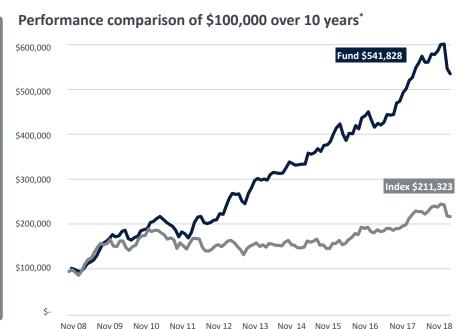
\$ S&P/ASX Small Ords Acc Index







## **Total returns**

At 30 November 2018†	1 mth %	3 mths %	1 yr %	3 yrs % p.a.	5 yrs % p.a.	7 yrs % p.a.	10 yrs % p.a.	Incep. % p.a. (Dec 2000)
OC Dynamic	-2.1	-11.0	1.6	8.9	12.5	17.4	18.4	12.6
S&P/ASX Small Ords Accum	-0.4	-10.3	-1.6	10.4	7.1	4.8	7.8	5.8
Outperformance	-1.7	-0.8	3.2	-1.5	5.5	12.6	10.7	6.8
S&P/ASX Small Ind Accum	0.8	-10.3	-1.2	7.5	7.7	10.5	10.5	6.2
Outperformance	-2.9	-0.7	2.8	1.5	4.9	6.9	8.0	6.4

\$ OC Dynamic Equity Fund

# Performance review

Equities remained weak in November as US-China relations continued to dominate market sentiment, overshadowing what was a generally an upbeat tone from Fund holdings during the October/November AGM period.

The Fund returned -2.1% for the month which was behind both the S&P/ASX Small Ordinaries Accumulation Index (-0.4%) and the S&P/ASX Small Industrials Accumulation Index (+0.8%). The Fund remains slightly ahead of both small-cap indexes over calendar year 2018 to date, having returned -2.6% versus declines of -4.7% and -2.7% for the indexes respectively.

Market movements aside, the news-flow from our portfolio "Trump Reflation Trade" led to aggressive repositioning companies was overwhelmingly positive during the month with a number upgrading their earnings guidance range including Appen Limited (APX, +30.6%) and Baby Bunting Group (BBN, +5.4%) whilst NRW Holdings Limited (NWH, -1.1%) also posted strong earnings guidance for its half year to December 2018 which has led to material analyst upgrades for full year 2019. The bulk of our other companies which held their AGMs in this period also affirmed a solid start to FY19 with comments which were consistent with our expectations.

Clearly this is at odds with the negative result posted by the Fund during the month. Nevertheless, as is often the case in a skittish market where sentiment is poor, good news is either being ignored or has a short-lived impact on share prices with nervous investors using the liquidity generated by the positive news-flow to reduce their market exposure. Whilst is it is a source of frustration to the investment team it is most certainly not without precedent and we have seen it on several occasions over the years when quality companies get aggressively sold off in a good old-fashioned market correction.

Most recently we witnessed it back in late 2016 when the of portfolios within the Australian small-companies space with many large cap funds existing their small-cap holdings, a thematic further exacerbated by institutional transition flows away from small-cap equities mostly into big-cap managers and international equities. During that short period, many of the Fund's higher quality and more liquid names were aggressively sold off over a few months despite reporting solid operating updates to the market. Pleasingly, most bounced back strongly in the following months after the non-natural holders had exited the space.



There has been a lot of transition flow impacting our losing mandates to large superannuation funds taking money 'in-house'.

The comments from the recent October monthly continue to apply whereby in volatile markets such as these it is important to remain rational and not get caught up in the noise that can follow market corrections. Our investment process focusses on purchasing companies that are trading below their intrinsic value with a margin of safety and in sharp sell-offs, like the one currently being experienced, fearful investors will often indiscriminately sell down good quality companies to attractive levels. This can provide a compelling entry point for OC Fund's to take new positions or to top up existing oversold positions.

AMA Group (AMA, +11.0%), a leading Australian panel repair business, was a highlight in an otherwise dim smallcap market when it affirmed its FY19 earnings guidance and announced leadership transition along with a major restructure of its share register. The AMA stock price had recently seemed to be trading in anticipation of an earnings downgrade so the announcement that company earnings were tracking in line with market expectations was welcome positive news. At the same time, the company announced its executive chairman, Ray Malone, would be transitioning into a non-executive role during 2019 and that the highly regarded Andy Hopkins would be assuming executive leadership of the business in the Group CEO role. We view this as a positive development for the business whilst also acknowledging we expect Mr Malone will continue to be a valued contributor in a non-executive capacity. In addition to these changes, AMA also announced a small capital raising (A\$10m) and the sell down of shares by founders/vendors. Interests associated with Messrs Malone and Hopkins sold down a portion of their shareholdings to facilitate the entry of three new high quality investors onto the register. The new shareholders entering the AMA registers were lead by industry fund behemoth, Australian Super (10%), with less than substantial stakes also being acquired by Myer Family Investments and Colinton Capital Partners, whose principal, Simon Moore, will also join the board of AMA. We view these developments collectively as positive for AMA and look forward to the company continuing to lead industry consolidation over the medium-long term.

Mineral Resources (MIN, +7.0%) rallied after it announced it had entered an exclusivity agreement with Albemarle, a global specialty chemicals company, for the sale of a 50% interest in the Wodgina Lithium Project and formation of a 50:50 JV that will produce spodumene concentrate and lithium hydroxide. The sale price of US \$1.15b is an outstanding outcome for MIN shareholders and was well in-excess of the consensus of analyst expectations. The

look through value of the asset of AUD \$3.2b comfortably universe of stocks in recent weeks with several of our peers exceeds the entire market capitalisation of MIN (\$2.7b) and leaves the company significantly undervalued when taking account of the remaining highly profitable mining services business, the Mount Marion Lithium JV and the iron-ore assets. Whilst the announcement was no doubt tempered when management concurrently softened their earnings guidance for the FY19 year, we nonetheless believe that the market is significantly mispricing the stock and remain confident that it will deliver solid returns for investors in CY19.

> Bingo International (BIN, 7.1%) received a set-back when the ACCC released a statement of issues raising preliminary competition concerns about its proposed acquisition of Dial-a-DUMP (DADI). The ACCC's key concern is that the acquisition would remove BIN's most substantial competitor in building and demolition waste processing, particularly in eastern and inner Sydney and may lead to higher gate fees. Whilst disappointing, BIN will continue to engage the ACCC with further submissions and detailed consultation is expected with the competition regulator ahead of the 13th December deadline. There remains a range of potential outcomes including asset divestments (potentially the Banksmeadow facility and Patons Lane landfill) to appease the concerns of the ACCC. Should the DADI transaction be cancelled, BIN will have a very strong balance sheet having raised \$425m from shareholders to fund the deal at a price materially above the current share price (\$2.48). The company has numerous other strategic options which may be funded or, alternatively, it could launch a share buy-back which we estimate would be significantly accretive to EPS in FY20.

The Citadel Group (CGL, -9.2%), Bravura Solutions (BVS, -11.2%) and Pacific Current Group (PAC, -6.8%) are three quality, long term, portfolio holdings that were sold down during the month. The downdraft suffered by these names was more driven by market related forces than anything company specific and we would expect each of them to continue to be strong performers for the portfolio. CGL holds an Australian market leading position as a core technology provider to organisations with a particular focus on secure platforms (including in a national security environment). BVS provides software products and services to clients, predominantly in the UK, Australia and South Africa, operating in the strongly growing wealth administration and fund services industries. PAC is a global owner of, and distributor for, boutique asset management business with stakes in 15 enterprises in Australia and the

Pivotal Systems (PVS, -20.9%) disappointed the market during the month when it updated investors regarding delays in product delivery schedules requested by some of its key customers. PVS provides best-in-class gas flow



monitoring and control technology equipment for the global semiconductor industry. Whilst PVS is considered a market leader in its sector, this is a double edged sword for the business model as there are only a half dozen large semi-conductor manufacturers globally which creates an inherent degree of customer concentration risk for suppliers, such as PVS. PVS customer orders are non-cancellable, however, revenue is recognised only when the product is shipped and customers requesting delays to shipping have caused the earnings deferrals in CY18. To have a downgrade to earnings so soon after IPO (July) is always disappointing but in this instance the downgrade was totally out of managements control and would appear to be a "pushout of earnings" into CY19, rather than "lost earnings", so we are giving PVS a second chance. To its credit, the PVS management team visited institutional investors to personally explain the earnings miss and have undertaken to engage in a more detailed and consultative manner with investors going forward, which we consider critical for businesses in the first year or two post IPO.

#### Outlook

The G20 Summit held in Buenos Aires in early December had garnered significant amount of investors' attention as they eagerly awaited signs of progress towards multilateral cooperation amid periods of monetary policy tightening, differing economic reform trajectories and varying political agendas. While the two-day summit did facilitate open dialogue between nations, it was largely overshadowed by sideline events such as a dinner between US President Trump and Chinese President Xi Jinping that saw them agree to a 90-day ceasefire in their trade war and the U.K.'s Theresa May's push to shepherd through her Brexit deal.

Although shortly after the meeting, both the White House and China's Xinhua news agency issued statements peppered with words in a positive tone, such as "highly successful" and "mutually beneficial agreement at an early date", the immediate market optimism on the temporary truce was quickly replaced by the confusion exacerbated by the absence of a joint statement on detailed plan of actions. Financial markets were left struggling to digest talks that the White House portrayed as a major victory for the President with market sentiment swinging widely in the following week on any perceived progress or setback on dealing with the structural issues in the trading relationship (forced technology transfers, intellectual property protection and trade imbalance etc.). Given the apparently wide gap between the two strong-willed leaders' "bid-ask", it still seems unlikely that a comprehensive agreement can be ironed out at any time soon.

Oil prices have been another source of volatility. Following the price plunge by a third since the start of October due to fears of oversupply, oil rallied after Canada's largest producing province ordered unprecedented supply cuts and OPEC broke an impasse over production curbs, agreeing on a larger-thanexpected cut with the cartel and allies removing 1.2 million barrels a day from the market. However, optimism was dented slightly after Qatar, accounting for less than two percent of total output, announced its departure from the OPEC. From our view, Qatar's departure seems as a testament to the declining influence of OPEC since direct talks between Russia and Saudi Arabia often bypass the cartel's traditional decision-making process and the surge in North American production has also shifted the balance of power away from the Middle East, adding other elements of complexity to oil price stability.

What we have been witnessing since the beginning of 2018 is the recurring pattern of disconnect between market sentiment and macroeconomic reality, where reinforcing feedback loop of negative shocks and speculations pushes the market into an uncharted territory that goes beyond anything justified by economic or earnings fundamentals. It is crucial that we do not lose sight of the weight of evidence from real economy amongst clouding uncertainties.

The US economy still looks to be in good shape. While the bears talk about the ageing bull market, elevated corporate leverage and waning effects of the 2017 tax cuts, the Fed has been restoring confidence by repeatedly signalling that its historic hikes have done most of the heavy lifting with the neutral cash rate only one or two more hikes away. Looking ahead, as the Fed adopts a "wait-and-see" data dependent approach, investors should expect a much slower pace of rate normalisation in 2019. The incoming stream of strong economic data, such as 49 year-low unemployment rate of 3.7% and moderate household debt levels, does not seem to lend significant weight to the much-mooted idea that the US economy will shortly head into a recession.

As headwinds to growth and confidence gather, Chinese policymakers have been flexible in easing policy to buffer a slowdown. Fiscal policy is turning more stimulatory as authorities implement VAT cuts and the recent sharp increase in municipal bond issuance is typically a leading indicator of a ramp-up in infrastructure investment. While high system-wide leverage suggests limited room for more debt-fuelled growth stimulus without jeopardising China's systematic stability down the road, the need for policy focus to shift from cyclical stimulus to deeper structural reforms to ensure sustainable growth has come under the spotlight. Concrete policy actions tackling the financial system's structural inefficiencies such as



the continued large presence of zombie state-related enterprises would likely be received favourably by the market.

On the home front, the Reserve Bank of Australia kept the official cash rate on hold for a 28th consecutive month, awaiting the final piece of the puzzle – solid wages growth and inflation - to commence its hiking cycle. Political risk will likely remain in focus in 2019. With betting markets and opinion polls strongly suggesting Australia's opposition Labor Party (ALP) will win Government at the coming Federal election, its broader policy mix including a much larger personal income tax package, combined with a marked improvement in Australia's fiscal position could potentially amplify the upswing of the economic cycle. Standing from the vantage point at year end, we remain cautiously optimistic about Australia's growth trajectory, notwithstanding September quarter annualised GDP growth printing below consensus expectations at 2.8%. Key tailwinds into calendar year 2019 include accommodative monetary policy, the largest pipeline of public infrastructure projects since the 1980s and normalising conditions in the mining states which ought to unfold in the new year.

While the many changing economic and political factors that are colliding to heighten volatility can be confusing, investors need to dial down the noise at this stage. Our disciplined investment approach has seen our portfolio include a spread of quality businesses featuring strong balance sheet, solid cash generation and sustained growth momentum and capable of withstanding any further market turbulence. With the broader market adopting a risk-off mood and seeking higher liquidity, small-cap stocks are vulnerable to being oversold and there are some quality stocks which we had previously viewed as being too expensive which are now screening as attractive under our investment process. We are continuing to assess them for portfolio inclusion and hence rational investors with patient capital will be rewarded over the medium to long term.

With Christmas approaching, we would like to take this opportunity to thank our clients for their support through what has been a challenging 2018. Despite the recent volatility, we remain confident the Fund will continue to deliver attractive long-term returns.

We wish you all the best for the festive season and a safe holiday period.

## Top 5 holdings#

Company	ASX code
Mineral Resources Limited	MIN
Nextdc Limited	NXT
Reliance Worldwide	RWC
Seven Group Holdings	SVW
Webjet Limited	WEB

\*The top 5 portfolio holdings are in alphabetical order and may not be representative of current or future investments.



### **CONTACT COPIA**

1800 442 129 | clientservices@copiapartners.com.au | copiapartners.com.au



John Clothier Iain Mason Mani Papakonstantinos General Manager, Distribution Director, Institutional Business Distribution Manager

0408 488 549 | jclothier@copiapartners.com.au 0412 137 424 | imason@copiapartners.com.au 0439 207 869 | epapakonstantinos@copiapartners.com.au

'The total return performance figures quoted are historical, calculated using soft close, end-of-month mid-prices and do not allow for the effects of income tax or inflation. Total returns assume the reinvestment of all distributions. The performance is quoted net of all fees and expenses. The index does not incur these costs. This information is provided for general comparative purposes. Soft close unit prices are interim unit prices struck at month end before all transactions for the month have been completed. Performance data available on the OC website, ocfunds.com.au, however, is based on hard close unit prices which are struck after all transactions for the month have been completed.

\*The performance comparison of \$100,000 over 5 years is for illustrative purposes only. All returns shown are based on Australian dollar figures. Past performance is not a reliable indicator of future performance. The total returns shown are prepared on an ongoing basis (i.e. they include all ongoing fees and expenses and assume reinvestment of all distributions). They do not take personal taxation into account. The comparison with the S&P/ASX Small Ordinaries Accumulation Index is for comparative purposes only. Index returns do not allow for transactional, management, operational or tax costs. An index is not managed and investors cannot invest directly in an index.

Past performance is not a reliable indicator of future performance. Positive returns, which the OC Dynamic Equity Fund (the Fund) is designed to provide, are different regarding risk and investment profile to index returns. Total returns are calculated after taking into account performance fees. Where OC Funds Management generates a return on the OC Dynamic Equity Fund over and above the performance hurdle of 15% in any financial year, a performance fee of 20.5% of all profits above this level is charged to the Fund directly. This document is for general information purposes only and does not take into account the specific investment objectives, financial situation or particular needs of any specific reader. As such, before acting on any information contained in this article, readers should consider the appropriateness of the information to their needs. This may involve seeking advice from a qualified financial adviser. Copia Investment Partners Ltd (AFSL 229316, ABN 22 092 872 056) (Copia) is the issuer of the OC Dynamic Equity Fund (ARSN 098 644 681). A current PDS is available from Copia located at Level 25, 360 Collins Street, Melbourne Vic 3000, by visiting ocfunds.copiapartners. com.au or by calling 1800 442 129 (free call). A person should consider the PDS before deciding whether to acquire or continue to hold an interest in the Fund. Any opinions or recommendation contained in this document are subject to change without notice and Copia is under no obligation to update or keep any information contained in this document current.



