



Financial Markets Research Specialists

## Media Release

12 October 2016

### 2016 Corporate Performance Awards – Winners announced

East Coles Australia is pleased to announce the Winners of the 2016 Corporate Performance Awards. The winners were announced and honoured at an exclusive event at The Establishment Ballroom in Sydney on Tuesday 11<sup>th</sup> October.

The East Coles Corporate Performance Research asked analysts from both fund managers and brokerage houses to score the S&P/ASX 200 stocks they covered across 23 performance categories. The scores were then aggregated and averaged to create league tables in each category, then broken down into ASX100, ASX101-200 and GICS sectors. 53 buy and sell-side organisations participated in all, scoring 55 stocks each on average.

The idea of the Research is to provide a feedback mechanism between the investment community and the ASX200 to ensure corporates are more finely attuned to investor sentiment. The Research provides an opportunity for investors to express their satisfaction or otherwise with the companies they cover and show their appreciation where they feel value has been added.



Cameron Williamson, Group CFO, Chris Clayton, Head of Sales & Marketing, Vicki Gemisis, Head of Group Financial Operations, Nicola Scott, CFO (Australia) & Rebecca Fesq, Head of Private Bank & Broker Distribution all from BT Investment Management



Mark Catanzariti, Susan Leppinus, Company Secretary & General Counsel, Lindsay Partridge AM, MD, Robert Bakewell, CFO, Alex Payne (CFO - retiring) all from Brickworks

### ASX100 WINNERS

Code	Category	Stock	Sector
DMP	Best Board	DOMINO'S PIZZA ENTERPRISES LIMITED	CONSUMER DISCRETIONARY
TPM	Best CEO	TPG TELECOM LIMITED	TELECOMMUNICATIONS
RHC	Best CFO	RAMSAY HEALTH CARE LIMITED	HEALTH CARE
AMC	Best Company	AMCOR LIMITED	MATERIALS
CSL	Best Credibility	CSL LIMITED	HEALTH CARE
DMP	Best Earnings Quality	DOMINO'S PIZZA ENTERPRISES LIMITED	CONSUMER DISCRETIONARY
DMP	Best ESG	DOMINO'S PIZZA ENTERPRISES LIMITED	CONSUMER DISCRETIONARY
JHX	Best Growth Prospects	JAMES HARDIE INDUSTRIES PLC	MATERIALS
CSL	Best Investment Desirability	CSL LIMITED	HEALTH CARE
CSL	Best Investor Relations	CSL LIMITED	HEALTH CARE
AMC	Best Shareholder Value Focus	AMCOR LIMITED	MATERIALS

### ASX101-200 WINNERS

Code	Category	Company	Sector
VOC	Best Board	VOCUS COMMUNICATIONS LIMITED	TELECOMMUNICATIONS
ACX	Best CEO	ACONEX LIMITED	INFORMATION TECHNOLOGY
ACX	Best CFO	ACONEX LIMITED	INFORMATION TECHNOLOGY
RWC	Best Company	RELIANCE WORLDWIDE CORPORATION LTD	INDUSTRIALS
APO	Best Credibility	APN OUTDOOR GROUP LIMITED	CONSUMER DISCRETIONARY
SCP	Best Earnings Quality	SCA PROPERTY GROUP	FINANCIALS
VOC	Best ESG	VOCUS COMMUNICATIONS LIMITED	TELECOMMUNICATIONS
BAP	Best Growth Prospects	BURSON GROUP LIMITED	CONSUMER DISCRETIONARY
BAP	Best Investment Desirability	BURSON GROUP LIMITED	CONSUMER DISCRETIONARY
BAP	Best Investor Relations	BURSON GROUP LIMITED	CONSUMER DISCRETIONARY
BAP	Best Shareholder Value Focus	BURSON GROUP LIMITED	CONSUMER DISCRETIONARY

### INVESTMENT BANKING WINNERS

Category	Bank/er	Category	Bank/er
Best Investment Bank	UBS	Best Independent Investment Bank	Record Point
Best Investment Banker	Greg Peirce (UBS)	Best Independent Investment Banker	Michael Firmin (Record Point)
Best M&A Bank	UBS	Best Independent M&A Bank	Record Point
Best M&A Banker	Greg Peirce (UBS)	Best Independent M&A Banker	Michael Firmin (Record Point)
Best ECM Bank	UBS	Best Independent ECM Bank	Patersons
Best ECM Banker	Richard Sleijpen (UBS)	Best Independent ECM Banker	David Gray (Insight Capital)
Best DCM Bank	Morgan Stanley	Best Independent DCM Bank	Record Point
Best DCM Banker	Tim Lindley (MS)	Best Independent DCM Banker	Michael Firmin (Record Point)
Best Equities Research	Macquarie	Best Independent Equities Research	Morgans
Best Equities Analyst	John Purtell (Macquarie)	Best Independent Equities Analyst	Peter Zuk (Shaw)

## WINNERS BY SECTOR (ASX100)

### BANKS

Code	Category	Company
CBA	Best Board	COMMONWEALTH BANK OF AUSTRALIA
CBA	Best CEO	COMMONWEALTH BANK OF AUSTRALIA
WBC	Best CFO	WESTPAC BANKING CORPORATION
WBC	Best Company	WESTPAC BANKING CORPORATION
CBA	Best Credibility	COMMONWEALTH BANK OF AUSTRALIA
WBC	Best Earnings Quality	WESTPAC BANKING CORPORATION
WBC	Best ESG	WESTPAC BANKING CORPORATION
CYB	Best Growth Prospects	CYBG PLC
WBC	Best Investment Desirability	WESTPAC BANKING CORPORATION
WBC	Best Investor Relations	WESTPAC BANKING CORPORATION
WBC	Best Shareholder Value Focus	WESTPAC BANKING CORPORATION

### CONSUMERS

Code	Category	Company
DMP	Best Board	DOMINO'S PIZZA ENTERPRISES LIMITED
DMP	Best CEO	DOMINO'S PIZZA ENTERPRISES LIMITED
JBH	Best CFO	JB HI-FI LIMITED
DMP	Best Company	DOMINO'S PIZZA ENTERPRISES LIMITED
DMP	Best Credibility	DOMINO'S PIZZA ENTERPRISES LIMITED
DMP	Best Earnings Quality	DOMINO'S PIZZA ENTERPRISES LIMITED
DMP	Best ESG	DOMINO'S PIZZA ENTERPRISES LIMITED
DMP	Best Growth Prospects	DOMINO'S PIZZA ENTERPRISES LIMITED
TAH	Best Investment Desirability	TABCORP HOLDINGS LIMITED
TAH	Best Investor Relations	TABCORP HOLDINGS LIMITED
WES	Best Shareholder Value Focus	WESFARMERS LIMITED

### DIVERSIFIED FINANCIALS & INSURANCE

Code	Category	Company
MFG	Best Board	MAGELLAN FINANCIAL GROUP LIMITED
MFG	Best CEO	MAGELLAN FINANCIAL GROUP LIMITED
HGG	Best CFO	HENDERSON GROUP PLC
MQG	Best Company	MACQUARIE GROUP LIMITED
MQG	Best Credibility	MACQUARIE GROUP LIMITED
HGG	Best Earnings Quality	HENDERSON GROUP PLC
MQG	Best ESG	MACQUARIE GROUP LIMITED
MQG	Best Growth Prospects	MACQUARIE GROUP LIMITED
IAG	Best Investment Desirability	INSURANCE AUSTRALIA GROUP LIMITED
SUN	Best Investor Relations	SUNCORP GROUP LIMITED
MFG	Best Shareholder Value Focus	MAGELLAN FINANCIAL GROUP LIMITED

### ENERGY & MATERIALS

Code	Category	Company
AMC	Best Board	AMCOR LIMITED
CTX	Best CFO	CALTEX AUSTRALIA LIMITED
OSH	Best Chief Exec Officer	OIL SEARCH LIMITED
AMC	Best Company	AMCOR LIMITED
AMC	Best Credibility	AMCOR LIMITED
DLX	Best Earnings Quality	DULUXGROUP LIMITED
OSH	Best ESG	OIL SEARCH LIMITED
JHX	Best Growth Prospects	JAMES HARDIE INDUSTRIES PLC
AMC	Best Investment Desirability	AMCOR LIMITED
CTX	Best Investor Relations	CALTEX AUSTRALIA LIMITED
AMC	Best Shareholder Value Focus	AMCOR LIMITED

### HEALTH CARE

Code	Category	Company
RHC	Best Board	RAMSAY HEALTH CARE LIMITED
RHC	Best CEO	RAMSAY HEALTH CARE LIMITED
RHC	Best CFO	RAMSAY HEALTH CARE LIMITED
CSL	Best Company	CSL LIMITED
CSL	Best Credibility	CSL LIMITED
RHC	Best Earnings Quality	RAMSAY HEALTH CARE LIMITED
RHC	Best ESG	RAMSAY HEALTH CARE LIMITED
RMD	Best Growth Prospects	RESMED INC
CSL	Best Investment Desirability	CSL LIMITED
CSL	Best Investor Relations	CSL LIMITED
CSL	Best Shareholder Value Focus	CSL LIMITED

## WINNERS BY SECTOR (ASX100)

### INDUSTRIALS

Code	Category	Company
BXB	Best Board	BRAMBLES LIMITED
SEK	Best CEO	SEEK LIMITED
SEK	Best CFO	SEEK LIMITED
BXB	Best Company	BRAMBLES LIMITED
SEK	Best Credibility	SEEK LIMITED
BXB	Best Earnings Quality	BRAMBLES LIMITED
BXB	Best ESG	BRAMBLES LIMITED
SEK	Best Growth Prospects	SEEK LIMITED
SEK	Best Investment Desirability	SEEK LIMITED
BXB	Best Investor Relations	BRAMBLES LIMITED
BXB	Best Shareholder Value Focus	BRAMBLES LIMITED

### INFRASTRUCTURE & UTILITIES

Code	Category	Company
SYD	Best Board	SYDNEY AIRPORT
QUB	Best CFO	QUBE HOLDINGS LIMITED
QUB	Best Chief Exec Officer	QUBE HOLDINGS LIMITED
TCL	Best Company	TRANSURBAN GROUP
SYD	Best Credibility	SYDNEY AIRPORT
TCL	Best Earnings Quality	TRANSURBAN GROUP
TCL	Best ESG	TRANSURBAN GROUP
TCL	Best Growth Prospects	TRANSURBAN GROUP
TCL	Best Investment Desirability	TRANSURBAN GROUP
TCL	Best Investor Relations	TRANSURBAN GROUP
TCL	Best Shareholder Value Focus	TRANSURBAN GROUP

### METALS & MINING

Code	Category	Company
BSL	Best Board	BLUESCOPE STEEL LIMITED
FMG	Best CEO	FORTESCUE METALS GROUP LTD
FMG	Best CFO	FORTESCUE METALS GROUP LTD
RIO	Best Company	RIO TINTO LIMITED
FMG	Best Credibility	FORTESCUE METALS GROUP LTD
RIO	Best Earnings Quality	RIO TINTO LIMITED
BSL	Best ESG	BLUESCOPE STEEL LIMITED
RIO	Best Growth Prospects	RIO TINTO LIMITED
RIO	Best Investment Desirability	RIO TINTO LIMITED
ILU	Best Investor Relations	ILUKA RESOURCES LIMITED
RIO	Best Shareholder Value Focus	RIO TINTO LIMITED

### REAL ESTATE

Code	Category	Company
GMG	Best Board	GOODMAN GROUP
GMG	Best CEO	GOODMAN GROUP
GMG	Best CFO	GOODMAN GROUP
GMG	Best Company	GOODMAN GROUP
GMG	Best Credibility	GOODMAN GROUP
WFD	Best Earnings Quality	WESTFIELD CORPORATION
LLC	Best ESG	LENDLEASE GROUP
GMG	Best Growth Prospects	GOODMAN GROUP
GMG	Best Investment Desirability	GOODMAN GROUP
MGR	Best Investor Relations	MIRVAC GROUP
SCG	Best Shareholder Value Focus	SCENTRE GROUP

### TMT

Code	Category	Company
CAR	Best Board	CARSALES.COM LIMITED
TPM	Best CEO	TPG TELECOM LIMITED
REA	Best CFO	REA GROUP LTD
REA	Best Company	REA GROUP LTD
TPM	Best Credibility	TPG TELECOM LIMITED
REA	Best Earnings Quality	REA GROUP LTD
TLS	Best ESG	TELSTRA CORPORATION LIMITED
REA	Best Growth Prospects	REA GROUP LTD
TPM	Best Investment Desirability	TPG TELECOM LIMITED
FXJ	Best IR	FAIRFAX MEDIA LIMITED
TLS	Best Shareholder Value Focus	TELSTRA CORPORATION LIMITED

## WINNERS BY SECTOR (ASX101-200)

### CONSUMER DISCRETIONARY

Code	Category	Company
BRG	Best Board	BREVILLE GROUP LIMITED
BAP	Best CEO	BURSON GROUP LIMITED
BAP	Best CFO	BURSON GROUP LIMITED
BAP	Best Company	BURSON GROUP LIMITED
BAP	Best Credibility	BURSON GROUP LIMITED
BAP	Best Earnings Quality	BURSON GROUP LIMITED
IVC	Best ESG	INVOCARE LIMITED
BAP	Best Growth Prospects	BURSON GROUP LIMITED
BAP	Best Investment Desirability	BURSON GROUP LIMITED
BAP	Best Investor Relations	BURSON GROUP LIMITED
BAP	Best Shareholder Value Focus	BURSON GROUP LIMITED

### CONSUMER STAPLES

Code	Category	Company
SHV	Best Board	SELECT HARVESTS LIMITED
BAL	Best CEO	BELLAMY'S AUSTRALIA LIMITED
BAL	Best CFO	BELLAMY'S AUSTRALIA LIMITED
SHV	Best Company	SELECT HARVESTS LIMITED
SHV	Best Credibility	SELECT HARVESTS LIMITED
SHV	Best Earnings Quality	SELECT HARVESTS LIMITED
SHV	Best ESG	SELECT HARVESTS LIMITED
BAL	Best Growth Prospects	BELLAMY'S AUSTRALIA LIMITED
A2M	Best Investment Desirability	THE A2 MILK COMPANY LIMITED
SHV	Best Investor Relations	SELECT HARVESTS LIMITED
SHV	Best Shareholder Value Focus	SELECT HARVESTS LIMITED

### ENERGY & MATERIALS

Code	Category	Company
FBU	Best Board	FLETCHER BUILDING LIMITED
BKW	Best CEO	BRICKWORKS LIMITED
BKW	Best CFO	BRICKWORKS LIMITED
FBU	Best Company	FLETCHER BUILDING LIMITED
BKW	Best Credibility	BRICKWORKS LIMITED
PGH	Best Earnings Quality	PACT GROUP HOLDINGS LTD
FBU	Best ESG	FLETCHER BUILDING LIMITED
FBU	Best Growth Prospects	FLETCHER BUILDING LIMITED
BKW	Best Investment Desirability	BRICKWORKS LIMITED
FBU	Best Investor Relations	FLETCHER BUILDING LIMITED
PGH	Best Shareholder Value Focus	PACT GROUP HOLDINGS LTD

### FINANCIALS

Code	Category	Company
BTT	Best Board	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best CEO	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best CFO	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best Company	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best Credibility	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best Earnings Quality	BT INVESTMENT MANAGEMENT LIMITED
GMA	Best ESG	GENWORTH MORTGAGE INSURANCE AUSTRALIA LTD
BTT	Best Growth Prospects	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best Investment Desirability	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best Investor Relations	BT INVESTMENT MANAGEMENT LIMITED
BTT	Best Shareholder Value Focus	BT INVESTMENT MANAGEMENT LIMITED

### HEALTH CARE

Code	Category	Company
FPH	Best Board	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best CEO	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best CFO	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Company	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Credibility	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Earnings Quality	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best ESG	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Growth Prospects	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Investment Desirability	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Investor Relations	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED
FPH	Best Shareholder Value Focus	FISHER & PAYKEL HEALTHCARE CORPORATION LIMITED

## WINNERS BY SECTOR (ASX101-200)

### INDUSTRIALS

Code	Category	Company
IPH	Best Board	IPH LIMITED
RWC	Best CEO	RELIANCE WORLDWIDE CORPORATION LIMITED
RWC	Best CFO	RELIANCE WORLDWIDE CORPORATION LIMITED
RWC	Best Company	RELIANCE WORLDWIDE CORPORATION LIMITED
RWC	Best Credibility	RELIANCE WORLDWIDE CORPORATION LIMITED
RWC	Best Earnings Quality	RELIANCE WORLDWIDE CORPORATION LIMITED
IPH	Best ESG	IPH LIMITED
IPH	Best Growth Prospects	IPH LIMITED
IPH	Best Investment Desirability	IPH LIMITED
MQA	Best Investor Relations	MACQUARIE ATLAS ROADS GROUP
MQA	Best Shareholder Value Focus	MACQUARIE ATLAS ROADS GROUP

### IT&T

Code	Category	Company
VOC	Best Board	VOCUS COMMUNICATIONS LIMITED
ACX	Best CEO	ACONEX LIMITED
ACX	Best CFO	ACONEX LIMITED
ACX	Best Company	ACONEX LIMITED
ACX	Best Credibility	ACONEX LIMITED
IRE	Best Earnings Quality	IRESS LIMITED
VOC	Best ESG	VOCUS COMMUNICATIONS LIMITED
ACX	Best Growth Prospects	ACONEX LIMITED
LNK	Best Investment Desirability	LINK ADMINISTRATION HOLDINGS
ACX	Best Investor Relations	ACONEX LIMITED
ACX	Best Shareholder Value Focus	ACONEX LIMITED

### MEDIA

Code	Category	Company
APO	Best Board	APN OUTDOOR GROUP LIMITED
APO	Best CEO	APN OUTDOOR GROUP LIMITED
APO	Best CFO	APN OUTDOOR GROUP LIMITED
APO	Best Company	APN OUTDOOR GROUP LIMITED
APO	Best Credibility	APN OUTDOOR GROUP LIMITED
SKT	Best Earnings Quality	SKY NETWORK TELEVISION LIMITED
APO	Best ESG	APN OUTDOOR GROUP LIMITED
APO	Best Growth Prospects	APN OUTDOOR GROUP LIMITED
APO	Best Investment Desirability	APN OUTDOOR GROUP LIMITED
APO	Best Investor Relations	APN OUTDOOR GROUP LIMITED
APO	Best Shareholder Value Focus	APN OUTDOOR GROUP LIMITED

### METALS & MINING

Code	Category	Company
WSA	Best Board	WESTERN AREAS LIMITED
SAR	Best CEO	SARACEN MINERAL HOLDINGS LIMITED
MIN	Best CFO	MINERAL RESOURCES LIMITED
RRL	Best Company	REGIS RESOURCES LIMITED
SAR	Best Credibility	SARACEN MINERAL HOLDINGS LIMITED
RRL	Best Earnings Quality	REGIS RESOURCES LIMITED
RRL	Best ESG	REGIS RESOURCES LIMITED
IGO	Best Growth Prospects	INDEPENDENCE GROUP NL
RRL	Best Investment Desirability	REGIS RESOURCES LIMITED
WSA	Best Investor Relation	WESTERN AREAS LIMITED
RRL	Best Shareholder Value Focus	REGIS RESOURCES LIMITED

### REAL ESTATE

Code	Category	Company
CHC	Best Board	CHARTER HALL GROUP
GTY	Best CEO	GATEWAY LIFESTYLE GROUP
GOZ	Best CFO	GROWTHPOINT PROPERTIES AUSTRALIA
GTY	Best Company	GATEWAY LIFESTYLE GROUP
GTY	Best Credibility	GATEWAY LIFESTYLE GROUP
SCP	Best Earnings Quality	SCA PROPERTY GROUP
CHC	Best ESG	CHARTER HALL GROUP
NSR	Best Growth Prospects	NATIONAL STORAGE REIT
SCP	Best Investment Desirability	SCA PROPERTY GROUP
SCP	Best IR	SCA PROPERTY GROUP
CHC	Best Shareholder Value Focus	CHARTER HALL GROUP

### **A note about the Awards Night**

David Gallagher, CEO at the Centre for International Finance and Regulation (CIFR) and Professor at the UNSW Business School, has kindly agreed to speak at the event. David's research interests and expertise are in the fields of investment management and capital markets, and his work has led to numerous industry and academic awards.



### **A note about East Coles technology**

Gordon Cairns Chairman of Origin Energy and Woolworths stated: "The East Coles Corporate Performance platform provides a powerful set of strategic analytics and investor tools which are not available elsewhere. It should be a critical component of every Board's decision-making process".

### **David Gallagher**

David Gallagher, CEO, Centre for International Finance and Regulation (CIFR)  
Professor at UNSW Business School



**ENDS**

### **About East Coles**

East Coles Australia is the leading financial markets research firm across the Asia-Pacific region. Conducting research in the Corporate Performance, Investment Banking and Equities Markets spaces, East Coles utilises its unique technology platform to provide subscribers with the most granular insights into their clients' and stakeholders' perceptions.

In existence for over 20 years, East Coles has developed deep relationships with key market participants to ensure the highest quality data samples. With offices in Australia and Asia, our mission is to inform and assist our clients with the most relevant and actionable analytics.

### **For more information, please contact:**

Nick Coles, Managing Director  
East Coles Australia  
M: +(0) 417 697 745  
Lin: <https://au.linkedin.com/in/nickcoles>  
E: [nick.coles@eastcoles.com.au](mailto:nick.coles@eastcoles.com.au)  
Richard Beaurepaire, Chairman  
East Coles Australia  
M: +(0) 427 791 473  
Lin: <https://au.linkedin.com/in/rbeaurepaire>  
E: [richard.beaurepaire@eastcoles.com.au](mailto:richard.beaurepaire@eastcoles.com.au)  
T: +61 (2) 8006 5088  
Tw: <https://twitter.com/EastColes>  
W: [www.eastcoles.com.au](http://www.eastcoles.com.au)