

Disclosure of beginning to have substantial holding

Section 276, Financial Markets Conduct Act 2013

To **NZX LIMITED**
and
To **HALLENSTEIN GLASSONS HOLDINGS LIMITED**

Date this disclosure made: 6-August-2018
Date on which substantial holding began: 18-July-2018

Substantial product holder(s) giving disclosure

Full name(s): **Grahger Retail Securities Pty Ltd**

Summary of substantial holding

Class of quoted voting products: **Ordinary Shares**

Summary for:

Grahger Retail Securities Pty Ltd
Grahger Capital Securities Management Pty Ltd
Little Blue Porsche Pty Ltd <G C Steele Superannuation Fund>
GCS Narooma Pty Ltd <G C Steele Superannuation Fund No 1>
PES Narooma Pty Ltd <Penny Elise McDonald Superannuation Fund 1970>

For this disclosure,—

- (a) total number held in class: **3,434,370**
- (b) total in class: **59,649,061**
- (c) total percentage held in class: **5.76%**

Details of relevant interests

Details for **Grahger Retail Securities Pty Ltd ACN 612 157 436**

Nature of relevant interest(s): Registered holder

For that relevant interest,—

- (a) number held in class: **3,000,000**
- (b) percentage held in class: **5.03%**
- (c) current registered holder(s): **Grahger Retail Securities Pty Ltd**
- (d) registered holder(s) once transfers are registered:

Details of relevant interests – continued

Details for **Grahger Capital Securities Management Pty Ltd ACN 113 557 832**

Nature of relevant interest(s): Registered holder

For that relevant interest,—

- (a) number held in class: **214,370**
- (b) percentage held in class: **0.36%**
- (c) current registered holder(s): **Grahger Capital Securities Management Pty Ltd**
- (d) registered holder(s) once transfers are registered:

Details for **Little Blue Porsche Pty Ltd <G C Steele Superannuation Fund>
ACN 098 943 036**

Nature of relevant interest(s): Registered holder

For that relevant interest,—

- (a) number held in class: **100,000**
- (b) percentage held in class: **0.17%**
- (c) current registered holder(s): **Little Blue Porsche Pty Ltd <G C Steele Superannuation Fund>**
- (d) registered holder(s) once transfers are registered:

Details for **GCS Narooma Pty Ltd <G C Steele Superannuation Fund No 1>
ACN 612 214 463**

Nature of relevant interest(s): Registered holder

For that relevant interest,—

- (a) number held in class: **100,000**
- (b) percentage held in class: **0.17%**
- (c) current registered holder(s): **GCS Narooma Pty Ltd <G C Steele Superannuation Fund No 1>**
- (d) registered holder(s) once transfers are registered:

Details of relevant interests – continued

Details for **PES Narooma Pty Ltd <Penny Elise McDonald Superannuation Fund 1970> ACN 618 838 681**

Nature of relevant interest(s): Registered holder

For that relevant interest,—

- (a) number held in class: **20,000**
- (b) percentage held in class: **0.03%**
- (c) current registered holder(s): **PES Narooma Pty Ltd <Penny Elise McDonald Superannuation Fund 1970>**
- (d) registered holder(s) once transfers are registered:

Details of transactions and events giving rise to substantial holding

Details of the transactions or other events requiring disclosure:

Transaction Type	Entity	Period	Shares	Consideration (NZD\$)
On-Market purchases	Grahger Retail Securities Pty Ltd	07/12/17 – 27/07/18	+3,000,000	\$12,706,925
On-Market purchases	Grahger Capital Securities Management Pty Ltd	19/12/17 – 02/08/18	+349,370	\$1,390,716
On-Market sales	Grahger Capital Securities Management Pty Ltd	16/3/18 – 19/3/18	-135,000	(\$618,590)
On-Market purchases	Little Blue Porsche Pty Ltd <G C Steele Superannuation Fund>	20/12/17 – 25/01/18	+100,000	\$403,897
On-Market purchases	GCS Narooma Pty Ltd <G C Steele Superannuation Fund No 1>	21/2/18 – 20/4/18	+100,000	\$470,067
On-Market purchases	PES Narooma Pty Ltd <Penny Elise McDonald Superannuation Fund 1970>	19/12/17 – 01/02/18	+20,000	\$81,129
			3,434,370	\$14,434,144

Additional information

Address(es) of substantial product holder(s):

- Grahger Retail Securities Pty Ltd, Level 10, 530 Collins Street, MELBOURNE VIC 3000, Australia
- Grahger Capital Securities Management Pty Ltd, Level 10, 530 Collins Street, MELBOURNE VIC 3000, Australia
- Little Blue Porsche Pty Ltd <G C Steele Superannuation Fund>, Level 10, 530 Collins Street, MELBOURNE VIC 3000, Australia
- GCS Narooma Pty Ltd <G C Steele Superannuation Fund No 1>, Level 10, 530 Collins Street, MELBOURNE VIC 3000, Australia
- PES Narooma Pty Ltd <Penny Elise McDonald Superannuation Fund 1970>, Level 10, 530 Collins Street, MELBOURNE VIC 3000, Australia

Contact details: **John Buchanan, +61 03 8635 1800, jbuchanan@shinewing.com.au**

*Nature of connection between substantial product holders: the following entities are associated in accordance with 12(1) Financial Markets Conduct Act 2013

Grahger Retail Securities Pty Ltd
Grahger Capital Securities Management Pty Ltd
Little Blue Porsche Pty Ltd <G C Steele Superannuation Fund>
GCS Narooma Pty Ltd <G C Steele Superannuation Fund No 1
PES Narooma Pty Ltd <Penny Elise McDonald Superannuation Fund 1970

Name of any other person believed to have given, or believed to be required to give, a disclosure under the Financial Markets Conduct Act 2013 in relation to the financial products to which this disclosure relates: **N/A**

Certification

I, **John Buchanan**, certify that, to the best of my knowledge and belief, the information contained in this disclosure is correct and that I am duly authorised to make this disclosure by all persons for whom it is made.