



THE Daily Telegraph Business

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People's Portfolio

AMP \$10.37 -3c
BHP \$29.20 -6c
CBA \$50.27 +12c
CGJ \$16.00 +2c
IAG \$5.95 +1c
QAN \$5.06 -16c
TLS \$4.48 +4c
WOW \$27.15 -27c

MARKETS // Dow 12481.01 +19.87 // Nasdaq 2448.93 -2.81 // FTSE 6339.40 +21.60 // Nikkei 17480.61 +61.41 // Hang Seng 19692.64 +2.39 // Gold \$US 657.20 -\$6.60 // Oil \$US 61.05 +\$4.07
SA // \$US 80.62 +0.02 // Pound 41.10p +0.15 // Euro 60.69 +0.49 // Yen 95.17 +0.48 // \$NZ 1.135 -0.002 // Swiss Fr 98.29 +0.82 // \$HK 6.297 +0.002 // Indonesian Rupiah 7345 +11

Citigroup to fight insider trade charge

AN INSIDER trading case brought by ASIC against the Australian arm of the world's biggest bank gets underway in the Federal Court in Sydney today.

ASIC has taken civil penalty proceedings against Citigroup Global Markets Australia.

It alleges that Citigroup used inside information in the trading of securities in stevedore Patrick Corp on August 19, 2005 — the last business day before transport conglomerate Toll Holdings announced a takeover bid for Patrick to the share market.

Citigroup was an adviser to Toll in the bid for Patrick, worth \$4.6 billion, when it was announced on August 22, 2005.

Brumby's purchase offer rises

THE Brumby's Bakeries management-led syndicate that wants to buy the bread and cake business has increased its offer to fend off any potential rival.

The BBS syndicate upped its original \$2.80 per share offer by seven cents to \$2.87, along with a special dividend of 30c and 13c of franking credits, to take the total bid to \$3.30.

Brumby's chief executive and BBS member Michael Sherlock, who also holds a 21 per cent stake in Brumby's, said that while non-conflicted Brumby's directors had recommended the previous offer, the increase takes into account any potential rival offer.

BBS beat off an initial bid, by Retail Food Group last December, that had put Brumby's into play.

Uganda call for oil team exploration

THE President of Uganda has urged Australian investors, especially those interested in oil exploration, to head to his country and start up business ventures.

Yoweri Museveni arrives in Australia today for his first state visit to the country, during which he'll meet Prime Minister John Howard and leading Australian businessmen and investors.

Spokeswoman Christine Asimwe Museveni was happy that the Australian oil exploration company Hardman Resources was the first to discover oil in Uganda.

Since then Mr Museveni has encouraged more Australian companies to come to Uganda.



Vision . . . Terry Hawkins (right) with associate Amber Shannon yesterday. Picture: BOB BARKER

People in progress to go global

By ANDREW CARSWELL

WHEN entrepreneur Terry Hawkins franchises her thriving training company worldwide, she will not headhunt skilled staff.

She wants the right staff. Skill is a bonus. "When I hire, I look at the human being and their character, not skill, because I can always give them the skills they need," she said.

"If you add skill to someone who already has their act together and has entrepreneurial flair, you'll find success."

It is a fair position, considering the effervescent Sydney-based business trainer.

After clawing her way from

a savvy Just Jeans retail assistant to running her own global training and business coaching company — *People in Progress* — Ms Hawkins can assuredly testify to success.

She established *People in Progress* in 1988 and has grown the firm from a tiny operator to a leader in its field nationally, warranting her place on the cut-throat business speaker circuit.

But her biggest challenge lies ahead — how to take her thriving company from a Sydney-based company to a global franchise operation.

It is a long way from her early days in business, which began with writing training manuals with two-finger typing.

"It is a massive step and I'm so excited. I've always been tempted to go there [international] because we have such an amazing product," she said. "It's not just training, we have HR support products, coaching, an online learning firm — it's a massive vehicle for people becoming successful."

Ms Hawkins has a simple mantra — if one fixes the human being, the work being will be great.

She balances the need for businesses to coach personnel with an important lesson for individuals yearning for success. "Forget about accelerated learning crap, you have to skin your knees and do the hard stuff. There is pain in success."

DJs to pass up Coles assets

CEO rules out grab

BUOYANT David Jones has no interest in chasing Coles businesses should the retail group be broken up and sold off separately.

Coles, which releases its first half results today, is also expected to unveil break-up plans which would place its Kmart, Target and Officeworks businesses in separate auction piles.

But despite announcing plans last week to expand its retail kingdom, David Jones chief executive Mark McInnes yesterday said it would not poach individual businesses.

McInnes told Sky News' *Sunday Business* program that Coles — Australia's second biggest retailer — had some fantastic assets.

"Kmart, Target, Officeworks — they're all terrific assets," he said.

"[But] none of those assets or competency skills are particularly aligned to our type of company or our type of business, so it's hard to see us playing a role in that process."

Coles is believed to have benchmarked its separate businesses and added a 30 per cent premium to the sale price, as private equity groups and other retailers jostle for position in an expected \$20 billion sell-off.

Coles put itself up for auction last month, after warning that while it remained on track for a net profit of \$787 million this year, it would miss its 2007/08 forecast of \$1.07 billion by 10 per cent.

Mr McInnes also claimed that David Jones wanted the



Mark McInnes

same deals from its suppliers that those suppliers give to rival department store Myer.

"Over the next three to four months we

intend to make sure that any of the favourable terms that suppliers might give to Myer actually come to David Jones at the same level and at the same pace and the same amount," he said.

Last week, David Jones posted a 30 per cent lift in first half earnings, after a bumper Christmas trading period, and reaffirmed its guidance for this year and the year ahead.

The result was driven by the very strong performance of its core chain store business, as overall costs fell and margins improved.

The company's net profit was \$71.06 million, before the positive impact of the unwinding of sale and leaseback arrangements on its flagship stores in central Melbourne and Sydney.

Including that one-off impact, net profit was \$170.34 million, up 212.6 per cent, as revenue rose 7.6 per cent to \$1.08 billion.

The retailer said it would aim to capitalise on the upturn in department store patronage by opening more stores and forming an alliance with a financial institution to launch a credit card.

Market tipped for rise as investors take stock

By TREVOR CHAPPELL

THE stock market is expected to open positively today despite a relatively flat performance by US markets on Friday.

On Wall St on Friday, the Dow Jones Industrial Average closed just 19.87 points, or 0.16 per cent, higher at 12,481.01. The S&P 500 index lifted 1.57 points, or 0.11 per cent, to 1436.11.

Investors were buoyed by an unexpected rise in existing home sales in February which helped alleviate some

concerns about the US housing market and general economic prospects. This offset the impact of a jump in oil prices.

MFS Investment Management chief investment officer Guy Hutchings said Australian stocks should rise as investors reassessed their positions given that the market had almost recovered its big losses of three weeks ago and was approaching a new record high.

"Stocks will take their lead from a fairly subdued session on US and European markets on Friday and a very mixed performance for base

metals which slashed the nickel price 7 per cent, and gold and other precious metals came back," he said.

"The market should open in positive territory, up 10 points, but I expect trading to be mixed over the week."

Mr Hutchings said factors influencing the market over the week would include potential Middle East diplomatic tensions following Iran's detention of 15 British naval personnel, uncertainties over the Qantas takeover bid, new highs for the Australian dollar and volatile commodity prices.

Today investors will focus on the release of Coles' half-year results. Coles is also expected to announce plans to break up the group.

Agri-chemical firm Nufarm releases its first-half results tomorrow, as does Orotan, while Sigma Pharmaceuticals will disclose full-year results.

The Reserve Bank releases its twice-yearly Financial Stability report tomorrow. Job figures will be out on Thursday and private sector credit and December quarter accounts are out on Friday.