

Analyst

Chami Ratnapala 612 8224 2845

Authorisation

Daniel Laing 612 8224 2886

Cettire Limited (CTT)

Leveraging on luxury e-comm opportunity

Recommendation
Buy (unchanged)
Price
\$4.02
Target (12 months)
\$4.80 (unchanged)

GICS Sector
Retailing

Expected Return

Capital growth	19%
Dividend yield	0%
Total expected return	19%

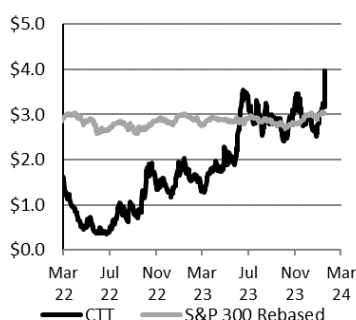
Company Data & Ratios

Enterprise value	\$1,486.3m
Market cap	\$1,532.6m
Issued capital	381.2m
Free float	69%
Avg. daily val. (52wk)	\$8.4m
12 month price range	\$1.29-4.86

Price Performance

	(1m)	(3m)	(12m)
Price (A\$)	2.75	2.60	2.03
Absolute (%)	44.36	52.69	95.57
Rel market (%)	42.76	42.37	94.52

Absolute Price



SOURCE: IRESS

Revisiting Cettire’s fulfilment and returns policy

We have revisited Cettire (CTT)’s fulfilment and returns policy including the latest customer reviews in comparison to luxury e-commerce peers since our last assessment in Nov-22. We view overall fulfilment currently in place at CTT as in line with broader complexities associated with cross-border e-commerce as evident to us from discussions with industry specialists. In terms of CTT’s customer reviews with the majority associated with the returns policy, we note that overall ratings have remained relatively unchanged on a much larger base in total reviews in line with the growing size of the business but broadly within the range of its peers. While CTT remains a younger company as compared to luxury e-comm peers, the company continues to prioritise investing into technology solutions & customer service to improve the returns experience related to first time customers.

Earnings changes and 3Q24 preview

We make no changes to our forecasts as our revenue drivers and margin assumptions remain unchanged. CTT last updated the market in Feb-24 at the 1H24 result reporting that sales revenue was +80% on pcp for the month of January. Our 3Q/2H24 forecasts factor in the strong comparable period and see sales revenue growth of ~66% on pcp driven by both core and emerging markets. Our EBITDA margin assumptions reflect the usual seasonality of margins in 2H. We look for updates on the company’s China launch with market entry imminent.

Investment View: PT unchanged at A\$4.80, Maintain BUY

Our estimates and PT remain unchanged. Our A\$4.80 PT is based on an equally weighted DCF (WACC 12.6% TGR 3.5%) and relative valuation (utilising a target EV/EBITDA multiple of 15x on a FY25e basis). We think CTT’s ability to outperform their peer group far outweighs others given the ~0.9% market share and further supported by the ongoing consolidation in the luxury e-commerce market. We also view CTT’s current EBITDA margins ahead of other e-commerce players with minimum risk associated with the drop-ship inventory model. We retain our BUY rating.

Earnings Forecast

Year end	2023a	2024e	2025e	2026e
Net Sales (A\$m)	416.2	724.0	920.9	1,203.8
EBITDA (Adjusted) (A\$m)	29.3	44.0	54.5	70.8
NPAT (reported) (A\$m)	15.4	26.7	34.7	46.8
NPAT (underlying) (A\$m)	18.1	26.7	34.7	46.8
EPS underlying (cps)	4.8	7.0	9.1	12.3
EPS underlying growth (%)	213%	47%	30%	35%
PER (on underlying EPS) (x)	84.6	57.4	44.2	32.7
EV/Sales (x)	3.6	2.1	1.6	1.2
EV/EBITDA (x)	50.7	33.7	27.3	21.0
Dividend (eps)	-	-	-	-
Yield (%)	0.0%	0.0%	0.0%	0.0%
Franking (%)	-	-	-	-
ROE (%)	71.9%	59.6%	46.8%	39.6%

SOURCE: COMPANY REPORTS, BELL POTTER SECURITIES ESTIMATES

Revisiting the fulfilment & returns policy

Fulfilment & returns policy

We have addressed some of the key issues related to CTT's fulfilment and returns policy as below and view overall fulfilment in line with broader complexities associated with cross-border e-commerce as evident to us from discussions with industry specialists.

While CTT's returns rate sits within the average returns range for luxury/e-comm sector, we view the current returns policy which was scaled back from a free returns policy pilot since Jul-23 as offsetting some of the costs associated with returns including processing costs and shipping. However, CTT currently do not appear to recoup customs duties on returns due to the level of effort and processing costs involved. This impact was evident in the delivered margins of ~13% of net revenue in 2H22 during the free delivery pilot phase through FY22 due to duty leakages, which returned back to historic levels of 23-25% of net revenue in 1H23 with the re-introduction of return fees.

Figure 1 – Addressing some key questions related to customs duties

Key questions	Our views
Is the difference in estimation in duties and actual valuation at border control reasonable?	Possibility to eventuate given the estimated duty is added to the product price at the time customer purchases the product on the platform
Is the company able to recoup back lost duties from returns within a reasonable time?	CTT do not appear to recoup lost duties at present; we note that the process requires effort and additional costs

SOURCE: BELL POTTER SECURITIES

Revisiting customer reviews

We have compared customer reviews for Cettire and close peers on Trustpilot from Nov-22 to present as the company has expanded ~2x in size. We note that the overall rating in reviews has remained relatively unchanged, however the number of reviews up ~3x with the majority related to the company's returns policy. While CTT remains a younger company as compared to luxury peers, the company continues to prioritise investing into technology solutions & customer service to improve the returns experience related to first time customers. We have also looked at the number of reviews as a % of total customer orders and CTT at a BPe ~8%, appears to be between that of Matchesfashion at the top end and other peers such as Ssense, Farfetch and Mytheresa.

Figure 2 – Summary of Trustpilot reviews & ratings – Nov-22 vs Feb-24

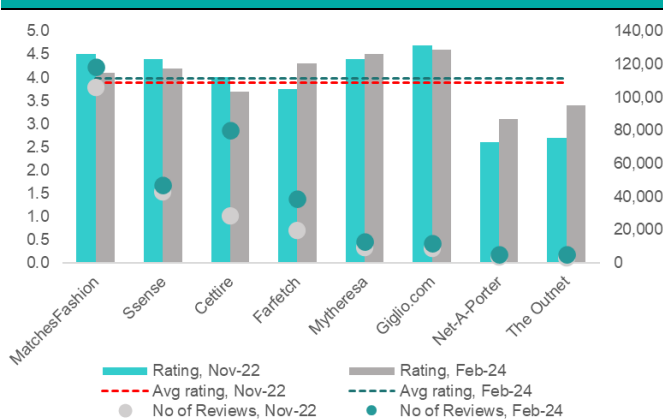
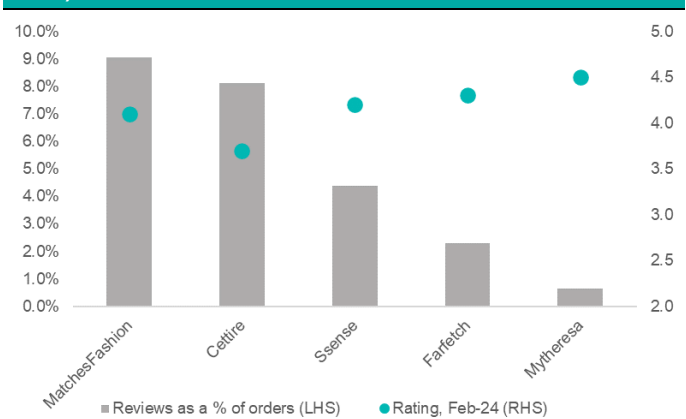


Figure 3 – Customer reviews as a % of total orders (12-month basis)



SOURCE: TRUSTPILOT, WEBSITES, MEDIA ARTICLES, COMPANY REPORTS, BELL POTTER SECURITIES ESTIMATES

Returns policy. We have summarised the returns policy across all the close comps below and note that broadly all platforms do not refund the shipping fee while some others retain customs fees. CTT's returns policy from July-2022 sees an additional return fee charged which is similar to the Italian Giglio.com's policy.

Figure 4 – Comparison of return policy for closest peers

Platform	Return policy
Farfetch	Refund ex delivery costs (6 day processing period)
Net-A-Porter	Free returns, however local customs fee non-refundable
Mytheresa	Free of charge returns within 30 days of receipt, however excluding shipping costs
Cettire	AUD 30 return fee per item, additional customs fee of AUD 88 for orders over AUD 1000. Refund ex these and original shipping charges (if applicable)
Ssense	Shipping fees and duties will not be refunded
MatchesFashion	Return shipping charge free, however original shipping charges not refunded
Giglio.com	€5-15 return fee except for orders within Italy. Refund ex this and any shipping charges & other discounts provided for partial order returns

SOURCE: COMPANY WEBSITES, BELL POTTER SECURITIES

CTT's product offering as a leading multi-branded platform

Cettire's number of listings on its website has grown progressively through FY23/1H24. While the number of listings as we track appear to be reflecting a low point into mid-March, we do note the seasonality impact and the change over from Winter to Spring/Summer season over the next few weeks. We attribute the seller stock value database of more than ~A\$2b as of Jan-24 to be highly supportive of the broad range of products as a leading luxury focused multi-branded e-commerce player. In addition to the third-party product supply channel, we view further direct partnerships similar to that secured with Zegna in Nov-22 (yet to be integrated) to further increase the product depth for listed brands.

Figure 5 – Published listings on the Cettire website as tracked by BP

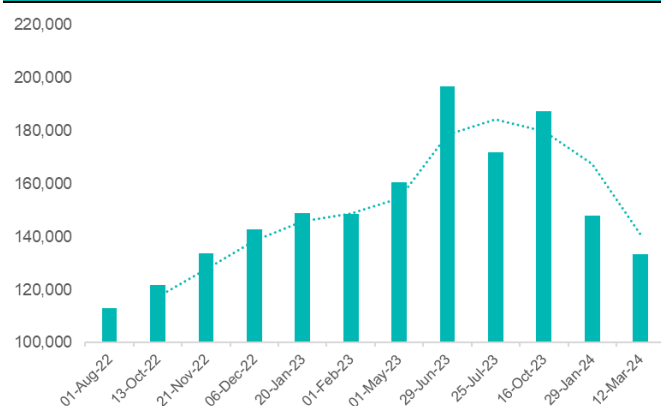
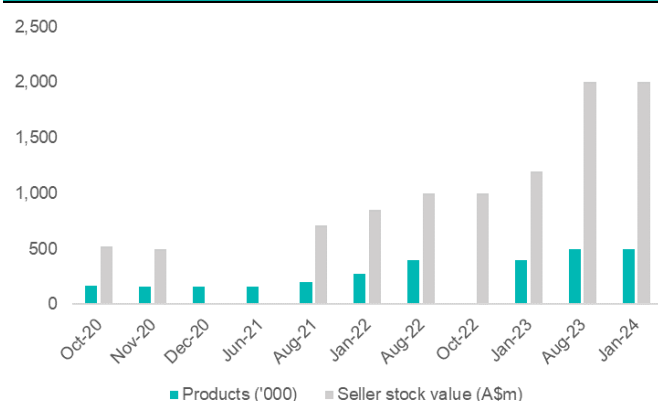


Figure 6 – Growth in CTT's product database (Inventory opportunity)

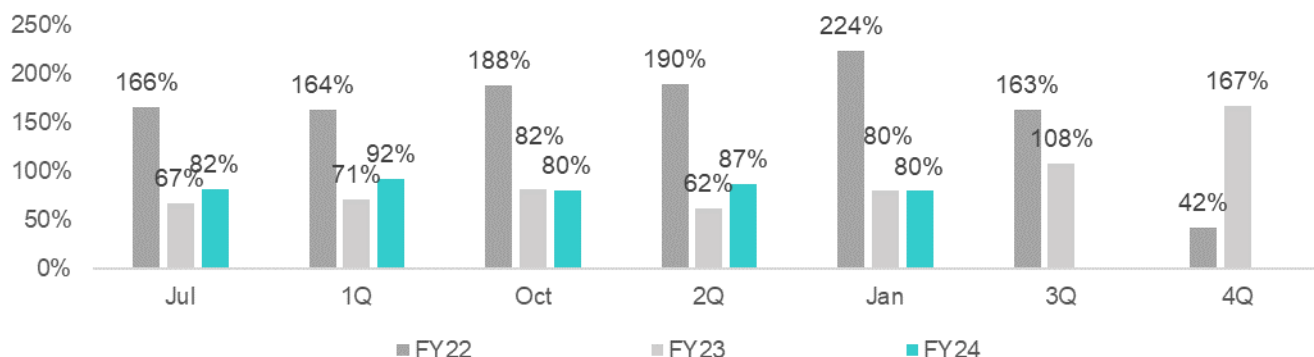


SOURCE: COMPANY REPORTS, COMPANY WEBSITE, BELL POTTER SECURITIES

Earnings changes and 3Q24 Preview

Earnings changes. We make no changes to our forecasts as our revenue drivers and margin assumptions remain unchanged.

Figure 7 – CTT's quarterly/monthly trend in net revenue growth (on pcp)



SOURCE: COMPANY REPORTS, BELL POTTER SECURITIES

Preview for 3Q24 trading update. CTT last updated the market in Feb-24 at the 1H24 result reporting that sales revenue was +80% on pcp for the month of January. Our 3Q/2H24 forecasts factor in the strong comparable period and see sales revenue growth of ~66% on pcp for 3Q24 driven by both core and emerging markets. Our EBITDA margin assumptions reflect the usual seasonality of margins in 2H. We look for updates on the company's China launch with market entry imminent.

Figure 8 – CTT 3Q24/2H24 Preview (BPe)

(June YE / A\$m)	3Q23 Actual	3Q24 BPe	2H23 Actual	2H24 BPe
Gross Revenue	131.8	219.1	296.8	480.3
Gross revenue growth	87.7%	66.3%	122.1%	61.8%
Return rate %	23.0%	23.2%	23.0%	23.0%
Net revenue (sales revenue)	101.5	168.3	228.5	369.8
Net revenue growth	108.4%	65.8%	137.5%	61.8%
Delivered margin (% of net revenue)^	21.4%	21.5%	21.3%	21.5%
Marketing cost (% of net revenue)^	-9.5%	-10.4%	8.8%	10.3%
Other cost (% of net revenue)^	-6.9%	-6.7%	-24.6%	-26.9%
Adjusted EBITDA	5.0	7.3	12.6	18.0
EBITDA margin %	5.0%	4.4%	5.5%	4.9%

^3Q23 DATA BASED ON BPE

SOURCE: COMPANY DATA, BELL POTTER SECURITIES ESTIMATES

Peer group performance

Retaining fastest growing position and attractive margins. We've revisited our peer group consisting of global luxury personal good manufacturers, retailers & platforms and note that CTT retains the position as the fastest growing luxury player, while offering attractive earnings leverage as a pure online player. While CTT is also ahead of the sales growth trajectory for other close e-comm peers such as Wayfair, Mercardolibre (MELI), Temple & Webster (TPW), Kogan.com (KGN) and Mercari, we also note a relatively attractive margin compared to the group.

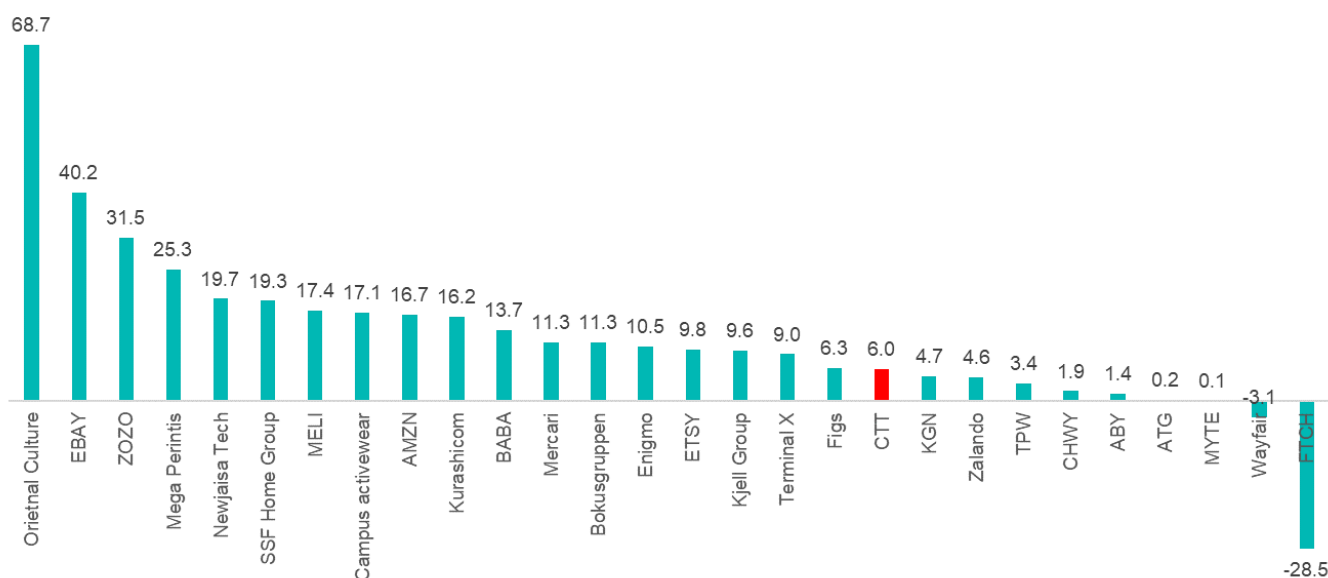
Figure 9 – Listed comps – domestic and global luxury retailers

Ticker	Company	Last Price	Market Cap		Sales growth CAGR 2023-25e	EBITDA growth CAGR 2023-25e	EV/Sales		EV/EBITDA		P/E	
			Local (\$m)	EV Local (\$m)			2024	2025	2024	2025	2024	2025
CTT	Cettire Ltd	3.935	35.7	1,500	54%	53%	1.9	1.4	31.5	22.5	37.8	27.1
MYTE	MYT Netherlands Parent BV	3.79	18.8	322	12%	10%	0.4	0.3	13.8	6.9	14.3	11.7
KER	Kering SA	423.6	6.2	52,281	5%	3%	3.3	3.1	10.7	9.6	15.5	13.8
CFR	Cie Financiere Richemont SA	147.7	27.6	87,341	5%	3%	4.3	4.1	14.2	13.4	21.5	19.4
1913	PRADA SpA	62.2	39.3	159,159	9%	9%	4.0	3.7	10.8	10.0	22.5	20.1
BRBY	Burberry Group PLC	1259.5	-11.1	4,516	-1%	-9%	1.8	1.8	7.1	7.0	14.8	12.9
BOSS	HUGO BOSS AG	56.2	-16.7	3,956	7%	11%	1.1	1.0	5.9	5.1	10.6	9.6
GOOS	Canada Goose Holdings Inc	17.76	12.8	1,717	9%	9%	1.8	1.6	8.5	7.5	17.4	14.6
RMS	Hermes International SCA	2357.5	22.9	248,880	12%	13%	15.8	14.2	34.0	30.5	47.4	42.7
BC	Brunello Cucinelli SpA	115.9	30.8	7,881	10%	10%	6.7	6.1	23.2	21.2	59.0	51.9
MC	LVMH Moet Hennessy Louis Vuitton SE	867.2	18.2	434,815	7%	6%	5.1	4.7	15.5	14.3	24.3	22.1
TPR	Tapestry Inc	47.8	29.9	10,964	2%	7%	1.9	1.8	8.9	8.1	10.4	9.6
MYR	Myer Holdings Ltd	0.83	38.3	690	-1%	-1%	0.7	0.7	5.4	5.3	13.8	13.8
REAL	RealReal Inc/The	3.25	61.7	340	10%	n/a	1.3	1.1	n/a	30.4	n/a	n/a
Average					10%	9%	3.6	3.3	14.6	13.7	23.8	20.7
Median					8%	9%	1.9	1.8	10.8	9.8	17.4	14.6

CONSENSUS BASED ESTIMATES FOR ALL TICKERS

SOURCE: BLOOMBERG, BELL POTTER SECURITIES

Figure 10 – Last 12-month trailing EBITDA margin across a broad e-comm retailer/marketplace peer group



SOURCE: BLOOMBERG, BELL POTTER SECURITIES

Cettire Limited (CTT)

Company Description

Cettire Limited (CTT) is a global online retailer, offering a large selection of in-demand personal luxury goods. CTT's extensive online catalogue of >2,500 luxury brands and > 400,000 products (database) of clothing, shoes, bags and accessories is supported by a large, diversified supplier network. CTT's business operations are underpinned by a scalable proprietary technology platform that has been developed to acquire large volumes of customers, process & fulfil large order volumes, and maintain large data sets of products from suppliers with a high degree of automation, without the risk of holding inventory.

Valuation

Our blended 12-month price target is \$4.80. The PT is a 50/50 blend of DCF (WACC 12.6%, TGR 3.5%) and Relative Valuation methodology (Target EV/EBITDA multiple of 15x on a FY25e basis).

Risks to Investment Thesis

- **Consumer sentiment:** CTT's products are discretionary luxury goods and are highly sensitive to consumer sentiment and may be affected disproportionately by changes in consumers' disposable incomes, or their spending preferences.
- **Suppliers:** CTT does not have exclusive arrangements with branded goods suppliers. There is a risk that CTT may be unable to continue to source products from existing suppliers, and to source products from new suppliers in the future, at favourable prices. Further, suppliers could have their own supply arrangements with manufacturers of relevant products exerting risk that suppliers' ability to sell to CTT or its customers may be limited if such arrangements change.
- **Search results ranking and marketing costs:** As an online business, CTT relies heavily on successful online search results, both organic and paid. If CTT is unable to adapt to algorithm changes, the company may suffer financially from a decrease in customer traffic or conversion rates.
- **Online retail market preferences:** The increase in CTT sales has been driven by a change in consumer buying behaviour towards online retail & away from in-store sales. A lessening of consumer preference for using the online retail market would result in an adverse effect on CTT's business & operating results, as it has no physical retail preference to offset a decline in online sales.
- **Competition:** CTT competes for customers based on merchandise range, price, reputation, marketing and customer service. CTT's competitive position could be adversely affected by increased competition (both physical retailers and online), entrance of new competitors or a failure to respond to changes in the industry.
- **Reputation:** CTT's offering of brand names is a key factor in attracting customers. Significant erosion of the reputation of, or value associated with, the brand value of products sold by CTT could affect sales, customer loyalty and supplier relationships.
- **Inadvertent sale of infringing products:** As CTT relies on third-party suppliers to deliver goods to customers, there is a risk that branded products offered and supplied through CTT's platforms may infringe IP rights and expose CTT to allegations/claims/litigation.

Cettire Limited

as at 18 March 2024

Recommendation

Buy

Price

\$4.02

Target (12 months)

\$4.80

Table 1 - Financial summary

Jun Year end	2022	2023	2024e	2025e	2026e
Profit & Loss (A\$m)					
Gross sales revenue	287.8	539.5	940.8	1,195.0	1,562.1
... Change	131.2%	87.5%	74.4%	27.0%	30.7%
Net sales revenue	209.9	416.2	724.0	920.9	1,203.8
... Change	127.1%	98.3%	74.0%	27.2%	30.7%
Adjusted EBITDA	(21.5)	29.3	44.0	54.5	70.8
... Change	-1014%	237%	50%	24%	30%
Deprec. & amort.	(1.7)	(3.8)	(7.1)	(9.7)	(10.9)
EBIT	(23.2)	25.5	36.9	44.8	59.9
Net Interest	0.2	-	1.6	5.1	7.6
Pre-tax profit	(22.9)	25.5	38.5	49.9	67.5
Tax expense	6.9	(7.4)	(11.8)	(15.3)	(20.7)
... tax rate	30%	29%	31%	31%	31%
Associates	-	-	-	-	-
Minorities/Prefs	-	-	-	-	-
Underlying Net Profit	(16.0)	18.1	26.7	34.7	46.8
... Change	-1448%	213%	47%	30%	35%
Abs. & extras.	(1.1)	(2.8)	-	-	-
Reported Profit	(17.1)	15.4	26.7	34.7	46.8
Cashflow (A\$m)					
EBITDA	(21.5)	29.3	44.0	54.5	70.8
Working capital changes	1.2	(0.9)	11.6	7.1	2.0
Net Interest Expense	0.0	0.2	1.6	5.1	7.6
Tax	-	(0.0)	(7.3)	(12.4)	(19.1)
Other operating items	5.6	7.9	9.4	0.3	0.2
Operating Cash Flow	(14.7)	36.5	59.2	54.5	61.5
Capital Expenditure	(8.4)	(12.1)	(16.1)	(13.1)	(13.4)
Free Cash Flow	(23.0)	24.4	43.1	41.4	48.1
Disposals	-	-	-	-	-
Payment of leases	-	-	-	-	-
Dividends paid	-	-	-	-	-
Other investing items	-	-	-	-	-
Equity	-	-	-	-	-
Change in available cash	(23.0)	24.4	43.1	41.4	48.1
Balance Sheet (A\$m)					
Cash	22.7	46.3	85.4	126.8	174.9
Receivables	5.4	22.1	21.9	31.2	37.5
Inventories & WIP	0.9	2.9	4.6	6.6	7.9
Other current assets	2.0	1.5	1.2	1.2	1.2
Current Assets	31.0	72.8	113.2	165.8	221.5
Intangibles	12.1	20.1	29.1	32.6	35.1
Other non-curr assets	11.3	7.9	4.6	4.6	4.6
Non Current Assets	23.3	28.0	33.7	37.1	39.7
Total Assets	54.3	100.8	146.8	202.9	261.2
Creditors	30.7	56.9	76.2	94.5	104.2
Provisions	0.2	0.4	3.3	3.5	3.7
Other curr liabilities	3.3	6.5	8.5	8.5	8.5
Current Liabilities	34.2	63.8	88.0	106.6	116.4
LT debt (incl. leases)	-	-	-	-	-
Provisions	0.0	0.0	0.1	0.1	0.1
Other non curr liabilities	2.9	4.0	4.3	4.3	4.3
Non Current Liabilities	2.9	4.0	4.4	4.5	4.5
Total Liabilities	37.2	67.8	92.4	111.0	120.9
Net Assets	17.2	33.0	54.4	91.9	140.3
Share Capital	188.3	187.0	187.0	187.0	187.0
Reserves	(150.6)	(150.6)	(150.6)	(150.6)	(150.6)
Retained Earnings	(20.4)	(3.4)	18.0	55.5	103.9
Shareholders Equity	17.3	33.0	54.4	91.9	140.3
Outside Equity Interests	-	-	-	-	-
Total Equity	17.3	33.0	54.4	91.9	140.3
Core Net debt/(cash) \$m	(22.7)	(46.3)	(85.4)	(126.8)	(174.9)
Net debt/(cash) [incl. leases] \$m	(22.7)	(46.3)	(85.4)	(126.8)	(174.9)
Price					\$4.02
Recommendation					Buy
Diluted issued capital (m)					381.2
Market cap (\$m)					1,532.6
Target Price (A\$ps)					\$ 4.80
Jun Year end					
Valuation Ratios					
Underlying EPS (eps)	(4.2)	4.8	7.0	9.1	12.3
... % change	-1448%	213%	47%	30%	35%
P/E (on underlying EPS) (x)	n/a	84.6	57.4	44.2	32.7
EV/EBITDA (x)	n/a	50.7	33.7	27.3	21.0
EV/EBIT (x)	n/a	58.3	40.2	33.2	24.8
EV/Sales (x)	7.1	3.6	2.1	1.6	1.2
NTA (\$ps)	0.01	0.03	0.08	0.18	0.32
P/NTA (x)	299.51	118.97	51.22	21.87	12.53
Book Value (\$ps)	0.05	0.09	0.14	0.24	0.37
Price/Book (x)	89.16	46.51	28.18	16.68	10.92
DPS (eps)	-	-	-	-	-
... % pay-out	0.0%	0.0%	0.0%	0.0%	0.0%
Yield (%)	0.0%	0.0%	0.0%	0.0%	0.0%
Franking (%)	-	-	-	-	-
Performance Ratios					
Gross revenue growth (%)	131.2%	87.5%	74.4%	27.0%	30.7%
Net revenue growth (%)	127.1%	98.3%	74.0%	27.2%	30.7%
EBITDA growth (%)	-1014.2%	236.5%	50.2%	23.6%	30.0%
Delivered margin (% net revenue)	17.8%	23.0%	22.3%	22.4%	22.2%
EBITDA margin (%)	-10.2%	7.0%	6.1%	5.9%	5.9%
EBIT margin (%)	-11.0%	6.1%	5.1%	4.9%	5.0%
Gross cash conversion (%)	68.5%	165.9%	147.6%	113.5%	103.1%
Free cash-flow yield (%)	-1.0%	3.2%	3.6%	3.2%	3.6%
ROE (%)	-59.5%	71.9%	59.6%	46.8%	39.6%
ROIC (%)	109.0%	-114.7%	-79.8%	-79.6%	-91.0%
Capex/Deprn (x)	n/a	n/a	n/a	n/a	n/a
Net interest cover (x)	102.9	n/a	n/a	n/a	n/a
Core Net Debt/EBITDA (x)	n/a	n/a	n/a	n/a	n/a
Net debt/equity (%)	-131.9%	-140.5%	-157.1%	-138.0%	-124.7%
Net debt/net debt + equity (%)	n/a	n/a	n/a	n/a	n/a
Half yearly (A\$m)					
Gross Sales revenue	154.1	133.7	242.7	296.8	460.5
Returns rate	26%	28%	23%	23%	23%
Net Sales revenue	113.7	96.2	187.7	228.5	354.3
Delivered profit	24.7	12.6	47.0	48.6	82.2
Margin %	22%	13%	25%	21%	23%
Marketing cost	(25.9)	(17.1)	(16.4)	(20.2)	(34.2)
Cost % of Net Sales revenue	-23%	-18%	-9%	-9%	-10%
Other costs	(8.7)	(7.1)	(14.0)	(15.8)	(21.9)
Cost % of Net Sales revenue	-8%	-7%	-7%	-7%	-6%
Adjusted EBITDA	(9.9)	(11.6)	16.7	12.6	26.1
Margin %	-9%	-12%	9%	6%	7%
Deprec. & amort.	(0.5)	(1.2)	(1.7)	(2.1)	(2.9)
EBIT	(10.4)	(12.8)	14.9	10.6	23.1
Interest expense	0.0	0.2	-	-	0.7
Pre-tax profit	(10.4)	(12.6)	14.9	10.6	23.8
Tax expense	3.2	3.8	(4.2)	(3.2)	(7.3)
... tax rate	31%	30%	28%	30%	31%
Underlying Net Profit	(7.2)	(8.8)	10.7	7.4	16.5
Abs. & extras.	(1.1)	(2.8)	(2.8)	-	-
Reported Profit	(8.3)	(11.6)	8.0	7.4	16.5

SOURCE: COMPANY REPORTS, BELL POTTER SECURITIES ESTIMATES

Recommendation structure

Buy: Expect >15% total return on a 12 month view. For stocks regarded as 'Speculative' a return of >30% is expected.

Hold: Expect total return between -5% and 15% on a 12 month view

Sell: Expect <-5% total return on a 12 month view

Speculative Investments are either start-up enterprises with nil or only prospective operations or recently commenced operations with only forecast cash flows, or companies that have commenced operations or have been in operation for some time but have only forecast cash flows and/or a stressed balance sheet.

Such investments may carry an exceptionally high level of capital risk and volatility of returns.

Research Team

Staff Member	Title/Sector	Phone	@bellpotter.com.au
Chris Savage	Head of Research/Industrials	612 8224 2835	csavage
Analysts			
John Hester	Healthcare	612 8224 2871	jhester
Martyn Jacobs	Healthcare	613 9235 1683	mjacobs
Thomas Wakim	Healthcare	612 8224 2815	twakim
Michael Ardrey	Industrials	613 9256 8782	mardrey
Marcus Barnard	Industrials	618 9326 7673	mbarnard
Sam Brandwood	Industrials	612 8224 2850	sbrandwood
Olivia Hagglund	Industrials	612 8224 2813	ohagglund
Joseph House	Industrials	613 9325 1624	jhouse
Daniel Laing	Industrials	612 8224 2886	dlaing
Hayden Nicholson	Industrials	613 92351757	hnicolson
Chami Ratnapala	Industrials	612 8224 2845	cratnapala
Jonathan Snape	Industrials	613 9235 1601	jsnape
Connor Eldridge	Real Estate	612 8224 2893	celdridge
Andy MacFarlane	Real Estate	612 8224 2843	amacfarlane
Regan Burrows	Resources	618 9236 7677	rburrows
David Coates	Resources	612 8224 2887	dcoates
Stuart Howe	Resources	613 9325 1856	showe
Brad Watson	Resources	618 9326 7672	bwatson
James Williamson	Resources	613 9235 1692	jwilliamson
Associates			
Leo Armati	Associate Analyst	612 8224 2846	larmati
Baxter Kirk	Associate Analyst	613 9235 1625	bkirk
Kion Sapountzis	Associate Analyst	613 9235 1824	ksapountzis
Ritesh Varma	Associate Analyst	613 9235 1658	rvarma

Research Coverage & Policies

For Bell Potter Securities' Research Coverage Decision Making Process and Research Independence Policy please refer to our company website: <https://bellpotter.com.au/research-independence-policy/>.

Authoring Research Analyst's Certification

The Authoring Research Analyst is responsible for the content of this Research Report, and, certifies that with respect to each security that the Analyst covered in this Report (1) all the views expressed accurately reflect the Analyst's personal views about those securities and were prepared in an independent manner and (2) no part of the Analyst's compensation was, is or will be, directly or indirectly, related to specific recommendations or views expressed by that Research Analyst in the Research Report.

Research Analyst's Compensation

Research Analyst's compensation is determined by Bell Potter Securities Research Management and Bell Potter Securities' Senior Management and is based upon activities and services intended to benefit the investor clients of Bell Potter Securities Ltd. Compensation is not linked to specific transactions or recommendations. Like all Company employees Research Analysts receive compensation that is impacted by overall Company profitability.

Prices

The Price appearing in the Recommendation panel on page 1 of the Research Report is the Closing Price on the Date of the Research Report (appearing in the top right hand corner of page 1 of the Research Report), unless a before midday (am) time appears below the Date of the Research Report in which case the Price appearing in the Recommendation panel will be the Closing Price on the business day prior to the Date of the Research Report.

Availability

The completion and first dissemination of a Recommendation made within a Research Report are shortly after the close of the Market on the Date of the Research Report, unless a before midday (am) time appears below the Date of the Research Report in which case the Research Report will be completed and first disseminated shortly after that am time.

Dissemination

Bell Potter generally disseminates its Research to the Company's Institutional and Private Clients via both proprietary and non-proprietary electronic distribution platforms. Certain Research may be disseminated only via the Company's proprietary distribution platforms; however such Research will not contain changes to earnings forecasts, target price, investment or risk rating or investment thesis or be otherwise inconsistent with the Author's previously published Research. Certain Research is made available only to institutional investors to satisfy regulatory requirements. Individual Bell Potter Research Analysts may also opt to circulate published Research to one or more Clients by email; such email distribution is discretionary and is done only after the Research has been disseminated. The level and types of service provided by Bell Potter Research Analysts to Clients may vary depending on various factors such as the Client's individual preferences as to frequency and manner of receiving communications from Analysts, the Client's risk profile and investment focus and perspective (e.g.

market-wide, sector specific long term and short term etc.) the size and scope of the overall Client relationship with the Company and legal and regulatory constraints.

Disclaimers

This Research Report is a private communication to Clients and is not intended for public circulation or for the use of any third party, without the prior written approval of Bell Potter Securities Limited.

The Research Report is for informational purposes only and is not intended as an offer or solicitation for the purpose of sale of a security. Any decision to purchase securities mentioned in the Report must take into account existing public information on such security or any registered prospectus.

This is general investment advice only and does not constitute personal advice to any person. Because this Research Report has been prepared without consideration of any specific client's financial situation, particular needs and investment objectives ('relevant personal circumstances'), a Bell Potter Securities Limited Broker (or the financial services licensee, or the representative of such licensee, who has provided you with this report by arrangement with Bell Potter Securities Limited) should be made aware of your relevant personal circumstances and consulted before any investment decision is made on the basis of this Research Report.

While this Research Report is based on information from sources which are considered reliable, Bell Potter Securities Limited has not verified independently the information contained in this document and Bell Potter Securities Limited and its directors, employees and consultants do not represent, warrant or guarantee expressly or impliedly, that the information contained in this Research Report is complete or accurate.

Nor does Bell Potter Securities Limited accept any responsibility for updating any advice, views, opinions or recommendations contained in this Research Report or for correcting any error or omission which may have become apparent after the Research Report has been issued.

Bell Potter Securities Research Department has received assistance from the Company referred to in this Research Report including but not limited to discussions with management of the Company. Bell Potter Securities Policy prohibits Research Analysts sending draft Recommendations, Valuations and Price Targets to subject companies. However, it should be presumed that the Author of the Research Report has had discussions with the subject Company to ensure factual accuracy prior to publication.

All opinions, projections and estimates constitute the judgement of the Author as of the Date of the Research Report and these, plus any other information contained in the Research Report, are subject to change without notice. Prices and availability of financial instruments also are subject to change without notice.

Notwithstanding other departments within Bell Potter Securities Limited advising the subject Company, information obtained in such role is not used in the preparation of the Research Report.

Although Bell Potter Research does not set a predetermined frequency for publication, if the Research Report is a fundamental equity research report it is the intention of Bell Potter Research to provide research coverage of the covered issuers, including in response to news affecting the issuer. For non-fundamental Research Reports, Bell Potter Research may not provide regular updates to the views, recommendations and facts included in the reports.

Notwithstanding that Bell Potter maintains coverage on, makes recommendations concerning or discusses issuers, Bell Potter Research may be periodically restricted from referencing certain Issuers due to legal or policy reasons. Where the component of a published trade idea is subject to a restriction, the trade idea will be removed from any list of open trade ideas included in the Research Report. Upon lifting of the restriction, the trade idea will either be re-instated in the open trade ideas list if the Analyst continues to support it or it will be officially closed.

Bell Potter Research may provide different research products and services to different classes of clients (for example based upon long-term or short term investment horizons) that may lead to differing conclusions or recommendations that could impact the price of a security contrary to the recommendations in the alternative Research Report, provided each is consistent with the rating system for each respective Research Report.

Except in so far as liability under any statute cannot be excluded, Bell Potter Securities Limited and its directors, employees and consultants do not accept any liability (whether arising in contract, in tort or negligence or otherwise) for any error or omission in the document or for any resulting loss or damage (whether direct, indirect, consequential or otherwise) suffered by the recipient of the document or any other person.

In the USA and the UK this Research Report is only for institutional investors. It is not for release, publication or distribution in whole or in part in the two specified countries. In Hong Kong this Research Report is being distributed by Bell Potter Securities (HK) Limited which is licensed and regulated by the Securities and Futures Commission, Hong Kong. In the United States this Research Report is being distributed by Bell Potter Securities (US) LLC which is a registered broker-dealer and member of FINRA. Any person receiving this Research Report from Bell Potter Securities (US) LLC and wishing to transact in any security described herein should do so with Bell Potter Securities (US) LLC.

Bell Potter Securities Limited

ABN 25 006 390 772
Level 29, 101 Collins Street
Melbourne, Victoria, 3000
Telephone +61 3 9256 8700
www.bellpotter.com.au

Bell Potter Securities (HK) Limited

Room 1601, 16/F
Prosperity Tower, 39 Queens
Road Central, Hong Kong, 0000
Telephone +852 3750 8400

Bell Potter Securities (US) LLC

Floor 39
444 Madison Avenue, New York
NY 10022, U.S.A
Telephone +1 917 819 1410

Bell Potter Securities (UK) Limited

16 Berkeley Street London, England
W1J 8DZ, United Kingdom
Telephone +44 7734 2929