

## Australian Equity Research

16 June 2017

Matthijs Smith, Ph.D., MBA | Analyst | Canaccord Genuity (Australia) Ltd. | matthijs.smith@canaccord.com.au | +61.3.8688.9107

### BUY

unchanged

**PRICE TARGET** A\$3.20

unchanged

Price (20-Feb) A\$2.70

Ticker NAN-ASX

52-Week Range (A\$):	1.84 - 3.60
Avg Daily Vol (000s) :	746.3
Market Cap (M) (A\$M):	834
Shares Out. (M) :	297.7
Enterprise Value (A\$M):	777
Last Cash Balance (A\$M):	56.9
Last Quarter Cash Burn (A\$M):	5.7
Major Shareholders:	M Stang Allan Gray B Stang

FYE Jun	2016A	2017E	2018E	2019E
Sales (A\$M)	42.8	71.0	102.8	146.4
PBT (A\$M)	0.1	13.3	31.8	59.3
Net Income (A\$M)	0.1	25.0	31.8	47.0
EPS (AUc)	0.04	4.6	10.9	16.1
Cash Position (A\$M)	48.8	60.9	91.4	108.5



Source: FactSet

Priced as of close of business 20 February 2017

## Company Update

### Turning Japanese

#### Investment Perspective

NAN has partnered with one of Japan's leading infection control companies, Sakura Seiki, to introduce trophon into the Japanese market. Sakura Seiki is a well-established company that has been providing disinfection equipment in Japan for nearly 150 years. As with the German market, NAN has elected to partner with a leading distributor of infection control equipment for Japan rather than with one or more of the OEMs who sell ultrasound suites. This option provides the best access to the key decision makers for infection control purchases in healthcare facilities and avoids the potential restriction of sales to accounts managed by specific OEMs. The announcement of this partnership adds Japan to the list of OUS geographic markets, which includes the UK, Germany and France, that are expected to contribute to growth in sales revenue from trophon in the coming years. We also believe it lays down the foundation for a sales channel through which NAN may be able to distribute the other infection control products it has under development or may acquire. We maintain our BUY recommendation for NAN with a price target of A\$3.20 which is based on a 12-year DCF (10.1% discount rate, no terminal value).

#### Key Points

**Geographic expansion expanding.** To date, North America has dominated sales of trophon, accounting for 94% of the revenue in 1H/F17, followed by ANZ (4%) and Europe (2%). We are expecting the US install base to continue growing at around 4,000 units pa with the potential to pick up as trophon becomes the standard of care and starts to be bundled with sales of ultrasound suites by OEMs. The company is also actively working on market development activities in Germany and France including conducting clinical studies with local key opinion leaders. Efforts to enter Middle Eastern markets are underway with regulatory registrations in progress in Saudi Arabia, Kuwait, Qatar and the United Arab Emirates. Having secured regulatory approval for Japan in August 2014, NAN has now established a commercial partnership that could result in first sales to Japan during FY18. Thus, we are expecting a greater contribution from these new geographic markets as they come on stream.

**I really think so.** We estimate that the potential install base for trophon in Japan could be 12,000-15,000 units. However, as with all new markets, NAN will need to invest in market development activities. These will include conducting small, local clinical studies to support the development of Japanese-specific guidelines on ultrasound probe decontamination. NAN intends to put in place its own Japanese staff to work with Sakura on these local clinical and marketing activities.

**I've got your picture.** In addition to growing sales for trophon through geographic expansion, NAN is establishing a unique distribution channel to access the global infection control market. The company will be able to use this for the new, secret, infection control products that it is developing under its R&D program being managed by Ron Weinberger and Steven Farrugia. In addition, the company has the option to further leverage this channel through the acquisition of other products or technologies for the infection control market.

**FINANCIAL SUMMARY****Financial Performance**

Year End	June	2014A	2015A	2016A	2017E	2018A	2019A	2020E	2021E	2022E	2023E	2024E
trophon sales (CG Est)	\$M	16.4	16.6	25.7	46.3	62.6	85.4	100.2	118.3	144.5	123.4	144.4
Consumable sales (CG Est)	\$M	5.3	5.7	17.1	24.4	37.5	53.5	71.8	90.9	113.5	134.7	152.8
Revenue from MES contracts (CGe)	\$M	-	-	-	0.3	2.7	7.5	13.5	19.5	25.5	30.3	33.9
<b>Sales of goods and services</b>	<b>\$M</b>	<b>21.5</b>	<b>22.2</b>	<b>42.8</b>	<b>71.0</b>	<b>102.8</b>	<b>146.4</b>	<b>185.5</b>	<b>228.7</b>	<b>283.5</b>	<b>288.4</b>	<b>331.1</b>
Cost of sales	\$M	(7.6)	(6.9)	(10.6)	(19.9)	(28.8)	(41.0)	(52.0)	(64.0)	(79.4)	(80.7)	(92.7)
<b>Gross Margin</b>	<b>\$M</b>	<b>13.9</b>	<b>15.3</b>	<b>32.2</b>	<b>51.1</b>	<b>74.0</b>	<b>105.4</b>	<b>133.6</b>	<b>164.6</b>	<b>204.1</b>	<b>207.6</b>	<b>238.4</b>
Interest revenue	\$M	0.7	0.9	1.1	1.9	2.6	3.1	3.8	4.8	5.9	6.1	6.1
Government grants	\$M	1.7	0.1	-	-	-	-	-	-	-	-	-
Other income	\$M	1.7	2.2	0.1	-	-	-	-	-	-	-	-
<b>Total other income</b>	<b>\$M</b>	<b>4.1</b>	<b>3.2</b>	<b>1.2</b>	<b>1.9</b>	<b>2.6</b>	<b>3.1</b>	<b>3.8</b>	<b>4.8</b>	<b>5.9</b>	<b>6.1</b>	<b>6.1</b>
Staff expense	\$M	(12.0)	(13.9)	(20.1)	(26.1)	(30.0)	(33.1)	(34.7)	(36.4)	(38.3)	(40.2)	(42.2)
Operations	\$M	(8.1)	(9.5)	(12.6)	(13.7)	(14.9)	(16.2)	(17.0)	(17.8)	(18.7)	(19.6)	(20.6)
<b>Total operational expense</b>	<b>\$M</b>	<b>(20.1)</b>	<b>(23.4)</b>	<b>(32.7)</b>	<b>(39.8)</b>	<b>(44.9)</b>	<b>(49.2)</b>	<b>(51.7)</b>	<b>(54.3)</b>	<b>(57.0)</b>	<b>(59.8)</b>	<b>(62.8)</b>
Borrowing costs	\$M	(0.6)	(0.6)	(0.6)	-	-	-	-	-	-	-	-
<b>Net profit before tax</b>	<b>\$M</b>	<b>(2.6)</b>	<b>(5.5)</b>	<b>0.1</b>	<b>13.3</b>	<b>31.8</b>	<b>59.3</b>	<b>85.7</b>	<b>115.2</b>	<b>153.1</b>	<b>153.9</b>	<b>181.7</b>
Tax benefit / (expense)	\$M	0.0	0.0	(0.0)	11.7	-	(12.3)	(25.7)	(34.6)	(45.9)	(46.2)	(54.5)
<b>Net profit after tax</b>	<b>\$M</b>	<b>(2.6)</b>	<b>(5.5)</b>	<b>0.1</b>	<b>25.0</b>	<b>31.8</b>	<b>47.0</b>	<b>60.0</b>	<b>80.7</b>	<b>107.2</b>	<b>107.7</b>	<b>127.2</b>
Earnings per share (cps)	cps	(1.0)	(2.0)	0.0	4.6	10.9	16.1	20.6	27.7	36.8	37.0	43.6
Dividend per share (dps)	cps	-	-	-	-	9.8	14.5	18.5	24.9	33.1	33.3	39.3

**Balance Sheet**

Year End	June	2014A	2015A	2016A	2017E	2018A	2019A	2020E	2021E	2022E	2023E	2024E
Cash & Cash Equivalents	\$M	21.2	45.7	48.8	60.9	91.4	108.5	124.9	150.3	183.6	195.6	228.5
<b>Current Assets</b>	<b>\$M</b>	<b>31.6</b>	<b>56.4</b>	<b>64.6</b>	<b>76.6</b>	<b>107.1</b>	<b>124.3</b>	<b>140.6</b>	<b>166.0</b>	<b>199.3</b>	<b>211.3</b>	<b>244.3</b>
<b>Non-Current Assets</b>	<b>\$M</b>	<b>1.9</b>	<b>3.9</b>	<b>3.6</b>	<b>17.1</b>	<b>17.1</b>	<b>17.1</b>	<b>17.1</b>	<b>17.1</b>	<b>17.1</b>	<b>17.1</b>	<b>17.1</b>
<b>TOTAL ASSETS</b>	<b>\$M</b>	<b>33.5</b>	<b>60.4</b>	<b>68.2</b>	<b>93.7</b>	<b>124.2</b>	<b>141.4</b>	<b>157.8</b>	<b>183.1</b>	<b>216.4</b>	<b>228.4</b>	<b>261.4</b>
Current Debt	\$M	0.0	0.0	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
<b>Current Liabilities</b>	<b>\$M</b>	<b>4.8</b>	<b>15.2</b>	<b>8.9</b>	<b>7.9</b>	<b>7.9</b>	<b>7.9</b>	<b>7.9</b>	<b>7.9</b>	<b>7.9</b>	<b>7.9</b>	<b>7.9</b>
Non-Current Debt	\$M	0.0	0.0	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3
<b>Non-Current Liabilities</b>	<b>\$M</b>	<b>8.3</b>	<b>0.5</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>	<b>2.6</b>
<b>TOTAL LIABILITIES</b>	<b>\$M</b>	<b>13.1</b>	<b>15.7</b>	<b>11.5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>	<b>10.5</b>
Equity	\$M	78.5	108.2	120.0	119.7	147.1	159.5	169.9	187.2	209.8	211.0	231.2
Accumulated Profits / (Losses)	\$M	-58.0	-63.5	-63.4	-36.5	-33.3	-28.6	-22.6	-14.6	-3.9	6.9	19.6
<b>TOTAL EQUITY</b>	<b>\$M</b>	<b>20.4</b>	<b>44.7</b>	<b>56.7</b>	<b>83.2</b>	<b>113.7</b>	<b>130.9</b>	<b>147.3</b>	<b>172.6</b>	<b>205.9</b>	<b>217.9</b>	<b>250.9</b>

**Cash Flow**

Year End	June	2014A	2015A	2016A	2017E	2018A	2019A	2020E	2021E	2022E	2023E	2024E
Receipts	\$M	23.0	26.9	41.2	71.0	102.8	146.4	185.5	228.7	283.5	288.4	331.1
Suppliers & Employers	\$M	-28.0	-30.3	-39.1	-59.7	-73.7	-90.2	-103.6	-118.3	-136.3	-140.6	-155.5
Interest Received	\$M	0.7	0.9	1.1	1.9	2.6	3.1	3.8	4.8	5.9	6.1	6.1
Tax Paid	\$M	1.7	0.1	0.0	0.0	0.0	-12.3	-25.7	-34.6	-45.9	-46.2	-54.5
<b>Cash From Operations</b>	<b>\$M</b>	<b>-2.6</b>	<b>-2.4</b>	<b>3.2</b>	<b>13.3</b>	<b>31.8</b>	<b>47.0</b>	<b>60.0</b>	<b>80.7</b>	<b>107.2</b>	<b>107.7</b>	<b>127.2</b>
<b>Cash From Investing</b>	<b>\$M</b>	<b>-0.5</b>	<b>-2.3</b>	<b>-1.3</b>	<b>-1.3</b>	<b>-1.3</b>	<b>-1.3</b>	<b>-1.3</b>	<b>-1.3</b>	<b>-1.3</b>	<b>0.7</b>	<b>2.7</b>
<b>Cash From Financing</b>	<b>\$M</b>	<b>0.3</b>	<b>28.6</b>	<b>1.7</b>	<b>0.0</b>	<b>0.0</b>	<b>-28.6</b>	<b>-42.3</b>	<b>-54.0</b>	<b>-72.6</b>	<b>-96.4</b>	<b>-97.0</b>
Opening Cash Balance	\$M	24.1	21.2	45.7	48.8	60.9	91.4	108.5	124.9	150.3	183.6	195.6
Net Incr / (Decr) In Cash	\$M	-2.8	24.5	3.1	12.0	30.5	17.1	16.4	25.4	33.3	12.0	32.9
<b>Closing Cash Balance</b>	<b>\$M</b>	<b>21.2</b>	<b>45.7</b>	<b>48.8</b>	<b>60.9</b>	<b>91.4</b>	<b>108.5</b>	<b>124.9</b>	<b>150.3</b>	<b>183.6</b>	<b>195.6</b>	<b>228.5</b>

**Valuation**

Risk Free Rate	%	4.60%	Forecast Period	years	12
Market Premium	%	5.50%	12-Month Price Target	\$	\$3.20
Beta	x	1.0	Current Price	\$	\$2.64
Discount Rate	%	10.1%	Return	%	21%

SOURCES: Company reports, Canaccord Genuity estimates

## Appendix: Important Disclosures

### Analyst Certification

Each authoring analyst of Canaccord Genuity whose name appears on the front page of this research hereby certifies that (i) the recommendations and opinions expressed in this research accurately reflect the authoring analyst's personal, independent and objective views about any and all of the designated investments or relevant issuers discussed herein that are within such authoring analyst's coverage universe and (ii) no part of the authoring analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by the authoring analyst in the research.

Analysts employed outside the US are not registered as research analysts with FINRA. These analysts may not be associated persons of Canaccord Genuity Inc. and therefore may not be subject to the FINRA Rule 2241 and NYSE Rule 472 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

### Sector Coverage

Individuals identified as "Sector Coverage" cover a subject company's industry in the identified jurisdiction, but are not authoring analysts of the report.

### Investment Recommendation

Date and time of first dissemination: June 16, 2017, 00:54 ET

Date and time of production: June 16, 2017, 00:54 ET

### Target Price / Valuation Methodology:

Nanosonics Limited - NAN

Target price is based on 12-year discounted cash flow (10.1% discount rate) with no terminal value of cash profits generated from the sale of the trophon ultrasound disinfection system and associated accessories and consumables.

### Risks to achieving Target Price / Valuation:

Nanosonics Limited - NAN

Poor sales support from GE, manufacturing problems, supply of sub-assemblies from external parties, hiccups, resistance from hospital to invest in new technologies, development of alternative systems by competitors, issue with product performance resulting in recall.

### Distribution of Ratings:

#### Global Stock Ratings (as of 06/15/17)

Rating	Coverage Universe		IB Clients
	#	%	%
Buy	573	60.70%	40.14%
Hold	273	28.92%	20.15%
Sell	26	2.75%	15.38%
Speculative Buy	72	7.63%	69.44%
	944*	100.0%	

\*Total includes stocks that are Under Review

### Canaccord Genuity Ratings System

**BUY:** The stock is expected to generate risk-adjusted returns of over 10% during the next 12 months.

**HOLD:** The stock is expected to generate risk-adjusted returns of 0-10% during the next 12 months.

**SELL:** The stock is expected to generate negative risk-adjusted returns during the next 12 months.

**NOT RATED:** Canaccord Genuity does not provide research coverage of the relevant issuer.

"Risk-adjusted return" refers to the expected return in relation to the amount of risk associated with the designated investment or the relevant issuer.

### Risk Qualifier

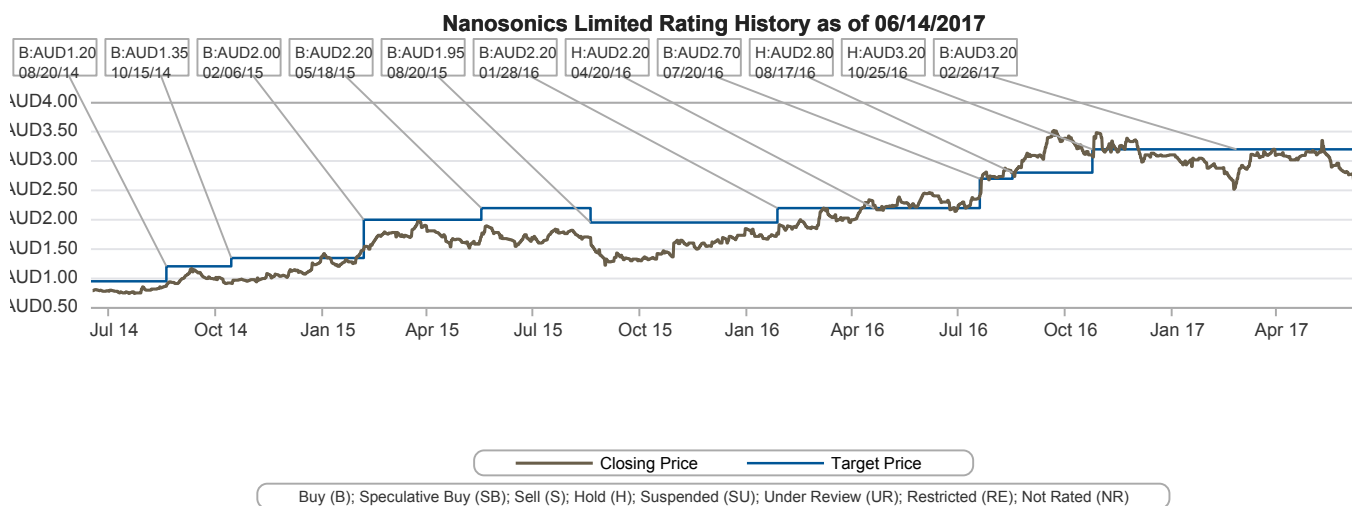
**SPECULATIVE:** Stocks bear significantly higher risk that typically cannot be valued by normal fundamental criteria. Investments in the stock may result in material loss.

**12-Month Recommendation History** (as of date same as the **Global Stock Ratings** table)

A list of all the recommendations on any issuer under coverage that was disseminated during the preceding 12-month period may be obtained at the following website (provided as a hyperlink if this report is being read electronically) <http://disclosures-mar.canaccordgenuity.com/EN/Pages/default.aspx>

**Required Company-Specific Disclosures (as of date of this publication)**

Nanosonics Limited currently is, or in the past 12 months was, a client of Canaccord Genuity or its affiliated companies. During this period, Canaccord Genuity or its affiliated companies provided investment banking services to Nanosonics Limited. In the past 12 months, Canaccord Genuity or its affiliated companies have received compensation for Investment Banking services from Nanosonics Limited . Canaccord Genuity acts as corporate broker for Nanosonics Limited and/or Canaccord Genuity or any of its affiliated companies may have an agreement with relating to the provision of Investment Banking services. Canaccord Genuity or one or more of its affiliated companies intend to seek or expect to receive compensation for Investment Banking services from Nanosonics Limited in the next three months.



**Online Disclosures**

Up-to-date disclosures may be obtained at the following website (provided as a hyperlink if this report is being read electronically) <http://disclosures.canaccordgenuity.com/EN/Pages/default.aspx>; or by sending a request to Canaccord Genuity Corp. Research, Attn: Disclosures, P.O. Box 10337 Pacific Centre, 2200-609 Granville Street, Vancouver, BC, Canada V7Y 1H2; or by sending a request by email to [disclosures@canaccordgenuity.com](mailto:disclosures@canaccordgenuity.com). The reader may also obtain a copy of Canaccord Genuity’s policies and procedures regarding the dissemination of research by following the steps outlined above.

**General Disclaimers**

See “Required Company-Specific Disclosures” above for any of the following disclosures required as to companies referred to in this report: manager or co-manager roles; 1% or other ownership; compensation for certain services; types of client relationships; research analyst conflicts; managed/co-managed public offerings in prior periods; directorships; market making in equity securities and related derivatives. For reports identified above as compendium reports, the foregoing required company-specific disclosures can be found in a hyperlink located in the section labeled, “Compendium Reports.” “Canaccord Genuity” is the business name used by certain wholly owned subsidiaries of Canaccord Genuity Group Inc., including Canaccord Genuity Inc., Canaccord Genuity Limited, Canaccord Genuity Corp., and Canaccord Genuity (Australia) Limited, an affiliated company that is 50%-owned by Canaccord Genuity Group Inc.

The authoring analysts who are responsible for the preparation of this research are employed by Canaccord Genuity Corp. a Canadian broker-dealer with principal offices located in Vancouver, Calgary, Toronto, Montreal, or Canaccord Genuity Inc., a US broker-dealer with principal offices located in New York, Boston, San Francisco and Houston, or Canaccord Genuity Limited., a UK broker-dealer with principal offices located in London (UK) and Dublin (Ireland), or Canaccord Genuity (Australia) Limited, an Australian broker-dealer with principal offices located in Sydney and Melbourne.

The authoring analysts who are responsible for the preparation of this research have received (or will receive) compensation based upon (among other factors) the Investment Banking revenues and general profits of Canaccord Genuity. However, such authoring analysts have not received, and will not receive, compensation that is directly based upon or linked to one or more specific Investment Banking activities, or to recommendations contained in the research.

Some regulators require that a firm must establish, implement and make available a policy for managing conflicts of interest arising as a result of publication or distribution of research. This research has been prepared in accordance with Canaccord Genuity’s policy on

managing conflicts of interest, and information barriers or firewalls have been used where appropriate. Canaccord Genuity's policy is available upon request.

The information contained in this research has been compiled by Canaccord Genuity from sources believed to be reliable, but (with the exception of the information about Canaccord Genuity) no representation or warranty, express or implied, is made by Canaccord Genuity, its affiliated companies or any other person as to its fairness, accuracy, completeness or correctness. Canaccord Genuity has not independently verified the facts, assumptions, and estimates contained herein. All estimates, opinions and other information contained in this research constitute Canaccord Genuity's judgement as of the date of this research, are subject to change without notice and are provided in good faith but without legal responsibility or liability.

From time to time, Canaccord Genuity salespeople, traders, and other professionals provide oral or written market commentary or trading strategies to our clients and our principal trading desk that reflect opinions that are contrary to the opinions expressed in this research. Canaccord Genuity's affiliates, principal trading desk, and investing businesses also from time to time make investment decisions that are inconsistent with the recommendations or views expressed in this research.

This research is provided for information purposes only and does not constitute an offer or solicitation to buy or sell any designated investments discussed herein in any jurisdiction where such offer or solicitation would be prohibited. As a result, the designated investments discussed in this research may not be eligible for sale in some jurisdictions. This research is not, and under no circumstances should be construed as, a solicitation to act as a securities broker or dealer in any jurisdiction by any person or company that is not legally permitted to carry on the business of a securities broker or dealer in that jurisdiction. This material is prepared for general circulation to clients and does not have regard to the investment objectives, financial situation or particular needs of any particular person. Investors should obtain advice based on their own individual circumstances before making an investment decision. To the fullest extent permitted by law, none of Canaccord Genuity, its affiliated companies or any other person accepts any liability whatsoever for any direct or consequential loss arising from or relating to any use of the information contained in this research.

### **Research Distribution Policy**

Canaccord Genuity research is posted on the Canaccord Genuity Research Portal and will be available simultaneously for access by all of Canaccord Genuity's customers who are entitled to receive the firm's research. In addition research may be distributed by the firm's sales and trading personnel via email, instant message or other electronic means. Customers entitled to receive research may also receive it via third party vendors. Until such time as research is made available to Canaccord Genuity's customers as described above, Authoring Analysts will not discuss the contents of their research with Sales and Trading or Investment Banking employees without prior compliance consent.

For further information about the proprietary model(s) associated with the covered issuer(s) in this research report, clients should contact their local sales representative.

### **Short-Term Trade Ideas**

Research Analysts may, from time to time, discuss "short-term trade ideas" in research reports. A short-term trade idea offers a near-term view on how a security may trade, based on market and trading events or catalysts, and the resulting trading opportunity that may be available. Any such trading strategies are distinct from and do not affect the analysts' fundamental equity rating for such stocks. A short-term trade idea may differ from the price targets and recommendations in our published research reports that reflect the research analyst's views of the longer-term (i.e. one-year or greater) prospects of the subject company, as a result of the differing time horizons, methodologies and/or other factors. It is possible, for example, that a subject company's common equity that is considered a long-term 'Hold' or 'Sell' might present a short-term buying opportunity as a result of temporary selling pressure in the market or for other reasons described in the research report; conversely, a subject company's stock rated a long-term 'Buy' or "Speculative Buy" could be considered susceptible to a downward price correction, or other factors may exist that lead the research analyst to suggest a sale over the short-term. Short-term trade ideas are not ratings, nor are they part of any ratings system, and the firm does not intend, and does not undertake any obligation, to maintain or update short-term trade ideas. Short-term trade ideas are not suitable for all investors and are not tailored to individual investor circumstances and objectives, and investors should make their own independent decisions regarding any securities or strategies discussed herein. Please contact your salesperson for more information regarding Canaccord Genuity's research.

### **For Canadian Residents:**

This research has been approved by Canaccord Genuity Corp., which accepts sole responsibility for this research and its dissemination in Canada. Canaccord Genuity Corp. is registered and regulated by the Investment Industry Regulatory Organization of Canada (IIROC) and is a Member of the Canadian Investor Protection Fund. Canadian clients wishing to effect transactions in any designated investment discussed should do so through a qualified salesperson of Canaccord Genuity Corp. in their particular province or territory.

### **For United States Persons:**

Canaccord Genuity Inc., a US registered broker-dealer, accepts responsibility for this research and its dissemination in the United States. This research is intended for distribution in the United States only to certain US institutional investors. US clients wishing to effect transactions in any designated investment discussed should do so through a qualified salesperson of Canaccord Genuity Inc. Analysts employed outside the US, as specifically indicated elsewhere in this report, are not registered as research analysts with FINRA. These analysts may not be associated persons of Canaccord Genuity Inc. and therefore may not be subject to the FINRA Rule 2241 and NYSE Rule 472 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.



**For United Kingdom and European Residents:**

This research is distributed in the United Kingdom and elsewhere Europe, as third party research by Canaccord Genuity Limited, which is authorized and regulated by the Financial Conduct Authority. This research is for distribution only to persons who are Eligible Counterparties or Professional Clients only and is exempt from the general restrictions in section 21 of the Financial Services and Markets Act 2000 on the communication of invitations or inducements to engage in investment activity on the grounds that it is being distributed in the United Kingdom only to persons of a kind described in Article 19(5) (Investment Professionals) and 49(2) (High Net Worth companies, unincorporated associations etc) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (as amended). It is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. This material is not for distribution in the United Kingdom or elsewhere in Europe to retail clients, as defined under the rules of the Financial Conduct Authority.

**For Jersey, Guernsey and Isle of Man Residents:**

This research is sent to you by Canaccord Genuity Wealth (International) Limited (CGWI) for information purposes and is not to be construed as a solicitation or an offer to purchase or sell investments or related financial instruments. This research has been produced by an affiliate of CGWI for circulation to its institutional clients and also CGWI. Its contents have been approved by CGWI and we are providing it to you on the basis that we believe it to be of interest to you. This statement should be read in conjunction with your client agreement, CGWI's current terms of business and the other disclosures and disclaimers contained within this research. If you are in any doubt, you should consult your financial adviser.

CGWI is licensed and regulated by the Guernsey Financial Services Commission, the Jersey Financial Services Commission and the Isle of Man Financial Supervision Commission. CGWI is registered in Guernsey and is a wholly owned subsidiary of Canaccord Genuity Group Inc.

**For Australian Residents:**

This research is distributed in Australia by Canaccord Genuity (Australia) Limited ABN 19 075 071 466 holder of AFS Licence No 234666. To the extent that this research contains any advice, this is limited to general advice only. Recipients should take into account their own personal circumstances before making an investment decision. Clients wishing to effect any transactions in any financial products discussed in the research should do so through a qualified representative of Canaccord Genuity (Australia) Limited. Canaccord Genuity Wealth Management is a division of Canaccord Genuity (Australia) Limited.

**For Hong Kong Residents:**

This research is distributed in Hong Kong by Canaccord Genuity (Hong Kong) Limited which is licensed by the Securities and Futures Commission. This research is only intended for persons who fall within the definition of professional investor as defined in the Securities and Futures Ordinance. It is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. Recipients of this report can contact Canaccord Genuity (Hong Kong) Limited. (Contact Tel: +852 3919 2561) in respect of any matters arising from, or in connection with, this research.

**Additional information is available on request.**

Copyright © Canaccord Genuity Corp. 2017 – Member IIROC/Canadian Investor Protection Fund

Copyright © Canaccord Genuity Limited. 2017 – Member LSE, authorized and regulated by the Financial Conduct Authority.

Copyright © Canaccord Genuity Inc. 2017 – Member FINRA/SIPC

Copyright © Canaccord Genuity (Australia) Limited. 2017 – Participant of ASX Group, Chi-x Australia and of the NSX. Authorized and regulated by ASIC.

All rights reserved. All material presented in this document, unless specifically indicated otherwise, is under copyright to Canaccord Genuity Corp., Canaccord Genuity Limited, Canaccord Genuity Inc or Canaccord Genuity Group Inc. None of the material, nor its content, nor any copy of it, may be altered in any way, or transmitted to or distributed to any other party, without the prior express written permission of the entities listed above.

**None of the material, nor its content, nor any copy of it, may be altered in any way, reproduced, or distributed to any other party including by way of any form of social media, without the prior express written permission of the entities listed above.**