainland water agency would be 50% owned by Ngāi Tahu****.*" She said it was "*a deal done behind closed doors with no say from local residents*", Collins said.



CENTRALISED POWER IS LABOUR'S MANTRA

The centralisation and concentration of power in Wellington is becoming the hallmark of this Labour Government. Out in the regions, nobody is capable of running a hospital, a polytech, nor a council - and now even a business, in the way they had done previously. This is quite insulting when you think about it; particularly given the Government's track record on delivery.

The decision to give unions vastly greater power at the expense of businesses and workers gravely risks creating fewer opportunities for working people to get ahead in this country. This ultimately wouldn't be Labour representing labour at all.

This change in mantra will further damage the regions. Employers in Southland will have to pay the same wages as central Auckland, regardless of the local cost of living, removing any competitive advantage from operating outside the big smoke. The biggest problem with centralised wage-setting is that it does not reflect the reality of the world New Zealand businesses live in today.

The Government's plan to retro-fit 1970s-style public policy into a 21st century economy took another step with the announcement that old-fashioned centralised wage bargaining is to reappear after more than 30 years. These Orwellian-sounding "Fair Pay Agreements" are a huge step backwards. Yes, they have been long-signalled but the announced proposals are far wider in scope than we were previously assured they would be.

At election time the public was told the focus would be on vulnerable workers at risk of experiencing worsening conditions, as a result of supply contracts being re-tendered to new companies. For example, in areas like bus driving and cleaning.

But now this approach is to be encouraged in every industry. National wage bargaining with a union must take place in any industry where at least 10% of the employees or 1000 workers - whichever is the least - decide they want one, or where the union concerned can demonstrate that they meet an undefined public interest test. National awards are on their way at building sites, farms, in horticulture, retail, manufacturing, trucking firms, hospitality and the technology industry.

Businesses and their staff will no longer be able to agree their own wage rates, penalty rates, overtime, or the process for pay increases. Things like holiday entitlements, training requirements and redundancy arrangements will all be decided nationally with no reference to what the business or its employees prefer or can afford. This is completely undemocratic.

The majority of workers in an industry will be bound by this government-run bargaining process, whether they want to be or not, and importantly whether they are union members or not. And employees will be given Hobson's choice as to who will represent them — it will be the Government-mandated union.

ONLY ONE OF THE 231 SHOVEL-READY PROJECTS COMPLETED

Of the 231 shovel-ready projects Grant Robertson announced to much fanfare last year, only one project has been completed. That single project is apparently Stage 1 of a larger project which is still in planning.

These were supposed to be projects that would be up and running in six to 12 months to help offset job losses elsewhere in the economy, but 116 projects haven't even begun construction.

The shovel-ready projects involve hundreds of millions of taxpayer dollars and, despite asking for more information, the Minister won't give New Zealanders an update on how many people are employed working on the jobs, how many will be employed, or how much the projects have cost taxpayers so far.

The projects are now competing with the private sector for workers and resources, and one has to ask whether some of these projects are even going to proceed.

Labour's legacy will be big promises and an inability to deliver, costing taxpayers millions along the way.

NATIONAL WANTS INFRASTRUCTURE CERTAINTY

National's Finance spokesperson Andrew Bayly states that he would publish a 10-year infrastructure plan that covers transport, hospitals and schools so contractors have the certainty they need to gear up to deliver these projects – and I would stick to this plan.

"*Recent talk of the Government scaling back major transport infrastructure projects is particularly damaging because it creates uncertainly for the local and international contractors that we desperately* need *to invest in training people and buying new equipment,*" Bayly said.

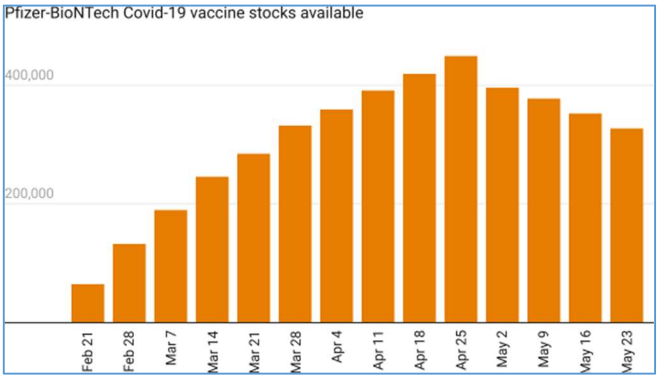
"*I would also announce a programme to work with the private sector on completing the rollout of digital services to all New Zealanders, especially those in our provincial areas. Our farmers and those living in small rural towns deserve the same digital access as those working in Queen St or Lambton Quay.*"

AUSSIES FROTHING OVER 'NEW XI-LAND'

"*Just what are the Kiwis up to now?*" asks the host of 60 Minutes Australia, accusing NZ of taking sides with China ahead of its old mate. He was responding to Foreign Affairs Minister Nania Mahuta's comments about tackling concerns about economic over-reliance.

The risk of Australia's trade spat with China making its way to NZ isn't imminent, but shouldn.t be underrated.

VACCINE STOCKPILE SHRINKS



April 25, Anzac Day, was about both commemoration and celebration. NZ and Australia had just reopened quarantine-free travel, and NZ had a record 450,000 vaccine doses ready to roll out. But since then, stocks have been steadily dropping as the rollout scales up, and we administer more doses than we import in any given week. We've got about 300,000 doses of the Pfizer-BioNTech vaccine sitting in the freezer at the moment, Covid Response Minister Chris Hipkins says, but by early July that will be gone.

GANGS REMAIN A SCURGE

Figures released by the current Minister of Police in response to a written Question in Parliament.

This is a 49.5% increase since Labour took the government benches in 2017.

Being soft on crime is not the answer.

Ethnicity of Gang Members	
Current 2021	**Member %**
Maori	77%
European	12%
Pacific Islander	9%
Middle Eastern	0.17%
Indian	0.12%
Asian	0.12%
Other	0.11%
Not recorded	1.09%

Increase in Gang numbers since Oct 2017			
District	**Oct-17**	**Apr-21**	**% increase**
Northland	385	405	5.2%
Auckland City	194	323	66.5%
Counties Manukau	626	854	36.4%
Waitemata	301	420	39.5%
Waikato	386	630	63.2%
Central	626	854	36.4%
Bay of Plenty	1058	1493	41.1%
Eastern	801	1252	56.3%
Wellington	485	957	97.3%
Tasman	68	194	185.3%
Canterbury	413	569	37.8%
Southern	134	239	78.4%
Total membership	**5477**	**8190**	**49.5%**

NATIONAL VALUES BASICLY UNCHANGES

THANK YOU, TIM LESLIE - FACEBOOK

When National rightly points out the lack of delivery across all sectors of the Government, the media either ignores it or circle the wagons around the inept PM and her ministers. Oh, look, there's going to be a wedding in the summer of 2021/22.

When National rightly points out the fast track to socialism the avowed Socialist PM has NZ on, the media circle the wagons and parrot the racism charge. I attach the National Party's founding values.

"NZ National Party, founding principles 1936

To promote good citizenship and self-reliance; to combat communism and socialism; to maintain freedom of contract; to encourage private enterprise; to safeguard individual rights and the privilege of ownership; to oppose interference by the State in business, and State control of industry".

Sid Holland, National Party Founder

These values continue to be the "backbone" of National today.

Year at 30 June	Ethnic share of New Zealand population - All ages (percent)							
	European	Māori	Asian	Pacific	MELAA*	Chinese	Indian	Samoan
2018 (base)	70	17	16	8	2	6	5	4
2023	69	17	18	9	2	6	6	4
2028	68	18	20	9	2	7	7	4
2033	67	19	22	10	2	7	8	5
2038	65	20	24	10	3	8	8	5
2043	64	21	26	11	3	8	9	5
* Middle Eastern/ Latin American/African (MELAA)								

A quarter of New Zealand's population could be Asian in 20 years' time as the country becomes increasingly diverse, Stats NZ's latest projections show. While the predictions are tipped to make some New Zealanders "deeply anxious", experts say that in reality it's a chance to assess what it means to be Kiwi - and how we need to adapt to the changing face of Aotearoa.

A TRUE HERO

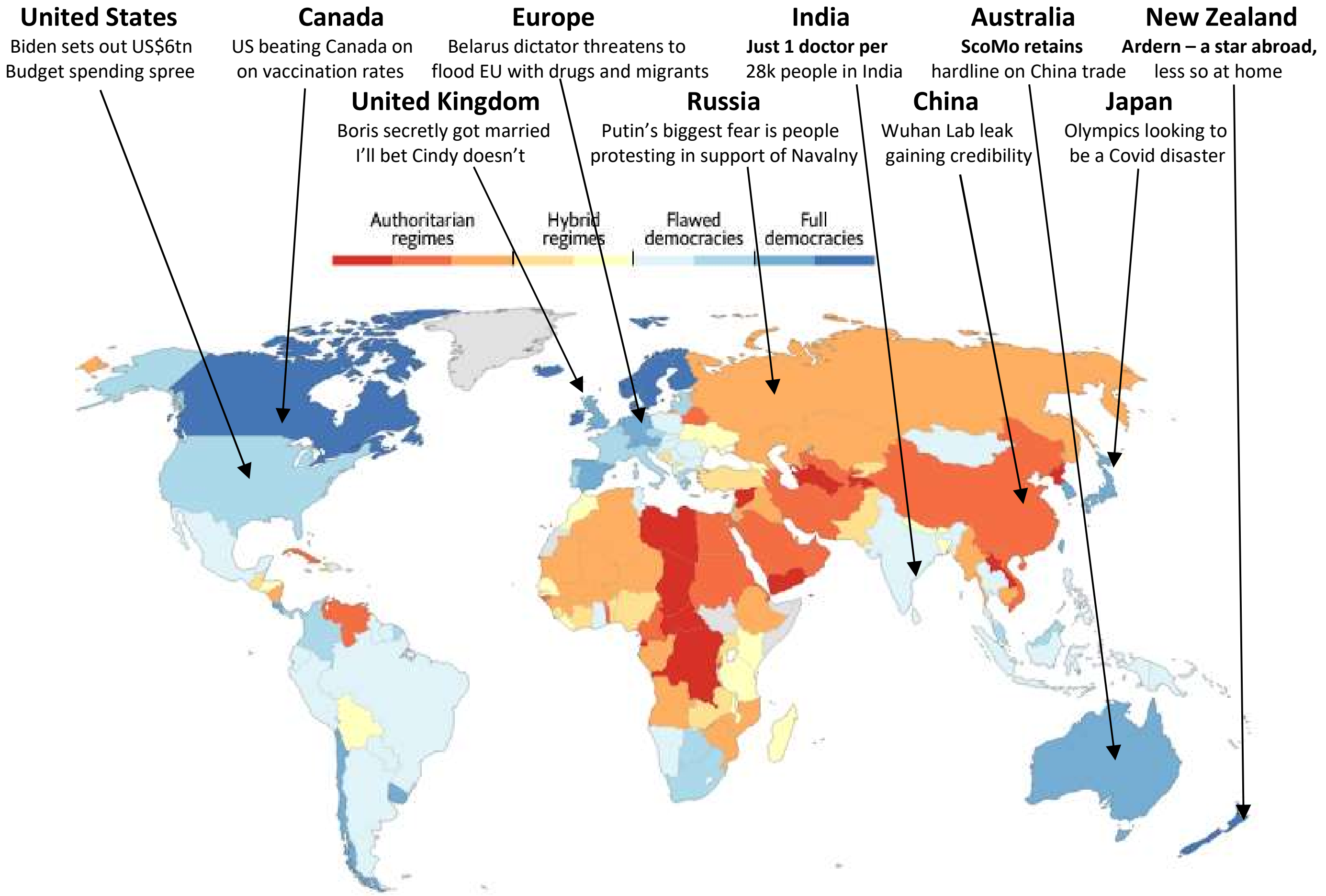
In September 1940, the Polish soldier Witold Pilecki used faked identity documents to be arrested and sent to Auschwitz, which he planned to infiltrate and destroy from within. Boldly, Pilecki organized a resistance movement inside Auschwitz, hoping that one day friends from outside would liberate the camp. When no help from outside came, he decided to flee and inform the world of the atrocities inside.

He managed not only to flee but also to bring secret documents which he planned to use as proof, and even then he was not believed, as the stories seemed exaggerated. Pilecki begged the Allies to help liberate Auschwitz. They turned him away.

After the war, Stalin's secret police arrested Pilecki for treason, tortured him, and finally executed him. He was 47. The Soviets worked hard to hide his story, to erase him from history. It wasn't until the fall of the Soviet Union that the world learned of Pilecki's heroism.

Norman Davies, a British historian, wrote: "***If there was an Allied hero who deserved to be remembered and celebrated, this was a person with few peers.***"

THE WORLD AT A GLANCE GLOBAL DEMOCRACY INDEX 2020



THE GLOBAL ECONOMIC OUTLOOK

GLOBAL OUTLOOK

Recently, we learned that the US consumer price index was up 4.2% in April versus a year earlier, the highest since September 2008. Core inflation, which excludes the impact of volatile food and energy prices, was 3.0%, the highest since January 1996. Even if one assumes that the annual change in prices was distorted by the base effect of deflation a year ago, it is also true that the monthly increase in prices was very large.

Global prospects remain highly uncertain one year into the pandemic. New virus mutations and the accumulating human toll raise concerns, even as growing vaccine coverage lifts sentiment.

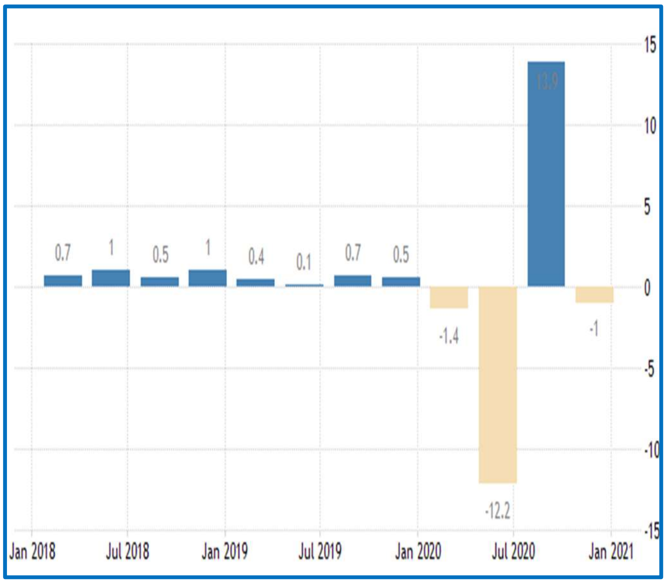
Global growth is projected at 6% in 2021, moderating to 4.4% in 2022. The IMF projections for 2021 and 2022 are stronger than was expected in the October 2020 IMF Outlook.

NEW ZEALAND'S ECONOMIC OUTLOOK

The Budget predicts economic growth will rise from 2.9% this year to 4.4% in 2023, and unemployment is set to decrease to 4.2% by 2025.

The RBNZ's recent projection suggests that OCR hikes could begin by the September quarter next year. That was in line with the views of many analysts, and with financial market pricing. Since then, markets have leapfrogged the RBNZ's projections and have started to price a hike as early as next May. That is, however, much earlier than Westpac forecast of an early 2024 start to OCR hikes.

NZ - GDP GROWTH RATE

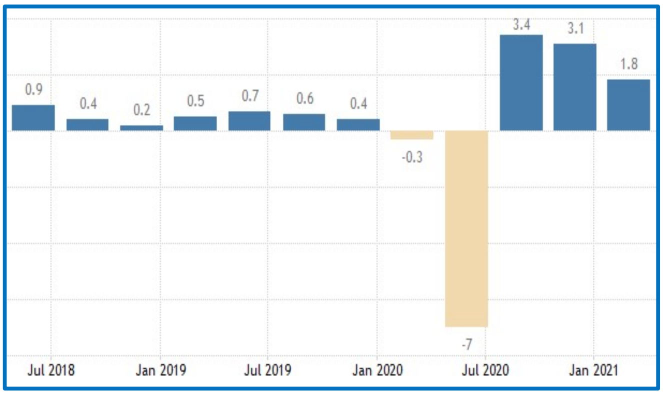


Australian Economic Outlook

Despite a short snap Covid related lock-downs, as well as floods in NSW and Qld having disputed economic activity, the Australian economy is growing strongly. This contributed to a dip in retail sales and dented export shipments. Output grew by 1.8% in the March quarter to be 0.5% above a year earlier, and back above pre-Covid levels prevailing at the end of 2019, some 0.2% higher. Leading into 2021, Australia experienced a strong rebound as the economy reopened with the success on the health front. Output expanded by 3.4% in Q3 and then rose by 3.1% in Q4. This limited the contraction in output in 2020 to -1.1%, which includes falls in Q1, -0.3%, and in Q2, -7.0%, as Covid hit and widespread restrictions were put in place.

Home building activity is in a strong upswing; business investment has advanced - a remarkable result in the shadow of a severe shock; and government spending continues to be a growth engine, with a focus on health and investment. However, consumer spending, increasing by a forecast 1.6%, remains a key uncertainty.

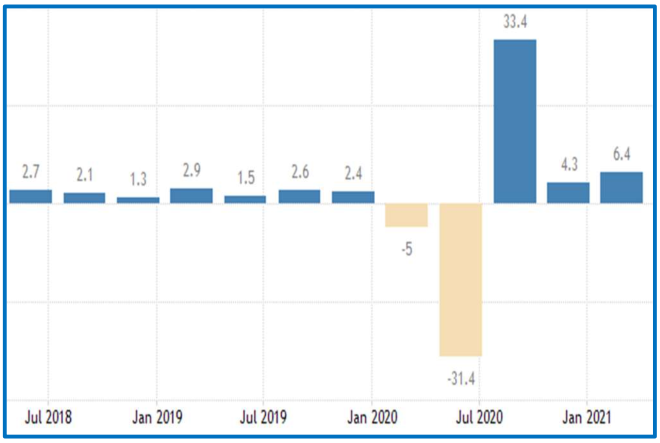
AUSTRALIA - GDP GROWTH RATE



United States Economic Outlook

The U.S. economy grew at 6.4% in the first quarter of 2021 as the combined impact of a mass vaccination rollout and federal stimulus checks triggered a surge in consumer spending. But mature economies like that of the U.S. cannot sustain such a high rate of growth forever.

UNITED STATES - GDP GROWTH RATE



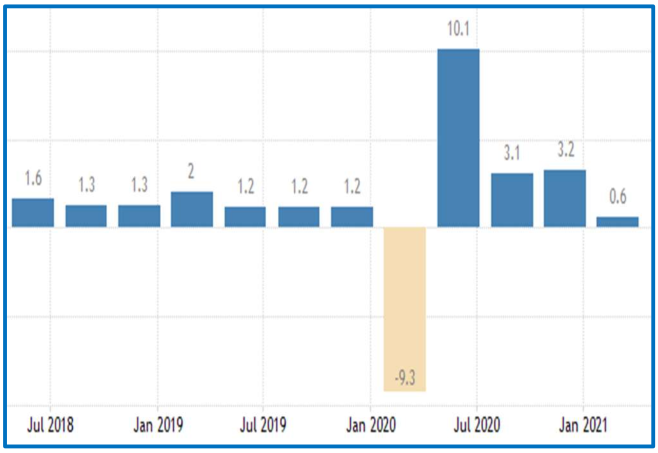
Chinese Economic Outlook

China's slowdown continues

In China, the economy appears to be decelerating, a trend that was first evident in the GDP growth numbers for the first quarter and that was confirmed recently with the release of economic indicators for April.

Specifically, retail sales and industrial production decelerated sharply in April. Retail sales were up 17.7% in April from a year earlier, following growth of 34.2% in March. Of course, these numbers were partly distorted by exceptional declines a year ago.

CHINA - GDP GROWTH RATE



The case that Covid-19 had leaked from a lab in Wuhan

The hypothesis that Covid-19 was leaked from a Wuhan lab has leaped from its original host — Trump administration officials and people dismissed as conspiracy theorists — into the body of mainstream debate. At the end of May, 18 leading scientists published a letter in the academic journal Science calling for further investigation to determine the origin of the pandemic that has killed 3.4 million people worldwide. ***"Theories of accidental release from a lab and zoonotic spillover both remain viable,"*** the scientists wrote.

The case for a lab leak is:

- No sign of an intermediate animal host that could have passed the virus to humans.
- No evidence that live mammals were sold at the Wuhan seafood market in 2019.
- None of hundreds of animal samples collected from that market had any trace of the virus.
- The original 2003 SARS virus leaked up to six times from labs across three countries.
- Animal infection experiments at the Wuhan Institute of Virology are performed at relatively low biosafety levels.
- The virus, whose lineage is found only in southern China, made its way into humans in Wuhan, more than a thousand miles away.
- Wuhan does not have horseshoe-bat colonies and is scores of kms from the flight range of them.
- The outbreak was at a time of year when the bats hibernate.

- The Wuhan lab searched for horseshoe-bat viruses in colonies in rural Yunnan and brought those viruses to Wuhan where they mass-produced, manipulated, and studied them.

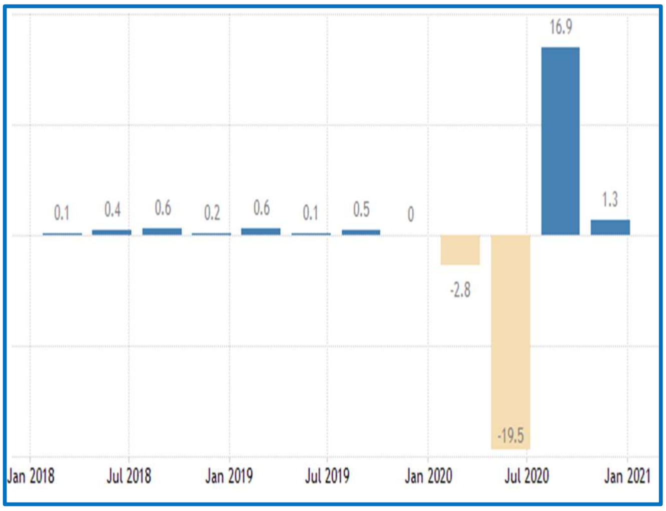
None of the above is proof, but it is a fairly strong case for suspicion against the official story.

The implications, if proven, could be severe for the Chinese economy.

United Kingdom Economic Outlook

In the United Kingdom, consumer prices were up 1.5% in April versus a year earlier, double the rate reported in March. Prices were up 0.6% from March to April compared to a rate of 0.3% in the previous month. Core prices were up 1.3% in April from a year earlier, the highest in three months. The inflation rate was artificially held down due to temporary tax factors which, if excluded, would have meant an annual rate of 3.2% in April. That would have been the highest rate in eight years. While not stunning, inflation in the United Kingdom is clearly accelerating rapidly. The Bank of England expects inflation to exceed 2.0% before the end of the year.

UNITED KINGDOM - GDP GROWTH RATE

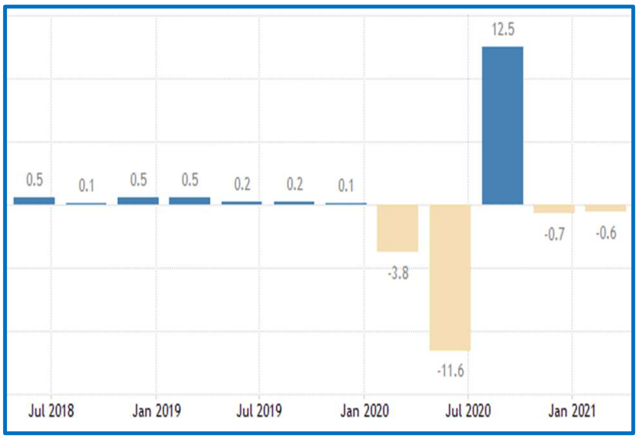


EU Economic Outlook

Consumer prices in the Eurozone are up 1.6% in April versus a year earlier, the highest in two years. Prices were up 0.6% from the previous month, an unusually high number. However, core prices were up only 0.7% from a year earlier but were up 0.5% from the previous month. Thus, Eurozone inflation is up substantially but remains below the European Central Bank's (ECB) 2.0% target.

In Europe's largest economy, Germany, consumer prices were up 2.1% from a year earlier and were up 0.5% from the previous month. This is notable given Germany's long history of relatively low inflation. Germany now has higher inflation than most of its fellow Eurozone members.

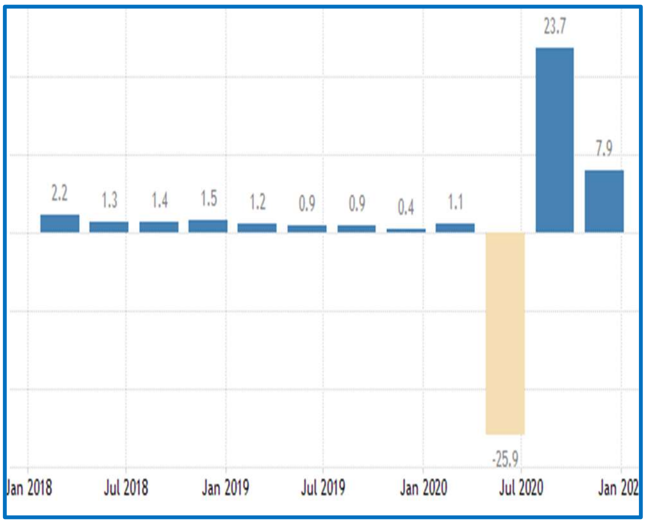
EUROZONE - GDP GROWTH RATE



Indian Economic Outlook

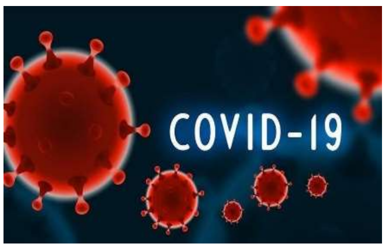
Unlike last year, when the Indian economy contracted sharply and unemployment soared, this year will be a slow burn, where things will get worse, but gradually. In the monthly economic report for April, the Reserve Bank of India points out that the economic impact of the second wave of the pandemic was disproportionately felt by individuals eking out a daily livelihood and small businesses, both organized as well as unorganized.

INDIA - GDP GROWTH RATE



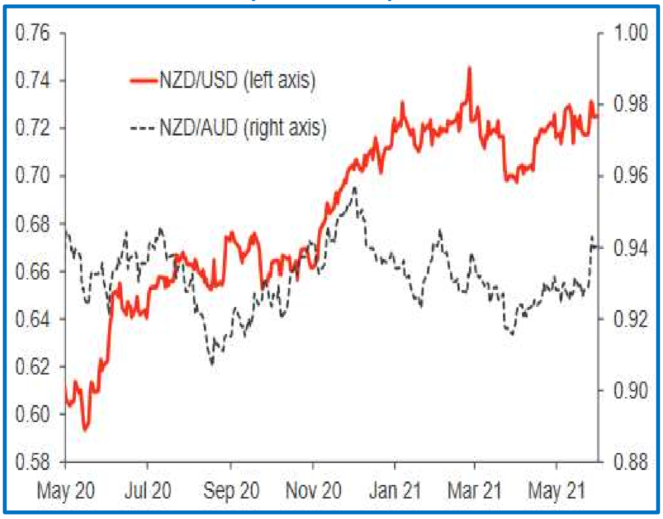
The United Nations has raised India's growth forecast to 7.5% for calendar year 2021, but said the country's outlook for the year remains highly fragile. The surging Covid-19 infections and inadequate vaccination progress threaten a broad-based recovery.

The UN projected India's GDP to grow by 10.1% in 2022. "*India has been particularly affected by a brutal second wave which is overwhelming the public health system in large parts of the country.*"



CURRENCIES

NZD/USD & NZD/AUD



Source: Westpac

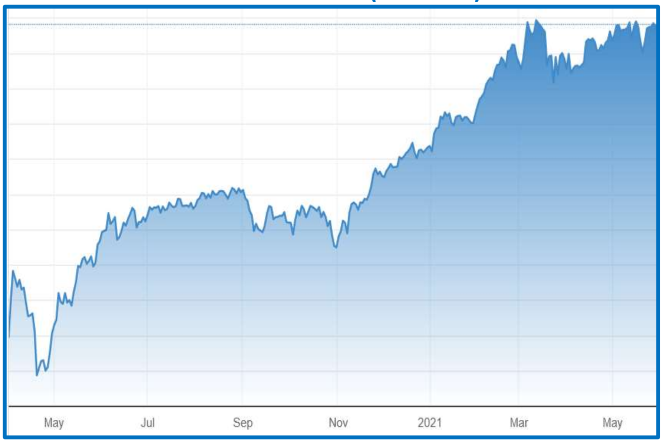
The Reserve Bank's latest monetary policy statement did little to improve investor sentiment with an outlook that suggested the central bank could well begin raising rates within a year. KiwiBank said it had pulled forward its forecast OCR hikes to commence from May next year and pointed to significant upside risk for both interest rates and the NZ dollar.

NFLATION

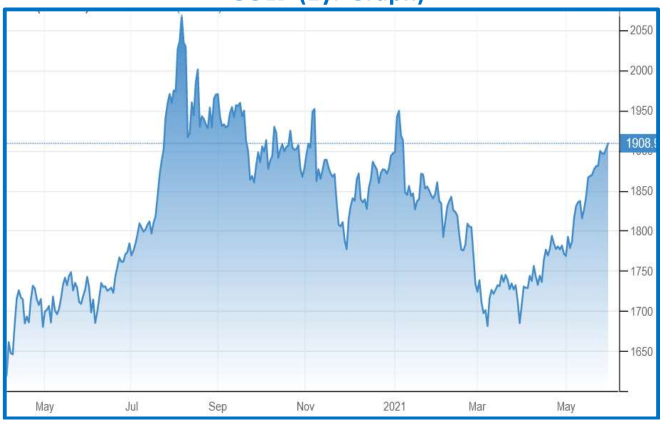
The risk to inflation has marginally increased because of the extra spending in the Budget.

COMMODITIES

OIL: BRENT CRUDE (ONE YEAR)



GOLD (1yr Graph)



GOLD FUTURES

Gold is expected to trade at 1867.04 USD/t oz. by the end of this quarter, according to Trading Economics global macro models and analysts expectations. Looking forward, Trading Economics analysts estimate it to trade at 1762.55 in 12-months time.

BITCION

CRYPTOCURRENCY MARKET SHOWS HUGE VOLATILITY

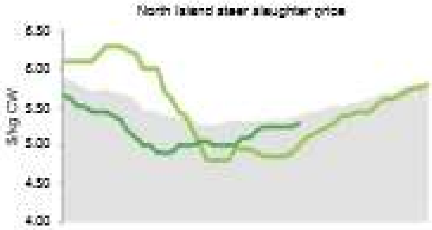
"Bitcoin is better as a store of value, that digital gold that people talk about, but for transactions and payments you've got a lot of other options that are better in that space. I don't even know what all of them are or all of them do. This is the thing about this space, it's so hard to keep up – there's so much going on, so much innovation." – NZ crypto retailer Janine Grainger's company tracks more than 140 different cryptocurrencies but she says there are thousands.

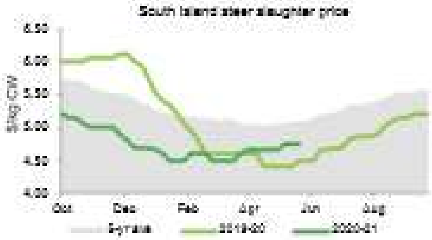
BITCOIN (1yr Graph)

After peaking at an amazing US$63,564 on 13th April 2021, Bitcoin has seen as dematic a decrease, and is currently trading down at US$34,517. This is not a commodity for the faint-hearted, and remember there is an equal number of winners and losers!

Cattle

BEEF			
Slaughter price (NZ$/kg)	Last week	Prior week	Last year
NI Steer (300kg)	5.30	5.25	5.10
NI Bull (300kg)	5.25	5.20	5.15
NI Cow (200kg)	3.50	3.50	3.55
SI Steer (300kg)	4.75	4.75	4.50
SI Bull (300kg)	4.70	4.70	4.45
SI Cow (200kg)	3.20	3.15	3.00
Export markets (NZ$/kg)			
US imported 95CL bull	8.69	8.77	9.52
US domestic 90CL cow	8.69	7.80	10.91





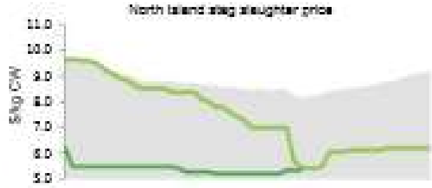
Sheep

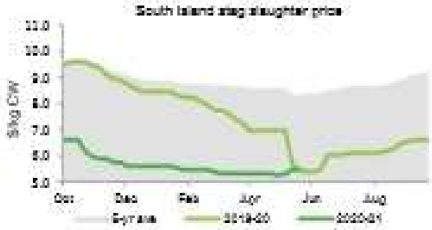
SHEEP MEAT			
Slaughter price (NZ$/kg)	Last week	Prior week	Last year
NI lamb (17kg)	7.70	7.50	6.75
NI mutton (20kg)	5.90	5.90	4.60
SI lamb (17kg)	7.45	7.15	6.55
SI mutton (20kg)	5.70	5.60	4.20
Export markets (NZ$/kg)			
UK CKT lamb leg	11.93	11.77	9.95

WOOL			
(NZ$/kg)	Last week	Prior week	Last year
Coarse xbred ind.	2.33	2.33	1.89
37 micron ewe	-	2.10	1.95
30 micron lamb	-	-	-

Deer

VENISON			
Slaughter price (NZ$/kg)	Last week	Prior week	Last year
NI Stag (60kg)	5.35	5.35	5.40
SI Stag (60kg)	5.50	5.45	5.40





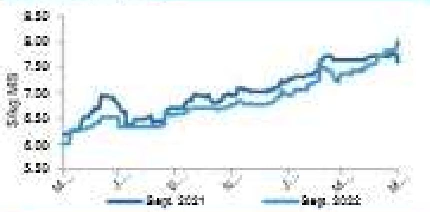
Fertiliser

FERTILISER			
NZ average (NZ$/t)	Last week	Prior week	Last year
Urea	672	672	567
Super	319	319	314
DAP	990	990	787

Dairy

Data provided by NZX

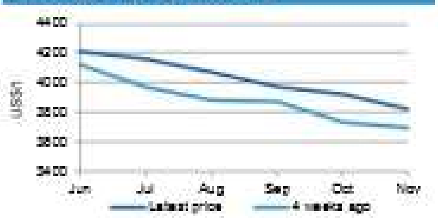
MILK PRICE FUTURES



DAIRY FUTURES (US$/T)			
Nearby contract	Last price*	Prior week	vs 4 weeks ago
WMP	4215	4220	4130
SMP	2835	2830	2825
AMF	4140	4100	4050
Butter	3500	3460	3430
Milk Price	7.61	7.74	7.72

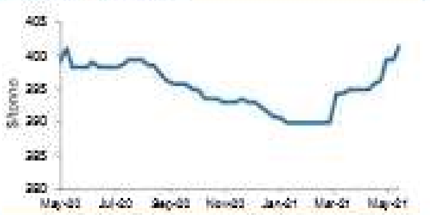
*price as at close of business on Thursday

WMP FUTURES - VS FOUR WEEKS AGO



Grain

CANTERBURY FEED WHEAT



CANTERBURY FEED BARLEY

WAIKATO PALM KERNEL

Top 10 by Market Cap

Company	Close	YTD High	YTD Low
Fisher & Paykel Healthcare Corporation Ltd	29.7	36.56	27.1
Meridian Energy Limited (NS)	5.28	9.98	5.08
Auckland International Airport Limited	7.09	7.99	6.45
Mercury NZ Limited (NS)	6.98	7.6	5.79
Spark New Zealand Limited	4.55	4.97	4.37
Mainfreight Limited	76.77	77	60.85
Ryman Healthcare Limited	12.20	15.99	12.02
Fletcher Building Limited	7.4	7.62	5.67
Contact Energy Limited	7.89	11.16	6.6
Infratil Limited	7.65	7.9	6.29

Listed Agri Shares

5pm, close of market, Thursday

Company	Close	YTD High	YTD Low
AdvanCom Holdings Limited	0.183	0.195	0.161
The a2 Milk Company Limited	5.7	12.5	5.49
Comvita Limited	3.3	3.6	3.06
Delegat Group Limited	14.95	15.4	13.75
Fonterra Shareholders' Fund (NS)	3.93	5.15	3.75
Foley Wines Limited	1.75	2.08	1.28
Livestock Improvement Corporation Ltd (NS)	1.18	1.18	0.81
Marlborough Wine Estates Group Limited	0.26	0.45	0.24
New Zealand King Salmon Investments Ltd	1.62	1.72	1.43
PGG Wrightson Limited	3.26	3.45	3.11
Rua Bioscience Limited	0.4	0.63	0.37
Sanford Limited (NS)	4.62	5.33	4.3
Scales Corporation Limited	4.56	5.09	4.22
Seeka Limited	5.07	5.08	4.46
Synlait Milk Limited (NS)	3.1	5.28	2.85
T&G Global Limited	2.86	3	2.86
S&P/NZX Primary Sector Equity Index	13035	15499	12855
S&P/NZX 50 Index	12243	13658	12085
S&P/NZX 10 Index	11817	12978	11736

S&P/FW PRIMARY SECTOR EQUITY 13035

S&P/NZX 50 INDEX 12243

S&P/NZX 10 INDEX 11817

The first point to note is that most of the North American rockstar CEOs are associated with new age industries, particularly technology. This has created huge wealth opportunities for individuals who have spotted these opportunities and been able to take advantage of them.

New Zealand hasn't had a strong NZX technology sector, with a few notable exceptions, of which Xero is the most obvious. Xero listed on the NZX on June 5, 2007 with a market value of only $60 million and departed for the ASX in February 2018 with a $4.7 billion market value. Xero founder Rod Drury can claim rockstar status as Xero now has an ASX market value of A$19bn although he is no longer the company's CEO.

The following table lists the CEO of the 20 largest NZX companies by market value. The columns record:

- The number of years they that each individual has been CEO, rounded to the nearest half year.
- The change in the sharemarket value of their company since the day they started as CEO.
- The names have been ranked by the increase in market value during their CEO tenure.

CEOs of Top 20 NZX companies	Code	Years	Value Created ($bn)
Lewis Gradon	FPH	5	11.6
Don Braid	MFT	20	7.6
Adrian Littlewood	AIA	8.5	6.8
Neal Barclay	MEL	3	5.9
Mark Cairns	POT	16	4.4
Vince Hawksworth	MCY	1	3.7
John Dakin	GMT	17.5	3
John Cullity	EBO	3	2.6
Deion Campbell	TLT	3.5	2.4
Gordon MacLeod	RYM	4	2.3
Marc England	GNE	5	1.5
Simon Mackenzie	VCT	14	1.4
Ross Taylor	FBU	3.5	1.3
Jolie Hodson	SPK	2	1.2
Mike Fuge	CEN	1.5	0.7
Jason Boyes	IFT	0	0.4
JB Rousselot	CNU	1.5	0.3
Michael Ahearne	SKC	0.5	0.3
Scott Scoullar	SUM	0	0.1
David Bortolussi	ATM	0.5	-4

DURATION

What stands out here is that four of the 20 individuals have been chief executives of their current companies for 14 years or more. These are Don Braid (Mainfreight), John Dakin (Goodman Property Trust), Mark Cairns (Port of Tauranga) and Simon Mackenzie (Vector). Mackenzie's duration includes a period as acting chief executive. Cairns retires next month.

These are remarkable figures as the average duration for these 20 chief executives is 5.5 years and anyone going beyond 10 years must be extremely capable and have great stamina and determination.

Several other NZX chief executives, including Rod Duke at Briscoe, have had tenures in excess of 10 years but this assessment only covers the 20 largest NZX companies by market value.

VALUE CREATED

There is some degree of luck as far as value creation is concerned, particularly for CEOs who have only been in the job for a short period.

David Bortolussi, the new A2 Milk CEO who only started in February, is a good example of this. The company's market value has plunged from $8.2b to $4.2b since Bortolussi started but he cannot be held responsible for this value destruction.

Michael Ahearne's short tenure at SkyCity Entertainment has been impacted by covid-19, particularly the absence of Chinese tourists.

However, CEOs who have been in the position for six years or more must be held accountable for their company's sharemarket performances, albeit sector and economic conditions should also be considered.

THE NZX HAS HAD SOME OUTSTANDING CEOS FROM A VALUE CREATION POINT OF VIEW.

DON BRAID (MAINFREIGHT)

Braid joined Mainfreight in 1994 and was its NZ managing director before he became group CEO in September 2001. His appointment was made in conjunction with the departure of then chairman, Don Rowlands, who was replaced by Bruce Plested as executive chairman. Rowlands remained on the board.

Plested, Rowlands and Braid have all played major roles in Mainfreight's huge success. On Sept 21, 2001, the day Braid started as CEO, Mainfreight had a market value of only $81m compared with $7.7b now.

Mainfreight has just reported another strong profit performance for the year to March 2021, demonstrating once again that Braid is a hugely successful CEO with great ability, determination and stamina.

MARK CAIRNS (PORT OF TAURANGA)

Cairns was chief executive of Toll Owens, the 50/50 stevedoring joint venture between Port of Tauranga and Toll Logistics before he started as chief executive of the listed port company in November 2005.

Port of Tauranga had a market value of only $532m when Cairns started. It is now worth $4.9bn.

In mid-2005, just before Cairns started at the Mount Maunganui company, Ports of Auckland was delisted after a successful takeover offer that valued the Auckland company at $848m.

Subsequently, Port of Tauranga has beaten the pants off Ports of Auckland. This places Cairns just behind Don Braid in terms of performance, determination and durability.

John Dakin (Goodman Property Trust)

At the end of 2003, Dakin was appointed CEO of Macquarie Goodman Property Management NZ, the external manager of NZX-listed Goodman Property Trust (formerly known as Colonial First State Property Trust). Greg Goodman said at the time that he was looking forward to Dakin building a leading property operation in NZ. Dakin has achieved this goal as the trust now has a market value of $3.1bn, compared with just $145m when he started, and it is the largest listed NZX property group.

Dakin has been a top class, long-term property manager.

Lewis Gradon (F&P Healthcare)

Lewis Gradon has had a fantastic run as CEO of Fisher & Paykel Healthcare, particularly his astute handling of early patent litigation problems. However, he must share some of the credit with his predecessor Michael Daniell.

Daniell was CEO of Fisher & Paykel Healthcare when it split from Fisher & Paykel Appliances in November 2001. During Daniell's tenure, F&P Healthcare's value increased from $1.5bn to $5.5bn until he stepped down as CEO in March 2016. Gradon has taken the company from $5.5bn to $17.1bn since then.

Adrian Littlewood (Auckland International Airport)

Meanwhile, Auckland Airport's Adrian Littlewood, who is also stepping down towards the end of the year, has experienced strong value growth at the long-term infrastructure assets. During his tenure, the airport has gone from the fourth largest NZX company, with a market value of $3.5b, to the third largest with a $10.3b value.

Marko Bogoievski (Infratil)

Bogoievski, who retired as Infratil's CEO less than two months ago, also deserves considerable credit for the performance of the company.

The former Telecom chief financial officer took over from Lloyd Morrison in January 2009 after the founder had been diagnosed with a form of leukaemia and had started treatment.

Bogoievski continued to develop and evolve Infratil's investment strategy and when he stepped down as CEO at the end of March the company had a market value of $5.2b, compared with just $800m when he started.

Jason Boyes, the new Infratil CEO, is now charged with continuing on with the early success created by Morrison and Bogoievski.

CONCLUSION

The 20 largest companies are notable for their lack of founder CEOs as the last two have been Lloyd Morrison, who was replaced by Bogoievski in January 2009, and Bruce Plested, who stepped down for Don Braid in September 2001.

The NZX has had some excellent CEOs but isn't attracting young entrepreneurs, individuals under 40 years of age who want to create great NZX-listed companies.

The NZX badly needs new age, technology companies to list on the domestic market rather than these companies listing offshore or being sold to foreign buyers.

NZX investors are missing out on Xero, Rocket Lab and the numerous domestic tech companies that have been recently sold to foreign investors. These companies represent the best breeding ground for the next generation of rockstar CEOs.

NEW ZEALAND EQUITIES

INFRATIL

Infrastructure investor IFT is predicting a strong increase in earnings this year, as it plans to reinvest capital from the looming sale of Tilt Renewables.

Wellington-headquartered IFT recently reported proportionate earnings before interest, tax, depreciation, amortisation and fair value movements (EBITDAF) of $398.8m for the year to March 31, up from $370.2m a year earlier.

IFT owns stakes in a variety of companies in New Zealand including Vodafone New Zealand and Wellington Airport, as well as international data centre and renewable energy assets. Recently it has begun investing in medical testing businesses in New Zealand and Australia.

Overall the fund reported a net loss of $49.2m, due to unrealised losses on energy derivatives at Trustpower and a large rise in fees paid to its manager, Morrison & Co.

IFT provided guidance that it expected EDITDAF of $470m-$520m, which excludes contribution from Tilt (which is set to be taken over) or its recent acquisition of Pacific Radiology. The company declared a partially imputed final dividend of 11.5 cents, a 4.5% increase in 2020.

Fees paid to Morrison & Co, the investment bank which manages the fund, jumped by more than $105m to $269.8m. Almost all of the increase came from its international fees on offshore investments, with revisions in the values of asset meaning Canberra Data Centres generated a fee of $140m and Tilt Renewables $86m.

On Friday 28th May shares in Infratil closed at $7.51 - up from $4.67 a year ago (64.5% - including dividends - for the 12 months).

NZ RETAIL REVIEW - POST-COVID IMPLICATIONS

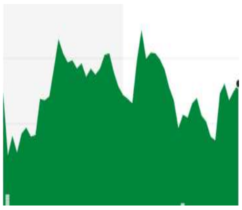
COVID restriction-related tailwinds have benefited a number of NZ's listed retailers and driven outperformance vs. the NZX50 on a 6-mth/1-yr/18-mth basis (see below). A majority of NZ's listed retail sector has enjoyed elevated demand from trapped consumer spend and work from home (WFH) trends over the past year (e.g. MFB, WHS), driven by border closures and lockdown restrictions. Additionally, COVID-related logistical disruptions have supported low levels of promotional and clearance activity which helped a number of listed retailers achieve record margin and earnings gains in their most recent reporting period. Jarden views these tailwinds for retail demand and margins as transitory, and expects consumer spend to normalise with vaccine rollouts and border reopenings underway. Going forward, most retailers will cycle tough COVID comps which may drive negative share price reaction in the near term.

Key financial metrics	Rating	Price ($)	12-month target price ($)	Projected return	Price to earnings (x)	Dividend yield
Kathmandu Holdings Limited	Buy	1.59	1.75	14.8%	13.2	4.7%
My Food Bag	Buy	1.49	1.90	29.3%	17.5	1.8%
Michael Hill International Limited	Buy	0.85	1.10	37.3%	8.2	7.9%
Restaurant Brands New Zealand Limited	Neutral	13.92	12.30	-11.6%	29.4	0.0%
The Warehouse Group Limited	Neutral	3.65	3.70	8.5%	12.3	7.1%

STOCKS TO WATCH NEW ZEALAND

Prices as at 30th May 2021

ALL GRAPHS ONE YEAR



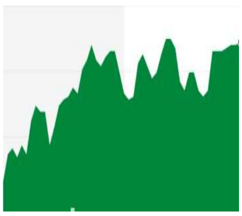
AFT Pharmaceuticals

Research: 24th May

FY21 EBIT $10.7m within guidance provided 1 April for EBIT of $9-11m, vs. Jarden and consensus of $10m. AFT provided an outlook for FY22E EBIT of $18-23m vs. Jarden $20m and consensus $22m. Net debt was $35m, down slightly on the PCP ($37m) as AFT made the strategic decision to focus on inventory over debt reduction to ensure continuity of supply. There is still potential for an FY22 dividend but is contingent on net debt reducing to between $25-30m which AFT expects if it hits its earnings target, and is also consistent with our forecasts.

2022 P/E: 30.4 2023 P/E: 18.2

NZX Code: AFT
Share Price: $4.80
12mth Target: ↑ $5.00
Projected return (%)
Capital gain 4.2%
Dividend yield (Net) 1.6%
Total return 5.8%
Rating: OVERWEIGHT
52-week price range: 3.80-5.65



Arvida Group

Research: 26th May

ARV has delivered a solid result with underlying NPAT (ex-JV) of $50.4m (+1.6% YoY). This was entirely driven by higher development margin on better new sales volumes. Underlying NPAT (excl. development margin) was down 4% YoY. While FY21 operating costs and sales activities were clearly impacted by COVID-19, this impact was somewhat muted by the FY20 acquisitions in the period which contributed an additional $6.2m to Underlying NPAT. Looking forward, while ARV expects opex savings as it cycles higher COVID-19 costs, it also noted that aged care margins are likely to remain under pressure with Government funding unlikely to keep pace with cost inflation. In addition, NTA / share increased to $1.46 (+10.6% vs. 1H21) on updated valuation assumptions.

2022 P/E: 30.4 2023 P/E: 18.2

NZX Code: ARV
Share Price: $1.83
12mth Target: ↑ $1.90
Projected return (%)
Capital gain 3.8%
Dividend yield (Net) 3.7%
Total return 7.5%
Rating: UNDERWEIGHT
52-week price range: 1.37-1.86

Contact Energy Research: 20h May

CEN delivered a clear strategy as to how they will optimise the demand outlook with their valuable supply options. The company had a more bullish view on Tiwai's influence beyond CY24 than what Meridian had at its Investor day. CEN is more optimistic that there is enough demand interest to reduce the imperative that usually surrounds keeping Tiwai demand in place. This does not imply that the company expect Tiwai to be gone, just that if it stays then the contract would be on more economic terms. The ThermalCo proposition, a centrally run thermal company, highlights CEN's strategy to be 100% renewable by c. 2026. While no guidance for FY21, CEN stated that it expected to beat the $480m old normalised EBITDA expectation in an average hydro year; Jarden est $517m. The trailing 12 months to end April EBITDA at $513m. Dividend guidance remains 35cps for FY21.

2021 P/E: 35.9 2022 P/E: 33.8

NZX Code:	**CEN**
Share Price:	**$7.73**
12mth Target:	**$9.52**
Projected return (%)	
Capital gain	23.2%
Dividend yield (Net)	4.6%
Total return	**27.8%**

Rating: BUY

52-week price range: 5.57-11.16

Ebos Group Research 24th May

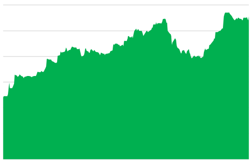
Pfizer transitioning back to CSO model. This week Pfizer announced they will transition back from a direct distribution model (using DHL for the logistics) to a wholesale distribution model from Sept-21. This move, however, excludes the distribution of Covid-19 vaccines. The move is also supported by the Pharmacy Guild of Australia on two fronts: (1) better efficiencies for community pharmacies in terms of time and common process to access medicines; and (2) more equitable access to Pfizer medicines across Australia under the Community Service Obligation (CSO) model.

2021 P/E: 26.9 2022 P/E: 24.3

NZX Code:	**EBO**
Share Price:	**NZ$32.50**
12mth Target: ↑	**NZ$35.00**
Projected return (%)	
Capital gain	7.7%
Dividend yield (Net)	2.6%
Total return	**10.3%**

Rating: OVERWEIGHT

52-week price range: 21.30-33.09



EROAD Research 31h May

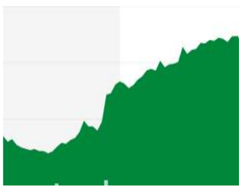
Steady road ahead. ERD's FY21 result was slightly ahead of expectations, and consistent with guidance, with EBITDA's margin better than expected. Unit growth, which was pre-released at the 4Q update, was below trend this year. However, key metrics like ARPU (monthly SaaS $58.3) and asset retention (94.9%) have been stable and recent contract wins show encouraging momentum into FY22.

2022 P/E: 65.5 2023 P/E: 30.8

NZX Code:	**ERD**
Share Price:	**NZ$5.56**
12mth Target: ↑	**NZ$5.89**
Projected return (%)	
Capital gain	5.9%
Dividend yield (Net)	0.0%
Total return	**5.9%**

Rating: NEUTRAL

52-week price range2.34-5.72



Fletcher Building Research 27th May

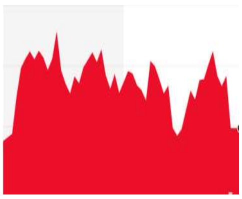
At it's Investor Day, Fletcher Building updated its FY21 EBIT guidance range from $610-660m to $650-665m and announced a $300m on-market share buyback over the next 12 months, commencing this June. On a clearer path to its FY23 growth target, Jarden has raised their medium-term forecasts (FY23 EBIT from $672m to $737m) and their 12-month target price from $6.89 to $7.34. They have reduced their rating from Overweight to Neutral on valuation grounds vs. the current share price.

2021 P/E: 21.1 2022 P/E: 15.2

NZX Code:	**FBU**
Share Price:	**$7.43**
12mth Target: ↑	**$7.34**
Projected return (%)	
Capital gain	-1.3%
Dividend yield (Net)	3.8%
Total return	**2.6%**

Rating: NEUTRAL

52-week price range:3.20-7.62



Fisher & Paykel Healthcare Research 27th May

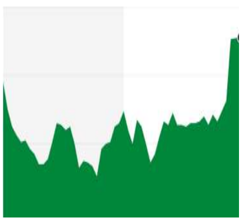
PH has reported a strong FY21 result, with NPAT +82% to $524m but soft relative to high market expectations (Jarden est. $540m but ex $20m FPH foundation donation). The step change in profitability underpinned by unprecedented Covid demand for its Hospital division, with FPH selling ~6x normal hardware and ~2x consumables and treating ~20m patients. Looking forward, no earnings guidance was provided for FY22 (unsurprising) but FPH did reiterate their $20bn+ TAM estimate and their intention to keep advancing manufacturing capacity and hold higher levels of inventory to ensure any surge in demand can be met. Currently, this includes supporting the outbreaks in India and Brazil.

2022 P/E: 44.7 2023 P/E: 39.1

NZX Code:	**FPH**
Share Price:	**$29.21**
12mth Target: ↓	**$34.00**
Projected return (%)	
Capital gain	16.4%
Dividend yield (Net)	1.5%
Total return	**17.9%**

Rating: OVERWEIGHT

52-week price range:27.10-37.89



Gentrsck Group Research: 27h May

Gentrack provides leading utilities across the world with innovative cleantech solutions. The global pace of change is accelerating, and utilities need to rebuild for a more sustainable future. GTK Works with some of the world's biggest energy and water companies, as well as innovative challenger brands, helping companies reshape what it means to be a utilities business. H21 EBITDA recovers strongly: GTK reported 1H21 Revenue of $51m, up 1% on pcp and 9% ahead of JARDe of $46.9m, mainly due to a quicker-than-expected recovery in Project Services Revenue. EBITDA of $7m (up 64%), reflects a 5% fall in opex. Utilities Revenue increased 6% to $42.5m, reflecting new customers in the UK and Australia as well as increasing revenue from existing UK customers, with the recurring component up 1% and now accounting for 82% of segment Rev. Airports Rev fell 19.8% due to lower project work, with recurring Rev up 5.8% and now accounting for 65% of segment Rev. OPCF of $7.1m with no capitalised costs in the period, resulting in net cash of $22.4m at 1H21A.

2021 P/E: -67.6 2023 P/E: -34.3

NZX Code:	**GTK**
Share Price:	**$2.01**
12mth Target:	**$1.92**
Projected return (%)	
Capital gain	-4.5%
Dividend yield (Net)	0.0%
Total return	**-4.5%**

Rating: NEUTRAL

52-week price range:1.16-2.05

"I contend that for a nation to try and tax itself into prosperity, is like a man standing in a bucket and trying to lift himself up by the handle."

Winston Churchill (1874 - 1965)

Infratil Research: 30th April

Investor interest for this result is likely focused on CDC and Vodafone NZ's FY21 results and guidance for FY22 (given that IFT parent net debt, TPW, TLT and WIAL figures had already been disclosed earlier in the month). Wellington Airport recovery continues; FY22 EBITDAF guidance $67-72m vs. Jarden $65m. Jarden was pleased to see Vodafone NZ's result and FY22 guidance modestly exceed their standing forecasts, suggesting the company transformation process is on track. A temporary slowdown from CDC's 25% p.a. EBITDA growth track seemed likely due to its next wave of data centres not coming online until FY23. Even so, the maiden FY22 A$160-A$170m guidance is only a 9-15% uplift vs FY21. The independent valuation of IFT's stake is now $2.4bn (a small uplift over December $2.3bn estimate).

2022 P/E: 95.6 2023 P/E: 75.7

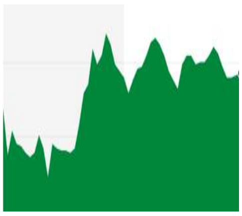
NZX Code:	**IFT**
Share Price:	**$7.51**
12mth Target:	**$7.75**
Projected return (%)	
Capital gain	3.2%
Dividend yield (Net)	2.8%
Total return	**6.0%**
Rating: OVERWEIGHT	
52-week price range:4.55-7.90	

Investor Property Research: 18th May

IPL produced a solid result with net rental income in line with Jarden forecasts ($55.8m vs Jarden $55.6m). The defensiveness of the portfolio was evident in a $0.9m impact from Covid. With the benefit of tax changes and a low maintenance capex year for AFFO purposes (FY20 maintenance capex $3.2m; FY21 $1.3m), AFFO came in at $27.8m - above Jarden's forecast $26.4m. With IPL having raised over $180m of equity in FY20/FY21, AFFO per share of 7.69 c is only marginally up (+2.1%) on FY19 7.53 c. With strong demand for defensive assets, IPL recorded a fair value gain of $140m with NTA up to $2.08 from $1.71 at FY19 - highlighting the disconnect currently between defensive asset valuations and underlying diluted earnings growth.

2022 P/E: 25.2 2023 P/E: 23.0

NZX Code:	**IPL**
Share Price:	**$2.00**
12mth Target: ↓	**$1.96**
Projected return (%)	
Capital gain	-2.0%
Dividend yield (Net)	3.7%
Total return	**1.7%**
Rating: NEUTRAL	
52-week price range: 1.70-2.29	

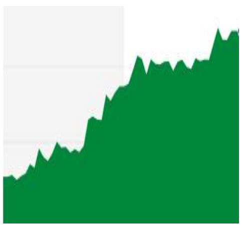


Kiwi Property Group Research: 6th April

FY21 was a significant year for KPG with earnings hit by the extent of retail Covid relief. While KPG was able to upgrade AFFO late in FY21 (to 5.5 - 5.6 cps) and achieve 5.69 cps, producing an in line result, FY21 fell well short of FY20 at 6.84 cps. FY21 dividend was 5.15 cps vs FY19 6.95 cps (FY20 3.53 cps). While Jarden had factored divestment of The Plaza into their base case, KPG received an approach on the similarly sized Northlands retail asset and has added it into Property Held for Sale. This has clearly influenced initial dividend guidance of at least 5.3 cps for FY22.

2022 P/E: 19.3 2023 P/E: 18.9

NZX Code:	**KPG**
Share Price:	**$1.20**
12mth Target: ↓	**$1.17**
Projected return (%)	
Capital gain	-2.5%
Dividend yield (Net)	4.3%
Total return	**1.8%**
Rating: NEUTRAL	
52-week price range: 0.96-1.34	

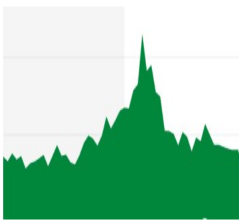


Mainfreight Research: 27th May

MFT reported a strong FY21 result with underlying NPAT of $188.1m (+27% YoY. In the context of a business which saw significant operational disruption in its core Australasian markets in 1H and ongoing COVID-19 effects in Northern hemisphere markets in 2H this was a remarkable result. This earnings performance was almost entirely driven by much better than forecast PBT in Americas and Europe. While 2H PBT was broadly in-line with Jarden expectations for Australia and New Zealand margin performance was somewhat muted by record staff bonus in the period. MFT finished the period with a very strong balance sheet (net debt of $102.2m; gearing 8.4%) and declared a full year dividend of 75cps (+27% YoY).

2022 P/E: 33.9 2023 P/E: 30.3

NZX Code:	**MFT**
Share Price:	**$75.51**
12mth Target: ↑	**$75.00**
Projected return (%)	
Capital gain	-0.7%
Dividend yield (Net)	1.2%
Total return	**0.5%**
Rating: OVERWEIGHT	
52-week price range:36.25-77.00	



Meridian Energy Research: 18th May

MEL reports strong April operating result MEL's April NZ Energy margin was flat at $78m, this despite renewable generation down 92GWh on pcp at 983GWh. The AU margin bucking a falling trend, up $2m at $8m. April EBITDA estimated flat on pcp at $54m, this c. $15m better than Jarden estimate. Beat of expectation as 3rd swaption block impacts MEL has 3 X 50MW swaptions with Genesis that have a strike price of c. $100/MWh. Two of the swaptions run the entire year and the third can be called from 1 April through to the end of winter. Where in March (EBITDA down NZ$10m on pcp) the MEL short position due to dry conditions was covered at the margin by short-term hedges, in April the third swaption block covered this at a much lower cost to the company.

2021 P/E: 86.3 2022 P/E: 65.8

NZX Code:	**MEL**
Share Price:	**$5.15**
12mth Target:	**$5.62**
Projected return (%)	
Capital gain	9.1%
Dividend yield (Net)	2.9%
Total return	**12.0%**
Rating: NEUTRAL	
52-week price range: 4.30-9.94	

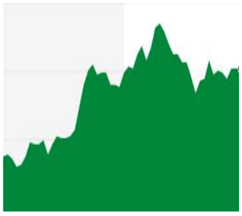
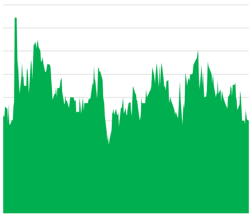
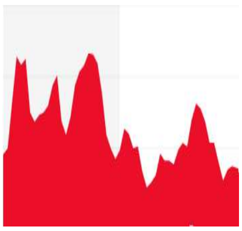
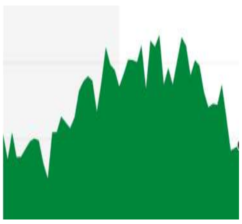
FIRST TRADED 5-3-21

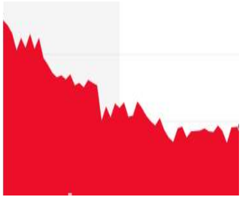
My Food Bag Research: 24th May

MFB has delivered a FY21 result modestly ahead of PFI. Revenue ($190.7m), EBITDA ($29.5m) and underlying NPAT ($16.7m) were ahead of PFI and Jarden forecasts by +1% / +4% ~8%, respectively. Underpinning this better result was higher-than-expected delivery volumes, better average order value and lower depreciation. Gross margins were slightly ahead of expectations and operating costs came in better with opex as a % of revenue 30bp ahead of forecasts. MFB highlighted that current trading for the first seven weeks is on track vs. expected run-rate for FY22 forecast. In addition, they reiterated their confidence in meeting FY22 PFI. In line with PFI, no dividend was declared and net debt at balance date was $14.3m, $1-2m better than PFI and Jarden forecasts.

2022 P/E: 16.5 2023 P/E: 14.9

NZX Code:	**MFB**
Share Price:	**$1.42**
12mth Target:	**$1.95**
Projected return (%)	
Capital gain	37.3%
Dividend yield (Net)	5.5%
Total return	**42.8%**
Rating: BUY	
52-week price range: 1.33-1.76	

	**Refining NZ** Research: 26h May NZR's largest customer has now agreed terms (in principle) for terminal operation. c.70% of throughput is now agreed after ZEL reached similar terms to BP's in-principle agreement in February. Deal terms seem slightly better than Jarden expected, given NZR's confirmation that contract prices will be escalated for inflation. Jarden's standing valuation already assumed the now-guided $95m p.a. terminal revenue (below previous $100m pa indication in February) but annual escalation with inflation is an improvement over their previous assumption. Importantly, the deals provide a $100m pa 'take-or-pay' floor for the first three years, falling to $90m for the next three (before falling again over the remaining contract term), greatly improving earnings predictability through the early period as an import terminal. Extending contracts beyond the initial 10-year term is at the customer's option. Other financial guidance for import terminal economics remain unchanged (i.e. annual $35-$40m pa capex + opex, $100m upfront capital conversion costs, followed by a $100m capex outlay spread over the next 4-5 years). Jarden's working figures suggest an import terminal might produce 10-year average EBITDA ~$60-$70m pa, free cash flow ~15cps, peak net debt ~$340m mid-2022, and may support ~6-9c DPS. 2021P/E: -9.6 2022 P/E: N.M.	**NZX Code:** **NZR** **Share Price:** **$0.68** **12mth Target:** **$1.05** **Projected return (%)** Capital gain 54.4% Dividend yield (Net) 0.0% **Total return** **54.4%** **Rating: BUY** 52-week price range0.40-0.96
	**Oceania Healthcare** Research 24th May OCA's underlying NPAT result of $35.6m for the 10-month FY21 period was below Jarden forecast of $41.9m. This weaker result vs. their expectation was driven by higher operating costs (~-$4m) and interest expense (~-$2m) but offset by better resale gains (+$2m). On a 12-month comparable basis, underlying NPAT decreased to $43.5m, -22% YoY. However, this period includes all of the impact of COVID-19 lockdowns with lower development margin the key driver of this YoY weakness. Reflecting ongoing housing market strength, OCA saw strong fair value gains of $49.2m in the stub 4-month period since the 1H21 result. As a result of these gains, NTA increased to $1.20ps. 2022 P/E: 15.6 2023 P/E: 12.5	**NZX Code:** **OCA** **Share Price:** **$1.38** **12mth Target:** **$1.50** **Projected return (%)** Capital gain 8.7% Dividend yield (Net) 3.2% **Total return** **11.9%** **Rating: BUY** 52-week price range: 0.87-1.60
	**Pacific Edge** Research: 27th May PEB had a slightly softer FV21 result than expected, with operating revenue of $7.7m vs. consensus and Jarden of $9.7m. Similar to the wider Healthcare industry, Covid-19 had a significant impact on patient admissions, which for PEB meant less commercial test volumes in the key US market (9,712 tests, -12% PCP). While likely that volume run-rate is still not likely to have caught up, March and April have been record volume months. Importantly, cash burn was better and PEB still has a sufficiently strong balance sheet with $23m net cash. PEB provided no guidance going forward. 2022P/E: N.M 2023 P/E: 78.9	**NZX Code:** **PEB** **Share Price:** **$1.16** **12mth Target:** **$1.40** **Projected return (%)** Capital gain 20.7% Dividend yield (Net) 3.3% **Total return** **24.0%** **Rating: BUY** 52-week price range: 0.11-1.30
	**Port of Tauranga** The company was listed in May 1992 following a public issue of 33.6m shares at $1.05, which included a total of 12.6m shares previously owned by the Waikato Regional Council, and coincided with completion of a $53m expansion of port and cargo handling facilities. Port of Tauranga, New Zealand's largest port and international freight gateway, reporting increased profitability for the first six months of the 2021 financial year, despite volatile cargo volumes and congestion issues being experienced at Ports of Auckland. I say - Maintain POT as a CORE holding. 2021 P/E: 52.5 2022 P/E: 47.5	**NZX Code:** **POT** **Share Price:** **$7.21** **Jarden's 12mth Target:** **$5.70** **Projected return (%)** Capital gain -20.9% Dividend yield (Net) 1.6% **Total return** **-19.3%** **My Rating: BUY ON WEAKNESS** 52-week price range: 6.77-8.09
	**Pushpay Holdings** Research: 13th May PPH delivered a strong FY21 result with processing volumes +38%, operating revenue +40% and EBITDAF up +133%, driven by the ongoing shift towards digital donations across the customer base. PPH's share of wallet across its back-book is now at 58% vs ~40% pre Covid-19, highlighting the significant structural acceleration that has occurred over the last 12-18 months. Total customer numbers are growing again with net adds of 203 in 2H21 following a static 1H result, an encouraging trend that accelerated through the half and has continued into 1H22E. Customer metrics are also very positive, with ARPC up 12%, underpinned by the increasing share of customer wallet and strong traction being achieved in the cross-selling strategy. 2022 P/E: 30.3 2022 P/E: 25.7	**NZX Code:** **PPH** **Share Price:** **$1.70** **12mth Target:** **$2.10** **Projected return (%)** Capital gain 35.3% Dividend yield (Net) 0.0% **Total return** **35.3%** **Rating: OUTPERFORM** 52-week price range1.52-2.42
	**Ryman Healthcare** Research: 24th May A soft FY21 result. The disconnect between cash flows and earnings widens. RYM reported underlying NPAT of $224.4m. While in line with Jarden forecast it was down 7% YoY, largely reflecting COVID-19 operational disruption. Importantly, higher company defined development margin offset an underlying result (excl. development) that was down 15% YoY. Notably, on this ex-development basis, NPAT has now declined every year since FY18. This weak core operating performance was even greater on a cash flow basis, which saw core operating cash flow excl. development decline by 52% to $50.1m and compares to dividend payments in the period of $107.5mn. 2022 P/E: 23.7 2022 P/E: 20.1	**NZX Code:** **RYM** **Share Price:** **$13.06** **12mth Target:** **$11.60** **Projected return (%)** Capital gain -11.2% Dividend yield (Net) 2.1% **Total return** **-9.1%** **Rating: SELL** 52-week price range: 12.10-16.02



Sanford — Research: 24th May

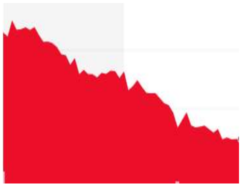
1H21 result below expectation, despite reset in March. On 17 March, SAN provided an update (two weeks before period end) for "YTD trading conditions and financial outcomes similar to those seen in 2H20". Despite this, SAN produced a 1H21 adjusted EBIT of $11m, 27% below 2H20 (adj. EBIT $15m). While management pointed to freight costs explaining why this was below expectation, it is difficult for Jarden to understand such a large difference given the timing of the update before the 1H21 period ended.
2021 P/E: 31.2   2022 P/E: 19.2

NZX Code:	**SAN**
Share Price:	**$4.71**
12mth Target:	**$4.00**
Projected return (%)	
Capital gain	-15.1%
Dividend yield (Net)	0.0%
Total return	**-15.1%**
Rating: SELL	
52-week price range: 4.30-7.00	

Stride Property & Stride Investment Management — Research: 27th May

Strong FY21 result boosted by strong growth in funds management earnings. SPG upgraded guidance for distributable profit ahead of the result and came in at 11.58 cps vs. FY20 10.32 cps and FY19 10.62 cps. Fee income was well up ($25.1m vs FY20 $18.3m) on the establishment of Industre; performance fees in Industre and IPL and Covid-related activity. Operating leverage was more evident with corporate expenses at $21.1m in FY21 from $22.3m in FY20 (although FY20 included $2.8m feasibility costs vs. $0.6m in FY21) with core expenses up slightly allowing for this. FY21 was a big year on the balance sheet also with SPG growing the office portfolio from $186m at FY20 to $580m at FY21 with $382m of acquisitions - SPG recorded only a $12m fair value gain on office for FY21.
2022 P/E: 21.1   2023 P/E: 19.4

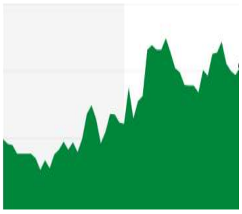
NZX Code:	**SPG**
Share Price:	**$2.34**
12mth Target:	**$2.36**
Projected return (%)	
Capital gain	0.9%
Dividend yield (Net)	4.3%
Total return	**5.2%**
Rating: : OVERWEIGHT	
52-week price range: 1.58-2.40	



Synlait Milk — Research: 24 May

SML has issued a further profit warning for FY21, resetting at a NPAT loss of $20-30m (was breakeven as of guidance issued on 29 March at 1H21, +$75m profit in the pcp). The reset comes following a detailed review of near-term prospects by refreshed management, acting CEO John Penno and new CFO Rob Stowell, both internal replacements.
2022 P/E: -24.0   2023 P/E: 22.5

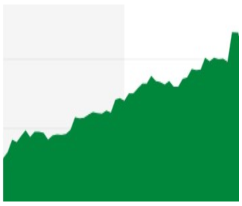
NZX Code:	**SML**
Share Price:	**$3.03**
12mth Target:	**$2.90**
Projected return (%)	
Capital gain	-4.3%
Dividend yield (Net)	0.0%
Total return	**-4.3%**
Rating: UNDERWEIGHT	
52-week price range: 2.85-7.56	



Trustpower — Research: 17th May

Strong FY21 result - NPBT of $37.4m, up 29% y/y. TRA posted a strong FY21 result with NPBT ahead of Jarden's forecasts by ~5%, with full year dividends of 20cps. The strength of the Auto Retail business during a Covid-disrupted year was a standout, with TRA clearly seeing margin benefits from its focus on smaller retail sites (also assisted by supply constraints). The Insurance business performed better than anticipated with reported earnings up 50% on the prior year, whilst Finance earnings were up 30% - both highlighting recent improvements in risk pricing, and the resilience of TRA's annuity businesses. As expected, the Credit Management business was down on lower debt loads with lenders prioritising reputations over collections. In all four segments, TRA is seeing solid momentum coming into the new financial year.
2021 P/E: 27.3   2022 P/E: 25.1

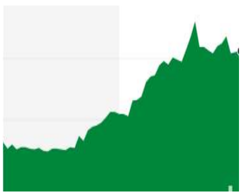
NZX Code:	**TPW**
Share Price:	**$8.42**
12mth Target:	**$7.53**
Projected return (%)	
Capital gain	-10.6%
Dividend yield (Net)	4.3%
Total return	**-6.3%**
Rating: UNDERWEIGHT	
52-week price range: 6.40-9.02	



Turners Automotive — Research: 26h May

Trustpower reported its FY21 results; EBITDA of $200.2m, and near the top end of the guidance range of $185m to $205m. FY21 generation was 1,708GWh, in line with the interim guidance expectation and due to the wholesale price being far higher than where the guidance would have expected, the reported EBITDA came in near top of the guided range. The company declared a final dividend of 18.5cps, which includes a one-off special payment of 1.5cps, taking the full-year dividend to 35.5cps. Due to a slightly softer-than-forecast result, Jaeden has reduced their DCF-based 12-month target price from $7.63 to $7.53 and retain an Underweight rating.
2021 P/E: 27.3   2022 P/E: 25.1

NZX Code:	**TRA**
Share Price:	**$4.19**
12mth Target:	**$4.39**
Projected return (%)	
Capital gain	4.8%
Dividend yield (Net)	5.4%
Total return	**10.2%**
Rating: BUY	
52-week price range: 1.63-4.22	



The Warehouse Group — Research: 17th May

Strong 3Q21 trading update. Group sales of $791m increased +5.2% on a 2yr basis from 3Q19, driven by continued consumer demand tailwinds (YoY comparisons are distorted due to a COVID disrupted PCP). The Noel Leeming and Torpedo7 segments saw stellar 2yr basis sales growth of +10.1% and +14.1%, respectively. Management expects 4Q21 sales to be similar to 3Q, and with YTD21 sales totalling $2.6bn, Jarden would expect FY21 sales of around $3.4bn.
2021 P/E: 7.7   2022 P/E: 14.1

NZX Code:	**WHS**
Share Price:	**$3.41**
12mth Target:	**$3.70**
Projected return (%)	
Capital gain	8.5%
Dividend yield (Net)	7.3%
Total return	**15.8%**
Rating: NEUTRAL	
52-week price range: 1.92-3.86	

Z Energy — Research: 26th May

ZEL and Refinery NZ agree Import terminal terms. Refining NZ (NZR.NZ) is set to transition the refinery to an Import Terminal System in CY22. The pipeline contract has an initial term of 10 years, with the option for customers to extend. There is a take-or-pay (TOP) commitment of $100m p.a. for the first 36 months, $90m p.a. for the subsequent 36 months, and then stepping down for subsequent periods. Each period has a TOP volume associated, so any volume above this level is revenue for the refinery above the TOP fee. There is a provision for third party access to unutilised Refinery to Auckland Pipeline (RAP) capacity. ZEL is likely to be committed to take c. 43% of the TOP commitment, in line with its current volume share.
2021 P/E: N.M.   2022 P/E: 24.8

NZX Code:	**ZEL**
Share Price:	**$2.56**
12mth Target: ↓	**$3.65**
Projected return (%)	
Capital gain	42.6%
Dividend yield (Net)	5.3%
Total return	**47.9%**
Rating: BUY	
52-week price range: 2.53-3.42	

RANKED BY DISCOUNT / PREMIUM TO VALUATION

LARGEST DISCOUNTS		LARGEST PREMIUMS	
NZ Refining	-36.2%	Air New Zealand	51.4%
Z Energy	-29.9%	NZX	39.3%
Metro Performance Glass	-27.2%	Port of Tauranga	27.2%
NZME	-23.2%	Serko	25.9%
My Food Bag	-23.1%	Steel & Tube	21.5%
Michael Hill International	-21.8%	Property For Industry	16.3%
Contact Energy	-19.1%	Sanford	15.8%
Fonterra	-19.0%	Vector	15.1%
Heartland Group	-17.0%	Vital Healthcare	14.2%
Pushpay	-16.7%	Vista Group	13.8%

RANKED BY FY21 NORMALISED P/E

LOWEST RATIOS		HIGHEST RATIOS	
NZME	5.6	Eroad	164.9
Sky Network Television	6.3	Infratil	99.6
Michael Hill International	6.5	Meridian Energy	76.8
The Warehouse	7.4	Vista Group	51.4
Pushpay	9.4	Mercury	50.8
Metro Performance Glass	11.5	Port of Tauranga	50.2
Fonterra	12.4	a2 Milk	44.0
Turners Automotive	12.6	Fisher & Paykel Healthcare	42.3
Heartland Group	13.1	Chorus	41.1
Arvida	15.5	Contact Energy	36.4

RANKED BY EPS GROWTH (CAGR) FY20-22

HIGHEST RETURN		LOWEST RETURN	
Fletcher Building	1049.4%	Sky Network Television	-54.0%
Z Energy	436.1%	Tourism Holdings	-52.2%
New Zealand King Salmon	130.5%	Synlait	-42.7%
Eroad	105.4%	a2 Milk	-40.1%
Michael Hill International	99.7%	Asset Plus	-37.1%
AFT Pharmaceuticals	85.9%	Gentrack	-24.4%
Seeka	80.3%	Meridian Energy	-14.9%
Comvita	78.4%	Auckland Airport	-14.9%
Genesis Energy	77.1%	Fisher & Paykel Healthcare	-6.1%
Pushpay	71.4%	Property For Industry	-1.4%

RANKED BY FY21 EV/EBITDA

LOWEST RATIOS		HIGHEST RATIOS	
Sky Network Television	1.5	Ryman Healthcare	99.0
Michael Hill International	2.3	Summerset	92.2
NZME	2.5	Auckland Airport	78.7
The Warehouse	2.5	Oceania Healthcare	49.2
Metro Performance Glass	3.4	Heartland Group	41.9
Fonterra	3.6	Arvida	41.9
Steel & Tube	5.1	Port of Tauranga	29.9
NZ Refining	6.2	Goodman Property	28.0
Fletcher Building	6.4	Fisher & Paykel Healthcare	27.1
Seeka	6.7	Precinct Properties	27.1

RANKED BY FY21 RETURN ON EQUITY

HIGHEST RETURN		LOWEST RETURN	
Pushpay	46.1%	Pacific Edge	-50.4%
The Warehouse	40.7%	Air New Zealand	-30.0%
AFT Pharmaceuticals	36.0%	Serko	-8.0%
My Food Bag	29.4%	Tourism Holdings	-4.6%
Michael Hill International	29.4%	Synlait	-4.1%
NZX	28.0%	NZ Refining	-3.3%
Spark New Zealand	25.9%	Gentrack	-1.4%
Fisher & Paykel Healthcare	25.2%	Auckland Airport	-0.6%
Restaurant Brands	21.3%	Infratil	2.0%
Freightways	21.1%	Sanford	2.1%

RANKED BY PEG RATIO*

LOWEST RATIOS		HIGHEST RATIOS	
Fletcher Building	0.0	Sanford	33.7
Z Energy	0.1	Goodman Property	10.9
Michael Hill International	0.1	Delegats	10.4
The Warehouse	0.1	Stride Property	9.5
Pushpay	0.1	Port of Tauranga	7.2
New Zealand King Salmon	0.2	Trustpower	5.6
Seeka	0.2	Investore	4.4
Comvita	0.3	NZX	4.2
AFT Pharmaceuticals	0.4	Chorus	4.1
Kathmandu	0.4	Mercury	4.1

*Please note that we remove stocks with negative PEs and negative earnings growth, as well as large positive and large negative values, in order to avoid misrepresentation

JARDEN'S NZ LISTED COMPANIES GROSS DIVIDEND YIELD AS AT 27TH MAY 2021

COMPANY	RATING	PRICE (NZ$)	GROSS DIVIDEND YIELD				DIVIDEND COVER				NET DEBT/ EQUITY[1]
			FY-1	FY0	FY1	FY2	FY-1	FY0	FY1	FY2	CURRENT
The Warehouse Group	N	$3.45		12.7%	6.6%	6.6%		1.4	1.4	1.4	-26.9%
Z Energy	B	$2.61	7.4%	10.6%	12.1%	13.0%	0.0	0.5	0.7	0.7	83.9%
Seeka	N	$5.10	6.0%	9.8%	4.2%	6.9%	0.4	0.7	2.0	1.5	50.7%
Metro Performance Glass	B	$0.42		8.6%	10.6%	11.9%		1.4	1.6	1.7	42.5%
Asset Plus	N	$0.32	12.6%	8.4%	8.4%	8.4%	1.2	0.9	0.7	0.8	5.9%
NZME	O	$0.77		8.1%	10.8%	11.7%		3.0	2.3	2.1	8.9%
Spark	B	$4.51	7.4%	7.7%	7.7%	7.7%	0.9	0.9	0.9	1.0	83.8%
Heartland Group	B	$1.91	5.1%	7.6%	8.0%	8.4%	2.0	1.4	1.4	1.4	631.6%
Turners	B	$4.05	6.9%	7.4%	7.9%	8.4%	1.4	1.5	1.5	1.5	163.8%
Michael Hill	B	$0.85	2.5%	7.4%	10.6%	10.6%	1.6	2.8	1.4	1.5	-27.4%
PGG Wrightson	U	$3.33	3.8%	6.7%	8.3%	8.3%	1.3	1.4	1.1	1.1	19.6%
Genesis Energy	N	$3.45	6.5%	6.6%	6.7%	6.8%	0.3	0.6	0.8	0.9	63.5%
Kiwi Property Group	N	$1.22	6.4%	6.5%	6.7%	6.9%	1.3	1.2	1.2	1.2	32.2%
My Food Bag	B	$1.50		6.4%	7.0%	7.8%	0.5		1.3	1.2	26.3%
Argosy Property	O	$1.52	6.4%	6.4%	6.4%	6.5%	1.3	1.2	1.2	1.2	50.1%
Stride	O	$2.35	6.3%	6.3%	6.4%	6.6%	1.0	1.1	1.0	1.1	25.2%
Precinct Properties	N	$1.60	5.9%	6.1%	6.3%	6.5%	1.0	1.1	1.2	1.2	61.8%
Scales Corporation	B	$4.66	5.7%	5.7%	6.0%	6.3%	1.0	0.9	1.1	1.2	-28.0%
Investore Property	N	$2.02	5.6%	5.6%	5.7%	5.8%	1.1	1.1	1.2	1.2	40.1%
Contact Energy	B	$7.83	6.1%	5.6%	5.7%	5.9%	0.5	0.6	0.7	0.6	24.5%
Trustpower	U	$8.55	5.0%	5.5%	5.5%	5.7%	0.8	0.9	1.0	1.0	68.6%
Chorus	N	$6.47	5.2%	5.4%	5.5%	5.9%	0.5	0.6	0.3	0.3	279.6%
Fletcher Building	N	$7.44		5.2%	5.6%	6.3%		1.2	1.6	1.5	10.1%
Vector	S	$4.00	4.9%	4.5%	4.5%	4.5%	0.7	0.9	0.9	0.9	148.0%
Skellerup	O	$4.56	3.5%	4.5%	5.0%	5.4%	1.1	1.2	1.2	1.2	10.5%
Kathmandu	B	$1.57		4.5%	7.1%	8.4%		1.4	1.3	1.1	-3.7%
Vital Healthcare	U	$3.00	4.4%	4.4%	4.7%	5.1%	1.2	1.2	1.3	1.3	58.6%
NZX	N	$2.06	4.2%	4.4%	4.4%	5.2%	0.9	1.0	1.0	1.0	9.4%
Property For Industry	U	$2.84	4.0%	4.3%	4.3%	4.4%	1.3	1.2	1.2	1.2	36.8%
Fonterra	U	$3.80	1.3%	4.2%	4.7%	5.0%	4.7	2.0	2.0	2.0	59.2%
Meridian Energy	N	$5.24	4.6%	4.1%	4.2%	4.3%	0.6	0.4	0.5	0.6	31.2%
Arvida	U	$1.83	2.9%	3.7%	4.2%	5.0%	1.8	1.8	2.0	2.0	47.0%
Goodman Property	U	$2.25	3.5%	3.6%	3.8%	4.4%	1.3	1.3	1.3	1.2	25.4%
Freightways	N	$11.84	1.8%	3.6%	5.1%	5.4%	2.3	1.4	1.1	1.1	51.0%
Mercury	O	$6.70	3.3%	3.5%	3.7%	4.1%	0.8	0.8	0.8	0.9	32.5%
Oceania Healthcare	B	$1.39	2.4%	3.1%	3.8%	4.5%	1.7	2.0	2.0	2.0	41.4%
Ebos	O	$32.80	2.4%	2.8%	3.2%	3.4%	1.4	1.4	1.4	1.4	21.6%
Infratil	O	$7.63	2.6%	2.6%	2.7%	2.9%	-1.2	0.4	0.5	0.3	144.0%
Fisher & Paykel Healthcare	O	$31.38	1.2%	2.5%	2.3%	2.8%	1.8	1.7	1.4	1.3	-7.7%
AFT Pharmaceuticals	O	$4.68		2.3%	5.7%	6.3%		2.0	1.3	1.3	55.7%
Port of Tauranga	S	$7.29	2.4%	2.2%	2.4%	2.6%	1.1	1.3	1.2	1.3	41.7%
Ryman Healthcare	S	$13.49	1.7%	2.2%	2.6%	3.0%	2.0	2.0	2.0	2.0	69.0%
Steel and Tube	N	$1.13		2.1%	3.2%	3.9%		1.6	1.4	1.4	-13.7%
Comvita	N	$3.33		2.1%	2.5%	3.8%		2.8	2.8	2.3	4.0%
Sky City	B	$3.53	3.9%	2.0%	3.9%	5.5%	1.0	2.1	1.4	1.3	34.1%
Delegat's Group	O	$15.02	1.6%	1.7%	1.7%	1.9%	3.5	3.5	3.3	3.3	53.3%
Mainfreight	O	$73.26	1.4%	1.7%	1.9%	2.6%	2.5	2.4	2.4	2.0	6.1%
Summerset	O	$12.39	1.0%	1.4%	1.7%	2.0%	3.4	3.3	3.3	3.3	47.2%
New Zealand King Salmon	O	$1.63		1.2%	1.9%	2.2%		4.0	4.0	4.0	17.5%
Auckland Airport	N	$7.13			2.1%	3.0%			1.0	1.0	22.8%
Air New Zealand	S	$1.69	9.0%			3.9%	-0.5			1.4	112.0%
a2 Milk	U	$5.60									-47.8%
Eroad	N	$5.46									-8.7%
Gentrack	N	$1.72				2.3%				1.2	-10.4%
New Zealand Refining Company	B	$0.65				28.6%				0.4	41.5%
Pacific Edge	B	$1.21									-88.2%
Pushpay	B	$1.74			1.3%	2.7%			2.0	1.2	-5.1%
Restaurant Brands	N	$13.90									39.5%
Sanford	S	$4.56	1.5%		1.5%	3.0%	4.5		4.6	3.1	27.5%
Serko	N	$6.70									-52.6%
Sky Network Television	U	$0.17									-11.2%
Synlait	U	$2.97									68.6%
Tourism Holdings	B	$2.49	5.6%		1.6%	7.8%	1.4		1.0	1.3	27.5%
Tilt	R	$8.02							0.1	0.0	37.8%
Vista Group	B	$2.22								2.0	-32.6%
MEDIAN			2.4%	3.6%	4.2%	5.0%	1.2	1.3	1.3	1.2	32.5%

NOTE: 1. The Net Debt/Equity ratio is calculated as Gross Debt less cash holdings divided by Total Equity. Negative ratios indicate a net cash position.
2. Ratings: B – Buy, O – Outperform, N – Neutral, U – Underperform, S – Sell, R – Restricted.
3. FY0 represents the current financial year

AUSTRALIAN LISTED EQUITIES NET DIVIDEND YIELD   AS AT 28TH MAY 2021

RANKED BY DISCOUNT / PREMIUM TO VALUATION

LARGEST DISCOUNTS		LARGEST PREMIUMS	
Harmoney Corporation Limited	-54.8%	BWP Trust	27.9%
NRW Holdings Limited	-50.6%	Altium Limited	21.8%
Emeco Holdings Limited	-43.2%	Treasury Wine Estates Limited	18.9%
The Reject Shop Limited	-43.1%	Sydney Airport Limited	17.6%
MacMahon Holdings Limited	-42.9%	Bravura Solutions Limited	13.9%
Qantas Airways Limited	-30.5%	Lovisa Holdings Limited	11.3%
Regis Healthcare Limited	-29.3%	Janus Henderson Group	10.5%
Lynch Group Holdings Limited	-29.0%	Domino's Pizza Enterprises Limited	8.5%
Ramsay Health Care Limited	-27.6%	Platinum Asset Management Limited	4.8%
Monadelphous Group Limited	-25.2%	Centuria Office REIT	4.7%

RANKED BY FY21 NORMALISED P/E

LOWEST RATIOS		HIGHEST RATIOS	
Resmed Incorporated	5.1	Janus Henderson Group	1427.4
MacMahon Holdings Limited	7.4	Xero Limited	1022.8
Emeco Holdings Limited	7.7	Estia Health Limited	178.6
NRW Holdings Limited	8.5	IDP Education Limited	96.1
Harvey Norman Holdings Limited	8.6	Wisetech Global Limited	95.0
Adairs Limited	11.1	Altium Limited	84.1
Centuria Office REIT	11.4	Temple and Webster Group Limited	72.1
Beacon Lighting Group Limited	11.8	Cochlear Limited	59.2
JB Hi-Fi Limited	11.9	Bingo Industries Limited	55.3
Vicinity Centres	12.5	CSL Limited	54.4

RANKED BY EPS GROWTH (CAGR) FY20-22

LOWEST RETURN		HIGHEST RETURN	
Qantas Airways Limited	-77.4%	The Reject Shop Limited	171.9%
Emeco Holdings Limited	-28.2%	Home Consortium Limited	87.9%
Temple and Webster Group Limited	-20.9%	Lovisa Holdings Limited	68.0%
Challenger Limited	-8.5%	Xero Limited	68.0%
Bravura Solutions Limited	-7.6%	Insurance Australia Group Limited	67.7%
MacMahon Holdings Limited	-4.8%	PointsBet Holdings Limited	60.4%
Centuria Office REIT	-4.1%	Lynch Group Holdings Limited	59.5%
Charter Hall Retail REIT	-3.8%	City Chic Collective Limited	51.8%
Platinum Asset Management Limited	-3.6%	Wisetech Global Limited	40.9%
Computershare Limited	-3.3%	Adairs Limited	39.3%

RANKED BY FY21 EV/EBITDA

LOWEST RATIOS		HIGHEST RATIOS	
Lovisa Holdings Limited	0.4	Homeco Daily Needs REIT	38.4
Adairs Limited	1.0	Home Consortium Limited	22.2
IDP Education Limited	1.2	Charter Hall Long Wale REIT	22.1
Altium Limited	1.5	Charter Hall Social Infrastructure	21.7
The Reject Shop Limited	1.8	Centuria Industrial REIT	21.6
City Chic Collective Limited	2.0	Dexus	21.2
JB Hi-Fi Limited	2.0	BWP Trust	20.1
NRW Holdings Limited	2.0	Arena REIT	19.8
Monadelphous Group Limited	2.3	Vicinity Centres	19.5
MacMahon Holdings Limited	2.4	SCA Property Group	19.5

RANKED BY FY21 RETURN ON EQUITY

LOWEST RETURN		HIGHEST RETURN	
Insurance Australia Group Limited	-1954.4%	QBE Insurance Group Limited	7094.4%
PointsBet Holdings Limited	-43.7%	Suncorp Group Limited	6799.2%
Sydney Airport Limited	-9.7%	Qantas Airways Limited	2008.7%
Harmoney Corporation Limited	-8.9%	Lovisa Holdings Limited	53.3%
Japara Healthcare Limited	-5.0%	Platinum Asset Management Limited	47.8%
Estia Health Limited	0.7%	Adairs Limited	44.6%
Homeco Daily Needs REIT	2.4%	Domino's Pizza Enterprises Limited	44.0%
Xero Limited	2.5%	Coles Group Limited	36.9%
QUBE Holdings Limited	3.7%	JB Hi-Fi Limited	36.9%
Home Consortium Limited	4.5%	Magellan Financial Group Limited	35.3%

RANKED BY PEG RATIO*

LOWEST RATIOS		HIGHEST RATIOS	
The Reject Shop Limited	0.17	Janus Henderson Group	301.96
Lynch Group Holdings Limited	0.23	Vicinity Centres	34.42
Insurance Australia Group Limited	0.24	Dexus	29.07
Adairs Limited	0.28	JB Hi-Fi Limited	25.06
Home Consortium Limited	0.40	Xero Limited	15.05
Monadelphous Group Limited	0.45	QUBE Holdings Limited	8.53
Resmed Incorporated	0.45	CSL Limited	6.59
Healius Limited	0.49	Arena REIT	6.30
Scentre Group	0.58	Centuria Capital Group Limited	5.75
Sonic Healthcare Limited	0.67	Charter Hall Social Infrastructure	5.40

*Please note that we remove stocks with negative PEs and negative earnings growth, as well as large positive and large negative values, in order to avoid misrepresentation

AUSTRALIAN LISTED EQUITIES NET DIVIDEND YIELD AS AT 27TH MAY 2021

COMPANY	RATING	PRICE (AU$)	DIVIDEND YIELD				DIVIDEND COVER			
			FY-1	FY0	FY1	FY2	FY-1	FY0	FY1	FY2
Centuria Office REIT	N	$2.25	7.9%	7.3%	7.3%	7.3%	1.0	1.2	1.0	1.1
Harvey Norman Holdings Limited	U	$5.32	4.5%	7.2%	5.6%	5.6%	1.5	1.6	1.4	1.4
Charter Hall Retail REIT	O	$3.68	6.7%	6.4%	6.8%	7.0%	1.2	1.2	1.1	1.1
Charter Hall Long Wale REIT	B	$4.84	5.8%	6.0%	6.2%	6.4%	1.0	1.0	1.0	1.0
Adairs Limited	B	$4.56	2.4%	5.9%	5.9%	6.4%	2.1	1.6	1.7	1.6
Aventus Group Limited	U	$2.90	4.1%	5.9%	6.3%	6.4%	1.5	1.2	1.1	1.1
GPT Group	N	$4.61	4.9%	5.8%	6.1%	6.4%	1.3	1.2	1.3	1.2
JB Hi-Fi Limited	U	$48.21	3.9%	5.7%	4.5%	4.4%	1.5	1.5	1.3	1.3
Resmed Incorporated	O	$26.62	5.9%	5.7%	6.3%	7.3%	3.1	3.5	3.5	3.5
Suncorp Group Limited	O	$10.95	3.3%	5.6%	5.8%	5.8%	1.6	1.1	1.1	1.3
Scentre Group	O	$2.70	2.6%	5.3%	5.7%	6.0%	2.1	1.4	1.4	1.4
Vicinity Centres	U	$1.52	5.1%	5.3%	7.2%	8.1%	1.8	1.5	1.3	1.3
Platinum Asset Management Limited	U	$4.61	5.2%	5.2%	4.6%	4.6%	1.1	1.2	1.2	1.2
SCA Property Group	O	$2.41	5.2%	5.1%	6.0%	6.4%	1.2	1.2	1.2	1.2
Metcash Limited	O	$3.56	3.5%	5.1%	5.2%	5.4%	1.7	1.5	1.4	1.4
Dexus	O	$10.27	4.9%	4.9%	5.0%	5.1%	1.0	1.0	1.0	1.0
Centuria Industrial REIT	B	$3.55	5.3%	4.8%	5.0%	5.2%	1.0	1.0	1.0	1.0
Pendal Group Limited	O	$7.69	4.8%	4.8%	6.1%	6.7%	1.1	1.1	1.1	1.1
Perpetual Limited	O	$36.11	4.3%	4.7%	6.2%	5.7%	1.3	1.6	1.2	1.2
Charter Hall Social Infrastructure	O	$3.41	4.7%	4.6%	5.1%	5.4%	1.0	1.0	1.0	1.0
Magellan Financial Group Limited	B	$47.58	4.5%	4.4%	5.0%	5.5%	1.1	1.1	1.1	1.1
BWP Trust	S	$4.23	4.3%	4.3%	4.4%	4.4%	1.0	1.0	1.0	1.0
Beacon Lighting Group Limited	O	$1.95	2.6%	4.2%	3.6%	3.2%	1.9	2.0	1.7	1.7
Arena REIT	O	$3.54	4.0%	4.1%	4.4%	4.7%	1.0	1.0	1.0	1.0
Nib Holdings Limited	N	$6.18	2.3%	4.0%	3.4%	3.7%	1.4	1.3	1.3	1.3
Insurance Australia Group Limited	B	$4.96	2.0%	4.0%	5.2%	5.6%	1.2	1.5	1.3	1.3
Medibank Private Limited	N	$3.09	3.9%	4.0%	4.0%	4.2%	1.0	1.3	1.2	1.2
QBE Insurance Group Limited	B	$10.82	0.4%	3.8%	5.5%	6.2%	-15.2	1.2	1.2	1.2
Challenger Limited	O	$5.02	3.5%	3.7%	2.3%	0.8%	2.7	1.9	3.4	10.4
Centuria Capital Group Limited	O	$2.68	3.6%	3.7%	3.9%	4.0%	1.2	1.3	1.2	1.3
Coles Group Limited	N	$16.70	3.4%	3.7%	4.0%	4.3%	1.3	1.3	1.2	1.2
Sonic Healthcare Limited	N	$34.63	2.5%	3.3%	3.0%	2.9%	1.3	2.3	1.5	1.5
Kogan.com Limited	N	$10.03	3.0%	3.1%	3.6%	4.7%	1.0	1.0	1.0	1.0
Homeco Daily Needs REIT	B	$1.36		3.1%	5.8%	6.1%		0.9	1.1	1.0
Wesfarmers Limited	O	$55.51	3.1%	3.1%	3.0%	3.3%	1.1	1.2	1.2	1.2
Healius Limited	O	$4.08	0.6%	3.0%	2.5%	2.8%	3.4	1.8	1.6	1.7
Computershare Limited	B	$15.80	2.9%	2.9%	2.9%	2.9%	1.2	1.1	1.1	1.4
Woolworths Group Limited	O	$41.84	2.2%	2.7%	2.9%	3.2%	1.3	1.3	1.3	1.3
Charter Hall Group	B	$13.95	2.6%	2.7%	2.9%	3.0%	1.9	1.5	1.7	1.7
Bravura Solutions Limited	U	$3.24	3.4%	2.7%	3.0%	3.3%	1.5	1.5	1.4	1.4
Home Consortium Limited	O	$4.66	2.6%	2.6%	3.1%	3.4%	0.4	1.1	1.2	1.2
Treasury Wine Estates Limited	U	$11.46	2.4%	2.3%	2.8%	3.1%	1.4	1.5	1.5	1.5
Lovisa Holdings Limited	U	$14.02	1.1%	2.1%	2.1%	2.1%	1.0	0.9	1.5	1.9
Integral Diagnostics Limited	O	$4.90	1.9%	2.1%	2.6%	2.9%	1.7	1.9	1.7	1.7
Costa Group Holdings Limited	O	$4.44	1.2%	2.0%	2.5%	3.0%	1.5	1.7	1.9	1.9
Regis Healthcare Limited	O	$2.03	2.0%	1.8%	4.3%	4.5%	1.8	1.7	1.0	1.0
Collins Foods Limited	B	$12.16	1.6%	1.7%	1.9%	2.1%	1.8	1.8	1.8	1.7
Ramsay Health Care Limited	B	$64.54	1.0%	1.7%	2.4%	2.5%	2.5	1.8	1.8	1.8
Goodman Group	U	$19.26	1.6%	1.6%	1.7%	1.9%	1.9	2.2	2.2	2.2
Dominoâ€™s Pizza Enterprises Limited	O	$111.84	1.1%	1.4%	1.7%	2.0%	1.4	1.3	1.3	1.3
Altium Limited	U	$27.61	1.4%	1.3%	1.2%	1.5%	0.6	0.9	1.2	1.2

NOTE:
1. The Net Debt/Equity ratio is calculated as Gross Debt less cash holdings divided by Total Equity. Negative ratios indicate a net cash position.
2. Ratings: B – Buy, O – Outperform, N – Neutral, U – Underperform, S – Sell, R – Restricted.
3. FY0 represents the current financial year

XERO (XRO.AX) PRICE: A$117.34 TARGET PRICE: A$150.00 RESULT REMINDS INVESTORS IT'S A TECH STOCK

Jarden sees a strong runway for growth for XRO in its NZ$78bn total addressable market (TAM). With a long-term value focus, XRO is increasing its near-term investment in R&D to capitalise on the opportunity to capture this large, global unpenetrated TAM. COVID has accelerated adoption of cloud software, with businesses and regulators recognising the importance of digitising their workforce and enabling remote working solutions. Jarden believes investors should focus on the top-line growth and take comfort in long-term profitability being achieved from the continued FCF growth and record margins during COVID. Importantly, tech metrics remain strong, with record 2H subscriber adds, lower churn despite COVID headwinds and customer lifetime value higher across the group, resulting in a record LTV/CAC. EBITDA margins may not be as high near-term, however longer term, the dollar EBITDA should be greater as XRO continues to grow into its TAM through geographic expansion and platform revenue. Where did the result differ from our expectations? Subscribers came in ~5% stronger than expected but revenue was ~2% softer due to weaker ARPU. As the SMEs subs recovery was 2H weighted, the revenue from the additional subscribers should flow through to FY22E revenue. EBITDA was also materially softer due to R&D investment being ~8% or NZ$23m higher than our estimates.

MNKS.LN The Monks ITC

Price: UK£13.32 (NZ$26.00) Website: www.bailliegifford.com/en/uk/individual-investors/funds/monks-investment-trust

Investment Objective

The Company aims to invest internationally to achieve capital growth, which takes priority over income and dividends. While there is no official benchmark, a comparative index is the FTSE World Index.

Manager and Style

Monks is one of the flagship vehicles for Baillie Gifford & Co., a large Scottish investment house that specialises in international investment with over £325bn under management. Spencer Adair is the lead manager supported by Malcolm MacColl. They are both senior partners at Baillie Gifford and are part of the Global Alpha team. The team adopts a bottom-up stock picking approach, focused on identifying companies with under-appreciated growth potential. The process involves monthly meetings with 'scouts' from Baillie Gifford's regional investment teams, to create a portfolio of best ideas sourced from the firm's 96 investment professionals. The managers target stocks, and evaluate existing positions, based on the potential for them to double over the next five years. The approach continues to exhibit the qualities you would expect from Baillie Gifford: utilising a long-term, bottom-up approach, biased toward growth stocks, that is agnostic to the make-up of any index. Diversification is a key characteristic of the Company, and the managers split holdings into four categories depending on the anticipated growth. Holdings are also divided into three broad holding sizes that allow the managers to embrace the potential for asymmetry of returns through positions in stocks with higher risk-return characteristics spread across c.100 holdings, with not more than 2% initially invested in a single holding. However, the manager is happy to run winners. Turnover is typically low, with an average holding period of 6 years, with a current active share of 86%. There is a limit on private company exposure of 5% and is a growing part of Monks' investment opportunities.

Fees

The annual management fee remains at 0.45% p.a. of total assets less current liabilities. The ongoing charges ratio was 0.48% for the past year.

Gearing and Hedging

The board and managers believe the long-term neutral position is to have gearing of 10%. Current effective gearing is c.1.0%.

Jarden Opinion

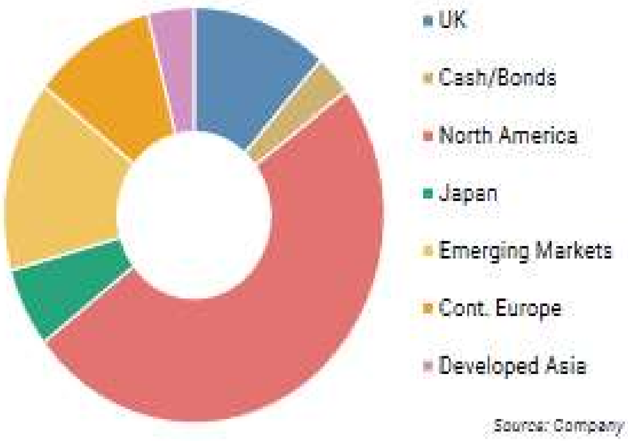
The fortunes of Monks have turned around remarkably since the Global Alpha team, took over management of the portfolio in March 2015. We continue to rate the management team, and we believe that a portfolio of Baillie Gifford's best-ideas is an attractive vehicle for investors seeking exposure to long-term growth stocks. In addition, it is differentiated from its stablemates: Scottish Mortgage (more concentrated plus greater exposure to unquoteds); Edinburgh Worldwide (smaller companies); and Scottish American (income mandate). The willingness to trim stocks based on valuation grounds also differentiates Monks and leads to a different risk profile. The exposure to unquoted investments remains very modest at 1.2% of the portfolio. The managers highlight that optimism is a vital part of the investment approach, given that "pessimism about the current situation is persistent" and good news is materially under-reported and its significance underestimated. They believe this helps them identify the best growth stocks and recently they have been increasing exposure to high-quality, structural growth companies, while reducing exposure to cyclical growth. Accordingly, we remain comfortable in recommending Monks as an attractive vehicle to gain exposure to a diversified global portfolio.

Key Data

Launch Date – 1929

Year to May 2021	1Yr	3Yrs	5yrs	10Yrs
Share Return on NZ$100	141.6	177.0	304.1	379.1
NAV Return on NZ$100	144.0	177.2	263.3	317.8
Current Discount/(Prem.)				(2.1%)
Gross Yield				0.2%
5 Yr Dividend Growth PA				-8.7%
Gearing				1.0%
Total Assets Managed				£ 3,213m
NAV Volatility	14.1%	15.3%	13.4%	N/A
Benchmark Volatility	13.1%	13.6%	12.3%	N/A
12 Month High/Low				1,490/960p

Geographic Distribution (as at 30 April 2021)



Source: Company

BBB+, BBB, BBB-

Issuer	NZDX Code	Coupon	Maturity Date	CPN Freq	Credit Rating	Type	Min. Size	Best Offer Yield	Best Price/ $100	Best Indicative Volume	Total Depth Within 10 BP
Kiwi Property Group Limited	KPG010	6.150	20/08/2021	2	BBB+	Senior	5,000	1.019	102.84	5,000	219,000
Z Energy	ZEL040	4.010	1/11/2021	4	BBB-(NR)	Senior	5,000	1.350	101.44	55,000	55,000
Contact Energy	CEN030	4.400	15/11/2021	4	BBB	Senior	5,000	0.484	101.98	10,000	2,177,000
TrustPower	TPW140	5.630	15/12/2021	4	BBB-(NR)	Senior	5,000	1.450	103.43	5,000	5,000
Precinct Properties	PCT010	5.540	17/12/2021	2	BBB+(NR)	Senior	5,000	1.203	104.87	365,000	795,000
Genesis Power	GNE030	4.140	18/03/2022	2	BBB+	Senior	5,000	0.640	103.62	1,000,000	1,360,000
GMT Bond Issuer	GMB030	5.000	23/06/2022	2	BBB+	Senior	5,000	1.120	106.28	37,000	317,000
Heartland Bank	HBL010	4.500	8/09/2022	4	BBB	Senior	5,000	1.074	104.14	159,000	189,000
Air New Zealand	AIR020	4.250	28/10/2022	2	BBB	Senior	5,000	-	-	-	-
Contact Energy	CEN040	4.630	15/11/2022	4	BBB	Senior	5,000	0.871	105.64	7,000	33,000
TrustPower	TPW150	4.010	15/12/2022	4	BBB-(NR)	Senior	5,000	1.600	104.50	10,000	30,000
Meridian Energy	MEL030	4.530	14/03/2023	2	BBB+	Senior	5,000	0.902	107.38	200,000	251,000
Wellington Intl Airport	WIA030	4.250	12/05/2023	2	BBB	Senior	10,000	1.650	105.19	2,000	312,000
Summerset	SUM010	4.780	11/07/2023	4	BBB-(NR)	Senior	5,000	1.700	107.04	100,000	100,000
GMT Bond Issuer	GMB050	4.000	1/09/2023	2	BBB+	Senior	5,000	1.286	107.00	72,000	72,000
Kiwi Property Group Limited	KPG020	4.000	7/09/2023	2	BBB+	Senior	5,000	1.381	106.76	201,000	201,000
Z Energy	ZEL050	4.320	1/11/2023	4	BBB-(NR)	Senior	5,000	-	-	-	-
Meridian Energy	MEL040	4.880	20/03/2024	2	BBB+	Senior	5,000	-	-	-	-
Heartland Bank	HBL020	3.550	12/04/2024	4	BBB	Senior	5,000	-	-	-	-
Investore Property	IPL010	4.400	18/04/2024	4	BBB(NR)	Senior	5,000	-	-	-	-
Christchurch International Airport	CHC010	4.130	24/05/2024	2	BBB+	Senior	5,000	-	-	-	-
GMT Bond Issuer	GMB040	4.540	31/05/2024	2	BBB+	Senior	5,000	-	-	-	-
Wellington Intl Airport	WIA040	4.000	5/08/2024	2	BBB	Senior	10,000	-	-	-	-
Contact Energy	CEN050	3.550	15/08/2024	4	BBB	Senior	5,000	-	-	-	-
Z Energy	ZEL060	4.000	3/09/2024	4	BBB-(NR)	Senior	5,000	1.973	106.33	500,000	500,000
Precinct Properties	PCT020	4.420	27/11/2024	2	BBB+(NR)	Senior	5,000	-	-	-	-
Property for Industry	PFI010	4.590	28/11/2024	4	BBB(NR)	Senior	5,000	2.041	108.61	53,000	53,000
Kiwi Property Group Limited	KPG030	4.330	19/12/2024	2	BBB+	Senior	5,000	-	-	-	-
Vector Limited	VCT090	3.450	27/05/2025	4	BBB	Senior	5,000	1.638	107.02	400,000	400,000
Wellington Intl Airport	WIA050	5.000	16/06/2025	2	BBB	Senior	10,000	-	-	-	-
Meridian Energy	MEL050	4.210	27/06/2025	2	BBB+	Senior	5,000	1.740	111.47	75,000	120,000
Summerset	SUM020	4.200	24/09/2025	4	BBB-(NR)	Senior	5,000	-	-	-	-
Property for Industry	PFI020	4.250	1/10/2025	4	BBB(NR)	Senior	5,000	-	-	-	-
Kiwi Property Group Limited	KPG040	4.060	12/11/2025	2	BBB+	Senior	5,000	2.084	108.57	200,000	200,000
Argosy Property	ARG010	4.000	27/03/2026	4	BBB+(NR)	Senior	5,000	-	-	-	-
Trustpower	TPW180	3.350	29/07/2026	4	BBB-(NR)	Senior	5,000	2.200	105.90	81,000	81,000
Wellington Intl Airport	WIA070	2.500	14/08/2026	2	BBB	Senior	10,000	2.220	102.11	80,000	80,000
Mercury NZ	MCY040	2.160	29/09/2026	2	BBB+	Senior	5,000	2.055	100.90	1,000,000	1,000,000
Metlifecare	MET010	3.000	30/09/2026	4	BBB-(NR)	Senior	5,000	2.570	102.65	117,000	117,000
Argosy Property	ARG020	2.900	29/10/2026	4	BBB+(NR)	Senior	5,000	-	-	-	-
Ryman Healthcare	RYM010	2.550	18/12/2026	4	BBB-(NR)	Senior	5,000	2.665	99.93	1,000,000	1,050,000
SkyCity Entertainment	SKC050	3.020	21/05/2027	4	BBB-	Senior	5,000	2.850	101.02	17,000	17,000
Precinct Properties	PCT030	2.975	28/05/2027	2	BBB+(NR)	Senior	5,000	2.918	100.34	200,000	200,000
Investore Property	IPL020	2.400	31/08/2027	4	BBB(NR)	Senior	5,000	2.550	99.14	137,000	137,000
Mercury NZ	MCY030	1.560	14/09/2027	2	BBB+	Senior	5,000	2.070	97.34	78,000	78,000
Summerset	SUM030	2.300	21/09/2027	4	BBB-(NR)	Senior	5,000	2.600	98.71	84,000	84,000
Oceania Healthcare	OCA010	2.300	19/10/2027	4	BBB-(NR)	Senior	5,000	2.677	98.06	95,000	95,000
Argosy Property	ARG030	2.200	27/10/2027	4	BBB+(NR)	Senior	5,000	2.680	97.51	75,000	75,000
Chorus	CNU030	1.980	2/12/2027	4	BBB	Senior	5,000	2.005	99.84	100,000	120,000
Arvida Group	ARV010	2.870	22/02/2028	4	BBB-(NR)	Senior	5,000	2.700	101.12	59,000	59,000
GMT Bond Issuer	GMB0928	2.262	4/09/2028	2	BBB+	Senior	50,000	-	-	-	-
Chorus	CNU020	4.350	6/12/2028	4	BBB	Senior	5,000	1.470	120.33	18,000	213,000
Trustpower	TPW170	3.970	22/02/2029	4	BBB-(NR)	Senior	5,000	-	-	-	-
Wellington Intl Airport	WIA060	4.000	1/04/2030	2	BBB	Senior	10,000	-	-	-	-
GMT Bond Issuer	GMB0930	2.559	4/09/2030	2	BBB+	Senior	50,000	-	-	-	-
Chorus	CNU040	2.510	2/12/2030	4	BBB	Senior	5,000	2.600	99.23	71,000	71,000

Term Deposits

Bank	3m	4m	5m	6m	9m	1yr	2yr	3yr	4yr	5yr
BNZ	0.41%	0.46%	0.61%	0.81%	0.92%	1.12%	1.18%	1.50%	1.66%	1.77%
RABO	0.35%	0.50%	0.65%	1.00%	1.10%	1.00%	1.10%	1.25%	1.50%	1.75%
ANZ	0.50%	0.55%	0.65%	0.90%	0.95%	1.05%	1.15%	1.25%		
WPAC	0.78%	0.98%	1.04%	1.15%	1.21%	1.22%	1.50%	1.73%	1.93%	2.12%

LIMITATIONS and DISCLAIMER