

Major Market Data

ASX 200	8266.2	-28.9	-0.35%	SPI	8276	-34	-0.41%
ASX High	8278.8	-16.3		SPI Fair Value	-18		
ASX Low	8246.7	-48.4		SPI Volume	-		
Value	\$6.46 Bn			\$A/\$US	0.6596	0.0007	0.11%
Specials				10 yr Bonds Futures	95.41	0.06	0.06%
52 Weeks Hi/Lows	0 Hi	0 Low		90 Day Bills Futures	95.61	0.00	0.00%
Momentum (Top 50)	323 Up	177 Down		Best Sector Today	1	Staples	-1.84%
Asia Today					2	HealthCare	0.70%
New Zealand	12700	-84	-0.66%		3	Info Tech	1.39%
China	3433	-3	-0.08%	Worst Sector Today	1	Prop Trusts	1.37%
Hong Kong	20246	-439	-2.12%		2	Materials	-2.80%
Japan	39348	3	0.01%		3	Telecoms	0.10%
After US trading				After US trading			
Dow Futures	44160	30	0.07%	Gold in Asian trade	2669.1	-12.73	-0.47%
S&P 500 Futures	6033	11.8	0.20%	Oil in Asian trade	70.2	-0.36	-0.51%

Intra-day Chart of ASX 200



BITCOIN HITS RECORD HIGH TODAY OF US\$81,387 +2.9%



Major Point Contributors to ASX 200

Security	Up	IndexPts	Security	Down	IndexPts
GMG	90	5.29	BHP	-177	-30.21
NAB	34	3.53	FMG	-143	-8.15
CSL	203	3.30	RIO	-384	-4.80
CBA	47	2.65	WBC	-14	-1.63
ALL	120	2.55	S32	-10	-1.52
JHX	153	2.22	WOW	-34	-1.40
WTC	281	1.77	TWE	-47	-1.28
COH	801	1.76	EDV	-23	-1.18
RMD	69	1.38	BSL	-68	-1.01
XRO	262	1.27	MIN	-152	-0.89
	Top 10	25.72		Bottom 10	-52.08

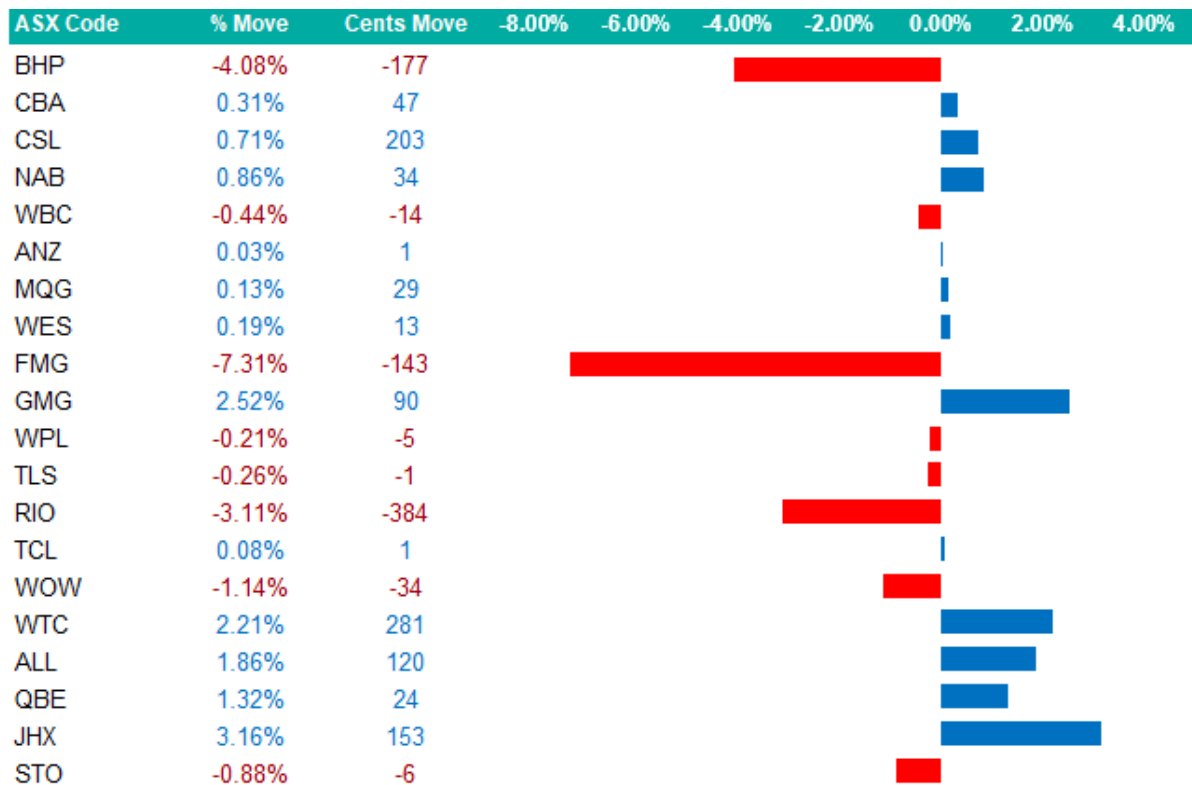
Source Coppo report

Main Sector moves

Local Markets				Aussi Sectors	% Chang
ASX 200	8266.2	-28.90	-0.35	Materials	-2.80
New Zealand	12686	-84.00	-0.66	Consumer Staples	-1.84
				Utilities	-0.70
				REITS	-0.70
Currencies				Energy	-0.67
SA / SUS	0.6596	0.00	0.10	Telcom	0.10
EURO / US\$	1.0716	0.00	0.05	Industrials	0.21
				Financials	0.22
				Financials ex REITS	0.22
BONDS				Consumer Discretionary	0.41
Aust 10 Year Bonds	95.41	0.06	0.06	Healthcare	0.70
US 10 year Bonds				Info Tech	1.39
Australia					
All Ords	8518.9	-33.70	-0.39	Asian Mkts	
ASX 200	8266.2	-28.90	-0.35	Japan	-0.09
ASX 300	8201	-29.20	-0.35	Hong Kong	-2.12
Small Ords	3155.6	-14.00	-0.44	China	-0.08
				Korea	-1.03

Source Coppo report

TOP 20



Source Coppo report

Australian Market Overview

1. The ASX 200 closed **down -29points or -0.35% low was down -48pts.**
2. **Value \$6.5b** with 37 Blocks worth only \$288m. (that's vs Thursday when we saw 45 Blocks worth \$516m & Friday when we saw 78 Blocks worth \$625m)
3. It was a dead quiet day today with instos stepping back to take a breath & see how mkt's now adjust after **last week's big rallies, where we saw the ASX 200 up +2.17%** - its best week since mid August.
4. The whole region was weak today with
 - o **Japan -0.02%**
 - o **Hong Kong -2.2%**
 - o **China -0.08%**
 - o **Korea -1%**
 - o **New Zealand -0.56%**
5. We also saw gold continue to drop down -US\$11 on Friday to US\$2694, and they down again in Asian trade -US\$18 to US\$2676, since Trump got elected Gold has now dropped -US\$73 or -2.6%.
6. Oil also weak on Friday down -US\$2 to US\$70.38 & down gain in Asian trade to US\$70.12
7. BUT S&P 500 Futures were trading up +0.20%.
8. Mkt **weakness was led by resources** that were smacked after a lot of **"hot money"** had **poured into resources** in the last week in the hope (strongly rumoured to be

coming) that the **Chinese would fire a bazooka on Friday night** – but it fell well short & thus that money existed today.. Also with **Iron Ore down -US\$1.76 back to US\$100.80**, that saw Iron Ore miners hit harder.

9. Iron ore stocks

- **BHP**{41.63 -1.77 -4.08% },
- **RIO** {119.47 -3.84 -3.11% }
- **Fortescue** {18.12 -1.43 -7.31% }
- **Mineral Resources**{36.95 -1.52 -3.95% }
- **Champion Iron** {5.64 -0.61 -9.76% }

10. Resources -

- **South32** {3.70 -0.10 -2.63% }
- **Mt Gibson** {0.31 -0.01 -3.13% }
- **Iluka** {5.37 -0.46 -7.89% }
- **Sandfire Resources** {10.29 -0.26 -2.46% }
- **Independence Group** {5.20 -0.10 -1.89% }
- **Lynas** {7.88 -0.21 -2.60% }
- **Chalice Mining** {1.52 -0.05 -3.18% }
- **Nickel Industries**{0.90 -0.03 -3.23% }

11. But the TECH stocks continue to rally

Tech Stocks ..

- **Block (Afterpay)** {114.18 2.43 2.17% }
- **Appen**{2.59 0.15 6.15% } **1.5 YEAR HIGH**
- **Life 360**{23.95 0.16 0.67% } – **ALL TIME HIGH** - big day this Wednesday with their Qrtly..
- **Megaport**{7.69 0.29 3.92% }
- **Technology One**{26.22 0.19 0.73% }
- **Wisetech**{129.90 2.81 2.21% }
- **XERO**{159.62 2.62 1.67% } **ALL TIME HIGH**
- **ZIP**{3.35 0.10 3.08% } **3 YEAR HIGH**

A few stocks that stood out

1. **Banks**- saw multiyear highs in some earlier in the day
 - **ANZ** {32.14 0.01 0.03% }, **9 YEAR HIGH**
 - **CBA** {149.79 0.47 0.31% }, **ALL TIME HIGH**
 - **NAB** {39.99 0.34 0.86% }, **20 YEAR HIGH**
 - **Westpac** {32.00 -0.14 -0.44% },
 - **Bendigo & Adelaide Bank** {12.47 -0.07 -0.56% }
 - **Bank of Queensland** {6.59 -0.09 -1.35% }.
2. **Pointsbet** {0.98 0.09 10.17% } **2 YEAR HIGH**.. soaring on **takeover speculation** in the Australian – saying “ **PBH** could soon be the subject of a **takeover bid worth more than \$300m** from an overseas suitor .. in recent months understood to have had **several discussions** with **potential merger** partners or companies looking to **acquire** it. Some of the discussions are likely to have been informal. Pointsbet shares are up more **than +80% since the start of September**, and +6% on Friday. At least one suitor – **multiple sources have said it is from Asia** – is said to have entered serious talks about a **potential merger**with, or **takeover** of, Pointsbet, which would

likely be subject to regulatory approval and Foreign Investment Review Board scrutiny.”

3. **Resolute**{0.45 -0.22 -32.84% } was **smashed** after news that their **chief executive Terry Holohan and two other Resolute executives were arrested on Friday**. The executives were at their hotel in Mali’s capital, Bamako, and are being detained by the country’s **anti-corruption** and financial crime unit. A **“tax audit”** ordered by the military-controlled government may be the reason for the detention,
4. **Endeavour**{0.60 0.00 0.00% } **record low on profit warning** talking about tougher **trading conditions** and a **slowdown in its liquor store sales** in its a1st QTR trading update – next up the **AGM this Wednesday**. Endeavour reported sales for the **first quarter were \$2.54bn**, the same as the first quarter for 2024. This **zero growth** in sales was against sales growth of +0.6% for the first 7 weeks of the quarter
5. **Woolworths**{29.51 -0.34 -1.14% } meanwhile continues to shock as it was weak yet again today & **hitting a 5.5 year low**. On 30th they had a **profit warning** cutting 1st half guidance for Australian Food EBIT to \$1.480b to \$1.53b, after it was forced to put on more promotions to bring under-pressure shoppers into its stores. Since they it has **dropped -\$3.37 or -11%**.
6. **A2 Milk** {4.92 -0.36 -6.82% } was hit hard **after Citi warned they are "incrementally cautious" following a recent trip to China**. They noted that they are "incrementally cautious" heading into this month's annual general meeting, given **weaker-than-expected export data for New Zealand**, potentially **weaker-than-expected trading conditions in China stores**, and **China's instant milk formula birth stimulus** subsidy plan being **below Citi's expectation**. They said a **potential supply chain acquisition could mean A2 improves capital management**, but they question how it would be received given the relative underperformance in China, a trend "that may continue for some time".
7. **Macquarie**{228.82 0.29 0.13% } went **ex div \$2.6035%** franked today
8. **Infomedia**{1.30 -0.17 -11.30% } fell to **1.5 year low** after they downgraded it FY25 revenue guidance from \$144-154m to \$142-149m. The downgrade is 1% at the low end and 3% at the top end. We were forecasting FY25 revenue of \$151m and were consistent with VA consensus. The company also said it expects margins to be stable which is consistent with the previous guidance. **Chris Savage’s view: Disappointing but not a disaster**. (more detail below)
9. **HMC Capital**{10.80 0.42 4.05% } **ALL TIME HIGH** - rallied after plan to launch a **\$4 billion data centre** investment trust on the ASX by the end of this year. **Andy MacFarlane’s says**No slowing in momentum for HMC with global DigiCo front and centre for end CY24, but still remains active across its Capital Partners business (disclosed via substantial notice its 6th position in Lifestyle Communities, with 7th position still undisclosed, and Sigma receiving ACCC approval last week), Payton / Debt strategy and ‘other new growth opportunities’. (more detail below)
10. **Clarity** {7.48 0.28 3.89% } and **Nucleus RadioPharma sign MSA - Katharine Lyons says of this..** A good little announcement today from CU6 this morning, **signing a Master Services Agreement with Nucleus RadioPharma in the US**. The agreement covers the clinical supply of CU6’s prostate cancer the rapeuticcandidate ⁶⁷Cu SARbisPSMA, thereby building out CU6’s supply chain network ahead of a Phase 3 trial and commercialisation of this product. NucleusRadioPharma’s facility in Minnesota can distribute to all 50 states in the US, with plans to build out additional capacity in Arizona and Pennsylvania
11. **Novonix** {0.81 0.09 12.50% } **stronger signing a supply deal** with automotive company Stellantis.

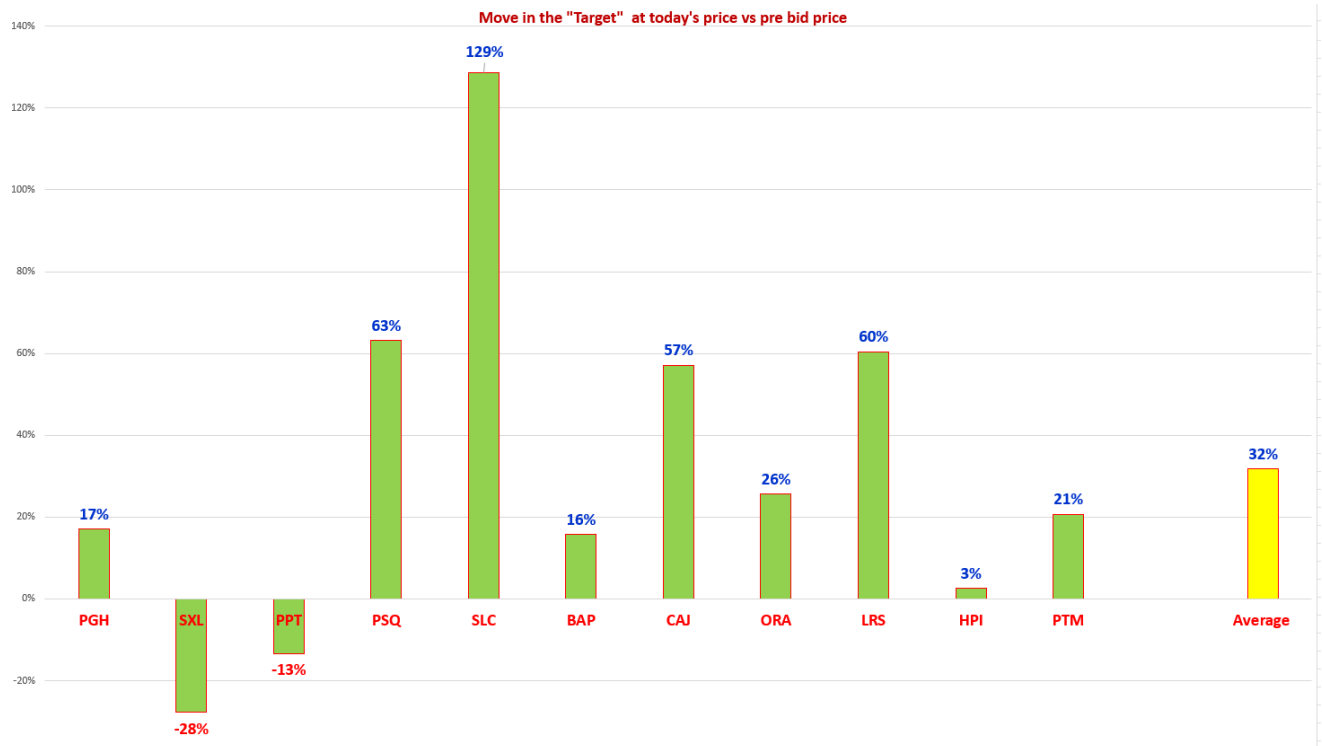
12. **Stockland** {5.15 0.11 2.18% } better after they **upgraded guidance for FY25** funds from operations - expects 33-34 cents post tax per security versus 32-34 cents previously expected.
13. **Cleanspace** {0.37 -0.12 -24.49% } whacked after reporting **revenue a lot lower than mkt had been looking for.**,
14. **Fonterra** {4.59 0.13 2.91% } better after lifting its forecast midpoint of the 2024-25 season farmgate milk price from **\$NZ9.00 to \$NZ9.50** per kilogram milk solids.

On the takeover front

Pacific Smiles {1.95 0.06 2.91%}

- Genesis Capital, **increasing** its offer for dental chain **Pacific Smiles by 8.25c per share.**
- The offer has been declared unconditional and best and final and has been **lifted to \$1.9825 per Pacific Smiles share.**
- After **deduction of the 3.25c declared** dividend already paid, this will entitle Pacific Smiles shareholders to a cash payment.
- In October, the Pacific Smiles board recommended shareholders **reject the earlier \$1.90 offer.**
- In April, **Crescent Capital-affiliated National Dental Care lodged a bid of \$1.90 per share** for the company. This was **increased to \$2.05 – \$1.98 in cash plus a 7c dividend** – in late July but **was rejected by shareholders.**

Current takeovers - where they are trading vs where they were before the bid



Highs & Lows Today

Highs

- **All Time Highs** Life 360, ALL, CBA, CAR, HMC, HUB, JBH, NWL, NWS, PME, PNI, QAN, SRG, TLX, XRO
- 20 Year Highs **NAB**
- 12 Year Highs **SRG**
- 9 Year Highs **ANZ**
- 3.5 Year Highs **NXL**
- 3 Year Highs **ZIP**
- 2.5 Year Highs **OCL**
- 2 Year Highs **PBH**
- 1.5 Year Highs **APX, IPL**

Lows

- **All Time Lows** **EDV**
- 5.5 Year Lows **WOW**
- 4 Year Lows **SFX**
- 2 Year Lows **DHG, VEA**
- 1.5 Year Lows **IFM**

This week

Tuesday

- **Result:** - OFX
- **Ex-div:** NAB 85

Wednesday

- **Results ALL,** JHX
- **Qrtly:** 360, CBA, LNW, NXG
- **Ex-div:** ANZ 83

Thursday

- **Results -** GNC, NUF, ORI CAT, IFT, XRO

Tuesday 12 Nov 2024

- **Coles Grp Ltd** COL A VIC at CENTREPIECE at Melbourne Park,Olympic B 09:30
- **Lifestyle Communitie** LIC A at Lvl 5, 101 Moray St,South Melbourne, VI 09:00
- **Nanosonics Ltd** NAN A at Nanosonics head office at Lvl 1,Buildin 11:00
- **Noumi Ltd** NOU A NSW Arnold Bloch LeiblerLvl 24, Chifley Tower2 11:00
- **Platinum Asset Manag** PTM A NSW at the Museum of Sydney,corner of Phillip 10:0
- **Pointsbet Holdings** L PBH A VIC Lvl 19, 181 William StMelbourne Victoria 3 10:00

Wednesday 13 Nov 2024

- **Beach Energy Ltd** BPT A the Adelaide Convention CentreCity Suites 10:30
- **Contact Energy Ltd** CEN A NZ The Maritime RoomPrinces WharfViaduct Harb 09:30
- **Endeavour Grp Ltd** EDV A NSW Magnifique Ballroomthe Sofitel Sydney Darl 10:00
- **Hotel Property Inv** HPI A VIC KPMGLvl 36 Tower TwoCollins Square727 Coll 10:30
- **Johns Lyng Grp Ltd** JLG A 501 Bourke St, Melbourne VIC3000 10:00
- **Medibank Private Ltd** MPL A VIC The Edge Auditorium, Federation Squarecorn 10:30
- **Sims Ltd** SGM A NSW Sims Limited officeLvl 9, 189 Riordan St,M 09:00
- **Tyro Payments Ltd** TYR A NSW at the Wesley Conference Centre,220 Pitt S 14:00

Thursday 14 Nov 2024

- **Cettire Ltd** CTT A Virtual Meeting 13:30
- **Computershare Ltd** CPU A VIC Computershare offices at Yarra Falls452 Jo 10:00
- **Flight Centre Travel** FLT A Online 10:00
- **Goodman Grp** GMG A NSW at Sheraton Grand Sydney Hyde Park,161 Eli 10:00
- **Guzman Y Gomez Ltd** GYG A NSW at Lvl 5, 126 Phillip St,virtual meeting 14:00
- **Imugene Ltd** IMU A NSW McCullough Robertson, Lvl 32,25 Martin Pl, 09:00
- **Ingenia Communities** INA A NSW held at the Radisson Blu Hotel,27 OConnell 11:30
- **IPH Ltd** IPH A NSW at EY, Lvl 34, 200 George StSydney NSW 200 10:30
- **Seven Grp Holdings L** SVW A NSW the Hyde Park RoomSheraton Grand Sydney Hy 09:00
- **Sky Network Televisi** SKT A NZ The Maritime Room, Princes Wharfonline 10:30
- **Superloop Ltd** SLC A WA at the offices of Thomson Geer,Lvl 14, 60 14:00

Friday 15 Nov 2024

- **Bannerman Energy Ltd** BMN A Suite 7245 Churchill AveSUBIACO WA 6008 10:00
- **Deep Yellow Ltd** DYL A at the University Club of WA,Entrance 1, H 12:00
- **Healius Ltd** HLS A NSW Lyceum RoomWesley Conference Centre220 Pit 11:00
- **Lendlease Grp** LLC A at Wesley Theatre, Wesley ConferencCentre, 10:00
- **Mesoblast Ltd** MSB A VIC MinterEllisonCollins Arch,Lvl 20447 Collin 12:00
- **Mirvac Grp** MGR A NSW Lvl 25, 200 George StSydney, NSW 2000 11:00

Stocks of interest

Infomedia{1.30 -0.17 -11.30% }

Modest downgrade in FY25 revenue guidance

Infomedia this morning has downgraded its FY25 revenue guidance from \$144-154m to \$142-149m. The downgrade is 1% at the low end and 3% at the top end. We were forecasting FY25 revenue of \$151m and were consistent with VA consensus. The company also said it expects margins to be stable which is consistent with the previous guidance.

The downgrade in the revenue guidance is attributed to:

- Impact of a customer churn event of c.\$4m ARR that occurred in October and changing macro-economic conditions which have contributed to a more conservative view around the ability to mitigate the impact;

- DMS integration delays due to lower availability of partner IT resources following a cyber security incident; and
- Foreign exchange movements.

The company also said it “expects a strong second half FY2025 performance” suggesting a skew in the FY25 result to H2.

Chris Savage’s view: Disappointing but not a disaster.

- Infomedia did flag the potential customer churn event at the release of the FY24 result in August but the size of the revenue was not disclosed and is probably larger than we would have expected (i.e. we thought more like \$1-2m). The loss is therefore not totally unexpected but the inability to offset it is slightly disappointing, albeit one issue seems to have been outside their control (the cyber security incident at the IT partner). The flat margin outlook for this year is no surprise, though we and the market are still expecting some modest increase of around 50bps.
- Our forecasts are under review. Our current FY25 revenue forecast is now c.1% above the top end of the guidance range. As mentioned, we also forecast around a 50bp increase in the cash EBITDA margin this year.
- We currently have a BUY recommendation and \$2.00 PT on the stock. Latest research attached for reference.

HMC Capital{10.80 0.42 4.05%} RECORD HIGH

Acquisition of iseek, and DigiCo platform update

- HMC announced that it has acquired the shares in iseek, a leading Australian co-location data centre operating platform for \$400m. The acquisition consideration comprises \$150m cash, and \$250m of scrip in the DigiCo REIT IPO (escrow has been agreed for the majority across two tranches - FY25 & FY26 results), which represents 19x CY25 forecast EBITDA.
- iseek is a co-location data centre platform with 6.1MW of installed capacity across 7 operating assets in QLD, SA and NSW, and a further 27.6MW development pipeline (33.7MW total planned capacity). The portfolio has 500+ customers with a weighted average contract term of 47+ months, and a weighted average facility age of c.9yrs.
- HMC has also provided an update on its previously proposed DigiCo Infrastructure REIT where it expects an ASX listing pre-end CY24, with the intention to raise c.\$2.6bn of equity, seeded with \$4bn AUM which represents an implied FY25 EV / EBITDA multiple of 26.1x and a target distribution yield of 4%. HMC will co-invest a minimum of \$500m, or a c.19% stake.
- DigiCo REIT will be an owner, operator and developer of data centres globally targeting 13 data centres at establishment (8 in Australia, 5 in North America). Acquisition price of c.\$3.9bn comprises a total of 238MW planned IT capacity, with 67MW contracted today at an 88% utilisation rate (installed capacity of 76MW). The proposed acquisitions of Global Switch Australia (SYD1) and iseek are subject to approval from FIRB and Department of Home Affairs respectively.

Andy MacFarlane’s view:

- No slowing in momentum for HMC with global DigiCo front and centre for end CY24, but still remains active across its Capital Partners business (disclosed via substantial notice its 6th position in Lifestyle Communities, with 7th position still undisclosed, and Sigma receiving ACCC approval last week), Payton / Debt strategy and ‘other new growth opportunities’. Today’s acquisition is significant for HMC which has quickly grown its digital platform strategy to \$4bn over 1H25, noting total Group FUM of \$12.7bn at FY24. However, there is some way to go to build out the platform which requires meaningful capex and time for recently acquired SYD1 asset with c.29% of capacity is installed today, and c.32% installed across the overall DigiCo REIT. We would expect to continue to see this strategy expand meaningfully for HMC given the attractiveness of capital to the data centre sub-sector (eg recent AirTrunk acquisition by Blackstone; GMG expansion) and large cheques sizes involved.

No change to our Hold recommendation and \$9.05 PT on the stock.

Liontown Resources Ltd {0.84 0.01 0.60%}

Kathleen Valley update & guidance

LTR has announced the following updates with respect to Kathleen Valley:

- A revised mine plan: Now expected to deliver a 2.8Mtpa ore production run rate from the end of FY27 (previously 3Mtpa), with a focus on prioritising high margin ore and lower development cost requirements;
- Kathleen’s Corner orebody to continue to be primary source of ore through FY25 to first stopes from Mt Mann underground from Q4 FY25.
- Development meters over FY25-30 reduced by 38,000m.
- 2H FY25 cost & production guidance:
- Unit operating costs of A\$775-855/t SC6 FOB,
- All-in sustaining costs (AISC) of A\$1,170-1,290/t;
- 2H FY25 concentrate production/sales of 170-185kt.
- FY25 expect to process 2.3Mt ore at 1.2% to produce 260-295kt.
- Cost savings: Up to \$100m in cost reductions and deferrals, targeted mostly in FY25; and
- Optionality preserved: Future mine expansion options remain available.
- The revised mine plan has no material impact on Ore Reserves or Mineral Resources.

Mill ramp-up update: Kathleen Valley commissioning continues to go well

- Milling rates of 203kt in October 2024 (~2.4Mtpa annualised rate and guided 6-7months ramp-up to nameplate 3Mtpa);
- October 2024 plant availability 91%, recovery 52% (noting 13-15 months guided to ramp-up to 78%);
- Sales of 22kt to date, and an additional 22kt scheduled for early November;

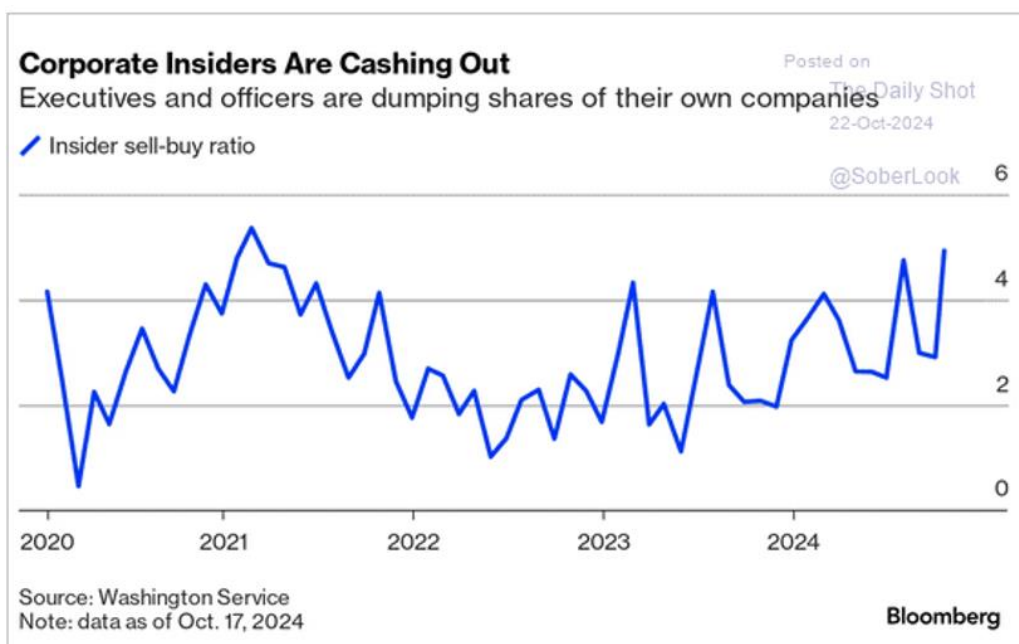
Stuart Howe's initial view: FY25 guidance broadly in line; preserving cash a positive

- The FY25 guidance is not materially different from our estimates and the revised mine plan highlights the company's focus on preserving cash amid weak lithium markets.
- 2H FY25 cost guidance of A\$775-855/t (US\$510-560/t) and AISC guidance of A\$1,170-1,290/t (US\$770-850/t) compares against current spot SC prices of US\$750-800/t.
- Note that this guidance should be taken in the context that this is still essentially during an early stage of operations, i.e. pre steady-state.
- Production/sales guidance implies 90-100kt sales (and potentially ~A\$100m revenues) in 1H FY25; providing an offset to remaining capex.
- We think the market was also after an update on Kathleen Valley's longer term cost outlook, which is yet to be provided.

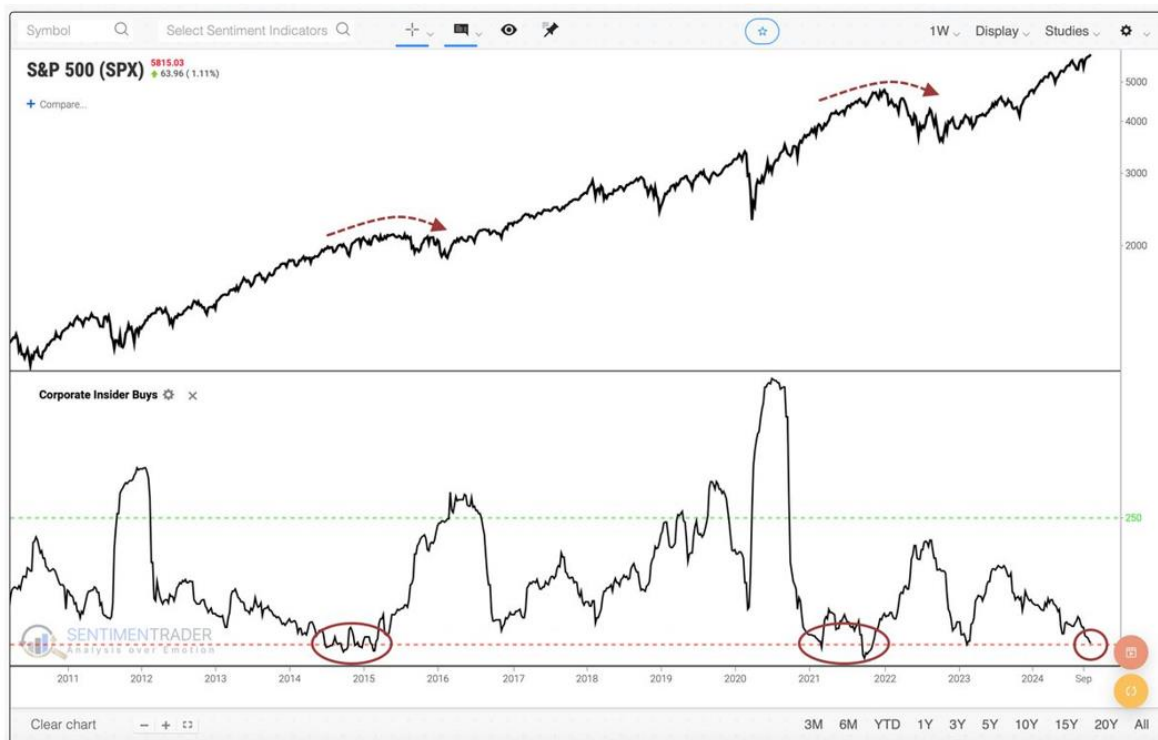
A few charts on the US mkt - supports staying long until end of year...

This chart shows that US corporate insiders have been **selling** -

- but then again with their stocks running hard & so many calling all year for a big selloff (still has not come bar the short sharp -9.5% one that was over veru quickly) it is not of any real surprise..



Also we see that US Corporate executives among S&P 500 firms have some of the **least open market purchases in 13 years.**

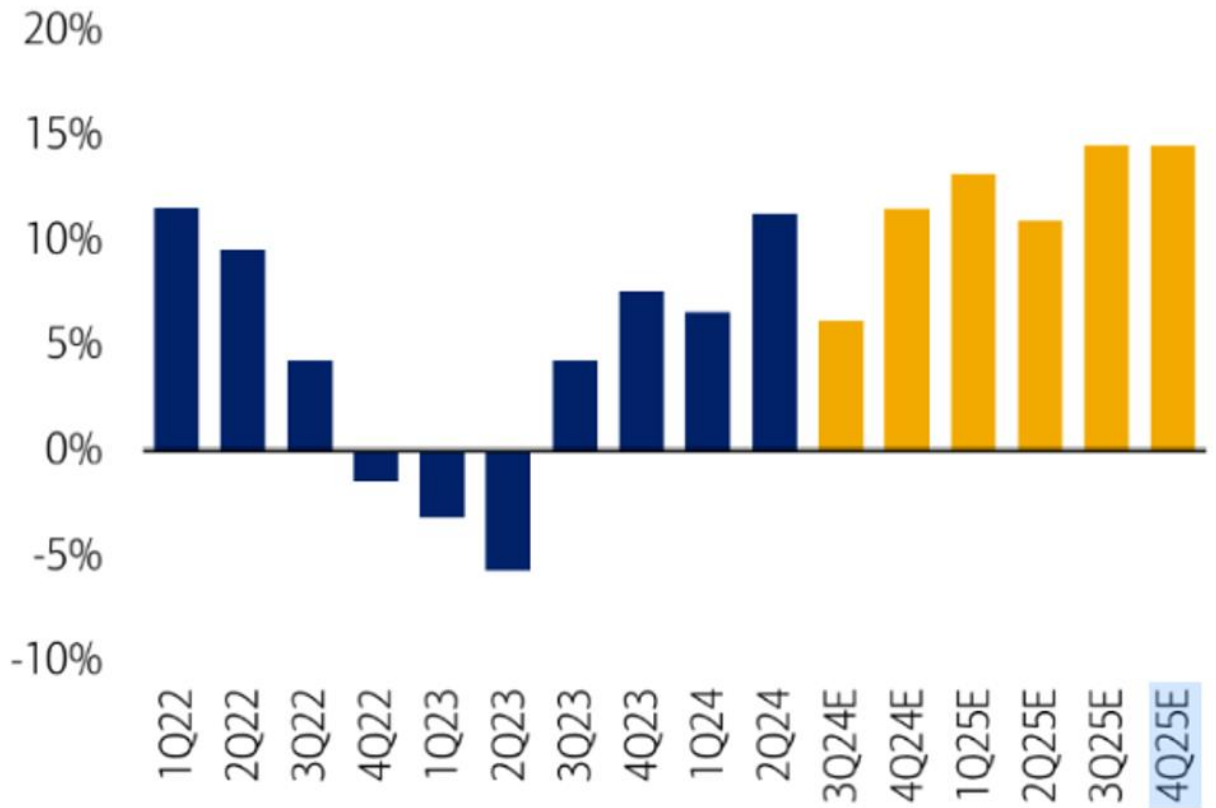


BUT US Brokers have **strong EPS growth (+13%) for 2025** (and these numbers were BEFORE TRUMP was elected)

This is BofA

Exhibit 2: We expect 13% YoY S&P 500 EPS growth in 2025

S&P 500 quarterly EPS YoY (orange = BofA estimates)

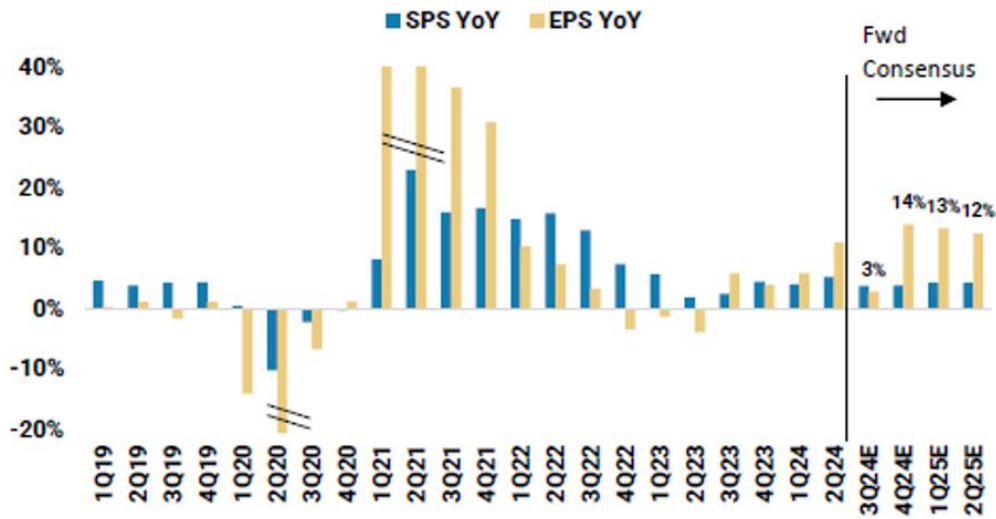


Source: BofA US Equity & Quant Strategy, Haver Analytics

BofA GLOBAL RESEARCH

This is Morgan Stanley

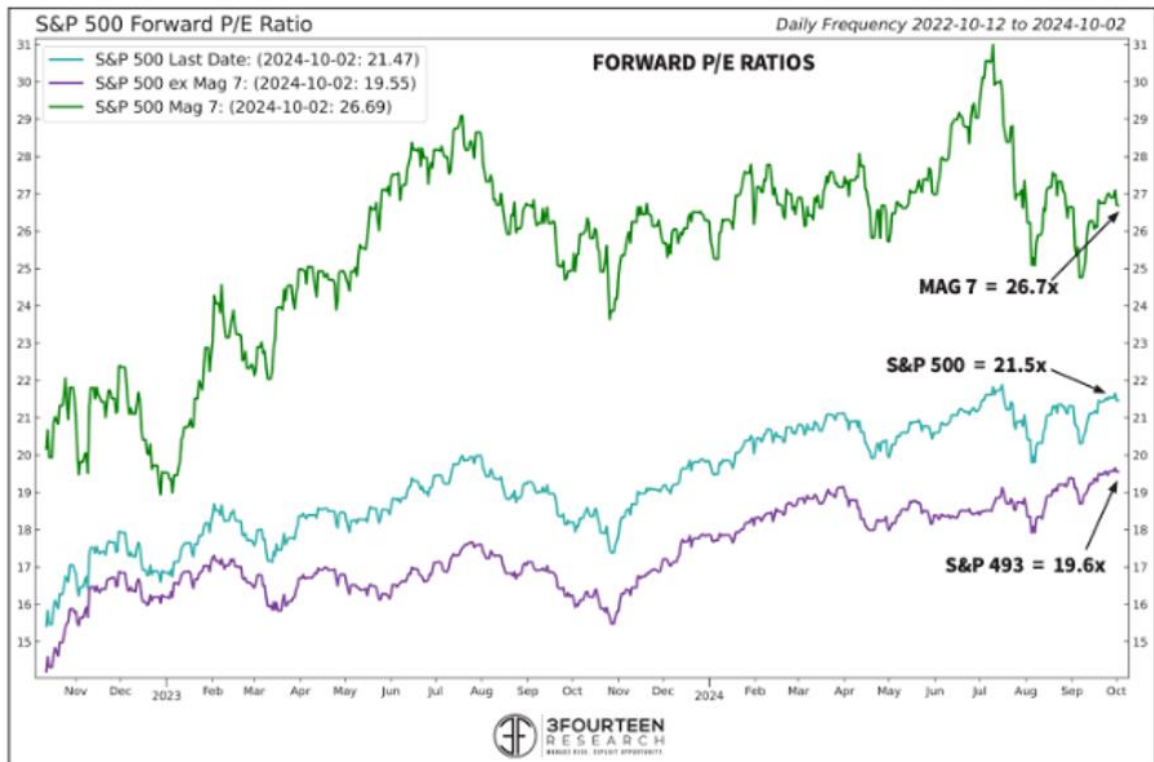
Exhibit 14: Forward SPS and EPS Expectations



Source: FactSet, Morgan Stanley Research

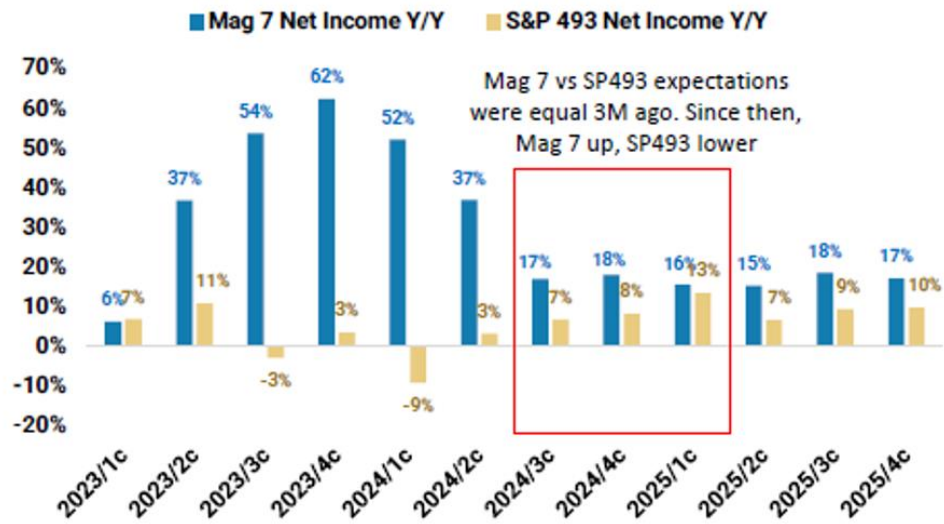
PE of US mkt a lot lower when you take out the Mag 7

VALUATIONS: STRIPPING OUT MAG 7, S&P 500 STILL TRADES AT 19.5x FORWARD EPS



The Mag 7 still seeing positive revisions

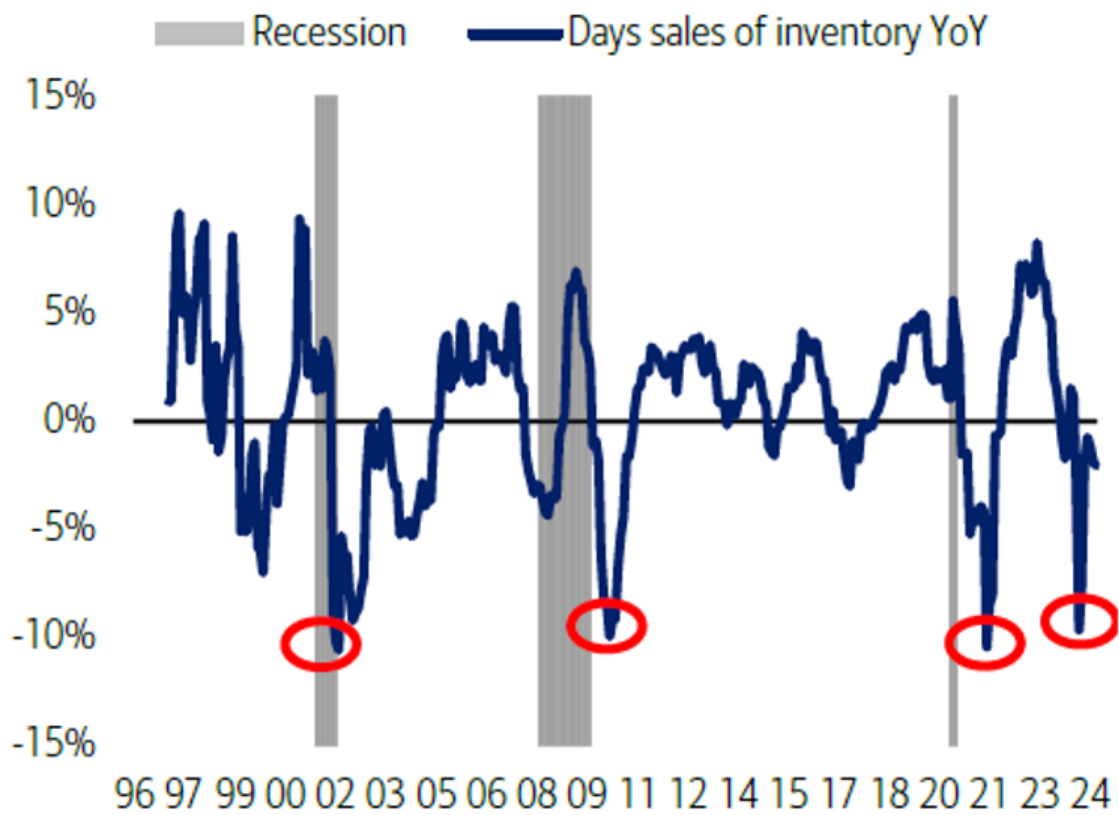
Exhibit 25: Mag 7 Revisions Continue to Outpace the S&P 493



Note: Same chart from July 15. Source: FactSet, Morgan Stanley Research

Ok - this is good...

Exhibit 14: The worst of inventory de-stocking cycle is likely behind us
S&P 500 days sales of inventory YoY (1997-9/24)

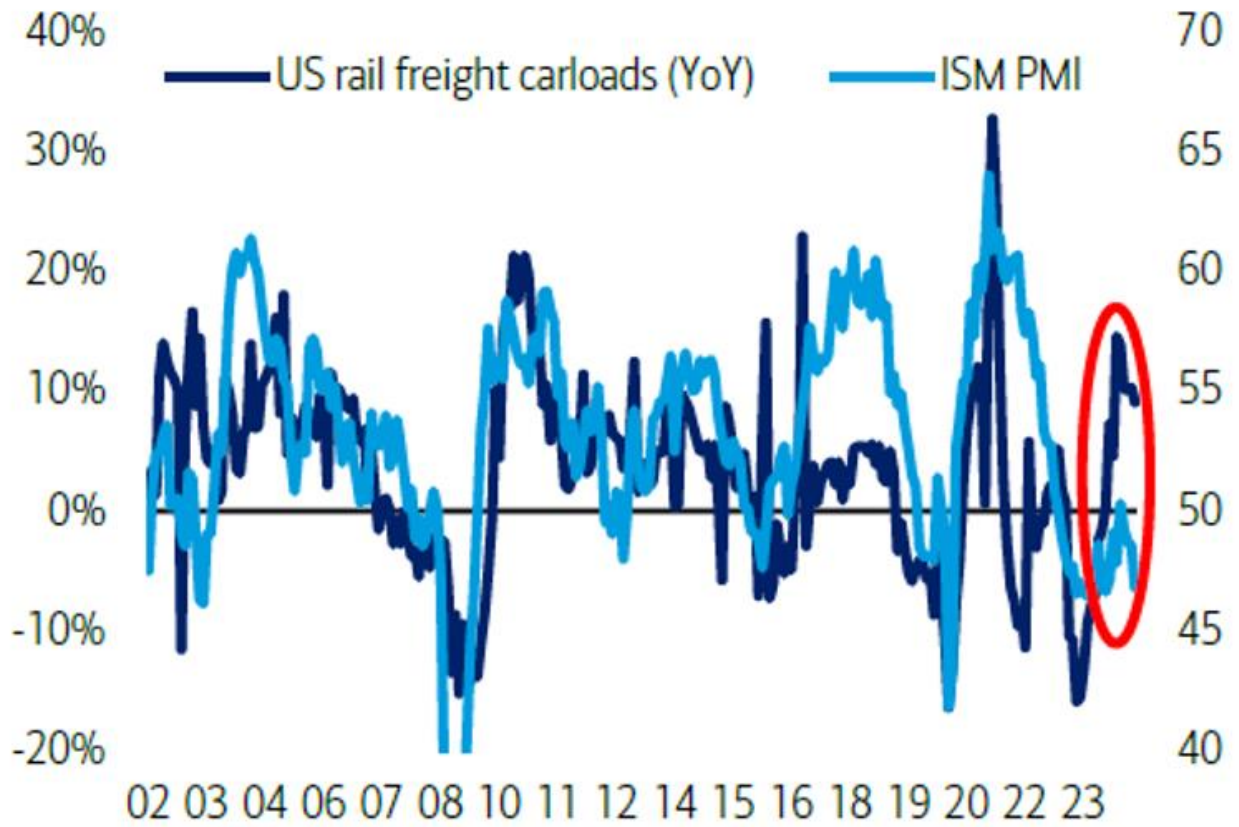


Source: BofA US Equity & Quant Strategy, FactSet

This looks good as well...

Exhibit 17: Rail freight carloads continue to rise, pointing to a manufacturing recovery

US rail freight carloads YoY vs. ISM Manufacturing PMI (2002-9/24)

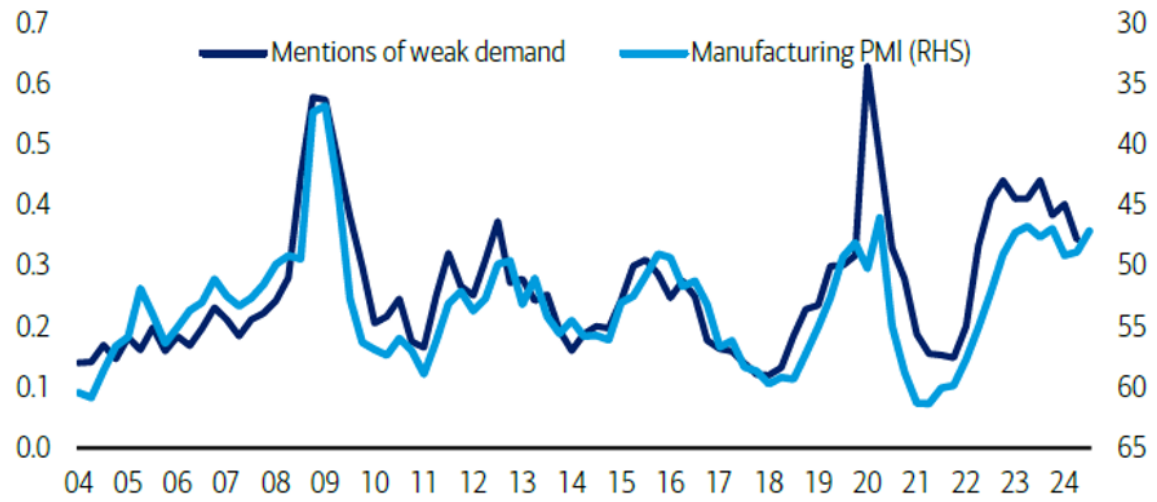


Source: Bloomberg, BofA US Equity & Quant Strategy

and this as well...

Exhibit 21: Mentions of weak demand started to fall

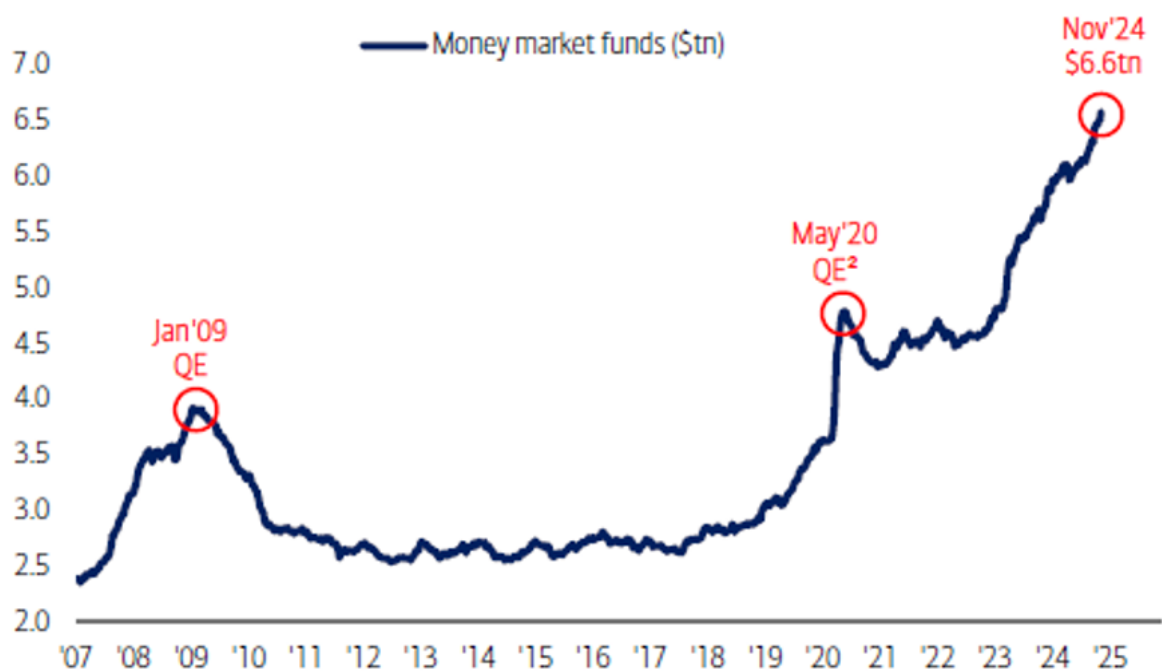
Avg. mention of weak demand per company during earnings calls (2004-2Q24)



Source: BofA Global Research. Note: mentions include 'lower,' 'softer,' 'moderating,' 'weaker'

and there still remains massive (RECORD) CASH on the sidelines

Chart 5: Money market fund assets now total \$6.6tn
Money market fund assets (\$tn)



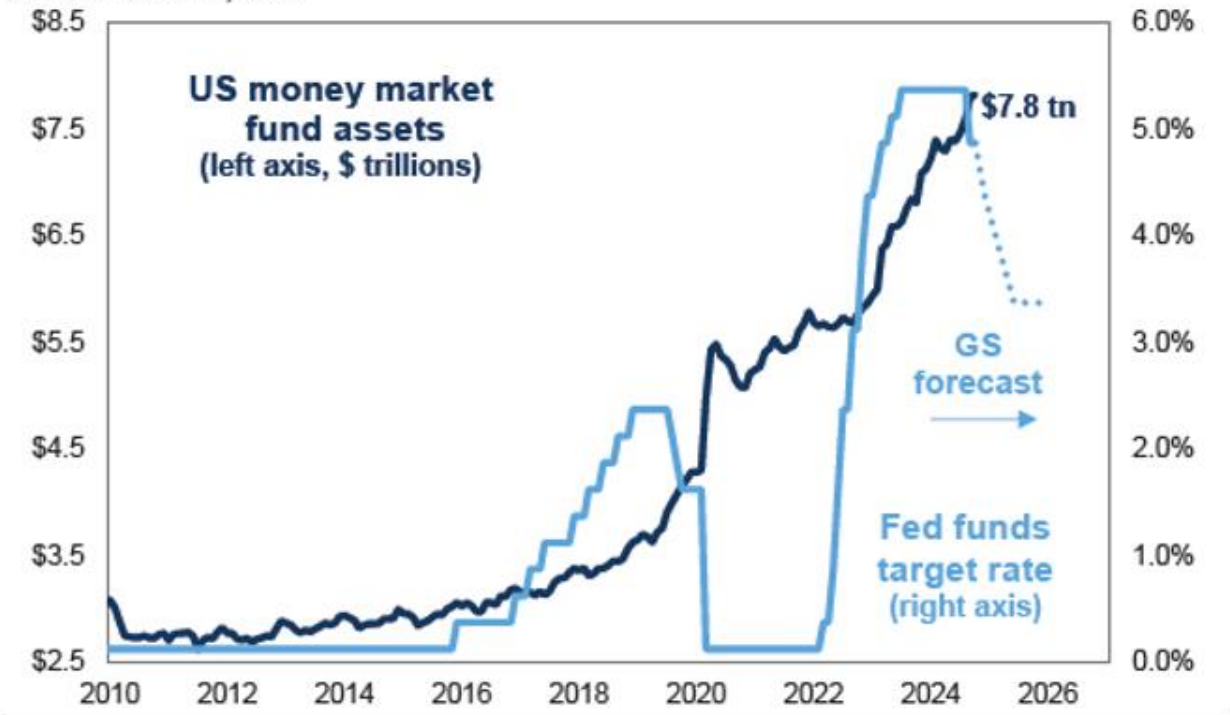
Source: BofA Global Investment Strategy, Bloomberg

BofA GLOBAL RESEARCH

Ok GS as US money mkt funds at US\$7.8t but with FED cutting - that will drop...

Exhibit 1: Assets in US money market funds total \$7.8 trillion

as of October 10, 2024

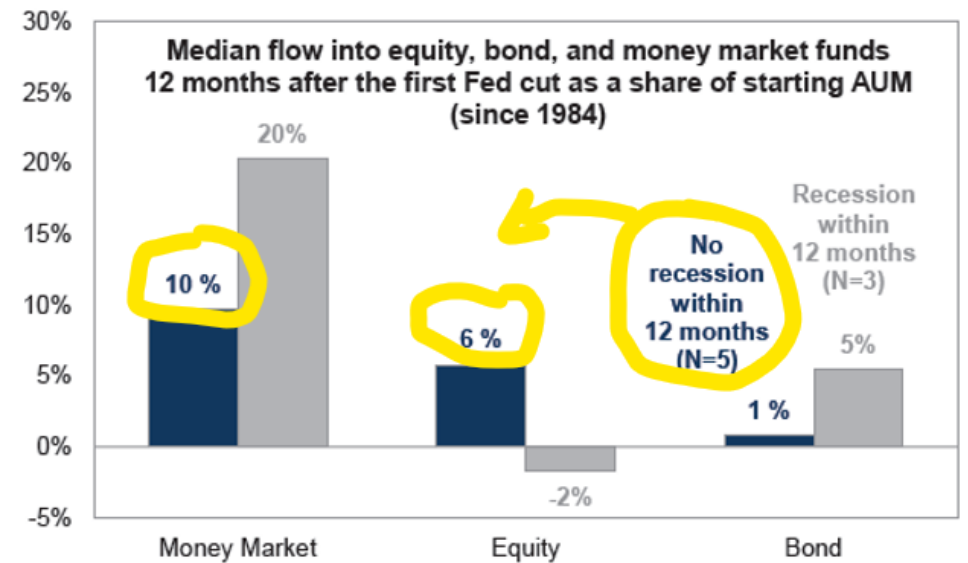


Source: EPFR, Goldman Sachs Global Investment Research

After the FED cut - 12 mths later money flows in

Exhibit 2: Money market funds typically see inflows after Fed cuts

eight Fed rate cutting cycles since 1984



Source: ICI, EPFR, Goldman Sachs Global Investment Research

Also supporting US mkt for the last 2 mths of the year will be massive corporate buybacks going hard

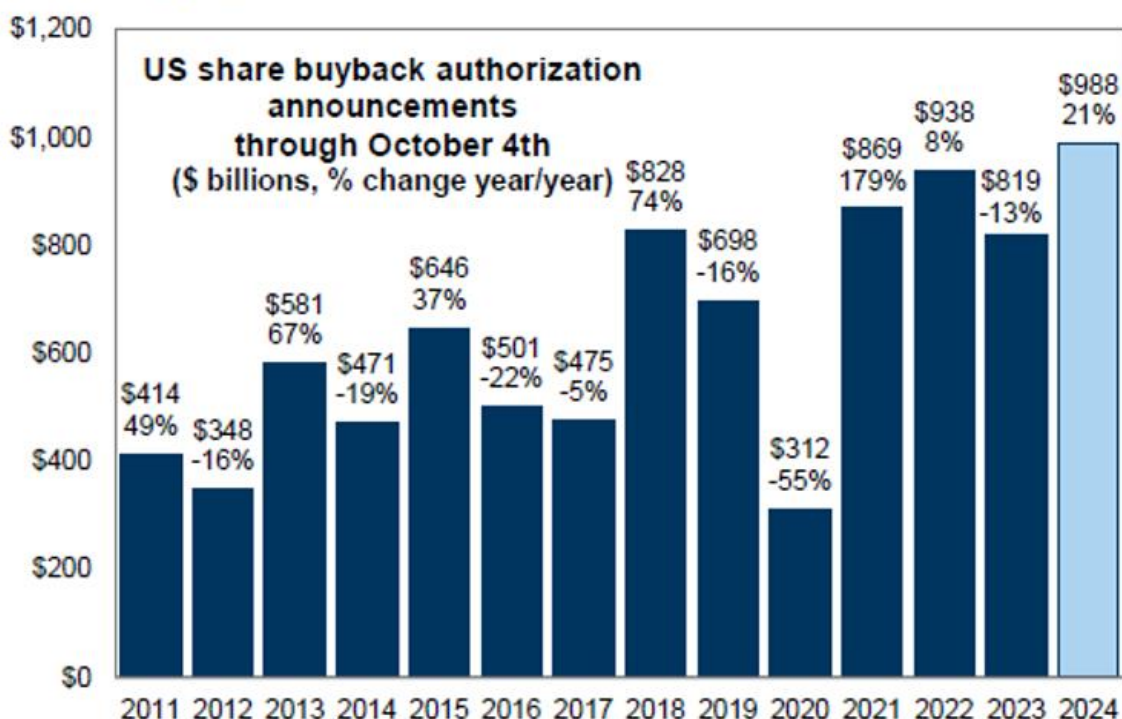
Corporate Share Buybacks – will (again this year) be a driver of US mkt in the last 2 mths of the year

- US corporate share buyback window reopens by mid November and December as companies exit their earnings “blackout period.”
- Notably, the last 2 months of the year represent the **best two-month period for corporate executions as companies rush to complete buybacks for the current tax year**
- With nearly US\$1 trillion in authorizations for 2024, the pace of buybacks will be exceptionally strong this year.

Goldman Sachs says of them

- “The VWAP machines will be lining up to **buy +US\$6bn worth of equities daily during November and December.**”
- Yes, that is **+US\$6 billion** each trading day, which provides **sufficient buying power to lift asset prices into year-end.**

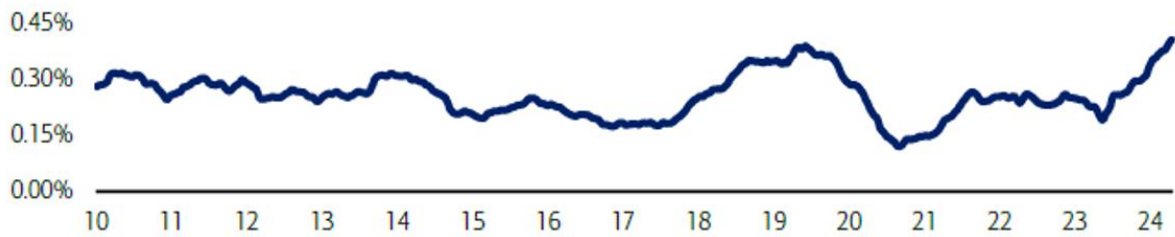
Exhibit 4: Corporate buyback authorizations YTD have hit a record high as of October 4, 2024



Source: GS FICC and Equities, Birinyi Associates, Goldman Sachs Global Investment Research

BUYBACKS at a record high as % of S&P 500

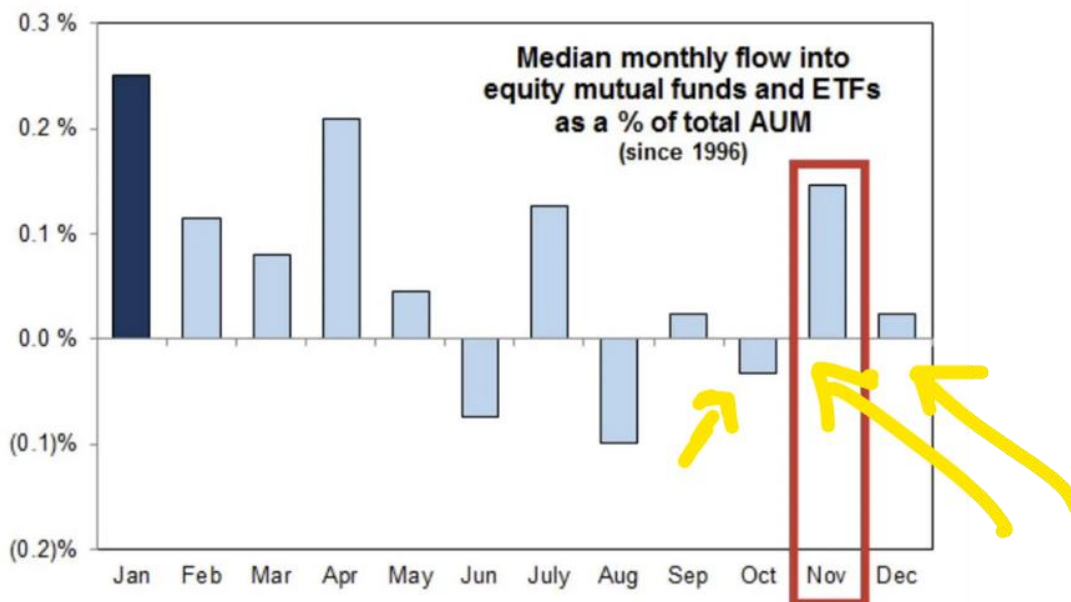
Exhibit 3: Buybacks by corp. clients (as a % of S&P 500 market cap) are at an all-time high
Rolling 52-week BofA corp. client buybacks as a % of S&P 500 market cap, 2010-present



Source: BofA Securities, Bloomberg

Plus we see strong flows in November

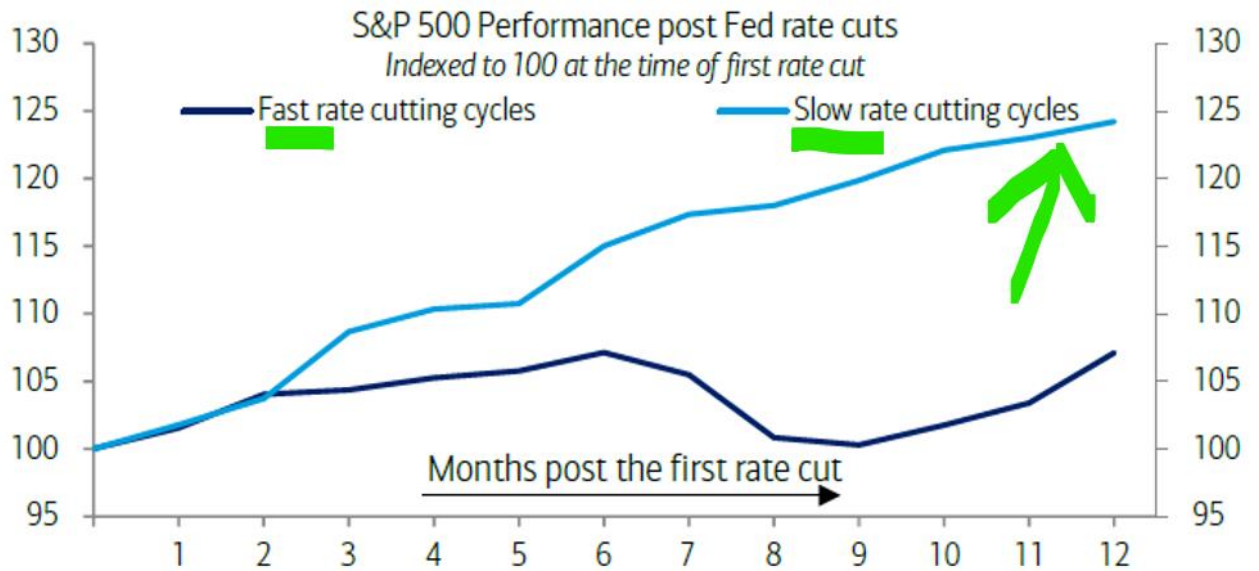
- November typically does see a surge in fund flows.



Also with TRUMP winning - the rate cuts are expected to now come at a slower pace = that's been bullish in the past

Exhibit 3: A slow rate cutting cycle is actually a blessing in disguise

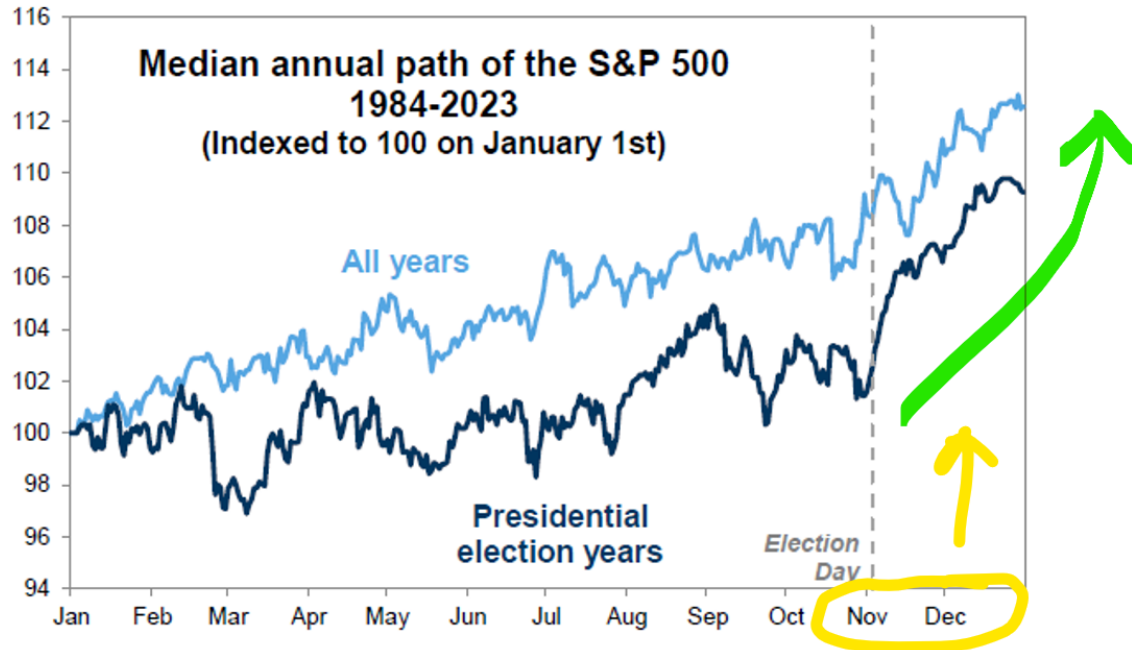
S&P 500 Performance post Fed rate cuts (based on easing cycles since 1954): fast versus slow cutting cycles



Source: BofA Predictive Analytics, Bloomberg. Notes: Fed rate cut dates from Ned Davis Research.

Nov & Dec are normally very good mths for US mkt

Exhibit 2: S&P 500 typically rallies after presidential elections



Source: Goldman Sachs Global Investment Research

Bullish streak. "When stocks gain 10 of 11 months (as we saw from Oct 2023 to Sept 2024) they are higher a year later nine out of ten times and **up nearly +15%** on average."

OK 2 months to go - history says it'll be a strong finish but also could be very good in 2025

After 10 mths up in 11 - this was to end of Sept (so we saw Oct)

- 1 mth later **+1.5%** (**this Oct just finished S&P 500 was down -1%**) - but up **+5.1% in Nov so far !**
- 3 mths later **+2.7%**
- 6mth later **+7.3%**
- 1 year later (so would be Sept 2025) **+14.7%**

Up 10 Of 11 Months Is Another Clue The Bull Is In Charge

S&P 500 Returns After Higher 10 of 11 Months (1950 - Current)

Date	S&P 500 Index Returns			
	Next Month	Next 3 Months	Next 6 Months	Next Year
4/28/1950	4.6%	-0.7%	8.7%	24.9%
5/28/1954	0.1%	2.2%	17.3%	29.9%
11/28/1958	5.2%	5.6%	11.8%	11.1%
10/30/1964	-0.5%	3.2%	5.0%	8.9%
6/30/1983	-3.3%	-1.2%	-1.9%	-8.9%
9/30/1996	2.6%	7.8%	10.2%	37.8%
1/30/2004	1.2%	-2.1%	-2.6%	4.4%
11/30/2006	1.3%	0.4%	9.3%	5.7%
4/30/2013	2.1%	5.5%	10.0%	17.9%
9/29/2017	2.2%	6.1%	4.8%	15.7%
9/30/2024	?	?	?	?
Average	1.5%	2.7%	7.3%	14.7%
Median	1.7%	2.7%	9.0%	13.4%
Higher	8	7	8	9
Count	10	10	10	10
% Higher	80.0%	70.0%	80.0%	90.0%

Worth being aware - that in the US - **November has historically been one of the strongest months** of the year for the US equity market.

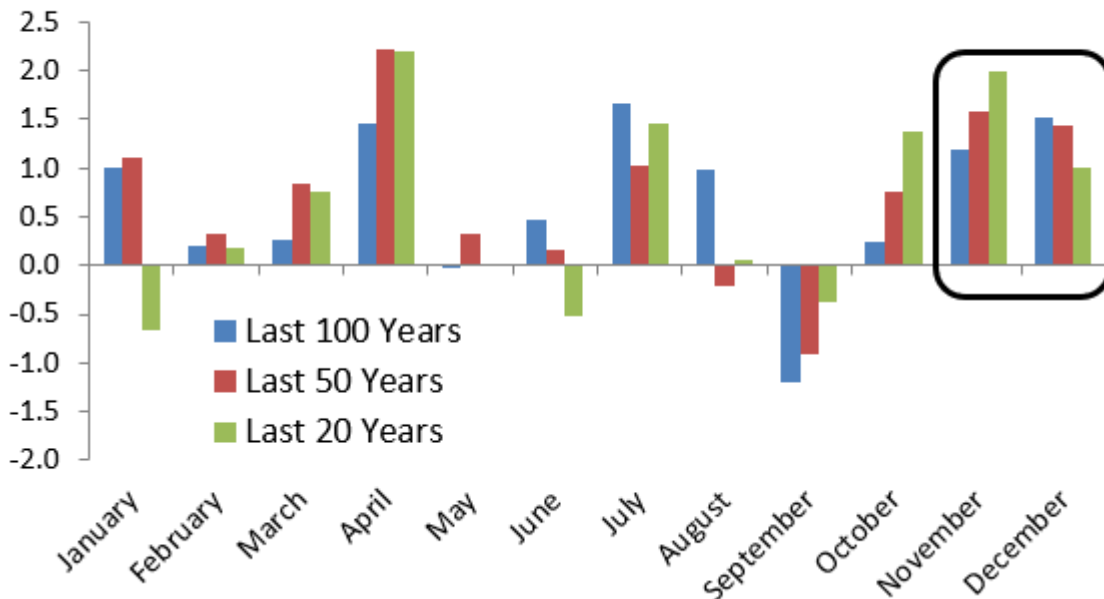
- The 6-month window from November through April has historically been much more positive than the 6-month window from May through October.
- November has seen the Dow average gains of more than 1% over all three time frames.
- Over the last 50 and 20 years, November has been the second-best month of the year behind only April.

Average Monthly % Change for the DJIA

Month	Last 100 Years % Positive	Last 50 Years % Positive	Last 20 Years % Positive
January	1.00	63%	1.10
February	0.20	56%	0.32
March	0.27	58%	0.84
April	1.46	62%	2.21
May	-0.01	55%	0.33
June	0.47	50%	0.16
July	1.65	66%	1.02
August	0.97	62%	-0.20
September	-1.21	40%	-0.92
November	1.18	63%	1.57
December	1.52	74%	1.43

Source Bespoke

Average Monthly % Change for the DJIA



Source Bespoke

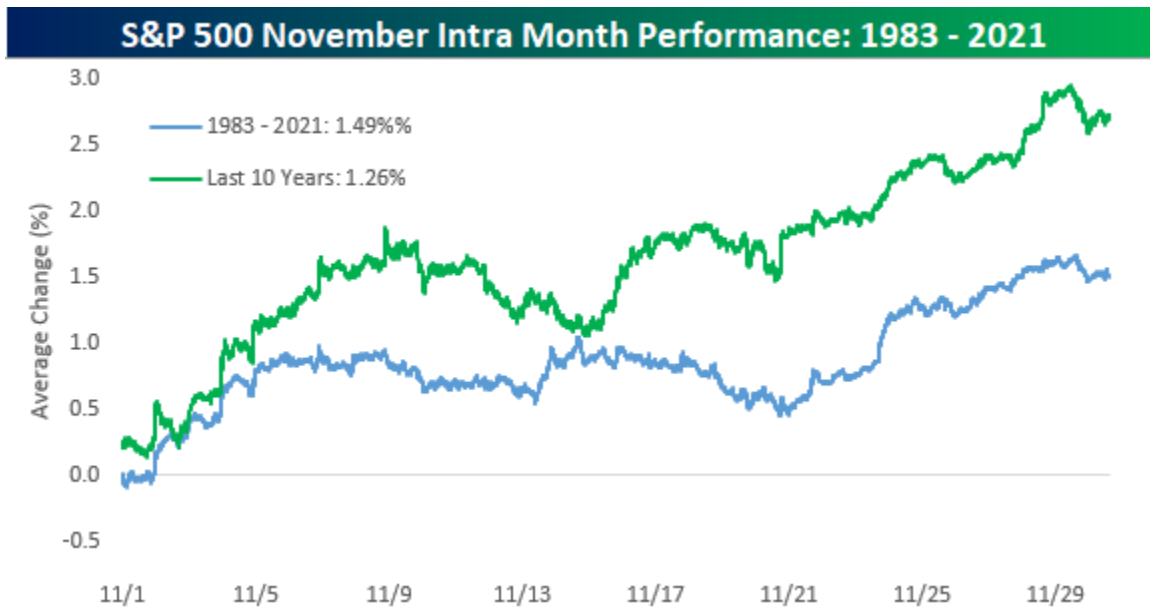
Intraday moves in November

- The charts below show **intraday composites of the S&P 500's performance during the month of November** going back to 1983, over the last ten years, as well as **broken out based on its performance YTD through the end of October** as well as during just the month of October.
- **November has historically been a good one for bulls.**

- Going back to 1983, the S&P 500 has experienced an **average gain of 0.82% with positive returns 69% of the time.**
- Over just the **last 11 years, performance has been even more positive with a median gain of 1.45%** and gains **10 out of 11 times.**
- The **only down year was 2021.**

In terms of the **intra-month pattern,**

- **as shown in the chart below, the month usually starts off strong with gains in the first week, trades sideways from the first week until later in the month, and then rallies again in the final week to ten days of the month.**
- **Going back to 1983, for example, the S&P 500's average MTD gain after the first week of November is the same as it is on the 24th of the month.**



Source Bespoke

Breaking out performance based on how the S&P 500 performed YTD, the biggest gains in November tend to come in years when it was already strong YTD.

- In the **19 years since 1983 when the S&P 500 was up 10%+ YTD through October,** the average November performance was a **gain of +2.42%** with positive returns **84% of the time.** As the chart also shows, gains were steady throughout the month.
- But when the **S&P 500 was down YTD heading into November**(like it was in 2022) , the S&P 500 averaged a **gain of just +0.96%**, but performance was much more volatile. .

S&P 500 November Intra Month Performance: 1983 - 2021



Source Bespoke

Sector moves....

1. Healthcare

- **Ansell** {32.29 -0.25 -0.77% }
- **Cochlear** {300.93 8.01 2.73% }
- **CSL** {287.32 2.03 0.71% }
- **Clarity Pharmaceuticals** {7.48 0.28 3.89% }
- **Ramsay Healthcare** {38.43 -0.29 -0.75% }
- **Resmed** {38.08 0.69 1.85% }
- **Sonic Healthcare** {27.22 0.05 0.18% }
- **Capital Health** {0.39 0.01 1.30% }
- **Paradigm Biotech** {0.23 0.00 0.00% }
- **Imugene** {0.05 0.00 4.35% }
- **Telix Pharmaceuticals** {23.34 0.35 1.52% }
- **Mesoblast** {1.46 0.07 4.66% }
- **Genetic Signatures** {0.72 0.04 5.93% }
- **Immutep** {0.31 0.02 6.90% }
- **Healius** {1.58 -0.01 -0.32% }
- **Fisher & Paykel Health** {34.08 -0.09 -0.26% }

2. Financial Services / Market Related Stocks

- **Macquarie Bank** {228.82 0.29 0.13% }
 - **QBE** {18.49 0.24 1.32% }
 - **IAG** {7.75 -0.03 -0.39% },
 - **Suncorp** {18.63 -0.02 -0.11% },
 - **Steadfast**{5.56 -0.11 -1.94% }
 - **AUB Group** {31.98 -0.35 -1.08% },
 - **Computershare** {28.95 0.14 0.49% },
 - **ASX** {65.59 0.02 0.03% },
 - **Humm**{0.72 0.00 0.00% }
 - **Iress** {9.95 -0.01 -0.10% }
 - **Virgin Money plc**{9.95 -0.01 -0.10% }
3. **Top “DEFENSIVE” Stocks - the ones that outperform in a Bear Market**
- **Woolworths** {29.51 -0.34 -1.14% }
 - **Coles** {17.74 -0.03 -0.17% }
 - **Metcash** {3.04 -0.07 -2.25% }
 - **CSL** {287.32 2.03 0.71% }
 - **Resmed** {38.08 0.69 1.85% }
 - **Amcor** {15.63 0.16 1.03% }
 - **Orora** {2.40 0.00 0.00% }
 - **Wesfarmers** {68.55 0.13 0.19% }
 - **Telstra** {3.87 -0.01 -0.26% }
 - **APA Group** {6.67 -0.13 -1.91% }
 - **Suncorp** {18.63 -0.02 -0.11% }
 - **IAG** {7.75 -0.03 -0.39% }
 - **A2 Milk** {4.92 -0.36 -6.82% }
 - **Treasury Wines** {11.01 -0.47 -4.09% }
4. **Energy**
- **Woodside** {24.02 -0.05 -0.21% }
 - **Ampol** {28.11 -0.19 -0.67% }
 - **Origin** {9.90 -0.01 -0.10% }
 - **Santos** {6.73 -0.06 -0.88% }
 - **Beach Energy** {1.26 -0.02 -1.56% }
 - **Worley Parsons** {14.28 -0.27 -1.86% },
 - **Karoon Energy** {1.38 -0.03 -1.79% }
 - **Strike Energy** {0.23 0.01 2.22% }
5. **Stocks leveraged to Chinese consumer -**
- **A2 Milk**{4.92 -0.36 -6.82% }
 - **Bubs Australia** {0.12 0.00 0.00% }
 - **Snylait Milk** {0.37 0.00 0.00% }
 - **Treasury Wines** {11.01 -0.47 -4.09% }
6. **Fund Managers / Brokers-**
- **Bell Financial** {1.26 0.00 0.00% }
 - **Perpetual** {20.50 -0.15 -0.73% }
 - **Regal Partners** {3.76 -0.02 -0.53% }
 - **Insignia**{3.31 0.01 0.30% }
 - **Magellan** {10.40 -0.28 -2.62% }
 - **GQG** {2.80 0.01 0.36% }
 - **Platinum Asset** {1.17 -0.07 -5.65% }
 - **AMP** {1.52 -0.01 -0.33% }
 - **Challenger** {6.16 -0.07 -1.12% }

7. Platforms

- **HUB 24** {72.14 0.79 1.11% }
- **Netwealth** {29.87 0.52 1.77% }
- **Praemium** {0.62 -0.04 -5.34% }
- **AMP** {1.52 -0.01 -0.33% }

Golds

- **Northern Star** {17.00 0.21 1.25% }
- **Regis Resources** {2.56 0.02 0.79% }
- **Newmont Gold**{67.24 0.03 0.04% }
- **Kingsgate** {1.26 -0.14 -10.00% }
- **St Barbara** {0.32 -0.02 -4.55% }
- **Resolute** {0.45 -0.22 -32.84% }
- **Capricorn Metals**{6.41 0.18 2.89% }
- **Evolution Mining** {4.87 -0.01 -0.20% }
- **Perseus** {2.59 0.00 0.00% }
- **Catalyst Metals** {3.09 0.02 0.65% }

Coal Stocks

- **Whitehaven Coal** {6.82 -0.04 -0.58% },
- **New Hope Coal** {4.68 -0.02 -0.43% }
- **Terracoml** {0.22 -0.01 -2.22% },
- **Coronado Global Resources**{0.98 -0.04 -3.92% }

Uranium Stocks...

- **ERA** {0.00 0.00 0.00% }
- **Paladin** {9.68 -0.04 -0.41% }
- **Deep Yellow** {1.30 -0.03 -1.89% }
- **Boss Energy**{3.12 -0.09 -2.80% }
- **Bannerman Energy** {2.85 -0.10 -3.39% }
- **Lotus Resources** {0.24 -0.02 -5.88% }

Lithium / Graphite Stocks

- **Pilbara Minerals**{2.96 -0.02 -0.67% }
- **Mineral Resources** {36.95 -1.52 -3.95% }
- **IGO** {5.20 -0.10 -1.89% }
- **Syrah** {0.26 -0.01 -1.89% }
- **Lake Resources** {0.06 0.00 -3.51% }
- **Liontown Resources** {0.84 0.01 0.60% }
- **Vulcan Energy Res.** {5.19 0.26 5.27% }
- **Patriot Battery Metals** {0.34 -0.02 -5.56% }
- **Green Tech Metals** {0.07 0.00 -4.05% }
- **Ioneer** {0.22 0.00 0.00% }
- **Australian Strategic Metals** {0.57 0.03 5.56% }

Retail

- **Adairs** {2.55 -0.04 -1.54% }
- **AccentGroup** {2.34 0.00 0.00% }
- **Eagers Automotive** {11.51 -0.11 -0.95% }
- **Bapcor** {4.70 -0.08 -1.67% }
- **Breville** {31.08 -0.09 -0.29% }
- **City Chic Collective**{0.14 0.00 0.00% }
- **Cettire** {1.48 0.04 2.79% }
- **Harvey Norman** {4.49 -0.04 -0.88% }
- **JB Hi-Fi** {85.62 0.62 0.73% }
- **Kathmandu** {0.38 0.00 -0.65% }
- **Kogan** {4.79 -0.08 -1.64% }
- **Lovisa** {29.99 -0.31 -1.02% }
- **Myer** {0.92 -0.01 -1.08% }
- **Premier Investments** {33.39 -0.09 -0.27% }
- **Super Retail** {14.50 -0.18 -1.23% }
- **The Reject Shop** {2.95 0.05 1.72% }
- **Webjet** {4.30 -0.04 -0.92% }

Staples

- **Woolworths** {29.51 -0.34 -1.14% }
- **Coles** {17.74 -0.03 -0.17% }
- **Metcash** {3.04 -0.07 -2.25% }
- **Endeavour** {4.50 -0.23 -4.86% }

Baby formula stocks

- **A2Milk** {4.92 -0.36 -6.82% }
- **Bubs** {0.12 0.00 0.00% }
- **Symlait** {0.37 0.00 0.00% }

Domestic Cyclical Stocks –

1. **ARB Group** {41.75 -0.27 -0.64% }
2. **Brickworks** {26.41 -0.29 -1.09% }
3. **Breville** {31.08 -0.09 -0.29% }
4. **Carsales** {39.92 0.33 0.83% }
5. **Cleanaway** {2.75 -0.02 -0.72% }
6. **Domain** {2.70 0.02 0.75% }
7. **Amotic Group (GUD)** {10.46 -0.14 -1.32% }
8. **GWA**{2.37 -0.02 -0.84% }
9. **Helloworld Travel** {1.88 -0.01 -0.27% }
10. **Kelsian**{3.80 -0.02 -0.52% }
11. **Michael Hill**{0.58 -0.01 -1.69% }
12. **Fletcher Building** {2.87 0.02 0.70% }

- 13. **Flight Centre** {16.30 0.05 0.31% }
- 14. **Lend Lease** {6.73 -0.08 -1.17% }
- 15. **Nine Entertainment** {1.13 0.00 0.00% }
- 16. **Orora** {2.40 0.00 0.00% }
- 17. **Qantas**{8.53 0.09 1.07% }
- 18. **REA Group** {239.14 4.95 2.11% }
- 19. **Regional Express Airlines** {0.56 0.00 0.00% }
- 20. **Seven West Media**{0.17 0.00 0.00% }
- 21. **Seek** {24.68 -0.43 -1.71% }
- 22. **Stockland** {5.15 0.11 2.18% }
- 23. **Southern Cross Media** {0.53 -0.01 -1.85% }
- 24. **Star Entertainment** {0.22 -0.01 -2.22% }
- 25. **The Lottery Corp** {4.95 -0.04 -0.80% }
- 26. **Tabcorp** {0.52 0.00 0.00% }
- 27. **Webjet**{4.30 -0.04 -0.92% }

Domestic Tourism

- 1. **Tourism- Casinos**
 - **Star Entertainment**{0.22 -0.01 -2.22% }
 - **SKY City NZ** {1.25 0.00 0.00% }
- 2. **Tourism- Airline stocks**
 - **Qantas**{8.53 0.09 1.07% }
 - **Air NZ** {0.49 0.01 1.03% }
 - **Regional Express Airlines** {0.56 0.00 0.00% }
- 3. **Tourism - Airports -**
 - **Auckland Airport**{6.66 -0.01 -0.15% }
- 4. **Tourism in and out of Australia - Travel Operators**
 - **Webjet**{4.30 -0.04 -0.92% }
 - **Flight Centre**{16.30 0.05 0.31% }
 - **Corporate Travel**{12.60 0.08 0.64% }
 - **Kelsian** {3.80 -0.02 -0.52% }
 - **Helloworld Travel** {1.88 -0.01 -0.27% } -
- 5. **Shopping centers**
 - **Vicinity Centres** {2.11 0.00 0.00% }
 - **Scentre Group**{3.48 0.04 1.16% }
 - **UniWestfiled**{5.98 0.13 2.22% }
- 6. **Property related -**
 - **REA** {239.14 4.95 2.11% }
 - **Domian** {2.70 0.02 0.75% }
- 7. **Education -**
 - **IDP Education** {14.07 -0.11 -0.78% }
 - **G8 Education** {1.33 -0.03 -2.21% }

News of interest

1. **S&P Global says Trump unlikely to impose full tariff plan**, universal 10% tariff may only be a **negotiating tactic** but could **spike US inflation and output loss if enacted**
2. Trump plans to let **Fed Chair Powell complete his term** despite past clashes, says senior adviser.
3. **Appen** {2.59 0.15 6.15% } up +28% last week (and up +288% in 2024 YTD) on the Trump win.
4. **RBA's Andrew Hauser** warns of **potential economic risks** and opportunities for Australia **under Trump 2.0**, emphasising central bank independence as vital amid global uncertainties.
5. **The RBA** warns Australia's \$3.9 trillion **super sector risks destabilising** markets in times of stress, echoing the UK's 2022 pension fund crisis triggered by liquidity issues. (AFR)
6. **Woodside** - Buyers eye both Woodside's Driftwood LNG and Scarborough assets, with 20% of Driftwood valued at \$500m and 10% of Scarborough at \$1bn.
7. **Incitec Pivot** will announce a revived sale process for its \$1.1bn fertiliser business.
8. **Quickstep Holdings** rebuffed a \$28m takeover offer from ASDAM Operations.
9. **Bitcoin** reached a record US\$80k as Trump's election win raised hopes for a pro-crypto administration.
10. **Sigma - Chemist Warehouse** and Sigma's \$30bn valuation is driven by limited shares offered, pushing **index funds to invest**, despite profits being lower than Coles.
11. IPO - **Petro Australis** is preparing for a **2025 IPO**, scheduling a non-deal roadshow in December after raising \$24m. (AFR)
12. IPO - **Cuscal's IPO** is **oversubscribed**, with cornerstone investors providing half of the \$336.8m, but market optimism hinges on its trading success post-listing. (Aust)
13. **CBA** - Macquarie's analysts **recommend selling CBA** shares due to overvaluation, while its **wealth advisers advocate holding** them for reliable **dividends**
14. **Steadfast** is acquiring HW Wood and HWI France for £23.5m, with the deal expected to boost earnings
15. **Sigma** - The ACCC **approved** Sigma and Chemist Warehouse's \$8.8bn merger
16. IPO - **Cuscal** is moving forward with **its \$479m IPO** after months of pitching, but details on key investors remain unclear.
17. **Mayne Pharma** is considering **delisting** from the ASX amid **bidder interest**, as most revenue comes from outside Australia.
18. **NAB** is increasing direct lending to offset margin pressures in its strategic reset.
19. **MQG** - Trump's **win may boost Australian investment banks**, as Wall Street banks anticipate **growth** from **reduced regulation**, potentially **increasing hiring and deal activity**.
20. **Deals** -Following Trump's victory, **deal-makers are eyeing the oil and gas sector**, anticipating growth from his push for increased production.
21. **Mineral Resources** outlook **cut** to Negative: Moody's
22. **Nine Entertainment** target price **cut -13% to \$1.65**: Goldman Sachs
23. **Platinum Asset** **downgraded** to Underweight; \$1.10 target: JPM
24. **Pro Medicus** **downgraded** to Neutral; target raised 18pc to \$180.50: Macquarie
25. **QBE Insurance** outlook **raised** to Positive: Fitch
26. **Sigma Healthcare** **downgraded** to Neutral; \$2.05 target: Barrenjoey
27. **ANZ** **downgraded** to Reduce; \$25.29 target: Morgans

28. **Cochlear upgraded** to Outperform; \$332 target: RBC
29. **Fortescue** started at MarketPerform; \$18.10 target: CICC
30. **WEB Travel downgraded** to Underweight; \$3.70 target: Morgan Stanley
31. **AVH – Valuation increased** to \$4.60 from \$3.60 – **Bell Potter**
32. **PFP – TP increased** to \$6.80 from \$6.40 – **Bell Potter**
33. **REA – TP increased** to \$258 from \$239 – **Bell Potter**

ASX 200 Movers today

Stock	Last Price	+/-	% Change	Stock	Last Price	+/-	% Change
WBT	273	35	14.71%	ILU	537	-46	-7.89%
HMC	1080	42	4.05%	FMG	1812	-143	-7.31%
GMD	233	9	4.02%	A2M	492	-36	-6.82%
MP1	769	29	3.92%	EDV	450	-23	-4.86%
JHX	5000	153	3.16%	CXO	10	-1	-4.76%
CMM	641	18	2.89%	DRR	356	-16	-4.30%
LNW	15729	437	2.86%	TWE	1101	-47	-4.09%
COH	30093	801	2.73%	BHP	4163	-177	-4.08%
SIQ	807	20	2.54%	MIN	3695	-152	-3.95%
GMG	3660	90	2.52%	CRN	98	-4	-3.92%
PNI	2151	51	2.43%	NUF	377	-15	-3.83%
EMR	394	9	2.34%	ELD	865	-32	-3.57%
NWS	4932	110	2.28%	NIC	90	-3	-3.23%
STX	23	1	2.22%	CHN	152	-5	-3.18%
WTC	12990	281	2.21%	RIO	11947	-384	-3.11%
SGP	515	11	2.18%	BSL	2158	-68	-3.05%
SQ2	11418	243	2.17%	BOE	312	-9	-2.80%
REA	23914	495	2.11%	WAF	161.5	-5	-2.71%
CCP	1842	38	2.11%	VEA	256	-7	-2.66%
ALL	6561	120	1.86%	S32	370	-10	-2.63%
RMD	3808	69	1.85%	MFG	1040	-28	-2.62%
NWL	2987	52	1.77%	LYC	788	-21	-2.60%
JLG	415	7	1.72%	MND	1244	-33	-2.58%
XRO	15962	262	1.67%	GNC	892	-23	-2.51%
GPT	460	7	1.55%	SFR	1029	-26	-2.46%
TLX	2334	35	1.52%	MTS	304	-7	-2.25%
QBE	1849	24	1.32%	SGR	22	-1	-2.22%
BXB	1939	24	1.25%	LIC	889	-20	-2.20%
NST	1700	21	1.25%	SDF	556	-11	-1.94%
ALQ	1499	18	1.22%	SGM	1334	-26	-1.91%
SCG	348	4	1.16%	APA	667	-13	-1.91%
HUB	7214	79	1.11%	IGO	520	-10	-1.89%
QAN	853	9	1.07%	WOR	1428	-27	-1.86%
AMC	1563	16	1.03%	SPK	269	-5	-1.82%
MGR	212	2	0.95%	DEG	137	-3	-1.79%
NAN	328	3	0.92%	KAR	137.5	-3	-1.79%
NAB	3999	34	0.86%	SEK	2468	-43	-1.71%
CAR	3992	33	0.83%	PXA	1351	-23	-1.67%
ALX	491	4	0.82%	BAP	470	-8	-1.67%
RRL	256	2	0.79%	PME	20071	-328	-1.61%
DHG	270	2	0.75%	EVT	1109	-18	-1.60%
TNE	2622	19	0.73%	DMP	3002	-48	-1.57%
JBH	8562	62	0.73%	BPT	126	-2	-1.56%
CSL	28732	203	0.71%	NEU	1633	-24	-1.45%
FBU	287	2	0.70%	AZJ	347	-5	-1.42%
360	2395	16	0.67%	RMS	213	-3	-1.39%
CTD	1260	8	0.64%	BOQ	659	-9	-1.35%
LTR	84	1	0.60%	ING	297	-4	-1.33%
ORI	1774	10	0.57%	GUD	1046	-14	-1.32%
NXT	1685	9	0.54%	NHF	600	-8	-1.32%
QUB	383	2	0.52%	BGA	531	-7	-1.30%
CPU	2895	14	0.49%	CKF	842	-11	-1.29%
HLI	441	2	0.46%	SUL	1450	-18	-1.23%
VNT	466	2	0.43%	LLC	673	-8	-1.17%
LTM	808	3	0.37%	WOW	2951	-34	-1.14%
IPL	311	1	0.32%	DXS	702	-8	-1.13%
CBA	14979	47	0.31%	CGF	616	-7	-1.12%
FLT	1630	5	0.31%	BKW	2641	-29	-1.09%
IFL	331	1	0.30%	AUB	3198	-35	-1.08%
CQR	337	1	0.30%	BGL	141.5	-2	-1.05%
WES	6855	13	0.19%	LOV	2999	-31	-1.02%
SHL	2722	5	0.18%	PNV	205	-2	-0.97%
SOL	3358	5	0.15%	APE	1151	-11	-0.95%
MQG	22882	29	0.13%	WEB	430	-4	-0.92%
TCL	1280	1	0.08%	SVW	4411	-40	-0.90%
NEM	6724	3	0.04%	STO	673	-6	-0.88%
ANZ	3214	1	0.03%	HVN	449	-4	-0.88%
ASX	6559	2	0.03%	DOW	566	-5	-0.88%
TAH	51.5	0	0.00%	MPL	369	-3	-0.81%
HDN	125	0	0.00%	TLC	495	-4	-0.80%
NSR	247	0	0.00%	IEL	1407	-11	-0.78%
CLW	385	0	0.00%	ANN	3229	-25	-0.77%
NEC	113	0	0.00%	ARF	396	-3	-0.75%
ORA	240	0	0.00%	RHC	3843	-29	-0.75%
ALU	0	0	0.00%	PPT	2050	-15	-0.73%
CSR	0	0	0.00%	CWY	275	-2	-0.72%
SLR	0	0	0.00%	ALD	2811	-19	-0.67%

Source IRESS

Substantials

Stock	Shareholder	Move	Previous Holding	Current Holding
A2M	Harbour Asset Mgt	Ceased		
A2M	Harbour Asset Mgt	Ceased		
COH	Pinnacle Investment Mgt	Became		5.01%
HPI	CQR	1.30%	24.59%	25.89%
IPH	UBS Group AG	Ceased		
LRS	GS	1.07%	7.57%	8.64%
MVF	Brickworks	Became		5.21%
NCK	Magellan	1.09%	8.36%	9.45%
QAN	Perptual	Ceased		
SYR	Citi	Became		5.02%

Source Company Announcements

Directors Interest

- ANN – M Falkenberg **acquired** 4,500 shs on mkt.
- ARF – R Hartnett **acquired** 438 shs via DRP
- AUB – P Harmer **acquired** 4,875 shs on mkt.
- BXB – G Chipchase **acquired** 324,772 Conditional Performance Share Rights via Performance Share Plan.
- CDA – A Ianniello **acquired** 134,385 Performance Rights via Share Rights Plan Rules.
- CTD – E Crouch **acquired** 1,250 shs on mkt.
- HUB – A Alcock **disposed** of 200,000 shs on mkt and **acquired** 33,558 shs via exercise of Options.
- MQG – S Lloyd-Hurwitz **acquired** 268 shs on mkt.
- SUN – S Johnston **acquired** 188,624 Performance Rights via incentive plan.

Source Company Announcements / Al Jaucian / Mitchell Hewson

Biggest Blocks Through Market Today

Time	Ticker	Size	Price	Value	%ADV
15:13:50	LNW	32,035	157.34	\$ 5,040,387	20.06
15:10:40	SVW	68,262	43.95	\$ 3,000,115	11.93
15:09:47	BRG	100,000	31.32	\$ 3,132,000	34.95
15:05:46	CAR	75,000	40.02	\$ 3,001,500	10.16
15:03:34	AZJ	1,000,000	3.505	\$ 3,505,000	9.67
14:58:03	BSL	449,236	21.725	\$ 9,759,652	25.76
14:46:03	QAN	500,000	8.545	\$ 4,272,500	7.69
14:34:44	BHP	125,000	41.71	\$ 5,213,750	1.47
14:34:28	FMG	280,000	18.33	\$ 5,132,400	2.69
14:27:23	WOR	500,000	14.335	\$ 7,167,500	34.42
14:09:02	LNW	30,700	157	\$ 4,819,900	19.22
14:02:05	SIG	15,000,000	2.51	\$ 37,650,000	186.75
13:58:12	JHX	107,807	49.87	\$ 5,376,335	9.45
13:29:57	TWE	300,000	11.17	\$ 3,351,000	10.74
13:17:21	NXT	180,000	16.94	\$ 3,049,200	7.01
13:11:52	STO	500,000	6.75	\$ 3,375,000	6.1
12:31:47	QBE	200,000	18.265	\$ 3,653,000	5.01
12:28:24	ARB	83,405	42.3	\$ 3,528,032	59.02
12:17:48	AIA	3,610,273	6.61	\$ 23,863,905	179.33
12:16:27	JHX	350,000	49.62	\$ 17,367,000	30.68
12:16:10	BRG	100,000	31.5	\$ 3,150,000	34.95
12:06:05	AZJ	1,500,000	3.525	\$ 5,287,500	14.5
12:02:17	WES	160,143	68.3	\$ 10,937,767	12.35
11:59:37	LOV	500,000	30.1	\$ 15,050,000	156.82
11:10:39	LOV	170,000	29.95	\$ 5,091,500	53.32
10:49:08	HVN	750,000	4.465	\$ 3,348,750	37.03
10:43:36	PXA	981,038	13.51	\$ 13,253,823	363.18
10:43:13	TWE	1,636,120	11.165	\$ 18,267,280	58.55
10:36:02	PXA	429,822	13.51	\$ 5,806,895	159.12
10:34:23	DXS	1,000,000	7.14	\$ 7,140,000	20.85
10:33:44	BHP	125,000	42.11	\$ 5,263,750	1.47
10:32:09	BRG	100,000	31.25	\$ 3,125,000	34.95
10:31:32	FMG	271,000	18.73	\$ 5,075,830	2.6
10:15:47	IFL	2,500,000	3.3	\$ 8,250,000	99.01
10:13:20	ORI	200,000	17.525	\$ 3,505,000	20.56
08:32:54	LNW	30,000	156.2098	\$ 4,686,294	18.79
08:10:01	SQ2	150,000	109.4892	\$ 16,423,380	74.84
				\$ 288,920,944	

Source Coppo Report / Bloomberg

Stock Moves in each Sector

Industrials

Banks

ANZ {32.14 0.01 0.03%}, **CBA** {149.79 0.47 0.31%}, **Virgin Money plc** {149.79 0.47 0.31%}, **NAB** {39.99 0.34 0.86%}, **Westpac** {32.00 -0.14 -0.44%}, **Bendigo & Adelaide Bank** {12.47 -0.07 -0.56%}, **Bank of Queensland** {6.59 -0.09 -1.35%}

Financial Services / Market Related Stocks

Macquarie Bank {228.82 0.29 0.13%}, **QBE** {18.49 0.24 1.32%}, **IAG** {7.75 -0.03 -0.39%}, **Suncorp** {18.63 -0.02 -0.11%}, **AUB Group** {31.98 -0.35 -1.08%}, **Computershare** {28.95 0.14 0.49%}, **ASX** {65.59 0.02 0.03%}, **A2B Australia** {65.59 0.02 0.03%}, **Humm** {0.72 0.00 0.00%}, **Iress** {9.95 -0.01 -0.10%}

Fund Managers / Brokers

Challenger {6.16 -0.07 -1.12%}, **Platinum Asset** {1.17 -0.07 -5.65%}, **Bell Financial** {1.26 0.00 0.00%}, **K2 Asset Mgt** {0.05 0.00 2.00%}, **Pinicacle Investment** {21.51 0.51 2.43%}, **AMP** {1.52 -0.01 -0.33%}, **Perpetual** {20.50 -0.15 -0.73%}, **IIOF** {3.31 0.01 0.30%}, **Magellan** {10.40 -0.28 -2.62%}

Insurers

AMP {1.52 -0.01 -0.33%}, **IAG** {7.75 -0.03 -0.39%}, **Medibank** {3.69 -0.03 -0.81%}, **NIB Holdings** {6.00 -0.08 -1.32%}, **QBE** {18.49 0.24 1.32%}, **Suncorp** {18.63 -0.02 -0.11%}, **Ausbrokers** {31.98 -0.35 -1.08%}, **Steadfast** {5.56 -0.11 -1.94%}, **Tower** {1.23 -0.01 -0.41%}

Retailers

Harvey Norman {4.49 -0.04 -0.88%}, **JB Hi-Fi** {85.62 0.62 0.73%}, **Myer** {0.92 -0.01 -1.08%}, **Metcash** {3.04 -0.07 -2.25%}, **Adairs** {2.55 -0.04 -1.54%}, **Automotive Holdings** {2.55 -0.04 -1.54%}, **Breville** {31.08 -0.09 -0.29%}, **Premier Investments** {33.39 -0.09 -0.27%}, **Accent Group** {2.34 0.00 0.00%}, **Super Retail** {14.50 -0.18 -1.23%}, **City Chic Collective** {0.14 0.00 0.00%}, **The Reject Shop** {2.95 0.05 1.72%}, **Wesfarmers** {68.55 0.13 0.19%}, **Woolworths** {29.51 -0.34 -1.14%}, **Webjet** {4.30 -0.04 -0.92%}, **Kathmandu** {0.38 0.00 -0.65%}, **Lovisa** {29.99 -0.31 -1.02%}

Healthcare

Ansell {32.29 -0.25 -0.77%}, **Australian Pharmaceutical** {32.29 -0.25 -0.77%}, **Cochlear** {300.93 8.01 2.73%}, **CSL** {287.32 2.03 0.71%}, **Capital Health** {0.39 0.01 1.30%}, **Genetic Signatures** {0.72 0.04 5.93%}, **Fisher & Paykel Health** {34.08 -0.09 -0.26%}, **Healius** {1.58 -0.01 -0.32%}, **Imugene** {0.05 0.00 4.35%}, **Immutep** {0.31 0.02 6.90%}, **Mesoblast** {1.46 0.07 4.66%}, **Mayne Pharma** {5.20 0.10 1.96%}, **Paradigm Biotech** {0.23 0.00 0.00%}, **Ramsay Healthcare** {38.43 -0.29 -0.75%}, **Resmed** {38.08

0.69 1.85%}, **Sonic Healthcare** {27.22 0.05 0.18%}, **Sigma** {2.51 -0.03 -1.18%}, **Telix Pharmaceuticals** {23.34 0.35 1.52%}, **Virtus Health** {23.34 0.35 1.52%}

Aged Care

Regis Healthcare {6.52 0.01 0.15%}

Media

Carsales {39.92 0.33 0.83%}, **Domain Holdings** {2.70 0.02 0.75%}, **Newscorp** {49.32 1.10 2.28%}, **Nine Entertainment** {1.13 0.00 0.00%}, **REA Group** {239.14 4.95 2.11%}, **Seek** {24.68 -0.43 -1.71%}, **Seven West Media** {0.17 0.00 0.00%}, **Sky Network TV** {2.38 0.02 0.85%}, **Southern Cross Media**{0.53 -0.01 -1.85%},

Telcos

Telstra {3.87 -0.01 -0.26%}, **Hutchison** {0.03 0.00 0.00%}, **Nextdc** {16.85 0.09 0.54%}, **Spark NZ** {2.69 -0.05 -1.82%}, **Chorus** {7.99 -0.03 -0.37%}, **TPG Telecom** {4.40 -0.02 -0.45%}, **Macquarie Telecom** {90.15 2.15 2.44%},

Transport

Brambles {19.39 0.24 1.25%}, **Aurzion** {3.47 -0.05 -1.42%}, **Qantas** {8.53 0.09 1.07%}, **Qube** {3.83 0.02 0.52%}, **REX**{0.56 0.00 0.00%}, **Alliance Aviation** {2.67 -0.05 -1.84%}, **MMA Offshore** {2.67 -0.05 -1.84%}, **Auckland Airport** {6.66 -0.01 -0.15%}, **Air NZ** {0.49 0.01 1.03%}, **Atlas Arteria** {4.91 0.04 0.82%}, **Transurban** {12.80 0.01 0.08%}

Travel & Tourism

Qantas {8.53 0.09 1.07%}, **Auckland Airport** {6.66 -0.01 -0.15%}, **Air NZ** {0.49 0.01 1.03%}, **Webjet** {4.30 -0.04 -0.92%}, **Ardent Leisure** {alg}, **Event Hospitality** {11.09 -0.18 -1.60%}, **Corporate Travel** {12.60 0.08 0.64%}, **Flight Centre** {16.30 0.05 0.31%}, **Kelsian** {3.80 -0.02 -0.52%}, **Helloworld Travel** {1.88 -0.01 -0.27%}

Building Materials

Hardies {50.00 1.53 3.16%}, **GWA** {2.37 -0.02 -0.84%}, **Reece** {23.67 -0.13 -0.55%}, **Fletcher Building** {2.87 0.02 0.70%}, **Brickworks** {26.41 -0.29 -1.09%}, **Reliance Worldwide** {5.20 0.00 0.00%}

Vehicles

Eagers Automotive {11.51 -0.11 -0.95%}, **Bapcor** {4.70 -0.08 -1.67%}, **ARB Corp** {arq}, **McMillan Shakespeare** {15.40 0.20 1.32%}, **Smartgroup** {8.07 0.20 2.54%}, **SG Fleet** {2.70 -0.01 -0.37%}, **Fleetpartners Group** {2.97 -0.09 -2.94%}

Business Services

McMillan Shakespeare {15.40 0.20 1.32%}, **SG Fleet** {2.70 -0.01 -0.37%}, **ZIP** {3.35 0.10 3.08%}

Food & Beverages

Collins Foods {8.42 -0.11 -1.29%}, **Domino's Pizza** {30.02 -0.48 -1.57%}, **Fonterra** {4.59 0.13 2.91%}, **Graincorp** {8.92 -0.23 -2.51%}, **Select Harvest** {3.77 0.01 0.27%}, **Treasury Wines** {11.01 -0.47 -4.09%}, **Endeavour** {4.50 -0.23 -4.86%}

Engineering & Construction

ALQ {14.99 0.18 1.22%}, **Downer EDI** {5.66 -0.05 -0.88%}, **GWA** {2.37 -0.02 -0.84%}, **Lend Lease** {6.73 -0.08 -1.17%}, **Monadelphous** {12.44 -0.33 -2.58%}, **McMillan Shakespeare** {15.40 0.20 1.32%}, **NRW Holdings** {3.89 -0.01 -0.26%}, **Seven Group Holdings** {44.11 -0.40 -0.90%}, **Worley** {14.28 -0.27 -1.86%}

REITS

Abacus Property {1.22 0.01 0.83%}, **BWP Trust** {3.38 -0.02 -0.59%}, **Charter Hall Group** {14.98 -0.01 -0.07%}, **Cromwell Property** {0.39 -0.01 -1.27%}, **Charter Hall Retail** {3.37 0.01 0.30%}, **Dexus** {7.02 -0.08 -1.13%}, **Vicinity Centres** {2.11 0.00 0.00%}, **Goodman Group** {36.60 0.90 2.52%}, **GPT** {4.60 0.07 1.55%}, **Lend Lease** {6.73 -0.08 -1.17%}, **Mirvac** {2.12 0.02 0.95%}, **Peet** {1.37 0.01 0.37%}, **Region Group** {2.16 0.00 0.00%}, **Scentre Group** {3.48 0.04 1.16%}, **Stockland** {5.15 0.11 2.18%}, **Unibailrodawestfield** {5.98 0.13 2.22%}

Steel

Bluescope {21.58 -0.68 -3.05%}, **Sims** {13.34 -0.26 -1.91%}

Paper & Packaging

Ancor {15.63 0.16 1.03%}, **Orora** {2.40 0.00 0.00%},

Utilities

AGL {10.55 -0.07 -0.66%}, **APA Group** {6.67 -0.13 -1.91%}, **Origin** {9.90 -0.01 -0.10%},

Infrastructure

APA {6.67 -0.13 -1.91%}, **Transurban** {12.80 0.01 0.08%}

Chemicals

Incitec Pivot {3.11 0.01 0.32%}, **Orica** {17.74 0.10 0.57%}

IT, Software Services

Appen {2.59 0.15 6.15%}, **Computershare** {28.95 0.14 0.49%}, **Technology One** {26.22 0.19 0.73%}

Agricultural

Graincorp {8.92 -0.23 -2.51%}, **Ridley Corp** {2.66 -0.02 -0.75%}, **Fonterra** {4.59 0.13 2.91%}, **Incitec Pivot** {3.11 0.01 0.32%}, **Nufarm** {3.77 -0.15 -3.83%}, **Aust Ag** {1.38 -0.01 -0.36%}, **Elders** {8.65 -0.32 -3.57%},

Baby Formula + Stocks Leveraged to Chinese Consumers

A2 Milk {4.92 -0.36 -6.82%}, **Bega Cheese** {5.31 -0.07 -1.30%}, **Synlait** {0.37 0.00 0.00%} **Treasury Wines** {11.01 -0.47 -4.09%},

Consumer Products

ARB {41.75 -0.27 -0.64%}, **Amotiv** {10.46 -0.14 -1.32%}, **Treasury Wines** {11.01 -0.47 -4.09%}

Diversified Financials

ASX {65.59 0.02 0.03%}, **Challenger** {6.16 -0.07 -1.12%}, **Computershare** {28.95 0.14 0.49%}, **Humm Group** {0.72 0.00 0.00%}, **Iress** {9.95 -0.01 -0.10%}, **Insignia** {3.31 0.01 0.30%}, **HUB** {72.14 0.79 1.11%}, **Netwealth** {29.87 0.52 1.77%}, **Macquarie Bank** {228.82 0.29 0.13%}, **Perpetual** {20.50 -0.15 -0.73%}

Resources

Iron Ore

BHP {41.63 -1.77 -4.08%}, **S32** {3.70 -0.10 -2.63%}, **RIO** {119.47 -3.84 -3.11%}, **Mt Gibson** {0.31 -0.01 -3.13%}, **Fortescue** {18.12 -1.43 -7.31%}

Others resources

Iluka {5.37 -0.46 -7.89%}, **ERA** {0.00 0.00 0.00%}, **Metals X** {0.50 -0.01 -1.00%}, **Sandfire Resources** {10.29 -0.26 -2.46%}, **Independence Group** {5.20 -0.10 -1.89%}, **Base Resources** {5.20 -0.10 -1.89%}, **Lynas** {7.88 -0.21 -2.60%}, **Alkane** {0.52 0.01 0.97%}

Energy Stocks

Ampol {28.11 -0.19 -0.67%}, **Origin** {9.90 -0.01 -0.10%}, **Santos** {6.73 -0.06 -0.88%}, **Worley Parsons** {14.28 -0.27 -1.86%}, **Woodside** {24.02 -0.05 -0.21%}, **Beach Energy** {1.26 -0.02 -1.56%}, **New Hope Corp** {4.68 -0.02 -0.43%}, **Whitehaven Coal** {6.82 -0.04 -0.58%}

Mining Services

Monadelphous {12.44 -0.33 -2.58%}, **Orica** {17.74 0.10 0.57%}, **Downer** {5.66 -0.05 -0.88%}, **Worley** {14.28 -0.27 -1.86%}, **Seven Group Holdings** {44.11 -0.40 -0.90%}, **Emeco** {0.76 0.01 1.33%}, **Matrix Composites & Engineering** {0.30 0.01 3.45%}, **NRW Holdings** {3.89 -0.01 -0.26%}

Coal Stocks

Whitehaven Coal {6.82 -0.04 -0.58%}, **New Hope Coal** {4.68 -0.02 -0.43%} **Terracoml** {0.22 -0.01 -2.22%}, **Coronado Global Resources**{0.98 -0.04 -3.92%}

Gold

Northern Star {17.00 0.21 1.25%}, **Regis Resources** {2.56 0.02 0.79%}, **Newmont Gold**{67.24 0.03 0.04%}, **St Barbara** {0.32 -0.02 -4.55%}, **Resolute** {0.45 -0.22 -32.84%}, **Pantoro** {0.10 -0.01 -9.09%}, **Evolution Mining** {4.87 -0.01 -0.20%}, **Perseus** {2.59 0.00 0.00%}, **OceanaGold** {2.59 0.00 0.00%}, **Bellevue Gold** {1.42 -0.02 -1.05%}, **Gold Road Resources** {1.83 0.00 0.00%}, **Raemlius Resources** {2.13 -0.03 -1.39%}, **Westgold Resources** {2.88 -0.02 -0.69%}, **Catalyst Metals** {3.09 0.02 0.65%}

Uranium Stocks

ERA {0.00 0.00 0.00%}, **Deep Yellow** {1.30 -0.03 -1.89%}, **Paladin** {9.68 -0.04 -0.41%}, **Boss Energy**{3.12 -0.09 -2.80%}, **Bannerman Energy** {2.85 -0.10 -3.39%}, **Lotus Resources** {0.24 -0.02 -5.88%}

Lithium / Graphite Stocks

Pilbara Minerals {2.96 -0.02 -0.67%}, **Syrah** {0.26 -0.01 -1.89%}, **Neometals** {0.09 0.00 -3.19%}, **European Metals Holdings** {0.16 0.02 10.71%}

Bell Potter Research

[Avita Medical \(AVH\) Buy \(Speculative\), Valuation\\$4.60ps – John Hester](#)

Recell Go drives 28% top line growth

Recell Go Dominating, 2X Increase In Customer Base

All figures in US\$. AVH reported 28% sequential quarter growth in 3Q24 with revenues of \$19.4m. Loss at EBIT decreased by \$1.8m to \$13.8m with the loss now trending lower each quarter. Net cash burn for the quarter was ~\$9.6m with closing cash of \$44.5m. Recell Go

was launched late in the prior quarter and now represents 75% of total revenues. The automated device has proven highly popular with both existing and new users and provides an excellent platform for increased penetration to all accounts and wound types. AVH opened 23 new hospital accounts in the quarter with a further 60 potential new accounts in various stages of VAC approval. There are now +300 accounts across both burns and trauma centres – more than double the number from 12 months prior.

Regulatory Matters and Guidance

FDA approval of Recell Go Mini for the treatment of smaller trauma wounds remains on track for 4Q24. The peer reviewed paper from TONE in Vitiligo has been submitted for publication. The time horizon for reimbursement coverage in Vitiligo from CY26 remains on track. Revenue guidance for FY24 \$68-70m is unchanged and we continue to believe guidance for 4Q24 revenues of \$22.3 – \$24.3m is reasonable. Cash flow breakeven expected by 3Q25 (also unchanged).

Debt – AVH and debt provider Orbimed mutually agreed to abandon the trailing 12 month revenue covenant to 31 Dec 2024 (\$67.5m). As a result AVH agreed to forgo the additional \$50m funding tranche. The decision is sensible as the market would have obsessed over this measure in the short term. The current top line momentum suggests the company will not require the additional debt facility.

Investment View: Maintain Buy (Spec) Val raised to \$4.60

The highlight in 3Q24 was undoubtedly the topline revenue growth with the company now on a firm path to cash flow breakeven and profitability. Earnings changes are not material. Valuation is raised 27% to A\$4.60 following excellent momentum in sales.

Propel Funeral Partners (PFP) Buy, TP\$6.80 – Chami Ratnapala

Towards double-digit market share

Run-rating to FY25 expectations. Propel Funeral Partners (PFP) provided a 1Q25 trading update at their AGM, revenue +16% supported by 13% growth in funerals conducted and ~3% growth in comparable average revenue per funeral (ARPF). The volume growth was assisted by both the increase in organic volumes and multiple large-scale acquisitions that closed during 2Q24 to 1Q25. Although the overall volume growth was tracking slightly below our 1H25 growth expectations driving a lower revenue growth than BPe, the revenue growth run-rate was broadly in line with Consensus. The ARPF growth has returned to PFP's longer term growth range of 2-4% and in line with our expectations as the high inflationary environment eases and with some impact from new acquisitions given the ongoing M&A activity. Operating EBITDA of \$16.5m was at a margin of 26.8% largely in line with expectations considering ARPF outcomes.

Minor earnings revisions. We factor in the volume variances in today's update into our revenue estimates however re-weight our 1:2H revenues which see minor adjustments to our revenue/EBITDA assumptions. Our FY25e estimates see overall volume growth of ~10% and ARPF growth of ~3.5% driving total revenue growth of ~14%, with 1H at ~16% and 2H at ~12% growth. This sees our NPAT forecasts -0.4%/-0.3%/-0.2% for FY25/26/27e.

Investment View: PT +6% to \$6.80, Maintain BUY. Our PT is up 6% to \$6.80/share (prev. \$6.40/share), as we factor in a lower WACC of 7.8% (prev. 9.2%) driven by a reduction in the risk-free rate to account for the easing monetary cycle ahead. We continue to view PFP's growth as well supported by a strong underlying business with pricing power and acquisitive strategy in a large/fragmented market which is bolstered by the M&A firepower of ~4 years worth of acquisitions (BPe) at a run-rate of ~\$40m executed annually (~1% market share vs current ~10% as of CY24e, BPe). We also view the freehold property portfolio valued at cost less depreciation of ~\$232m as a strong hedge to the net gearing level of ~2x.

Disclosure: Bell Potter Securities acted as the Joint Lead Manager for PFP's \$90m equity raising in January 2024 and received fees for that service.

REA Group (REA) Buy, TP\$258.00 – Michael Ardrey

1Q25: Another double-digit performance

1Q25 at a glance

REA's 1Q25 trading update was in-line with BPe and headlined by a broad-based listings performance and double-digit yield growth. Key highlights:

Listings: Listings grew 7% for Q1 driven by Syd/Mel at 11%/9% respectively. Despite the strong Syd/Mel performance, geo mix became a slight headwind due to the growth base broadening into lower-yielding Bris/Perth (12%/14%).

Yield: Residential Buy yield growth of 15% (FY25 BPe: 16%) was underpinned by a 10% average national price rise, increased Premier+ take-up, wider depth penetration and product add-ons. Geo mix dragged yield by -1%.

P&L: Group revenue grew 21% for Q1; Residential revenue grew 23% driven by the 7% increase in listings, 15% increase in Buy yield and solid Rent performance. REA India revenue grew 42%. Opex grew 17% YoY noting a significant 1H skew from timing of marketing campaigns and strategic headcount investment. Operating EBITDA (ex. associates) grew 23%.

Outlook: REA expects double-digit Buy yield growth in FY25 (BPe: 16%) but flagged a potential geo mix drag cycling strong Syd/Melb 2H24 volumes and developing momentum in lower-yielding Brisbane and Perth. Opex guidance was maintained for high single digit growth (1H skew) (BPe: 9.8%). Q1 listings have continued into Oct; new Buy listings grew 7% LFL with continued double-digit growth in Syd/Mel.

Investment view: Maintain Buy, TP \$258.00/sh (prev \$239.00)

We make no changes to our earnings forecasts however we decrease our WACC to 7.5% (prev. 8.2%) and increase our FY26e P/E target multiple to 56x (prev. 54x). REA has further entrenched its audience leadership position which has seen vendors prioritise the platform and drive premium product uptake, reflected in ongoing strength in Buy yield. Seller confidence has continued to underpin a positive operating environment, supported by continued appetite for new lending despite 'elevated' interest rates. We remain Buy rated.

Sector

Real Estate – Andy MacFarlane & Connor Eldridge

Bells Weekly TREITs

Voting with your feet - REITs -3.3% vs. +0.8% XJO w/w

Tough week for the REIT sector with Aus 10yr bonds rising +20bp to 4.65% (US +13bp to 4.43%) as US Presidential elections drove macro moves. Liquid large cap (**GPT -6.3%**, **VCX -4.6%**) and earnings leveraged REITs (**CNI -3.5%**, **CHC -2.9%**) were impacted. Numerous REITs have now traded off -10% on a 1mth basis which highlights: (1) how well HMC has performed (+20.4% vs. -5.3% XPJ on 1mth basis); and (2) relative value starting to reappear given the global nature of rate easing cycles (notwithstanding could be a higher floor than previously assumed). Indeed, the Fed cut rates in the US this week by 25bp to 4.5%-4.75% range.

News-wise, **AVJ (-9.1%)** hosted its AGM with Board renewal afoot, with quarterly updates from **GPT**, **SCG (-2.6%)** and **GMG (-3.6%)**. GMG provided more colour on its data centre ambitions with starts occurring globally (EUR, US, Aus) in CY25 for which the forward powerbank remains at 5GW with power for 2.6GW secured, but comments that total work might actually be closer to 2x that (10GW).

Chart & Thought of the Week – Changing landscape

Extending on GMG, this week we attended a briefing presented by FTSE EPRA NAREIT heads. Recent inclusions of A-REITs and operators with more active earnings in global indices (GMG, CHC, NXT) highlights the changing landscape of real estate globally. Our CoTW shows the extended version of the index which includes cell towers (telco), for which its clear how much alternatives like data centres, health care, storage etc have grown as diversified, retail and office have retreated, with indices changes also reflect the evolving role of non-rent earnings streams.

Upcoming Catalysts / Events

- **LIC AGM**– 12th Nov – ‘Spring sale’ ongoing. FY25-27 cumulative settlements 1,015 BPe vs. 1,191 VA consensus.

- **APZ AGM**– 15th Nov – Expecting a business update based on 30th Oct disclosure (at time of EGH stake disposal).

Smartgroup Corporation Ltd (SIQ) Buy, TP\$10.00 – Hayden Nicholson

High voltage

Can utilisation offset the downward trend in vehicle sales

Traditional volume drivers continue to demonstrate cooling in the broader auto market. Upon closer examination, we view SIQ as reasonable buying at the current levels and review key developments.

Energy types

Our channel checks indicate that Tesla has introduced a \$3,000 price reduction for Model Y and Model 3 vehicles; purchased and financed under a novated lease. The promotion will apply during 4Q24 for deliveries made before 20 December 2024. Tesla sales weakened in Oct-24 with the combination of nameplates contracting -26% YOY and marks seven consecutive months of poor performance. Lesser-known EV sales grew +22% YOY to 4,950 with solid traction in an overall declining passenger segment. We believe imminent release of the Kia EV5 SUV and BYD Shark 6 pickup should bolster sales further. Hybrid and Plug-in Hybrid Electric (PHEV) sales continued to cannibalise petrol and diesel vehicles in Oct-24, with the former two displaying high double-digit growth.

Vehicle supply

R12M Melbourne and Kembla berthing port data has demonstrated a -9.5% YOY decline through to Sep-24; and compares to +6.9% YOY growth in regional sales for VIC and NSW. SIQ's average delivery interval improved to ~65 days in 1H24 and we see this development translating into further unwind of \$10m pipeline revenue.

Migration

Large (albeit tapering) arrivals and persistently low departures have driven outsized population growth over +2.1% when annualised since Dec-22 (pre-covid avg. +1.4%). In our view, this remains a positive leading indicator for salary packaging and vehicle sales growth, particularly with the choice of healthcare and social assistance in job mobility.

We make no earnings changes in this report and value SIQ utilising a ROIC approach.

Investment view: Buy rating unchanged

SIQ has retreated -11% over the last three weeks and we do not believe it is priced for the expected earnings profile. Our target price lifts to \$10.00 on model roll-forward and our confidence in orderbook/settlement growth with car discounts and availability. Buy.

Sector

Agriculture and FMCG – Jonathan Snape

One minute week

Agency comments and forecasts

Australian milk production (Sep'24): Australian Milk production rose +1.4% YOY in Sep'24. SE Australian milk production was up +2.6% YOY and YTD is up +3.0% YOY. Milk in core BGA catchments YTD is up +3.3% YOY.

GIAV winter crop review: GIAV tour of the VIC acreage has resulted in a wheat crop forecast of 3.4mt (vs. ABRAE at 4.0mt) and a barley crop forecast of 2.6mt (vs. ABARE at 2.4mt). The forecast is based on yield analysis in field trials and reflects the impact of recent frost and hail events in the southern acreage.

GDT event (367):SMP was up +4.0% from the previous event at US\$2,850/t and inline with last weeks pulse event of US\$2,860/t pulse event. YTD average and futures implies FY25e SMP values of US\$2,889/t vs. US\$2,587/t in FY24.

US Trade data (sep'24):Three points of interest: (1) Almond blended export values on a kernel equivalent basis climbed +12% YOY to US\$2.48/lb on a +10% YOY volume gain; (2) crop protection imports climbed +66% YOY in volume terms (R3M volumes up +51% YOY) and +67% YOY in value terms; and (3) Imports of IMF into the US from Australia were up +32% YOY in volume terms. Volumes through 1Q25 were running +5% relative to average FY24 levels.

China Marriages:Data through the first nine months of CY24, highlight a -17% YOY decline in marriage registrations in China. Over the past 10yrs there is a 92% correlation between marriages and births the following year and 66% correlation since CY00. If sustained a fall of this magnitude is materially higher than the traditional year of the dragon move of -2%.

EU JRC Crop monitoring (Oct'24 edition):Yield forecasts were revised down in maize, sunflower and soybeans on a weaker summer cropping outcome in Bulgaria, Romania, Hungary, Croatia and Italy. Overly wet conditions were observed in parts of central and Western Europe (notably Italy, France, Germany and UK) causing delays to summer crop harvests while hampering winter cereal crop sowing.

News that caught our eye

GrainCorp:In its third harvest receipts announcement, GNC has received 3,394kt a +2,277kt uplift from last week and compares to 1,518kt for the 2023-24 harvest and 3,900kt in the 2020-21 harvest. Receipts so far have largely been confined to QLD & NSW, where yield outcomes are likely to be the strongest.

ADM:Preliminary 3Q24 results highlighted a -25% YOY fall in crush earnings due to lower canola crush margins due to higher European canola seed prices relative to soy.

Nutrien:Reported 3Q24 results and noted lower crop protection sales in North America due to lower selling prices and favourable growing conditions resulting in reduced pest pressure. The outlook noted Australian growing conditions for winter crops had been favourable with timely rains received in key areas, supporting crop production prospects and expected grower returns.

Disclosure: Bell Potter Securities acted as lead manager and book runner in BUB's \$14m institutional placement and \$3m SPP in Nov'23, as lead manager and bookrunner in CSS's \$9.5m placement in Nov'23 and as joint lead manager and underwriter in SHV's \$80m placement and entitlement issue in Oct'24. Bell Potter Securities received fees for these services.