

Australia Small Cap Income Unit Class

TAMIM Fund

At 31 August 2021



During the month the ASX 300 was up 2.61% while the Small Ords was up 4.98%.

The TAMIM Fund: Australia Small Cap Income portfolio finished the month up +2.27% net of fees and continued the strong performance for this year.

For the 2021 calendar year the Fund is up +26.73% net of fees.

August rounded out another successful reporting period boosted by resilient demand and healthy balance sheets. Investors were treated to a record \$38bn in dividends despite the near-term uncertainty, we believe this signals confidence in the post-pandemic economy.

The positive ASX300 month in August marked eleven straight months of positive returns.

For us, the majority of the companies we own have met or outperformed our expectations. The current lockdowns in NSW, Victoria and New Zealand have unfortunately dampened current outlook statements by some companies and prevented further capital management initiatives by others. This ended up capping some of the share price upside we were expecting.

We have recently discovered some new and exciting growth companies and have added a number to the portfolio during the month. We can see clear catalysts in the next few months which should lead to some significant share price re-rates.

Below, in the Portfolio Update section, we provide a brief update on some of the highlights from our portfolio during the month.

Sincerely yours,

Ron Shamgar and the TAMIM Team.

Portfolio Performance

Inception: 1/1/2019	1 month	3 months	6 months	1 year	2 years (p.a.)	Since inception (p.a.)	Since inception (total)
Small Cap Income	2.27%	8.51%	17.67%	50.04%	19.30%	23.59%	75.80%
ASX 300	2.61%	6.08%	15.14%	28.61%	10.64%	15.74%	47.62%
Cash	0.01%	0.02%	0.05%	0.12%	0.32%	0.56%	1.51%

Note: Portfolio returns are quoted net of fees. Returns shown for longer than 1 year (other than "Since inception (total)") are annualised. The information provided in this factsheet is intended for general use only. The information presented does not take into account the investment objectives, financial situation and advisory needs of any particular person nor does the information provided constitute investment advice. Under no circumstances should investments be based solely on the information herein. Please consider our Information Memorandum and Services Guide before investing in any of our products. Past performance is no guarantee of future returns. Returns displayed in this document are unaudited. For wholesale and sophisticated investors only. ASX300 refers to the S&P/ASX 300 Accumulation Index.

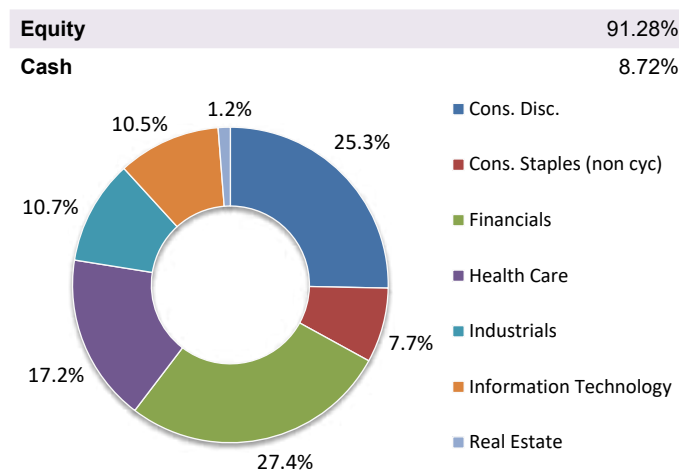
Key Facts

Investment Structure:	Unlisted unit trust
Minimum investment:	A\$250,000
Applications:	Monthly
Redemptions:	Monthly, with 30 days notice
Unit pricing frequency:	Monthly
Distribution frequency:	Semi-annual
Management fee:	1.25% p.a.
Performance fee:	20% of performance in excess of hurdle
Hurdle:	Greater of: RBA Cash Rate + 2.5% or 4%
Lock up period:	Nil
Buy/Sell Spread:	+0.25%/-0.25%
Exit fee:	Nil
Administration & expense recovery fee:	Up to 0.35%
APIR code:	CTS8008AU

NAV

	Buy Price	Mid Price	Redemption Price
AU\$	\$1.5668	\$1.5629	\$1.5590

Portfolio Allocation



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Portfolio Update:

People Infrastructure (PPE.ASX) reported underlying EBITDA of \$38m and NPATA of \$25m for FY21. Performance was strong across the group with all industry verticals contributing to growth. Healthcare delivered a 14% increase in billable hours; Community Services grew billable hours by 10% and Technology has exceeded expectations after a difficult pandemic impacted first half. The Industrial and Specialist Services vertical also had a strong half with billable hours up 23%.



PPE continues to deliver ahead of market expectations and has now produced 27% p.a. EPS growth over the last five years.

Consistently Growing Shareholder Returns Compound earnings per share growth over the last 5 years of 27.2%



Source: PPE company filings

In our view, valuation metrics remain attractive with FY22 PE of 14x and EV/EBITDA of 9x.

While lockdowns have had an effect on segments such as nursing, childcare and some blue collar industries, the impact has not been particularly material. Acquisitions will continue to drive earnings higher as PPE now has \$50-\$70m of capacity.

Cardno (CDD.ASX) reported strong results for FY21, exceeding recent guidance and indicating favourable conditions for government infrastructure spending both here and in the US.



Cardno Global Footprint



Cardno's tailored solutions to local issues involves integrating social, economic, cultural and environmental interests. Cardno delivers long-term value to clients, their stakeholders and their communities.



⁽¹⁾ Excludes Europe and East Africa of \$8.8M fee revenue, \$1.3M EBITDA and 112 staff

Source: CDD company filings

CDD reported EBITDA of \$51.2m, up 19% on FY20. The company announced a final dividend of 4 cents due to the balance sheet being in a net cash position. Despite the challenges associated with COVID,

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FY22 commenced with encouraging levels of backlog and a pipeline of future work.

The Board expects that the business will continue to grow in FY22 but has chosen to not provide explicit earnings guidance to the market due to the ongoing Strategic Review process. In other words, a takeover might just be imminent! We expect a deal at around \$1.30+.

ClearView (CVW.ASX) is a life insurance provider with about 6% market share of the Australian market. FY21 underlying NPAT was up 54% to \$22.7m on the back of strong underlying claims and lapse performance. The life insurance industry is now more focused on profitability in the wake of the APRA reforms. CVW is seeing further growth in FY22 and, due to recent industry consolidation, the company has divested its wealth advice division to Centerpoint Alliance (CAF.ASX) for a 25% holding in the enlarged group. Additionally, the company has put itself up for sale, led by its largest investor (Crescent Capital) wanting to exit the register (the same process as CDD and ITG).



Life Insurance FY21 result



Source: CVW company filings

The embedded value (EV) of CVW is 96 cents and most insurance companies get acquired for EV or a premium to EV for growth companies. CVW management have told us that they believe they are in growth mode. We believe a takeover will come from an overseas player and we estimate 6-9 months to completion. We believe a takeover would be in the range of 96 cents to \$1.10 (i.e. 50% upside to current prices).

Sequoia Financial (SEQ.ASX) provides financial services to advisers in wealth management. Currently servicing 400+ advisers, they also own Morrison Securities which provides trading clearing services to advisers and brokers with volumes growing from \$1.5bn to \$4bn last year. In addition, SEQ provides professional services, including SMSF administration and insurance broking. FY21 financials were



Half Yearly Momentum continued in 2nd Half



Source: SEQ company filings

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impressive with revenue up 37% to \$116m, EBITDA up 138% to \$11.5m and the balance sheet sitting with \$15m net cash.

Management is expecting revenue growth of 15% in FY22; we estimate that this will translate to \$15m EBITDA or around \$10m NPATA. Management is acquisitive and has a 2025 aspiration of servicing 1,000 advisors, doubling Morrison's clearing volumes, and acquiring further insurance broking businesses. If successful, this could see 2025 revenues of \$300m+ and \$40m EBITDA. Our valuation is \$1.00.

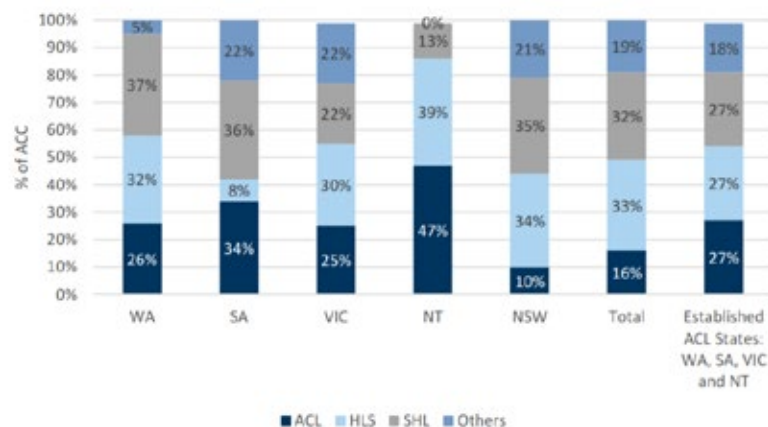
Stock Spotlight: Australian Clinical Labs (ACL.ASX)

This article was originally published online on 31 August 2021 under the title "Is This Stock the Ultimate Covid Winner?"

Australian Clinical Labs (ACL.ASX) is the third largest pathology provider in Australia. The pathology market is worth over \$6bn annually and 80% of revenues are dominated by three main players: Sonic Healthcare (SHL.ASX), Healius (HLS.ASX) and ACL - with 16% market share. The industry is growing at approximately 5.4% per annum but Covid PCR based testing has added another layer of substantial and lucrative revenues.

Exhibit 3: Approved Collection Centres (%), 1-Feb-21

In its established states ACL has comparable share to peers; the company is now expanding its footprint in both NSW and QLD



Source: Company data

Source: Goldman Sachs Equity Research

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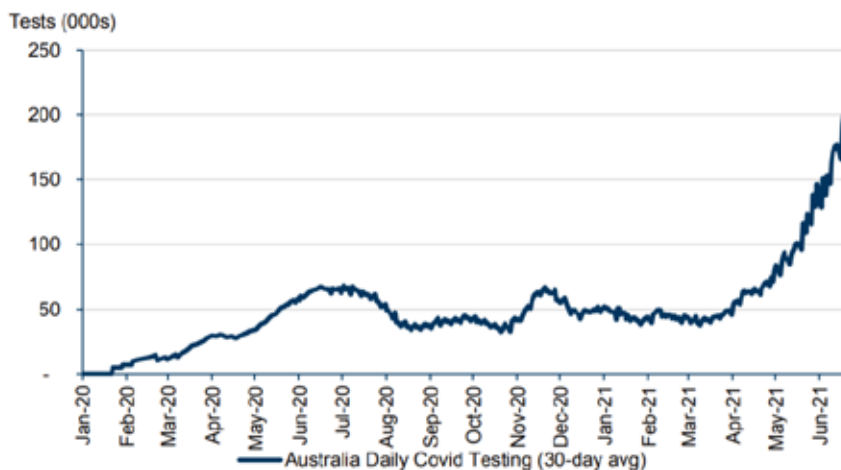
Now whether Australia reaches 80% or 100% vaccination rates, or whether we are in and out of lockdowns or completely open our borders - we don't believe it matters for testing requirements. Whatever your stance on the situation, Australia's Covid strategies and responses are fixated on case numbers. This means that, for better or worse, testing volumes should continue to stay elevated for a couple of years to come.



What gives us confidence in this statement is the high levels of Covid cases overseas, especially in countries where vaccination rates are high. Ongoing testing will be required for travel purposes, work related requirements, healthcare and staying on top of different strains of the virus that will undoubtedly evolve over time. More importantly, alternative antibody (antigen) testing methods so far appear to be unreliable in replacing PCR based methods. ACL are currently serving over ninety hospitals and are also running thirty specialist skin cancer clinics across Australia which are responsible for diagnosing over 15% of all reported melanomas. Hence ACL profits are sustainable for now.

Exhibit 2: Daily Covid Testing Average (000s)

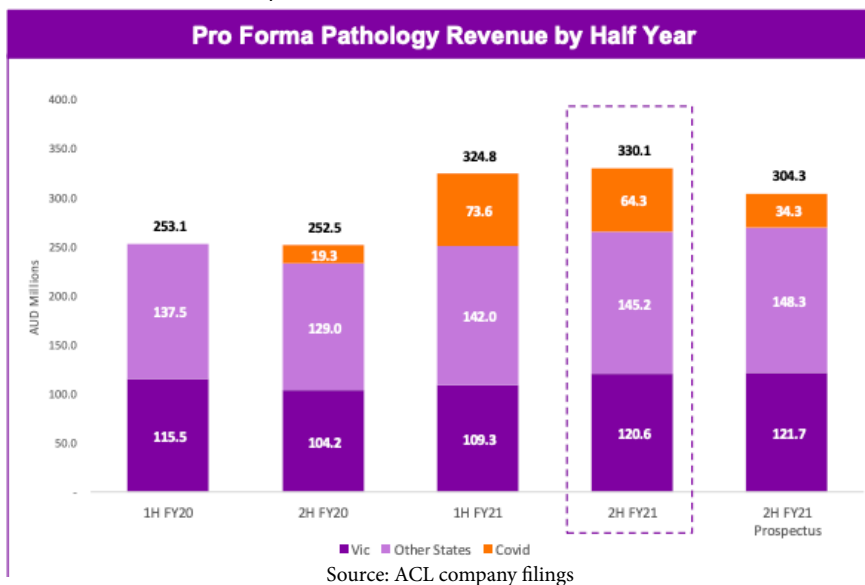
Testing in Australia has reached new highs following new lockdowns in NSW and VIC



Source: Our World In Data

Source: Goldman Sachs Equity Research

The company has significant momentum and is in the midst of a strong upgrade cycle that we believe the market is currently overlooking. FY21 prospectus forecasts were beaten by 5% on revenues (to \$674m) and were over 20% ahead in the NPAT line (to \$89m). Free cash flows are strong and the balance sheet ended the period with low levels of net debt (\$65m).



Source: ACL company filings

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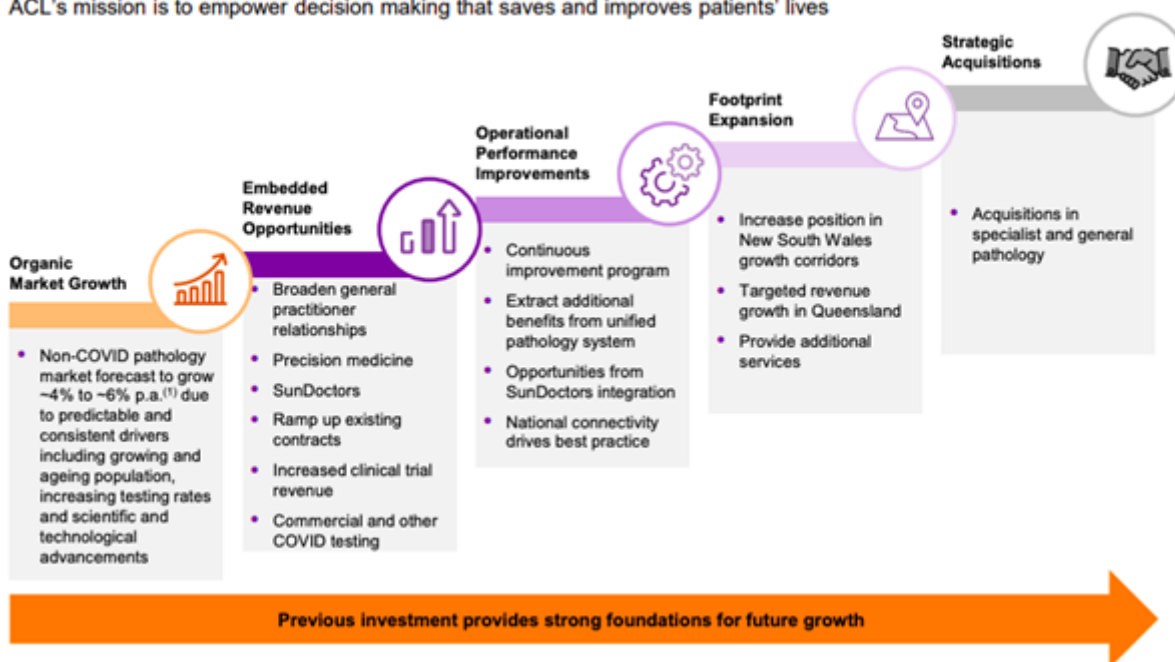
All this should allow ACL to continue to make acquisitions, especially in NSW and QLD where ACL's market share is still quite low. Unlike their larger peers, ACL should be able to make smaller acquisitions that make a meaningful impact on their bottom line. ACL's past acquisitions have increased their presence throughout Australia and have provided significant synergies for the company by reducing operating costs and improving EBITDA margins. Watch this space.

The momentum behind the business was evident with 1H22 guidance upgraded significantly from prospectus forecasts. Revenues are now 22% ahead of the previous forecast and NPAT is a whopping 130% ahead at \$53m. To put this in perspective, analysts previously had ACL earning \$53m for the whole of FY22. Dividends are expected to be paid at 60%+ of profits, placing the stock on a 6%+ fully franked yield.

ACL has also invested significantly in their in-house tech and operates a national unified pathology system that allows the majority of tests, clinicians and laboratories to operate as one laboratory across the country. ACL's unified pathology system enables operational benefits which include improved turnaround times and ability to handle demand peaks, national benchmarking to drive performance improvement and efficiencies and share innovations. Their system is a competitive advantage and has been a key factor in their ongoing and pivotal role in Australia's Covid response. This system and the advantages it brings will serve them well if and when there is a decline in Covid testing.

Well-defined growth strategy

ACL's mission is to empower decision making that saves and improves patients' lives



Source: ACL company filings

Last year we successfully (and rather profitably) rode the wave of Covid winners in e-commerce and BNPL stocks. We see ACL as a similar beneficiary but on a more long term and sustainable level. Any slowdown in Covid testing should be replaced by increase in non-Covid business/testing resuming.

AUD in millions	Pro forma		Prospectus	Forecast Upgrade	Growth	
	1H FY21	2H FY21	1H FY22	1H FY22	1H FY21	Prospectus
Total Revenue	333.8	340.6	307.4	362.4 - 375.5	9% - 12%	18% - 22%
NPAT	43.3	45.4	23.0	48.0 - 53.0	11% - 22%	109% - 130%

Source: ACL company filings

With SHL and HLS trading on 14-19x PE multiples, we see ACL - currently at 9x PE - as significantly undervalued. We believe that management's FY22 guidance is conservative as was their FY21 guidance. They are assuming a sharp deceleration in test volumes and, as we said above, we don't believe it will be quite so sudden. On the back of the conservative forecasts, we expect further upgrades through the year and further acquisitions to drive a rerate. An ASX300 index inclusion is also potentially on the cards. Our valuation is \$6.00+ and ACL is currently one of our top holdings in both the Australia All Cap and Australia Small Cap Income portfolios.