Direct Equities Recommendation

Core Model Portfolio

Tuesday, 5 June 2018

Portfolio Objective

The Core Model Portfolio aims to meet the S&P/ASX100 Index (on a pre-tax basis) over rolling three year periods by investing in a selection of quality large capitalisation Australian equities. Volatility is expected to be at or below the volatility of the benchmark.

There were no changes to the portfolio this month.

Summary of Portfolio

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Portfolio Methodology

- The portfolio adopts a quantitative and qualitative approach to portfolio selection. The portfolio was constructed based on the quantitative financial modelling from Morningstar Research with a qualitative overlay of our methodology.
- The portfolio construction takes into account varying economic conditions and the expectations of each individual company's circumstances and forecasts. The methodology focuses on clean balance sheets, strong cash flows, management experience and history, diversification of business operations and strong projected earnings growth. To achieve some of the fundamental portfolio requirements, a number of financial ratios, such as debt to equity (D/E), interest cover (IC), dividend yield, franking credits and earnings per share (EPS) growth, have been incorporated as standard ratios with minimum standards that each company must adhere to.
- Balance sheet and cash flow ratios are employed to reduce the risk of shareholder wealth being diluted due to the default or financial difficulties of companies held in the portfolio. All companies selected must have a debt to equity ratio of less than 50% and a minimum interest cover of 2.5 times. Any company with debt to equity between 50% to 60% must have an interest cover of 5 times or any company with debt to equity between 60% to 70% must have an interest cover of 10 times. Company's with Debt/Equity greater than 70% will not be considered. In addition, we have BXB as an exception due to their expected strong growth in free cash flows and exposure to solid momentum in the company's overseas operations.
- A conservative approach has been applied to minimise the need for companies we invest in to come to market to raise capital and dilute existing shareholder equity.
- Diversification is important to minimise the risk to the investor and as a result a number of diversification techniques have been employed. These include limiting individual sector exposure to no more than 50% or three times the S&P/ASX100 index weight and limiting the individual exposure of any company within the range of 4% to 15% of the portfolio. The portfolio is designed for long term investors with a minimum outlook of 5 years. The portfolio does not take into account the investor's personal tax positions and/or any capital gain/loss positions.

Portfolio Parameters

- The volatility for the Core Model Portfolio is expected to be close to or below the S&P/ASX100 Index benchmark.
- The Core Model portfolio will only select stocks within the S&P/ASX 100 Index. Where securities do not adhere to these specific requirements, a clear explanation will detail the basis of recommendations for breaching such requirements.
- The Core Model portfolio's objective is to allow each stock a minimum of 12 months to perform, unless certain conditions are not met and/or the underlying fundamentals of the company have changed as a result of unexpected situations such as profit warnings or significant unjustifiable price changes. All stocks must have an individual weighting between 4% to 15%.
- The portfolio aims to achieve a franking level +/- 20% of the S&P/ASX100 Index.
- The portfolio aims to achieve a dividend yield of +/- 1% of the S&P/ASX100 Index.

Portfolio Weighting & Commentary

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Code	Company	Industry Group Discription	Historical Yield (%)	Historical EPS (CENTS)	Histoical P/E Ratio	Portfolio Weight
NAB	National Australia Bank Limited	Banks	6.5%	240	12.7	12.5%
SHL	Sonic Healthcare Limited	Health Care Equipment & Services	3.5%	102	21.5	6.0%
WBC	Westpac Banking Corporation	Banks	5.9%	240	13.4	12.5%
WES	Wesfarmers Limited	Food & Staples Retailing	5.3%	254	16.7	9.0%
TCL	Transurban Group	Transportation	4.6%	12	96.1	7.0%
MQG	Macquarie Group Limited	Diversified Financials	5.6%	744	12.7	7.0%
BXB	Brambles Limited	Commercial & Professional Services	2.6%	53	21.4	6.0%
IAG	Insurance Australia Group Limited	Insurance	5.6%	42	14.1	8.0%
ABC	Adelaide Brighton Limited	Materials	3.6%	30	19.0	7.0%
AMC	Amcor Limited	Materials	3.8%	80	18.8	5.0%
CSL	CSL Limited	Pharmaceuticals, Biotechnology & Life Sciences	1.6%	389	29.5	6.0%
GMG	Goodman Group	Real Estate	3.5%	42	17.7	4.0%
APA	APA Group	Utilities	5.0%	21	41.3	4.0%
BHP	BHP Billiton Limited	Materials	4.7%	171	13.6	6.0%
				TOTAL PORTFOLIO WEIGHT		100.00%
14 Stocks						

*** Historical data refers to the last 12 months of reported financial result.

*** Data source obtained from Morningstar Research.

Portfolio Commentary

- There are 14 stocks within the Core Model portfolio. The stocks have been separated into five major economic sectors to reduce the overall risk of the portfolio. 18% has been allocated to the Materials sector. A 13% allocation has been made to the Industrial sector to provide the portfolio with appropriate diversification. 21% has been allocated to the Consumer & Healthcare sectors. 44% of the portfolio allocation is allocated to the Financial sector to provide diversification but also to take advantage of the strong dividend yields and attractive valuations of quality blue-chip companies. An exposure of 4% has been provided towards Utilities after the inclusion of APA into the portfolio.
- The portfolio contains 14 stocks within the S&P/ASX100 index. The Core Model portfolio is forecast to have a weighted average EPS growth greater than 10%, the yield is expected to be around 4.7% and franking is anticipated to be greater than 60%. Seven companies are forecast to have fully franked dividends, which are; ABC, BHP, NAB, WBC, WES & IAG. The following stocks are expected to be partially or with no franking credits; AMC, APA, BXB, CSL, GMG, MQG, SHL & TCL. The portfolio has a lower level of anticipated franking credits due to our preference for providing exposure towards stocks with some overseas operations. This is due to the fact that these company's are benefitting from both a downward movement in the Australian dollar as well as greater earnings momentum globally, relative to their domestic counterparts.
- The following companies are selected to provide growth to the portfolio with forecast earnings growth of greater than 15%; SHL, TCL, CSL & BHP. The following stocks have forecast earnings growth of between 8% to 15%; MQG while NAB, WBC, WES, BXB, AMC, IAG & GMG have forecast earnings growth of less than 8%. The following stocks were selected for diversification purposes; APA, NAB, SHL, GMG & WES. This diversification allows a reduction in risk of the portfolio and allows the portfolio to have exposure to all 5 of the major economic sectors.
- Please note, the current Morningstar recommendation for WES, ABC, CSL & BHP is at '2 Stars'. We feel that these companies still represent the best quality exposures in their respective sectors and currently trade at above Morningstar's fair value given their strong competitive positions, superior cash flows and increasing returns to shareholders.
- Please note, we have not recommended CBA or any related company into the model portfolio due to a potential conflict of interest.

Stock Commentary

- **National Australia Bank Limited (NAB)**
  National Australia Bank provided 2018 half year results summary. It reported that the revenue is up 2.5% with growth in housing and business lending combined with higher margins, partly offset by lower markets and treasury income. Credit impairment charges declined 5.3% to $373m, and as a percentage of gross loans and acceptances declined 1bp to 13bps. Group common equity tier ratio of 10.21%, up 15 bps from September 2017. Expenses are up 25.3% or 5.4% excluding restructuring related costs, mainly due to increased investment spend.
- **Sonic Healthcare Limited (SHL)**
  No significant news or reports from the company in May
- **Westpac Banking Corporation (WBC)**
  Westpac reported NPAT up 7.45% to $4,198m for the half-year ended 31 March 2018. Revenue from ordinary activities were $18,968m, up 2.34% from last year. Diluted EPS was 119.7 cents compared to 116.8 cents last year. Net operating cash flow was $7,692m compared to an outflow of $678m in the pcp. The interim dividend declared was 94 cents, compared with 94 cents last year.
- **Wesfarmers Limited (WES)**
  Wesfarmers announced it has agreed to divest the Homebase business in UK and Ireland to a company associated with Hilco Capital. Under the terms of the agreement, the buyer will acquire all Homebase assets, including the Homebase brand, its store network, freehold property, property leases and inventory for a nominal amount. The 24 Bunnings pilot stores will convert to the Homebase brand promptly following completion. The Company will participate in a value share mechanism whereby it would be entitled to 20% of any equity distributions from the business. This obligation is not limited by time, allowing the Company to participate in any profitable divestment of the business in the long-term.
- **Transurban Group (TCL)**
  Transurban Group announced that a distribution totalling 28.0c per stapled security will be paid for the six months ending 30 June 2018. This will be made up of a 25.5c distribution from Transurban Holding Trust and controlled entities and a 2.5 cent fully franked dividend from Transurban Holdings and controlled entities. The record date of the dividend is 29 June 2018 and payment date is 10 August 2018. The Company confirmed that it will hold the 2018 AGM of shareholders of Transurban Holdings and Transurban International in conjunction with a meeting of unitholders of Transurban Holding Trust on 11 October 2018 at 11:00am at the Melbourne Exhibition Centre, Melbourne Convention and Exhibition Centre, 2 Clarendon Street, South Wharf, Melbourne, Vic, 3006.
- **Macquarie Group Limited (MQG)**
  Macquarie Group provided FY2018 media release. It reported FY2018 net profit of $A2,557m, up 15% on FY2017. FY2018 net operating income of $A10,920m, up 5% on FY2017. Profit for the half-year ended 31 March 2018 was $A1,309m, up 5% on the half-year ended 30 September 2017 and up 12% on the half-year ended 31 March 2017.
- **Brambles Limited (BXB)**
  No significant news or reports from the company in May
- **Insurance Australia Group Limited (IAG)**
  No significant news or reports from the company in May
- **Adelaide Brighton Limited (ABC)**
  Adelaide Brighton provided AGM Presentation. The Underlying NPAT excluding property increased 5.3% to $189.3m, however, reported NPAT declined 2.3% to $182.0m, impacted by the one-off $17.7m increase in doubtful debts provisions and costs associated with underpayment for products supplied. EPS declined marginally to 28.0c but underlying EPS increased 5.2%. As mentioned by the Chairman, shareholder returns remained with total dividends paid with respect to 2017 of 24.5 cps fully franked.

Stock Commentary

- **Amcor Limited (AMC)**
  No significant news or reports from the company in May
- **CSL Limited (CSL)**

CSL announced a revised profit outlook for fiscal 2018. The Company expects NPAT for FY 2018 to be in the range of $1,680 to $1,710m USD at constant currency. In February 2018 the Company provided guidance that it expected NPAT for FY 2018 to be in the range of $1,550 to $1,600m USD at constant currency. In compiling the Company's financial forecasts for the year ending 30 June 2018 a number of key variables which may have an impact on guidance have been identified.

- **Goodman Group (GMG)**

  Goodman Group provided Q3 FY2018 operational update. It reported $36.8bn total assets under management located in core markets, (up 6.4% on 1H FY2018). There was 98% occupancy across the Group and Partnerships. The Company reported $3.5bn of development work in progress. The Company Reaffirm forecast FY2018 operating earnings per security of 46.5c, up 8% on FY2017.

- **APA Group (APA)**

  APA Group provided Macquarie Australia Conference Presentation. Interest rates payable on bonds maturing FY2018 - FY2021 are between 6.8% to 11.9%. It is on track to achieve FY2018 EBITDA guidance forecast. The Company can issue debt into the global capital markets at fixed rates in A$ of less than 5% p.a. It Projected WACD to FY2036 averages 5.3% p.a. using the forward curve.

- **BHP Billiton Limited (BHP)**

  No significant news or reports from the company in May

Sector Analysis

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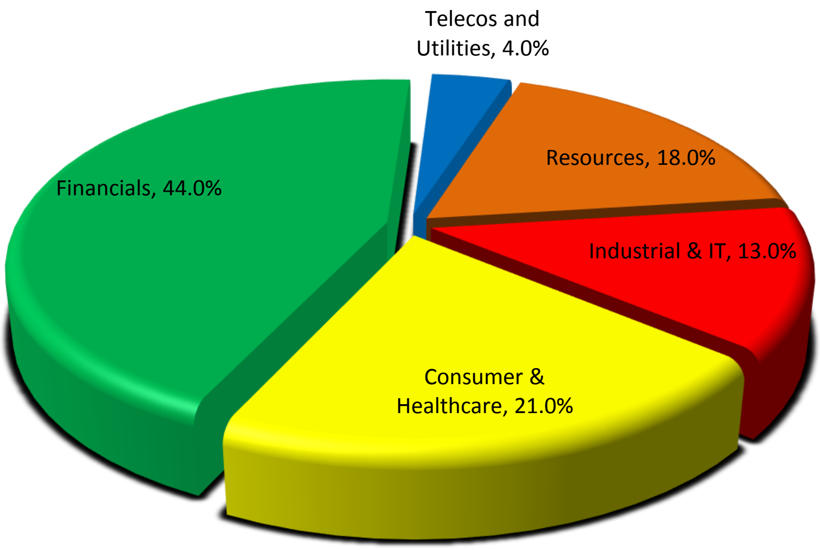
Sectors	Portfolio (%)	S&P/ASX 200 (%)	Differences (%)
Major Sectors			
Resources	**18.0%**	**24.4%**	**-6.4%**
Industrial & IT	**13.0%**	**9.5%**	**3.5%**
Consumer & Healthcare	**21.0%**	**21.1%**	**-0.1%**
Financials	**44.0%**	**40.6%**	**3.4%**
Telecos and Utilities	**4.0%**	**4.4%**	**-0.4%**



*** Data obtained from Morningstar Research.

Industry Analysis

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Sectors / Industry	Portfolio (%)	S&P/ASX 200 (%)	Differences
Resources			
Energy	0.0%	5.4%	-5.4%
Materials	18.0%	18.9%	-0.9%
	18.0%	**24.4%**	**-6.4%**
Industrial & IT			
Capital goods	0.0%	0.8%	-0.8%
Commercial Services & Supplies	6.0%	2.2%	3.8%
Transportation	7.0%	4.3%	2.7%
Software & Services	0.0%	2.1%	-2.1%
	13.0%	**9.5%**	**3.5%**
Consumer & Healthcare			
Consumer Durables & Apparel	0.0%	0.1%	-0.1%
Hotel, Restaurants & Leisure	0.0%	3.2%	-3.2%
Media	0.0%	0.5%	-0.5%
Retailing	0.0%	0.8%	-0.8%
Food & Staples Retailing	9.0%	5.7%	3.3%
Food, Beverages & Tobacco	0.0%	1.9%	-1.9%
Household & Personal Products	0.0%	0.2%	-0.2%
Health Care Equipment & Services	6.0%	3.1%	2.9%
Pharmaceticals & Biotechnology	6.0%	5.4%	0.6%
	21.0%	**21.1%**	**-0.1%**
Financials			
Banks	25.0%	23.6%	1.5%
Diversified Financials	7.0%	5.1%	1.9%
Insurance	8.0%	3.9%	4.2%
Real Estate	4.0%	8.1%	-4.1%
	44.0%	**40.6%**	**3.4%**
Telecos and Utilities			
Telcommunication Services	0.0%	2.4%	-2.4%
Utilities	4.0%	2.0%	2.0%
	4.0%	**4.4%**	**-0.4%**

*** Data obtained from Morningstar Research & Iress Market Technology.

Ratio Analysis

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CODE	Company	Forecast EPS Growth (%)	Forecast Yield (%)	Forecast Franking (%)	Forecast DEBT/ EQUITY (%)	Forecast Interest Cover (X)	Forecast Return on Equity (%)	Forecast EPS (Cent)	Forecast PE RATIO (X)	Market Cap ($M)
NAB	National Australia Bank Limited	-3.2	7.4%	100%	0.0%	0.0	0.0%	$2.32	11.4995	$72,866,255,115
SHL	Sonic Healthcare Limited	9.7	3.3%	20%	0.0%	0.0	0.0%	$1.12	21.2544	$10,020,288,388
WBC	Westpac Banking Corporation	3.3	6.8%	100%	0.0%	0.0	0.0%	$2.48	11.2081	$95,237,925,359
WES	Wesfarmers Limited	-1.2	4.9%	100%	0.0%	0.0	0.0%	$2.51	17.9748	$51,533,038,999
TCL	Transurban Group	67.0	4.8%	5%	0.0%	0.0	0.0%	$0.20	59.8674	$26,363,026,350
MQG	Macquarie Group Limited	4.9	4.9%	45%	0.0%	0.0	0.0%	$7.80	14.4659	$38,497,287,668
BXB	Brambles Limited	0.7	3.2%	30%	0.0%	0.0	0.0%	$0.53	17.0377	$14,263,081,701
IAG	Insurance Australia Group Limited	6.8	4.2%	100%	0.0%	0.0	0.0%	$0.45	18.137	$19,532,075,838
ABC	Adelaide Brighton Limited	17.9	3.2%	100%	0.0%	0.0	0.0%	$0.36	18.3776	$4,320,054,424
AMC	Amcor Limited	-1.1	4.3%	0%	0.0%	0.0	0.0%	$0.80	17.4166	$16,005,512,434
CSL	CSL Limited	19.5	1.1%	0%	0.0%	0.0	0.0%	$4.64	40.0978	$85,304,539,097
GMG	Goodman Group	8.0	3.0%	0%	0.0%	0.0	0.0%	$0.45	20.6161	$17,431,394,329
APA	APA Group	-0.1	5.2%	15%	0.0%	0.0	0.0%	$0.21	41.0075	$10,359,467,985
BHP	BHP Billiton Limited	36.3	5.1%	100%	0.0%	0.0	0.0%	$2.34	14.155	$106,628,144,686

*** Note, Financial stocks do not use the Debt to Equity ratio and/or Interest Cover due to the nature of the industry.

*** Forecast numbers are based on year 1 forecast rather than specific years due to the different reporting dates.

*** Data obtained from Morningstar Research

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Code	Company	Company Description	Morningstar/Aegis Commentary
NAB	**National Australia Bank Limited**	National Australia Bank Limited (NAB) is a financial services group that provides a comprehensive and integrated range of banking and financial services including wealth management throughout Australia and New Zealand, with branches located in Asia, the United Kingdom (UK) and the United States (US).	National Australia Bank is one of four major banks and is Australia's biggest business bank. The Clydesdale demerger completed in February 2016 with the core and profitable Australian and New Zealand commercial and retail banking franchises now the sole focus. CEO Andrew Thorburn and senior management have started the business optimisation process and we expect consistent, high-quality earnings going forward, erasing previous disappointments and rebuilding investor confidence. Good revenue and volume growth, tight cost control and improved return on equity will feature. The share price has recovered relative to peers from a long period of underperformance. The bank has substantial exposure to the business sector, with 45% of earnings from business banking, and is well placed to take advantage of the recovery in demand for business credit. The author's retirement fund owns shares in all four Australian major banks.
SHL	**Sonic Healthcare Limited**	Sonic Healthcare Limited (SHL) is an international medical diagnostics company, offering laboratory medicine/pathology and radiology services to the medical community. The company is structured as a decentralized federation of medically-led diagnostic practices, with the head office in Sydney, Australia. SHL provides the services and infrastructure in eight countries: Australia; New Zealand; the UK; Germany; Switzerland; Belgium; Ireland; and the USA.	During the past two decades, Sonic has built a dominant position in the Australian medical diagnostics market; it is now the largest Australian pathology laboratory operator. This scale gives it a significant cost advantage, the primary source of its narrow economic moat. Sonic invested heavily throughout the six years to 2011 to establish critical mass in the U.S. and European pathology markets. The firm is now generating synergies from acquired businesses, the same strategy it implemented so successfully in Australia. We expect steady realisation of synergies in the U.S. and European markets to gradually boost margins for many years and help drive EPS growth of about 10% during the next five years. Several dynamics underpin pathology test volume globally, including ageing populations, the economic benefits of preventative medicine, and ongoing innovation in pathology testing technology.

*** Investment View data obtained from Morningstar Research.

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Code	Company	Company Description	Morningstar/Aegis Commentary
WBC	**Westpac Banking Corporation**	Westpac Banking Corporation (WBC) is Australia's oldest banking and financial services group, with branches and operations throughout Australia, New Zealand and the near Pacific region as well as offices in key financial centres around the world including London, New York, Hong Kong and Singapore. The Group is organised in the following 5 Key Divisions: Consumer Bank, Commercial and Business Bank, BT Financial Group, Westpac Institutional Bank and Westpac New Zealand. Its serves nearly 13 million customers.	Westpac Banking Corporation is Australia's oldest bank, marking 200 years in 2017. Certain commentators view Westpac's successful home-loan growth strategy as a key weakness, but we argue that it is a core strength. Investor concerns, centred on the large exposure to residential mortgages, are overdone. The high-profile multibrand franchise in Australia and New Zealand is slanted towards retail banking, but retains meaningful exposure to the wealth, corporate, and institutional sectors. We see solid earnings upside potential, with international investors continuing to focus too much attention on negative short-term issues. A strong balance sheet, peer-leading loan quality, and impressive returns on equity underpin a solid earnings outlook. The author's retirement fund owns shares in all four Australian major banks.
WES	**Wesfarmers Limited**	Wesfarmers Limited (WES) is a diversified business operating supermarkets, department stores, home improvement and office supplies, resources, chemicals, energy and fertilisers, and industrials and safety products. WES is headquartered in Western Australia.	Wesfarmers' diversified portfolio provides exposure to many segments of the Australian economy. In fiscal 2017, more than 90% of group revenue was consumer-related. The contribution to group EBIT from these operations is also above 90%. Other operations provide exposure to resources, coal mining, agriculture, and industrial gases. Wesfarmers is Australia's largest private-sector employer, with more than 200,000 employees. We believe Wesfarmers has a narrow moat, which is sourced from cost advantages derived from its significant retail scale. Return on equity is affected by dilutive equity issues associated with the acquisition of Coles in 2008, along with the company's significant goodwill, but return on invested capital (excluding goodwill) comfortably exceeds the cost of capital.

*** Investment View data obtained from Morningstar Research.

Research Commentary

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Code	Company	Company Description	Morningstar/Aegis Commentary
TCL	Transurban Group	Transurban Group (TCL) manages and develops urban toll road networks in Australia and the United States of America. Company engage in the development, operation, maintenance and financing of toll road networks as well as management of the associated customer and client relationships. Company have 13 roadsin Australian portfolio and in US company have 2 roads in the state of Virginia, both in Washington DC area.	Transurban Group is a leading toll road owner/operator, with a portfolio of assets on the Eastern seaboard of Australia and in Virginia, U.S. Concession lives are fixed, with toll roads handed back to their respective governments debt-free at the end of the concession. The weighted average concession life of the portfolio is around 30 years. Under the leadership of Scott Charlton, Transurban has aggressively expanded its portfolio through a combination of acquisitions and greenfield projects. Toll roads have high barriers to entry and benefit from rising traffic volumes and tolls, which increase in line with the consumer price index or higher. Transurban is a stapled security, with a considerable portion of its net cash flows distributed to security holders pretax. The objective is to cash-cover and increase distributions; we project a five-year high-single-digit CAGR in distributions
MQG	Macquarie Group Limited	Macquarie Group Limited (MQG) is a global provider of banking, financial, advisory, investment and fund management services, headquartered in Sydney.	Macquarie's global business model has successfully navigated the operational and capital market headwinds affecting other larger investment banks. Despite Macquarie being subscale compared with global peers, the firm has very successfully replaced the significant revenue streams previously sourced from the highly profitable satellite-fund business model. Long-held strengths of adaptability, variable costs, a solid balance sheet, and capable management offset volatile market conditions and place the group in a strong position to leverage the market rebound. Funds management, corporate lending, and asset financing are strong performers, delivering lower-risk income at the same time that Macquarie's market-dependent businesses start to recover. Further growth in global capital markets and increased transactional volumes are needed to increase earnings, particularly in the market-facing investment banking businesses.
BXB	Brambles Limited	Brambles Limited (BXB) is a supply-chain logistics company operating in more than 50 countries, primarily through the CHEP and IFCO brands. BXB specializes in the pooling of unit-load equipment and the provision of associated services. BXB is focusing on the outsourced management of returnable pallets, crates and containers.	Brambles is the largest global provider of pallet and reusable plastic crate, or RPC, pooling services. Global scale and years of experience provide competitive advantages and a wide economic moat. The global infrastructure and advantageous cost position are barriers to entry, but there is some competition at the regional level. Cash flow, operating margins, and return on equity are high, but until recently, the business struggled to achieve sustainable earnings growth over a prolonged period. Management has been able to refocus the business, and while earnings are currently struggling with the effects of subdued U.S. and European economies, this is more than offset by increased penetration of existing markets and expansion to new geographies and services. A recovery in the developed economies would provide a major earnings boost. Growth opportunities exist in the RPC and container businesses.

*** Investment View data obtained from Morningstar Research.

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Code	Company	Company Description	Morningstar/Aegis Commentary
IAG	**Insurance Australia Group Limited**	Insurance Australia Group Ltd (IAG) is a general insurance group, with operations in Australia, New Zealand, and Asia. The Group provides a range of personal and commercial insurance products, primarily motor vehicle and home insurance. IAG also has interest in general insurance joint ventures in Malaysia, India and China. IAG has two customer facing divisions - Consumer Division and Business division being responsible for sales, service, and brand and marketing execution.	Insurance Australia Group is one of the two largest domestic general insurers operating in Australia and New Zealand. Despite heritage brands and high market shares, its products are commoditised and sustainable competitive advantages are elusive, hence the pressure from competition on revenue and margins. The firm exited its U.K. business several years ago to focus on its core business in Australia and New Zealand and its Asian strategy. The insurance market is mature, with cyclical, price-competitive, premium rates. Large insured events occur without warning, and claims trends are largely beyond the control of management in the short term. Reinsurance protection and capital management mitigate risks to some extent. General insurance is inherently risky, with volatile earnings, but recent quota share deals reduce earnings volatility, release capital and increase more-stable fee based income.
ABC	**Adelaide Brighton Limited**	Adelaide Brighton Limited (ABC) is an integrated construction material and lime producing group of companies focused on the construction, engineering, infrastructure and resource sectors in Australia. ABC has three main operating divisions being: Cement, Lime, Concrete and Aggregates and Concrete Masonry Products.	Adelaide Brighton has delivered strong growth from exposure to strong infrastructure and residential markets. Economic conditions and consumer confidence ultimately drive private and government construction, creating volatility. Yet, a track record of controlling costs, balancing imports against local manufacturing capacity, vertical integration, selective expansions, and a prudent balance sheet help ease the burden of operating in a cyclical industry. Following the company's purchase of Central Pre-Mix Concrete, we continue to expect additional concrete or quarry acquisitions, complementing the company's vertically integrated model. Cost advantage gives Adelaide Brighton a narrow economic moat, stemming from efficient plants closely located to quarries and energy sources and access to cheap imports of clinker.
AMC	**Amcor Limited**	Amcor Limited (AMC) is a global packaging company with operations across Australasia, North America, Latin America, Europe and Asia. AMC offers a range of packaging related products and services, including packaging for beverages, food, healthcare, personal and homecare, tobacco, and industrial applications.	Amcor is a leading global packaging company, with an extensive network of packaging plants across flexible and rigid plastic packaging. The AUD 2 billion acquisition of certain Alcan packaging businesses in 2010 was well timed and significantly increased scale and diversification. The demerger in December 2013 of its Australasian paper and packaging and U.S. distribution businesses allows the company to focus on the higher-return flexibles and rigid plastics segments, as well as increasing exposure to higher-growth emerging geographic markets. The end markets supplied, such as healthcare, food, beverages, and tobacco, are defensive in nature, which lessens exposure to changes in global consumer and business activity.

*** Investment View data obtained from Morningstar Research.

Research Commentary

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Code	Company	Company Description	Morningstar/Aegis Commentary
CSL	**CSL Limited**	CSL Limited (CSL) is a biopharmaceutical company that researches, develops, manufactures and markets products to treat and prevent human medical conditions including coagulation disorders, viral and bacterial diseases, bleeding disorders and other diseases. The operational businesses include CSL Behring and bioCSL. CSL has manufacturing operations in the United States, United Kingdom, Germany, Switzerland and Australia.	CSL is one of three major players in the global blood-plasma-derived biotherapies space. We expect consistent product innovation to drive high-single-digit top-line growth in developed markets, augmented by midteen lower-margin sales growth in emerging markets. With moderate operating leverage, this should result in double-digit profit growth during the next few years. CSL is cost-competitive, given its manufacturing scale and a wide plasma-derived product range that reduces unit production cost. Manufacturing know-how drives ongoing, incremental yield improvements. Cost competitiveness and innovation prowess deliver a narrow moat, reflected in returns on invested capital consistently above 20%, well above an under-10% cost of capital. CSL suits growth-oriented investors comfortable with the inherent risks of the biotechnology industry, including intellectual property disputes and regulatory intervention.
GMG	**Goodman Group**	Goodman Group (GMG) is an integrated property group with operations throughout Australia, New Zealand, Asia, Europe, the United Kingdom, North America and Brazil. GMG comprised of the stapled entities Goodman Limited, Goodman Industrial Trust and Goodman Logistics (HK) Limited. GMG operates four divisions namely Property Investment, Fund Management, Property Services and Property Development.	The substantial yield premium on high-quality industrial property to bonds is a key factor behind strong institutional demand for Goodman-developed product. With an outlook for interest rates to reach exceptionally low levels, we expect sustained institutional demand for industrial property. Goodman has strong growth prospects, but asset value risks are evident. Recent rises in industrial asset values have been facilitated by sharply lower interest rates, particularly given that rent growth rates have stabilised in most regions. The inevitable reversion to long-term average borrowing rates in outer years could weigh heavily on industrial property values, reflecting the dual impact of capitalisation-rate expansion and softer commercial demand for industrial space. This ever-present risk highlights the importance of premium product and financially sound tenants, a key attribute of the Goodman investment vehicles.

*** Investment View data obtained from Morningstar Research.

Research Commentary

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Core Model Portfolio

Code	Company	Company Description	Morningstar/Aegis Commentary
APA	**APA Group**	APA Group (APA) comprises of Australian Pipeline Trust and APT Investment Trust, operates natural gas transportation business with interests in energy infrastructure across mainland Australia, including natural gas pipelines, gas storage facilities and a wind farm. APA also holds minority interests in a number of energy infrastructure enterprises including SEA Gas Pipeline, Energy Infrastructure Investments, GDI Allgas Gas Networks and Diamantina and Leichhardt Power Stations.	APA Group is a good-quality infrastructure stock with astute internal management. It owns an unparalleled network of gas transmission and distribution infrastructure assets across Australia. As it faces less regulation than most of its peers, it achieves higher returns, particularly from organic expansion projects that increase use of the existing network. Unfortunately, industry reform threatens. Australian household and business utility bills are rising strongly from already high levels, and governments are responding with sweeping measures. For APA, this includes gas market rule changes attacking the assymetric information advantage helping it secure excess returns. This will improve the negotiating position of customers, and will be backed up by binding arbitration if negotiations fail. Headwinds from rule changes and likely rising interest rates suggest APA's future won't be as rosy as its past.
BHP	**BHP Billiton Limited**	BHP Billiton Limited (BHP) is a diversified natural resources company producing commodities along with substantial interests in oil and gas. BHP's principal business lines are mineral exploration and production, as well as petroleum exploration, production and refining. BHP's assets, operations and interests are separated into four business units, Petroleum and Potash, Copper, Iron ore, and Coal.	BHP has several of the world's largest mines. Key mined commodities are iron ore, coking coal, and copper. In addition, the company has meaningful oil exposure with large bets on U.S. onshore shale gas and oil, in addition to conventional and liquefied natural gas, or LNG, assets. The iron ore mines in particular are at the low end of the industry cash cost curve; however, overinvestment during the peaks of the China boom, when capital costs were very high relative to historical standards, has diluted the operating cost advantage. After adding back the not-inconsiderable write-downs, BHP's invested capital base nearly quadrupled in the decade-ended 2015, substantially lowering returns such that we expect midcycle returns below the company's cost of capital.

*** Investment View data obtained from Morningstar Research.

Research Glossary

Report on

Core Model Portfolio

Holdings Report:	Displays the stock holdings in the portfolio. Stocks that are flagged with *** are not included in the analysis. Stocks that are members of the Australian All Ordinaries Accumulation Index are the only stocks included in the analysis. Effective value shows the value of total holdings included in the analysis.
Sector/Industry Report:	Displays each stock in the portfolio with sector and industry membership.
Sector Weights:	Displays the sector weights of the portfolio compared to the sector weights of the Index. Displays the industry weights of the portfolio compared to the industry weights of the Index categorized by sector.
Industry Weights:	Displays the industry weights of the portfolio compared to the industry weights of the Index categorized by sector.
Stock Weights:	Displays the weight of each stock in the portfolio categorised by each industry and sector.
Company Size:	Current price of a stock multiplied by the number of shares on issue for that stock. It is measured in millions of Australian dollars.
Price Earnings Ratio:	Current price of a stock divided by the current full year earnings per share (before abnormal and extraordinary items).
Price Book Value Ratio:	Current price of a stock divided by the current full year net assets per share.
Price Cash Flow Ratio:	Current price of a stock divided by current gross cash flow per share. Gross cash flow is calculated as net profit (before abnormal and extraordinary items) plus depreciation.
Dividend Franking:	Percentage of the stock's dividend that has been subject to Australian corporate taxation before distribution.
Dividend Yield:	Dividend yield is calculated as the stock's annual dividend per share (excluding special cash payments) divided by the current price and measured as a percentage.
Gearing:	Financial debt divided by the sum of financial debt and shareholders funds and measured as a percentage. Banking stocks generally have high gearing ratios.
Interest Cover:	Net operating profit (before abnormal and extraordinary items) divided by interest expense.
Earnings Growth:	Three year average annual percentage change in net operating profit (before abnormal and extraordinary items). If three year data is not available, Earnings Growth is calculated using the available data, such as the two year average percentage change or the one year percentage change.
3 Year Beta:	Regression coefficient of weekly portfolio returns against weekly Index returns based on three years historical weekly data. For example, if the portfolio beta is 0.95, and if the value of the Index moves up 10%, on average historically the portfolio value rose 9.5%. This measure is subject to considerable statistical variability.
1 Year Beta:	Calculated in the same fashion as the 3 year beta except that the data used in the regression are for the last 1 year.
Averages:	The portfolio and Index weighted averages of the Price Earnings Ratios, Price Book Value Ratios and Price Cash Flow Ratios are calculated as the weighted averages of the underlying Earnings Price Ratios, Book Value Price Ratios and Cash Flow Price Ratios and these weighted averages are then inverted.
Data :	Please note that the data produced in the analysis of recommended portfolio are all historical. We have used forecast data to construct the portfolio, these forecast data can be verified in the research report attached to this document.

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• Any clients are referred to the offer and disclosure documentation available from the issuer before making any decisions.
• That any additional information or analysis (ie cash flow analysis, fee disclosure etc) is provided to the client in the required form to meet the reasonable basis of advice and SOA content requirements.

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