

The law of unintended consequences: Downgrade to Sell

Rating Downgrade | 13 March 2023 (18:46 AEDT)

| Rating | Target price | Price | Projected return |
|--------------------|-----------------|-----------------|-------------------------|
| Sell | AUD 4.17 | AUD 5.22 | -17.0% |
| (from Underweight) | (from AUD 4.17) | | (-20.1% cap 3.1% div) |

Excess free cash flow, balance sheet capacity and positive NPV deployments

We conclude it is difficult to buy back stock at a ~43bp free cash flow yield premium to the risk-free-rate and discuss capital management options for TLC, including the potential of raising equity. Our conversations with investors suggest there is now an expectation of a capital return, which is also reflected in consensus (Visible Alpha) expectations: ~\$750m capital return in FY24E. Trading at ~29x FY24E consensus EPS, it seems to us to make more sense to raise capital rather than return it (page 3).

Gearing up to return capital could see a credit rating downgrade; increases cost of capital

There is limited headroom in the current BBB+ rating (page 5) and we would be surprised if the company would risk a ratings downgrade to return cash to shareholders funded by debt. This would likely increase TLC's cost of capital, decrease cash flow and dividends to shareholders (Figure 7), leave TLC with a large debt stack vs comparable companies (Figure 17) and take away balance sheet flexibility, with little valuation upside. On our numbers, a \$750m capital return in FY24E would carry a high risk of a two-notch credit rating downgrade (driven by weaker credit metrics and more significantly, by a change in financial policy that favours shareholders over creditors); a scenario we doubt would be value accretive.

Material difference in using debt vs. cash for capital management

Neither we (Figure 3) nor consensus (Figure 2) estimates TLC generates enough free cash flow that would deliver an excess cash position to conduct a capital return, although excess cash flow could support higher debt. A \$250m capital return in FY24E, however, may potentially balance the interests of creditors and shareholders more appropriately. Nevertheless, we question if this is the best use of capital. There may be more accretive strategies like unsolicited bids to state governments to extend existing licences (e.g. Victoria before 2028), LotteryWest or other longer-term licences (strategies also proposed by TLC).

Earnings estimates review: EPS up on lower net interest - FY23E +1%, FY24E +2%, FY25E +2%

We make no adjustments to our operating earnings. We revise up our interest income forecasts after reviewing the balance sheet, which marginally increases EPS (page 7).

Move to Sell on market expectations and valuation: No change to TP (\$4.17)

We see downward risks to consensus earnings/capital return expectations (page 7). With TLC trading at a FCF yield of 4.1% (FY24E consensus) and implied Lotteries multiple of ~20x (Keno ~8x), we move our rating to Sell. No change to our 12-month DCF-based TP of \$4.17 (WACC 7.7%, TGR 2.5%).

Key share price risks include better-than-expected jackpots / sales and value accretive licence extensions. Given earnings are relatively defensive, the share price could be supported in volatile markets.

Analysts

Ben Brownette
Analyst
ben.brownette@jardengroup.com.au
(+61) 280771367

EPS revisions

| | New | Prior | Cons |
|-------|------|-------|------|
| FY23E | 16.5 | 16.3 | 16.6 |
| FY24E | 16.7 | 16.4 | 17.7 |
| FY25E | 18.0 | 17.8 | 19.4 |

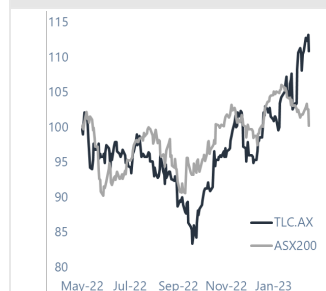
Snapshot

| | |
|----------------|-----------|
| Market cap (m) | \$11,619 |
| 52 week range | 3.90-5.35 |
| Daily volume | 5.1m |
| Free float | 98% |
| Franking | 100% |

| Key financial metrics | FY22A | FY23E | FY24E | FY25E |
|--------------------------------|--------------|--------------|--------------|--------------|
| Operating revenues (AUDm) | 3,507.0 | 3,618.1 | 3,590.5 | 3,698.2 |
| Operating EBITDA (AUDm) | 694.0 | 756.0 | 767.2 | 809.7 |
| Adjusted NPAT (AUDm) | 347.0 | 366.8 | 371.8 | 401.3 |
| EPS normalised (AUDcps) | 15.6 | 16.5 | 16.7 | 18.0 |
| EPS growth (%) | - | 5.8% | 1.4% | 8.0% |
| EV/EBITDA (x) | 19.9 | 18.2 | 18.0 | 17.0 |
| P/E (x) | 33.5 | 31.6 | 31.2 | 28.9 |
| P/FCF (x) | 19.3 | 43.2 | 24.6 | 23.2 |
| Gross yield (%) | 0.0% | 4.4% | 4.6% | 4.9% |
| Net yield (%) | 0.0% | 3.1% | 3.2% | 3.5% |

Source: Company data, Jarden Research

Performance



Source: Jarden Research

Figure 1: Earnings summary

The Lottery Corporation (TLC.AX)

| Rating | Sell | | | | Share price | \$5.21 | | |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------------------------------|--------------|--------------|--------------|
| Target price | \$4.17 | | | | TSR (%) | -17% | | |
| Financial Summary (\$Am) | FY22 | FY23e | FY24e | FY25e | Per share data | FY23e | FY24e | FY25e |
| Revenue | 3,507 | 3,618 | 3,591 | 3,698 | Adj. EPS (cps) | 16.5 | 16.7 | 18.0 |
| COBD | -2,813 | -2,862 | -2,823 | -2,889 | Dividend (cps) | 16.1 | 16.7 | 18.0 |
| EBITDA | 694 | 756 | 767 | 810 | Share Price Valuation metrics | | | |
| D&A | -91 | -106 | -121 | -121 | PE (x) | 31.6x | 31.2x | 28.9x |
| EBIT | 603 | 650 | 646 | 688 | EV / EBITDA (x) | 18.2x | 18.0x | 17.0x |
| Net Interest | -96 | -124 | -115 | -115 | EV / EBIT (x) | 21.2x | 21.3x | 20.0x |
| Profit Before Tax | 507 | 526 | 531 | 573 | FCF Yield (%) | 1.6% | 3.8% | 4.1% |
| Tax | -157 | -111 | -159 | -172 | Dividend Yield (%) | 3.1% | 3.2% | 3.5% |
| Associates / other | | | | | Payout ratio (%) | 98% | 100% | 100% |
| NPAT (pre-significant items) | 347 | 367 | 372 | 401 | Adj. Returns | | | |
| Significant Items (after tax) | -13 | -86 | 0 | 0 | ROCE | -106% | -103% | -108% |
| Reported NPAT | 334 | 280 | 372 | 401 | ROFE | 23% | 22% | 25% |
| | | | | | ROIC | 16.3% | 15.7% | 17.2% |
| Balance Sheet | FY22 | FY23e | FY24e | FY25e | Segment performance | FY23e | FY24e | FY25e |
| Accounts receivable | 48 | 79 | 81 | 84 | Revenue | | | |
| Other current assets | 343 | 421 | 421 | 421 | Lotteries | 3,331 | 3,289 | 3,388 |
| Accounts payable | 830 | 798 | 823 | 848 | Keno | 287 | 301 | 310 |
| Other current liabilities | -13 | -13 | -13 | -13 | Total | 3,618 | 3,591 | 3,698 |
| Total Working Capital | -453 | -311 | -333 | -355 | Variable contribution | | | |
| Capital Employed | -707 | -614 | -626 | -638 | Lotteries | 865 | 888 | 936 |
| Adjusted Invested Capital | 2,997 | 2,794 | 2,877 | 2,807 | Keno | 155 | 163 | 168 |
| Funds Employed | 3,163 | 3,244 | 3,266 | 3,267 | Total | 1,020 | 1,051 | 1,103 |
| Gross debt | 2,421 | 2,512 | 2,452 | 2,452 | EBITDA | | | |
| Net Debt | 0 | 2,194 | 2,132 | 2,070 | Lotteries | 642 | 650 | 690 |
| Net Debt / EBITDA (x) | 0.0x | 2.9x | 2.8x | 2.6x | Keno | 114 | 118 | 120 |
| Gross Debt / EBITDA (x) | 3.5x | 3.3x | 3.2x | 3.0x | Total | 756 | 767 | 810 |
| Cash flow | | | | | Consensus | | | |
| Cash flow from operations | | 633 | 767 | 810 | Revenue | 3,657 | 3,826 | 3,986 |
| Δ working capital | | -142 | 23 | 22 | EBITDA | 762 | 799 | 840 |
| cash conversion | | 65% | 103% | 103% | FCF | 385 | 480 | 495 |
| Interest/Tax/Other | | -150 | -275 | -287 | EPS | 17 | 18 | 19 |
| Operating Cashflow | | 341 | 515 | 545 | Lotteries EBITDA | 646 | 681 | 719 |
| capex (PPE) | | -72 | -43 | -44 | Keno EBITDA | 115 | 118 | 121 |
| capex (intangibles) | | -77 | -30 | -30 | | | | |
| Free cash flow | | 191 | 442 | 470 | | | | |
| Cash | | 339 | 349 | 418 | | | | |
| Unrestricted cash | | 99 | 102 | 164 | | | | |

Source: Company data, Visible Alpha Consensus Data, Jarden estimates

Note: target price timeframe is 12 months

When Steve Jobs called Warren Buffett thinking about repurchasing Apple (Not Covered) shares, Buffett asked two questions: Do you have all the money you need to develop the kind of business that you've got in your head for the next five to ten years? and; Is your stock selling for less than it's worth?

Difficult to buy back stock at a FCF yield premium to RFR of 43bps

There are options for TLC to deploy capital and some options, including an unsolicited bid for LotteryWest that, together with the increased payout ratio and upcoming Victorian Lottery licence, result in a scenario where TLC could require fresh capital. Trading at ~29x FY24E EPS and a free cash flow yield of 4.1% (FY24 consensus), it seems to us to make more sense to raise capital rather than return it.

A better strategy could be to do a deal with Victoria (or other states) now

The previous Victorian licence was a \$120m payment for 10 years (ending 2028). This likely faces competition (similar to Keno) and given the indebtedness of Victoria (Figure 21), there may be an appetite for the Government to entertain longer licences in line with other states. Terming-out existing licences may also be a strategy when assessing its capital structure.

- Leveraging the balance sheet removes options for TLC, which appears to be sub-optimal moving toward the 2028 Victorian renewal and the 2028 US\$450m / 2030 US\$520m USPP maturities (Figure 4). The weighted average coupon for the USPPs is ~4.8% vs the current BBB curve >5.5% (Figure 12).
- Unsolicited bids to state governments have been a feature for Transurban, as have terming-out concessions. In our view, maintaining a strong balance sheet to execute on a potential unsolicited bid for LotteryWest would be a higher accretive strategy than returning cash. LotteryWest is a large business that generated ~\$1.2b of Lottery sales in FY22 with a trading profit of \$395m. It is also more diversified by product with much less reliance on jackpot products (~43% vs TLC ~52%) (Figure 20).
 - This scenario would likely require additional equity given the size and likely acquisition multiple.

The Victorian licence in a competitive tender may cost significantly more than the previous \$120m contract.

Unsolicited proposals to buy/develop assets have created significant value for infrastructure companies.

Material difference in using debt vs cash for capital management

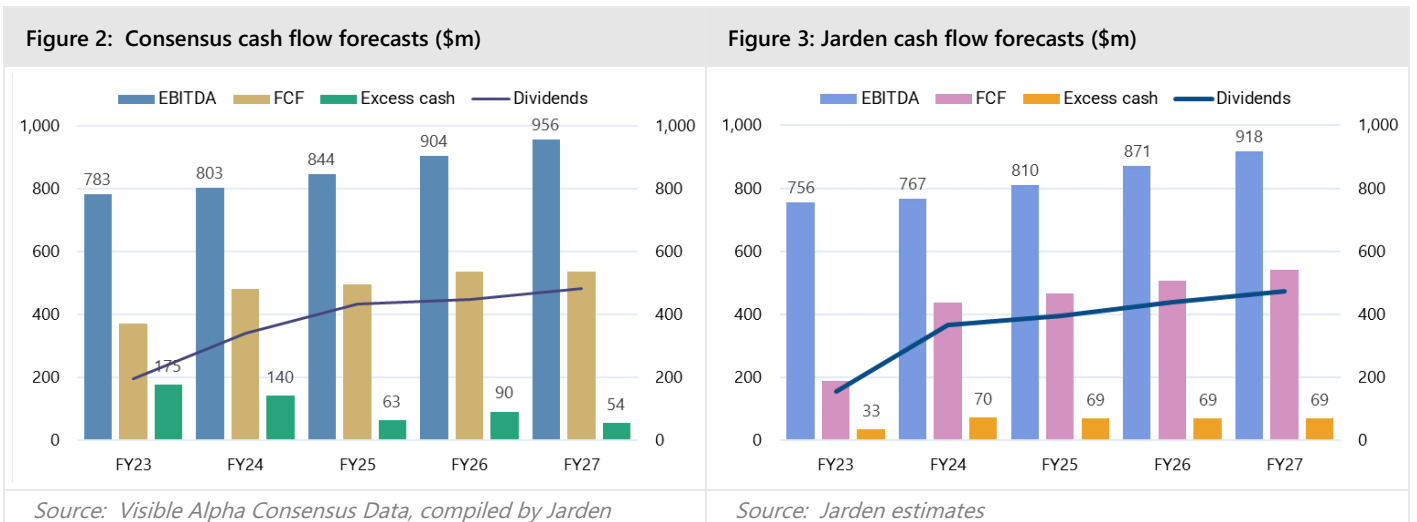
Aside from potentially diverging from TLC's public "commitment to a strong investment-grade credit rating", leveraging up to pay a capital return to shareholders would increase TLC's cost of equity, decrease cash flow and dividends to shareholders and leave TLC with a large debt stack vs comparable companies on the ASX (Figure 17). It would also likely imply a material step up in funding costs and take away balance sheet and strategic flexibility.

- On our numbers, a \$750m capital return in FY24 carries a high risk of a two-notch downgrade, a scenario we highly doubt the company would consider. A capital return of \$250m, however, may potentially balance the interests of creditors and shareholders more appropriately (Figure 11).

Neither consensus (Figure 2) nor Jarden (Figure 3) estimates TLC will generate enough free cash flow that would deliver an excess cash position >\$250m, considering only ~\$129m cash out of ~\$438m (at 31 December 2022) total cash is "unrestricted".

TLC would have to strike new debt facilities in order to pay a material capital return.

- Our cash flow forecasts are not materially different from consensus. We estimate ~\$545m of available bank facilities (Figure 5) that could be drawn down (and potentially the excess cash).



Does the capital return create value to the company and shareholders?

As at 31 December 2022, ~\$129m cash out of ~\$438m total cash was "unrestricted". On our forecasts, TLC will generate ~\$70m of free cash flow after dividends in FY24 (Figure 5), implying unrestricted cash of ~\$200m; that may be surplus to needs.

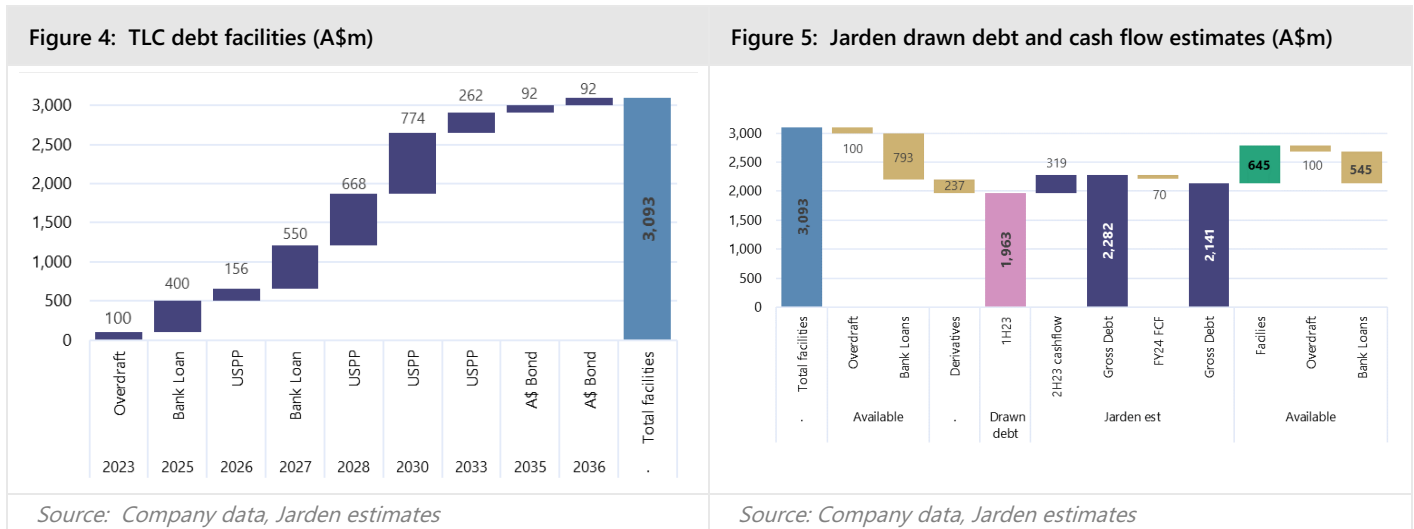
Assuming TLC requires its overdraft (maturing May-23) for working capital and capex, we estimate it only has \$545m liquidity. We think drawing this down leaves the company in an unnecessary position and that to deliver the current consensus expectation of a \$750m capital return would require a fresh facility.

Debt maturity profile

The fact that the bank loans mature in 2025 and 2027, in our view, makes it less likely TLC would draw down the facilities to return capital to shareholders. This would likely create its own refinancing risk (Figure 4) and, at the very least, would likely ensure it pays significantly higher interest.

- The spreads on the bank loans are 115-125bps (2025) and 135-145bps (2027), which would likely step up significantly (at maturity) in an event the cash proceeds were paid to shareholders.

Borrowing money at 5.7% implies a post-tax cost of debt of 3.99% vs a dividend yield of 3.46% (FY25).



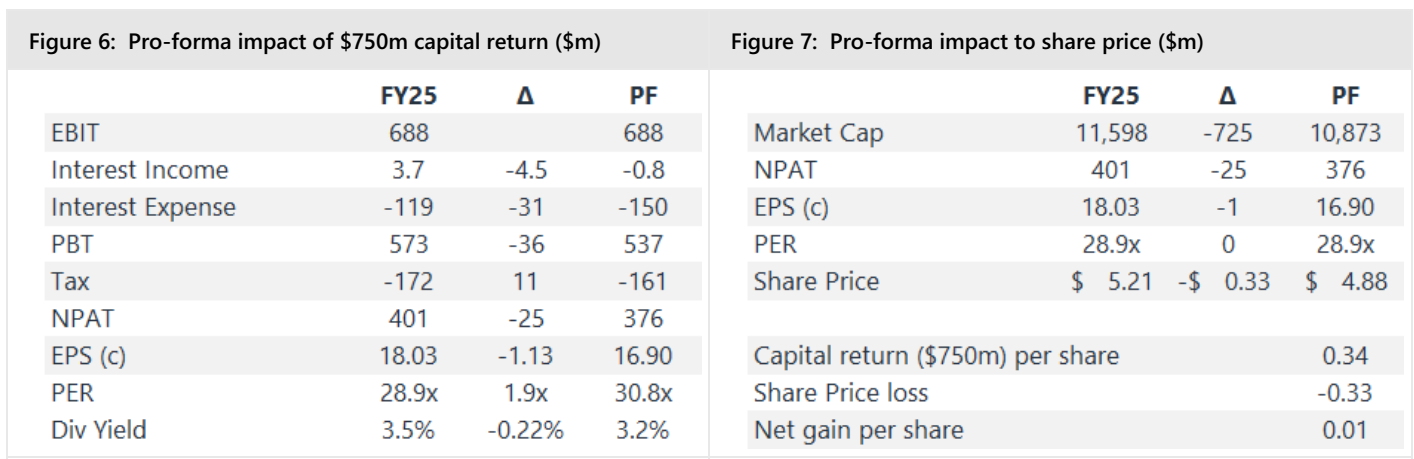
Assuming the market retains the current PE multiple, there appears little share price upside

Swapping equity for debt in a capital structure is not "free" as the company incurs an interest expense. In Figure 6 below, we present pro-forma earnings adjustments assuming \$550m debt draw down (at 5.7% interest cost) and \$200m cash. In Figure 7, assuming the market was to continue to value the stock at the prevailing PE multiple, in theory, the share price should fall by ~33c offset by the 34cps capital return.

This ignores changes in cost of debt/equity in TLC's cost of capital, however

Debt creates fixed costs (interest payments) that make its earnings to equity investors more volatile. This increased earnings volatility increases the equity beta. Increasing a firm's leverage typically increases its funding costs (cost of debt), which may be offset by an increased target debt ratio in the WACC.

TLC WACC = 7.3% (est);
beta = 0.85; MRP = 6.0%; CoE = 8.9%.
Target gearing = 30%

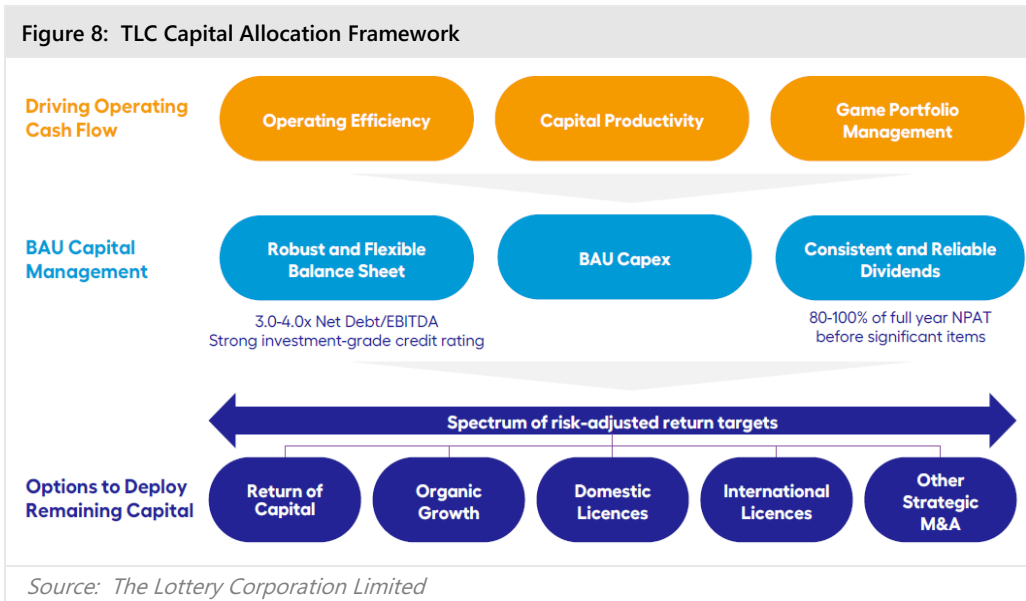


Objective to maintain a strong IG rating

According to S&P Global Ratings (S&P) when it provided the rating in May 2022:

- "TLC has minimal room for any deterioration in the company's business risk profile at the 'BBB+' rating level".
- "We expect TLC to operate with S&P Global Ratings adjusted debt to EBITDA of between 3.5x to 4.0x".
- "We could lower the ratings if we expect S&P Global Ratings' adjusted leverage will remain above 4.0x on a sustained basis". This could occur because of, including but not limited to, a:
 - "shareholder-friendly action".

Following the 1H23 result (22 February 2023), with an increased dividend payout ratio policy, S&P advised its view on the company's credit quality remained unchanged.



TLC has stated its commitment to maintain its "strong investment grade" rating of BBB+

Financial policy is a key driver of a credit rating

If TLC was to gear up and return capital, we think it would likely face a credit rating downgrade

There is limited headroom in the current BBB+ rating according to S&P and we would be surprised if the company would risk a ratings downgrade to return cash to shareholders by borrowing money.

Based on our cross-check methodology (Figure 9), we derive a borderline strong investment grade rating using Moody's methodology for Gaming companies. A key driver (20%) of this outcome is generated by a subjective view of Financial Policy. Moody's guidelines include:

- **Aa** - Expected to have very conservative financial policies (including risk and liquidity management); stable metrics; minimal event risk that would cause a rating transition; and public commitment to a strong credit profile over the long term.
- **A** - Expected to have financial policies (including risk and liquidity management) that preserve creditor interests; although modest event risk exists, the effect on leverage is likely to be small and temporary; strong commitment to a solid credit profile.
- **Baa** - Expected to have financial policies (including risk and liquidity management) that balance the interests of creditors and shareholders; some risk that debt-funded acquisitions or shareholder distributions could lead to a weaker credit profile.
- **Ba** - Expected to have financial policies (including risk and liquidity management) that tend to favor shareholders over creditors; above-average financial risk resulting from shareholder distributions, acquisitions, or other significant capital structure changes.

On our estimates, a total credit score / rating appears sensitive to a change in financial policy

To derive a strong investment grade rating (BBB+ equivalent is Ba1) under Moody's methodology for Gaming companies, we estimate the subjective and qualitative measure for TLC's financial policy is likely an "Aa" equivalent or "very conservative financial policies" and "public commitment to a strong credit profile".

We think a capital return to shareholders would likely see this view downgraded in line with the quantum of a capital return. On our numbers (Figure 10), the combination of weakening Leverage & Coverage ratios from incurring \$750m debt combined with a weaker view of Financial Policy may lead to a score implying a Baa3 rating. On our estimates, the company may sustain a more comfortable "investment grade" rating from a smaller debt increase combined with a less aggressive financial policy (Figure 11).

- The limitations of this analysis include subjective measures of Business Profile and Financial Policy, S&P does not score a credit in the same way Moody's does and our assessment of the Moody's credit grid is subjective and carries estimates.

Figure 9: Jarden estimated credit grid

| | | Weighting | FY23E | FY24E | FY25E |
|--------------------------------|------------------|-------------|-------------|-------------|-------------|
| Scale | Revenue (USD\$b) | | 2,605 | 2,585 | 2,663 |
| | (Rating) | 10% | Ba | Ba | Ba |
| Business Profile | Market | | | | |
| | Characteristics | 10% | Aa | Aa | Aa |
| | Diversification | 10% | | | |
| | Market Position | 5% | Aa | Aa | Aa |
| Profitability | EBIT margin | | 18.0% | 18.0% | 18.6% |
| | (Rating) | 10% | Ba | Ba | Ba |
| Leverage & Coverage | Debt / EBITDA | | 3.3x | 3.2x | 3.0x |
| | (Rating) | 15% | Baa | Baa | Baa |
| | EBIT / Interest | | 5.0x | 5.1x | 5.5x |
| | (Rating) | 10% | Baa | Baa | Baa |
| | RCF / Net debt | | 2% | 7% | 8% |
| | (Rating) | 10% | Caa | Caa | B |
| | Financial Policy | 20% | Aa | Aa | Aa |
| Total Score | | 100% | Baa1 | Baa1 | Baa1 |

Source: Jarden estimates

Figure 10: Jarden estimated credit grid (\$750m capital return)

| | | Weighting | FY23E | FY24E | FY25E |
|--------------------------------|------------------|-------------|-------------|-------------|-------------|
| Scale | Revenue (USD\$b) | | 2,605 | 2,585 | 2,663 |
| | (Rating) | 10% | Ba | Ba | Ba |
| Business Profile | Market | | | | |
| | Characteristics | 10% | Aa | Aa | Aa |
| | Diversification | 10% | | | |
| | Market Position | 5% | Aa | Aa | Aa |
| Profitability | EBIT margin | | 18.0% | 18.0% | 18.6% |
| | (Rating) | 10% | Ba | Ba | Ba |
| Leverage & Coverage | Debt / EBITDA | | 3.3x | 4.2x | 4.0x |
| | (Rating) | 15% | Baa | Baa | Baa |
| | EBIT / Interest | | 5.0x | 3.8x | 4.0x |
| | (Rating) | 10% | Baa | Ba | Ba |
| | RCF / Net debt | | 2% | 6% | 6% |
| | (Rating) | 10% | Caa | Caa | Caa |
| | Financial Policy | 20% | Aa | Ba | Ba |
| Total Score | | 100% | Baa1 | Baa3 | Baa3 |

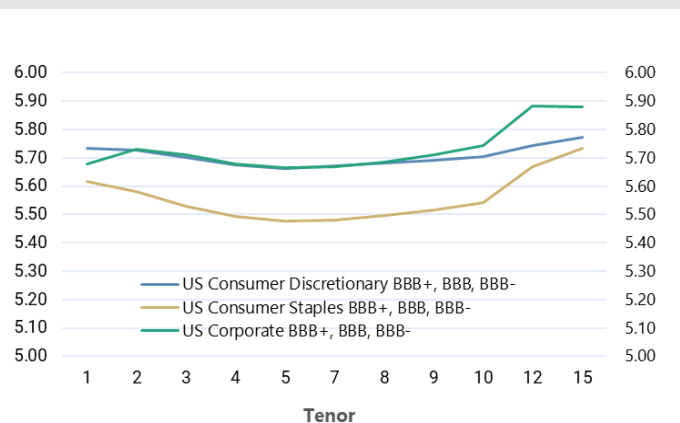
Source: Jarden estimates

Figure 11: Jarden estimated credit grid (\$250m capital return)

| | | Weighting | FY23E | FY24E | FY25E |
|--------------------------------|------------------|-------------|-------------|-------------|-------------|
| Scale | Revenue (USD\$b) | | 2,605 | 2,585 | 2,663 |
| | (Rating) | 10% | Ba | Ba | Ba |
| Business Profile | Market | | | | |
| | Characteristics | 10% | Aa | Aa | Aa |
| | Diversification | 10% | | | |
| | Market Position | 5% | Aa | Aa | Aa |
| Profitability | EBIT margin | | 18.0% | 18.0% | 18.6% |
| | (Rating) | 10% | Ba | Ba | Ba |
| Leverage & Coverage | Debt / EBITDA | | 3.3x | 3.5x | 3.3x |
| | (Rating) | 15% | Baa | Baa | Baa |
| | EBIT / Interest | | 5.0x | 4.6x | 4.9x |
| | (Rating) | 10% | Baa | Ba | Ba |
| | RCF / Net debt | | 2% | 7% | 7% |
| | (Rating) | 10% | Caa | Caa | Caa |
| | Financial Policy | 20% | Aa | A | A |
| Total Score | | 100% | Baa1 | Baa2 | Baa2 |

Source: Jarden estimates

Figure 12: US Corporate bond yields (% , tenor in years)



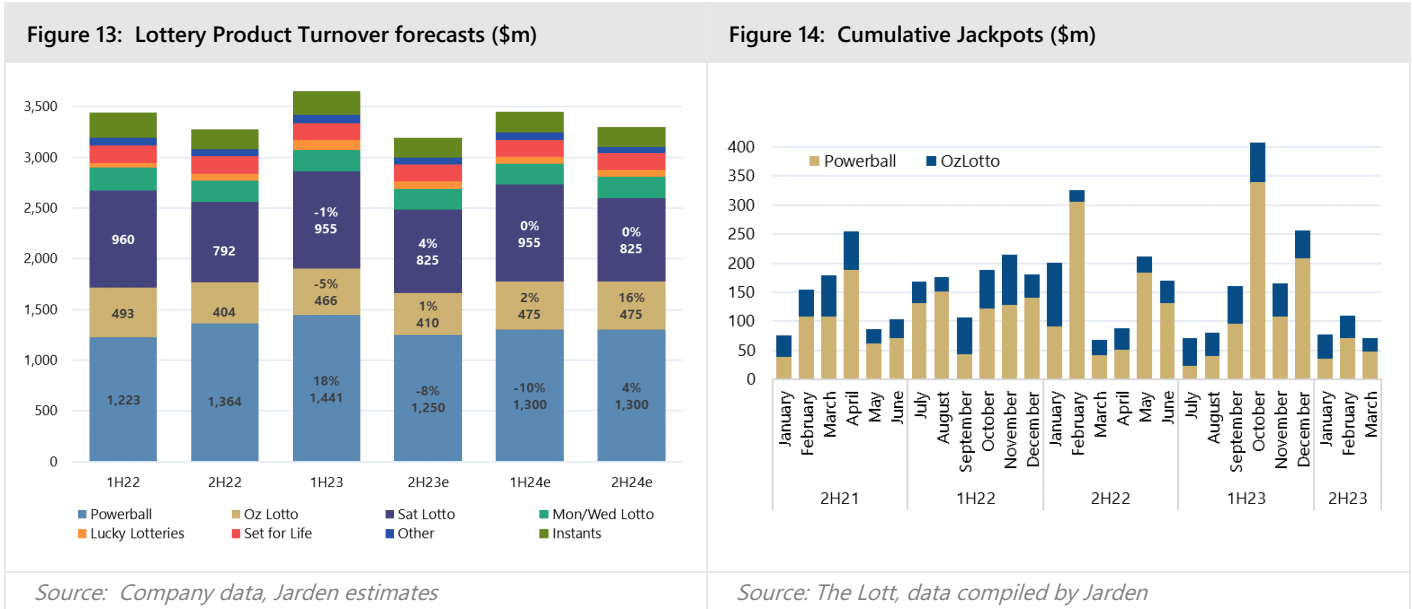
Source: Bloomberg, data compiled by Jarden

Revisiting earnings estimates

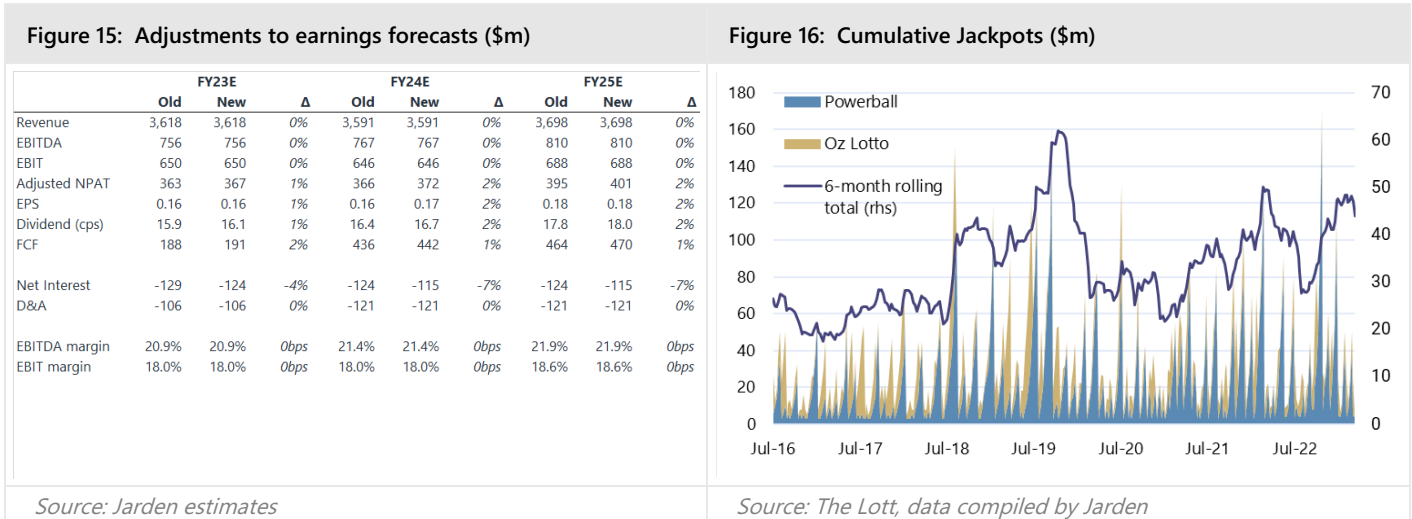
We make no adjustments to our operating earnings assumptions, maintaining our forecast of negative YoY revenue growth for 2H23 and 1H24 cycling strong pcps (Figure 13).

Powerball jackpots value is down ~63% YTD and Oz Lotto down ~32%.

- On our numbers, Powerball would likely need a similar accelerated jackpot sequence (and ~60th percentile jackpot outcomes) to that of 2H23 to achieve growth YoY.



- We have made slight adjustments to our net interest income estimates, which increases our forecast FY23-25 EPS by ~1-2% (Figure 15).



Move to Sell on market expectations and valuation: No change to TP (\$4.17)

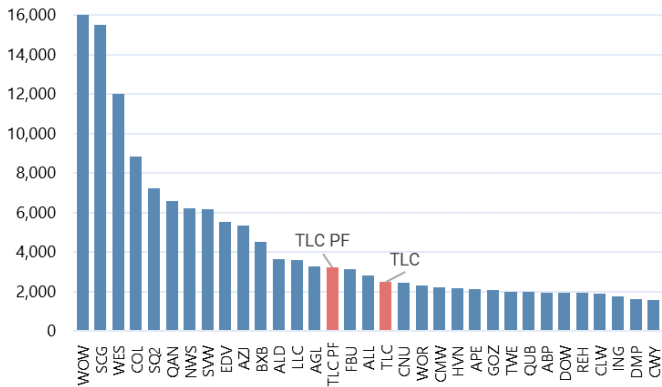
We see downward risks to consensus earnings/capital return expectations. Notwithstanding the Powerball price increase, we think the last 12 months of jackpots and turnover are outliers, highlighted by YTD jackpot value down 63% YoY, which turnover would be outpacing.

We make no adjustments to our cash flow forecasts given our unchanged operating earnings.

- With TLC trading at a FCF yield of 4.1% (FY24E consensus) we move our rating to Sell. No change to 12-month DCF-based TP of \$4.17 (WACC 7.7%, TGR 2.5%).

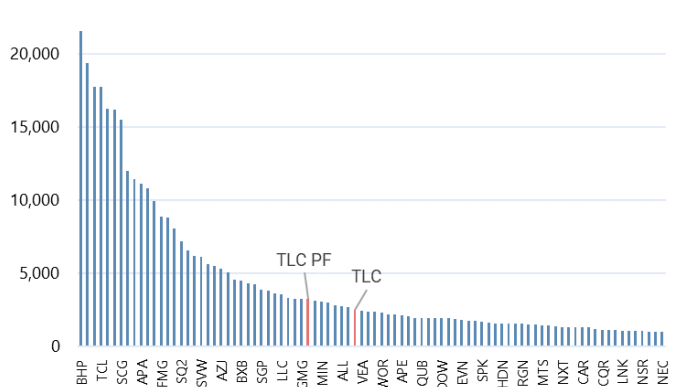
Graphs and tables

Figure 17: Total debt (\$m) - compcos vs TLC (last reported)



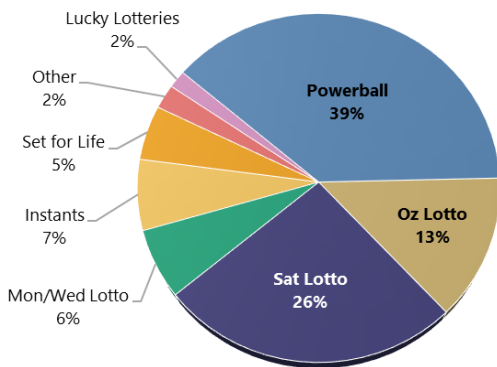
Source: Bloomberg, data compiled by Jarden
 Note: Excl. mining, energy, telco, utilities, property, healthcare. TLC PF is debt at 31 December 2022 + \$750m

Figure 18: Total debt (\$m) - S&P/ASX200 vs TLC (last reported)



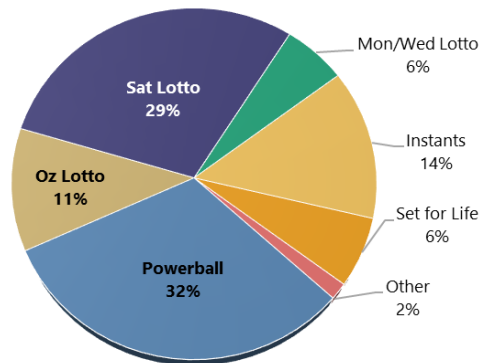
Source: Bloomberg, data compiled by Jarden
 Note: TLC PF is debt at 31 December 2022 + \$750m

Figure 19: TLC FY22 turnover by product mix



Source: Company data

Figure 20: LotteryWest FY22 revenue by product mix



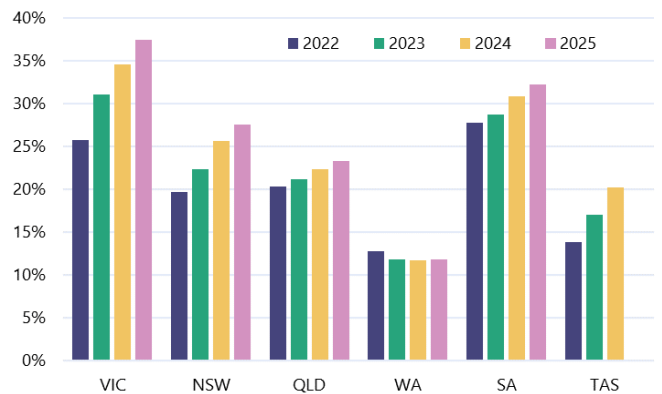
Source: Company data

Figure 21: Net debt to Gross State Product



Source: State Treasury (various), data compiled by Jarden

Figure 22: Borrowings to Gross State Product



Source: State Treasury (various), data compiled by Jarden

Figure 23: US Industry WACCs adjusted for Jarden RFR and ERP assumptions (as of 5 January 2023)

| Industry Name | Number of Firms | Beta | Cost of Equity | E/(D+E) | Std Dev in Stock | Cost of Debt | After-tax Cost of Debt | D/(D+E) | Cost of Capital |
|------------------------------|------------------------|-------------|-----------------------|----------------|-------------------------|---------------------|-------------------------------|----------------|------------------------|
| Retail (Grocery and Food) | 13 | 0.67 | 7.76% | 60.31% | 28.26% | 5.37% | 3.76% | 39.69% | 6.17% |
| Beverage (Alcoholic) | 23 | 1.01 | 9.83% | 81.36% | 49.87% | 5.37% | 3.76% | 18.64% | 8.70% |
| Business & Consumer Services | 164 | 1.17 | 10.78% | 78.45% | 45.78% | 5.37% | 3.76% | 21.55% | 9.26% |
| Beverage (Soft) | 31 | 1.30 | 11.57% | 86.75% | 41.72% | 5.37% | 3.76% | 13.25% | 10.54% |
| Entertainment | 110 | 1.45 | 12.45% | 75.03% | 57.81% | 5.75% | 4.03% | 24.97% | 10.35% |
| Hotel/Gaming | 69 | 1.46 | 12.51% | 60.03% | 38.05% | 5.37% | 3.76% | 39.97% | 9.01% |

Source: New York University, Jarden estimates

Personal disclosures

Ben Brownette certifies, with respect to the companies or securities that the individual analyses, that (1) the views expressed in this report accurately reflect his or her personal views about all the subject companies and securities 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 in this report.

Company disclosures

Companies mentioned (price as of 13 March 2023, * Not Covered)

Abacus Property Group (ABP.AX, AUD2.67, Overweight, TP AUD3.20)
 Aristocrat Leisure Limited (ALL.AX, AUD35.57, Overweight, TP AUD39.04)
 Aurizon Holdings Limited (AZJ.AX, AUD3.29, Neutral, TP AUD3.55)
 Brambles Limited (BXB.AX, AUD13.08, Overweight, TP AUD13.15)
 Carsales.com Limited (CAR.AX, AUD22.60, Underweight, TP AUD21.00)
 Charter Hall Long Wale REIT (CLW.AX, AUD4.38, Underweight, TP AUD4.60)
 Charter Hall Retail REIT (CQR.AX, AUD3.83, Overweight, TP AUD4.55)
 Chorus Limited (CNU.NZ, NZD7.82, Neutral, TP NZD7.45)
 Cleanaway Waste Management Limited (CWY.AX, AUD2.51, Overweight, TP AUD2.70)
 Coles Group Limited (COL.AX, AUD17.50, Neutral, TP AUD16.60)
 Domino's Pizza Enterprises Limited (DMP.AX, AUD46.76, Overweight, TP AUD75.00)
 Eagers Automotive Limited (APE.AX, AUD13.99, Overweight, TP AUD14.39)
 Endeavour Group Limited (EDV.AX, AUD6.65, Underweight, TP AUD6.70)
 Fletcher Building Limited (FBU.NZ, NZD4.52, Buy, TP NZD6.50)
 Goodman Group (GMG.AX, AUD19.14, Overweight, TP AUD23.70)
 Harvey Norman Holdings Limited (HVN.AX, AUD3.82, Underweight, TP AUD3.60)
 Homeco Daily Needs REIT (HDN.AX, AUD1.23, Overweight, TP AUD1.45)
 Inghams Group Limited (ING.AX, AUD3.09, Sell, TP AUD2.19)
 Metcash Limited (MTS.AX, AUD3.86, Overweight, TP AUD4.40)
 Mineral Resources Limited (MIN.AX, AUD83.02, Underweight, TP AUD73.44)
 National Storage REIT (NSR.AX, AUD2.48, Buy, TP AUD3.00)
 Qantas Airways Limited (QAN.AX, AUD6.50, Buy, TP AUD7.00)
 QUBE Holdings Limited (QUB.AX, AUD3.07, Overweight, TP AUD3.35)
 Region Group (RGN.AX, AUD2.40, Overweight, TP AUD3.00)
 Scentre Group (SCG.AX, AUD2.91, Buy, TP AUD3.60)
 Spark New Zealand Limited (SPK.NZ, NZD4.96, Overweight, TP NZD5.15)
 Stockland Corporation Limited (SGP.AX, AUD3.70, Underweight, TP AUD3.70)
 The Lottery Corporation Limited (TLC.AX, AUD5.22, Sell, TP AUD4.17)
 Transurban Group Limited (TCL.AX, AUD14.22, Underweight, TP AUD12.40)
 Treasury Wine Estates Limited (TWE.AX, AUD12.97, Overweight, TP AUD13.20)
 Wesfarmers Limited (WES.AX, AUD49.50, Neutral, TP AUD46.00)
 Woolworths Group Limited (WOW.AX, AUD36.80, Overweight, TP AUD38.80)
 AGL Energy Limited (AGL.AX, AUD6.87)*, Ampol Limited (ALD.AX, AUD31.07)*, APA Group Limited (APA.AX, AUD10.15)*, Apple Inc (AAPL, USD148.50)*, BHP Group Limited (BHP.AX, AUD45.83)*, Block Inc (SQ2.AX, AUD108.95)*, Cromwell Property Group Limited (CMW.AX, AUD0.66)*, Downer EDI Limited (DOW.AX, AUD3.25)*, Evolution Mining Limited (EVN.AX, AUD2.80)*, Fortescue Metals Group Limited (FMG.AX, AUD21.76)*, Growthpoint Properties Australia Limited (GOZ.AX, AUD3.05)*, Lendlease Group (LLC.AX, AUD7.04)*, Link Administration Holdings Limited (LNK.AX, AUD2.05)*, News Corporation Limited (NWS.AX, AUD24.54)*, NEXTDC Limited (NXT.AX, AUD10.04)*, Nine Entertainment Company Holdings Limited (NEC.AX, AUD1.95)*, Reece Limited (REH.AX, AUD16.01)*, Seven Group Holdings Limited (SVW.AX, AUD23.80)*, Viva Energy Group Limited (VEA.AX, AUD3.07)*, Worley Limited (WOR.AX, AUD14.93)*

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Buy (B): The analyst has high conviction in the stock's positive risk/reward, and the stock's expected 12-month total return is > 15% at the time the rating is set.

Overweight (O): The analyst has lower conviction in the stock's positive risk/reward, and the stock's expected 12-month total return is above the average for the analyst's coverage sector at the time the rating is set.

Neutral (N): The analyst views the stock's risk/reward as balanced, and the stock's estimated valuation is relatively in line with its share price at the time the rating is set.

Underweight (U): The analyst has lower conviction in the stock's negative risk/reward, and the stock's expected 12-month total return is below the average for the analyst's coverage sector at the time the rating is set.

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[^] Excludes PEB.NZ; prior to February 10, 2021 for HGH.NZ; prior to July 13, 2021 for NZX.NZ.

* The expected total return (ETR) calculation includes 12-month rolling dividend yield. An Outperform rating is assigned where an ETR is greater than or equal to 7.5%; Underperform where an ETR is less than or equal to 5%. A Neutral may be assigned where the ETR is between -5% and 15%. The overlapping rating range allows analysts to assign a rating that puts ETR in the context of associated risks. Prior to 18 May 2015, ETR ranges for Outperform and Underperform ratings did not overlap with Neutral thresholds between 15% and 7.5%, which was in operation from 7 July 2011.

Global distribution of Jarden's stock ratings and investment banking relationships

Jarden global equity coverage universe

| Rating | Distribution | Investment banking relationships |
|------------|--------------|----------------------------------|
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| Hold | 27% | 15% |
| Sell | 16% | 8% |
| Restricted | 1% | |

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