

### TANAMI GOLD NL

#### More Outstanding Groundrush Hits – 0.6m @ 3kg/t Au

Tanami Gold NL (“Tanami”, “Company”, “TAM”) continues to intersect high-grade gold within the Groundrush Deposit from diamond drilling, Central Tanami Project, NT. The latest results include an outstanding **17m @ 109.5g/t Au** from 322m, which includes **0.6m @ 3,000g/t (3kg/t) Au**, towards the base of the current defined resource, which indicates mineralisation remains open at depth.

Exploration activities are currently designed to infill and extend the current Groundrush resource with results to be included in new resource estimates scheduled for release during CY2012 (Q2 and Q3). Tanami currently has 2 diamond rigs drilling at Groundrush with another 2 diamond rigs soon to arrive. An RC rig is also active at Central Tanami, currently focused on follow-up drilling at the Ripcord prospect, to the south-west of Groundrush.

#### Groundrush to Grow Significantly from Southern Deeps

Ongoing diamond drilling of the Southern Deeps target at Groundrush continues to intersect significant zones of alteration (assays awaited). Daughter holes are now being drilled from parent hole GRD86 which TAM has reported two broad zones (37m and 22m) of alteration with visible gold. Assays are pending and expected in the coming weeks. Hole GRD86 is located ~250m down-dip of Hole GRD63, which previously reported a high-grade intersection that included 38m @ 45.9g/t Au from 421m.

The Southern Deeps target is the first of many zones to be drill-tested in the coming months, within a plunging corridor that could contain multiple mineralised repeats. Southern Deeps is developing into a significant exploration target, and is interpreted to extend between 600-700m down plunge, between 150-200m down-dip from the current main Groundrush resource envelop. This zone is modelled to be 15-20m wide providing for a tonnage range of 3.8mt-8mt with an expected grade of 4-6g/t Au which implies an exploration target range of 490koz up to 1.5Moz.

#### Groundrush +2Moz Potential now Starting to be Realised

The historic open pit at Groundrush produced over 600Koz gold from 2001 to 2004 at a recovered grade of 4.3g/t and is located ~35km north of the Central Tanami mill. The mineralisation is free-milling with good +92% recoveries expected. The current Groundrush resource estimate is 535koz @ 4.6g/t Au, implying a +1Moz ore-body (after previous mine depletion) and with the latest/recent drill results highlighting significant resource growth to come. If the plunging mineralised shoots now identified can replicate a fraction of the main lode then we estimate potential for another 1Moz to be conservatively added over time (for a +2Moz ore-body). Groundrush has the potential to underpin long-term production at Central Tanami.

Tanami delayed the release of the Central Tanami definitive feasibility study (DFS) in preference to further drilling at Groundrush, which should provide the level of detail needed for an upgradeable DFS and more informed decision before committing to mining.

We continue to recommend Tanami Gold as a **Speculative Buy**, with an improved risk/return basis. We have a sum of parts **valuation of \$1.58/share** and **12-month price target is \$1.47/share** for the Company.

18 May 2012

Share Price	\$0.810
Valuation	\$1.58
12Mth Price Target	\$1.47

#### Brief Business Description:

Gold developer/producer

#### Hartleys Brief Investment Conclusion

Groundrush adding scale to the Central Tanami Project with 200koz pa targeted from two production centres from early 2014.

#### Chairman & MD

Arthur Dew (Non-Exec Chairman)

Denis Waddell (Deputy Chairman)

#### Top Shareholders

Allied Properties Resources Limited	23.5%
Sun Hung Kai Investment Services	12.6%

#### Company Address

Level 4 50 Colin Street  
West Perth WA 6005

**Issued Capital** 261.0m

- fully diluted 261.1m

**Market Cap** \$211.4m

- fully diluted \$211.5m

**Cash - est** \$2.2m

**Debt - est** \$22.8m

**EV** \$232.1m

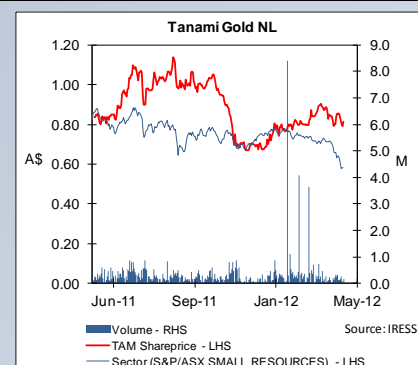
**EV/Resource Oz** \$89/oz

**EV/Reserve Oz** \$577/oz

	FY11a	FY12e	FY13e
Prod (koz Au)	41	40	74
Op Cash Flw	11.7	8.9	55.3
NPAT	1.0	-7.5	22.9
CF/Share (cps)	7.9	4.2	14.9
EPS (cps)	0.4	-2.9	8.8
P/E	217	-28	9

**Resources (Moz Au)** 2.62

**Reserves (Moz Au)** 0.40



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Hartleys has provided corporate advice within the past 12 months and continues to provide corporate advice to Tanami Gold NL. A director of Hartleys has a beneficial interest of >1% in TAM shares. See back page for full disclosure.

## SUMMARY MODEL

Tanami Gold NL		Share Price			
TAM		\$0.810			
<b>Key Market Information</b>					
Share Price		\$0.810			
Market Capitalisation		\$211m			
52 Week High-Low		\$1.14-\$0.67			
Issued Capital		261.0m			
Issued Capital (fully diluted inc. ITM options)		261.1m			
Options		0.1m@A\$5.11			
Hedging		None			
Yearly Turnover/Volume		\$75.2m/81.0m shares			
Liquidity Measure (Yearly Turnover/Issued Capital)		31%			
Valuation		\$1.58			
12Mth Price Target		\$1.47			
<b>Financial Performance</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Net Revenue	A\$m	59.5	64.4	129.0	322.1
Total Costs	A\$m	(41.1)	(48.3)	(80.8)	(174.4)
EBITDA	A\$m	18.4	16.2	48.1	147.7
Depreciation/Amort	A\$m	(19.6)	(18.4)	(16.0)	(23.7)
EBIT	A\$m	(1.1)	(2.3)	32.1	124.0
Net Interest	A\$m	2.1	(5.2)	(3.4)	(2.4)
Pre-Tax Profit	A\$m	0.97	(7.47)	28.72	121.62
Tax Expense	A\$m	-	-	(5.8)	(36.5)
NPAT	A\$m	0.97	(7.47)	22.90	85.13
Abnormal Items	A\$m	0.1	-	-	-
Reported Profit	A\$m	1.07	(7.47)	22.90	85.13
<b>Financial Position</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Cash	A\$m	6.7	33.8	(10.8)	108.7
Other Current Assets	A\$m	14.0	13.1	16.0	20.7
Total Current Assets	A\$m	20.8	46.9	5.2	129.4
PP&E + Development	A\$m	32.5	39.0	86.3	85.4
Exploration	A\$m	49.5	54.5	61.2	59.4
Investments/other	A\$m	23.8	23.8	23.8	23.8
Tot Non-Curr. Assets	A\$m	105.8	117.4	171.4	168.7
Total Assets	A\$m	126.6	164.3	176.6	298.1
Short Term Borrowings	A\$m	(22.9)	(27.1)	-	-
Other	A\$m	(15.9)	(7.7)	(17.7)	(17.6)
Total Curr. Liabilities	A\$m	(38.8)	(34.8)	(17.7)	(17.6)
Long Term Borrowings	A\$m	(0.1)	(0.1)	(0.1)	(0.1)
Other	A\$m	(4.7)	(4.7)	(10.5)	(47.0)
Total Non-Curr. Liabil.	A\$m	(4.8)	(4.8)	(10.6)	(47.1)
Total Liabilities	A\$m	(43.5)	(39.6)	(28.3)	(64.7)
Net Assets	A\$m	83.1	124.7	148.2	233.3
<b>Cashflow</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Operating Cashflow	A\$m	11.7	8.9	55.3	142.9
Income Tax Paid	A\$m	-	-	-	-
Interest & Other	A\$m	(2.4)	(5.2)	(3.4)	(2.4)
Operating Activities	A\$m	9.4	3.8	51.9	140.5
PP&E + Development	A\$m	(22.9)	(14.0)	(54.0)	(13.0)
Exploration	A\$m	(19.9)	(16.0)	(16.0)	(8.0)
Investments	A\$m	2.9	-	-	-
Investment Activities	A\$m	(39.9)	(30.0)	(70.0)	(21.0)
Repayment of Borrowings	A\$m	(53.3)	(11.0)	(27.1)	-
Proceeds of Borrowings	A\$m	23.3	14.2	-	-
Equity	A\$m	60.7	50.1	0.6	-
Dividends Paid	A\$m	-	-	-	-
Financing Activities	A\$m	30.8	53.3	(26.5)	-
Net Cashflow	A\$m	0.3	27.1	(44.6)	119.5
<b>Ratio Analysis</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Cashflow Per Share	A¢	7.9	4.2	14.9	41.7
Cashflow Multiple	X	10.3	19.3	5.4	1.9
Earnings Per Share	A¢	0.4	(2.9)	8.8	32.6
Price to Earnings Ratio	X	217.4	(28.3)	9.2	2.5
Dividends Per Share	A¢	-	-	-	-
Dividend Yield	%	-	-	-	-
Net Debt / Equity	%	0.2	na	0.1	na
Interest Cover	X	52.0	-	-	-
Return on Equity	%	1%	na	23%	46%
<b>Directors</b>					
Arthur Dew (Non-Exec Chairman)			Level 4 50 Colin Street		
Denis Waddell (Deputy Chairman)			West Perth WA 6005		
Lee Seng Hui (Non-Exec Director)			Tel: + 61 8 9212 5999		
Alan Senior (Non-Exec Director)			Fax: + 61 8 9212 5900		
Lyle Procter (Non-Exec Director)			Web: www.tanami.com.au		
<b>Company Information</b>					
<b>Top Shareholders</b>					
		m shares	%		
Allied Properties Resources Limited		61.4	23.5%		
Sun Hung Kai Investment Services		32.9	12.6%		
<b>Reserves &amp; Resources</b>					
	Gold	Mt	g/t Au	Koz	Attrib.
<b>Reserves</b>					
Western Tanami		0.78	5.3	133	133
Central Tanami		2.04	3.4	221	221
	Sub Total	2.82	3.9	354	354
Central Tanami Stockpile		1.70	0.9	48	48
Total	Mar-11	4.52	2.8	402	402
<b>Resources</b>					
Western Tanami		3.01	5.4	538	538
Central Tanami		21.28	3.0	2,031	2,031
	Sub Total	24.29	3.3	2,569	2,569
Central Tanami Stockpile		1.70	0.9	48	48
Total	Sep-11	25.99	3.0	2,617	2,617
<b>Production Summary</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Mill Throughput	Mtpa	0.2	0.3	0.5	1.7
Payable Gold Metal	000oz	41	40	74	194
Cost per milled tonne	A\$/t	162	152	142	95
EBITDA / tonne milled ore	A\$/t	80	58	94	87
C1: Op Cash Cost = (a)	A\$/oz	904	1051	990	832
(a) + Royalty = (b)	A\$/oz	939	1090	1033	873
C2: (a) + Dep & Am = (c)	A\$/oz	1376	1512	1208	954
(a) + development = (d)	A\$/oz	1936	1801	1940	940
C3: (c) + Royalty	A\$/oz	1411	1551	1251	995
(d) + Royalty	A\$/oz	1971	1840	1983	981
<b>Price Assumptions</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Gold	US\$/oz	1398	1631	1823	1734
Exchange Rate	A\$/US\$	1.00	1.02	1.05	1.05
\$A Gold	A\$/oz	1398	1601	1736	1652
<b>Hedging</b>					
	Unit	FY2011A	FY2012F	FY2013F	FY2014F
Total Forward Sales - Gold	000oz	-	-	-	-
Forward Gold Price	\$/A/oz	-	-	-	-
<b>Sensitivity Analysis</b>					
	Valuation (\$/s)	NPAT	EPS (¢)	CFPS (¢)	
Base Case	1.58	-7.5	-2.9	4.2	
Exchange Rate +10%	1.22	-13.2	-5.0	2.0	
Exchange Rate -10%	2.02	-0.5	-0.2	6.9	
Gold Price +10%	1.97	-1.2	-0.5	6.6	
Gold Price -10%	1.18	-13.7	-5.3	1.8	
Operating Costs +10%	1.34	-11.7	-4.5	2.6	
Operating Costs -10%	1.81	-3.2	-1.2	5.8	
*N.B. NPAT, EPS, CFPS forecasts are for FY2012					
<b>Share Price Valuation at Spot</b>					
		Est. \$/share			
Gold: US\$1,568/oz, AUDUSD: 0.980		513.3	1.97		
<b>Share Price Valuation (NAV)</b>					
		Est. \$m	*Est. \$/share		
Western Tanami (NPV @ 8%)		92.9	0.36		
Central Tanami (NPV @ 14%) - risk weighted		297.1	1.14		
Exploration					
- 160m ABM sh (ABU.asx) @ 3.8+ Opt Val cps		13.6	0.05		
- Other Exploration (WTP & CTP)		40.0	0.15		
Cash		2.2	0.01		
Forwards		0.0	0.00		
Corporate Overheads (NPV @ 3%)		(20.9)	(0.08)		
Total Debt-est.		(22.8)	(0.09)		
Tax Losses		9.4	0.04		
Options & Other Equity		0.7	0.00		
Total		412.2	1.58		
Analyst: Mike Millikan					
Phone: +61 8 9268 2805					
Sources: IRESS, Company Information, Hartleys Research					
Last Updated: 18/05/2012					

## Groundrush DFS Due Early CY2013

Groundrush is located ~35km north of the Central Tanami mill, accessible via an all-weather sealed haul road

Historic production of 600Koz at average grade 4.3g/t Au

Groundrush resource 3.596mt @ 4.63g/t Au for 535Koz Au

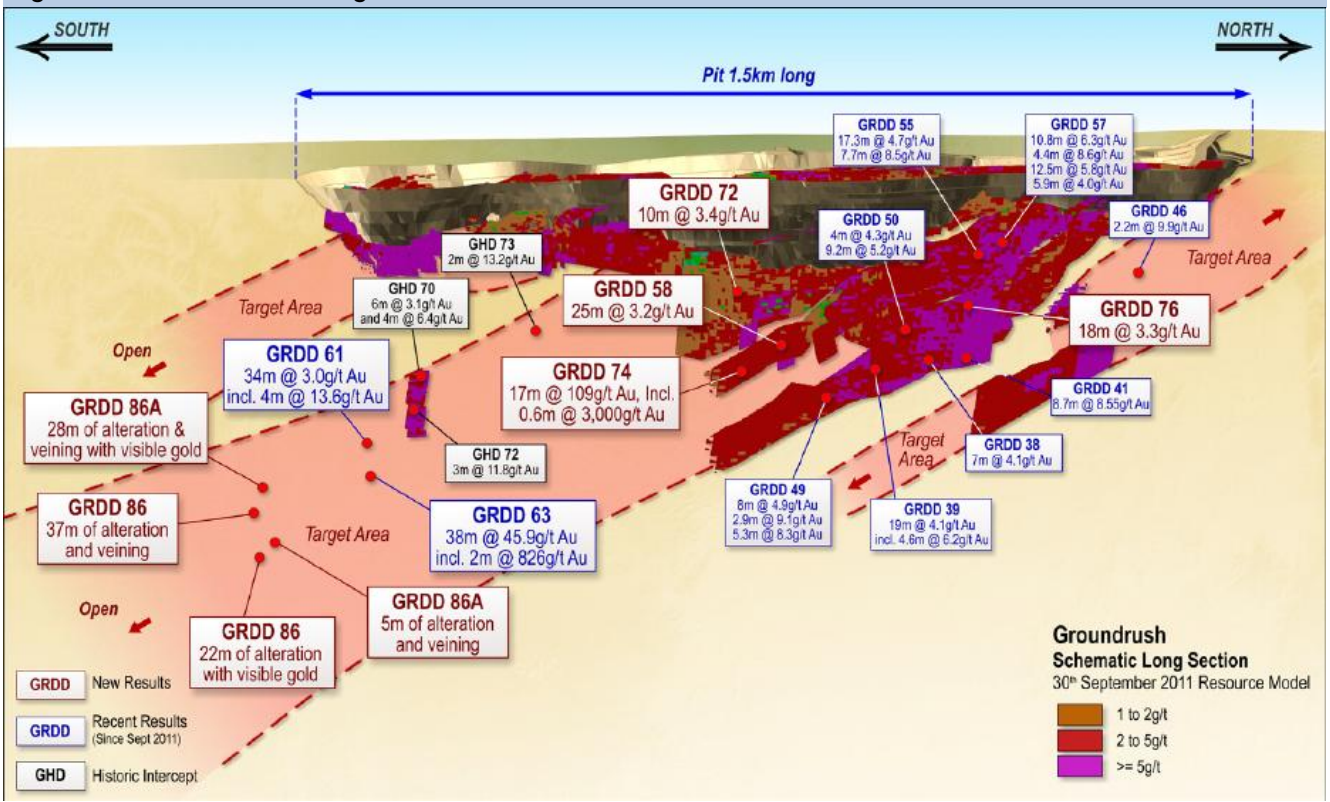
Key risks include managing debt

Groundrush part of the Central Tanami Project continues to prove-up as the flagship deposit. The deposit is located ~35km north of the Central Tanami processing infrastructure, which Tanami needs to refurbish and upgrade to 1.5mtpa (for estimated capex of ~A\$30m). The current Groundrush resource is 535Koz at a grade of 4.6g/t Au, but this is expected to grow significantly as it remains open down-plunge, down-dip and at depth, with potential for mineralised repetitions.

Further drill information at Groundrush will determine the most appropriate locations for decline(s) and the optimal mining method to be employed. Tanami recently delayed the release of the Central Tanami DFS in preference to further drilling at Groundrush, as the true size of the deposit is yet to be realised and should provide the level of detail needed for an upgradeable DFS and more informed decision before committing to mining. Following the refurbishment and upgrade of the Central Tanami plant, the Company is targeting production of 130–150Kozpa within 3 years for combined Group production of ~200kozpa. We forecast first production at this stage from late CY2013.

Key risks for Tanami include managing the debt position (for capital and development requirements), expanding and converting its resource base to reserves from multiple deposits and funding the growth aspirations of the Company through the establishment of a second production centre (Central Tanami). Other risks include commodity price, development and ore-body risks. Our key assumption risks for the Central Tanami valuation are detailed in Fig.6.

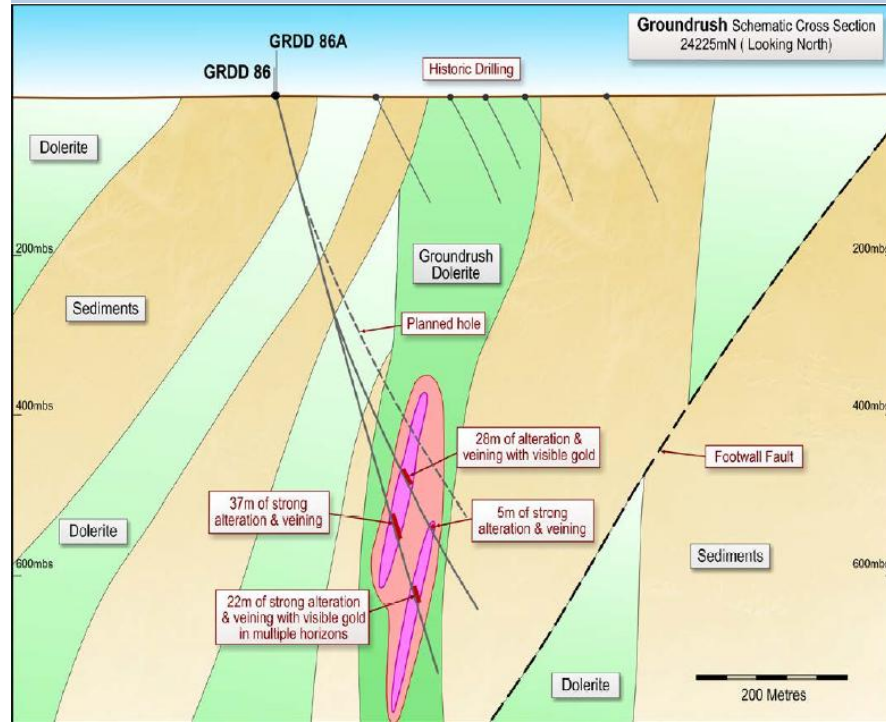
Fig. 1: Groundrush – Long Section with Latest Drill Results



Source: Tanami Gold NL

*If the plunging mineralised shoots can replicate a fraction of the main lode then we estimate potential for another 1Moz to be conservatively added over time (for a +2Moz ore-body)*

**Fig. 2: Groundrush – Cross Section Pending Drill Results**



Source: Tanami Gold NL

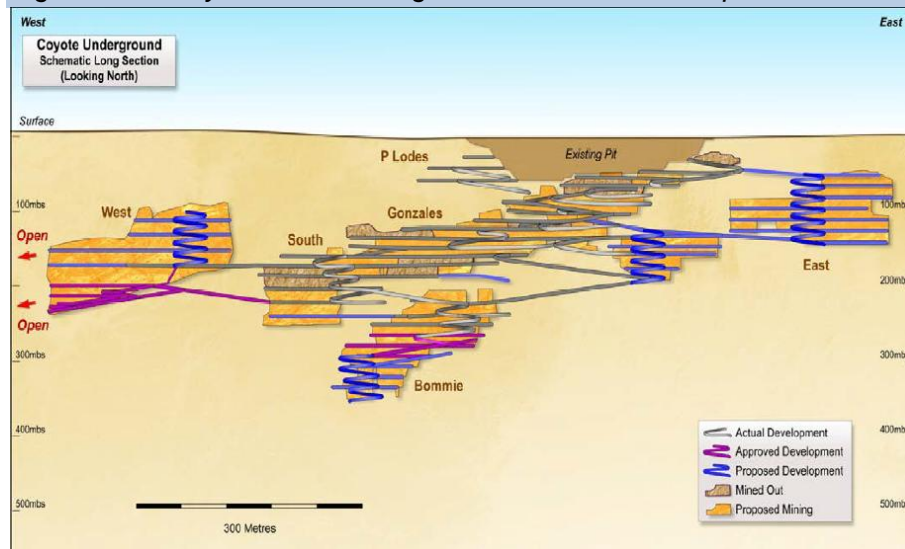
### Coyote Production to Improve in June Q

Tanami reported March quarterly gold production of 8,953oz from the Coyote Gold Project to increase YTD gold production to 29,003oz. We forecast FY'12 gold production of ~40koz, which implies June quarterly production of over 11Koz. The Company has now completed capital and pre-production development for the high-grade Coyote West Zone, which is expected to improve mill head grade for the current quarter.

*March Q Production of 8.9Koz, we forecast +11koz in the June Q*

Tanami also reduced debt in the March quarter by 51% to \$22.8m through the sale of the majority of the Company's interests in ABM Resources NL (ABU.asx). The Company's current cash position was low at the end of the March quarter (~A\$2.1m in cash and equivalents), but is expected to improve during the course of the June quarter through improved production.

**Fig. 3: Coyote UG – Long Section with Development**



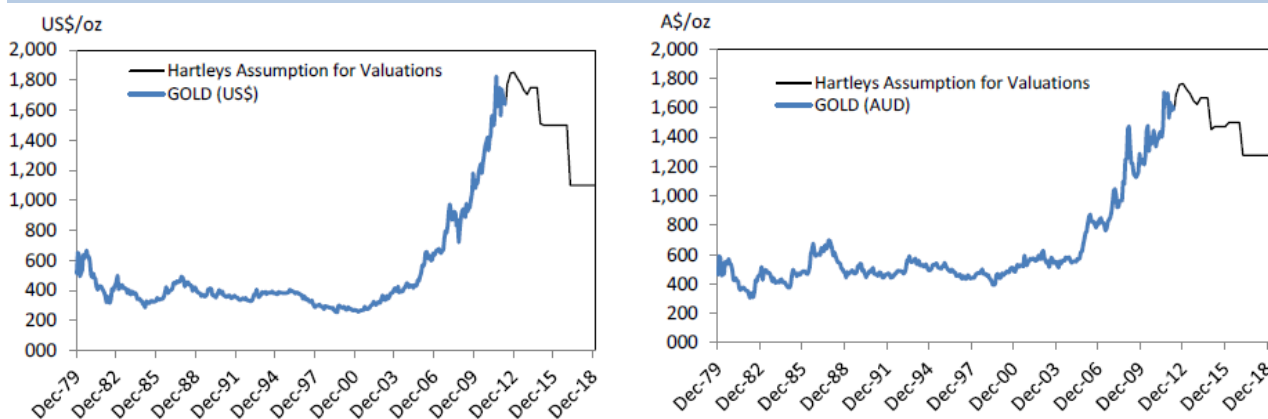
Source: Tanami Gold NL

**Fig. 4: Price Target Methodology**

Price Target Methodology	Weighting	18/05/2012	12 mth out
NPV base case	65%	\$1.58	\$1.59
NPV base case at spot commodity and fx prices	20%	\$1.97	\$1.97
CTP not developed/commodity prices falls	10%	\$0.44	\$0.44
Net Cash Backing	5%	\$0.00	\$0.00
<b>Risk weighted composite</b>		<b>\$1.46</b>	
<b>12 Months Price Target</b>		<b>\$1.47</b>	
Shareprice - Last		\$0.810	
<b>12 mth total return (% to 12mth target + dividend)</b>		<b>82%</b>	

Source: Hartleys Estimate

**Fig. 5: Gold price assumptions for our valuation**



Source: Hartleys Estimates, IRESS

**Fig. 6: Key assumptions and risks for valuation (\$1.58 per share)**

Assumption	Risk of not realising assumption	Downside risk to valuation if assumption is incorrect	Comment
Groundrush deposit size	Low-Med	Low	Our Central Tanami model only uses the current reserve and resource for Central Tanami, it is yet to factor in the upcoming resource upgrades and growth over time for Groundrush.
Funding for ongoing exploration/DFS	Low-Med	High	TAM's current debt position and relatively low cash position will need to be managed. Allied Group (major shareholder and debt provider) has taken a more active role in the Company (increased board positions) which possibly indicates ongoing funding if so required, will be made available.
Funding for project development	Low-Med	Extreme	Capital markets currently appear difficult. TAM continues with improving the confidence of the Groundrush and other Central Tanami resources which should provide robust DFS numbers which should be bankable. With ongoing major shareholder support funding risk for project development may be mitigated somewhat.

**Conclusion**

*At this stage we consider the assumptions have a low to medium risk of not being achieved. The gap between share price and valuation, as well as being market related, may be due to board restructuring, delays in delivering the DFS and the uncertainty around development funding.*

Source: Hartleys Research

# HARTLEYS RESEARCH COVERAGE LIST

Hartleys Research Coverage						Hartleys Research					
Name	Ticker	Last Price*	M. CAP (A\$m)	Status	Recommendation	Name	Ticker	Last Price*	M. CAP (A\$m)	Status	Recommendation
<b>Resources</b>						<b>Oil &amp; Gas</b>					
<b>Gold / Precious Metals</b>						<b>Conventional Oil &amp; Gas</b>					
1. Evolution Mining Limited	EVN	1.51	1,068	Producer	Buy	1. Woodside Petroleum Ltd	WPL	30.99	24,968	Major	Buy
2. Gold One International Limited	GDO	0.470	665	Producer	Accumulate	2. Nexus Energy Ltd	NXS	0.17	219	Developer / Explorer	Speculative Buy
3. Silver Lake Resources Limited	SLR	2.38	524	Producer	Buy	3. Tap Oil Ltd	TAP	0.66	159	Producer / Explorer	Buy
4. Integra Mining Limited	IGR	0.445	377	Producer	Buy	4. Pancontinental Oil and Gas NL	PCL	0.14	139	Explorer	Speculative Buy
5. Beadell Resources Limited	BDR	0.565	372	Developer	Buy	5. Cooper Energy Ltd	COE	0.44	129	Producer / Explorer	Buy
6. Intrepid Mines Limited	IAU	0.610	320	Developer	Speculative Buy	6. Otto Energy Ltd	OEL	0.09	104	Explorer / Producer	Buy
7. Northern Star Resources Ltd	NST	0.700	280	Producer	Buy	7. Carnarvon Petroleum Ltd	CVN	0.11	73	Producer / Explorer	Buy
8. Papillon Resources Limited	PIR	0.890	216	Explorer	Speculative Buy	8. FAR Ltd	FAR	0.03	69	Explorer	Speculative Buy
9. Tanami Gold NL	TAM	0.800	209	Producer	Speculative Buy	9. Amadeus Energy Ltd	AMU	0.22	65	Producer / Explorer	Neutral
10. FM Gold Corporation Limited	PVM	0.850	188	Developer	Buy	10. WHL Energy Ltd	WHN	0.04	45	Explorer	Speculative Buy
11. Focus Minerals Ltd	FML	0.034	147	Producer	Buy	11. Sun Resources NL	SUR	0.04	45	Explorer / Producer	Speculative Buy
12. ABM Resources NL	ABU	0.038	123	Explorer	Speculative Buy	12. Hawkey Oil and Gas Ltd	HOG	0.19	36	Producer / Explorer	Buy
13. YTC Resources Limited	YTC	0.270	67	Developer	Buy	<b>Non Conventional Oil &amp; Gas</b>					
14. Cerro Resources NL	CJO	0.085	64	Developer / Explorer	Accumulate	13. Aurora Oil and Gas Ltd	AUT	3.30	1,358	Producer / Developer	Reduce
15. Emmerson Resources Limited	ERM	0.180	41	Explorer	Speculative Buy	14. Samson Oil & Gas Ltd	SSN	0.08	136	Developer / Producer	Buy
16. Mutiny Gold Limited	MYG	0.071	30	Developer	Speculative Buy	15. Transerv Energy Ltd	TSV	0.01	30	Developer	Speculative Buy
17. Cortona Resources Limited	CRC	0.097	27	Developer	Accumulate	16. Austin Exploration Ltd	AKK	0.02	30	Producer / Appraisal	Speculative Buy
18. Canyon Resources Limited	CAY	0.380	20	Explorer	Speculative Buy	17. Emerald Oil and Gas NL	EMR	0.02	16	Producer / Appraisal	Speculative Buy
19. Southern Gold Limited	SAU	0.038	10	Explorer	Speculative Buy	Sub-Total 27,620					
20. Geopacific Resources NL	GPR	0.200	7	Explorer	Speculative Buy	<b>Industrials</b>					
21. Augur Resources Ltd	AUK	0.041	7	Explorer	Speculative Buy	<b>Resource Services - Capital Intensive</b>					
<b>Diversified Base / Precious Metals</b>						<b>Resource Services - Labour Intensive</b>					
22. Independence Group NL	IGO	3.32	672	Gold & Base Prod./Dev.	Buy	1. Ausdrill Limited	ASL	3.23	1,006	Contract Drilling	Buy
23. Ironbark Zinc Ltd	IBG	0.170	63	Zinc developer	Speculative Buy	2. NRW Holdings Ltd	NWH	3.20	892	Contract mining	Buy
24. Aviva Corporation Limited	AVA	0.077	13	Gold & Base Explorer	Speculative Buy	3. Fleetwood Corporation	FWD	12.00	717	Accommodation	Neutral
25. Ausquest Limited	AQD	0.053	12	Diversified explor	Speculative Buy	4. Mermaid Marine Ltd	MFM	2.92	671	Oil & Gas Services	Accumulate
26. Silver Swan Group Ltd	SWN	0.045	6	Base Metal Explorer	Speculative Buy	5. Macmahon Holdings Limited	MAH	0.60	464	Contract mining	Accumulate
27. Corazon Mining Limited	CZN	0.041	6	Base Metal Explorer	Speculative Buy	6. Index Ltd	IMD	1.89	393	Drilling Supplies	Accumulate
<b>Iron Ore &amp; other steel making minerals</b>						7. MACA Ltd	MLD	2.10	325	Contract mining	Buy
28. Centaurus Metals Ltd	CTM	0.550	73	Developer / Explorer	Speculative Buy	8. Matrix Composites &	MCE	2.35	181	Oil & Gas Services	Neutral
29. Hazelwood Resources Ltd	HAZ	0.085	22	Tungsten: Developer	Speculative Buy	9. Pacific Energy Ltd	PEA	0.49	180	Remote Power	Buy
30. Shaw River Manganese Limited	SRR	0.038	17	Manganese: Developer	Speculative Buy	10. Swick Mining Services Ltd	SWK	0.30	70	Contract Drilling	Buy
31. Atlas Iron Limited	AGO	2.090	0	Producer / Developer	Buy	<b>Resource Services - Labour Intensive</b>					
<b>Uranium</b>						11. Monadelphous Group Limited	MND	19.41	1,793	Construction	Accumulate
32. Peninsula Energy Ltd	PEN	0.037	80	Developer	Buy	12. Decmil Group Limited	DCG	2.53	424	Construction	Buy
<b>Other metals</b>						13. RCR Tomlinson Ltd	RCR	1.73	259	Engineer. & Constr.	Buy
33. Kasbah Resources Limited	KAS	0.235	91	Tin Developer	Buy	14. Lycopodium Limited	LYL	6.31	251	Engineer. & Constr.	Accumulate
34. Sheffield Resources Limited	SFX	0.340	32	Mineral Sands Dev. /	Speculative Buy	15. LogiComms Limited	LCM	0.97	66	Engineer. & Constr.	Speculative Buy
Sub-Total			5,850								
						<b>Other Industrial Companies</b>					
						16. iiNet Limited	IIN	2.94	474	Telecommunications	Accumulate
						17. Austal Limited	ASB	1.80	356	Civil and Military	Buy
						18. Amcom Telecommunications	AMM	1.01	248	Telecommunications	Accumulate
						19. Cash Converters Internat.	CCV	0.62	246	Unsecured Finance	Buy
						Sub-Total 9,016					
						70. GRAND TOTAL 42,486					

Source: IRESS, Hartleys Research. \* 18 May 2012

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*Note: personal email addresses of company employees are structured in the following manner:*

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## Hartleys Recommendation Categories

Buy	Share price appreciation anticipated.
Accumulate	Share price appreciation anticipated but the risk/reward is not as attractive as a "Buy". Alternatively, for the share price to rise it may be contingent on the outcome of an uncertain or distant event. Analyst will often indicate a price level at which it may become a "Buy".
Neutral	Take no action. Upside & downside risk/reward is evenly balanced.
Reduce / Take profits	It is anticipated to be unlikely that there will be gains over the investment time horizon but there is a possibility of some price weakness over that period.
Sell	Significant price depreciation anticipated.
No Rating	No recommendation.
Speculative Buy	Share price could be volatile. While it is anticipated that, on a risk/reward basis, an investment is attractive, there is at least one identifiable risk that has a meaningful possibility of occurring, which, if it did occur, could lead to significant share price reduction. Consequently, the investment is considered high risk.

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