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7 October 2021

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

Electronic Lodgement

AMCIL Limited
2021 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

Matthew Rowe
Company Secretary

Authorised for release by the Company Secretary

Annual General Meeting 2021 - Presentation

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Our Purpose and Approach

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Annual General Meeting 2021

AMCIL

AMCIL – Our Purpose and Approach

Purpose

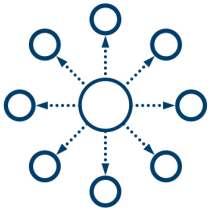
To deliver returns from Australian and New Zealand equities which exceed the market over the medium to long term through strong capital growth and the generation of fully franked dividends.

Approach

High Quality Companies

Above Market Growth

Invest with Conviction



Focused Portfolio but Diversified

Both Larger & Smaller Companies

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AMCIL's Investment Approach

Focus on investing in quality companies that can grow over the long term.

High Quality companies:

- Have a leadership position in their industry (or developing one)
- Have a sustainable competitive advantage and/or unique assets
- Reinvest to defend and enhance their position
- Deliver returns (ROIC) above their cost of capital
- Have conservative balance sheets (low debt)
- Run by passionate management who are good stewards of capital, often owner/drivers who have a deep understanding of the industry and their business

Growing over the long term:

- Large market opportunity
- Ability to take market share
- Preference for consistency of earnings growth

We seek to buy these companies when we identify long term value

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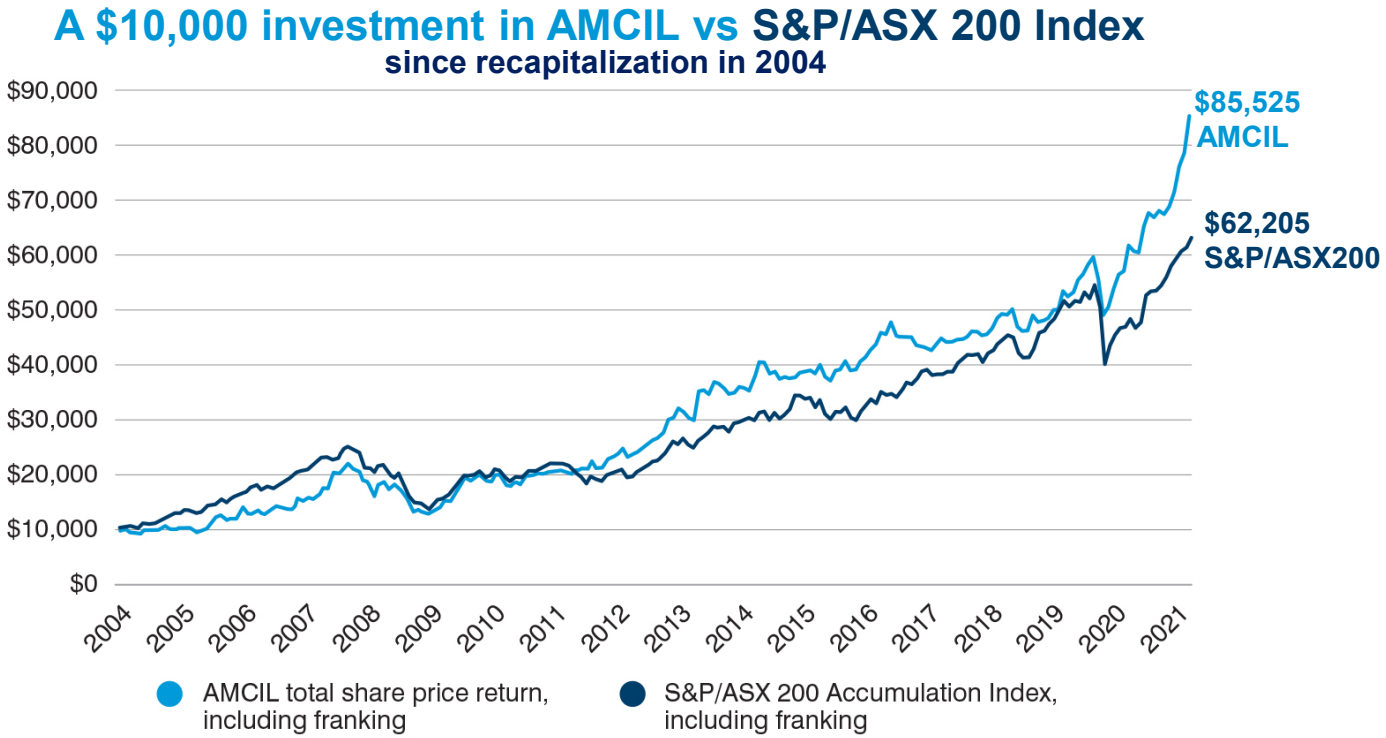
AMCIL share price performance



AMCIL's share price growth plus dividend series is calculated after management fees, income tax and capital gains tax on realised sales of investments. It should also be noted that the index returns for the market do not include the impact of management expenses and tax on their performance.
Figures assume an investor can take full advantage of franking credits distributed. Past performance is not indicative of future performance.

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ESG is integrated into our investment framework

Approach to Environmental, Social and Governance (ESG) factors

- Assessment of ESG risk factors is an important part of our investment process as the sustainability of a business is a key input in our assessment of a company.
- As a long-term investor, we seek to invest in companies that have strong governance and risk management processes, which includes consideration of environmental and social risks.
- We regularly review companies to ensure ongoing alignment with our investment framework.

Engagement with companies

Voting on resolutions is one of the key functions that a shareholder has in ensuring better long-term returns and management of investment risk:

- We conduct our own evaluation of the merits of any shareholder resolution and also take input from proxy advisors.
- We vote on all company resolutions as part of our regular engagement with companies.
- We actively engage with companies when we have concerns those resolutions are not aligned with shareholders' interests.

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Board Members

Significant experience as directors, executives and investors in ASX listed Companies.

Rupert Myer AO
Chairman and Independent Non-Executive Director

Mark Freeman
Managing Director

Jodie Auster
Independent Non-Executive Director

Roger G Brown
Independent Non-Executive Director

Michael J Hirst
Independent Non-Executive Director

Siobhan L McKenna
Independent Non-Executive Director

Jon Webster AM
Independent Non-Executive Director

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Investment Team – *over 100 years of ASX investing experience*

Kieran Kennedy
Portfolio Manager

Olga Kościuczyk
Investment Analyst

Jaye Guy
Investment Analyst

David Grace
Portfolio Manager

Brett McNeill
Portfolio Manager

Nga Lucas
Investment Analyst

Stuart Low
Investment Analyst

Jeremy Moore
Dealer

Nicky Sun
Graduate Investment Analyst

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Financial Results

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Financial Year in Summary

	2021		
Profit for the Year	$6.8m		Up 13.6% from 2020
Total Fully Franked Dividend	2.5¢ Final 2.0¢ Special	4.5¢ Total	2.5 cents total in 2020
Total Portfolio Return	31.8% Including franking*		S&P/ASX 200 Accumulation Index including franking* 29.1%

	2021	
Total Shareholder Return	35.2%	Share price plus dividend including franking*
Management Expense Ratio	0.56%	0.66% in 2020
Total Portfolio	$382.8m	Including cash at 30 June. $278.8 million in 2020

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

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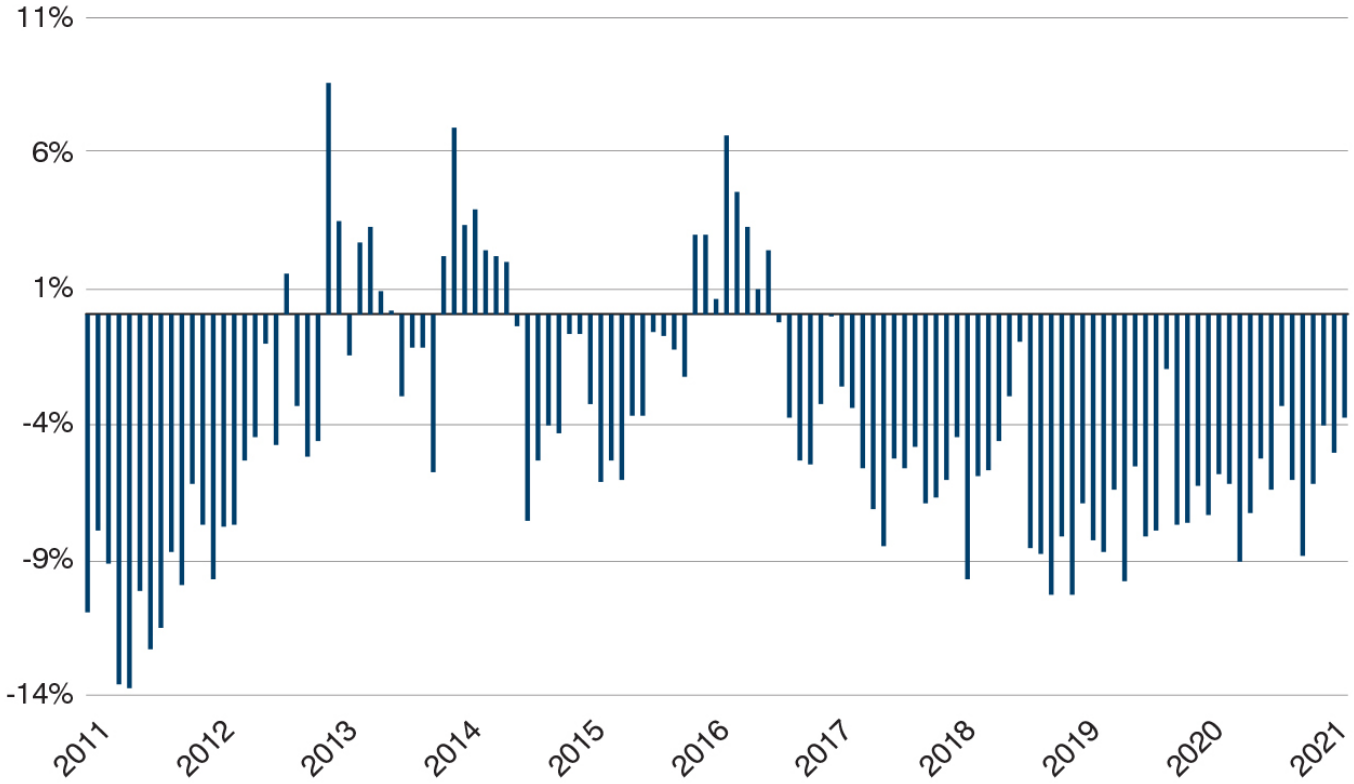
Share price premium/(discount) to NTA



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Portfolio attributes and performance

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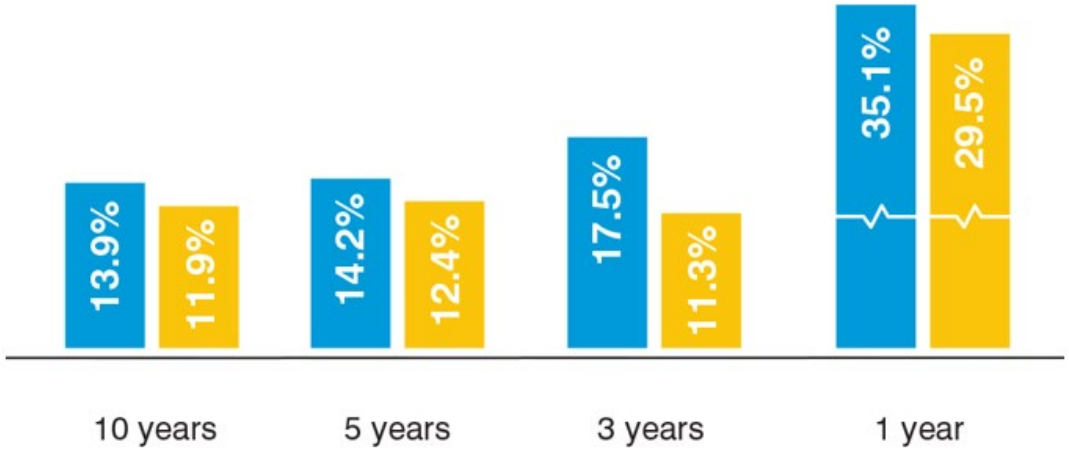
Portfolio Performance to 31 August 2021*



- Net asset per share growth plus dividends, including franking
- S&P/ASX 200 Accumulation Index including franking

* Assumes an investor can take full advantage of the franking credits. AMCIL's portfolio return is also calculated after management fees, income tax and capital gains tax on realised sales of investments. It should be noted that Index returns for the market do not include management expenses or tax.

Past performance is not indicative of future performance.

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The key unique benefits of an investment in AMCIL

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

Consistency of long-term returns

Alignment of interests
- ✓ Comparatively low management cost
- ✓ No performance fees

Tax effectiveness from a low turnover, long term investment approach

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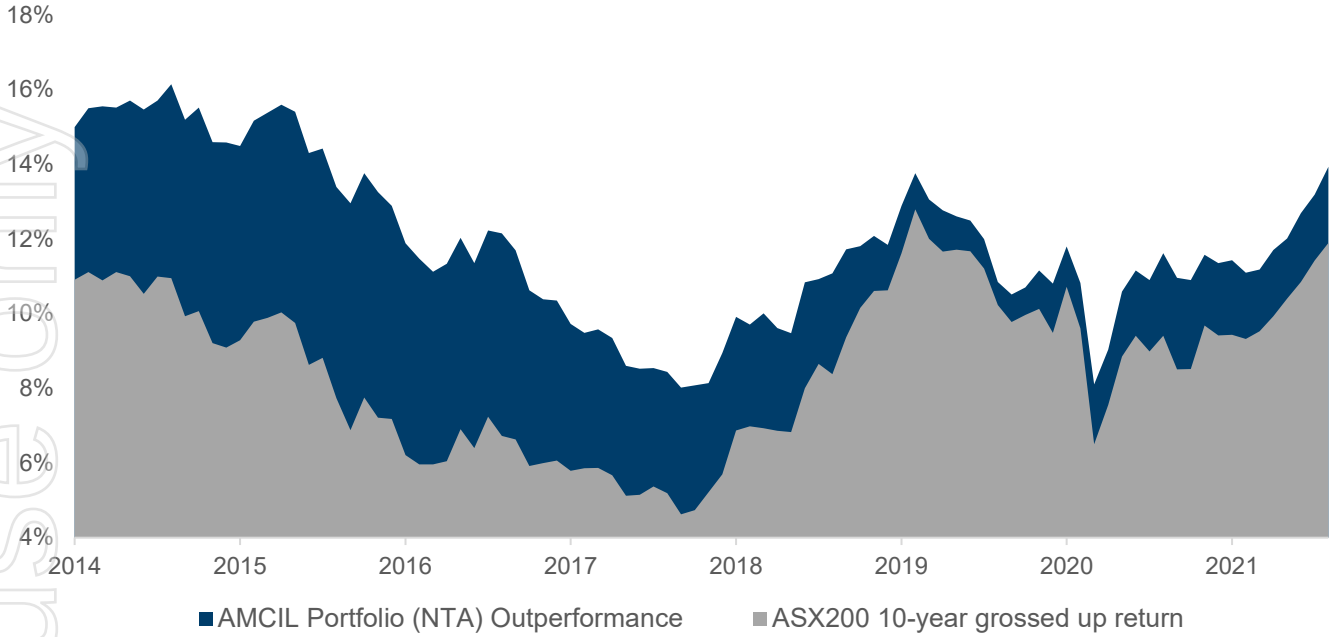
Consistency of portfolio returns

AMCIL 10 Year Performance History – Benchmark and Outperformance Contribution



A $10,000 investment made 10 years ago (August 2011) **would be worth:**

~ $31,000 if invested in the **ASX200**

~ $37,000 if invested in AMCIL portfolio (NTA)

AMCIL's share price growth plus dividend series is calculated after management fees, income tax and capital gains tax on realised sales of investments.
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Figures assume an investor can take full advantage of franking credits distributed.
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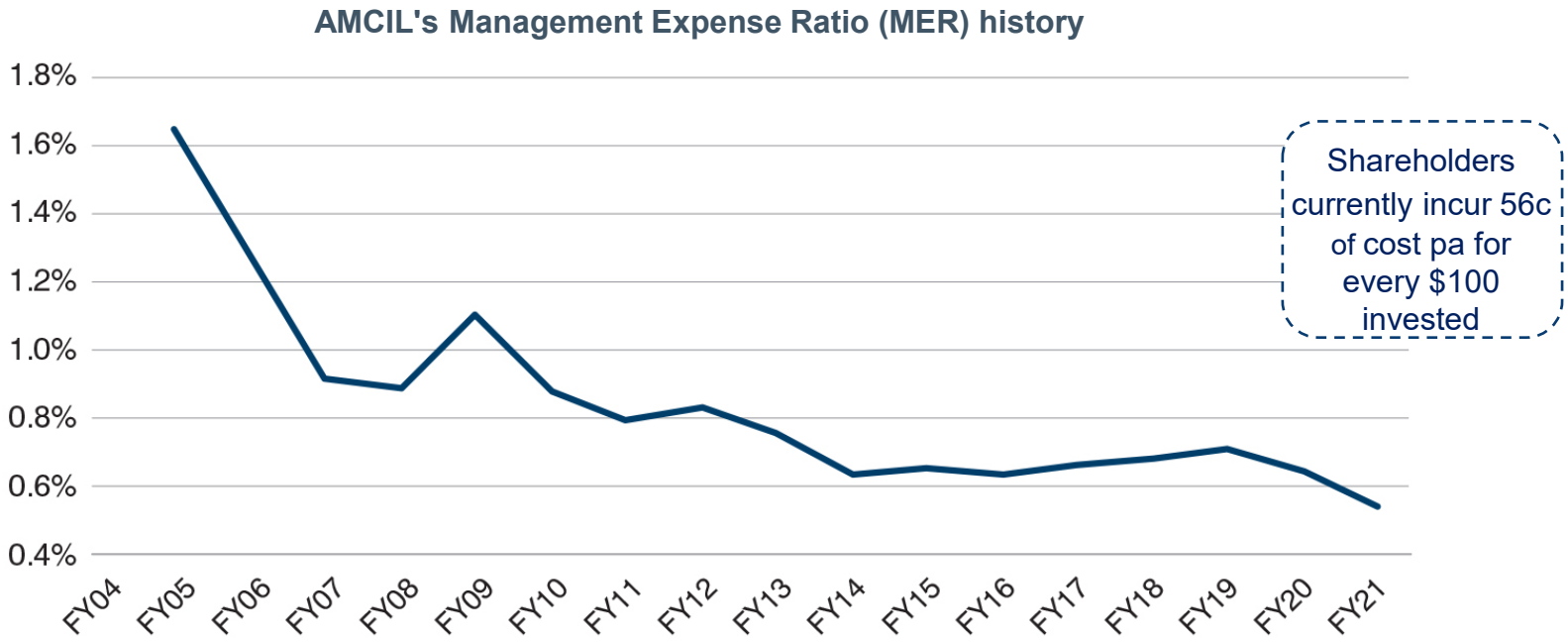
Management Expense Ratio (MER)

Shareholders fully enjoy the cost efficiencies arising from our long term investment gains.



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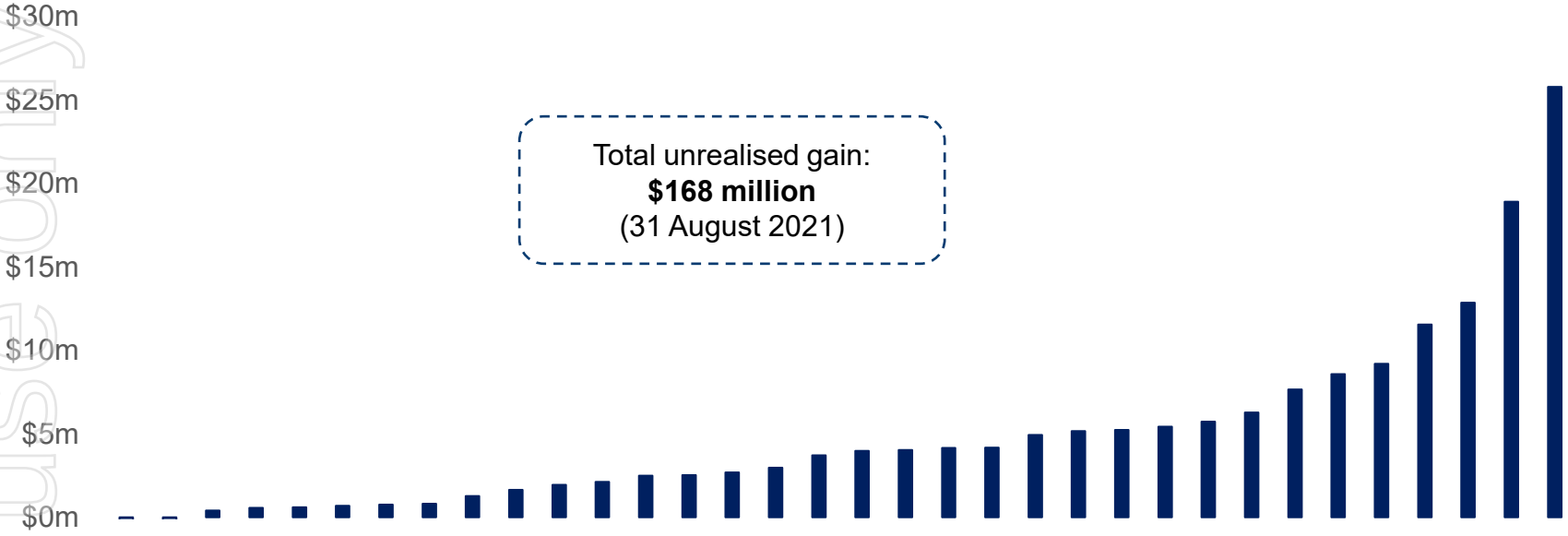
Tax effectiveness

We manage the portfolio with a tax inclusive mindset - crystallising gains creates a tax drag.

AMCIL Investment Portfolio Unrealised Gains/Losses



Total unrealised gain:
$168 million
(31 August 2021)

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Current Portfolio Perspectives

- Sector diversification
- Company size diversification
- Performance from emerging companies
- Market leadership in the portfolio
- Contributors to strong recent performance
- Recent material transactions

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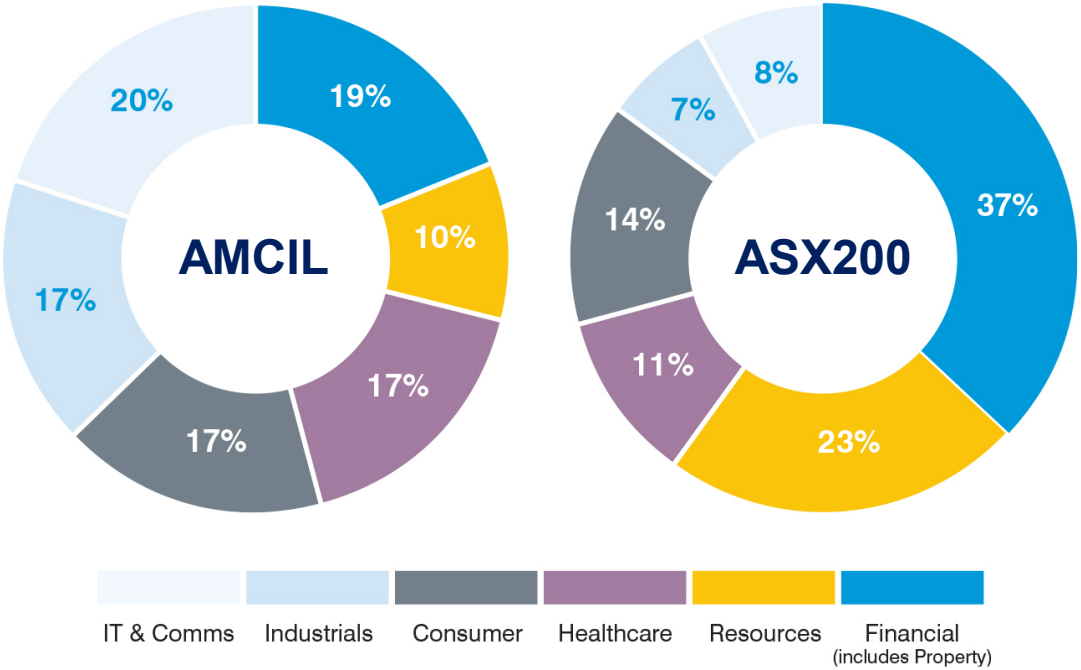
Sector diversification

A spread of high quality businesses across different sectors helps us remain long term in our focus.



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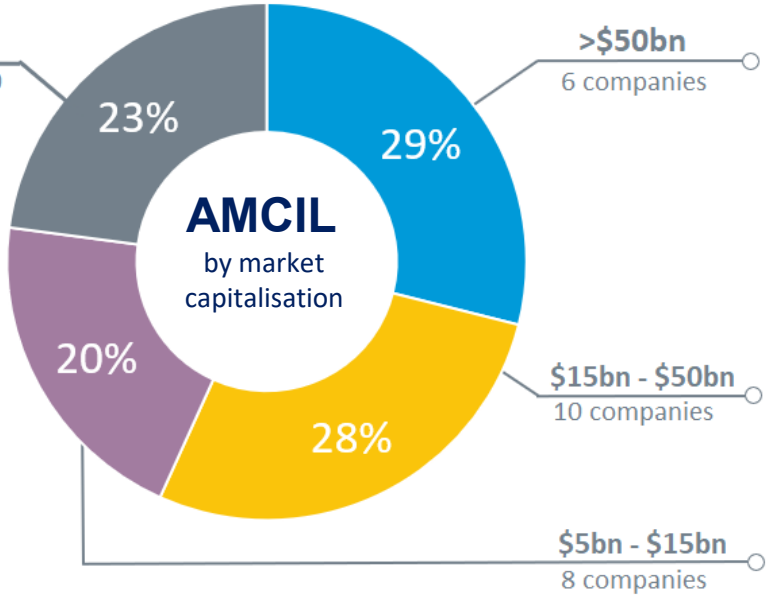
Size diversification, smaller companies

Companies with a market capitalisation of less than $5 billion

A $1,000 investment in AMCIL has $230 in these high quality companies, while a $1,000 investment in the ASX200 index has only $4 exposure.

FINEOS
macquarie TELECOM
Equity Trustees
Objective
ARB
iress
PEXA
Breville
TEMPLE & WEBSTER
Beamtree



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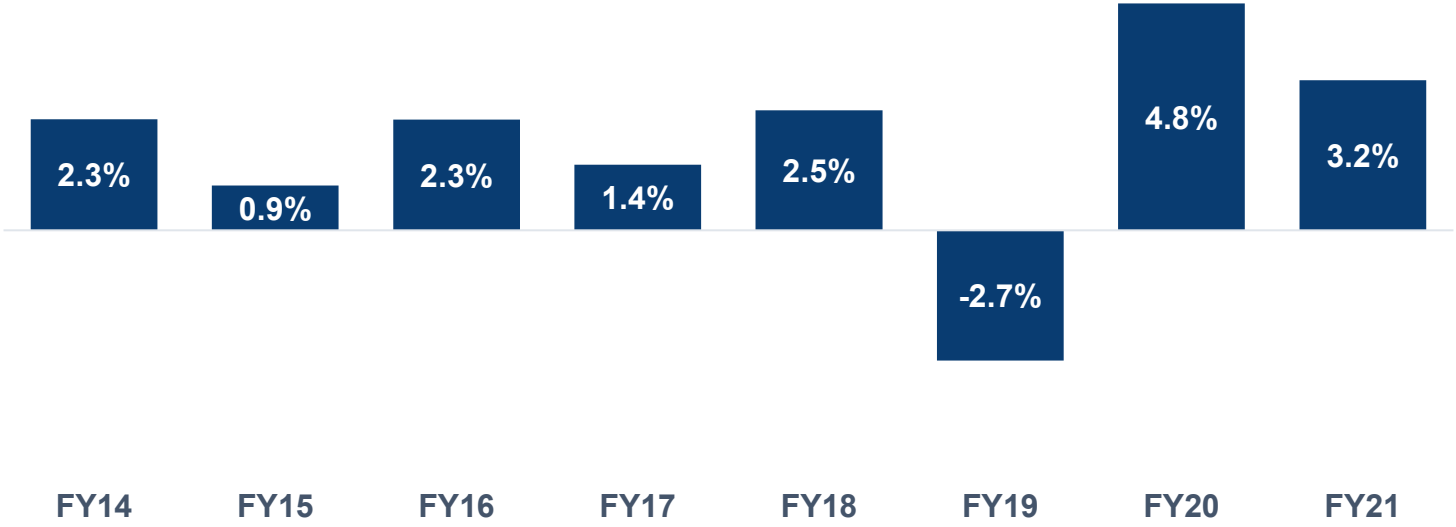
Contribution to AMCIL performance from Non-index holdings

AMCIL has delivered consistently positive excess returns from holdings that are not in the ASX200 benchmark.
15% of the AMCIL portfolio is currently invested in companies that are not in the index.



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AMCIL invests in current and emerging market leaders

20% Leading and emerging consumer brands

14% High quality infrastructure assets

4% Leading online classifieds

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AMCIL invests in current and emerging market leaders

16% Global healthcare businesses

11% Global owner driver businesses

4% Platforms with dominant share

9% Emerging software providers to key sectors

Financial | Insurance | Government | Healthcare

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Major contributors to strong recent performance

	Cost	Value	Long term Perspective
MAINFREIGHT	$5.0m	$30.8m	Recent results providing confidence that Mainfreight's culture led service differentiation is gaining traction in much larger US and European markets.
ARB 4X4 ACCESSORIES	$4.6m	$16.1m	Very large opportunity in global markets, especially in the US with large OEM (Ford USA) deals and ARB branded store rollout commencing.
James Hardie	$3.9m	$13.1m	Early progress in moving to a market leading consumer brand (attracting higher margins) has been encouraging and will be supportive for growth.
Goodman	$8.8m	$14.0m	Long term growth underpinned by a high-quality industrial property portfolio and substantial development pipeline in a sector supported by e-commerce tailwinds.

Valuation at 31st August 2021

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Recent material transactions

Exited

Brambles

QUBE

seek

Trimmed

reece

Objective

Investments

FINEOS

ASX

PEXA

TEMPLE & WEBSTER

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Portfolio outlook

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Portfolio Outlook

	Equity markets	Portfolio
Short term (1-2 years)	Valuations are elevated but are supported by: ○ ample liquidity and ○ a lack of attractive investments as an alternative to equities.	Strong recent performance of several holdings may dampen near term portfolio returns, our focus remains long term.
Longer term (3 years and beyond)	Elevated valuations are likely to lower future equity market returns vs recent experience.	We remain confident in the relative return potential of our portfolio of high-quality companies.

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