



28 March 2022

The Manager
ASX Market Announcements
Australian Securities Exchange
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Electronic Lodgement

Mirrabooka Investments Limited Teleconference/ Webcast Presentation

Dear Sir / Madam

Please find attached the presentation to be given at the Shareholder Teleconference being held today, **Monday 28 March 2022 at 1.30pm (AEDT)**.

To join the webcast please use the below link.

<https://edge.media-server.com/mmc/p/nz55yt2b> (This link will open directly in your internet browser).

Alternatively to join via the teleconference, please use the details below:

Telephone: 1800 175 864 (free call within Australia)
1300 212 365 (mobile, free call within Australia)
+61 2 8373 2850 (outside Australia)
Conference ID: 9457077

Joining the Conference Call:

1. In the 10 minutes prior to the call start time, call the appropriate dial-in number.
2. Enter the Event Plus passcode **9457077**, followed by the pound or # key and leave any information requested after the tone. You will be joined automatically to the conference. During the call you can indicate if you would like to ask a question by pressing (*1) on your telephone keypad and wait for your name to be announced. International Dial-In Numbers will be available via the Company's website.

The presentation will be available under the News section of the Company's website www.mirra.com.au.

Yours faithfully

Matthew Rowe
Company Secretary

ASX Release authorised by the Company Secretary



MIRRABOOKA
Investments Limited

Shareholder Meeting 28 March 2022

Agenda

- (1) Our Objectives and Approach – Mark Freeman
- (2) Result Summary – Geoff Driver
- (3) Portfolio performance and equity market conditions – Kieran Kennedy
- (4) Features of the Mirrabooka portfolio and recent investment activity – Kieran Kennedy, Stuart Low
- (5) Portfolio Outlook – Kieran Kennedy
- (6) Concluding remarks – Kieran Kennedy

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Objectives

Investment Objectives

The Company aims to provide medium to long term investment gains through holding core investments in selected small and mid sized companies.

To provide attractive fully franked dividend returns.

Our approach

What We Look For When Investing

Business Quality

Attractive, sustainable return on capital prospects

No impediments to continued growth

Financial Strength

Balance sheet providing resilience and reinvestment potential

Returns supported by cash flow

Management

Act like a substantial shareholder, and often are

Experienced, effective, passionate

Approach to Managing the Portfolio

Buy with a medium to long term view

Pay fair value for quality, wary of overpaying

Holdings often grow with increased conviction or price dips

Sell when investment case adversely changes

Monitor holdings for excessive valuations to manage risk

Maintain a spread of holdings; enhancing consistency of returns

Key benefits

The key **unique benefits** of Mirrabooka 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.

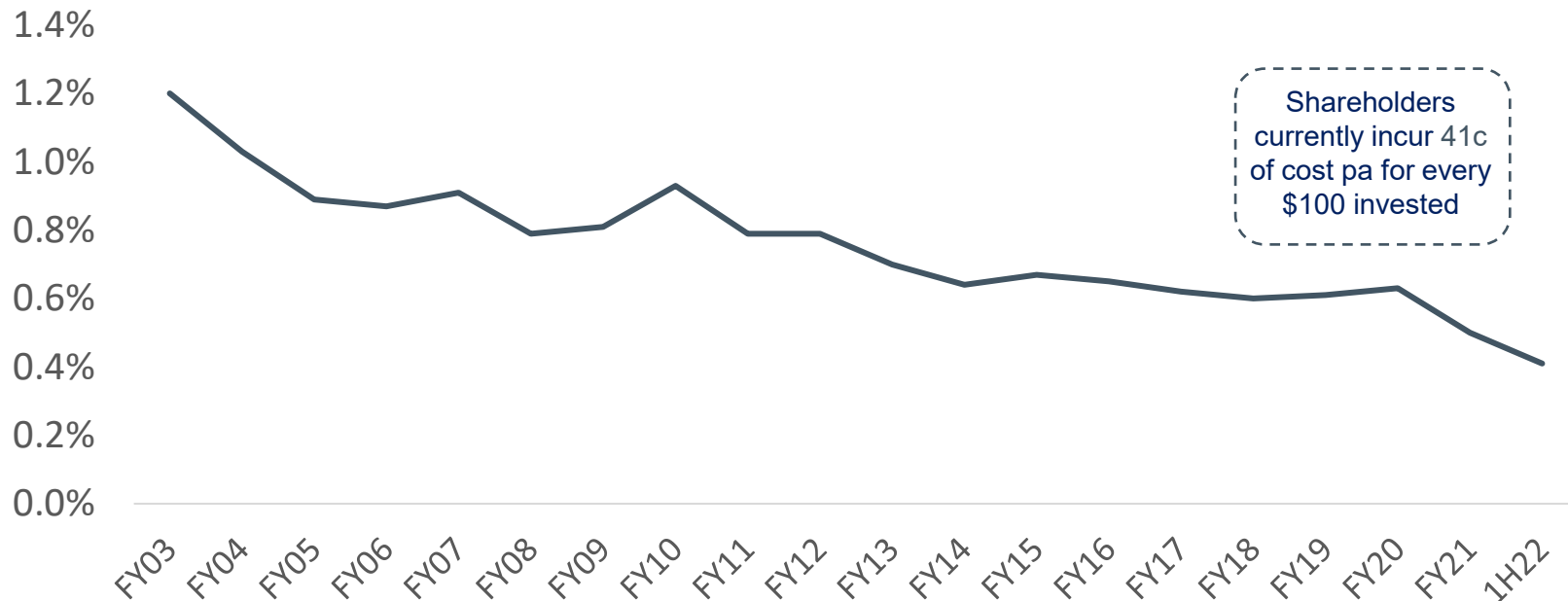


Directors and staff are significant investors in Mirrabooka, our interests are fully aligned with fellow shareholders.

Alignment of interests

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

Mirrabooka's Management Expense Ratio (MER) history



Investment Team – combined 100+ years of ASX investing experience



Kieran Kennedy
Portfolio Manager



Stuart Low
Investment Analyst



Nga Lucas
Investment Analyst



David Grace
Portfolio Manager



Olga Kosciuczyk
Investment Analyst



Jaye Guy
Investment Analyst



Brett McNeill
Portfolio Manager



Jeremy Moore
Dealer



Nicky Sun
Graduate Investment Analyst

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.



Result Summary

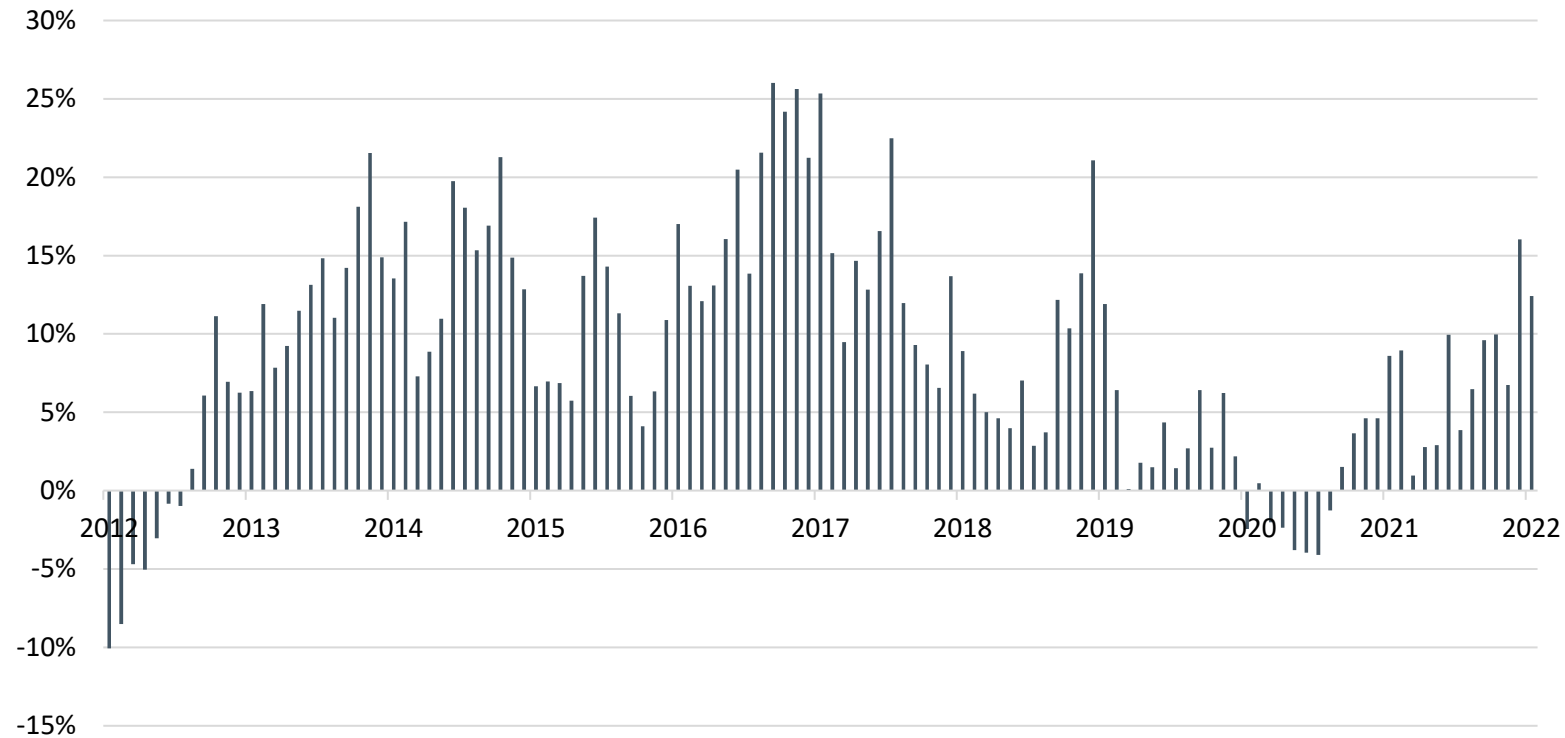
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Result Summary

	2021		2021	
Profit for the Half-Year	\$4.2m	Up 23.5% from 2020	Total Six-Month Shareholder Return	13.9% Share price plus dividend
Fully Franked Interim Dividend	3.5¢	3.5 cents in 2020	Management Expense Ratio (Annualised)	0.41% 0.46% in 2020
Total Six-Month Portfolio Return	11.1% Including franking*	Combined S&P/ASX Small Ordinaries and Mid Cap 50 Accumulation Indices including franking* 8.1%	Total Portfolio (Including Cash) at 31 December 2021	\$667.9m \$511.9 million in 2020

*Assumes an investor can take full advantage of franking credits

Share price premium/(discount) to net asset backing

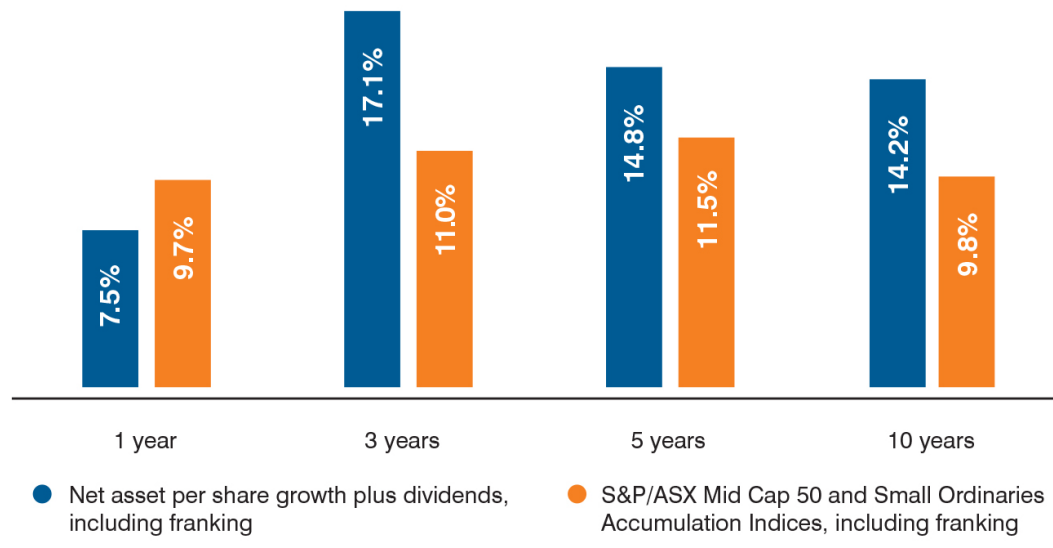




Portfolio performance and equity market conditions

Shareholder Meeting March 2022

Portfolio Performance* – per annum returns to 28 February 2022

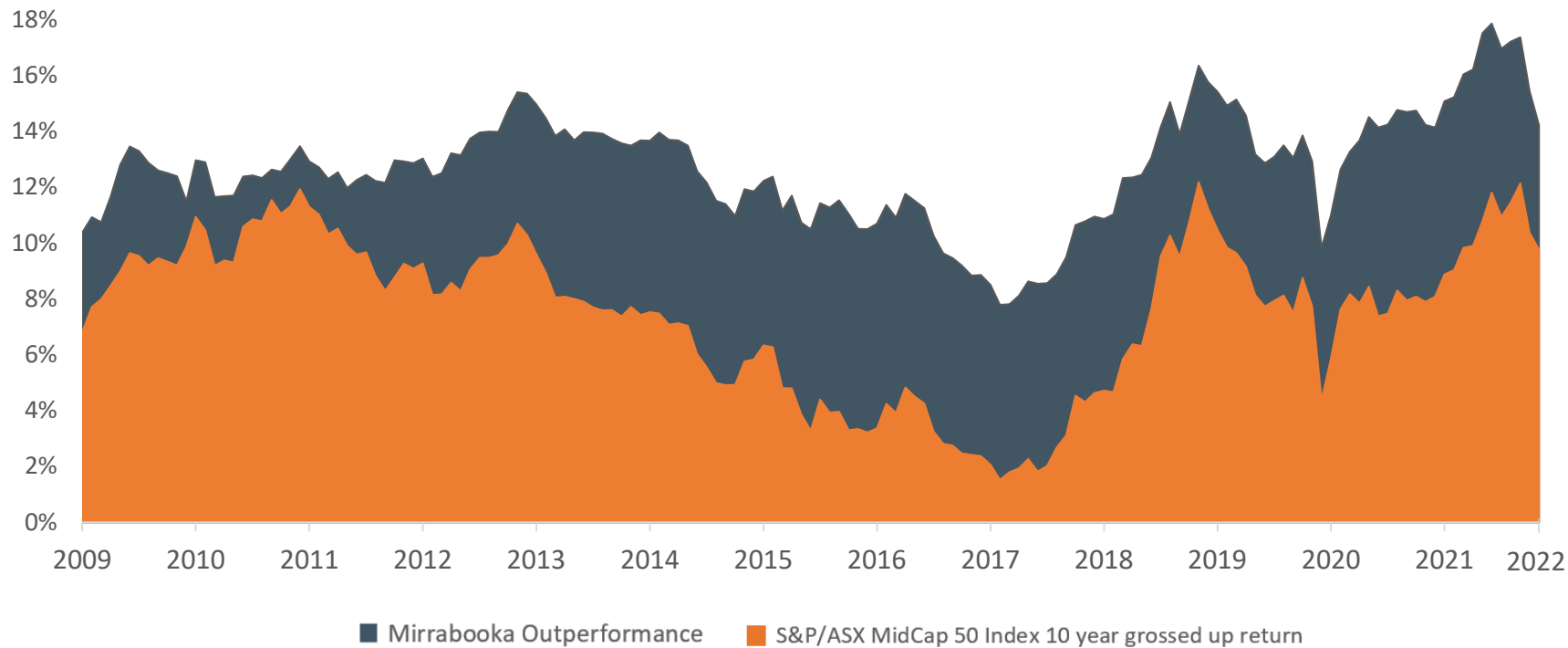


*Assumes an investor can take full advantage of the franking credits. Mirrabooka's portfolio return is also calculated after management fees, income tax and capital gains tax on realised sales of investments. It should be noted that Index returns for the market do not include management expenses or tax.

Past performance is not indicative of future performance.

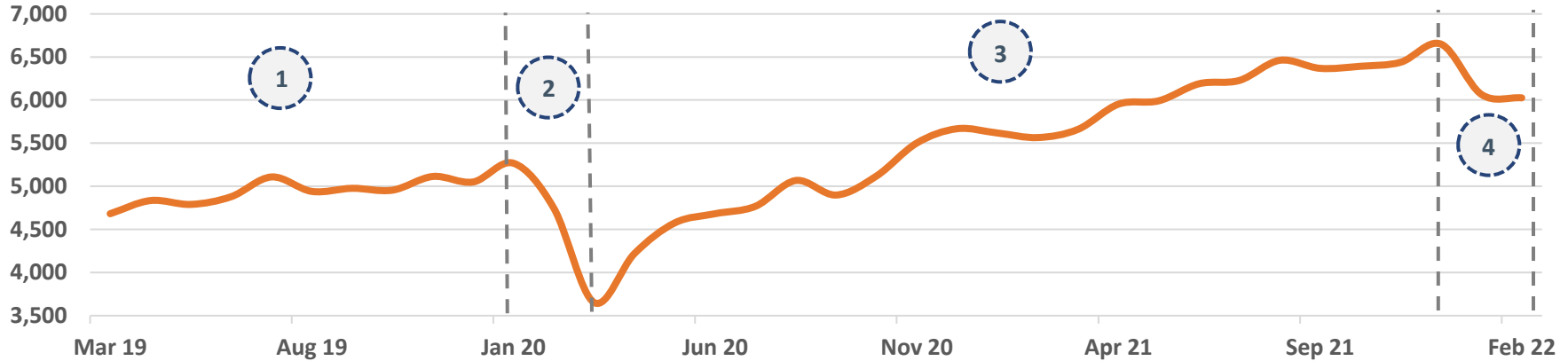
A long term track record of outperformance

Mirrabooka 10 Year Performance History – Benchmark and Outperformance Contribution



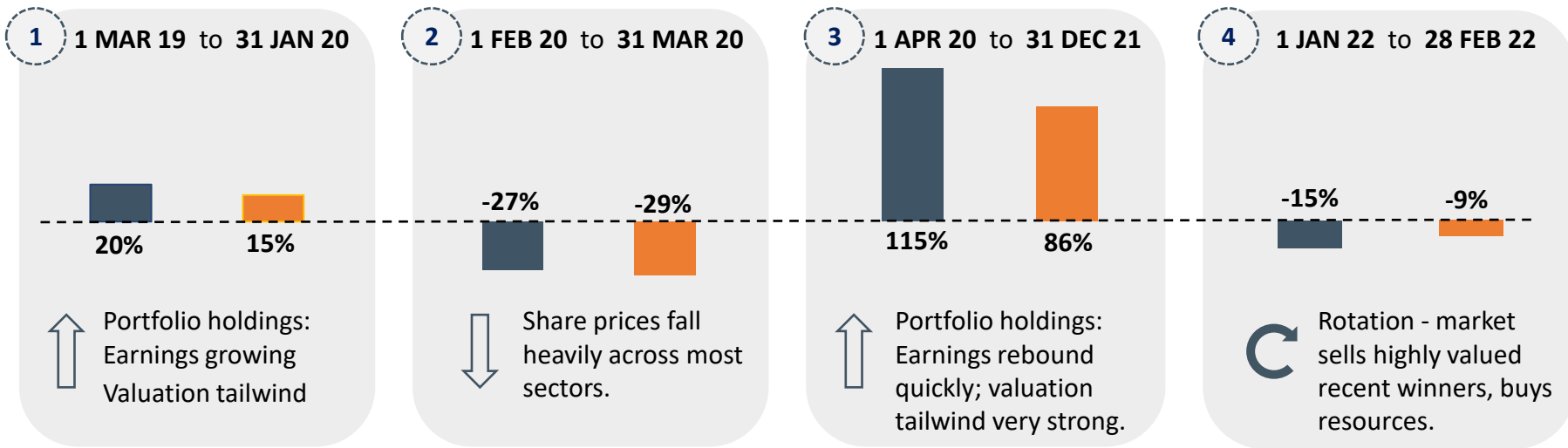
Significant recent volatility – market perspective

Combined S&P/ASX Small Ordinaries and Mid Cap 50 Accumulation Indices



	1 1 MAR 19 to 31 JAN 20	2 1 FEB 20 to 31 MAR 20	3 1 APR 20 to 31 DEC 21	4 1 JAN 22 to 28 FEB 22
FISCAL/MONETARY POLICY	EASY	EASED FURTHER	REMAINED LOOSE	TIGHTENING FLAGGED
GLOBAL GDP GROWTH	BUOYANT	COLLAPSED	SHARPLY RECOVERED	HEADWINDS EMERGE
INFLATION	BENIGN	EXCEPTIONALLY LOW	STARTING TO BUILD	MULTI-DECADE HIGHS
GEOPOLITICS	TRUMP - TARIFFS	PANDEMIC THE FOCUS	CHINA/AUS RELATIONS	WAR IN UKRAINE

Significant recent volatility – portfolio performance perspective



3-YEAR PERFORMANCE - 1 MAR 19 to 28 FEB 22

Mirrabooka

61%

Combined S&P/ASX Small Ordinaries and Mid Cap 50 Accumulation Indices 37%



Features of the Mirrabooka portfolio and recent investment activity

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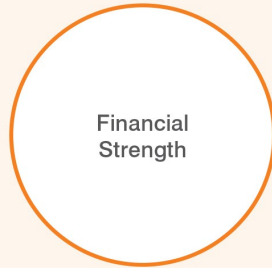
Portfolio snapshot – quality indicators



Business
Quality

Attractive, sustainable return
on capital prospects

No impediments to
continued growth



Financial
Strength

Balance sheet providing resilience
and reinvestment potential

Returns supported
by cash flow



Management

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shareholder, and often are

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passionate

% of Mirrabooka portfolio

73% have a return on equity >10%

87% grew earnings last year

73% have forecast 3-year earnings
growth >10% pa

96% were operating cash flow
positive last year

34% have a net cash balance sheet

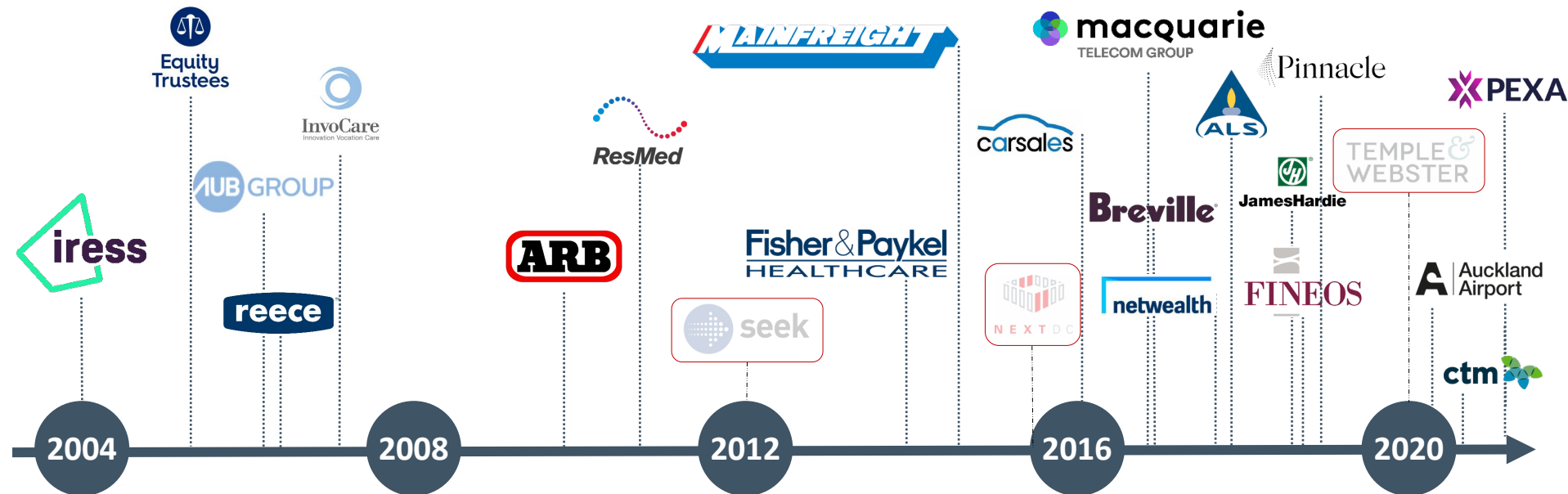
47% have net debt less than 1
year's operating cash flow

37% are founder led

47% have substantial shareholders
inside the business

Top 20 Investments – period of ownership

Our long-term approach ensures that we understand our key investments well.



Note: James Hardie, Next DC and Corporate Travel have been held in prior periods.

Note: Seek, Next DC and Temple and Webster fell out of our top 20 since 30 June 2021. All are still owned.

Transactions in the 6 months to 31 December 2021 recognized elevated market valuation risks in highly rated growth stocks

Our portfolio value at 28 February 2022 was \$9 mil (pre tax) enhanced for transactions completed in the half.

Material purchases

Share price since

New holding



New holding



Added



New holding



New holding



Material sales

Share price since

Exited holding



Exited holding



Trimmed



Trimmed



Exited holding



In the market rotation since 31 December 2021, we have seen better opportunities to buy our most preferred long-term businesses



Combined investment of approximately **\$35 mil** in these companies since 31 December 2021.

Other recent changes to the portfolio

New smaller holdings



Australian distributor of electrical equipment for usage in power distribution, power monitoring, industrial control, renewables and testing and measurement.



Has four business units, all committed to the protection of the environment by improving air quality, reducing carbon emissions, enhancing waste to energy production and lifting water quality.

Other stocks recently exited





Portfolio outlook

Shareholder Meeting March 2022

Portfolio outlook

Equity markets

Portfolio

Short term (1-2 years)

- High uncertainty stems from:
- Inflation – how embedded is it?
 - Interest rates – where will they peak in this cycle?
 - Geopolitics – resolution to the Russia/Ukraine conflict?

The rotation away from our previously strongly performing key holdings has commenced (as we anticipated) and may continue. However, we believe that earnings performance will again become the key share price driver.

Longer term (3 years and beyond)

Valuations remain elevated but, following the recent correction, the long-term equity market returns outlook is improving.

Despite a clouded macroeconomic outlook, the recent share price correction in many of our preferred holdings increases our confidence in long term portfolio returns. This view led to our recent SPP announcement.



Concluding remarks

What's currently on the mind of the people running our investments?

Remote working

- Optimal model balancing flexibility with collaboration?
- Pent up demand for senior executive travel - to see customers and staff in person.

Supply chain challenges

- Inventory management: “just in time” to “just in case”
- Redundancy in supply chain

Consumer confidence

- Confidence impact from: Russia/Ukraine war, rising interest rates, oil price and inflation?
- What offset can savings from covid stimulus (monetary and fiscal) provide?

Labour challenges

- Closed borders have shrunk the skilled labour pool.
- Continued Covid absenteeism increasing the cost of doing business.



ESG

Considerations have accelerated from:

- important to be a good corporate citizen, to:
- critical to attract and retain employees, customers and capital providers.

Share purchase plan (SPP)

March

→ **3rd March 2022**

SPP announced to the ASX.

- Entitles investors to subscribe for up to \$30,000 of additional shares.
- Priced at the lower of \$3.18 or a 10% discount to the volume-weighted average price of Mirrabooka shares over the 5 ASX trading days up to and including the day on which the SPP is scheduled to close (4 April 2022).
- Directors' intent was to issue shares at a price as close to the prevailing NTA as possible – as this is most equitable for both participating and non-participating shareholders.
- Funds to be raised have supported Mirrabooka purchasing preferred quality companies in the recent market selloff and will provide capacity to take advantage of likely further share market volatility.
- Directors reserve the right to scale back applications to ensure optimal funds are raised in the interests of portfolio performance.

April

→ **4th April 2022**

Applications close.

→ **11th April 2022**

New shares issued under the SPP.

→ **12th April 2022**

New shares will be tradeable on the ASX.



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