

Djerriwarrh Investments Limited ABN 38 006 862 693

Level 21, 101 Collins Street Melbourne Victoria 3000 GPO Box 2114 Melbourne Victoria 3001

Telephone (03) 9650 9911
Facsimile (03) 9650 9100
Email invest@djerri.com.au
Website www.djerri.com.au

#### 11 October 2010

The Manager Company Announcements Office Australian Securities Exchange Exchange Centre Level 4 20 Bridge Street Sydney NSW 2000

**Electronic Lodgement** 

#### Djerriwarrh Investments Limited Shareholder Information Meetings

Dear Sir or Madam

Please find attached the presentation being given to shareholders at the Shareholder Information Meetings being held during October 2010.

Yours faithfully,

Simon Pordage Company Secretary



## Shareholder Meetings

October 2010 - Presentation

#### Disclaimer

Djerriwarrh Investments Limited, their related entities 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.

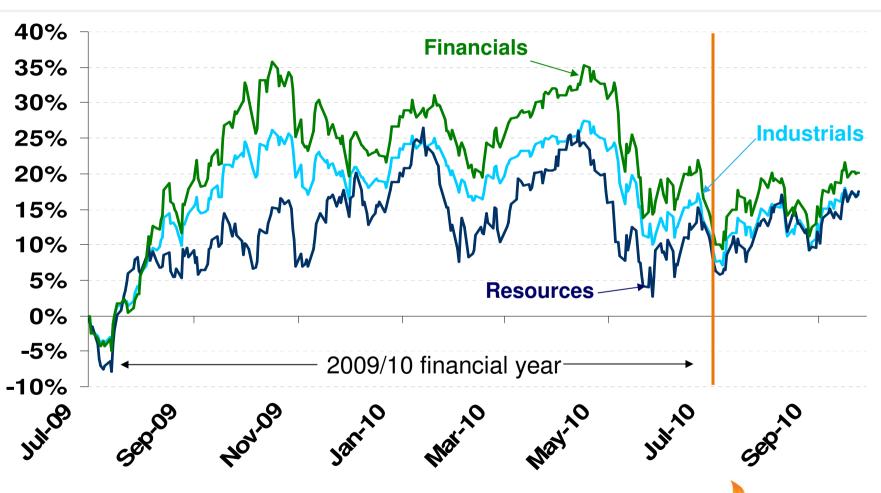


## Australian Equities – A Long Term View



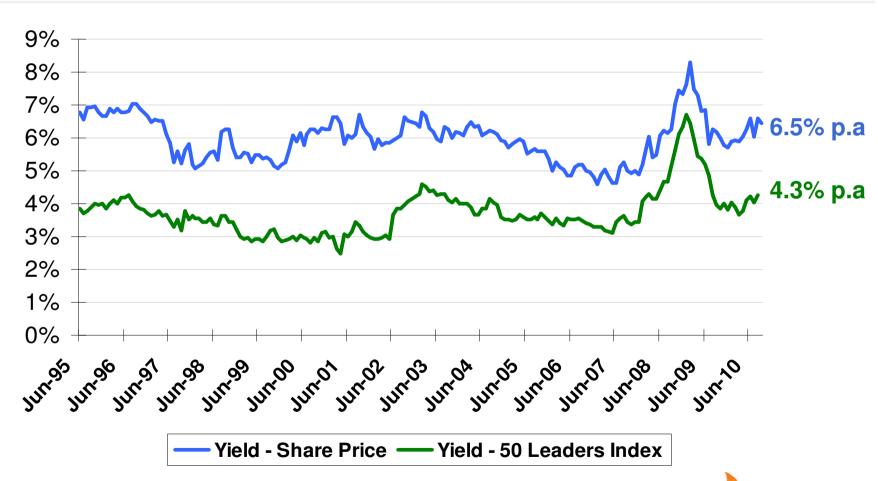


### Industry Sector Returns Since 1 July 2009





#### Djerriwarrh Yield vs. Market Yield





#### A Call Option

#### **Buyer:**

Pays for the right to buy shares, if they choose, at a fixed price for a period into the future



#### Seller/Writer

Paid for being prepared to sell stock, if asked, at a fixed price for a period into the future



## Summary of Results

|  | FY10<br>\$m | FY09<br>\$m |
|--|-------------|-------------|
| Income   | 53.8        | 72.9        |
| Operating Expenses                             | (2.9)       | (2.9)       |
| Income Tax                                     | (3.5)       | (7.9)       |
| Net Operating Profit                           | 43.7        | 55.2        |
| Net capital losses on investments <sup>^</sup> | (18.7)      | (24.5)      |
| Profit for the Year                            | 25.0        | 30.7        |

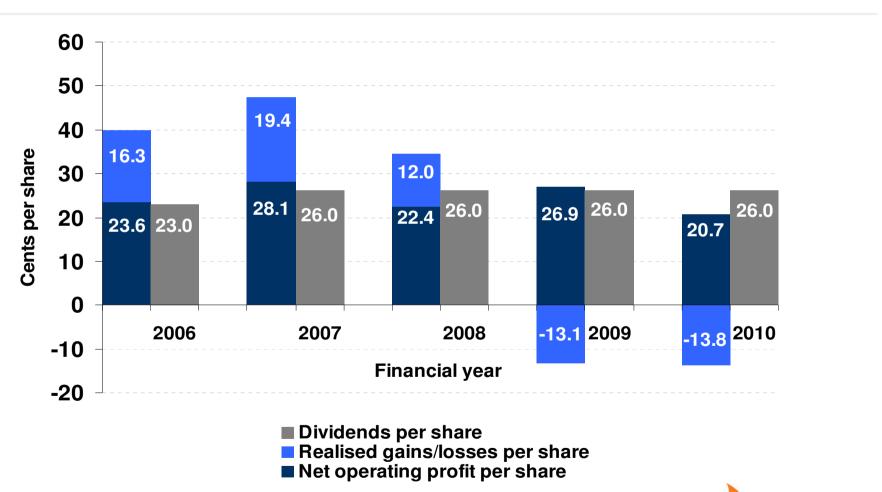
#### Key factors:

- Reduced level of dividends received
- Reduced size of Trading Portfolio
- Option Income down from record level
- Convertible notes redeemed/converted
- Costs held flat



<sup>^</sup> Includes realised capital losses up to 7 Dec. 2009

#### Earnings Per Share vs. Dividends Per Share



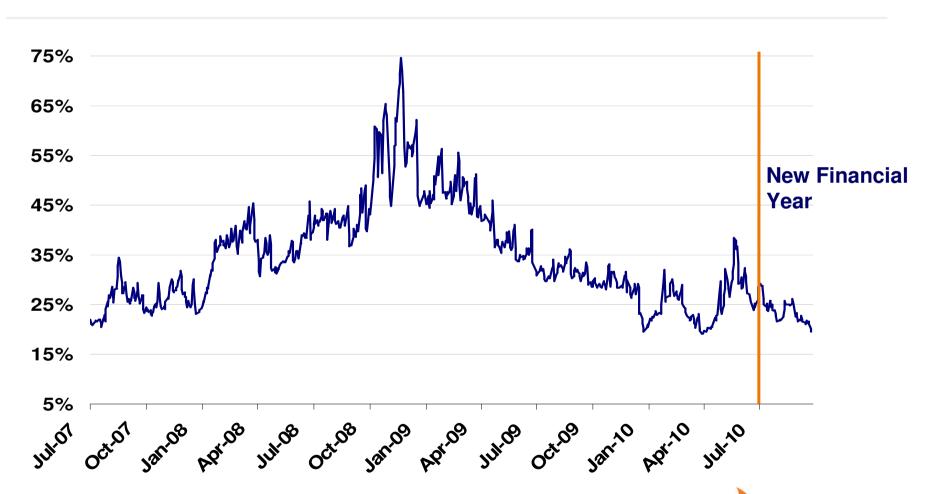


#### **Profits and Dividends**

- Dividends received are down from previous peaks. Some recovery in dividends is expected
- Option writing and trading portfolio activities also affect profit
- Djerriwarrh uses reserves to partially fund dividends
- Continued use of reserves is subject to availability
- Store of franking credits is the key factor



## Volatility has fallen dramatically from its peak at the height of the financial crisis





# Interest rates are rising which means higher option premiums





# Options coverage has increased since the end of the financial year



### Trading Portfolio has been gradually increasing



### Call Option for QBE – Written 1 July

Purchased shares @\$17.72 Sold November \$19.50 call options

- > 37 cents received for the option
- ▶ 62 cents dividend in August

#### Returns:

Option expires - return of 13% annualised (based on \$17.72 share price)

Option exercised for dividend – return of 81% annualised Option exercised at expiry – return of 39% annualised



#### **QBE Share Price**





#### **Telstra Share Price**





# Djerriwarrh's Investment Structure – 30 September 2010

- Long Term Investment portfolio:
  - > A\$773.6 million
  - Approximately 50 securities
- Trading portfolio:
  - > A\$15.0 million or 1.9%
  - Short term positions
- Borrowings of \$50.0 million hedged to 2013 (approx 5.29% p.a.)
- Cash of \$27.0 million



## What we have been doing since the start of the new Financial Year

- Increased call option coverage to replace contracts which expired at financial year end and to take advantage of the rising market
- Look for "buy and write" opportunities in selected high yielding stocks – ANZ Bank, Commonwealth Bank, QBE and Wesfarmers
- Participated in selected discounted placements Boral and Eastern Star Gas
- Continued exit of small holdings



## Top 20 Holdings – 30 Sept. 2010

|    |   |                                       | \$m  | % of portfolio (excl. cash) |
|----|---|---------------------------------------|------|-----------------------------|
| 1  | * | BHP Billiton                          | 97.5 | 12.5%                       |
| 2  | * | Westpac Banking Corporation           | 71.7 | 9.2%                        |
| 3  | * | Commonwealth Bank of Australia        | 53.5 | 6.8%                        |
| 4  | * | Australia & New Zealand Banking Group | 47.4 | 6.1%                        |
| 5  | * | National Australia Bank               | 44.3 | 5.7%                        |
| 6  | * | Woodside Petroleum                    | 40.3 | 5.1%                        |
| 7  | * | Telstra Corporation                   | 34.7 | 4.4%                        |
| 8  | * | Oil Search                            | 31.6 | 4.0%                        |
| 9  | * | Rio Tinto                             | 22.4 | 2.9%                        |
| 10 | * | QBE Insurance Group                   | 21.9 | 2.8%                        |



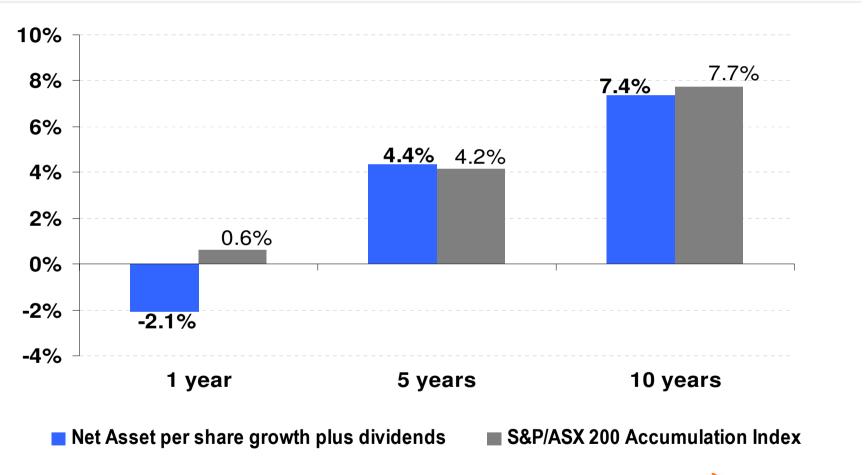
<sup>\*</sup> Indicates that options were outstanding against part or all of the holding

## Top 20 Holdings continued – 30 Sept. 2010

|        |  | \$m   | % of portfolio (excl. cash)      |
|--------|--|-------|----------------------------------|
| 11 *   | Santos   | 21.6  | 2.8%                             |
| 12 *   | Woolworths   | 20.9  | 2.7%                             |
| 13 *   | Transurban Group   | 20.4  | 2.6%                             |
| 14 *   | AMP  | 18.1  | 2.3%                             |
| 15 *   | Brambles   | 18.0  | 2.3%                             |
| 16 *   | West Australian Newspapers Holdings                      | 16.5  | 2.1%                             |
| 17     | Hastings Diversified Utilities Fund                      | 16.5  | 2.1%                             |
| 18 *   | Wesfarmers (a)   | 15.4  | 2.0%                             |
| 19 *   | Origin Energy  | 15.1  | 1.9%                             |
| 20     | AXA Asia Pacific Holdings                                | 13.2  | 1.7%                             |
|        |  | 641.0 |                                  |
| -      | 20 holdings represent 82% of total holdings luding cash) | n     | ıerrıwarrh                       |
| (a) In | cludes \$4.2m WESN partially protected securities        | AUS   | TRALIAN EQUITIES, ENHANCED YIELD |

<sup>\*</sup> Indicates that options were outstanding against part or all of the holding

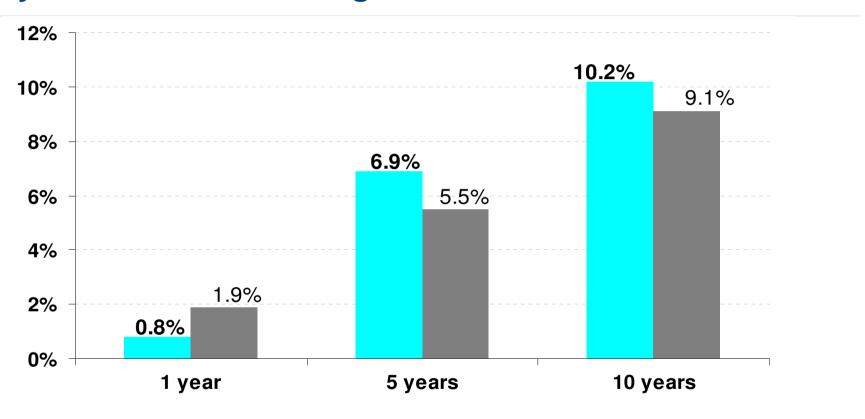
## Annualised Portfolio Returns\* to 30 Sept. 2010



<sup>\*</sup> After tax and expenses. Ignores benefits of franking and LIC tax credits



# Annualised Portfolio Returns\* to 30 Sept. 2010 – Adjusted for Franking Credits



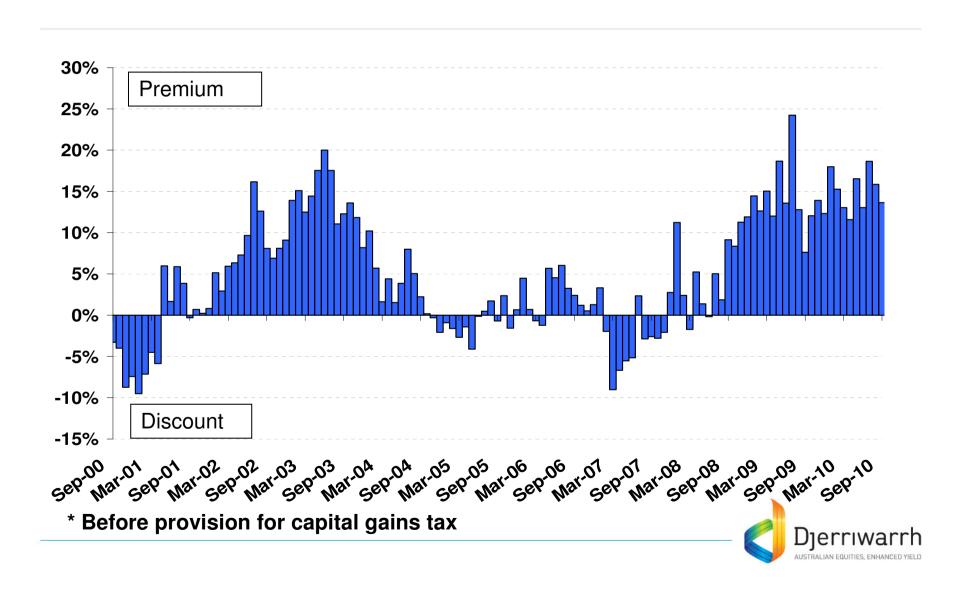
Net Asset per share growth plus dividends



■ S&P/ASX 200 Accumulation Index

<sup>\*</sup> After tax and expenses. Ignores benefits of LIC tax credits

### Share Price Relative to Net Asset Backing\*

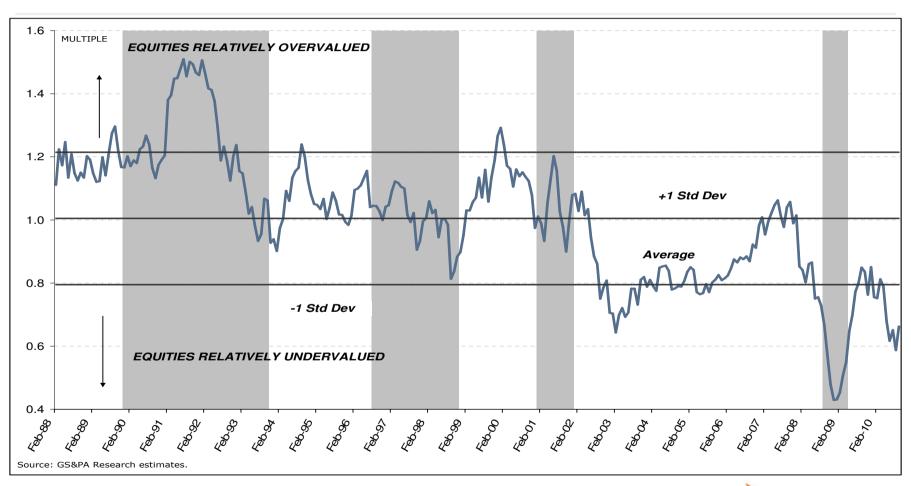


#### Outlook

- Large disparity in outlook amongst economic forecasters
- China and emerging market growth vs. concerns about outlook for the US/Europe
- Australian economy strong, although prospect of higher interest rates, inflation and A\$ may dampen growth in sectors other than resources
- Option coverage likely to remain high. Continue to focus on high yield through buy/write activity and investing in companies with strong annuity type dividends



## All Industrials – Valuation of Equities Relative to Bonds\*



<sup>\*</sup> Multiple of Bond Yield to Equity Earnings Yield





# Shareholder Meetings

October 2010