

## MONTHLY INVESTMENT REPORT AND NTA UPDATE AS AT 31 JANUARY 2020

## NET TANGIBLE ASSET VALUE BREAKDOWN

PRE TAX NTA	POST TAX & PRE UNREALISED GAINS TAX NTA	POST TAX NTA	SHARE PRICE	PREMIUM/ (DISCOUNT) TO NTA (PRE TAX)	FULLY FRANKED DIVIDEND YIELD
\$1.25	\$1.24	\$1.23	\$1.04	(16.80%)	6.97%

## MARKET INSIGHT

For the month of January, the Investment Portfolio produced a positive return of +11.11%, outperforming the benchmark S&P/ASX Small Ordinaries Accumulation Index (XSOAI) which increased by +3.38%. This brings the inception return to +14.37% p.a. or +153.48% on a total return basis, outperforming the XSOAI which has increased by +6.75% p.a. or +57.18% over the same period. January followed on from December as a surprisingly busy month for company announcements with BSA Group Ltd (ASX: BSA), Saunders International (ASX:SND), Wingara Ag (ASX: WNR) and Consolidated Operations Group (ASX: COG) all releasing announcements with varying degrees of significance. This unusually strong month was driven by 6 positions which contributed positively, with two of these positions, BTC Health Ltd (ASX: BTC) and SND, increasing their share price by more than 35% and 55% respectively for the month alone.

## INVESTMENT PORTFOLIO PERFORMANCE MONTHLY RETURNS\*

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	FY Total Return
FY20	+6.85%	+2.86%	+6.56%	-3.56%	-0.04%	+4.11%	+11.11%						+30.61%
FY19	-2.42%	+3.94%	+2.88%	-6.09%	-6.12%	-2.92%	-0.24%	+4.96%	-1.80%	-3.54%	-1.43%	+0.20%	-12.51%
FY18	+3.43%	+4.94%	-1.24%	+2.32%	+2.39%	+0.14%	-0.77%	-1.52%	+0.43%	-1.49%	-1.89%	+0.44%	+7.13%
FY17	+4.63%	+6.48%	+3.65%	-0.49%	-0.45%	+1.92%	+0.08%	-1.93%	+0.82%	-3.69%	+0.70%	+0.44%	+12.39%
FY16	+2.28%	-5.77%	+0.86%	+3.72%	+1.10%	+4.56%	-3.26%	+4.96%	+1.57%	+4.67%	+5.31%	+2.97%	+24.77%
FY15	+2.30%	+3.58%	-1.51%	-2.39%	+0.58%	+0.46%	+0.58%	+2.81%	-2.59%	-0.18%	+2.37%	-4.27%	+1.43%
FY14	+9.19%	+7.64%	+2.80%	+5.11%	-4.84%	-3.57%	+4.76%	+3.87%	+2.91%	-0.70%	+0.85%	+0.67%	+31.54%
FY13								+0.03%	+3.81%	+3.03%	+4.48%	-0.99%	+10.67%

\*Investment Portfolio Performance is post all operating expenses, before fees, taxes and initial IPO and placement commissions. Performance has not been grossed up for franking credits received by shareholders.

The highlight for the month came from SND which made three significantly positive announcements. The first of these related to the award of a \$15 million contract from Sydney Water to build a new reservoir in Penrith. The second was a contract win worth in excess of \$30 million from Rio Tinto to provide repair and maintenance services for up to 16 precipitation tanks. And finally, SND announced that the 1H FY20 result is expected to be between \$1.2-\$1.6 million EBITDA on revenues of circa \$30 million, with the balance sheet having a healthy cash balance of \$9.4 million. In our view, these announcements show that SND is shaping up for potentially its best 2-3-year period in the company's long history. It is also key to note that one of SND's three major competitors being CB&I, which is owned by Dow Jones listed McDermott's (US: MDRIQ) filed for bankruptcy protection in January, effectively limiting a competitor for the foreseeable future. Pleasingly the guidance released by SND shows that the business has returned to an EBITDA margin level of ~5% in a time where few if any major projects were recorded.

## FULLY FRANKED DIVIDEND PROFILE (CENTS PER SHARE)



## INVESTMENT BELIEFS

VALUE WITH LONG TERM GROWTH



QUALITY OVER QUANTITY



INVEST FOR THE LONG TERM



PERFORMANCE V LIQUIDITY FOCUS



IGNORE THE INDEX



PURE EXPOSURE TO INDUSTRIALS



ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG)



MANAGEMENT ALIGNMENT



## MARKET INSIGHT CONTINUED

We believe with a much improved cost base and operational structure SND has the ability to grow revenue from circa \$50-\$60 million to closer to \$100 million, and also to increase margins from the recently announced 5% to a figure closer to 8%-9% once the benefits of increased scale are realised and more rational pricing occurs as a result of the more benign competitive landscape.

BSA Chief Executive Officer (CEO) Nick Yates announced he will step down in early 2020. Nick has been leading BSA for over 6 years and through this period we have seen the business significantly de-risked both from a financial and operational standpoint which led to the share price re-rating from ~\$0.10 in 2014 to \$0.41 at the end of January. Pleasingly, Nick will remain a Director of BSA as well as a part-time consultant. Nick will be replaced by the BSA Deputy CEO Tim Harris who has been part of the BSA team for ~3 years. We believe Tim is an excellent choice to replace Nick as throughout his time at BSA, and more specifically his time within the Connect and Build divisions, Tim has demonstrated astute operations skills to drive profitable growth as well as expanding the business into adjacent opportunities.

Finally, Consolidated Operations Group (ASX: COG) announced that they had acquired a 17.36% interest in CML Group (ASX: CGR). COG had initially put a merger proposal forward to the Directors of CGR which was recommended to their shareholders, though more recently this has been overshadowed by a potential all cash bid for CGR of \$0.60 per share by private equity owned Scottish Pacific Group. Clearly this gives COG a significant stake in CGR and one which will have a significant say as to how the future unfolds.

## STOCK CONTRIBUTION ANALYSIS

The table below lists the top 5 positive stock contributors to the investment portfolio since inception, February 2013. The stocks listed below may or may not be current holdings within the portfolio.

TOP 5 POSITIVE CONTRIBUTORS	CONTRIBUTION TO RETURN (%NAV)
BSA Limited (ASX: BSA)	33.42%
Calliden Group Limited (ASX: CIX)	17.32%
Capitol Health Limited (ASX: CAJ)	16.84%
Enero Group Limited (ASX: EGG)	16.54%
CML Group Limited (ASX: CGR)	14.21%

## INVESTMENT PORTFOLIO PERFORMANCE

	1 MONTH	1 YEAR	3 YEARS (P.A.)	5 YEARS (P.A.)	6 YEARS (P.A.)	INCEPTION (P.A.)	INCEPTION (Total Return)
NCC Investment Portfolio Performance*	+11.11%	+28.27%	+5.65%	+10.96%	+11.06%	+14.37%	+153.48%
S&P/ASX Small Ordinaries Accumulation Index	+3.38%	+18.84%	+12.13%	+11.19%	+9.20%	+6.75%	+57.18%
Performance Relative to Benchmark	+7.73%	+9.43%	-6.48%	-0.23%	+1.86%	+7.62%	+96.30%

\* Investment Portfolio Performance is post all operating expenses, before fees, taxes and initial IPO and placement commissions. Performance has not been grossed up for franking credits received by shareholders. Since inception (P.A. and Total Return) includes part performance for the month of February 2013. Returns compounded for periods greater than 12 months.

## KEY METRICS – SUMMARY DATA

Weighted Average Market Capitalisation of the Investments	\$90.6 million
Number of Holdings	11 Long Positions
Cash Weighting	5.42%
Standard Deviation of Returns (NCC)	11.96%
Standard Deviation of Returns (XSOAI)	12.92%
Downside Deviation (NCC)	5.38%
Downside Deviation (XSOAI)	7.13%
Percentage of Positive Months (NCC)	64%
Percentage of Positive Months (XSOAI)	57%
Shares on Issue	61,657,630
NCC Directors Shareholding (Ordinary Shares)	4,224,874
NCC Options Closing Price (ASX: NCCOB)	\$0.09



### Important Information:

This material has been prepared by NAOS Asset Management Limited (ABN 23 107 624 126, AFSL 273529) (NAOS) as investment manager of the listed investment company referred to herein (Company). This material is provided for general information purposes only and must not be construed as investment advice. It does not take into account the investment objectives, financial situation or needs of any particular investor. Before making an investment decision, investors should consider obtaining professional investment advice that is tailored to their specific circumstances. Past performance is not necessarily indicative of future results and neither NAOS nor the Company guarantees the future performance of the Company, the amount or timing of any return from the Company, or that the investment objectives of the Company will be achieved. To the maximum extent permitted by law, NAOS and the Company disclaims all liability to any person relying on the information contained herein in relation to any loss or damage (including consequential loss or damage), however caused, which may be suffered directly or indirectly in respect of such information. This material must not be reproduced or disclosed, in whole or in part, without the prior written consent of NAOS. This announcement has been authorised for release to the ASX by the Board of Directors of NAOS Emerging Opportunities Company Limited.

## OUR TEAM

### Chairman

David Rickards (Independent)

### Directors

Warwick Evans

Sebastian Evans

Sarah Williams (Independent)

Chief Investment Officer  
Sebastian Evans

Portfolio Managers  
Robert Miller  
Ben Rundle

Investment Analyst  
Rachel Cole

Chief Financial/  
Operating Officer  
Richard Preedy

Business Development  
Manager  
Julia O'Brien

Compliance Officer  
Julie Coventry

## ENQUIRIES

Telephone: (02) 9002 1576  
Email: [enquiries@naos.com.au](mailto:enquiries@naos.com.au)

[www.naos.com.au](http://www.naos.com.au)