



8 October 2024

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

Amcil Limited
ABN 57 073 990 735
Level 21, 101 Collins St
Melbourne VIC 3000
T 03 9650 9911
F 03 9650 9100
invest@amcil.com.au
amcil.com.au

Electronic Lodgement

**AMCIL Limited
2024 Annual General Meeting Presentation**

Dear Sir / Madam

The following presentation will be delivered to shareholders at the Company's Annual General Meeting to be held today.

Yours faithfully

A handwritten signature in grey ink, appearing to read 'M. Rowe'.

Matthew Rowe
Company Secretary

Authorised for release by the Company Secretary

**Annual General Meeting
- Presentation**
October 2024



Disclaimer

AMCIL Limited and Australian Investment Company Services Limited (AFSL: 303209) and each of their respective directors, officers and agents (together the *Disclosers*) have prepared the information contained in these materials in good faith. However, no warranty (express or implied) is made as to the accuracy, completeness or reliability of any statements, estimates or opinions or other information contained in these materials (any of which may change without notice) and to the maximum extent permitted by law, the Disclosers disclaim all liability and responsibility (including, without limitation, any liability arising from fault or negligence on the part of any or all of the Disclosers) for any direct or indirect loss or damage which may be suffered by any recipient through relying on anything contained in or omitted from these materials. Any reader is strongly advised to make their own enquiries and seek independent professional advice regarding information contained in these materials.

These materials have been prepared solely for the purpose of information and do not constitute, nor are they intended to constitute advice nor an offer or invitation to any person to subscribe for, buy or sell any shares or any other securities.

Agenda

Our Purpose and Approach

Mark Freeman

Financial Year in Summary

Andrew Porter

Equity Market Conditions

Mark Freeman

Portfolio Performance and Activity

Mark Freeman, Jaye Guy and Gilbert Battistella

Features of the AMCIL Portfolio

Mark Freeman

Outlook

Mark Freeman

Our Purpose and Approach



The Key Unique Benefits of an Investment in AMCIL

The key **unique benefits** of AMCIL are the combination of:



Focused portfolio invested in quality companies where holding size is not determined by the index weighting



Alignment of interests

- ✓ Comparatively low management cost
 - ✓ No performance fees
 - ✓ Equity ownership by directors and staff
-



Tax effectiveness from a low turnover, long term investment approach

A Closer Look at AMCIL's Investment Approach

Attributes of a high-quality company that we seek:

- Unique assets that are hard to replicate or have an Industry leadership position (or developing one)
- Sustainability of competitive advantage
- Not unduly burdened by external risk factors
- Conservative balance sheets (low debt)
- Consistency of earnings
- Run by effective, passionate management with ownership alignment

Why this matters:

- The presence of these factors drives a competitive advantage
- Which leads to high return on capital
- And allows for reinvestment opportunities to drive growth
- Which allows for market share capture – and further enhancement of leadership position
- Which combines to deliver long term shareholder value creation

We seek to buy these companies when we identify long term value and reduce or exit when they no longer meet these characteristics.



Financial Year in Summary

Financial Year in Summary



2024

Profit for
the Year

\$7.5m

\$7.6 million
in 2023

Total Fully
Franked
Dividend
Per Share

2.5¢^{Final}

0.5¢^{Special}

4.0¢[^]
Total

5.0 cents total
in 2023, including
a 1.5 cent special
dividend

2024

Total Portfolio
Return

20.5%
Including franking*

S&P/ASX 200
Accumulation Index
including franking*
13.5%

Management
Expense Ratio

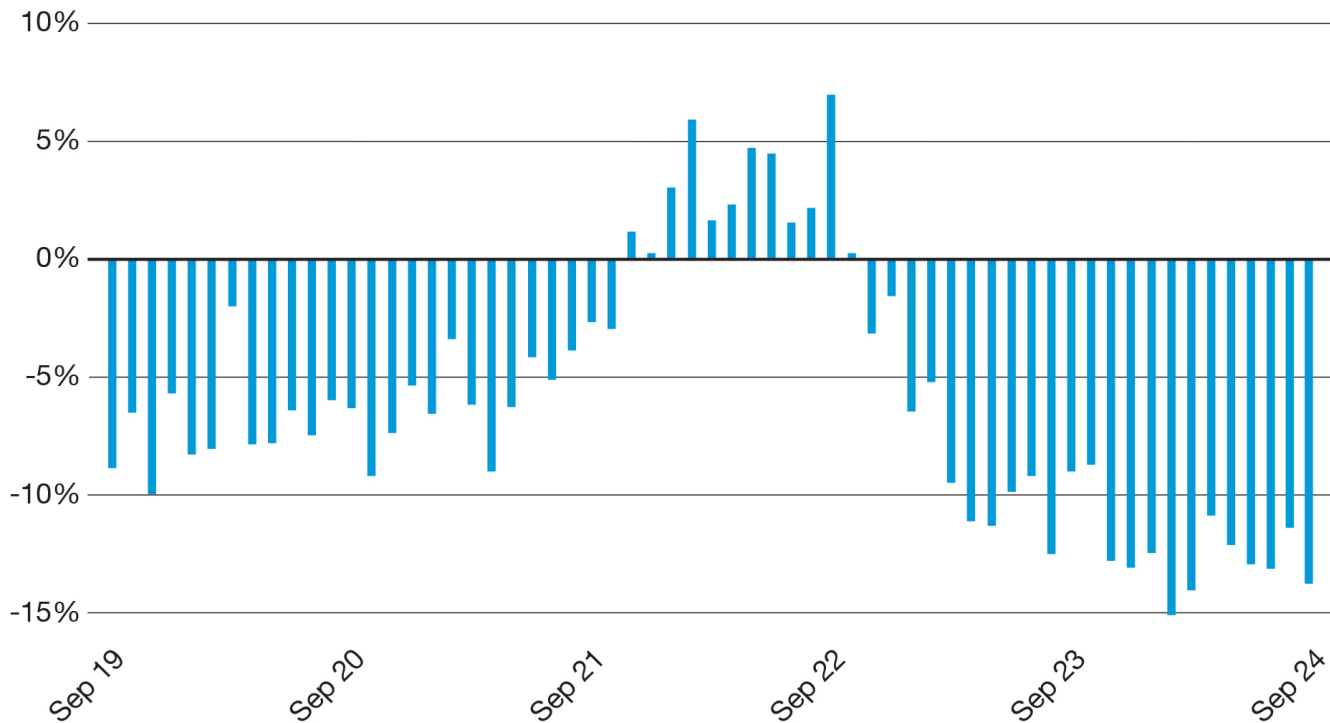
0.56%

0.66% in 2023

*Assumes an investor can take full advantage of the franking credits.

^Includes 1 cent interim dividend.

Share Price Relative to Net Tangible Assets (NTA)



30 September 2024

NTA: **\$1.32**

Share price: **\$1.15**



Equity Market Conditions

Economic growth has been solid, reducing the risk of a recession, however there are now signs of softness in the broader economies.

Consumer spending is slowing.

Employment conditions remain reasonable.

Central Banks shifting towards more neutral / easing bias as inflationary pressures soften.

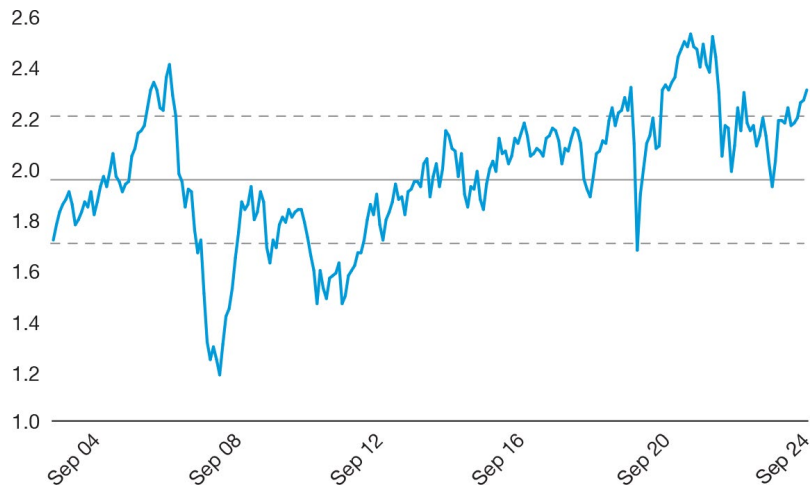
China has announced significant easing measures to stabilise market conditions.

Equity markets look very fully valued.

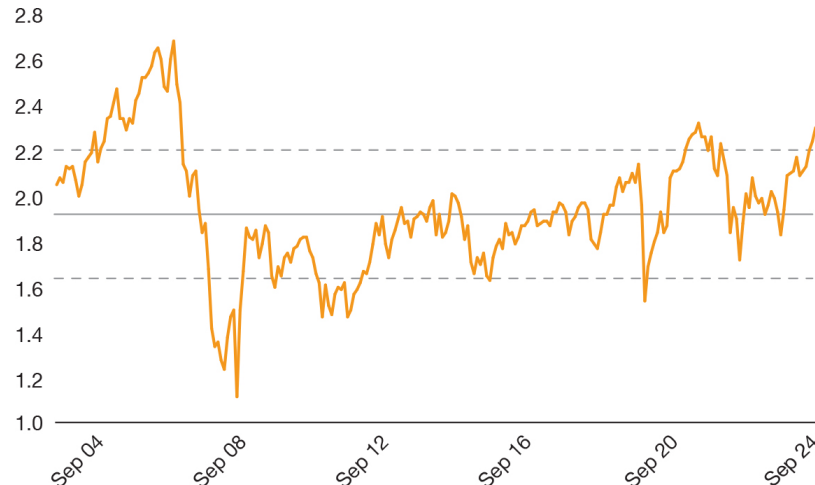
Equity Market Valuations (Australia) – A Long Term Perspective



**S&P/ASX 200
Price / Sales**



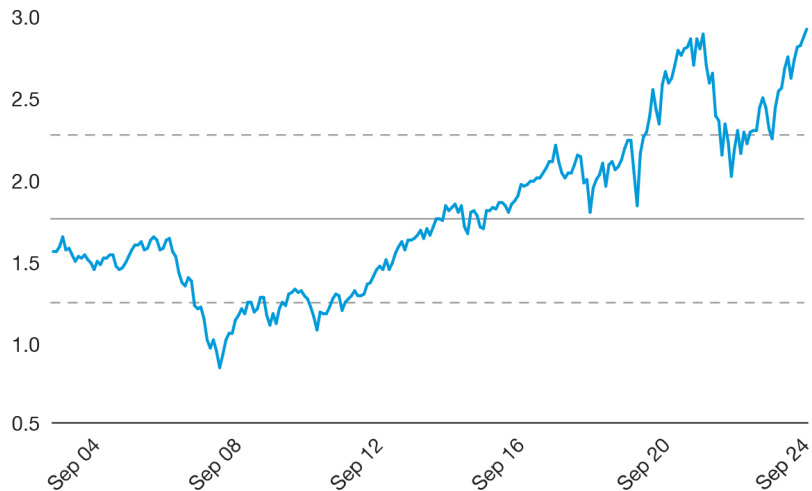
**S&P/ASX 200
Price / Book**



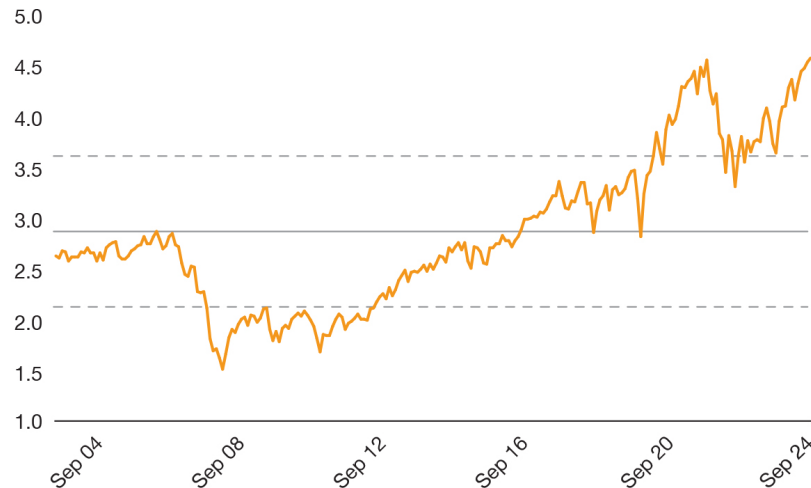
Source: FactSet

Equity Market Valuations (United States) – A Long Term Perspective

**S&P 500
Price / Sales**



**S&P 500
Price / Book**

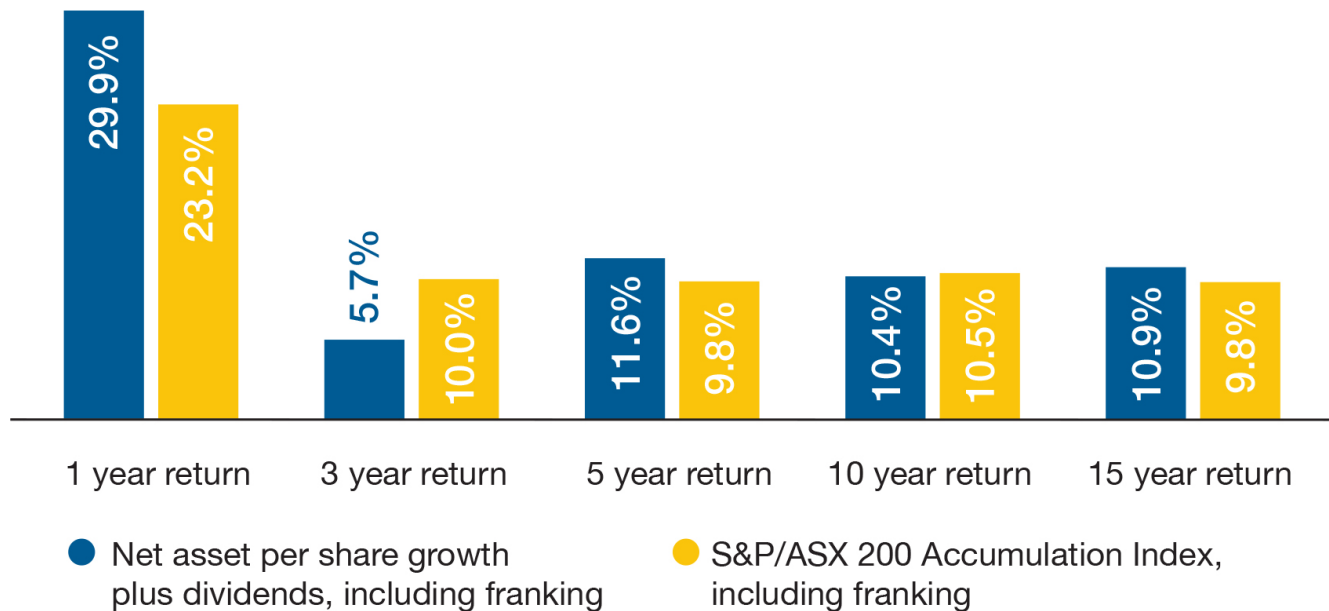


Source: FactSet

A person wearing a dark blue shirt is seated at a desk. Their hands are visible; one hand is using a black calculator with orange buttons, and the other is typing on a silver laptop. The desk also holds a tablet displaying a bar chart and some papers. The background is softly blurred, showing what appears to be a window with natural light.

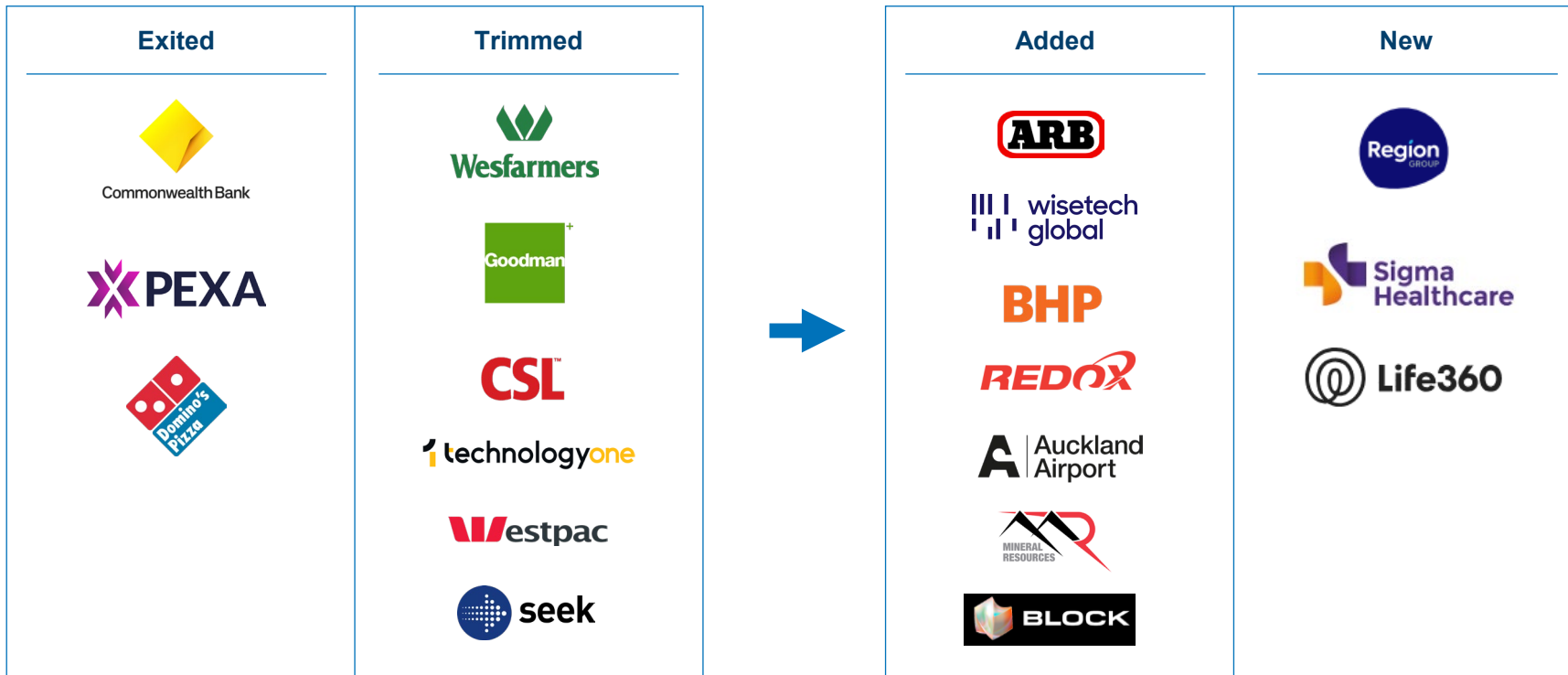
Portfolio Performance and Activity

Portfolio Performance – Per Annum Returns to 30 September 2024



Figures assume an investor can take full advantage of the franking credits.
Past performance is not indicative of future performance.

Recent Portfolio Activity*



* Financial year to date. Transactions greater than \$500,000.

Our Investment Philosophy in Practice

Continue to invest in companies with Income and Quality Stalwart characteristics:



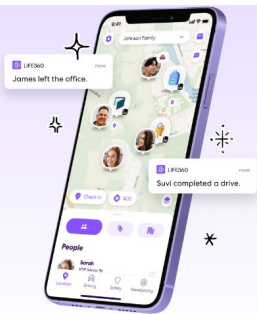
- ✓ New holding
- ✓ Portfolio of high-quality neighbourhood and regional shopping centres
- ✓ Solid balance sheet
- ✓ Earnings set to return to growth
- ✓ Attractive, growing yield



- ✓ Added to existing holding in discounted capital raise
- ✓ Difficult to replace infrastructure asset
- ✓ Freehold land enables precinct wide development
- ✓ Capacity for long term growth

Our Investment Philosophy in Practice

Initiated small positions in companies with long-term growth potential and owner-driver characteristics:



- ✓ Significant and growing global user base
- ✓ Substantial monetisation opportunity
- ✓ Founder led business
- ✓ No debt



- ✓ Potential merger with (founder led) Chemist Warehouse could be transformational
- ✓ Combined company has large growth potential
- ✓ Subject to ACCC approval
- ✓ Attractive industry fundamentals

Our Investment Philosophy in Practice

Trimmed (Wesfarmers) and exited (Commonwealth Bank) positions where we saw excessive valuation:



Price/Earnings Ratio (x)

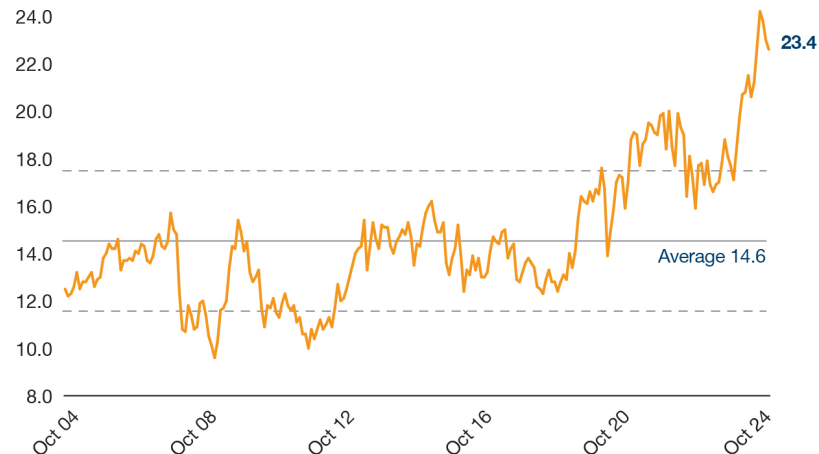


Source: FactSet



Commonwealth Bank

Price/Earnings Ratio (x)



An aerial photograph of a suburban neighborhood. The image shows several houses with varying roof colors (brown, grey, blue) and styles. There are green lawns, mature trees, and a paved road with a curved section. A white text box is overlaid on the left side of the image, containing the text "Features of the AMCIL Portfolio".

Features of the AMCIL Portfolio

AMCIL Top 20 Holdings

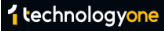
	Company	% of Portfolio	Ownership Period
1	 CSL	8.2%	13 yrs
2	 MACQUARIE BANK	6.0%	7 yrs
3	 BHP	5.1%	21 yrs
4	 Goodman	4.1%	7 yrs
5*	 Wesfarmers	4.7%	5 yrs
6	 CAR Group	4.1%	7 yrs
7*	 macquarie TECHNOLOGY GROUP	4.0%	5 yrs
8	 Mandirect	4.0%	9 yrs
9	 ARB	3.9%	14 yrs
10*	 Transurban	3.9%	15 yrs

	Company	% of Portfolio	Ownership Period
11*	 James Hardie	3.0%	13 yrs
12*	 ResMed	2.9%	5 yrs
13*	 Westpac	2.8%	3 yrs
14*	 netwealth	2.6%	3 yrs
15*	 Equity Trustees	2.5%	7 yrs
16	 reece	2.2%	7 yrs
17*	 nab	2.2%	2 yrs
18*	 REA Group	2.0%	5 yrs
19	 gentrack	1.9%	1 yr
20*	 ALS	1.9%	2 yrs

* Note: have been held previously by AMCIL.

Portfolio Well Positioned For The Future

AMCIL's portfolio is well placed to navigate a wide range of economic outcomes:

Growth					Stalwart	Income
						
						
						
						
						
						
						

Earnings growth becoming more challenging.

The ASX200 index trading at all time highs.

Valuations appear full (against long term metrics).

Shift in Central Bank policy settings (more neutral/easing) as inflationary pressures soften.

The portfolio is well positioned to weather portfolio volatility with a focus on quality companies:



Aligned management
teams



Earnings growth drives
share prices in the long term



Strong balance sheets
creates resilience

