

# Huntleys'

## **\*+/- Market**

The difference in percentage performance between the stock and the overall market. For example, if the stock return is 15 percent and the market return is 10 percent for a given period, then the +/- figure will be 15 percent -10 percent = 5 percent

## **+/- All Ordinaries Index**

The difference in percentage performance between the stock and the overall market. For example, if the stock return is 15 percent and the market return is 10 percent for a given period, then the +/- figure will be 15 percent -10 percent = 5 percent.

## **+/- ASX Sector**

The difference in percentage performance between the company's stock and the Sector or Industry Index. For example, if the stock return is 15 percent and the sector return is 10 percent for a given period, then the +/- figure will be 15 percent-10 percent=5 percent.

## **10 year total return**

A chart of total return on the specified share for the last 10 years (where total return is capital growth plus dividends under the assumption that all dividends are reinvested in the specified share). The value of the investment at the start of the 10 year period is set to \$A 10,000

## **3 month price volume**

Provides two charts. The top chart contain the daily market close price for the specified share as well as the price range over which the share was traded during the day. Underneath this the daily volume of the specified share is charted (ie: the number of shares traded on the particular day).

## **3 year total return**

See 10 year total return. Only difference is that the charting period is 3 years instead of 10.

## **30 day price volume**

See 3 month price volume . Only difference is that the charting period is 30 days instead of 3 months.

## **52 week high**

The highest market close price over the last 52 weeks

## **52 week low**

The lowest market close price over the last 52 weeks

## **6 month price volume**

See 3 month price volume . Only difference is that the charting period is 6 months instead of 3 months.

## **60 day price volume**

See 3 month price volume . Only difference is that the charting period is 60 days instead of 3 months.

## **ABN**

"Australian Business Number" - Used by the Australian Tax Office (ATO) to identify a business.

## **Abnormal tax**

Income tax expense attributed to abnormals/significant items.



### **Abnormals or non-recurring items**

Gross abnormals before tax.

Abnormals are Items which are part of the organisations operations but are considered abnormal as they are of a non-recurring nature.

Examples include major bad debt write-offs, acquisition expenses and differences in exchange rates movements. Abnormal items are determined according to the discretion of the Aspect Huntley analyst to whom the company is allocated.

### **Accounts Close Date**

The date of the company's financial year end. Current year only.

### **Accounts Payable**

Short term accounts payable including trade creditors and other creditors.

Amounts owed by an entity to vendors for products and services purchased on credit. This item appears on the company's balance sheet and is classified as a current liability since the expectation of the liability is to be fulfilled in less than a year.

### **Accounts payable - Current Liabilities**

Short term accounts payable including trade creditors and other creditors.

Amounts owed by an entity to vendors for products and services purchased on credit. This item appears on the company's balance sheet and is classified as a current liability since the expectation of the liability is to be fulfilled in less than a year.

### **Accounts Payable - Non-Current Liabilities**

Total long term creditors.

Amounts owed by an entity to vendors for products and services purchased on credit. This item appears on the company's balance sheet and is classified as non-current liability since the expectation of the liability will be fulfilled in more than a year.

### **Accumulated Depreciation**

Accumulated depreciation of fixed assets.

The total depreciation that has occurred on a specific asset up until the present time. Depreciation charges appear as an expense on the company's statement of financial performance. The depreciation expense is usually based on the likely useful economic life of the asset, the pattern of reduction in services during life and its likely residual or salvage value on disposal at the end of its life.

### **ACN**

"Australian Company Number" - A unique, 9-digit number issued by the Australian Securities and Investments Commission to all new companies. The number is used for identification when the company transacts business.

### **Adjusted Net Profit**

The operating profit after tax and interest, but excluding abnormals and non-recurring items.

### **Adjusted Prices**

Adjusted prices are those prices adjusted for any dilution factors. A dilution factor is a numeric figure that is used to adjust "per share" indicators and ratios for such items as bonus issues, rights issues and reconstructions (i.e. issues that dilute the existing capital base.) Adjustments for dilutions allow comparability of current year figures with those of previous years.



## **AGM**

"Annual General Meeting" - A compulsory meeting held annually where the general public can be informed on the operations of the business and shareholders may use their right to vote on various matters concerning the business.

## **All Industrials**

The All Industrials includes all the non-resource stocks on the ASX. The index is dominated by the big four banks and Telstra

## **All Mining**

The All Mining index includes the gold and other metals industries only. It includes resource stocks that are involved in mineral exploration and production. The index is dominated by BHP and RIO.

## **All Ordinaries**

The All Ordinaries Index is the headline index for the Australian Stock Exchange. Following the restructuring of the ASX indices, the All Ords is made up of 500 companies and accounts for around 98% of the total market value.

Stocks included in the index are fully weighted by market capitalisation.

## **All Resources**

The All Resources covers the first four industries - gold, other metals, diversified resources and energy. The index includes all the mining and energy stocks and is dominated by BHP, Rio Tinto and Woodside Petroleum

## **Alteration to issued capital**

When a company makes changes to the number and type of shares floated on the stock exchange

## **Alteration to Notice of Meeting**

When a company changes a shareholder meeting date

## **Amortisation**

Total amortisation including goodwill.

The write-down in value over time of intangible assets such as goodwill, intellectual property or property leases. Amortisation can also be the gradual elimination of a liability such as a mortgage in the form of regular payments over a specified period of time. The amortisation of tangible assets is typically referred to as depreciation.

## **Announced - Takeover**

Initial announcement date

## **Annual Report**

A compulsory report, released under the guidelines of the relevant stock exchange, providing information on the operations of the business to the general public.

## **Annual Report Released Date**

The date that the company's most recent Annual Report was released to the public.

## **Appendix 3B**

A compulsory report required to be lodged to the ASX on the announcement of a new issue of securities



### **Aspect Earnings Model**

This ratio forms the basis of our value rank. The ratio is the current share price divided by the intrinsic share value, as determined by the Aspect Earnings Model.

A ratio less than 1 indicates undervaluation and a ratio greater than 1 indicates overvaluation. See our Understanding section for more detail on the Aspect Valuation Model.

### **Asset Acquisition**

Market releases detailing assets acquired by the specified company

### **Asset Base Decomposition**

This section divides the company's total asset base into eight separate components and expresses each as a percentage of the total assets.

### **Asset Disposal**

Market releases detailing assets disposed of by the specified company

### **Asset Management Ratios**

See Asset Turnover

### **Asset Turnover**

Operating revenue / total assets.

Asset Turnover measures the efficient use of assets and how well they produce revenue during the corresponding period. It is calculated by dividing net sales by total assets.

### **Assets**

Resources that have value to their related parties with the expectation that they will provide some future benefit.

### **ASX Code**

A unique 3 or 5 letter code used to represent a company listed on the Australian Stock Exchange.

### **ASX Home Exchange**

The local capital city branch of the ASX that Company reports to

### **ASX Listing Date**

The official date the company listed on the Australian Stock Exchange Note: this data does not change.

### **ASX Sector**

Companies are classified into 24 industry sections, which are split between Industrials and Resources. The sector a company belongs to depends on the company's industry classification. The Index Services Department of ASX determines Industry classifications by looking at each company's present and future source of profits, asset allocation or revenue. Current data ONLY.

### **ASX Sub-Sector**

Companies are classified into 24 industry sections, each of which are divided into a number of sub-sections. The sector a company belongs to depends on the company's industry classification. The Index Services Department of ASX determines Industry classifications by looking at each company's present and future source of profits, asset allocation or revenue. Current data ONLY.



### **Auditor Sign-Off Partner**

The name of the audit partner who has signed off the company accounts, on behalf of the auditor firm.

### **Auditors**

The current or most recent auditor used by a company, as reported in the Annual Report.

### **Average Analyst Recommendation**

This table shows the average analyst recommendation for the stock where 1 = Strong Buy and 5 = Strong Sell. For example an average recommendation of 1.3 translates into a strong to moderate buy.

The average recommendation for the sector and market provides a benchmark and helps put the stock's recommendation in perspective. The average recommendation for the market highlights analysts' tendency to place more emphasis on buys rather than sells.

### **Average annual P/E ratio**

Calculated on the basis of monthly closing prices and gives an indication of the company's P/E over time. It is measured by dividing the monthly closing share price for that year by earnings per share.

Average annual P/E ratios can provide a useful benchmark for comparing the company's current P/E ratio. Companies which are selling for much more than their historical P/E could be overvalued. It is important to bear in mind, however, that other factors can influence the level of P/E ratios. In the current low interest rate environment, for example, higher P/E ratios can be sustained.

### **Average Buy/Sell Spread**

The average percentage difference between the last bid and ask price each day. The figure is calculated each day based on all the closing prices for the year in question.

The buy/sell spread (also known as the bid/ask spread) is an important indicator of the liquidity of a stock. Typically, large cap stocks trade on low spreads, usually less than one percent. Smaller companies can sometimes trade on much higher percentages. Investors should examine this number carefully for small companies, as the spread will often be a more significant cost than brokerage, and can significantly affect the realisable return on a trade.

### **Bad and Doubtful Debts**

For banks, this is a provision taken from the profit and loss statement to cover problem loans.

### **Balance Date**

The date at which the financial period ends.

### **Balance Sheet**

A summary of the business at a specific point of time. The balance sheet summarises the assets, liabilities and equity of the business

### **Bank Acceptances**

For banks, the liability accepted by a bank in an acceptance agreement. This is typically used in letters of credit for the financing of international trade transactions.

### **Bankers**

The bank or banks currently used by the company, as reported in the Annual Report



### **Barrier Equity Call**

The unobligated right to purchase the equity at a price agreed to today. The life of the 'right' begins or ends when the price of the underlying equity passes through the predetermined barrier. There are four types of Barrier Equity Calls:

Up Knock-in – The life of the 'right' starts when the price of the equity increases above the barrier.

Up Knock-out – The life of the 'right' ends once the price increases above the barrier.

Down Knock-in – The life of the 'right' starts when the price falls through the barrier.

Down Knock-out – The life of the 'right' ends when the price falls through the barrier'

### **Barrier Equity Put**

See "Barrier Equity Call" - Only difference is that the 'right' is to sell, not purchase the underlying equity

### **Becoming a substantial holder**

A market notice that the specified company has become a substantial shareholder of another business

### **Beneficial ownership - Part 6C.2**

Announcements on the beneficial ownership of the specified company's equity. A party holding a beneficial ownership benefits from the asset even though the asset is not under their name.

### **Beta**

Measures the stock price's sensitivity to fluctuations of the market as a whole. A beta greater than one indicates greater volatility, and a beta of less than one indicates lower volatility, than the market. The company beta is based on industry beta information supplied by the Centre For Research in Finance at the Australian Graduate School of Management. The industry numbers are based on a rolling 48 month time series and are recalculated every quarter.

We calculate company betas by taking the industry average beta and then adjusting it for each company based on the company's financial leverage, as measured by market value debt to equity ratios. We believe using industry betas provides a more stable platform for evaluating risk and is less subject to statistical error.

We limit the resulting company beta to a minimum of .5 and a maximum of 2. We do this to minimize any outliers. We feel this provides a more useful number for valuation purposes.

### **Bidder's Statement - Market bid**

On Market Offer - A formal document for the consideration of shareholders in an on market offer. As such, the consideration will always be cash. The on market offer price may be varied. The offeror may extend the offer period (usually one month), although offers not may exceed six months. Stamp duty and brokerage will apply.

### **Bidder's Statement - Off-market bid**

Off Market Offer - A formal document for the consideration of members in Off Market Offer circumstances of an off market takeover. Major considerations of such statements include: conditions of the offer; the principal activities of the offeror and its intention in respect of existing employees and fixed assets of the offeree; the sources of consideration for the offer; and the offeror's existing entitlement in the offeree. Brokerage and stamp duty do not apply.

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## **Bidder's Statement**

Off Market Offer - A formal document for the consideration of members in Off Market Offer circumstances of an off market takeover. Major considerations of such statements include: conditions of the offer; the principal activities of the offeror and its intention in respect of existing employees and fixed assets of the offeree; the sources of consideration for the offer; and the offeror's existing entitlement in the offeree. Brokerage and stamp duty do not apply.

On Market Offer - A formal document for the consideration of members in On Market Offer circumstances of an on market offer. As such, the consideration will always be cash. The on market offer price may be varied. The offeror may extend the offer period (usually one month), although offers not may exceed six months. Stamp duty and brokerage will apply.

## **Bonds**

Money raised through the sale of fixed income securities.

Bonds are debt instruments that bind one party to repay funds to another party at a specific point in time. It is a promise by the issuer to repay the principal along with interest (coupons) on a specified maturity date. Payments are set out in the terms of the agreement that is normally supported by a deed.

## **Bonus Issue**

An offer of free shares to existing shareholders, often as an alternative to providing dividends.

## **Book Value per Share (net assets)**

Represents what the shareholder owns of the company, after netting total liabilities from total assets. It includes both tangible and intangible assets. It is measured by dividing shareholders equity by the number of shares outstanding, as of the year end balance date.

## **Books Close Date**

The date on which parties must hold shares in the specified company to be deemed eligible for the dividend-payment. Also known as the 'Record-Date'

## **Borrowings**

Long-term debt used to fund the acquisition of assets.

## **Business Summary**

A concise description of the company's operations and business interests. This information is updated at least every six months or sooner on the release of important information by the company.

## **Capex**

"Capital Expenditure" - Expenditure by the company to purchase or upgrade physical assets.

## **Capital**

Ordinary share capital.

Capital is the net worth of a business or the amount by which its assets exceed its liabilities. The term also refers to funding for investment in capital assets or to operate the activities of the business.

## **Capital Adequacy Ratio**

For banks, measures the level of capital held by a bank that can be used to withstand any losses resulting from credit risk. The total of risk-weighted assets is shown as a percentage of the capital base. The Reserve Bank of Australia requires a minimum of eight percent.

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## Capital Expenditure per Share

The amount of cash flow being reinvested in plant and equipment to maintain and grow the company's operations. It excludes investment in acquisitions. It is measured by capital expenditure divided by the diluted weighted average number of shares outstanding during the year.

## Capital Expenditure to Operating Revenue

Cash paid for property, plant & equipment / operating revenue

## Capital History

A summary of a company's capital changes since listing of all ordinary shares, including rights issues, bonus issues, calls, placements reconstructions etc. The Capital History table details the number of shares issued, the issue date and the terms of the issue CUMULATIVE DATA from ASX listing date.

The capital history is based on listed capital, and as such it excludes shares which are unquoted. This is consistent with the way the ASX records corporate actions by companies. The Capital Table, which provides a point in time reference for the company's shares, does include unquoted shares.

## Capital Reconstruction

Capital reconstruction involves changing the divisibility of the specified company's equity capital on market. The total value of the market capitalisation of the company remains unchanged, only the number of parcels (shares) that it is broken up into changes.

There are two types of capital reconstruction 'splits' and 'consolidations.' 'Splits' involve increasing the number of shares while 'consolidations' reduce the number of shares on the market. For example, a company with a market capitalisation of \$A 1,000 consisting of 1,000 shares worth \$A 1 each could 'consolidate' these into 500 shares worth \$A 2 each or 'split' the shares into 2,000 shares worth \$A0.5 each.

## Capital Structure

Shows the sources of long-term funding for the business. This funding can be either long-term debt, shareholders equity, or preferred stock, which has characteristics of both debt and equity. The percentage of capital which comes from debt, and from equity, is shown here. This ratio is also known as the debt ratio. Also shown in this section is the annual interest cost of the debt.

There is no right or wrong level of debt. The appropriate level will depend on the characteristics of the company and the economic environment. Low levels of debt will reduce the financial risk of a company from the shareholders point of view, but will also potentially reduce the returns to shareholders because there is less "leverage" or gearing available to boost returns. The things to look for when assessing debt are: 1) Is there sufficient interest cover to pay the interest costs associated with the debt? 2) Is ROE higher than ROC? This shows whether the debt has been a benefit or not to shareholders.

## Capital Table

A list of the various securities currently issued by the company (both listed and unlisted securities). The date of the last change in the quantity of any of the securities issued is also provided.

## Capital Turnover

Operating revenue / operating invested capital before goodwill.

This ratio shows the value of sales revenue that the company has generated per unit of capital invested in the business. Companies that are highly capital intensive such as airlines and steel producers will tend to have lower Capital Turnover than services companies or distributors that require lesser capital expenditures. In the cases where operating invested capital before goodwill is less than zero, we have set the value of Capital Turnover to null.



### **Capitalised Interest**

Interest expense regarded as having ongoing value and therefore transferred as an asset to the balance sheet. Capitalised interest is not immediately expensed, it is treated as an asset and amortised over time in the income statement.

### **Cash**

Total cash including short term deposits.

Cash is classified as a current asset on the balance sheet, and is comprised of currency, coins, cheques, and balances in bank accounts.

### **Cash flow per share**

Net cash from operating activities, divided by the diluted weighted average number of ordinary shares outstanding. Net cash flow represents cash from operating activities. It includes tax, but does not include capital expenditure. Free cash flow can be derived by subtracting capex per share from cash flow per share.

### **Cash Per Share**

Cash / number of shares outstanding at the end of the period.

### **Cash flow Coverage**

Measures the ability of a company to meet its fixed interest obligations. It represents the net cash flow for the year, divided by the interest paid.

### **Cash flow Ratios**

A set of ratio's measuring the cash flow performance of the specified company.

### **Ceasing to be a substantial holder**

A market notice that the specified company has ceased being substantial shareholder of another business

### **Change in Gross Debt**

The Debt Analysis section details the structure (or type) of interest bearing debt and changes in the level of that debt. Net debt is calculated as total gross debt less cash.

### **Change in substantial holding**

A market notice that the specified company has changed it's substantial shareholding in of another business

### **Change in Total Equity**

The total change in reported equity

### **Change of Director's Interest Notice**

A notice that the directors' of the specified company have changed their equity interests in the company

### **Claims Expense**

For insurance companies, the amount paid out to policyholders from claims lodged, after allowing for recoveries.

### **Claims Outstanding**

claims received but not yet settled. Can be either a current liability (expected within one year) or non-current (expected to be paid later than one year).



### **Claims Ratio**

For insurance companies, the ratio of net incurred claims to net earned premium. The Claims Ratio (otherwise known as the Net Loss Ratio) is part of the combined ratio for insurance companies. The Claims Ratio provides an indication of the risk profile of the business written by the company, and its ability to manage its claims efficiently.

### **Claims Solvency Ratio**

For insurance companies, the measurement used to determine solvency. The ratio is measured by quoting net assets as a percentage of outstanding claims. The Insurance Act requires insurers to maintain net assets of a minimum of 15 percent of net written premiums.

### **Closing Date - Takeover**

Estimated last date to which the offer remains open. Extension dates are also included in this field. The final date is available in the Final Close Date field.

### **Co. Type**

This refers to whether the company is on the Industrial or Mining Board as assigned by the ASX Current data ONLY

### **Combined Ratio**

For insurance companies, the sum of the loss ratio and the expense ratio. This ratio determines the underwriting profit or loss of an insurance company during the financial year. A ratio of over 100 percent indicates an operating loss.

Insurance companies generally make only small, or even negative, underwriting profits. They will rely on investment returns from shareholders and policyholders funds to provide the major source of revenue. Nevertheless, well managed insurance companies can often sustain a long-term combined ratio under 100 percent. This is particularly desirable.

### **Company History**

Information on the structure of the company, including: incorporation, name changes, organisational structure and previous listings (e.g., vendor relationship, parent company, subsidiary), activities prior to listing if changed, reconstructions and consolidations of capital. Contains cumulative data.

### **Company Type**

This refers to whether the company is on the Industrial or Mining Board as assigned by the ASX Current data ONLY

### **Concise Financial Report**

A shorter version of the financial report summarising the vital information on the company. Often excludes many of the notes to the financial statements and may need to be read in conjunction with the full financial report.

### **Confirmation that Annual Report was sent to Security Holders**

A confirmation letter stating that the Annual Report was sent to shareholders on a specific date

### **Consensus Analyst Recommendation**

See "Average Analyst Recommendation"

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## **Consideration**

The amount of cash or scrip offered per share, in respect of takeover offers whether formal or on market.

## **Consultant**

Consultant / advisor to the company at the time of the float.

## **Contributing Analysts**

A list of analysts that have contributed to Thomson Financial's mean forecasts. Some of the brokers have withheld their names.

## **Conversion Ratio**

The number of shares receivable at the conversion of the convertible note/bond from debt to shares. It is calculated using the following formula:  $\text{Conversion Ratio} = (\text{Par value of convertible note/bond}) / (\text{Conversion price of equity})$

## **Convertible Equity**

Debt instruments that can be converted into shares

## **Corp Tax Rate**

The rate of tax payable on company profits

## **Corporate Calendar**

A calendar outlining important dates for the specified company. This usually includes report release dates and the date of the Annual General Meeting (see AGM)

## **Cost-To-Income Ratio**

For banks, the non-interest costs divided by the total operating income. This ratio is an important measure of the banks ability to manage their costs efficiently. It excludes provisions for items such as bad and doubtful debts.

## **Creditors CL**

Creditors "Current Liabilities" - parties which lend the specified company money that is expected to be paid back within 12 months

## **Creditors To Operating Revenue**

Current creditors / operating revenue

## **Current Analyst recommendations**

This chart shows analysts recommendations ranging from strong buy to strong sell. It shows the number of analyst recommendations for each category.

The chart can be a useful measure of the analysts feeling about a particular stock and the divergent view amongst the analysts. However, you will notice that buys are more frequent than sells and a strong sell is particularly rare.

## **Current Assets**

Resources of value to the specified company with future benefits expected to be fully realised within 12 months.

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## **Current Directors**

A list of the current directors of the company. The director's date of birth, position name, date of appointment and profile from the last annual report are provided. The list of current directors is updated within 24 hours of announcement.

## **Current Inventory**

Total inventory under current assets.

## **Current Investments**

Investments where all future gains are expected to be realised within 12 months

## **Current Liabilities**

The specified companies obligations that are expected to be called upon within 12 months

## **Current Management**

A list of the current management of the company. This information is as reported in the most recent annual report except in the cases of Executive Directors, Company Secretaries and Chief Financial Officers who's changes are reported by companies as they occur throughout the year.

## **Current Position**

Shows the current assets and current liabilities, which together are known as working capital. These balance sheet items represent short-term capital needed to run the business on a day-to-day basis.

The current position can provide some important indicators of a company's short-term health. Generally, a positive level of working capital (current assets, less current liabilities) is needed to ensure sufficient cash flow to fund the ongoing business. Working capital which is too high, however, can be a sign that too much money is being tied up in these assets. For example, inventories might be growing faster than sales, which could lead to problems if they cannot be sold at their stated cost.

## **Current Ratio**

Current assets / current liabilities.

Current assets divided by current liabilities. This ratio is a useful measure of the short term debt-paying ability of the company. The higher the ratio, the more liquid the company is. Whilst a ratio of 2 or more was traditionally considered desirable many companies have reduced this in recent years as operating cycles have shortened. It is more relevant to understand the ratio in the context of the sector average and the trend over the last few years.

## **Current year end**

The date on which the current reporting year ends.

## **Customers Acceptances**

For banks, an acceptance is a guarantee used extensively in international trade to effect payment for merchandise in import/export transactions.

## **Daily Fund Update**

A daily fund update is an announcement provided to the ASX by some LIC's. The release generally provides information on the fund's performance, net asset value and current holdings in listed securities.

## **Daily Share Buy-Back Notice**

A daily update provided by companies participating in share buy backs. The announcement contains the type of buy back, the number of shares bought back and at what price

**Date appointed**

The date the director was appointed to the board of directors of the company. Note this data has only been collected since November 2001. Note also that we are currently in the process of auditing this field and we intend to complete this process by December 2003.

**Date Resigned**

The date the director ceased to be a director of the company. Note this data has only been collected since November 2001.

**Date Unconditional**

The date on which conditional takeover offers are declared to be free of conditions. This confirms that the conditions of the takeover, as specified in a particular clause of the formal offer document, have been fulfilled, and that members can be assured of receiving the cash or scrip consideration, within the time period set out in the offer document. It is further confirmation that the offer, in its entirety, is likely to be successful.

**Days Inventory**

(Current inventory / operating revenue) \* # days in financial year.

**Days Payables**

(Creditors / operating revenue) \* # days in financial year.

**Days Receivables**

(Debtors / operating revenue) \* # days in financial year.

**Debt and Safety Ratios**

Ratio's that include measures of the specified company's debt/equity mix, ability to meet obligations and the asset backing of shares.

**Debt Due**

Represents debt which is short term, i.e., due within one year. Forms one part of total debt, the other part being long-term debt.

**Debt Structure**

Debt structure refers to the composition of the specified company's debt. This can include the number of creditors the company is borrowing from, the number and type of debt instruments that the company holds and the time horizon over which the debt is due.

**Debt/Equity Ratio**

Ratio of interest-bearing debt to shareholders equity, as of the last annual report. Shareholders equity is based on the book value of equity, not the current market value of a company's stock.

**Debtors**

Parties which owe the specified company money.

**Deferred Tax**

For property and investment companies, a provision for future taxation liabilities based on the unrealised gains in the company's property or investment portfolio.



### **Deferred Taxes**

Provision for tax payable

### **Deposits**

For banks, the money held by banks on behalf of customers in the form of cheque accounts, savings accounts and the like. Deposits are typically the largest single source of funding for banks.

### **Depreciation**

The amount by which the company's depreciable assets have been written down during the year. Depreciation will be correlated with capital expenditure, but will lag as capital expenditure is gradually expensed in the profit and loss statement. High levels of current capital expenditure will generally be followed up with higher depreciation in future periods, which will lower earnings.

### **Depreciation and amortisation**

Total depreciation and amortisation

### **Depreciation to Capital Expenditure**

Depreciation / cash paid for property, plant & equipment

### **Depreciation to Operating Revenue**

Depreciation / operating revenue

### **Depreciation to PPE**

Depreciation / gross property, plant & equipment

### **Directors Buying**

Buy transaction by directors over the past twelve months (data captured since December 2001). Trades in shares (both directly and indirectly held), options and convertibles are displayed. In the case of share trades the value of the trade is presented as reported. If a value is not reported, we make an estimation by multiplying the number of shares traded by the closing share price on the day of trade. Directors must report their transactions within five days of trade. This data is captured within 24 hours of announcement.

### **Directors Date of Birth**

As the actual date of birth is often not disclosed in company announcements (such as Annual Reports) we create an estimated date by subtracting the year of the announcement by the persons age. This effective date can be out by one year depending on the persons age relative to when an announcement is made.

### **Directors Interests as at Last Notice**

The current list of securities held by each director. The list displays the number of shares held directly and indirectly (by way of influence) as well as the number of options and convertibles held. The holdings are captured from annual reports and any recent transactions.

### **Directors Interests from Annual Reports**

The list of securities held by each director as reported in the past two annual reports. The lists display the number of shares held directly and indirectly (by way of influence) as well as the number of options and convertibles held.



### **Directors Selling**

Sell transaction by directors over the past twelve months (data captured since December 2001). Trades in shares (both directly and indirectly held), options and convertibles are displayed. In the case of share trades, the trade value is displayed as reported. If no value is reported, we make an estimate by multiplying the number of shares traded by the closing share price on the day of trade.

Directors must report their transactions within five days of trade. This data is captured within 24 hours of announcement.

### **Directors' Statement re Takeover**

Statements by the directors of the specified company to the public regarding takeovers. This may be regarding the company taking over another or being taken over itself.

### **Disclosure Document**

A document provided by companies wishing to list on a stock exchange, or raise further funds. The document contains information about the company's business activities, the use of the funds to be raised and a timeline for issue of the securities

### **Discount rate**

The Aspect Valuation Model uses the discount rate to calculate the present value of future earnings and cash flows. It is calculated using a formula known as the Capital Asset Pricing Model (CAPM).

The discount rate incorporates a risk-free rate (yield on long-term bonds) and a risk factor for individual stocks, which is calculated by multiplying a stocks beta by a market risk premium. The market risk premium used is 5.5 percent, which is based on market returns over a 60-year time frame.

The discount rate is a key driver of stock prices. Small changes will have a significant impact on a stocks current value. When interest rates go up, for example, the stock price will decline because the higher interest rate has increased the discount rate and hence reduced the present value of the companys future cashflows. You can test this by inputing different rates and re-running the model.

The discount rate can be thought of as the companys cost of equity based on its individual risk profile. The higher a companys beta or risk profile, the higher the required rate of return to compensate the investor for taking on more risk.

For more information on the CAPM and risk, see our section on "Investing Fundamentals" in "How This Works".

### **Distribution of Shareholders**

Information on the number of shareholders in various ranges of holdings sizes. The total number of shareholders is also shown. This data is as reported in the company's annual reports.

### **Dividend Pay Date**

The date on which the dividend will actually be paid to shareholders.

### **Dividend per Share (DPS)**

Total dividend for the year, divided by the number of shares ranked for dividend.

### **Dividend Reinv. Plan**

A scheme under which a company gives its shareholders the option of reinvesting all or part of the their dividends in new shares in the company, usually at a small discount on the market price OR A commonly-offered facility allowing for the automatic reinvestment of a shareholder's dividends in more shares of the company in question. DRPs are often offered to shareholders without brokerage charges, while some provide for the purchase of additional shares at a discount to the prevailing market price. This field state whether a DRP is currently operating or not. Current data ONLY

# Huntleys'

## **Dividend Reinvestment**

Refers to the practice of reinvesting the cash dividends payment received back into relevant company by purchase more shares. Companies may have dividend reinvestment plans that may offer shares at a discount to the market price or other incentives for reinvesting dividends back into company.

## **Dividend Stability**

This calculation is designed to assess the probability of a future cut in dividends based on the company's 10-year track record. It is based on two factors: (1) The number of times in the last 10 years (or less, if data is not available), in which the annual dividend has been cut. This percentage is then multiplied by the average percentage size of the cut. The higher the percentage, the more stable the dividend. A dividend stability of 100 percent indicates no dividend cuts have been recorded.

## **Dividend Type**

The types of dividends are as follows:

- Interim – Ordinary dividends paid out of profits from the first half of the year.
- Final – Ordinary dividends paid out of profits from the second half of the year or for the full financial year.
- Special Cash – A one off cash dividend that is not expected to reoccur
- Special Scrip – A one off dividend that is not expected to reoccur and can be, at least proportionally, received as shares.
- Q1, Q2, Q3 & Q4 – Ordinary dividend paid quarterly from profits in the 1st, 2nd, 3rd and 4th quarters respectively.
- Monthly – Ordinary dividends expected to be received on a monthly basis
- Capital Return – Dividend payment's that don't represent earnings. They can be interpreted as a repayment of some of the share capital.

## **Dividend Yield**

The average of the actual dividend over the last 12 months, and the consensus projected dividend for the next 12 months, all divided by the average share price over the past 12 months. The dividend yield calculation excludes special dividends.

If no consensus forecasts are available then the dividend yield is calculated using the total dividend from the last financial year.

## **Dividend Yield (%)**

see "Dividend Yield". To get dividend yield as a percentage the dividend yield is multiplied by 100

## **Dividend Yield (after tax)**

Calculated by including the effect of imputation credits from franked dividends or, in the case of property trust dividends, by including the effect of tax-free and tax-deferred dividends. For the purposes of the calculation, it is assumed the shareholder is on the top marginal tax rate of 48.5 percent. Shareholders on a lower tax rate will have a higher after-tax dividend yield.

## **Dividends**

Dividends are the income component of shareholders return. They are the portion of the company's profits repaid to owners. Subsequently, the amount of dividends paid usually fluctuates according to the performance of the company with the exception of dividends on preference shares, which are usually set at a fixed amount.

## **Dividends Paid**

The dividends paid by a company to its shareholders. See also "Dividends"



### **Dividends Received**

Dividends Received. Sell also "Dividends"

### **Dividends Reinvestment plan**

A scheme under which a company gives its shareholders the option of reinvesting all or part of their dividends in new shares in the company, usually at a small discount on the market price OR A commonly-offered facility allowing for the automatic reinvestment of a shareholder's dividends in more shares of the company in question. DRPs are often offered to shareholders without brokerage charges, while some provide for the purchase of additional shares at a discount to the prevailing market price. This field state whether a DRP is currently operating or not. Current data ONLY

### **Dividends Reinvestment Plan Features**

see "Dividends Reinvestment plan"

### **DPS**

see "Dividends per share"

### **DPS Adj Ex Spec**

Total Dividends per share excluding special dividends. See "Dividend Type"

### **DPS Forecasts**

Dividends per share forecasts by the company as displayed in the prospectus

### **Due from Banks**

For banks, this earning asset includes receivables from other banks and financial institutions in Australia and overseas.

### **Earnings and dividends forecasts**

The site provides consensus forecasts for earnings per share and dividends per share. The consensus forecasts are based on the median forecasts of research analysts from leading brokers who cover the stock. Consensus forecasts are provided by Thomson First Call Global Estimates

### **Earnings Before Interest and Taxes (EBIT)**

Reported earnings before tax and net interest (interest revenue less interest expense).

### **Earnings Forecasts**

Earnings forecasts by the company as displayed in the prospectus.

### **Earnings Per share**

see "Earnings per Share (EPS)"

### **Earnings per Share (EPS)**

Earnings attributable to each common share, adjusted for capital reconstructions (such as stock splits) and dividends. Measured by net income after preference dividend, divided by the diluted weighted number of ordinary shares outstanding during the year. The earnings exclude non-recurring items such as abnormals and extraordinary items.

For equity investment companies, the EPS calculation includes the net gain/loss on the sale of long-term investments.

# Huntleys'

## **Earnings pre abs per share**

Earnings attributable to each common share, adjusted for capital reconstructions (such as stock splits) and dividends. Measured by net income after preference dividend, divided by the diluted weighted number of ordinary shares outstanding during the year. The earnings exclude non-recurring items such as abnormals and extraordinary items.

For equity investment companies, the EPS calculation includes the net gain/loss on the sale of long-term investments.

## **Earnings Surprise**

The Earnings Surprise chart highlights whether a company has delivered a better than the expected full year result or it has fallen short of analysts' expectations.

A positive surprise means that the company has delivered a better than expected result. A negative surprise means that the company has not met analysts' forecasts.

In the majority of cases, a positive surprise will boost the share price following the announcement of the result. On the other hand, a disappointing result will see the stock sold off by the market, particularly if there are high growth expectations factored into the share price and it is expensive relative to those expectations.

## **EAT**

Reported earnings after tax. This is figure as shown in a Company's Statement of Financial Performance

## **EBIT**

see "Earnings Before Interest and Taxes (EBIT)"

## **EBIT Before Abs**

EBIT before the inclusion of abnormal items - see "Earnings Before Interest and Taxes (EBIT)" & "Abnormals or non-recurring items"

## **EBIT Margin**

EBIT / Operating Revenue.

EBIT is the abbreviation for Earnings Before Interest and Taxes. The EBIT Margin is a key measure of the financial performance of the company's earning power and is equal to earnings before interest and taxes divided by operating revenue, expressed as a percentage.

## **EBITA Margin**

EBITA / operating revenue.

Calculated by looking at earnings before the deduction of interest expenses, taxes and amortisation, which is then divided by operating revenue and expressed as a percentage.

## **EBITDA**

Reported earnings before tax, abnormals, net interest (interest revenue less interest expense), depreciation and amortisation.

## **EBITDA Margin**

EBITDA / operating revenue.

The EBITDA margin measures the extent to which cash and non-cash operating expenses use up revenue. The ratio is of particular interest in cases where companies have large amounts of fixed assets that are subject to heavy depreciation charges and intangible assets subject to amortisation charges. EBITDA is the income that a company has free for interest, taxation payments and depreciation and amortisation charges. It is a useful measure for large companies with significant assets and significant amount of debt financing.

**EBT After Abs.**

See "Net Profit After Abnormals"

**EBT Pre-Cap Profits**

Earnings before Tax excluding capital gains on investments

**Employees**

The number of employees of the company, as reported in the annual report.

**Enterprise Value (EV)**

Market cap + total debt - cash

**EPS**

see "Earnings per Share (EPS)"

**EPS Adj**

see "EPS adjusted"

**EPS adjusted**

Reported net profit after tax before abnormals and less outside equity interests and preference dividends divided by diluted weighted number of shares outstanding during the year. Calculated as:  
(EAT + Outside Equity + Preference Dividends + Extraordinary Items - Profit on sale of PPE - Capitalised Interest)/ Weighted no. of shares

**EPS after abnormals**

Reported net profit after tax after abnormals and less outside equity interests and preference dividends divided by diluted weighted number of shares outstanding during the year.

**EPS Estimate History**

This is the history of the median EPS estimate from all analysts who cover the stock. It covers the current EPS estimate, the estimate from 7 days, 1 month, 2 months and 3 months ago. Consensus forecasts are provided by Thompson Financial.

**EPS Forecasts**

Earnings per share forecasts by the company as displayed in the prospectus

**EPS growth**

Based on the per share compound annual growth rate (CAGR) for the item in question. The CAGR represents the average annual rate of growth. It is important to annualise growth rates, otherwise it would not be possible to compare statistics from different time periods.

The two-year forecast rate is derived from analysts consensus forecasts. It represents the average annual growth from the last actual annual figure to the second-year forecasted figure.

**EPS Growth (%)**

EPS growth expressed as a percentage.

**Equity Call**

The unobligated right to purchase the equity at a price agreed today

# Huntleys'

## **Equity Put**

The unobligated right to sell the equity at a price agreed today

## **EV to EBIT**

Economic value / earnings before interest and tax.

## **EV to EBITDA**

Economic value / earnings before interest, tax, depreciation and amortisation.

## **Ex-Dividend Date**

The "cut-off" date for receiving the next dividend. From this date, new shareholders will not participate in the next dividend. The price of a share will typically fall by the value of the dividend on this date, as it will no longer carry an entitlement to receive this latest dividend.

## **Expense Ratio**

For insurance companies, a ratio of underwriting expenses to net-earned premium. It is a measure of the efficiency of the company's cost structure, and is part of the combined ratio.

Note that this ratio excludes business operating expenses so that only the company's insurance business is analysed. This ratio is equivalent to the operating margin for industrial companies.

## **Expenses**

Total operating expense. Calculated as difference between total revenue and EBITDA.

Expenses are the consumptions or losses of future economic benefits in the form of reductions in assets or increases in liabilities of the entity. Expensed items are the sacrifice involved in carrying out the earning process of the company during a period resulting in a decrease in proprietorship.

## **Expiry Date**

The final date that a right over equity may be exercised or that the equity may vest.

## **Final Close date - Takeover**

Last date to which the offer was extended.

## **Final Director's Interest Notice**

A public notice disclosing the specified director's interests in the specified company at the date he/she ceased to be a director

## **Financial Leverage**

Total assets / shareholders equity

## **Financial Statements**

Separate tabs are provided for Profit & Loss, Balance Sheet and Cash flow. 10 years of history is provided.

This data is compiled by Aspect's analysts directly from company reports. Annual numbers are taken from preliminary results announcements and replaced with data from the annual report once that is released.

## **Financing Cash Flow**

Cashflows resulting from financing decisions. See "Net Financing Cash Flows"



### **First Quarter Activities Report**

A summary of the operational activities of the company for the first quarter

### **First Quarter Cash flow Report**

A summary of the cash flows of the company for the first quarter.

### **First Traded**

The date the securities first traded

### **FITB**

Future income tax benefit

### **Fixed Assets**

For banks, assets such as property and equipment which are part of the banks infrastructure. They are considered non-earning assets because they do not generate interest income.

Banks are generally trying to reduce their overheads as much as possible to improve their cost-to-income ratio. Reducing the level of fixed assets, particularly the property assets tied up in the branch network, is one of the primary ways to achieve greater efficiency.

### **Float Auditor**

The auditor of prospectus information

### **Float Underwriter**

A broker or bank which arranges the sale of an issue of securities on behalf of a client and, if it does not sell all stock to other institutions or investors, itself undertakes to purchase the unsold securities. By using an underwriter, the client is therefore assured of raising the full amount of money it is seeking.

### **Forecast Earnings Trend Chart**

The Forecasts Earnings Trend Chart shows the trend in the first year and second year consensus analyst forecasts for the last 3 months.

The chart highlights whether analysts' have been downgrading or upgrading their forecasts for the company. Typically, the upward revision of forecasts over time is a bullish sign for the stock and a downward trend negative.

### **Forecast Earnings Trend Details**

The trend details table shows the same data as the chart above but in a table format.

The Growth column shows the percentage change in earnings per share (EPS). The first year column shows the percentage growth in the first year estimates compared to the last reported actual earnings per share. The second year column shows the percentage growth in the second year estimates compared to the corresponding first year estimates.

The PE column shows the indicative price earnings ratio for each estimate - the mean, high or low, for each year - forecast year 1 and forecast year 2. The ratio uses the latest closing price and is calculated by dividing the price by earnings per share.

### **Forecasts**

The site provides consensus forecasts for earnings per share and dividends per share. The consensus forecasts are based on the median forecasts of research analysts from leading brokers who cover the stock. Consensus forecasts are provided by Thomson First Call Global Estimates.

**Foreign exchange gain/loss**

Foreign exchange gain/loss as reported in Profit and Loss Statement

**Fourth Quarter Activities Report**

A summary of the operational activities of the company for the fourth quarter

**Fourth Quarter Cash flow Report**

A summary of the cash flows of the company for the fourth quarter.

**Franked %**

see "Franking (%)"

**Franking (%)**

This figure shows the percentage of the dividend which contains a dividend imputation credit

**Free Cash flow**

Gross Cash Flow less Gross Investment. The company's true operating cash flow, Free Cash Flow is the cash flow available to the providers of capital (both equity and debt providers). Free Cash Flow is not affected by the company's financial structure because the tax benefit of debt is reversed out.

**Full Year Accounts**

A report including a summary of the full-year financial performance of the specified company. Sometimes the "Full Year Accounts" is the complete Annual Report.

**Full Year Auditor's Report**

Provided with the Annual Report, the Auditors' report is provided by an independent auditor disclosing whether or not the company's financial statements have been prepared in accordance with the relevant accounting standards

**Full Year Directors' Statement**

Provided with the Annual Report, the Directors' Statement discusses various aspects of corporate governance

**Full Year Directors' Report**

Provided with the Annual Report, the Directors' Report discusses various aspects of the company, both past and present

**Funds from Operations**

See "Net Operating Cash Flows"

**Funds From Operations to EBITDA**

Net operating cash flows / earnings before interest, tax, depreciation & amortisation.

**Geologist**

Geological advisor to the company at the time of the float

**GICS Industry Group**

see "GICS Sector" - The 10 GICS Sectors are made up of 24 GICS industry groups

# Huntleys'

## **GICS Sector**

GICS is the acronym for "Global Industry Classification Standard." GICS is aimed to bring a global standard to company classification and took over the ASX industry classifications in 2002. GICS consists of 10 sectors as follows:

- Consumer Discretionary: Industries most sensitive to economic cycles
- Consumer Staples: Industries less sensitive to economic cycles
- Energy: Oil and gas related industries
- Financials: Financial related companies
- Health Care: Healthcare and biotechnology related industries
- Industrials: Industries manufacturing capital goods, providing commercial services or transportation services
- Information Technology: Software and technology hardware related industries
- Materials – Commodity related manufacturing industries
- Telecommunication Services – communication services industries
- Utilities – Electric, gas or water utilities as well as independent producers/distributors of power.

## **Goodwill**

goodwill net of accumulated amortisation

## **Gross Borrowings**

Short term debt plus long term debt

## **Gross Cash Flow**

NOPLAT plus depreciation. Gross Cash Flow is the total cash provided by the company's operations and the amount available (not including additional financing) for reinvestment in to the business.

## **Gross Cash Flow Per Share**

Gross cash flow / weighted average number shares outstanding over the year. Gross cash flow is defined as NOPLAT + depreciation.

## **Gross Debt to Cash Flow**

(Short term debt + long term debt) / gross cash flow. Gross cash flow is defined as NOPLAT + depreciation.

## **Gross Earned Premium**

For insurance companies, the amount of premium which is actually earned over the financial year and recognised as revenue. This is calculated before the effect of outward reinsurance premium expenses and other recoveries.

## **Gross Gearing**

(Short term debt + long term debt) / shareholders equity

## **Gross Investment**

The investment/(divestment) in working capital over the year plus any cash paid for property, plant and equipment.

## **Gross Written Premium**

For insurance companies, the measure which represents the total premium accrued during the financial year, before reinsurance premium expenses and other recoveries.

# Huntleys'

## **Growth Ranking**

Based on the company's historical performance and the consensus estimates of future earnings per share growth. This rank is designed to highlight companies which have both a demonstrated track record in EPS growth, as well as good future prospects.

If a company is not ranked (denoted by NR), there is insufficient information to determine a rank. Minimum requirements for ranking include:

- 1) Two years of forecast earnings from broker consensus or directors forecasts, in the case of a new float.
- 2) At least four annual earnings data points (two of these can be forecasts, and
- 3) At least three of the earnings must be positive. These criteria are in place to ensure that a meaningful growth trend can be derived.

Growth companies are highly sought after by investors, as growth in earnings per share will, over the longer term, lead to share price growth. At the heart of all fast-growing companies is a good pattern of long-term EPS growth. Have a look at Lend Lease (LLC) or Westfield (WSF), as examples.

The rankings for each category are based on the position of each stock relative to all other stocks covered by Aspect. The rankings are recalculated every night based on the latest share prices, company financials and other data we receive. The distribution for all rankings is based on the following percentages:

Rank

- 1 = best 10%
- 2 = next 20%
- 3 = middle 40%
- 4 = next 20%
- 5 = bottom 10%

## **Growth Rates per Share**

Based on the per share compound annual growth rate (CAGR) for the item in question. The CAGR represents the average annual rate of growth. It is important to annualise growth rates, otherwise it would not be possible to compare statistics from different time periods.

The two-year forecast rate is derived from analysts consensus forecasts. It represents the average annual growth from the last actual annual figure to the second-year forecasted figure.

## **Half Year Accounts**

A summary of the financial operations of the specified company for the first half of the annual reporting period

## **Half Year Auditors' Report**

Auditor's Report for the half year. See "Full Year Auditors' Report"

## **Half Year Directors' Statement**

Directors' Statement for the half year. See "Full Year Directors' Report"

## **Half Year Directors' Report**

Directors' Report for the half year. See "Full Year Directors' Report"

## **Half Yearly Report**

A summary of both the financial and non-financial operations of the specified company for the first half of the annual reporting period.

## **Head office**

The central office where most of the group-wide administrative tasks are carried out.

# Huntleys'

## High EPS

This is the highest EPS estimate for the time period from all the analysts covering the stock. Consensus forecasts are provided by Thomson Global Estimates.

## High Leverage Instalment

See "Instalment"

## Historical Dividend Yield

The actual dividend over the last 12 months, divided by the current price.

## Historical Price Earnings Ratio

The current price, divided by the last actual earnings per share figure.

## Impaired Assets

For banks, used as a measure for credit risk. It is required by the Reserve Bank of Australia as part of its asset quality disclosure guidelines. Impaired assets incorporates non-accrual loans less provisions, restructured loans and assets acquired through security enforcement.

## Income Rank

Measures the income yield generated by a company's stock. It is based on three inputs:

- 1) The current dividend yield,
- 2) The after-tax yield, assuming a shareholder is on the top marginal rate. This incorporates the effect of franking and tax-deferred income (typically from property trusts), and
- 3) The stability of the dividend. Companies will generally make strenuous efforts to avoid cutting a dividend. It does happen, however. We adjust our ranks to incorporate the long-term stability of the dividend.

The allocation of ranks for income is slightly different than for other ranks. Companies with no dividend are automatically assigned an income rank of five. Companies with a dividend are ranked one to four based on their adjusted after-tax dividend yield, using the criteria described above.

## Income Tax Rate

Income tax expense, divided by net profit, after abnormal items before income tax.

The income tax rate can provide an important indicator of the quality of a company's earnings. After-tax earnings which are based on a low tax rate are usually not sustainable, because they indicate the company is benefiting from tax loss carry-forwards from prior periods, or other tax reduction benefits which are generally not long-term.

## Incorporation Details

The date and place of incorporation of the company as registered with the relevant authority. This section also includes name changes by the company.

## Incur Reserves Ex-SPR

"Increase in reserves excluding share premium reserve" – see "Reserves Ex SPR" - given as the increase over the specified period in dollars

## Incur Share Prem Res

"Increase in Share Premium Reserve" as appears on the balance sheet

## Increase Cash

Given as the dollar increase over the specified period. "Cash" is as appears on the balance sheet and may some includes short-term, liquid investments.



### **Increase Convert Equity**

"Increase in Convertible Equity" - See "Convertible Equity" - given as dollar increase over specified period

### **Increase in Capital**

Increase in the total market value of capital given as the dollar increase over the specific period. "Capital" includes that received on issue of nominal shares, preference shares and convertible equity and is as appears on the balance sheet.

### **Increase Net Debt**

Given as the dollar increase over the specified period. "Net Debt" refers to Total Debt (short term + long term) minus Cash and Cash Equivalents held.

### **Increase Other Equity**

Given as the dollar increase over the specified period. "Other Equity" includes equity other than capital, reserves, retained profits/losses or that gained from outside equity interests.

### **Increase Outside Equity**

Given as the dollar increase over the specified period. "Outside equity" refers to market value of equity that the company holds in other entities and is as appears on the balance sheet.

### **Increase Retain Profits**

Increase in the aggregated profits not distributed to shareholders that can be used for expenditure. This is given as the dollar increase over the specified period.

### **Increase Total Equity**

The increase in the total value of equity as given in the balance sheet. Given as the dollar increase over the specified period

### **Index Participation**

Index Participation show the indices that the stock is included in and the weighting of the stock within that index.

Following the restructuring of the ASX indices in April 2000, the All Ordinaries now covers 500 stocks. There are also now a number of S&P/ASX sub-indices such as the S&P/ASX200.

Each sub-index has a limit to the number of stocks that can be included and is designed to provide professional asset managers with a portfolio and performance benchmark.

Stocks entering these indices may experience a short term price rise as fund managers who track the index readjust their portfolios. Participation in the major indices is generally positive for a stocks liquidity and coverage as it will usually attract more institutional investor attention.

### **Indices**

Measures used to emulate the performance of the market as a whole or a portion of it. It essentially is equivalent to a portfolio containing the specified portion of the market in the weights specified. Two main indices for the ASX are Standard and Poor's "All Ordinaries", which consists of the largest 500 companies listed on the ASX based on market capitalisation, and "ASX 200", which includes 200 ASX listed companies chosen on market capitalization and liquidity. (Note: "Indices" is the plural of the singular "Index")

### **Industry Sectors**

The ASX classifies stocks in one of twenty-four industry sectors. e.g. gold, building materials etc.

The sectors are determined by their main activity and are used as a means of measuring the performance of the stock against its industry peers.

**Initial Director's Interest Notice**

A public notice that discloses the specified director's interests in the specified company at his/her date of appointment.

**Instalment**

An instalment warrant allows an investor to pay a fraction of a share's price and borrow the remaining funds. The investor retains the right to all capital gains and dividends.

**Insurance Profitability**

For insurance companies, the ratio of net earned premium plus investment income less claims expenses and other underwriting expenses to net earned premium.

**Intangibles**

The non-physical assets of the specified company. - See "Assets". Intangibles include goodwill, patents, brands and licenses.

**Intangibles Ex Goodwill**

Total intangible assets ex goodwill net of accumulated amortisation.

**Intention to Make Takeover Bid**

A public announcement of a proposal for the specified company to be either taken over or to take over another party.

**Interest Cover**

Measures the ability of the company to meet its fixed interest obligations. It equals the earnings, before interest and tax, divided by the interest paid.

**Interest Expense**

The total amount spent on interest payments during the period as given in the Profit and Loss Statement.

**Interest Expense incl. Cap Interest**

"Interest Expense including Capitalised Interest." The total amount spent on interest payments (including capitalised interest expenditure) during the period as given in the Profit and Loss Statement. – See "Capitalised Interest"

**Interest Income**

gross interest income

**Interest Paid**

Total cash used to pay for interest as part of the operating cash flows of the specific company as given in Cash Flow Statement

**Interest Received**

Total cash from interest payments received as part of the companies operating cash flows as given in Cash Flow Statement

**Interest Revenue**

Total interest received during the financial period as reported in the Profit and Loss Statement



### **Interest-Earning Assets**

For banks, those assets which generate interest revenue. The largest source of interest-earning assets is typically loans to customers.

The percentage of interest-earnings assets is an important measure of the productivity of a banks balance sheet. A high ratio is a positive sign that a large proportion of a banks assets are generating revenue rather than being a cost. Examples of non-interest-earning assets are fixed assets such as land and buildings.

### **Interim**

Refers to information taken for the first half of the financial period used in the full-year reports.

### **Interim Data**

Provides the latest reported earnings and dividends information. Up to five years of interim data is presented, to provide some perspective to the earnings figure.

The latest earnings figure should be looked at in conjunction with the predicted EPS for the next year. The interim figure can provide an indication to the company's progress, relative to the analysts prediction for the company. Interim earnings from year-to-year can also give an indication of a company's seasonality of earnings.

### **Interim report release date**

The date that the company's most recent Interim Report was released to the public

### **Inventory**

Represents the value of stocks or goods currently held.

### **Inventory To Operating Revenue**

Current inventory / operating revenue

### **Inventory Turnover**

Operating revenue / current inventory.

Inventory turnover allows the analyst to determine how productively the company has been utilising their inventory.

### **Invested Capital**

Invested Capital Analysis looks to display the amount of capital (both tangible and intangible) invested in the business by shareholders and creditors in order to generate an earnings stream. The analysis distinguishes between the capital that has been invested in operating activities and the capital invested in other activities.

### **Investment Cash Flow**

Cashflows resulting from investment decisions. See "Net investment Cash Flows"

### **Investment Funding**

Investment Funding Analysis attempts to quantify the funding requirements of the business. It is defined as funds generated from operations (as calculated in the cash flow statement) plus other cash income (including dividends) less interest expense, tax paid and capital expenditure (all as given in the cash flow statement).

This result reveals the funding requirement for the ongoing business. Moving from this total, the calculation then adds asset sales less dividends paid less acquisition and investments expenditure, each of these three adjustments defining a new level of cash requirements. The overall purpose is to highlight the level of funding required, with that funding to be met by either debt or equity.



## **Investment Income**

Income earned including dividends, interest and rents received on investments, and any other investment income.

## **Investment Portfolio**

For insurance companies, the distribution of assets by value for the company's investment funds. These are shareholders funds and do not include other assets, such as investment unit trusts, which are not included in the balance sheet. Because investment earnings are such a significant part of an insurance company's earnings, the asset allocation decisions on investments can play a significant role in the performance of an insurance company. Insurance companies generally have relatively conservative portfolios, with a significant proportion of assets in fixed income investments and cash. The degree to which an insurance company has invested in growth assets such as shares will influence both the likely performance and the risk of the stock.

## **Investment Portfolio Analysis**

For investment companies, the site provides the 10 largest equity holdings, as reported in the latest annual report. The percentages are based on market value. Where the investment is a listed company covered by the infobase, we also provide the latest value rank for the company.

## **Investment rating**

Aspect Huntley Rates Stocks as either a Buy, Accumulate, Hold, Reduce or Sell.

Buy - Suitable for purchase now.

Accumulate - Undervalued, but there is time to purchase.

Hold - Appropriately priced, neither a buy or a sell.

Reduce - Overpriced, better value elsewhere, sell part holdings.

Sell - Sell all holdings now.

## **Investment Securities**

For banks, assets held in bonds, or other investments.

## **Investment Yield**

Measured by net investment income as a percentage of the market value of investments at the beginning of the financial year.

## **Investments**

Investments held either in companies, property or other entities. Investments listed as current assets are generally those which can readily be liquidated, such as listed shares.

## **Investments - CA**

Total short term investments includes investments in associates.

## **Investments - NCA**

Investments where the future benefits are not expected to be fully realised within the next 12 months.

## **Investor Funds**

The funds that the investor provides.

## **Issued Capital**

Ordinary shares issued by the company



### **Issued Capital - Other**

Other forms of capital issued by a company, for example Convertible Notes, Hybrid securities, Options, etc.

### **Issuer**

The entity or individual who first "wrote up" a derivative or bond/bill. Example: The issuer of a Ford 5-year bond would be the Ford Company.

### **L/T Debt**

"Long -Term" Debt - See "Long-Term Debt"

### **Last Close**

The price of the company's ordinary shares as at the close of the previous trading day.

### **Last Price**

The most recent price quote of a stock

### **Liquidity**

The ease at which an asset can be turned into cash. Cash itself, and non-term bank deposits are some of the most liquid assets where as expensive machinery and property are often considered to have a low level of liquidity. In traded markets liquidity is referred to as the ease a which one can change position in the asset without affecting the assets market price.

### **Listing date**

Date that the company listed on the Australian Stock Exchange

### **Listing Details**

Details on the date of listing on the exchange as well as information on name changes and changes to balance dates.

### **Loans**

For banks, this is generally the largest component of interest- earning assets, and comprises money lent to customers in the form of home loans, business loans and the like.

### **Long Term Assets Turnover**

Operating revenue / non current assets.

### **Long-Term Debt**

Any interest-bearing debt not payable within one year. Also includes capitalised leases. Long-term debt is the other major source of capital for a company beside shareholders equity. Working capital, which is current assets less current liabilities, can also be a source of funding but is not long-term.

### **Long-Term EPS Growth Rate**

Used in the second stage of the Aspect Valuation Model to forecast a company's longer term potential EPS growth. It is based on the slope of an exponential curve fitted through both historical earnings (up to 10 years) and the next two or three years of consensus forecast earnings.

The long-term EPS growth rate is a key determinant of stock prices. It is also the hardest input to estimate. When performing what-if analyses, we recommend that you try several different growth rates to see what the impact is on a company's share price.



### **Long-Term Industry ROE**

The average industry return on equity is used in the last stage of the three-stage model. The model is based on the theory of mean reversion and assumes that companies will revert to a long-term growth rate in line with their industry average.

The industry ROE is arrived at by calculating the value weighted average ROE for companies within a given sector. For industry ROE we use 41 industry sectors rather than the 24 ASX sectors in order to accurately group companies with similar characteristics.

### **Loss Reserve Ratio**

For insurance companies, the ratio of total claims outstanding to shareholders equity less outside equity interests.

### **Low EPS**

This is the lowest EPS estimate for the time period from all the analysts covering the stock. Consensus forecasts are provided by Thompson Financial.

### **Management Expense Ratio**

Management expenses expressed as a percentage of total assets. Expenses include auditors remuneration, legal and professional fees and managers fees.

### **Management Fees**

Fees paid to the managers of a company or fund.

### **Market Cap**

The market value of the company's equity capital. This is calculated by multiplying the number of common shares by the current price. Other classes of equity such as preference shares are normally not included, except in certain cases where the shares are "quasi-ordinary". The most prominent example of this is News Ltd (NCP), where we do include their preferred limited voting ordinary shares in our calculation of market value. Current data ONLY

### **Market Cap to Reported Net Profit After Tax**

Market cap / net profit after tax after abnormals.

### **Market Cap to Trading Revenue**

Market cap / operating revenue.

### **Market Capitalisation**

The market value of the company's equity capital. This is calculated by multiplying the number of common shares by the current price. Other classes of equity such as preference shares are normally not included, except in certain cases where the shares are "quasi-ordinary". The most prominent example of this is News Ltd (NCP), where we do include their preferred limited voting ordinary shares in our calculation of market value. Current data ONLY

### **Market Data**

Data on the market as a whole as apposed to data on single stocks or proportions of the market



### **Market Median**

This is the median figure for all large companies (included in the ASX All Ordinaries or NZSE 40 index) or for small companies (those falling outside these indices). The median is the midpoint of a series of numbers so that an equal number of data items are above and below the median. Median is an alternative to the average. We use median because it avoids distortions caused by extreme numbers or ratios, which is often an issue when comparing financial data.

### **Market Value**

The value of the asset as determined by the market as opposed to measures of the underlying value of the asset. If the market for the asset is characterised by strong demand than the market price may be above the asset's underlying value, the asset is then said to be trading at a premium to it's underlying value. Similarly an asset with a market price below it's underlying value is said to be trading at a discount to it's underlying value.

### **Marketing Expenditure Forecasts**

Marketing expenditure forecasts by the company as displayed in the prospectus.

### **Median EPS**

The consensus forecasts are based on the median forecasts of research analysts from leading brokers who cover the stock. Consensus forecasts are provided by Thompson Financial.

### **Median Sector**

The median figure for all companies in the same industry sector as the company in question. We use the 24 industry categories developed by the ASX. The median is the midpoint of a series of numbers so that an equal number of data items are above and below the median. Median is an alternative to the average. We use median because it avoids distortions caused by extreme numbers or ratios, which is often an issue when comparing financial data.

### **Mkt Sensitive**

"Market Sensitive." Refers to information that the market is likely to react to, consequently the market price of the asset may be affected by such information.

### **Monthly Net Tangible Asset Backing**

See "Net Tangible Asset per Share." Refers to monthly data on Net Tangible Asset Backing

### **Name of Director or Manager**

A person elected by shareholders to be responsible for the management and operation of the company. Executive directors are directly involved in the operation of the business, whereas non-executive directors are not involved in the day to day operations of the company and may only be members of the board.

### **Net Abnormals**

Abnormals/significant items as reported by the company net of the tax benefit/expense.

### **Net Assets**

Net assets, or book value, represents the amount of the company a shareholder owns, after netting total liabilities from total assets. It includes both tangible and intangible assets. Net Assets does not include outside equity interests.

# Huntleys'

## **Net Capital Profits**

All profits and losses generated from the sale of fixed assets and investments are detailed as a separate line item and an adjustment is made to reported pre-tax profit. No attempt is made, in most sectors, to determine whether capital profits (or some portion thereof) are part of the normal on-going operations of the firm. In other words, all capital profits/losses are deducted from/added to reported pre-tax profit. In the Investment and Financial Services Sector, Realised Profits from Sale of Investments are NOT treated as Capital Profits, recognising that the buying and selling of investments is the very operating business that these companies are in and is not here excluded from operating profit.

## **Net Cash Increase**

The increase in cash held by the company after outlays, compiled by adding the net cash from operating, investing and financing activities

## **Net Debt**

Short term debt + long term debt - cash.

## **Net Debt to Cash Flow**

(Short term debt + long term debt - cash) / gross cash flow. Gross cash flow is defined as NOPLAT + depreciation.

## **Net Directors Trades Chart**

This chart compares the total number of shares bought each month by directors over the past year to the total number of sells. The red line in the chart shows the net number of buys and sells each month.

How much of their own money are directors willing to invest in the company?

The chart may be used to indicate whether 'insiders' are generally buying or selling their company's shares.

Directors buying their own shares may give some confidence to other investors that the prospects for the company are positive whilst the reverse may be true when directors are selling.

## **Net Earned Premium**

For insurance companies, gross earned premium less reinsurance costs and other recoveries.

## **Net Financing Cash flows**

The sum of all cash flows for financing activities as given in the Cash Flow Report. Includes cash flows from borrowing, issues of capital and distribution payments

## **Net Gearing**

(Short term debt + long term debt - cash) / shareholders equity

## **Net income less provision for doubtful debts**

a measure showing the net difference between interest earned on loans and other investments, and interest paid on deposits and other borrowings after the provision for doubtful debts

## **Net Interest Cover**

See "Net Interest Expense Cover"

## **Net Interest Expense**

net interest (difference between interest revenue and interest expense)



### **Net Interest Expense Cover**

Earnings before interest and tax / interest expense

### **Net Interest Income**

For banks, a measure showing the net difference between interest earned on loans and other investments, and interest paid on deposits and other borrowings.

### **Net Interest Margin**

For banks, indicates profitability in relation to earning assets. It is calculated by dividing net interest income (difference between interest earned and paid) by average interest-earning assets.

### **Net Investing Cash flows**

The sum of all cash flows for investing activities as given in the Cash Flow Report. Includes cash flows from purchase/sale of investments and loans granted/repaid.

### **Net Loss Ratio**

For insurance companies, the ratio of net incurred claims to net earned premium. It is part of the combined ratio for insurance companies. Net loss ratio provides an indication of the risk profile of the business written by the company, and its ability to manage its claims efficiently.

### **Net Operating Cash flows**

The sum of all cash flows from operating activities as given in the Cash Flow Report. Includes cash flows from customer receipts, payments to suppliers and employees, interest, dividends and tax.

### **Net Oth Operating Assets**

Other operating assets that are related to the operations of the business, net of other operating liabilities. We include all non-current receivables, inventories, future income tax benefits and other non-current assets net of non-current provisions and other non-current liabilities.

### **Net PP&E**

Property, plant and equipment less accumulated depreciation

### **Net profit**

NOTE; net profit links to net profit margin

### **Net Profit After Abnormals**

The operating profit after tax and interest, including any abnormal or non-recurring items.

This is the bottom line number which is usually reported by the company and picked up by the financial press. Most of our trend calculations are based on net profit before abnormals, which eliminates one-off or non-recurring items. Net profit before abnormals provides a better indication of the long-term earnings trend.

### **Net Profit Before Abnormals**

Eliminates one-off or non-recurring items and the tax effect of these items. Net profit before abnormals provides a better indication of the long-term earnings trend. Our EPS calculations are based on net profit before abnormals.

For equity investment companies, net profit before abnormals includes the net gain/loss from the sale of long-term investment.



### **Net Profit Before Revaluation**

For property trusts, it measures the net profit before abnormal items and the increment or decrement upon the revaluation of investment properties during the financial year.

### **Net Profit Margin**

NPAT before abnormals / operating revenue.

Net Profit Margin is net profit after taxation before abnormals divided by net operating revenue, expressed as a percentage. The ratio is a useful measure of the effectiveness of the company's cost control policies. The higher the net profit margin is, the more effective the company is at converting revenue into actual profit.

Applications of the ratio can be implemented in comparative analysis of companies in the same industry as companies are generally subject to similar business conditions.

### **Net Tangible Assets Per Share**

(Shareholders equity - goodwill - other intangibles) / number of shares outstanding at the end of the period.

### **Net Written Premium**

For insurance companies, calculated as the gross written premium accrued by the insurer, less the cost of reinsurance protection and other recoveries.

### **New Issue Letter of Offer & Acc. Form**

A letter given to existing shareholders by a company offering the shareholder to partake in a rights issue or any similar share issue. The acceptance form is filled out by the shareholder if they wish to partake in the issue

### **No. of Employees**

The number of people employed by a company as recorded in the Annual Report. Note: not all companies lodge this information as it is no longer a requirement under legislation. Current (most recently reported) data ONLY.

### **Non Int Bearing CL**

Total Current Liabilities less short term debt. Operating Current Assets less Non-Interest-Bearing Current Liabilities is equal to Operating Working Capital.

### **Non Interest expense**

non interest expenses – fixed overheads, administration expenses etc..

### **Non Interest Income**

non interest income – typically includes income from fees etc..

### **Non Interest Income to Total Income**

For banks, income other than interest income / total income.

### **Non-Current Assets**

Assets with future benefits not expected to expire within 12 months

### **Non-current inventory**

Non-current inventory. Inventory that is not expected to be utilised in the next year.



### **Non-Current Liabilities**

Liabilities with costs not expected to expire within 12 months

### **Non-Renounceable Issue**

The right to participate in a non-renounceable issue cannot be sold or given from one party to another. A condition such as this is often used when the asset is issued at a discount.

### **NOPLAT**

NOPLAT refers to net operating profit less adjusted taxes. It is calculated as EBIT before amortisation of intangibles less tax expense adjusted for the tax shield provided by interest expense. NOPLAT is after depreciation expense on the basis that depreciation is a true economic cost reflecting the wear and tear or decay of tangible assets used in the business. NOPLAT is the numerator in the calculation of Return on Invested Capital (ROIC) measure.

### **NOPLAT Margin**

NOPLAT / operating revenue.

### **Notes**

Comments based on the corresponding data.

### **Notice of Annual General Meeting**

A public notice specifying when and where the annual general meeting will be held as well as disclosing the issues to be discussed during the meeting.

### **Notice of Extraordinary General Meeting**

A public notice specifying when and where the extraordinary general meeting will be held as well as disclosing why the 'one-off' meeting is occurring.

### **Notice of General Meeting**

A public notice specifying when and where the general meeting will be held as well as disclosing the issues to be discussed during the meeting.

### **Notice of Meeting - Other**

A public notice specifying when and where the meeting will be held as well as disclosing the issues to be discussed during the meeting. These notices comprise of all meetings that don't fall into one of the following categories; Annual General Meeting, General Meeting or Extraordinary General Meeting.

### **NPAT**

"Net Profit After Tax" as reported in the Profit and Loss Statement. NPAT is equal to total internal revenue minus total internal costs plus NPAT from the specified companies equity in associates. NPAT includes abnormal, depreciation and amortisation but because it represents the profit of the entire company and not just that available to shareholders, outside equity interests in the company's profits aren't taken out.

### **NPAT before capitalised interest**

Net profit after tax before capitalised interest See "NPAT" & "Capitalised Interest"

### **NTA**

See "Net Tangible Assets Per Share"



### **NTA per share**

See "Net Tangible Assets Per Share"

### **Number of Directors Trades per Month**

This table sets out the total number of buy transactions and sell transactions by directors in their own company's shares each month over the past twelve months.

Have there been more buys this month than previous months? Have there been more sells than usual? This table can provide an alert of any unusual activity by the company's insiders.

The ratio of sells to buys demonstrates whether there has been more or less sells compared to buys each month. When the ratio exceeds 1, this means that there have been more sell transactions than buy transactions over the month. The reverse is true when the ratio is less than 1.

The market average ratio of directors sells to buys is provided to enable comparison to general market activity.

### **Number of estimates**

The number of analysts who have provided an EPS estimate for the given time period. Consensus forecasts are provided by Thomson Global Estimates.

### **Offer Document**

A formal document advanced by an individual, entity or consortium, constituting an open or conditional offer, aimed at securing control of another entity. Under this heading we have also included the Bidder's and Target's Statements which replaced the formal documents consisting of Part A, B, C, and D Statements.

### **Offeror**

An individual, entity or consortium initiating or making the takeover offer whether formal or on market. Also known as BIDDER.

### **Off-market bid offer document to bid class**

A formal document for the consideration of members in circumstances of an off-market takeover

### **On-Market Buy-Back**

The company purchases its own equity on the stock exchange at the prevailing market price.

### **Operating Cash Flow**

The amount of cash received/paid by the business relating to its operating activities; its net cash flow after paying suppliers, employees, interest and taxes

### **Operating Current Assets**

Operating Current Assets equals total current assets less cash balances. It represents all current assets such as accounts receivable and inventories that are necessary for the operations of the business. We exclude cash balances on the assumption that these are balances in excess of the operational needs of the business. Analysts' assumption of a company's target cash balances to support operations generally range from 0 to 2 per cent of revenues. Operating Current Assets less Non-Interest-Bearing Current Liabilities is equal to Operating Working Capital.

### **Operating Exp.**

"Operating Expense" Refers to costs relating to the company conducting its regular business. Unless the company is a bank this usually doesn't include interest costs.



### **Operating Income to Total Assets**

For banks. total operating income / total assets.

### **Operating Invested Capital Ex-Goodwill**

Operating Invested Capital ex-Goodwill captures all the capital, tangible and intangible, invested in the business to generate the earnings stream. It is calculated by adding operating working capital, net PP&E, intangibles (but not goodwill) and other operating assets net of other operating liabilities. Operating Invested Capital Ex-Goodwill is the denominator in the Return on Invested Capital (ROIC) measure.

### **Operating Invested Capital Incl. Goodwill**

"Operating Invested Capital including Goodwill"

### **Operating Margin**

Earnings before depreciation, amortisation, interest and tax, divided by operating revenues.

Operating margin is a key statistic for industrial and service companies. It shows the underlying profitability of the business before the effects of financing and from new investments. The trend of operating margin is particularly important and can give a good indication of the long-term viability of a given business.

### **Operating Rev.**

"Operating Revenue" Refers to revenue from the company conducting its regular business. This usually consists primarily of Sales Revenue. Unless the company is a bank this usually doesn't include interest, dividends or capital gains on assets.

### **Operating Wkg Capital**

Operating Current Assets less Non-Interest-Bearing Current Liabilities. Operating Working Capital is conventionally defined as all current assets except for cash less all current liabilities except for short term debt. This represents the cash investment in the ongoing funding of operations. The change in working capital is then used in our calculation of Gross Investment and hence our Free Cash flow calculation. These numbers are further used in our cash flow ratios, to help identify critical cash flow factors.

### **Operational History**

A record of a company's development, including: major acquisitions and disposals; takeovers and mergers; significant corporate restructures; major capital issues; major joint ventures and partnership arrangements; other significant historical events.

This section is written by Aspect's analysts from information contained in annual reports and company announcements.

### **Ordinary Dividends**

total ordinary dividends declared during the year

### **Other**

Items which are not categorised in the financial reports

### **Other current assets**

Current assets other than cash, receivables, loans, investments, inventories or tax assets.

### **Other Current Liabilities**

Current Liabilities other than payables, borrowings, provision unearned income and insurance claims.

**Other Debtors**

Debtors other than specified parties

**Other Equity**

Equity not regarded as ordinary capital, reserves, retained profits or convertible equity

**Other Income**

For investment companies, represents forms of income other than dividends, interest and rents received on investments, and any other investment income.

**Other liabilities**

Liabilities for banks other than due to banks, bank acceptances deposits, provisions and bonds.

**Other non-current assets**

Non-Current Assets other than receivables, investments, regulatory deposits, inventories, property plant and equipment, capitalised expenditure, intangibles or tax benefit.

**Other non-current liabilities**

Non-Current Liabilities other than payables, borrowings, provisions and unearned income.

**Other non-earning assets**

Assets that don't earn interest other than customer acceptances and fixed assets.

**Other Operating Cash**

Operating cash-flows other than receipts from customers, payments to suppliers and employees, interest, dividends and tax.

**Other Revenue**

Revenue gained from outside the operating activities of the company. For non-banks this usually includes interest, dividends or capital gains on assets.

**Others**

Items which are not categorised in the financial reports

**Outside Equity**

outside equity/minority interests in net profit or loss not attributable to shareholders

**Outside equity interests**

outside equity interests in shareholders equity

**Outstanding Claims**

For insurance companies, claims received but not yet settled. Can be either a current liability (expected within one year) or non-current (expected to be paid later than one year).

**Outstanding Claims Provision**

For insurance companies, the amount held in reserve for the future estimated cost of meeting claims that are outstanding at the end of the financial year, less amounts paid, and anticipated recoveries.

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## **Outstanding Claims Ratio**

For insurance companies, measurement used to determine solvency, together with the solvency ratio. The ratio is measured by quoting net assets as a percentage of the outstanding claims provision. The Insurance Act requires insurers to maintain net assets of a minimum of 15 percent of the outstanding claims provision.

## **Overseas exchange**

The list of exchanges that the company currently has securities listed on

## **Pay Date**

Date that the relevant dividend has been paid or is expected to be paid

## **Payout Ratio**

The percentage of net profit paid out as dividends. It is calculated by dividing the total dividend payout during the year by net profit before abnormals.

Payout ratio is important for a couple of reasons. First, it gives an indication of the sustainability of a company's dividend. A very high payout ratio means the company does not have a large buffer in annual earnings and may need to cut dividends if earnings fall over time. Second, the payout ratio provides a clue to the growth orientation of the company. A low payout ratio means that the company is reinvesting a larger proportion of earnings in future growth. If the investments are successful it should lead to higher future earnings. If it does not, then the company will be destroying future shareholder wealth.

## **PE Ratio**

"Price/Earnings Ratio" =  $\{(market\ value\ of\ share) / (Earnings\ per\ Share)\}$ . A relatively high PE ratio can be an indication that the market expects earnings growth to be relatively high.

## **Percent of current shares outstanding owned**

This is the percentage of shares held by the shareholder as determined by the shareholding at last notice date and the current total number of ordinary shares issued by the company. The date of the last notice will be either the date of the latest trade or the date of the share holdings as reported in the annual report, whichever is the most recent.

## **Percent shares held at notice date**

This is the percentage of total shares outstanding owned by the substantial shareholder as at the date of the last notice. The date of the last notice will be either the date of the latest trade or the date of the share holdings as reported in the annual report, whichever is the most recent.

## **Periodic Reports - Other**

Announcements that are categorised as periodic reports but can't be categorised in any of the sub-categories.

## **Placement**

An share placement refers to an issue of shares where the participants are restricted to those chosen by the company.

## **Position Name**

The current position held by the director in the company.

## **PP&E**

See "Property, Plant & Equipment (PPE)"

**PPE Turnover**

Operating revenue / (property, plant & equipment - accumulated depreciation).

PPE turnover allows the analyst to determine how productively the company has been utilising their PPE to generate sales.

**Pre tax profit before capitalised interest**

See "NPAT" - Pre tax profit before capitalised interest = NPAT before tax is taken out and net capitalised interest added - see also "Capitalised Interest"

**Preference Dividends**

Total preference dividends paid

**Preferred Stock**

Preferred stock are share in the company that are paid a fixed divided at regular intervals. Preferred stock ranks above ordinary shares so, in the case of the company winding up, preferred shareholders would receive their outstanding balance before ordinary shareholders.

**Preliminary report release date**

The date that the company's most recent Preliminary Report was released to the public.

**Preliminary Final Report**

A statutory yearly report released prior to the annual report. It contains much of the same year-end financial information as the full annual report but the non-financial information often isn't as rigorous as is required by the full annual report.

**Premium Solvency Ratio**

For insurance companies, measurement used to determine solvency. The ratio is measured by quoting net assets as a percentage of net written premium. The Insurance Act requires insurers to maintain net assets of a minimum of 20 percent of net written premium.

**Prepaid Expenses**

An asset on the company's balance sheet involving payment by the company for the goods/services prior to their delivery.

**Prepayments**

See "Prepaid Expenses"

**Pre-Tax profit**

Profit before tax, outside equity interests, abnormals but after depreciation and interest.

**Previous Close**

The latest market close price for the specified stock.

**Previous Close Date**

The date on which the previous close price was taken.



### **Previous Directors**

A list of the previous directors of the company. The director's date of birth, position name, date of appointment and date of resignation are provided. The list of current directors is updated within 24 hours of announcement. Previous director data has only been captured since November 2001.

### **Price Earnings Growth Ratio (PEG)**

Ratio of the stock's P/E to its prospective earnings per share growth rate. In general, the P/E should equal the long-term growth rate in percent. A ratio of one is considered to represent fair value and a ratio greater than one indicates a more "expensive" stock. This ratio is a useful high level check to see whether the P/E is justified. PEG can be a little simplistic in some cases as it does not factor in interest rates or risk factors. Lower interest rates, for example, would justify a higher P/E ratio but would not necessarily change the growth prospects for a company. This could lead to a PEG ratio greater than one but leave the company still reasonably valued.

### **Price to Book Ratio**

The ratio of the current price per share divided by book value per share. The book value measures the value of the shareholders ownership in the company, as measured by the last full year balance sheet.

The price to book ratio is usually greater than one as the market value will usually exceed the balance sheet value attributed to the assets of the company. This is because assets are generally recorded at their original cost, less any accumulated depreciation. The market, on the other hand, is concerned with the cash-generating ability of the company's assets rather than its historical cost. If an asset can generate returns in excess of its cost of capital, then a premium will be paid for the asset. This premium is the price to book ratio.

### **Price to Book Value**

Closing share price on the last day of the company's financial year / shareholders equity per share

### **Price to Earnings Ratio (P/E Ratio)**

The P/E Ratio is a valuation measure that divides the company's share price by its pre-abnormals earnings per share. On the Main View for each company and also in the Price Sensitive Measures section, we calculate the P/E Ratio as the closing share price at the last trading day divided by the pre-abnormals earnings per share for the last full financial year. In the Annual Financials Ratio Analysis section, the P/E Ratio is calculated as the closing share price on the last day of the company's financial year divided by the pre-abnormals earnings per share. In the Interim Financials Ratio Analysis section, the P/E Ratio is calculated as the closing share price at balance date divided by two times the pre-abnormals earnings per share for the half year period.

### **Price to Gross Cash Flow**

Closing share price on the last day of the company's financial year / gross cash flow. Gross cash flow is defined as NOPLAT + depreciation.

### **Price Volume Chart**

This chart shows the daily high, low and closing prices for a stock. Separate charts are provided for different time periods; from 30 days to 6 months. Also shown is the volume of shares traded each day.

Price and volume can be useful to get a feel for the recent performance and volatility of a stock. If you are considering buying or selling a stock it can be useful to use this chart to help you set your bid or offer price.

### **Price vs EPS**

See "Price vs. EPS Chart"

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## **Price vs. EPS Chart**

This chart compares the monthly closing share price, adjusted for any dilutions, to the annual earnings per share, also adjusted for dilutions. Also included is the forecast earnings per share for the next two years, if available.

This is a very useful chart as it shows at a glance the earnings history of the company and the prospects for the next two years. Generally, you will find that the share price will track the trend in earnings per share very closely. Deviations will generally occur because the earnings are "low quality." They may, for example, be inordinately affected by one-off write offs, tax exemptions, or the like.

## **Price/Net Asset Backing**

For investment and property companies, this is the latest price divided by the last reported net assets figure. For property companies, the net asset backing is taken from the latest annual balance sheet. For investment companies, net asset backing is reported on a monthly basis. It is reported after tax on realised gains and before tax on unrealised gains.

The price/net asset backing ratio is a useful valuation measure. Companies should normally trade at close to their net asset backing, particularly with investment companies where the underlying assets are readily valued. Property companies may deviate more from their net asset value as their underlying property assets are not valued as easily nor as frequently. In both cases, however, it is desirable to purchase these stocks when the price is at a discount to the net asset backing.

## **Price/Sales Ratio**

The current price divided by the last actual sales revenue per share figure.

Along with the Price/Earnings Ratio, the Price/Sales Ratio can be a useful comparative valuation tool.

Valuation on multiples of sales can be handy when companies are in the early stages of their life cycle and earnings are yet to be attained.

## **Principal Activity**

The major activities of the company as reported in their latest Annual Report.

## **Proceeds from PPE**

The value received on the sale/disposal of property, plant and equipment. It should be noted that this is the gross value obtained for the fixed assets this doesn't take into account the book value of the assets at the time of sale/disposal.

## **Profit**

Residual revenue after accounting for expenses. See Net Profit and/or Net Income

## **Profit and Loss Summary**

A brief overview of the company's profit and loss statement. It breaks down expenses into interest and non-interest components and provides a relevant bottom line figure.

## **Profitability ratios**

A set of ratios providing measurements on the companies profitability. It includes profit margins and rates of return.

## **Property**

For property trusts, this is the latest value of the properties owned. Properties are generally revalued every 12 months.



### **Property Expenses**

For property trusts, expenses incurred through the management and maintenance of property investments. It includes property rates and taxes, repairs and management fees and property management fees.

### **Property Portfolio Analysis**

For property trusts, the site provides the 10 largest investments as reported in the latest annual report or interim announcement. The percentages are based on latest reported market value. We also group the properties by type in the sector analysis.

### **Property, Plant & Equipment (PPE)**

Property, plant and equipment and other fixed assets net of accumulated depreciation

### **Prospectus Forecasts**

Sales, earnings, marketing and R & D expense forecasts as reported by the company in their prospectus. This data is provided for companies that floated on the ASX from 1999.

### **Provision for doubtful debts**

A specific provision used to allow for the default or untimely payment of debtors.

### **Provisions**

Generally, a liability to cover expected future costs such as taxes, employee benefits, and the like.

#### **provisions - CL**

short term provisions

#### **provisions - NCL**

total long term provisions

#### **provisions (banks)**

For banks, the amount held as a liability to cover bad loans. The provision account is replenished through a charge for bad and doubtful debts taken from the profit and loss statement.

### **Proxy Form**

A form allowing shareholders of the company to vote on the issues affecting the company without physically attending the Annual General Meeting.

### **Purchase of Investments**

Cash flows accumulated during the year for purchases of investments not specified in greater detail, (ie: doesn't usually include investments in property, plant and equipment or in subsidiary companies.) as found in the Cash Flow Statement.

### **Purchases of PPE**

Cash flows accumulated during the year for purchases of property, plant and equipment, as found in the Cash Flow Statement.



### **Quarterly Activities Report - Other**

A Quarterly Activities Report that can't be classified as either a First, Second, Third or Fourth Quarterly Activities Report.

### **Quarterly Cash flow Report - Other**

A Quarterly Cash Flow Report that can't be classified as either a First, Second, Third or Fourth Quarterly Cash Flow Report.

### **Quick Ratio**

(Current assets - current inventory) / current liabilities.

Also known as the "acid test", the quick ratio is similar to the current ratio but excludes the value of inventory or stocks in the current asset calculation. The reasoning for this is that inventories are not always immediately realisable as a source of cash. Inventory can also be subject to valuation problems. The formula is current assets less inventory divided by current liabilities. As with the current ratio it, it is important to understand the ratio in the context of the sector average and the trend over the last few years.

### **R&D Expenditure Forecasts**

Research and development expenditure forecasts by the company as displayed in the prospectus

### **Ratio of Director Sells to Buys Chart**

This chart provides analysis of the ratio of director sell transactions to buy transactions for each month over the past twelve months. When the ratio exceeds 1, this means that there have been more sell transactions than buy transactions over the month. The reverse is true when the ratio is less than 1.

The market average ratio of directors sells to buys is provided to enable comparison to general market activity.

Have there been more buys this month than previous months? Have there been more sells than usual? This chart can provide an alert of any unusual activity by the company's insiders.

### **Realised Gains and Losses**

The realised gain or loss is measured by the difference of the proceeds on the sale of an investment and its market value at year end the previous year, or its cost if it was acquired during the same year.

### **Receipts from customers**

The aggregate cash flows from customer receipts over the financial period. The figure is as disclosed in the Cash Flow Statement

### **Receivables**

Represents the outstanding balance of the value of goods and services that have been supplied and not yet paid for. It includes pre-payments.

### **Receivables - CA**

Receivables that are expected to be entirely repaid within the next 12 months.

### **Receivables -NCA**

Receivables that aren't expected to be paid within the next 12 months.

### **Receivables To Operating Revenue**

Debtors / operating revenue



### **Registered Office**

Under the Corporations Act, a Company is to have a registered office, an address in which the Company is headquartered

### **Reinsurance Cover**

For insurance companies, reinsurance is arranged to protect their net assets in the event of a major loss and to provide capacity to expand their underwriting activities.

### **Relative P/E Ratio**

A comparison of the company's average P/E ratio with the market's P/E ratio. It is measured by dividing the average P/E for the year by the average P/E for the All Ordinaries Index.

This is a further useful check on P/Es when used in conjunction with average P/Es. Overall P/Es will vary over time, particularly with movements in interest rates. Using the relative ratio helps to adjust for these overall factors which influence all companies.

### **Renounceable Issue**

The right to participate in a renounceable issue may be sold or given from one party to another. The practice of selling the right to participate in the issue may occur when the issue is at a discount to market price.

### **Rental Income**

Income derived from the leasing of properties owned by the trust.

### **Report Currency**

The currency that the company used in its latest Annual Report to report financial data.

### **Reported net profit after tax after abnormals**

Reported net profit after tax after abnormals and less outside equity interests and preference dividends.

### **Reported NPAT before Abnormals**

Reported net profit after tax before abnormals after tax and less outside equity interests and preference dividends.

### **Reserves Ex SPR**

"Reserves Excluding Share Premium Reserve" – Reserves refers to the portion of equity that is held for specific purposes and is not available for expenditure.

### **Results of Meeting**

A public announcement summarising the results of the issues voted on by share holders at the Annual General Meeting.

### **Retained Profits**

Accumulated profits or losses from current and previous periods.

### **Return on Assets**

For banks, a measure of the returns generated by the banks asset base, which includes both interest earning and non-interest earnings assets. It is measured by dividing net profit before abnormals by total assets.



### **Return on Assets (ROA)**

Earnings before interest / (total assets less outside equity interests).

ROA is a key measure of a company's profitability, equal to a fiscal year's earnings divided by its total assets. Return on assets essentially shows how much profit a company is making on the assets used in its business.

### **Return on Capital**

An evaluation of profit earned in relation to both debt and equity capital invested. It is measured by dividing operating profit after income tax before interest by shareholders equity and long-term debt.

By comparing return on capital to return on equity, investors can determine whether a company's financial leverage has benefited shareholders. If return on equity is higher than return on capital it indicates the company's debt has provided a positive return to shareholders. If the opposite is true it indicates the company's current leverage is reducing returns to shareholders.

### **Return on Equity (ROE)**

NPAT before abnormals / (shareholders equity - outside equity interests).

ROE is an evaluation of profit earned in relation to equity resources invested (the viewpoint of equity holders). It is calculated by dividing net profit before abnormals by shareholders equity. In the cases where shareholders equity is less than zero, we have set the value of ROE to null.

Return on Equity is a key indication of the company's performance as it provides information on how well managers are employing funds invested by the shareholders to generate returns. Long run value of a company can be determined by the relationship between ROE and the cost of equity capital. ROE is affected by two factors, how profitability the company employs assets and the size of the firm's asset base relative to the shareholder's investment.

### **Return on Invested Capital (ROIC)**

NOPLAT / operating invested capital before goodwill.

Return on invested capital is a key measure of how effectively a company uses the money and invested in its operations. In the cases where invested capital before goodwill is less than zero, we have set the value of ROIC to null.

### **Return on Investments**

For insurance companies, the annual return on shareholders invested funds. It includes both realised and unrealised gains. It does not include investment returns from assets not belonging to shareholders, such as returns from unit trusts managed by the company.

### **Return on Sales (ROS)**

"Return on Sales" = {(Net income before interest and tax) / (Sales)}. This ratio can be used to help determine the efficiency of the company in that it measures how much of each sales dollar actually shows up as profit.

### **Revenue**

Sales plus other operating revenue. For industrial and service companies, it excludes non-operating revenue such as interest income.

### **Revenue Breakdown**

The percentage of total revenue for that year attributed to the industry or geographical sector.



## **Risk Rank**

Incorporates measures to assess both market risk and total risk. Market risk is determined by a company's beta, which measures the volatility of a stock relative to the total market. Total risk is measured by the standard deviation of a company's monthly share returns.

Financial risk, which measures a company's ability to meet its financial obligations, such as debt, is measured by a number of different ratios which are industry-specific. These are not explicitly contained in our overall risk rank. Share price volatility, however, is generally a good proxy of financial risk as the two are closely linked. In other words, companies with high debt to equity ratios relative to their industry peers will generally have more volatile earnings and stock prices.

The rankings for each category are based on the position of each stock relative to all other stocks covered by Aspect. The rankings are recalculated every night based on the latest share prices, company financials and other data we receive. The distribution for all rankings is based on the following percentages:

Rank:1 = best 10%

2 = next 20%

3 = middle 40%

4 = next 20%

5 = bottom 10%

## **Rolling Instalment**

A variation of an Instalment. See "Instalment"

## **Rolling Reset Instalment**

A variation of an Instalment. See "Instalment"

## **S&P/ASX sub-indices**

The sub-indices come under the umbrella of the broader All Ordinaries index and include the S&P/ASX20, S&P/ASX50, S&P/ASX100, S&P/ASX200, S&P/ASX300.

Each index has a limit to the number of stocks that can be included and is designed to provide professional asset managers with a portfolio and performance benchmark.

Stocks entering these indices may experience a short term price rise as fund managers readjust their portfolios to maintain index weightings.

## **S/T Debt**

See "Short Term Debt"

## **Sales Forecasts**

Sales forecasts by the company as displayed in the prospectus

## **Sales per share**

Calculated by dividing operating revenue by the diluted weighted average number of ordinary shares outstanding. Non-operating revenue, such as interest, is not included.

## **Second Quarter Activities Report**

A summary of the operational activities of the company for the second quarter

## **Second Quarter Cash flow Report**

A summary of the cash flows of the company for the second quarter.

## **Section 205G Notice - Director's Interests**

A notice updating the public records of the current interest in the specified company for the specified director.



## **Sector**

All companies listed on the Australian Stock Exchange are grouped into one of 24 industry sectors. The site uses this classification to compute all its sector ratios and comparisons.

## **Security holder details - Other**

Announcements on shareholder details that can't be classified under any of "Shareholder Details" subcategories

## **Segment Performance**

Provides a breakdown of the company's operations by both industry and geographical segment. The importance of each segment to total revenue is shown, as well as each segment's operating profitability (before tax and interest) and its return on allocated assets.

When assessing the impact of a new product line or a geographic division, it is important to understand its contribution to overall revenue and profit. A high growth new division which represents only five percent of revenues, for example, will have only a minimal impact on overall earnings per share in the short term.

## **Share Capital**

The total market value of equity assets on issue as reported in the balance sheet. This may include ordinary shares, preference shares and convertible equity

## **Share Ending**

diluted share outstanding at year end

## **Share of Associates Profit**

Share of the profit and loss of associates and joint ventures accounted for using the equity method is a measure of the income earned by a company on an investment in associates/joint ventures over which the company has significant influence.

Under the equity method, investment income equals a share of the profit and loss proportional to the size of the equity investment.

## **Share Premium Reserve**

A reserve account recording a premium from the issue of shares

## **Share Price Index**

The Share Price Index replicates the All Ordinaries index and is calculated the same way. It is used as the underlying index for all index options.

## **Share Price Standard Deviation**

For property and investment companies, used as a measure of risk and highlights the variability of a company's stock price.

## **Share Weighted**

diluted weighted number of shares outstanding during the year

## **Shareholder Discounts**

Can be either a discount that shareholders receive as a customer of the company they own or it could also mean the discounted share price that shareholders receive when reinvesting dividends.

# Huntleys'

## **Shareholders Buying**

The Shareholders Buying list shows the buy transactions of Substantial Shareholders over the past 12 months.

Where "Previous %" and "Shares Traded" are blank, this indicates that the shareholder held less than 5% of the company's issued capital before the transaction. Shareholders are only required to report their holdings if they hold an interest in 5% or more of the company's issued capital.

## **Shareholders Equity**

The capital invested from shareholders and from retained profits (i.e., not distributed as dividends). It is measured by adding share capital, reserves, retained profits and minority interest. It is equivalent to book value.

## **Shareholders Selling**

The Shareholders Selling list shows the sell transactions of Substantial Shareholders over the past 12 months.

Where "New %" and "Shares Traded" are blank, this indicates that the shareholder now holds less than 5% of the company's issued capital. Shareholders are only required to report their holdings if they hold an interest in 5% or more of the company's issued capital.

## **Shares Outstanding**

The number of ordinary shares issued in the market at the end of the year in question. It is adjusted in the prior years account for dilutions from relevant capital changes, such as bonus issues, share splits, and rights issues.

## **Short Term Debt**

Total Short term debt liabilities as disclosed in the current liabilities section of the balance sheet.

## **Short-Term Money**

For banks, short-term money comprises cash and short-term liquid money.

## **SignalG Digest**

Comprises of an edited version of all Market Sensitive Announcements made to the ASX from July 1 2003.

## **Solicitor**

The current or most recent firm of solicitors used by the company, as recorded in the Annual Report

## **Solvency**

For insurance companies, the ratio of shareholders equity less outside equity interests to net earned premium.

## **Special Cash**

Special Cash Dividends are 'one-off' dividends that aren't expected to reoccur and are paid out completely in cash.

## **Spread**

For banks, spread is the difference between the rate of interest earned on interest-bearing assets less the interest expense on interest-bearing liabilities

# Huntleys'

## **Stability of Earnings Growth (STAEGR \*)**

A measure of the stability of the growth of earnings from year to year expressed as a percentage. The maximum figure of 100 percent represents earnings that go up (or down) by the same percentage each year. A low figure means the company's earnings are more volatile and vary significantly from year to year. The stability of earnings growth is based upon fitting an exponential curve to both historical earnings (up to 10 years) and the next two or three years of consensus forecast earnings. More emphasis is placed on the stability of the growth of forecast earnings. Special adjustments are made for negative earnings, for extreme outliers and for earnings near zero. STAEGR is calculated with a minimum of four years of data, two of which can be forecasted earnings per share.

\* STAEGR is a trademark of Dr. John Price.

## **Status**

The status of the offer. Options include Completed, Pending or Withdrawn

## **Strike Price**

The strike price of an option or right is the price at which the owner of the option/right can purchase the underlying asset. This is agreed upon initially in the contract for the option/right. If the option/right is to purchase the underlying asset, an increase in the current market price relative to the strike price increases the value of the right/option because the strike price becomes relatively cheaper when compared to the market price.

## **Substantial Shareholder buys over last 12 months**

Buy transactions by substantial shareholders over the past 12 months.

Substantial Shareholders are defined as the shareholders that own an interest in 5% or more of the company's issued capital at a certain date. Note that 'relevant' interests are reported here which may at times mean that the total of all substantial shareholder's interests are greater than 100%.

In the substantial shareholder transaction section, "N/A" in the Previous % or New % columns generally implies that the shareholding is below 5% and as such the holding is not required to be reported.

## **Substantial Shareholder sells over last 12 months**

Sale transactions by substantial shareholders over the past 12 months.

Substantial Shareholders are defined as the shareholders that own an interest in 5% or more of the company's issued capital at a certain date. Note that 'relevant' interests are reported here which may at times mean that the total of all substantial shareholder's interests are greater than 100%.

In the substantial shareholder transaction section, "N/A" in the Previous % or New % columns generally implies that the shareholding is below 5% and as such the holding is not required to be reported.

## **Substantial Shareholder Transactions Chart**

The Substantial Shareholder Transactions Chart groups all trades over the past year by month and shows the percentage of total company shares that have been bought and sold. The red line on the chart represents the net of buys and sells for the month.

The chart shows what the substantial shareholders (often company founders, funds managers or other institutions) are doing with their holdings in this company's stock over time.

Note that a trade will not be included in this chart where a shareholder has not provided details of their holdings pre and post trade.

Details of the individual transactions are provided in the tables below this chart.

## **Substantial Shareholders**

The Substantial Shareholder List shows the shareholders that own an interest in 5% or more of the company's issued capital at a certain date. This list is sourced from the company's most recent annual report. Note that 'relevant' interests are reported here which may at times mean that the total of all substantial shareholder's interests are greater than 100%.



### **Substantial Shareholders At Last Notice**

The list of current share holdings by each of the company's substantial shareholders. The holdings are captured from annual reports and any recent transactions.

Substantial Shareholders are defined as the shareholders that own an interest in 5% or more of the company's issued capital at a certain date. Note that 'relevant' interests are reported here which may at times mean that the total of all substantial shareholder's interests are greater than 100%.

### **Substantial Shareholders from Annual Reports**

The list of substantial shareholders as stated in the last two Annual Reports.

Substantial Shareholders are defined as the shareholders that own an interest in 5% or more of the company's issued capital at a certain date. Note that 'relevant' interests are reported here which may at times mean that the total of all substantial shareholder's interests are greater than 100%.

### **Supplementary Bidder's Statement**

This statement is to be read in conjunction with the corresponding bidder's statement. It outlines notes and changes to previous bid statements.

### **Supplementary Target's Statement**

This statement is to be read in conjunction with the corresponding target's statement. It outlines notes and changes to previous target's statements.

### **Surp. Funds- Post Capex**

Surplus funds available after all capex requirements have been met.

### **Surplus Funds - Post Div**

Surplus funds available after all dividends have been paid out

### **Surplus Funds - Post Inv.**

Surplus funds available after all investments have been made

### **Surplus Funds-Post PPE**

Surplus funds available after all PPE requirements have been met.

### **Takeover - Other**

A takeover announcement that can't be classified into any of the other "Takeover Announcements" subcategories.

### **Takeover update - Section 689 Notice**

An update on a takeover provided to the market

### **Target**

The Listed entity that is the subject of the offer.

### **Target's Statement - Market bid**

See "Target's Statement"

### **Target's Statement - Off-market bid**

See "Target's Statement"



### **Target's Statement**

Off-market - A formal document issued by the offeree in response to matters pursuant to Off Market Offer Bidder's statement. Major considerations of such statements include: Directors' recommendation as to whether members should accept or reject the offer (and associated reasons for such a recommendation); and the Independent Expert's report detailing a formal opinion as to whether the offer contemplated is fair and reasonable.

On Market - The same as Target's statement in response to an On Market Offer Bidder's Statement.

### **Tax Expense**

income tax from operating activities – does not include income tax expense attributed to abnormals/significant items

### **Tax on EBIT**

The taxes attributable to EBIT. These are the taxes the company would pay if it had no debt. Tax on EBIT is calculated by adding the tax shield on interest expense to the tax paid for the period.  $\text{Tax on EBIT} = \text{Tax paid} + (\text{Net Interest Expense} * \text{Corporate Tax Rate})$ .

### **Tax Paid**

Total tax payments as part of operating cash flows aggregated over the performance period. This figure is as disclosed in cash flow report.

### **Tax Shield**

Tax Shield from Interest Expense. This concept quantifies the tax benefit (or saving) generated by interest expense. This tax shield is calculated using the prevailing Australian statutory corporate income tax rate (rather than the effective tax rate paid by the company).  $\text{Tax Shield} = \text{Net Interest Expense} * \text{Corporate Tax Rate}$ .

### **Third Quarter Activities Report**

A summary of the operational activities of the company for the third quarter

### **Third Quarter Cash flow Report**

A summary of the cash flows of the company for the third quarter.

### **Top 20 Shareholder Ownership**

Represents the percentage of the company's stock held by the 20 largest shareholders . It can provide an indication of a company's liquidity. A high figure will often mean that there is less stock available for trading.

### **Top 20 Shareholders**

Current & Historical. Provides current year plus previous 1 to 2 years. This data is taken directly from the annual report

### **Total - NCL**

"Total non-current liabilities" The sum of all non-current liabilities as disclosed in the balance sheet.

### **Total Assets**

Total assets (non- current + current). The sum of all assets as disclosed in the balance sheet.

### **Total Capital Invested**

see "Invested Capital"

**Total Current Assets**

The sum of all current assets held at the balance date, as given in the balance sheet.

**Total Current Debtors**

The sum of all the money borrowed from the company and expected to be repaid within 12 months from the balance date.

**Total Current Liabilities**

The sum of all current liabilities held at the balance date, as given in the balance sheet.

**Total Debt**

Total debt includes both current debt (due within one year) and long-term debt. In current debt we include only interest bearing debt. Some analysts prefer to include all liabilities such as accounts payable, etc to the total debt figure. Others exclude all short term liabilities on the basis that these are not long term sources of funding. We have chosen a middle ground by only including interest-bearing debt in the calculation.

**Total Div. Ex Spec**

"Total Dividends Excluding Special." Total dividends per share paid over the specified period excluding the dividends that aren't expected to be reoccurring

**Total Earning Assets**

total earnings assets including loans, short term money, due form banks and investment securities

**Total Equity**

The sum of all of the specified company's equity at the balance date, as given in the balance sheet.

**Total Gross Debt**

Total Gross Debt = Total short-term debt + Total long run debt. This is the indication of the Total amount that the company is expected to pay back to it's debtors regardless to the time structure of the payments.

**Total Investor Funds**

Operating invested capital plus cash and non-current investments.

**Total Liabilities**

Total Liabilities = Total Current Liabilities + Total Non-Current Liabilities. This is the sum of all the specified company's liabilities at the balance date, as given in the balance sheet.

**Total NCA**

see" Total Non Current Assets."

**Total NCL**

"Total Non-Current Liabilities." This is the sum of all the specified company's non-current liabilities at the balance date, as given in the balance sheet.

**Total Non Current Assets**

This is the sum of all the specified company's current assets at the balance date, as given in the balance sheet.

**Total operating income**

total interest and non interest income

**Total Return**

Measures the percentage increase in the value of a shareholder's investment in the company's shares, assuming reinvestment of dividends. It is calculated on a pre-tax basis.

**Total Return Charts**

Two charts are provided for total return, one for 10 years, if available, the other for the last three years. The charts show the total shareholder return, assuming the reinvestment of dividends. The chart compares this performance against the total market return, and against the return for the relevant industry sector. All three lines are indexed to the beginning of the period so that all start from a common basis. The charts traces monthly returns based on closing prices.

The charts also use a logarithmic scale. The dollar figures on the left hand increase in constant percentage terms rather than constant dollar terms. This is a much more accurate way of portraying growth over time because as share prices grow, larger dollar increases are needed to sustain a given growth rate. For example, if a company share price increases 10c from \$1 to \$1.10, this is a 10 percent increase. When the share price is \$10, a \$1 increase is needed to achieve the same 10 percent return.

**Total Revenue**

total revenue excluding interest revenue

**Total Shareholder Return**

The annualised return to shareholders, including all price changes and reinvestment of dividends. It includes the effect of bonus issues and splits. This figure is calculated pre-tax.

**Total Shares Quoted**

The total number of ordinary shares quoted by the company. This data is updated on the day that a change is publicly reported. The current number of shares quoted is displayed in the Corporate Details page whilst the history of capital changes can be viewed in the Capital History page.

**Trade Debtors**

An organisation or individual who owes money for goods or services provided.

**Trading Revenue**

sales revenue as reported by the company

**Transaction Costs**

Costs incurred when an investor purchases or sells shares. They may include, but are not restricted to, market spreads and brokerage fees.

**Trust 12 month accounts**

The full year accounts for a trust. See "Full Year Accounts"

**Trust 6 month accounts**

The half yearly accounts for a trust. See "Half Yearly Accounts"



### **Trustees**

(a) A person or company that has legal responsibility for financial aspects (receipts, disbursements and investment) of funds; (b) A trust company which acts in a capacity of trust as a fiduciary and to which assets have been conveyed for the benefit of another party. The trustee in this case oversees the behaviour of the manager in relation to the operation of the trust. Current data ONLY

### **Turnover**

Turnover is the average number of shares traded per year as a percentage of total shares outstanding. It is calculated on a rolling 12-month basis.

Turnover provides an indication of the liquidity of a stock and the general level of interest in a company's equity. Turnover is usually higher in large cap stocks with a significant degree of institutional shareholders.

### **Type (Dividend)**

See " Dividend Type"

### **Underwriting profit**

Premium revenue less claims expense and underwriting expense, after allowing for reinsurance revenue and expense.

### **Unearned premium**

For insurance companies, a liability representing the amount of premium which is not recognised as revenue in the year.

### **Unrealised Gains and Losses**

Represents the increase or decrease on an investment in its current year-end market value, compared to the previous year-end value, or its cost if it was acquired during the current financial year.

### **Valuation Expert**

Valuation advisor to the company at the time of the float

### **Valuation Multiples**

A set of ratio's including those comparing valuations of the company with it's profit, revenue and share price. Also includes the price-earnings ratio

# Huntleys'

## Value Rank

Calculated using the Aspect Valuation Model which measures an intrinsic value for a stock by calculating the present value of the forecasted future stream of earnings for the company. The present value is calculated by using a discount rate adjusted for the stocks risk.

If a company is not ranked (denoted by NR) this will mean there is insufficient information to determine a rank. Minimum requirements for ranking include:

- 1) Two years of forecast earnings from broker consensus, or directors forecasts in the case of a new float,
- 2) At least four annual earnings data points (two of these can be forecasts, and
- 3) At least three of the earnings must be positive. These criteria are in place to ensure that a meaningful valuation can be derived.

See "How this Works" for a more detailed explanation of the Aspect Valuation Model.

The rankings for each category are based on the position of each stock relative to all other stocks covered by Aspect. The rankings are recalculated every night based on the latest share prices, company financials and other data we receive. The distribution for all rankings is based on the following percentages:

Rank

- 1 = best 10%
- 2 = next 20%
- 3 = middle 40%
- 4 = next 20%
- 5 = bottom 10%

## Variation of Takeover Bid

A public announcement that discloses changes to previous takeover bids.

## Voting Policy

The voting policy of the company, as stated by the company. Current data ONLY

## Warrants

An unobligated right to purchase the underlying asset at a price agreed upon on issue. The main difference between options and rights is that rights are issue by the company related to the underlying asset, whereas options tend to be exchange traded. The life of warrants also tends to be longer than options

## Weighted Average Shares

This is a measure of the average amount of ordinary, fully paid shares on issue for the period, usually as found in the company's report. If not disclosed it is calculated indirectly as:  $\{(Net\ profit\ after\ tax - Dividends\ on\ equity\ other\ than\ ordinary\ shares) / EPS\}$

## Working Capital

Working capital = current assets - current liabilities. This provides an indication as to the ease at which the company can service it's current liabilities. If working capital is negative the company may have some difficulties meeting it's current liabilities.

## Working Capital to Revenue

Operating working capital / operating revenue. Operating working capital is defined as (Current assets - cash) - (current liabilities - short term debt).



### **Working Capital Turnover**

Operating revenue / operating working capital.

Indicates the value of sales that the company has generated per dollar invested in working capital. An increase in this ratio over time indicates the company is becoming more efficient in generating revenues from its resources. A company whose costs are mainly fixed costs as opposed to variable will be able to increase revenues at a faster rate than expenses and this will result in a higher working capital turnover ratio.

Operating working capital is defined as (Current assets - cash) - (current liabilities - short term debt).

### **Year End Share Price**

Closing share price on the last day of the company's financial year.

### **Company Profiles - Annual Financials - Growth Rates**

A section in 'Fin-Analysis' that provides historic growth rates of key indicators for the specified company.

### **Company Profiles - Annual Financials - Ratio Analysis**

A section in 'Fin-Analysis' that provides historic ratios for the specified company. The ratios are grouped into the following categories; Profitability Ratios, Asset Management Ratios, Debt and Safety Ratios, Cash flow Ratios and Valuation Multiples.

### **Company Profiles - Annual Financials - Asset Base Decomp.**

A section in 'Fin-Analysis' that breaks down total assets into asset types.

### **Company Profiles - Annual Financials - Segment Performance**

A section in 'Fin-Analysis' that breaks down revenue, profit and assets into both industrial and geographical segments

### **Company Profiles - Price Sensitive Measures**

A section in 'Fin-Analysis' that provides ratio's that are sensitive to price fluctuations correct at the previous market close.

### **Company Profiles - Dividends History**

A section in 'Fin-Analysis' that provides a history of the dividends paid by the company including; date the dividend was paid, type of dividend, amount paid per share, currency paid in, % of dividend franked as well as book close and payment dates.