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12 October 2016

The Manager ASX Market Announcements Australian Securities Exchange Exchange Centre Level 4 20 Bridge Street Sydney NSW 2000

**Electronic Lodgement** 

#### AMCIL Limited 2016 Annual General Meeting Presentation

Dear Sir / Madam

Please find attached a presentation that will be delivered to shareholders at the Company's Annual General Meeting to be held today.

Yours faithfully

Matthew Rowe Company Secretary





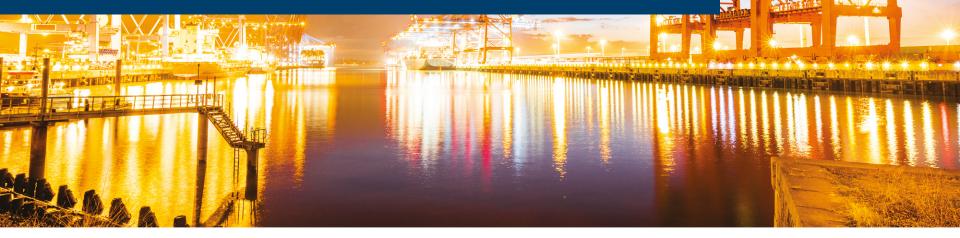
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#### **RESULTS AND SHAREHOLDER RETURNS**





#### AMCIL'S APPROACH

Focused portfolio covering large and small companies.

Aim is to provide:

- attractive returns through strong capital growth over the medium to long term; and
- $\succ$  the generation of fully franked income.

Our size means small companies can have an equally important impact on portfolio returns as large ones.

#### FINANCIAL YEAR SUMMARY – TO 30 JUNE 2016

## PROFIT FOR THE YEAR **\$7.7m** Up 10.1% from 2015

FULLY FRANKED FINAL DIVIDEND

3.5¢

4.0 cents in 2015

#### MANAGEMENT EXPENSE RATIO

0.65%

0.67% in 2015

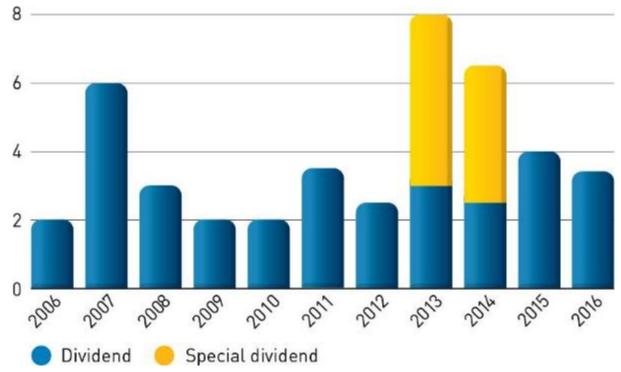
TOTAL PORTFOLIO

\$240.8m

\$221.0 million in 2015

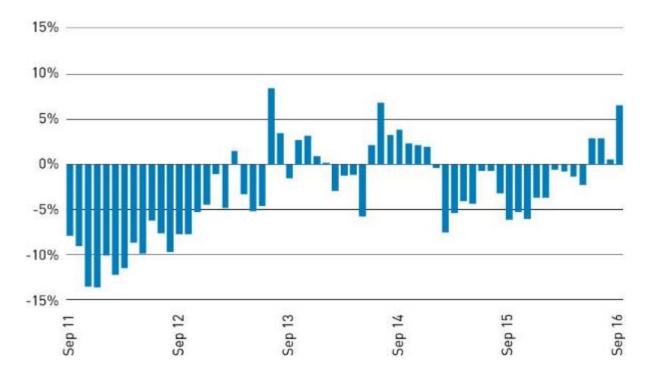


#### **DIVIDEND REFLECTS THE POLICY OF PAYING OUT ALL AVAILABLE FRANKING CREDITS EACH YEAR**





## SHARE PRICE IS TRADING AT A PREMIUM TO NET ASSET BACKING





#### SHARE PRICE RETURN INCLUDING DIVIDENDS AND BENEFIT OF FRANKING CREDITS



#### 10 Year Gross Share Price Accumulation Performance

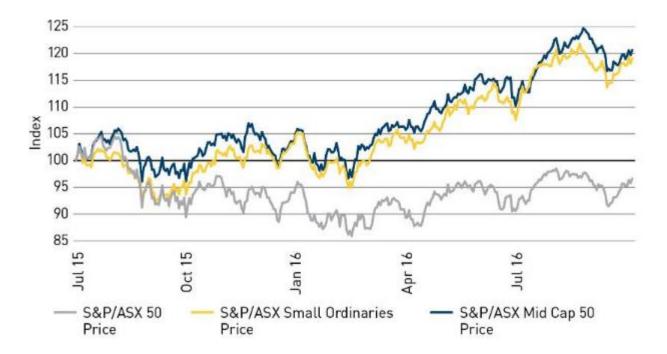
\* Assumes the reinvestment of dividends. This chart calculates the benefit of franking credits at the time dividends are paid for both AMCIL and the index. In practice there is a timing difference between receipt of the dividend and the realisation of the franking benefit in the following tax year.

#### THE MARKET AND PORTFOLIO RETURNS

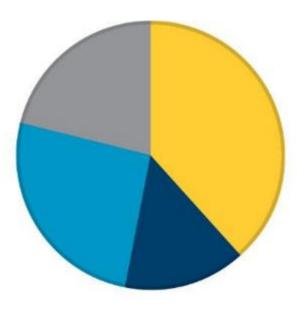




#### OVER LAST FINANCIAL YEAR SMALL AND MID CAP COMPANIES SIGNIFICANTLY OUTPERFORMED THE 50 LEADERS



## THIS HAS ASSISTED AMCIL'S PERFORMANCE GIVEN THE POSITIONING OF THE PORTFOLIO



- Fifty Leaders 38.5%
- Mid Cap 50 14.6%
- Small Ordinaries 26.0%
- Other (outside of Small Ordinaries) 20.9%





#### **PORTFOLIO PERFORMANCE INCLUDING BENEFIT OF FRANKING CREDITS\* – TO 30 SEPTEMBER 2016**



After tax and expenses. Ignores benefits LIC tax credits. \*Assumes an investor can take full advantage of the franking credits.



#### SOME KEY POSITIVE CONTRIBUTORS TO PERFORMANCE OVER THE 12 MONTHS TO 30 SEPTEMBER 2016





### **TOP 20 INVESTMENTS AS AT 30 SEPTEMBER 2016**

Rank	Company	% of Portfolio
1	Brambles	3.7%
2	Lifestyle Communities	3.7%
3	Mayne Pharma Group	3.6%
4	CSL	3.6%
5	Commonwealth Bank of Australia*	3.6%
6	Treasury Wine Estates	3.3%
7	Mainfreight	3.1%
8	Qube Holdings	2.6%
9	ASG Group	2.6%
10	James Hardie Industries	2.5%

\* Indicates that options were outstanding against part of the holding. Note % of Portfolio reflects impact of cash holding at \$14.4 million.



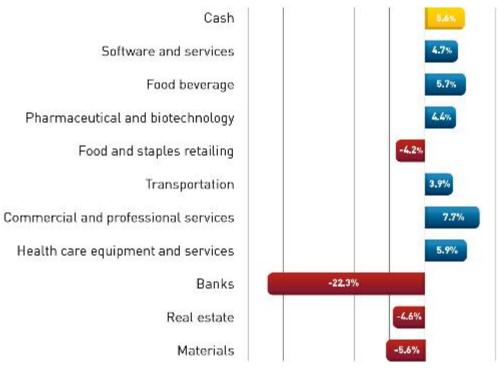
### TOP 20 INVESTMENTS AS AT 30 SEPTEMBER 2016 continued

Rank	Company	% of Portfolio
11	Transurban Group	2.4%
12	Oil Search*	2.4%
13	TPG Telecom	2.3%
14	AMA Group	2.2%
15	Healthscope	2.2%
16	Wellcom Group	2.1%
17	QBE Insurance Group	2.1%
18	Ardent Leisure Group	2.0%
19	Incitec Pivot	2.0%
20	BHP Billiton*	1.8%

• Indicates that options were outstanding against part of the holding. Note % of Portfolio reflects impact of cash holding at \$14.4 million.



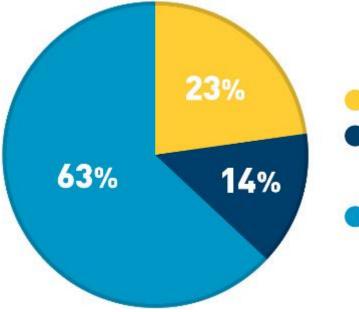
# MAJOR DIFFERENCES FROM THE ASX 200 INDEX – 30 SEPTEMBER 2016





## ALIGNMENT OF INTERESTS IS A FEATURE OF OUR INVESTMENT APPROACH

#### Profile of AMCIL Portfolio\*



- Board owns greater than 20%
- Board owns less than **20%** but, founders running the business with material shareholding

#### Remainder

\*excludes cash.



#### **EXAMPLES OF COMPANIES WHERE WE ARE INVESTING ALONGSIDE THE BUSINESS OWNERS**



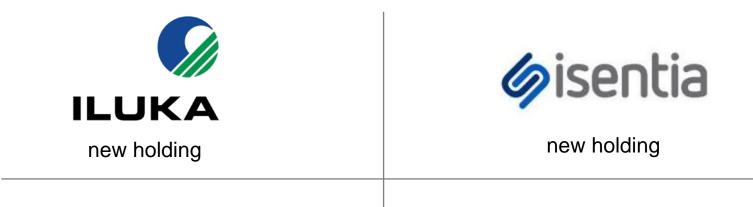








#### **RECENT ADDITIONS**





new holding





#### **RECENT SALES**

- CSG
- Telstra
- Pacific Brands (takeover)
- Adairs
- Japara Healthcare (partial sale)
- Westpac



#### A FEATURE OF THE MARKET HAS BEEN THE LARGE NUMBER OF NEW COMPANIES BEING LISTED (IPO'S)

Investment team has met with over 150 IPO's in the last 5 years.

Of these:

- participated in 16;
- purchased another 7 soon after their listing; and
- still hold 13 of these today.



#### IN ASSESSING THESE IPO'S WE BELIEVE OUR PROCESS HAS WORKED WELL

#### Companies in the portfolio







Healthscope

IDP Education: Open your world



Companies where we did not participate or buy subsequently













### WHAT IS ON OUR MIND

- Growth prospects for many large companies remain subdued.
- Small and Mid cap growth stocks have risen strongly and valuations in many cases looked stretched.
- Interest rate settings are likely to stay low and underpin the market.
- AMCIL will continue to adjust the portfolio as opportunities arise but remains focused on quality with a mid to long term focus.
- Cash is available for any pull backs.



