

BUSINESS

BRIEFING DALATA

THE ISSUE NO-DEAL BREXIT

Dalata Hotel Group's share price has declined 35% since July and now trades close to an 18-month low, despite the group being on course for record earnings when it reports its results for the latest financial year in late February.

Dalata shares have been punished by its British exposure, with the group operating 1,968 rooms in the UK (out of 7,820 rooms in total) and generating about 20% of its revenue from the UK (80% from the Republic of Ireland).

In addition, 21% of hotel rooms sold in Ireland are bought by British visitors, who could be negatively impacted by a "hard Brexit".

With concerns growing last week over a "no-deal", investors have become nervous about the impact of such an event on Irish companies with UK exposure.

An agreement that results in a close relationship between the UK and EU would be good for Dalata.

THE BOSS PAT McCANN

Born in Sligo, Pat McCann, 67, started work at Ryan Hotels and eventually became chief executive of Jurys Doyle Hotel Group. He and his management team founded Dalata in 2007 before listing the company in 2014.

Dalata's acquisition of nine Moran Bewley's hotels for €455m in 2014 (€181,000 a room) was a shrewd Dublin-biased investment that equates to a third of the group's portfolio. Hotels in Dublin are now transacting at

prices of more than €300,000 a room. Dalata management has a UK growth plan that is focused on the top 20 UK cities.

THE ANALYST DARREN MCKINLEY, CANTOR

We view the weakness as a great opportunity to consider an investment in Dalata. Its Irish business is a cash cow and will help the group turn free cash flow positive in 2019. Joint ventures with institutional landlords will help keep its UK expansion plan capital light.

Earnings before interest, taxes, depreciation and amortisation have grown by 80% over the past three years and are expected to grow by a further 18% in 2019. Post the sell-off, which prices in a hard Brexit, Dalata trades on 11.5 times 2018 earnings and 1.05 times book value. A soft Brexit would be a catalyst for the shares.

Dalata



Source: Yahoo

Market cap: €863m; Share price: €4.73; DPS: 0.112; EPS: €0.45; Shareholders: Ameriprise Financial (10.4%); FMR (9.8%); Credit Agricole (5.9%); Allianz (4%)

MARKET WATCH DAVID QUINN



The facts behind bear and bull runs from a different animal

Ten years on from the Lehman collapse and the mayhem of 2008, US stock prices this summer hit an all-time high in what is the longest bull market run in modern history. Yet last Monday alone, \$150bn (€131bn) was written off the value of FAANG (Facebook, Amazon, Apple, Netflix and Google owner Alphabet).

Fears of a market meltdown are never far away. Tony Robbins, known globally for his motivational speaking and extravagant conference style, recently published Unshakeable: Your Financial Freedom Playbook, an outsider's view of investing that features interesting common sense recommendations.

negative returns in most portfolios over 12 months. No-one likes to see a fall in value in their portfolio so its only natural to want to take the market and get out at the top. There are two problems with this strategy. First, we have no idea if this is the top, or just a consolidation before further gains. Second, if we do sell now and wait for the crash, will we be able to get back in at the bottom? It requires us to make two separate timing calls perfectly, when even one is difficult.

Fact 2: Fewer than 20% of all corrections turn into a bear market. Selling stock means selling at a low, right before the market rebounds. About 80% of corrections are short breaks in bull markets – so selling early means you miss the rest of the upward trend.

Fact 3: Nobody can predict consistently whether the market will rise or fall. During this nine-year bull run, there have been many predictions of crashes. No one can time the market. Commentators, fund managers and advisers make a good living trying to show



Robbins offers an outsider's view of investing full of sensible advice

they can forecast, time markets and outperform. Evidence would suggest very few, if any, add any value. In the words of Warren Buffett, "the only value of stock forecasters is to make fortune-tellers look good".

Fact 4: The market has always risen, despite short-term setbacks. Market drops are regular, but temporary. The S&P 500 achieved a positive annual return 27 of the past 36 years, 75% of the time, despite regular drops.

Fact 5: Historically, bear markets have happened every three to five years. Between 1900 and 2015, there were 34 bear markets, varying from 45 to 694 days, on average lasting about a year. It takes about three years on average for these large corrections to recover.

Fact 6: Bear markets become bull markets

Once a bear market ends, the next 12 months can see market gains, and the bull returns. In 2008, the market was in free fall; now, at 115 months, we have the longest bull run in modern history.

Fact 7: The greatest danger is being out of the market. From 1996 to 2015, the S&P 500 returned an average of 8.2% a year. If you missed out on the top 10 trading days during that period, your returns dwindled to 4.5% a year. If you missed the top 20 trading days, your returns were just 2.1%. And if you missed out on the top 30 trading days, your returns vanished into thin air.

David Quinn, a certified financial planner, runs Investwise, a financial and pension advisory firm

DATABANK

IRISH SHARES

Table listing Irish shares with columns for company name, C, change on wk, 52 week high/low, yield, P/E, and Mkt cap (€M).

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AIM IRISH COMPANIES

Table listing AIM Irish companies with columns for company name, C, change on wk, 52 week high/low, yield, P/E, and Mkt cap (€M).

BRITAIN'S TOP 200 COMPANIES

Table listing Britain's top 200 companies with columns for market cap ranking, price, change on week, 52-week high/low, yield, P/E, and Mkt Cap (€m).

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Market summary section showing ISEQ at 5,928.21 and FTSE 100 at 6,952.86 with various indicators and charts.

THE WEEK IN THE MARKETS

Market summary section showing various global indices like DOW JONES, NASDAQ, S&P 500, NIKKEI, HANG SENG, SHANGHAI, CAC 40, DAX, FTSE EUROFIRST, SENSEX, ALL ORDS, and S&P TSX.

Economic indicators section showing consumer price index, residential property price index, vehicles licensed, average earnings, unemployment, manufacturing output, retail sales, Irish trade balance, gross domestic product, budget surplus/deficit, and 10-year bond yields.

Price/earnings ratios are based on historic data, with yield and p/e values calculated from the most recent reported dividends and earnings per share, using trailing 12-month figures. 52-week highs and lows are end of day. nc = no change Data provided by Morningstar. Any enquiries please contact: dataquotations.uk@morningstar.com