

### Analyst

David Coates 612 8224 2887

### Authorisation

Stuart Howe 613 9235 1856

# Nickel Mines Limited (NIC)

## Valuation disconnect

### Recommendation

**Buy** (unchanged)

### Price

**\$0.26**

### Valuation

**\$0.65** (unchanged)

### Risk

**Speculative**

### GICS Sector

Materials

### Expected Return

Capital growth	150%
Dividend yield	0.0%
Total expected return	150%

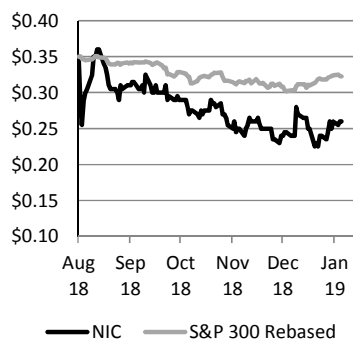
### Company Data & Ratios

Enterprise value	\$270.3m
Market cap	\$360.9m
Issued capital	1,388.0m
Free float	52%
Avg. daily val. (52wk)	\$1.0m
12 month price range	\$0.22-\$0.365

### Price Performance

	(1m)	(3m)	(12m)
Price (A\$)	0.25	0.29	
Absolute (%)	6.1	-10.3	
Rel market (%)	0.0	-8.5	

### Absolute Price

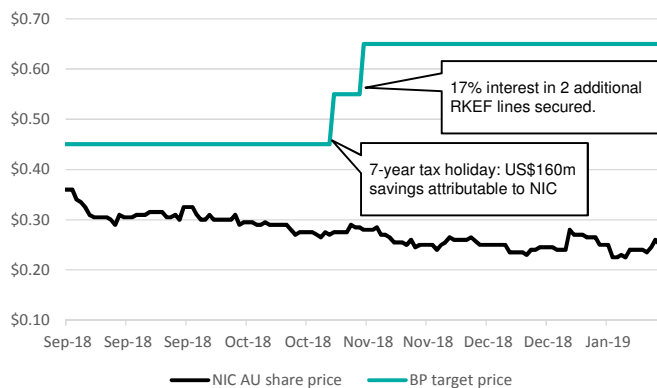


SOURCE: IRESS

### Material value addition post-listing

NIC has added material, tangible value via a number of transactions and announcements since listing – yet we have seen little recognition of this in the market. With the nickel price recovering and excellent progress being made towards commencing production, we believe it is timely to highlight the value disconnect that has emerged. Further upside, not yet formally valued, comes from the recent MoU to supply limonite ore (currently mined by NIC as waste) to a new, planned, nickel plant.

Figure 1 - NIC share price and Bell Potter valuation



SOURCE: BLOOMBERG, BELL POTTER SECURITIES CALCULATIONS

### Hard catalysts in FY19 – Speculative Buy, valuation \$0.65/sh

The market correctly applies a risk adjusted discount to pre-production assets in the development stage, but NIC's first two RKEF lines are scheduled for first production in the June 2019 quarter and to reach 80% of nameplate capacity within 6-8 weeks of that. Construction updates have been very positive and we see a chance for this to be achieved ahead of schedule and for NIC's discount to unwind. We make no changes to our valuation but reiterate our Speculative Buy recommendation.

### Earnings Forecast

Year ending 30 June	2018a	2019e	2020e	2021e
Sales (US\$m)	14	21	191	243
EBITDA (US\$m)	(2)	4	87	113
Attributable NPAT (reported) (US\$m)	(3)	(5)	73	97
Attributable NPAT (adjusted) (US\$m)	(3)	(5)	73	97
EPS (adjusted) (Aeps)	(0.9)	(0.6)	7.0	9.3
EPS growth (%)	nm	nm	nm	32%
PER (x)	nm	nm	4.0	3.0
FCF Yield (%)	-60%	-54%	30%	37%
EV/EBITDA (x)	(138.8)	51.6	2.5	1.9
Dividend (Aeps)	-	-	-	-
Yield (%)	0%	0%	0%	0%
Franking (%)	0%	0%	0%	0%
ROE (%)	-8%	-3%	30%	30%

SOURCE: BELL POTTER SECURITIES ESTIMATES

# Valuation disconnect

## Material value addition post-listing

NIC has added material, tangible value via a number of transactions and announcements since listing – yet we have seen little recognition of this in the market. With the nickel price recovering and excellent progress being made towards commencing production, we believe it is timely to highlight the value disconnect that has emerged.

We highlight two developments in particular:

### 1) Income tax holiday: 7 years + 2 years

In early November 2018 NIC announced that its Indonesian operating entity, PT Hengjaya Nickel Industry was granted material corporate income tax relief for its Hengjaya RKEF Project currently under construction within the Indonesia Morowali Industrial Park ('IMIP') in Central Sulawesi, Indonesia. The key terms of the tax reduction are as follows:

- **Corporate Income Tax Reduction of 100%** for a period of seven tax years, starting from the tax year in which commercial production is achieved; and
- **Corporate Income Tax Reduction of 50%** of payable income tax for a period of two tax years, starting from the end of the initial seven year period.

This is clearly of material benefit to NIC, with an effective corporate income tax rate from of 0% over the first 7 years and 12.5% for years 8 and 9 (finishing in FY2028). This boosts available free cash flows and hence NIC's valuation.

We previously forecast tax expenses in FY20 and FY21 of US\$25.5m and US\$38.3m, the vast bulk of which is attributable to the RKEF production lines that are subject to this tax relief agreement. We now forecast tax expenses of US\$2.7m in FY20 (cut 89%) and US\$3.6m in FY21 (cut 91%). Over the nine year term of the agreement we estimate tax savings in the order of US\$270m (on an undiscounted, 100% consolidated basis), with ~US\$160m (60%) attributable to NIC, under our modelled assumptions.

**Table 1 - Estimated benefits from tax relief agreement (100% basis)**

	Jun-19	Jun-20	Jun-21	Jun-22	Jun-23	Jun-24	Jun-25	Jun-26	Jun-27	Jun-28	Jun-29	Total
Tax expense @ 25% rate (US\$m)	\$1.4	\$25.9	\$33.7	\$37.6	\$36.6	\$37.6	\$38.6	\$39.6	\$40.7	\$41.8	\$42.9	
Tax expense @ relief rate (US\$m)	\$1.4	\$2.7	\$3.6	\$3.8	\$1.9	\$2.0	\$2.1	\$2.2	\$21.5	\$22.1	\$42.9	
<b>Difference (US\$m)</b>	<b>\$0.0</b>	<b>\$23.1</b>	<b>\$30.1</b>	<b>\$33.8</b>	<b>\$34.7</b>	<b>\$35.6</b>	<b>\$36.5</b>	<b>\$37.5</b>	<b>\$19.2</b>	<b>\$19.7</b>	<b>\$0.0</b>	<b>\$270.1</b>

SOURCE: BELL POTTER SECURITIES ESTIMATES

We also point out that this exemption is granted within the framework of Indonesia's existing tax law. It is not a special provision for the IMIP but is based on criteria around project scale and national and local economic impacts. As such it sets a precedent for similar tax relief to apply to the Ranger RKEF lines (lines 3 & 4, in which NIC has secured a 17% interest and option to acquire up to 80%) which are currently under construction.

### 2) Collaboration Agreement to acquire up to 80% in 2 additional RKEF lines

Also in early November 2018, NIC executed a binding Collaboration Agreement (CA) with its partner Shanghai Decent Investment Group (SDI) to acquire up to an 80% equity interest in 2 additional RKEF lines (the Ranger Lines) currently under construction within the IMIP. The key terms of the CA provide for NIC to acquire its interest in three tranches, the first of which will be executed within 10 days:

1. The First Acquisition: NIC to acquire an initial interest of 17% at cost of US\$50m, i.e. approximately US\$300m on a pro-rata basis;

2. The Second Acquisition Option to increase its interest to between 51% and 60% before 31 December 2019 – potentially at a discounted rate of US\$280m (pro-rata). The lower acquisition cost will be payable if it is executed within 60 days of the first batch of nickel pig iron (NPI) being produced from the Ranger Nickel RKEF lines; and

3. The Third Acquisition Option (conditional on completion of the Second Acquisition Option) to increase its interest to up to 80% in the 2 additional RKEF lines within 18 months of the first batch of NPI being produced.

The 17% ownership of lines 3 and 4 alone lifts NIC's attributable production by 28%, driving NPAT upgrades of 19% and 20% in FY20 and FY21 respectively. This flowed through to a 19% increase to our NPV-based valuation to \$0.65/sh.

### **MoU on additional ore supply adds further upside**

Further upside, not yet formally valued, comes from the recent MoU to supply limonite ore to a new, planned, High Pressure Acid Leach (HPAL) plant recently announced to be constructed within the IMIP by a consortium, including two Tsingshan group companies.

Unlike the IMIP's Rotary Kiln Electric Furnaces ('RKEFs') which require saprolite ore (>1.8% nickel), the HPAL plant will utilise a lower grade limonite ore (~1.0% nickel) which the Company's 80%-owned Hengjaya Mine Mine is well placed to supply.

Currently limonite ore is mined by NIC as waste overburden to recover the higher grade saprolite ore that is shipped to the IMIP to feed the RKEF lines. This now creates the opportunity of an additional revenue stream for NIC and will have the effect of lowering mining costs, improving profitability and enabling better optimisation and extraction of value from the existing orebody.

At this point the MoU does not quantify the terms of any ore sale agreement and the HPAL plant is not yet in production, so we have not formally incorporated any limonite ore sales into our valuation. However, making some conservative assumptions based on the current sales agreements and mining parameters, we estimate it could enhance our current valuation of the Hengjaya Mine by ~36%, lifting its contribution to our NIC valuation from ~A\$60m to ~A\$80m and adding 2c or 3% to our target price.

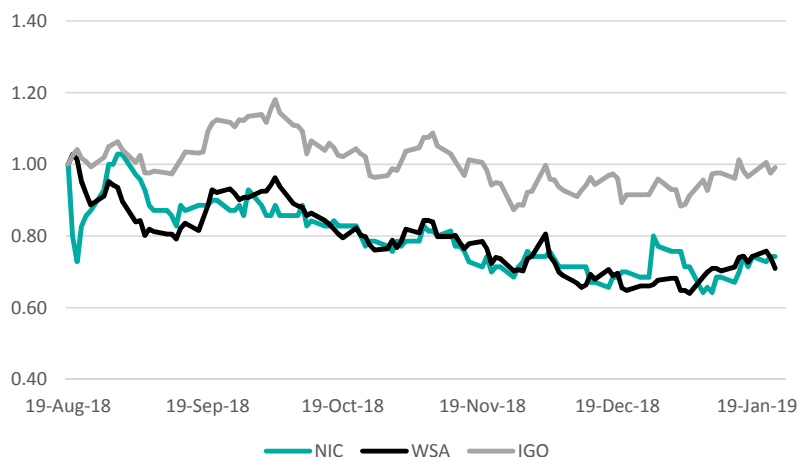
### **Emerging major nickel exposure in 2019: 29ktpa under option**

Including the existing Collaboration and Subscription Agreement (CSA), which covers the Hengjaya Nickel RKEF lines, NIC now has options in place to acquire exposure to up to ~29ktpa Ni in NPI production (assuming 16ktpa Ni in NPI production rates per two lines).

Of this total, NIC's current interests account for ~12ktpa of Ni in NPI production and with all four lines expected to be up and running by the end of CY19 NIC will be emerging as a major nickel exposure. We expect All-In-Sustaining-Costs (AISC) to be sitting around US\$8,000-US\$8,500/t (US\$3.63-US\$3.86/lb).

We also note that payability for NIC's Ni in NPI production is contractually locked in at a minimum of 90% of the LME nickel price and that the market based prices on which its sales will be based have been running at payabilities of 95-100% of the LME nickel price. This compares to  $\pm 70\%$  payability broadly typical for nickel in sulphide concentrate.

Share price performance to date has reflected tough conditions in the sector (see relative price performance chart below) but as cash flows come in and market awareness of NIC increases, we expect the current discount to our valuation to unwind. As such, in our view, NIC is a compelling opportunity.

**Figure 2 - Relative price performance: NIC vs WSA vs IGO since NIC's IPO**

SOURCE: IRESS, BELL POTTER SECURITIES ESTIMATES

## Upcoming catalysts

Upcoming catalysts for NIC include:

- Updates on the progress of construction of the Hengjaya Nickel RKEF lines in which NIC has a 60% interest and the Ranger Nickel RKEF lines, in which NIC has acquired a 17% interest;
- The December quarter production and cost report due in January 2019; and
- Commissioning of both RKEF lines, which is scheduled to commence around the end of the June 2019 quarter and which will be a key milestone for the company.

# Nickel Mines Limited (NIC)

## Company description: high grade, steady state producer

Nickel Mines Limited ('Nickel Mines' or 'NIC') is a newly listed ASX company, formed in 2007. Its operations are focused in Central Sulawesi, Indonesia, where it holds a 60% interest two Rotary Kiln Electric Furnace (RKEF) lines with Shanghai Decent Investments (SDI) a subsidiary of Tsingshan Group, the world's largest stainless steel producer. The RKEF lines are located in an existing, fully integrated stainless steel production facility, the Indonesian Morowali Industrial Park (IMIP), in Central Sulawesi, Indonesia. Construction of the NIC's two RKEF lines is advanced and commissioning on track for the end of the June quarter 2019, after which production is planned to ramp up to a targeted run-rate of 16ktpa nickel in NPI (100% basis).

NIC also holds an 80% interest in Hengjaya Mine ('HM'), a high-grade, long-life nickel laterite deposit, also in Central Sulawesi in close proximity to the IMIP. The balance of the asset is owned by NIC's local Indonesian partner. The HM produces Direct Shipping Ore (DSO), the bulk of which is sold into the IMIP facility for the production of Nickel Pig Iron (NPI), a key input into stainless steel production.

## Investment thesis – Speculative Buy, valuation \$0.65/sh

The market correctly applies a risk adjusted discount to pre-production assets in the development stage, but NIC's first two RKEF lines are scheduled for first production in the June 2019 quarter and to reach 80% of nameplate capacity within 6-8 weeks of that. Construction updates have been very positive and we see a chance for this to be achieved ahead of schedule and for NIC's discount to unwind. We make no changes to our valuation but reiterate our Speculative Buy recommendation.

## Valuation: \$0.65/sh

Our 12-month forward NIC valuation incorporates DCF models of its attributable interests in the Hengjaya laterite nickel ore mine (HM), a 60% interest in the two Hengjaya Nickel RKEF lines and a 16.67% interest in the two Ranger Nickel RKEF lines. We have constructed a discounted cash flow (DCF) model for NIC's attributable interest in these RKEF lines that are under construction at Tsingshan's IMIP facility and a DCF calculation for NIC's current 80% interest (declining to 49% from FY2023) in the Hengjaya laterite nickel ore mine. We also include a notional value for exploration and development projects, an estimate of corporate overhead costs and NIC's last reported net debt position. Our valuation is calculated on a fully diluted basis. Following the latest update, our valuation stands at \$0.65/sh.

## Risks

Key risks to our investment case include (but are not limited to):

- **Funding and capital management risks:** Funding and capital management risks can include access to debt and equity finance, maintaining covenants on debt finance, managing dividend payments and managing debt repayments. Exploration and development companies with no sales revenues are reliant on access to equity markets and debt financing to fund the advancement and development of their projects.
- **Operating and development risks:** Mining companies' assets are subject to risks associated with their operation and development. Risks for each company can be heightened depending on method of operation (e.g. underground versus open pit mining) or whether it is a single mine company. Development of mining assets may be

subject to receiving permits, approvals timelines or weather events, causing delays to commissioning and commercial production.

- **Operating and capital cost fluctuations:** The cost and availability of exploration, development and mining inputs can fluctuate widely and cause significant differences between planned and actual operating and capital costs. Key operating costs are linked to energy and labour costs as well as access to, and availability of, technical skills, operating equipment and consumables.
- **Commodity price and exchange rate fluctuations:** The future earnings and valuations of exploration, development and producing Resources companies are subject to fluctuations in underlying commodity prices and foreign currency exchange rates.
- **Resource growth and mine life extensions:** The viability of future operations and the earnings forecasts and valuations reliant upon them may depend upon resource and reserve growth to extend mine lives, which is in turn dependent upon exploration success, of which there are no guarantees.
- **Regulatory changes risks:** Changes to the regulation of infrastructure and taxation (among other things) can impact the earnings and valuation of mining companies. NIC's assets are located in Sulawesi, Indonesia, which has in the past implemented regulatory changes related to mining project ownership, fiscal terms and mineral export requirements.
- **Sovereign risks:** Mining companies' assets are subject to the sovereign risks of the jurisdiction within which they are operating. NIC's assets are in Indonesia, a G20 country with one of the largest economies in SE Asia. Its sovereign debt is rated investment grade by the major ratings agencies.
- **Corporate/M&A risks:** Risks associated with M&A activity including differences between the entity's and the market's perception of value associated with completed transactions. NIC is the junior partner co-investing in production assets with a large, privately owned Chinese company. The strength and cohesiveness of this relationship over the long term has the potential to both add and reduce value to the partnership. One of the key mitigating factors in this respect has been the investment of a combined US\$50m by SDI and Wanlu Investments (US\$26m and US\$24m respectively) into NIC equity.

# Nickel Mines Limited

as at 24 January 2019

Recommendation

Buy, Speculative

Price

\$0.26

Valuation

\$0.65

Table 2 - Financial summary

PROFIT AND LOSS						FINANCIAL RATIOS							
Year ending 30 June	Unit	2017a	2018a	2019e	2020e	2021e	Year ending 30 June	Unit	2017a	2018a	2019e	2020e	2021e
Revenue	US\$m	8.6	13.6	21.3	191.0	243.4	<b>VALUATION</b>						
Expense	US\$m	(11.9)	(15.1)	(17.1)	(104.5)	(130.6)	Attributable NPAT	US\$m	(3.8)	(3.3)	(4.5)	73.0	96.8
<b>EBITDA</b>	<b>US\$m</b>	<b>(3.3)</b>	<b>(1.6)</b>	<b>4.2</b>	<b>86.5</b>	<b>112.8</b>	Attributable NPAT	A\$m	(5.1)	(4.4)	(6.1)	97.4	129.0
Depreciation	US\$m	(0.1)	(0.1)	(1.1)	(4.8)	(5.8)	Reported EPS	Ac/sh	(1.6)	(0.9)	(0.6)	7.0	9.3
EBIT	US\$m	(3.4)	(1.6)	3.1	81.8	106.9	Adjusted EPS	Ac/sh	(1.6)	(0.9)	(0.6)	7.0	9.3
Net interest expense	US\$m	(0.5)	(0.7)	0.0	0.4	2.7	EPS growth	%	nm	nm	nm	nm	32%
Unrealised gains (Impairments)	US\$m	-	-	-	-	-	PER	x	nm	nm	nm	3.7x	2.8x
Other	US\$m	-	-	(7.3)	-	-	DPS	Ac/sh	-	-	-	-	-
<b>PBT</b>	<b>US\$m</b>	<b>(3.9)</b>	<b>(2.3)</b>	<b>(4.2)</b>	<b>82.2</b>	<b>109.6</b>	Franking	%	0%	0%	0%	0%	0%
Tax expense	US\$m	0.2	(0.7)	-	(6.7)	(8.8)	Yield	%	0%	0%	0%	0%	0%
Comprehensive loss for the year	US\$m	(3.7)	(2.9)	(4.2)	75.5	100.8	FCF/share	Ac/sh	(0.0)	(16.9)	(15.1)	8.5	10.2
Non-Controlling Interest	US\$m	0.1	0.4	(0.3)	(2.5)	(4.0)	FCF yield	%	0%	-65%	-58%	33%	39%
<b>Attributable NPAT (reported)</b>	<b>US\$m</b>	<b>(3.8)</b>	<b>(3.3)</b>	<b>(4.5)</b>	<b>73.0</b>	<b>96.8</b>	P/FCFPS	x	-2331.3x	-1.5x	-1.7x	3.0x	2.5x
NPAT (underlying)	US\$m	(3.8)	(3.3)	(4.5)	73.0	96.8	EV/EBITDA	x	-58.0x	-124.1x	46.2x	2.2x	1.7x
							EBITDA margin	%	nm	nm	20%	45%	46%
							EBIT margin	%	nm	nm	14%	43%	44%
							Return on assets	%	-27%	-5%	-3%	27%	26%
							Return on equity	%	2029%	-8%	-3%	30%	30%
							<b>LIQUIDITY &amp; LEVERAGE</b>						
							Net debt (cash)	\$m	-	-	(17)	(106)	(213)
							ND / E	%	0%	0%	-8%	-37%	-55%
							ND / (ND + E)	%	0%	0%	-9%	-58%	-124%
							EBITDA / Interest	x	-6.1x	-2.4x	nm	nm	nm
							<b>ATTRIBUTABLE DATA - NICKEL MINES LTD</b>						
							Year ending 30 June	Unit	2017a	2018a	2019e	2020e	2021e
							Revenues	US\$m	6.9	10.8	18.3	180.4	226.7
							EBITDA	US\$m	(2.7)	(1.2)	3.6	82.7	106.5
							NPAT	US\$m	(3.8)	(3.3)	(4.5)	73.0	96.8
							Net distributable cash flow	US\$m	0.1	0.0	15.0	79.7	96.0
							EV/EBITDA	x	nm	nm	53.5	2.3	1.8
							PER	x	nm	nm	nm	3.7	2.8
							P/FCF	x	nm	nm	nm	3.4	2.8
							<b>ORE RESERVE AND MINERAL RESOURCE</b>						
							Hengjaya Nickel Mine (HM)				Mdmt	% Ni	kt Ni
							Mineral Resources						
							Measured				0.700	1.80%	12,600
							Indicated				15,000	1.90%	285,000
							Inferred				22,000	1.80%	396,000
							<b>Total</b>				<b>38,000</b>	<b>1.80%</b>	<b>678,000</b>
							<b>ASSUMPTIONS - Prices</b>						
							Year ending 30 June avg	Unit	2017a	2018a	2019e	2020e	2021e
							Nickel	US\$/lb	\$4.60	\$5.65	\$6.55	\$7.15	\$7.45
							Nickel	US\$/t	\$10,141	\$12,456	\$14,450	\$15,763	\$16,424
							<b>Currency</b>						
							AUD:USD		0.75	0.78	0.73	0.75	0.75
							<b>ASSUMPTIONS - Production &amp; costs</b>						
							Year ending 30 June	Unit	2017a	2018a	2019e	2020e	2021e
							Hengjaya Mine						
							Ore mined	wmt	303,597	391,362	607,771	1,277,711	1,564,545
							Ore grade	% Ni	2.1%	2.1%	1.9%	1.8%	1.8%
							Nickel in ore	t Ni	6,254	8,062	7,052	14,489	17,742
							Nickel in ore (attributable)	t Ni	5,003	6,450	5,641	10,142	11,177
							RKEF (IMIP)						
							NPI production	t	-	-	10,000	245,000	300,000
							Contained nickel	t Ni	-	-	1,100	26,950	33,000
							Contained nickel (attributable)	t Ni	-	-	424	10,376	12,705
							<b>Costs</b>						
							Cash costs	US\$/t Ni	-	-	-	\$7,921	\$8,073
							All-in-Sustaining-Costs (AISC)	US\$/t Ni	-	-	-	\$7,980	\$8,122
							<b>VALUATION</b>						
							Ordinary shares (m)						1,388.0
							Options in the money (m)						-
							<b>Total shares diluted (m)</b>						<b>1,388.0</b>
							<b>Share price</b>	<b>A\$/sh</b>	<b>0.260</b>				
							Market capitalisation	A\$m	360.9				
							Net cash	A\$m	90.6				
							<b>Enterprise value (undiluted)</b>	<b>A\$m</b>	<b>270.3</b>				
							Options outstanding (m)	m	0.0				
							Options (in the money)	m	0.0				
							Issued shares (diluted for options)	m	1,388.0				
							Market capitalisation (diluted)	A\$m	360.9				
							Net cash + options	A\$m	90.6				
							<b>Enterprise value (diluted)</b>	<b>A\$m</b>	<b>270.3</b>				
							<b>MAJOR SHAREHOLDERS</b>						
							Shareholder	%	m				
							Directors and Management	13.7%	189.8				
							Shanghai Decent (SDI)	11.6%	161.7				
							Shanghai Wanlu	10.8%	149.3				
							BlackRock Investment Management	9.9%	137.9				
							Regal FM	5.1%	71.0				

SOURCE: BELL POTTER SECURITIES ESTIMATES



**Recommendation structure**

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

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

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

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

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

**Research Team**

Staff Member	Title/Sector	Phone	@bellpotter.com.au
TS Lim	Head of Research	612 8224 2810	tslim
<b>Industrials</b>			
Sam Haddad	Industrials	612 8224 2819	shaddad
Chris Savage	Industrials	612 8224 2835	csavage
Jonathan Snape	Industrials	613 9235 1601	jsnape
John Hester	Healthcare	612 8224 2871	jhester
Tanushree Jain	Healthcare/Biotech	612 8224 2849	tnjain
<b>Financials</b>			
TS Lim	Banks/Regionals	612 8224 2810	tslim
Lafitani Sotiriou	Diversified Financials/Fintech	613 9235 1668	lsotiriou
<b>Resources</b>			
Peter Arden	Resources	613 9235 1833	parden
David Coates	Resources	612 8224 2887	dcoates
Stuart Howe	Resources	613 9235 1856	showe
<b>Analysts</b>			
James Filius	Analyst	613 9235 1612	jfilius
Alexander McLean	Analyst	612 8224 2886	amclean
Damien Williamson	Analyst	613 9235 1958	dwilliamson

**Bell Potter Securities Limited**

ACN 25 006 390 7721

Level 38, Aurora Place  
88 Phillip Street, Sydney 2000

Telephone +61 2 9255 7200

www.bellpotter.com.au

**The following may affect your legal rights. Important Disclaimer:**

This document is a private communication to clients and is not intended for public circulation or for the use of any third party, without the prior approval of Bell Potter Securities Limited. In the USA and the UK this research is only for institutional investors. It is not for release, publication or distribution in whole or in part to any persons in the two specified countries. In Hong Kong this research is being distributed by Bell Potter Securities (HK) Limited which is licensed and regulated by the Securities and Futures Commission, Hong Kong. This is general investment advice only and does not constitute personal advice to any person. Because this document has been prepared without consideration of any specific client's financial situation, particular needs and investment objectives ('relevant personal circumstances'), a Bell Potter Securities Limited investment adviser (or the financial services licensee, or the representative of such licensee, who has provided you with this report by arrangement with Bell Potter Securities Limited) should be made aware of your relevant personal circumstances and consulted before any investment decision is made on the basis of this document.

While this document is based on information from sources which are considered reliable, Bell Potter Securities Limited has not verified independently the information contained in the document and Bell Potter Securities Limited and its directors, employees and consultants do not represent, warrant or guarantee, expressly or impliedly, that the information contained in this document is complete or accurate. Nor does Bell Potter Securities Limited accept any responsibility for updating any advice, views opinions, or recommendations contained in this document or for correcting any error or omission which may become apparent after the document has been issued.

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

**Disclosure of interest:**

Bell Potter Securities Limited, its employees, consultants and its associates within the meaning of Chapter 7 of the Corporations Law may receive commissions, underwriting and management fees from transactions involving securities referred to in this document (which its representatives may directly share) and may from time to time hold interests in the securities referred to in this document.

Disclosure: Bell Potter Securities acted as Lead Manager to the \$27m pre-ipo round in January 2018 and Lead Manager to the \$200m IPO of August 2018 and received fees for that service.

**ANALYST CERTIFICATION**

Each research analyst primarily responsible for the content of this research report, in whole or in part, certifies that with respect to each security or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about those securities or issuers and were prepared in an independent manner and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in the research report.