

# HOW THE SHAREMARKET WORKS: THE PRIMARY MARKET

# 2

## WHAT IS THE SHAREMARKET?



Shares are bought and sold on the sharemarket.

The sharemarket is like any other market where buyers and sellers come together for the purposes of exchange. Fruit is bought and sold in a fruit market and shares are bought and sold in the sharemarket.

But shares need to be created before they can be bought or sold – so where do they come from?

## THE PRIMARY MARKET:

### Primary means first

The primary market is like a launch pad because it is usually used by companies to launch themselves on a new path of growth. They do this by raising capital (cash) by publicly issuing shares for the first time.

By listing on the sharemarket the company is saying, *“if you give us some cash, we will give you part ownership in our company and as proof of your ownership we will provide you with shares”*.

## Learn about...

[THE PRIMARY SHAREMARKET](#)

[BECOMING A LISTED COMPANY](#)

[BUYING SHARES IN A FLOAT](#)

## FAMOUS QUOTE

*“One of the funny things about the stock market is that every time one man buys, another sells, and both think they are astute.”* William Feather

## DID YOU KNOW?

There are over 2,000 companies listed on the Australian Securities Exchange (ASX).

## KEY DEFINITION

### THE PRIMARY MARKET:

Shares are first issued on the primary market. That’s the starting point and from then on shares are traded on the secondary market. It’s just like someone buying a new car and selling it a year later to someone else second hand.

## 2 HOW THE SHAREMARKET WORKS: PRIMARY MARKET

### BECOMING A LISTED COMPANY

Not every company can have its shares traded on the sharemarket.

The company must be large enough and have been operating successfully for a period of time to qualify. This is to give people some confidence but not a guarantee that the company is not a bad investment. Of course being listed on the sharemarket doesn't mean the company WILL be successful in the future.

Once a company is listed it has to obey certain rules.

One of these rules is to immediately tell the public about anything that would influence their decision to buy or sell shares in the company. Some examples include a change in the profits they expect, or buying a new business. Another example is the news that a mining company has discovered a new deposit of gold. This would certainly affect the share price as company profits are likely to rise in future and all investors would want to know about this.

### ACTIVITY ONE

Can you think of 3 examples of things that a company might need to tell everyone about? Write them below and explain how it might affect a company's share price.

#### 3 things a company might need to tell everyone about

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### BUYING SHARES IN A FLOAT

A float is when a company issues shares to the public for the first time. Think of a ship beginning to set sail for the first time. Another term you might hear is Initial Public Offering (IPO).

A company issuing shares for the first time must issue a Product Disclosure document (also known as a prospectus) describing its business and financial situation. A Product Disclosure document is an official document that has been lodged with and registered by the Australian Securities and Investments Commission (ASIC).

People apply for shares using a form included with the offer document. If there are many investors interested in the float, investors may receive only some of the shares they applied for (or even none at all). If this is the case then the investment money will be refunded to those who missed out.

Once the shares have been issued the shares begin trading on the secondary market. This is when those shares issued by the company can be sold to other investors. Some shares go up quickly after they are available for trading – especially if a lot of people wanted shares and missed out on the float. Other shares don't do so well immediately.

### Do your homework

1. Below are 4 companies that floated in 2016 with the issue price for each of their shares. Look at the sharemarket tables in the newspaper or go to [www.asx.com.au](http://www.asx.com.au) to find the latest share price for each of these companies.
2. If you had invested \$1000 in each of the companies below, how much money would you have gained or lost since the company floated?

#### COMPANY / ISSUE PRICE

1. WiseTech Global (WTC) \$3.35
2. Noxopharm (NOX) \$0.20
3. Abundant Produce (ABT) \$0.20
4. GooRoo Ventures (GOO) \$0.20

#### WEBSITE/S TO VISIT

Visit ASX's website [www.asx.com.au](http://www.asx.com.au) for a list of recent and upcoming floats.

You can find them by clicking on Prices & Research > Upcoming floats

## 2 HOW THE SHAREMARKET WORKS: PRIMARY MARKET

### ACTIVITY TWO

The first column in the table below lists some hypothetical quotes by four companies about to list on ASX. The quotes have been adapted from the Company's Product Disclosure document, and explain the reason why the company wishes to raise capital by listing on ASX. Match the reason for becoming a listed company (in the second column) with the quote in the first column.

The first answer has been done for you.

QUOTE	ANSWERS	EXPLANATION
1. "Our company has funds under management of approximately \$300 million as at December, which will increase to \$400 million with the successful capital raising for our new Property Securities fund."	C	A. Company involved in gold, nickel and diamond exploration requires funds to finance more drilling projects.
2. "Growth opportunities exist to produce new and complementary specialty steel products..."		B. Singapore civil engineering and construction company, whose main business is land reclamation, seeks to list on ASX to continue developing this side of the business.
3. There are a number of priority targets ready for immediate drilling		C. Investment Property Fund Company wishes to raise money to launch a new project.
4. "The company is seeking a listing as a way to invest some of the capital raised by this offer in quarries. This will strengthen the company's position as a premier reclamation and shore protection specialist."		D. Metals and Mining Company wishes to produce new steel products with the capital raised from the float.

## 2 HOW THE SHAREMARKET WORKS: PRIMARY MARKET

### ACTIVITY THREE

The table below shows some companies that were floated on ASX in 2017. Find out if the company's share price ended 2017 higher or lower than its issue price. To do this, search the company's market announcement on the ASX website around the date of its listing. Then check the price chart to see where it ended 2017.

COMPANY NAME	ASX CODE	LISTING DATE
Matador Mining Limited	MZZ	8 March 2017
Tinybeans Group Pty Ltd	TNY	21 April 2016
Scout Security	SCT	25 August 2017
Domain Holdings	DHG	16 November 2017

1.

2.

3.

4.

### ACTIVITY FOUR

Go to the Upcoming Floats page on the ASX website and complete the activity below.

- Go to **www.asx.com.au**
- Click on the 'Prices & Research' heading on the left-hand side of the ASX homepage
- Click on 'Upcoming Floats'

List some companies that are scheduled to float on ASX and state what business they are in (to find out, click on the name of the company selected).

1.

2.

3.

4.

5.