14-05-19;16:17 ;

;+61 2 9235 4800

# 1/ 12

# **FACSIMILE**



TO: Australian Securities Exchange COMPANY: ASX

FAX: 1300 135 638 PHONE:

FROM: Magellan Asset Management Limited

FAX: 02 9235 4800 PHONE: +61 2 9235 4888

DATE: 14/05/2019 PAGES (Including cover): 12

SUBJECT: Form 604 – Notice of change of interests of substantial holder

MLC Centre Level 36, 19 Martin Place Sydney NSW 2000 AUSTRALIA

General: +61 2 9235 4888 Facsimile: +61 2 9235 4800

Website: www.magellangroup.com.au

ABN: 31 120 593 946

AFSL: 304 301

14-05-19;16:17 ; ;+61 2 9235 4800 # 2/ 12

.

·

14-05-19;16:17 ; ;+61 2 9235 4800 3/ 12

#### Form 604

#### Corporations Act 2001 Section 671B

## Notice of change of interests of substantial holder

To Company Name/Scheme Nick Scali Limited

ACN/ARSN 000 403 896

1. Details of substantial holder (1)

Airlie Funds Management Pty Ltd on its own behalf and on behalf of Name

Magellan Financial Group Limited and its related bodies corporate in

Annexure A ('Magellan')

Airlie (ACN 159 022 974), Magellan (see Annexure A) ACN/ARSN (if applicable)

There was a change in the interests of the

10/05/2019 substantial holder on

The previous notice was given to the company on <u>28/08/2017</u>

The previous notice was dated <u>28/08/2017</u>

#### 2. Previous and present voting power

The total number of votes attached to all the voting shares in the company or voting interests in the scheme that the substantial holder or an associate (2) had a relevant interest (3) in when last required, and when now required, to give a substantial holding notice to the company or scheme, are as follows:

Class of securities (4)	Previous notice	Previous notice		
	Person's votes	Person's votes Voting power (5) F		Voting power (5)
ORDINARY FULLY PAID SHARES	5,922,920	7.31%	5,069,183	6.26%

#### 3. Changes in relevant interests

Particulars of each change in, or change in the nature of, a relevant interest of the substantial holder or an associate in voting securities of the company or scheme, since the substantial holder was last required to give a substantial holding notice to the company or scheme are as follows:

Date of change	Person whose relevant interest changed	Nature of change (6)	Consideration given in relation to change (7)	Class and number of securitles affected	Person's votes affected
See Annexure A/B	Airlie				
See Annexure A/B	Magellan				

#### 4. Present relevant interests

Particulars of each relevant interest of the substantial holder in voting securities after the change are as follows:

Holder of relevant interest	Registered holder of securities	Person entitled to be registered as holder (8)	Nature of relevant interest (6)	Class and number of securities	Person's votes
Airlie	See Annexure A/B	See Annexure A/B	See Annexure A/B		5,069,183
Magellan	See Annexure A/B	See Annexure A/B	See Annexure A/B		5,069,183

		1	 
	!		1
		· '	į l
			1

#### 5. Changes in association

The persons who have become associates (2) of, ceased to be associates of, or have changed the nature of their association (9) with, the substantial holder in relation to voting interests in the company or scheme are as follows:

Name and ACN/ARSN (if applicable)	Nature of association
N/A	N/A
	***

#### 6. Addresses

The addresses of persons named in this form are as follows:

Name	Address		
Airlie	Level 8, 333 George Street, Sydney NSW AUSTRALIA		
Magellan	MLC Centre Level 36, 19 Martin Place, Sydney NSW AUSTRALIA		

_								
	ı	~	п	a	٠	ı	т.	0
•	,	ч		ıa	м	ч	ľ	c

print name

sign here

capacity (

date

14 15 72019

#### **DIRECTIONS**

- (1) If there are a number of substantial holders with similar or related relevant Interests (eg. a corporation and its related corporations, or the manager and trustee of an equity trust), the names could be included in an annexure to the form. If the relevant interests of a group of persons are essentially similar, they may be referred to throughout the form as a specifically named group if the membership of each group, with the names and addresses of members is clearly set out in paragraph 6 of the form.
- (2) See the definition of "associate" in section 9 of the Corporations Act 2001.
- (3) See the definition of "relevant interest" in sections 608 and 671B(7) of the Corporations Act 2001.
- (4) The voting shares of a company constitute one class unless divided into separate classes.
- (5) The person's votes divided by the total votes in the body corporate or scheme multiplied by 100.
- (6) Include details of:
  - (a) any relevant agreement or other circumstances because of which the change in relevant interest occurred. If subsection 671B(4) applies, a copy of any document setting out the terms of any relevant agreement, and a statement by the person giving full and accurate details of any contract, scheme or arrangement, must accompany this form, together with a written statement certifying this contract, scheme or arrangement; and
  - (b) any qualification of the power of a person to exercise, control the exercise of, or influence the exercise of, the voting powers or disposal of the securities to which the relevant interest relates (indicating clearly the particular securities to which the qualification applies).

See the definition of "relevant agreement" in section 9 of the Corporations Act 2001.

- (7) Details of the consideration must include any and all benefits, money and other, that any person from whom a relevant interest was acquired has, or may, become entitled to receive in relation to that acquisition. Details must be included even if the benefit is conditional on the happening or not of a contingency. Details must be included of any benefit paid on behalf of the substantial holder or its associate in relation to the acquisitions, even if they are not paid directly to the person from whom the relevant interest was acquired.
- (8) If the substantial holder is unable to determine the identity of the person (eg. if the relevant interest arises because of an option) write "unknown".

(9) Give details, if appropriate, of the present association and any change in that association since the last substantial holding notice.

14-05-19;16:17 ; ;+61 2 9235 4800 # 6/ 12

14-05-19;16:17 ;



#### **ANNEXURE A**

### 1. Details of substantial holder

#### Magellan:

Magellan Financial Group Limited (ACN 108 437 592) Magellan Asset Management Limited (ACN 120 593 946)

#### 3. Changes in relevant interests

See Annexure B.

#### 4. Present relevant interests

#### Nature of relevant interest

Airlie has a relevant interest under section 608(1)(b) and/or section 608(1)(c) of the Corporations Act 2001 (Cth) ("Act"), being a relevant interest arising from having the power to control the exercise of the right to vote attached to securities and/or to control the exercise of the power to dispose of the securities in its capacity as responsible entity of various managed investment schemes or investment manager (as provided for under its investment mandates).

**Magellan** is an associate of Airlie pursuant to section 12(2)(a) of the Act and has a relevant interest in all of the shares held by Airlie by virtue of section 608(3) of the act. Please refer to the ASX announcement made by Magellan Financial Group Limited on 6 February 2018 (https://www.asx.com.au/asxpdf/20180206/pdf/43rc70vb8d17kt.pdf).

### Registered holder of securities

See Annexure B.

14-05-19;16:17 ; ;+61 2 9235 4800 # 8/ 12

# **ANNEXURE B**

Table A — Details of present registered holders of securities

Registered holder of securities	Number of securities	Class of securities
BNP Paribas	1,675,134	Ordinary Fully Paid Shares
Citigroup	259,771	Ordinary Fully Paid Shares
J.P.Morgan	531,324	Ordinary Fully Paid Shares
National Australia Bank	757,027	Ordinary Fully Paid Shares
Northern Trust	432,732	Ordinary Fully Paid Shares
State Street	1,413,195	Ordinary Fully Paid Shares

Table B - Changes in relevant interests

Date of Change	Transaction Type	Consideration (Cash AUD)	No of securities	Class
1/09/2017	Purchase	\$123,684.12	19,515	Ordinary Fully Paid Shares
4/09/2017	Purchase	\$193,378.56	30,485	Ordinary Fully Paid Shares
15/09/2017	Purchase	\$94,800.00	15,000	Ordinary Fully Paid Shares
6/10/2017	Purchase	\$899,775.00	150,000	Ordinary Fully Paid Shares
9/10/2017	Purchase	\$37,196.82	6,313	Ordinary Fully Paid Shares
10/10/2017	Purchase	\$129,485.24	21,950	Ordinary Fully Paid Shares
11/10/2017	Purchase	\$5,262.80	892	Ordinary Fully Paid Shares
9/11/2017	Purchase	\$4,235,968.68	602,556	Ordinary Fully Paid Shares
28/11/2017	Purchase	\$697,159.62	108,728	Ordinary Fully Paid Shares
6/12/2017	Purchase	\$1,121,381.30	169,140	Ordinary Fully Paid Shares
1/02/2018	Purchase	\$2,148,754.65	305,655	Ordinary Fully Paid Shares
7/02/2018	Purchase	\$445,396.87	64,705	Ordinary Fully Paid Shares
14/02/2018	Purchase	\$339,380.00	50,000	Ordinary Fully Paid Shares
15/02/2018	Purchase	\$243,947.08	35,920	Ordinary Fully Paid Shares
27/02/2018	Purchase	\$353,250.00	50,000	Ordinary Fully Paid Shares
7/03/2018	Purchase	\$363,041.74	52,711	Ordinary Fully Paid Shares
9/03/2018	Purchase	\$1,413,430.90	206,491	Ordinary Fully Paid Shares
12/03/2018	Purchase	\$19,740.24	2,886	Ordinary Fully Paid Shares
5/04/2018	Purchase	\$99,228.24	15,313	Ordinary Fully Paid Shares
7/05/2018	Purchase	\$85,515.51	12,974	Ordinary Fully Paid Shares
24/05/2018	Purchase	\$1,962,000.00	300,000	Ordinary Fully Paid Shares
1/06/2018	Purchase	\$100,363.16	14,925	Ordinary Fully Paid Shares
14/06/2018	Purchase	\$19,242.50	2,783	Ordinary Fully Paid Shares
29/06/2018	Purchase	\$4,852.13	723	Ordinary Fully Paid Shares
20/07/2018	Purchase	\$291,174.39	47,000	Ordinary Fully Paid Shares
23/07/2018	Purchase	\$64,066.09	10,400	Ordinary Fully Paid Shares
24/07/2018	Purchase	\$31,166.12	5,076	Ordinary Fully Paid Shares
31/07/2018	Purchase	\$927,179.47	149,546	Ordinary Fully Paid Shares
1/08/2018	Purchase	\$459,555.00	75,000	Ordinary Fully Paid Shares
6/08/2018	Purchase	\$30,200.00	5,000	Ordinary Fully Paid Shares

14-05-19;16:17 ; ;+61 2 9235 4800 # 9/ 12

Date of Change	Transaction Type	Consideration (Cash AUD)	No of securities	Class
7/08/2018	Purchase	<u>\$300,330.01</u>	50,000	Ordinary Fully Paid Shares
8/08/2018	Purchase	\$2 <del>99,4</del> 20.00	50,000	Ordinary Fully Paid Shares
3/09/2018	Purchase	\$17,939.66	2,689	Ordinary Fully Paid Shares
6/09/2018	Purchase	<u>\$6,543.58</u>	1,017	Ordinary Fully Paid Shares
24/10/2018	Purchase	\$540,840.00	100,000	Ordinary Fully Paid Shares
29/10/2018	Purchase	\$159 <i>,</i> 582.00	30,000	Ordinary Fully Paid Shares
22/11/2018	Purchase	\$2,386,376.28	480,946	Ordinary Fully Paid Shares
13/12/2018	Purchase	\$253,129.90	47,314	Ordinary Fully Paid Shares
		<b>Total Purchases</b>	3,293,653	

Transaction Consideration Date of Change Туре (Cash AUD) No of securities Class 1/09/2017 Sale \$456,928.02 71,738 Ordinary Fully Paid Shares 5,000 Ordinary Fully Paid Shares 4/09/2017 Sale \$31,750.00 Sale 25,662 Ordinary Fully Paid Shares 7/09/2017 \$166,151.18 15/09/2017 Sale \$139,043.78 21,348 Ordinary Fully Paid Shares Sale Ordinary Fully Paid Shares 18/09/2017 \$44,857.73 6,889 Sale Ordinary Fully Paid Shares 20/09/2017 \$9,717.50 1,495 Ordinary Fully Paid Shares 22/09/2017 Sale \$10,010.00 1,540 Sale Ordinary Fully Paid Shares 25/09/2017 \$59,304.86 9,122 26/09/2017 Sale \$94,892.92 14,607 Ordinary Fully Paid Shares Ordinary Fully Paid Shares 27/09/2017 Sale \$655,434.26 101,224 Ordinary Fully Paid Shares Sale 28/09/2017 \$123,462.98 19,006 29/09/2017 Sale Ordinary Fully Paid Shares \$128,480.43 19,772 2/10/2017 Sale \$145,104.39 22,228 Ordinary Fully Paid Shares Sale 3,839 Ordinary Fully Paid Shares 4/10/2017 \$24,185.70 Ordinary Fully Paid Shares Sale 13/10/2017 \$913,032.50 148,637 Ordinary Fully Paid Shares 17/10/2017 Sale \$22,768.75 3,643 Sale Ordinary Fully Paid Shares 18/10/2017 \$383,535.98 61,766 19/10/2017 Sale 47,382 Ordinary Fully Paid Shares \$293,872.64 20/10/2017 Sale \$82,689.40 13,337 Ordinary Fully Paid Shares Sale 37,000 Ordinary Fully Paid Shares 25/10/2017 \$229,411.10 Sale 14,731 Ordinary Fully Paid Shares 26/10/2017 \$91,332.20 1/11/2017 Sale \$340,000.00 50,000 Ordinary Fully Paid Shares Sale Ordinary Fully Paid Shares 2/11/2017 \$374,506.20 54,000 Sale Ordinary Fully Paid Shares 3/11/2017 \$351,250.00 50,000 16,087 Şale Ordinary Fully Paid Shares 6/11/2017 \$111,465.21 Ordinary Fully Paid Shares 12/12/2017 Sale \$284,817.56 41,541 13/12/2017 Sale \$572**,**724.42 83,585 Ordinary Fully Paid Shares Ordinary Fully Paid Shares 19/12/2017 Sale \$121,191.51 17,694 Sale 300,000 Ordinary Fully Paid Shares 24/01/2018 \$2,145,000.00 Sale \$704,440.18 100,636 Ordinary Fully Paid Shares 27/03/2018 Ordinary Fully Paid Shares 28/03/2018 Sale \$568,408.72 83,419

23/08/2018

Sale

\$338,990.00

50,000

Ordinary Fully Paid Shares

# 10/ 12

14-05-19;16:17 ; ;+61 2 9235 4800 # 11/ 12

Date of Change	Transaction Type	Consideration (Cash AUD)	No of securities	Class
30/08/2018	Sale	\$400,962.00	60,000	Ordinary Fully Paid Shares
31/08/2018	Sale	\$339,756.10	51,083	Ordinary Fully Paid Shares
11/09/2018	Sale	\$408,334.79	65,297	Ordinary Fully Paid Shares
12/09/2018	Sale	\$255,737.40	40,581	Ordinary Fully Paid Shares
4/10/2018	Sale	\$610,000.00	100,000	Ordinary Fully Paid Shares
10/10/2018	Sale	\$312,250.00	50,000	Ordinary Fully Paid Shares
17/10/2018	Sale	\$667,972.49	110,294	Ordinary Fully Paid Shares
18/10/2018	Sale	\$40,123.30	6,626	Ordinary Fully Paid Shares
23/10/2018	Sale	\$17 <u>,</u> 621.16	2,949	Ordinary Fully Paid Shares
31/10/2018	Sale	\$25,355.20	4,784	Ordinary Fully Paid Shares
22/11/2018	Sale	\$150,900.00	30,000	Ordinary Fully Paid Shares
3/01/2019	Sale	\$500,000.00	100,000	Ordinary Fully Paid Shares
11/01/2019	Sale	\$50,000.00	10,000	Ordinary Fully Paid Shares
15/01/2019	Sale	\$599,410.44	119,877	Ordinary Fully Paid Shares
5/02/2019	Sale	\$208,787.05	40,102	Ordinary Fully Paid Shares
3/04/2019	Sale	\$67,726.60	11,475	Ordinary Fully Paid Shares
4/04/2019	Sale	\$162,963.02	27,380	Ordinary Fully Paid Shares
3/05/2019	Sale	\$267,631.21	45,055	Ordinary Fully Paid Shares
7/05/2019	Saļe	\$296,770.91	50,724	Ordinary Fully Paid Shares
10/05/2019	Sale	\$3,669,570.00	611,595	Ordinary Fully Paid Shares
		Total Sales	4,147,390	

14-05-19;16:17 ; ;+61 2 9235 4800 # 12/ 12