

# NAOS Emerging Opportunities Company (NCC)

ABN 58 161 106 510

## MONTHLY INVESTMENT REPORT AND NTA UPDATE

NAOS

### KEY CHARACTERISTICS

#### 1. Genuine Exposure to Undervalued Emerging Companies with an Industrial Focus

Regardless of market capitalisation and/or liquidity, NCC seeks to provide investors with exposure to high quality, undervalued emerging companies (market capitalisation generally <\$250 million) in a transparent and concentrated structure that has the competitive advantage of being a nimble closed ended structure with no liquidity constraints.

#### 2. Sustainable Growing Fully Franked Dividends

NCC's dividend has grown every year since inception with dividends usually paid on a six-monthly basis. To date all dividends have been fully franked.

#### 3. Focus on Quality of Companies Not Quantity or Size

Our primary focus is on developing a deep understanding and appreciation of the companies in our portfolio. We believe the best way to achieve this is to focus on a select number (target 0-15) of high quality investment ideas in order to capitalise on our 'long term knowledge & liquidity advantage'. We target an Internal Hurdle Rate of 20% p.a. over a rolling three-year period for all our investment holdings.

#### 4. Portfolio Flexibility with a Benchmark Unaware Approach

This means we are not forced holders of stocks with large benchmark/index weightings that we are not convinced are attractive investment propositions. NCC can also hold up to 100% cash. It has been proven that holding cash offers the 'best hedge' during times of crisis.

#### 5. Significant Alignment of Interests with Shareholders

NAOS directors and employees (including related parties) own over 10 million NCC shares, providing shareholders with a significant alignment of interests.

#### 6. Environmental, Social and Governance (ESG) NAOS adopts an ESG screen across its investments.

### Net Tangible Asset Value Breakdown as at 31 March 2018

Pre Tax NTA:	\$1.33
Post Tax & Pre Unrealised Gains Tax NTA:	\$1.30
Post Tax NTA:	\$1.26
Share Price:	\$1.325
Historical Fully Franked Dividend Yield	5.47%

The above NTA figures are after the 3.75 cents per share fully franked interim dividend paid on 28 March 2018.

### Investment Portfolio Performance & Market Insight

The NCC Investment Portfolio produced a return of +0.43% compared to the Benchmark S&P/ASX Small Ordinaries Accumulation Index ('XSOAI') which returned -2.29%. This brings the portfolio performance since inception of 5 years and 1 month to +128.52% vs. the XSOAI which has returned +33.36%.

As mentioned in the previous Investment Report we will touch on the recently completed acquisition by Wingara Ag (ASX: WNR) in more detail. WNR completed the acquisition of Austco Polar Cold Storage (Austco) for a total consideration of \$18.5 million (including all freehold property assets). Austco is a specialist blast freezing, storage and distribution centre, located in Laverton North, west of Melbourne CBD. Importantly, Austco holds an export licence, allowing for distribution of their products not just domestically, but internationally to countries which WNR currently exports its main commodity, Oaten Hay. Over time we expect WNR to leverage the client base of Austco to source high quality meat products, in a significant and consistent scale, then export these products to customers located within the countries that WNR currently exports to. We expect the margins in this exporting activity to be significantly higher than that of blast freezing and storage for a purely domestic client base.

Other notable events within the NCC Investment Portfolio during the month included the announcement of an on-market buyback by Consolidated Operations Group (ASX: COG) of up to 10% of the total shares on issue. With COG providing guidance for FY18 and FY19, coupled with the surplus funds on the COG balance sheet, the Board have concluded that their own equity is clearly undervalued, especially in relation to the unlisted acquisitions which they have completed in the past.

Finally, BSA Limited (ASX: BSA) announced at the end of March that they have signed a contract to manage, procure, install and commission the sprinkler deluge system for the North Connex Project in Sydney, which is an 18km tunnel project. This is significant, not only due to this being the largest fire contract in BSA's history, but more importantly it continues to emphasise BSA's strategy of continuing to focus on higher margin market segments where BSA can deliver on client needs and entrench itself.

	1 Month	1 Year	3 Years (p.a.)	4 Years (p.a.)	5 Years (p.a.)	Inception (p.a.)	Inception (nom.)
NCC Investment Portfolio Performance*	+0.43%	+7.50%	+14.82%	+12.16%	+17.09%	+17.63%	+128.52%
S&P/ASX Small Ordinaries Accumulation Index (XSOAI)	-2.29%	+14.99%	+10.67%	+8.52%	+6.45%	+5.82%	+33.36%
Outperformance Relative to Benchmark	+2.72%	-7.49%	+4.15%	+3.64%	+10.64%	+11.81%	+95.16%

\*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 nom.) includes part performance for the month of February 2013. Returns compounded for periods greater than 12 months.

**Positive Stock Contribution Analysis**

(Contribution is what has attributed to NCC’s performance since inception of 1 March 2013)

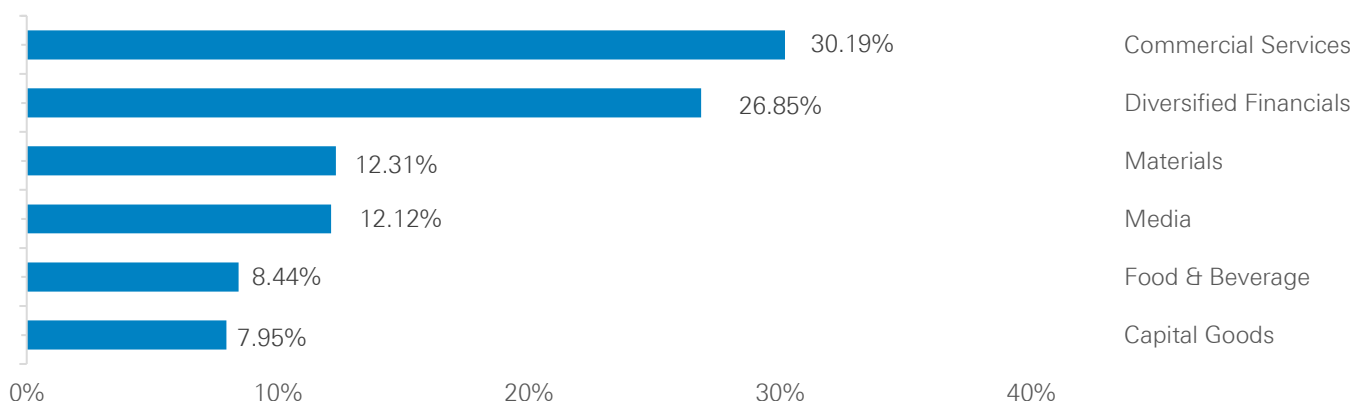
The table below lists the top positive contributors to NCC’s total return since inception. The purpose of the information is to illustrate that the performance the investment team derive over time is not simply from one or two positions but from a variety of positions, even with a highly concentrated portfolio of investments that is often 0 -15 securities at any one time. We will disclose securities in which NCC has a current substantial holding, or when we have exited the position.

Investment	Contribution to Return (%NAV)	Investment	Contribution to Return (%NAV)
BSA Limited	+27.18%	Lindsay Australia Limited	+10.62%
Calliden Group Limited	+16.46%	MNF Group Limited	+10.45%
Capitol Health Limited	+16.00%	Tamawood Limited	+9.17%
Consolidated Operations Group Ltd	+13.52%	Village Roadshow Limited	+8.67%
CML Group Limited	+11.37%	Sirtex Medical Limited	+8.65%

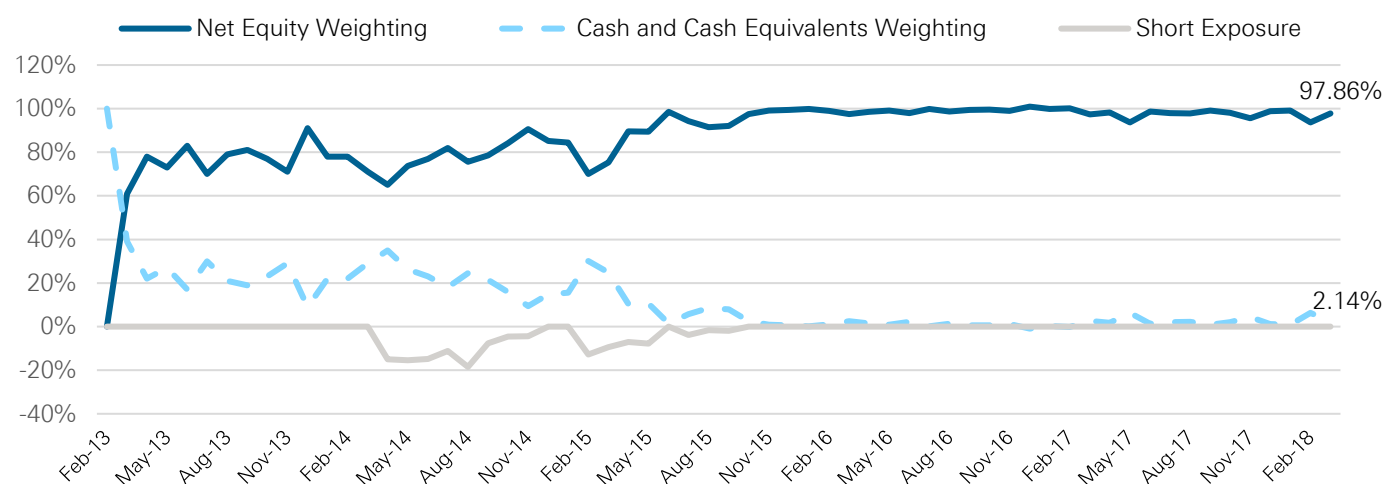
**Portfolio Positioning as at 31 March 2018**

As at 31 March 2018, the portfolio’s net equity exposure was ~97.86% with a subsequent cash weighting of +2.14%. The core holdings in the portfolio did not change over the course of the month. As at month end, the portfolio was comprised of 9 long positions and no short positions. There were also no income instruments in the portfolio.

**Net Industry Exposure**



**Net Equity Exposure**



## Company Meetings

The NAOS investment philosophy is based around the belief that for an emerging company to succeed and generate strong returns for shareholders it must be led by a motivated, proven and experienced management team. This is why the NAOS investment team has direct contact with many listed and unlisted emerging companies across a wide range of industries. A selection of the companies the team had contact with during the month were as follows:

- EVZ Ltd (EVZ AU)
- PMP Ltd (PMP AU)
- Gale Pacific Ltd (GAP AU)
- RedHill Education Ltd (RDH AU)
- Generation Development Group (GDG AU)
- Longtable Group Ltd(LON AU)
- MaxiTRANS Industries Ltd (MXI AU)
- Prime Media Group Ltd (PRT AU)
- Engenco Ltd (EGN AU)
- Australian Dairy Farms Group (AHF AU)

## Portfolio Characteristics – Summary Data as at 31 March 2018

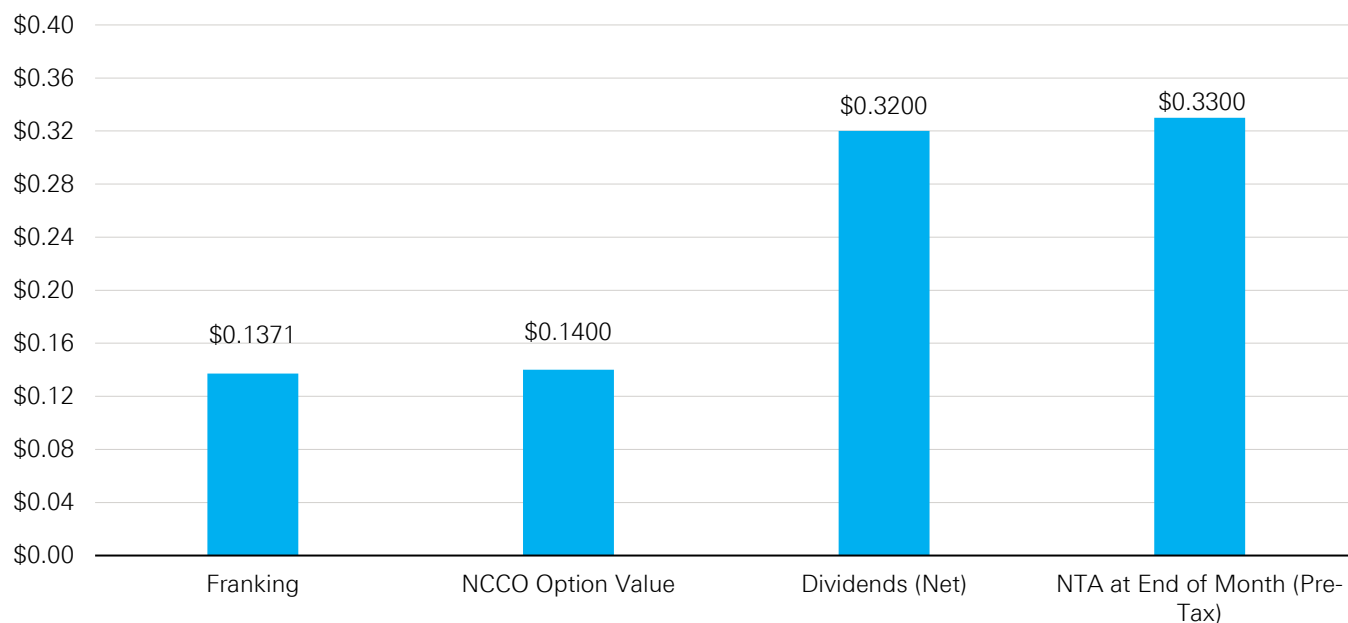
Below are a number of historical portfolio risk measures. Our aim in providing these metrics is to demonstrate to investors how NCC is placed from a risk adjusted basis to meet its objective, being to outperform the benchmark over the long term, and to also preserve investors' capital. A glossary of the terms used below and the method used for calculating them can be found on the last page of this report.

Average Market Capitalisation of the Portfolio's Equity Holdings	\$94 million
Percentage of Positive Months (NCC)	70%
Percentage of Positive Months (XSOAI)	57%
Standard Deviation of Returns (NCC)	10.61%
Standard Deviation of Returns (XSOAI)	13.13%
Correlation of Returns to XSOAI	0.54
Sortino Ratio	3.29
Downside Deviation (NCC)	4.66%
Downside Deviation (XSOAI)	6.92%
Current Estimated Portfolio Beta (6 Month Historical)	0.20

## Capital Structure – Summary Data as at 31 March 2018

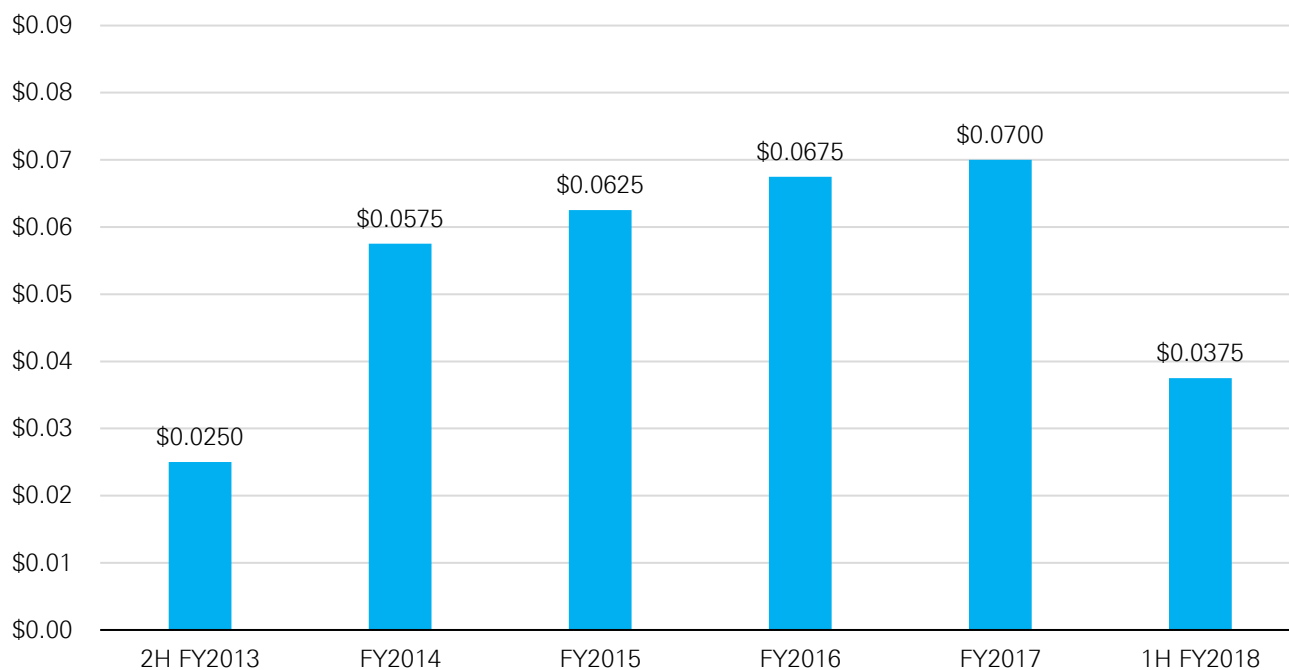
Share Price	\$1.325
Premium/(Discount) to NTA (Pre-Tax)	(-0.38%)
Shares on Issue	59,673,562
NCC Directors Shareholding (Ordinary Shares)	3,920,980

### Historical Shareholder Return Breakdown



\*Assumes an intrinsic NCCO value of \$0.14 cents per option at expiry (1 February 2015), based on pre-tax NTA on this date diluted for remaining options.

### Dividend Profile - Historical Fully Franked Dividends (Cents per Share)



## A Description of Statistical Terms/Glossary

**Average Market Capitalisation of the Portfolio's Equity Holdings** – The sum of, the percentage of each individual position relative to the total value of all Equity Holdings multiplied by each company's respective market capitalisation (Cash and Income/Debt securities are excluded).

**Standard Deviation of Returns** – A historical analysis of the volatility in monthly returns also known as historical volatility.

**Correlation of Returns** – A statistical measure of how two variables move in relation to each other. In this case the two variables are NCC and XSOAI. If the correlation is 1 then the two securities should have the same monthly returns and if the correlation is -1 and XSOAI had a return of -1.00% then NCC would be expected to have a return of +1.00%

**Sortino Ratio** – A modification of the Sharpe ratio that differentiates harmful volatility from general volatility by taking into account the standard deviation of negative asset returns, called downside deviation. A large Sortino Ratio may potentially indicate that there is a low probability of a large capital loss. Returns less than that of the benchmark (S&P/ASX Small Ordinaries Accumulation Index - XSOAI) are classified as negative asset returns.

**Downside Deviation** - A measure of downside risk that focuses on returns that fall below a minimum threshold or minimum acceptable return (MAR). For our calculations, we use returns negative to zero for the calculation of portfolio downside deviation.

**Portfolio Beta** – A measure of the volatility, or systematic risk of a portfolio or security. A beta of 1 indicates a portfolio/security's price will move with the market. A beta of less than 1 indicated that a security/portfolio should be less volatile than the market.

**XSOAI** – S&P/ASX Small Ordinaries Accumulation Index

### 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.

### CORPORATE DIRECTORY

#### Directors

David Rickards (Independent Chairman)  
Warwick Evans (Director)  
Sebastian Evans (Director)

#### Company Secretary

Rajiv Sharma

#### Investment Team

Sebastian Evans (Chief Investment Officer)  
Jeffrey Kim (Portfolio Manager)  
Robert Miller (Portfolio Manager)  
Ben Rundle (Portfolio Manager)  
Chadd Knights (Investment Analyst)

#### Chief Financial/Operating Officer

Richard Preedy

#### Senior Legal Counsel

Rajiv Sharma

#### Business Development Manager

Julia Stanistreet

#### Communications & Marketing

Megan Walker

#### Distribution & Sales Manager

Scott Hildebrand

#### Share Registry

Boardroom Pty Limited  
12/225 George Street  
Sydney NSW 2000  
Telephone: 1300 737 760  
Facsimile: 1300 653 459

#### Investment Manager

NAOS Asset Management Limited  
Level 34, MLC Centre  
19 Martin Place  
Sydney NSW 2000  
(AFSL: 273529)

#### Auditor

Deloitte Touche Tohmatsu  
Level 25, Grosvenor Place  
225 George Street  
Sydney NSW 2000

#### Registered Office

Level 34, MLC Centre  
19 Martin Place  
Sydney NSW 2000

### ENQUIRIES

#### Julia Stanistreet

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

#### Megan Walker

Telephone: (02) 9002 1577  
Email: [mwalker@naos.com.au](mailto:mwalker@naos.com.au)  
Email: [enquiries@naos.com.au](mailto:enquiries@naos.com.au)

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