



Kingfish Limited

# ANNUAL MEETING OF SHAREHOLDERS

4 August 2023

# Board of Directors

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Andy  
Coupe



Carol  
Campbell



David  
McClatchy



Fiona  
Oliver

# Kingfish Team

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Matt Peek  
Portfolio  
Manager



Zoie Regan  
Senior Investment  
Analyst



Michael  
Bacon  
Senior Investment  
Analyst



Wayne Burns  
Corporate  
Manager



# Agenda

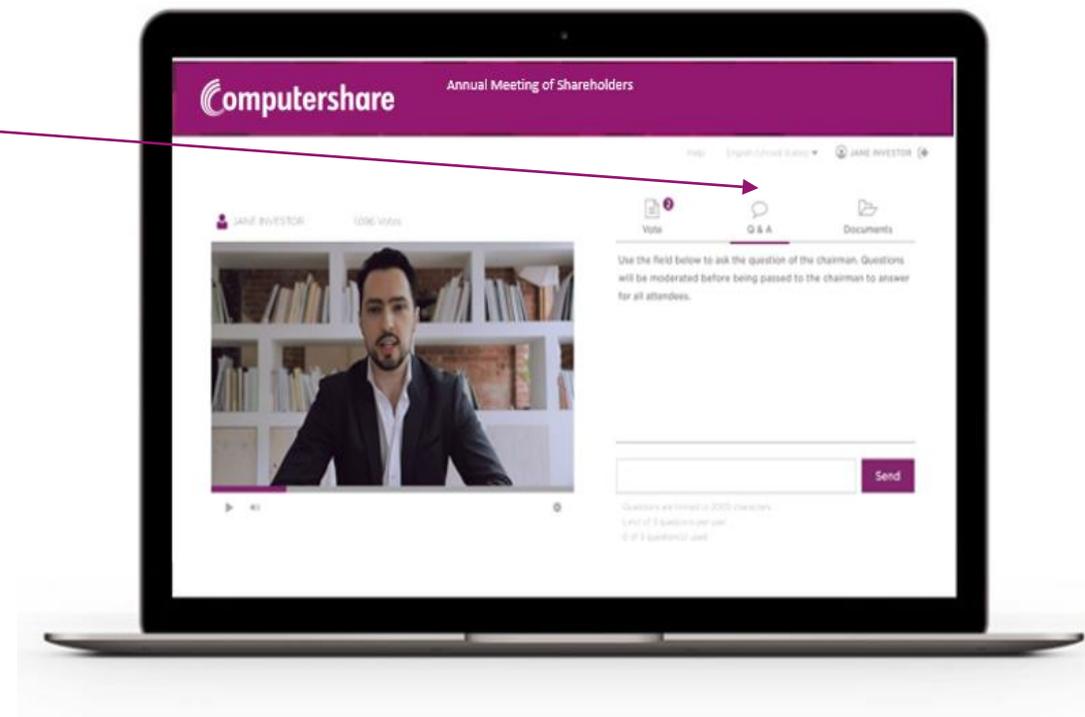
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- Preliminary matters
- Chair's Overview
- Manager's Review
- Q&A
- Annual Meeting Resolutions

# ONLINE ATTENDEES – QUESTION PROCESS

**Written Questions:** If you have a question to submit please select the Q&A tab on the right half of your screen. Type your question into the field and press submit. Your question will be immediately submitted.

**Help:** The Q&A tab can also be used for immediate help. If you need assistance, please submit your query in the same manner as typing a question and a Computershare representative will respond to you directly.



# Chair's Overview

# Kingfish's Investment Objectives

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## Absolute Returns

Achieve a high real rate of return, comprising both income and capital growth within acceptable risk parameters

## Diversified Portfolio

Access to a diversified portfolio of New Zealand quality, growth stocks through a single tax-efficient vehicle

# Corporate Governance

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- ESG
- Climate Risk reporting
- Director skill matrix reporting

# 2023 Overview

Net (loss) /profit	Dividend	NAV per share	Share price
<p><b>(\$19.5m)</b> (2022: -\$17.3m)</p>	<p><b>11.64cps</b> (2022: 14.34cps)</p>	<p><b>\$1.40</b> (2022: \$1.58)</p>	<p><b>\$1.32</b> (2022: \$1.75)</p>
Total shareholder return*	Dividend return	Adjusted NAV return*	Share price discount/ (premium) to NAV ^
<p><b>-18.8%</b> (2022: +0.02%)</p>	<p><b>+7.7%</b> (2022: +7.4%)</p>	<p><b>-3.6%</b> (2022: -3.5%)</p>	<p><b>5.7%</b> (2022: (11.6%))</p>

\*These metrics are Non-GAAP measures calculated in accordance with the methodology described in the Kingfish Non-GAAP Financial Information Policy which is available on the Kingfish website.

^Share price discount/ (premium) to NAV (including warrant price on a pro-rated basis, when warrants are on issue).

# 2023 Overview – Continued

## Portfolio Performance

For the year ended 31 March	12 months	3 years (annualised)	5 years (annualised)
Adjusted NAV return*	-3.6% (2022: -3.5%)	+9.5%	+9.1%
Gross performance *	-2.7% (2022: -2.5%)	+11.5%	+11.5%
Benchmark Index ^	-1.9% (2022: -3.6%)	+6.7%	+7.4%

\*These metrics are Non-GAAP measures calculated in accordance with the methodology described in the Kingfish Non-GAAP Financial Information Policy which is available on the Kingfish website.

^ The S&P/NZX50G Index

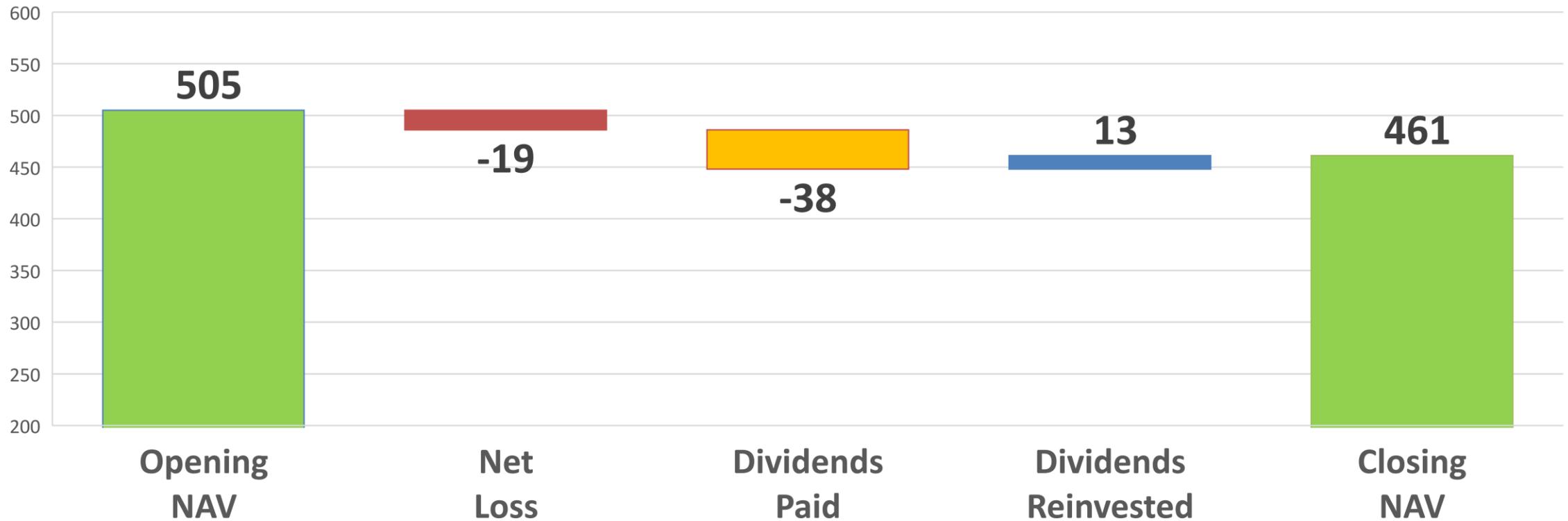
# Earnings per share

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<b>Earnings per Share</b>	<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>
<b>Basic Earnings per Share (cents)</b>	-6.00	-5.49	56.28	0.75	24.24
<b>Diluted Earnings per Share (cents)</b>	-6.00	-5.49	54.65	0.75	23.81

# Use of Shareholders' Funds

12 months to 31 March 2023 (\$m)



# First three Months, FY 2024

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1 April – 30 June 2023	
Total shareholder return*	Adjusted NAV return*
3.8%	1.9%
NAV per share 30 June 2023	Share price 30 June 2023
\$1.40	\$1.34
Net profit	
\$8.8m	

\*These metrics are Non-GAAP measures calculated in accordance with the methodology described in the Kingfish Non-GAAP Financial Information Policy which is available on the Kingfish website.

# Warrants

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- Capital Management Programme
- 83.1m KFLWH warrants issued 6 July 2023 with an initial exercise price of \$1.37
- Exercise date is 26 July 2024
- The final exercise price will be announced in early June 2024

# Manager's Review

**Matt Peek**  
**Portfolio Manager**



# Agenda

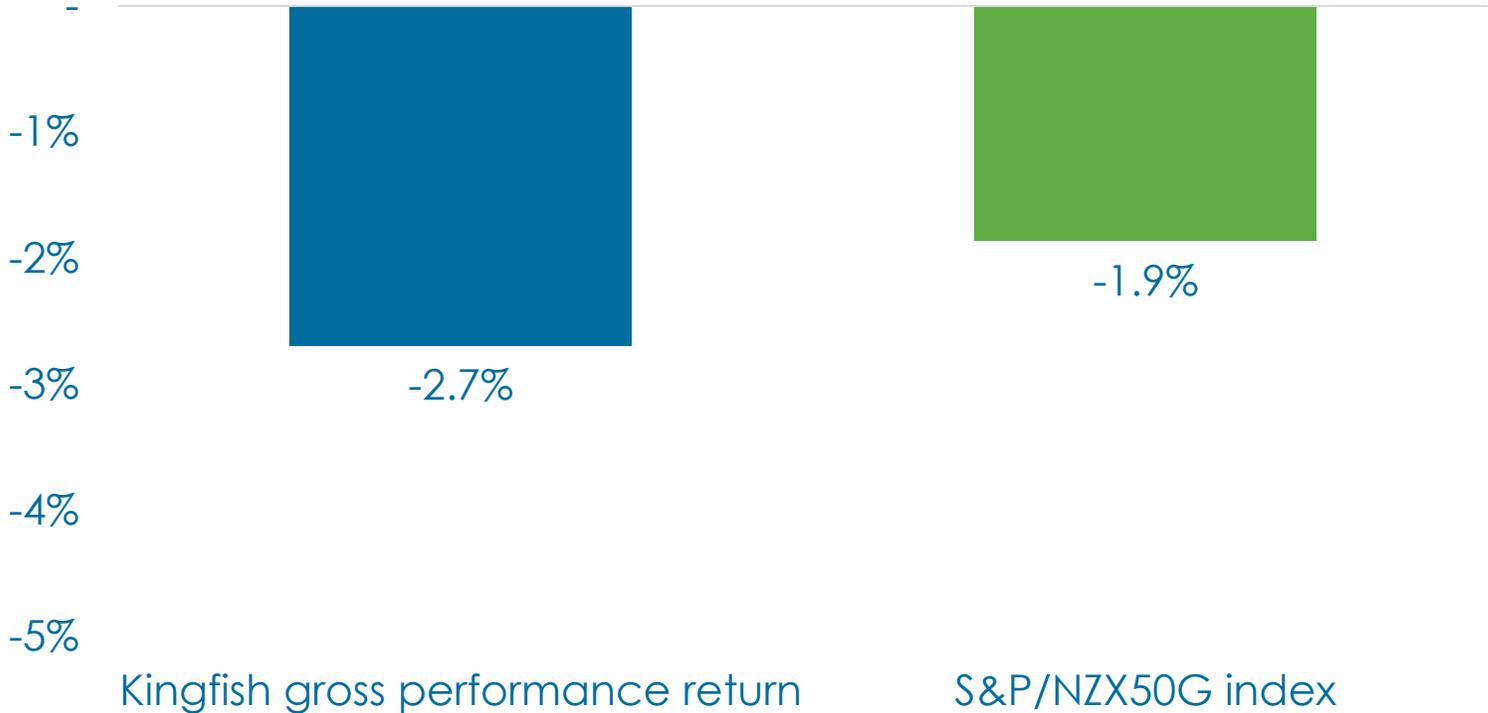
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1. FY2023 review and market update
2. Kingfish portfolio insights
3. Outlook

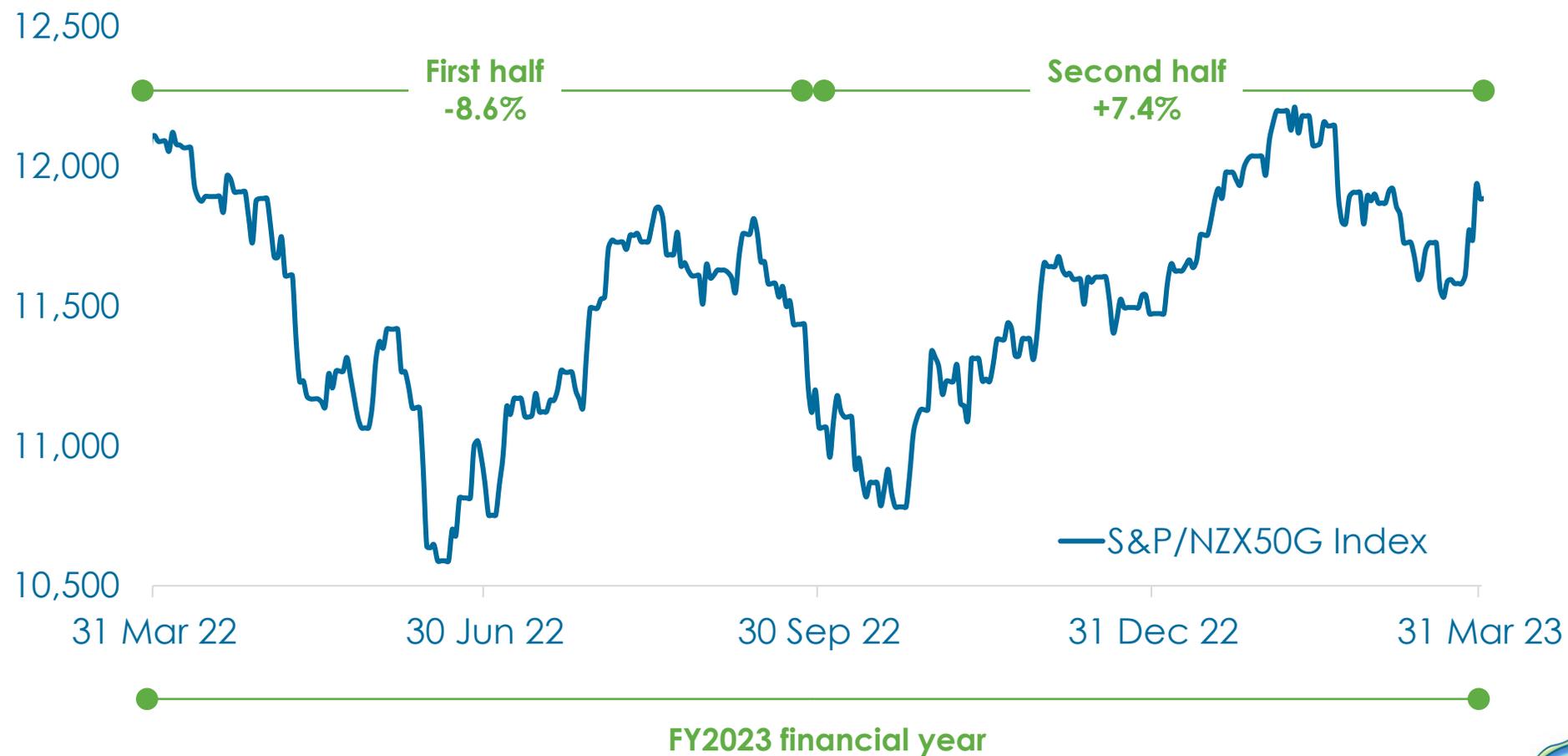


# 1. FY2023 review and market update

# Manager performance in Financial Year 2023



# A year of two halves

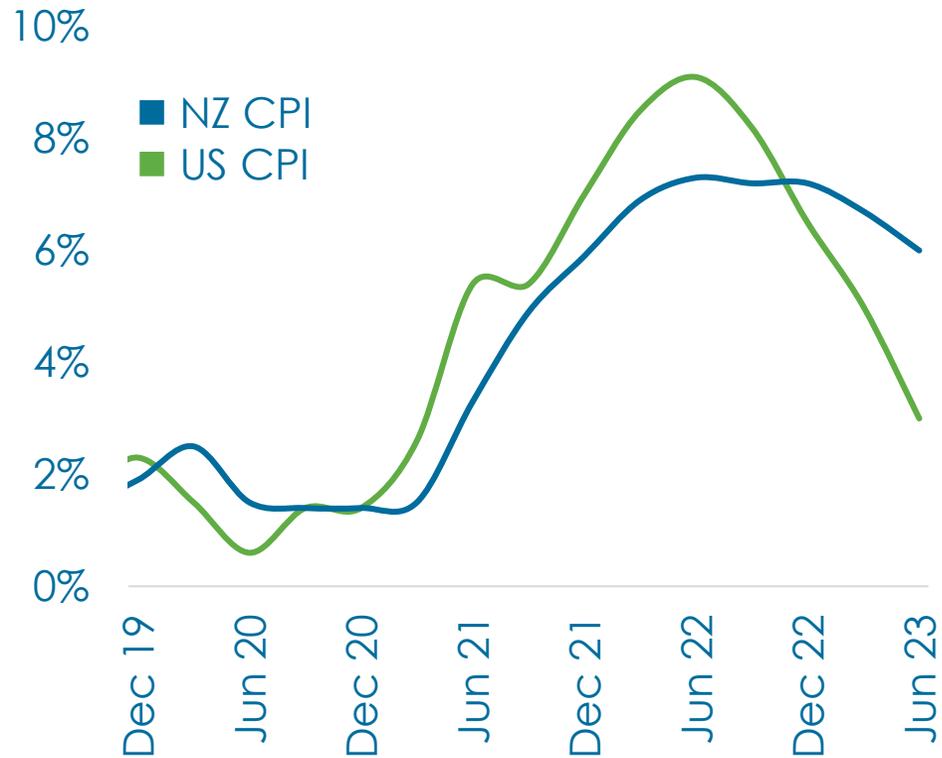


Note: S&P/NZX50G index; Source: Bloomberg

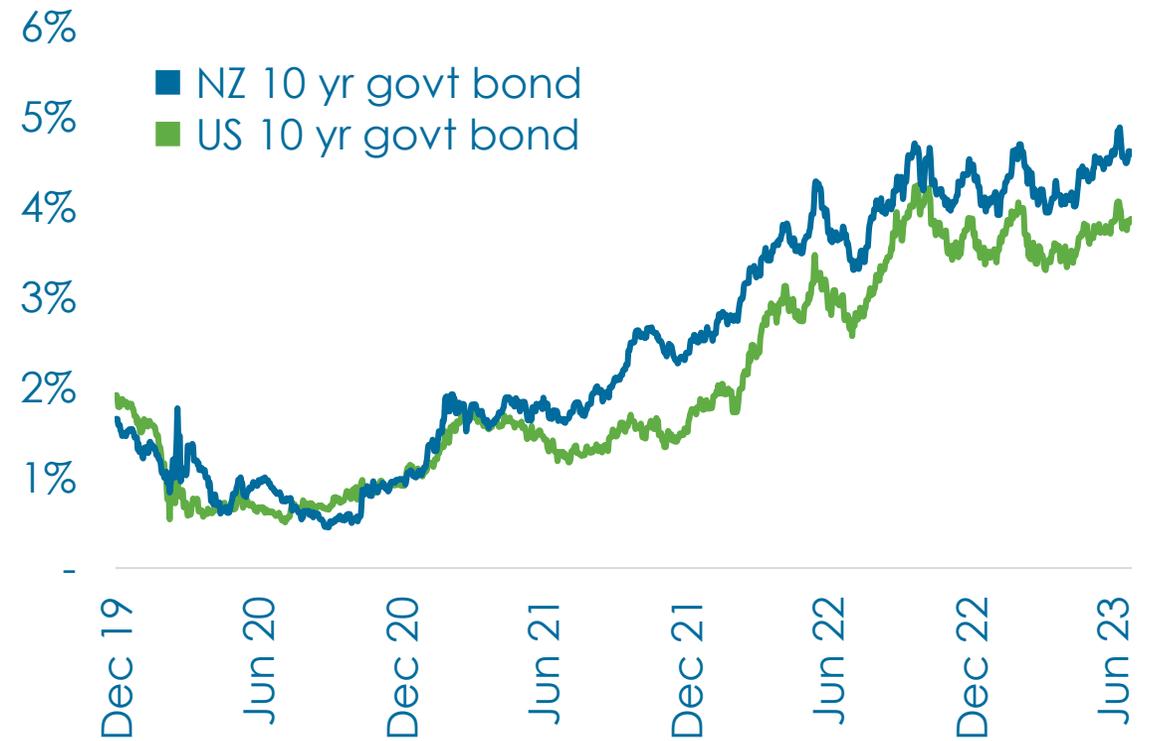


# Inflation & interest rates

**Inflation is heading lower ...**



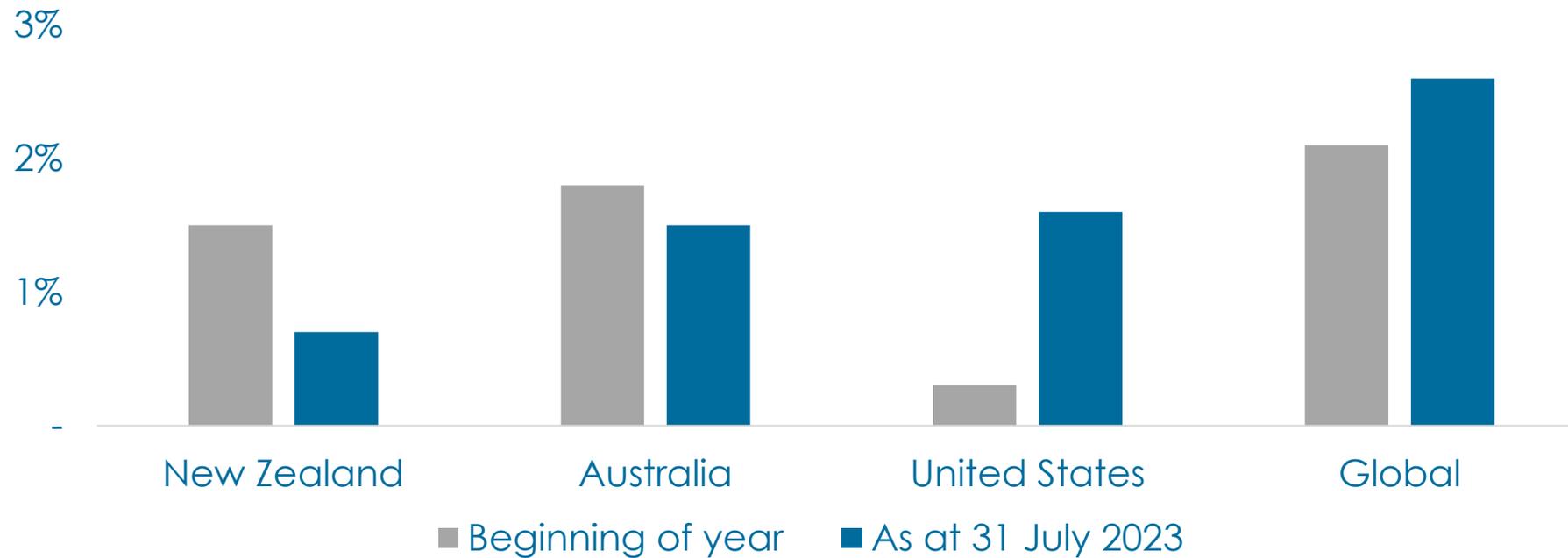
**... however, interest rates remain elevated**



Source: Bloomberg

# Economic backdrop

**Expected NZ GDP growth for 2023 is lower than other key economies**

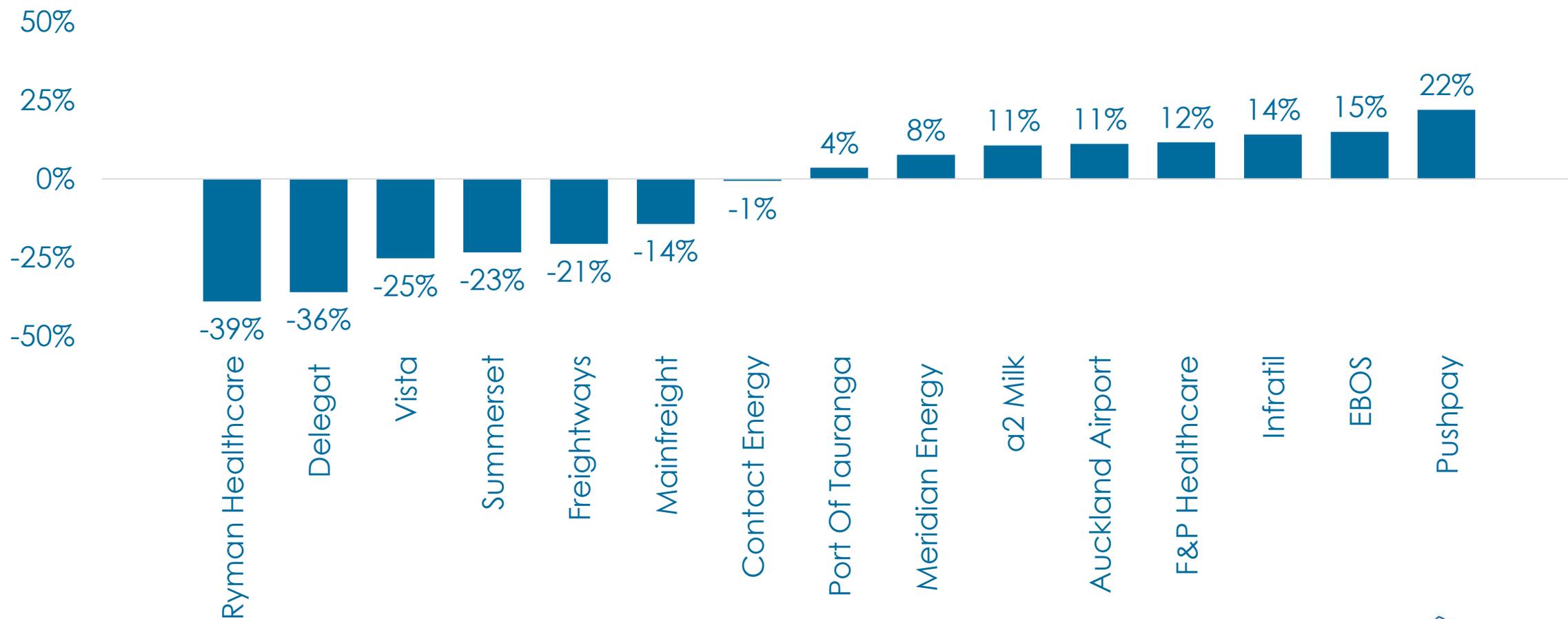


Source: Bloomberg



## 2. Kingfish portfolio insights

# Portfolio company performance in FY2023



Source: Bloomberg; Note: Total shareholder return



# Portfolio management: FY2023 and FY2024 to date

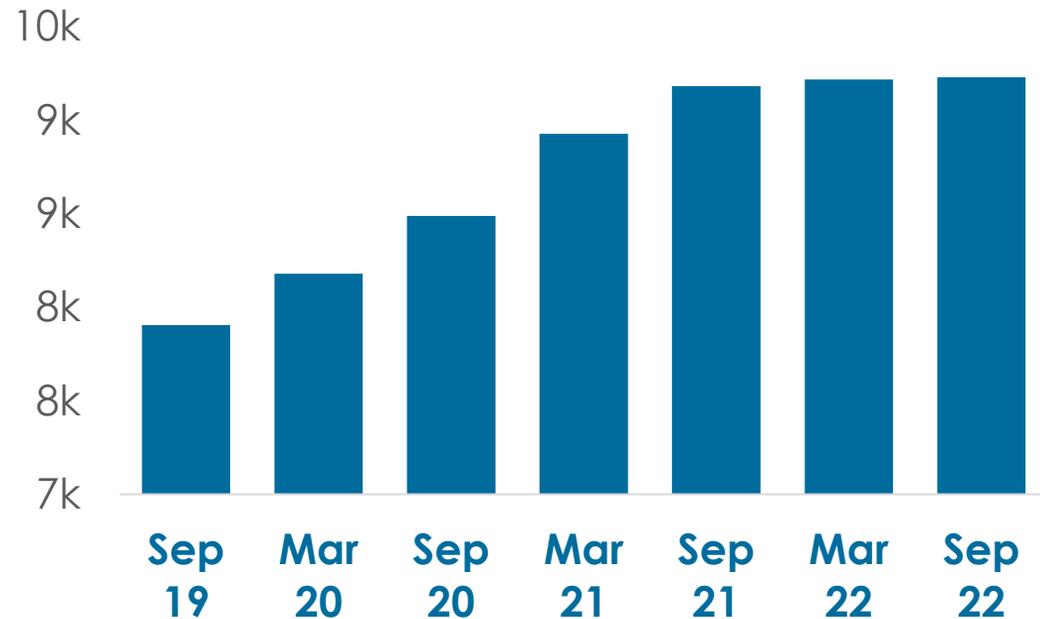
Target weight changes (net)



# Portfolio departure and new addition



Slowing customer growth in core donor management product

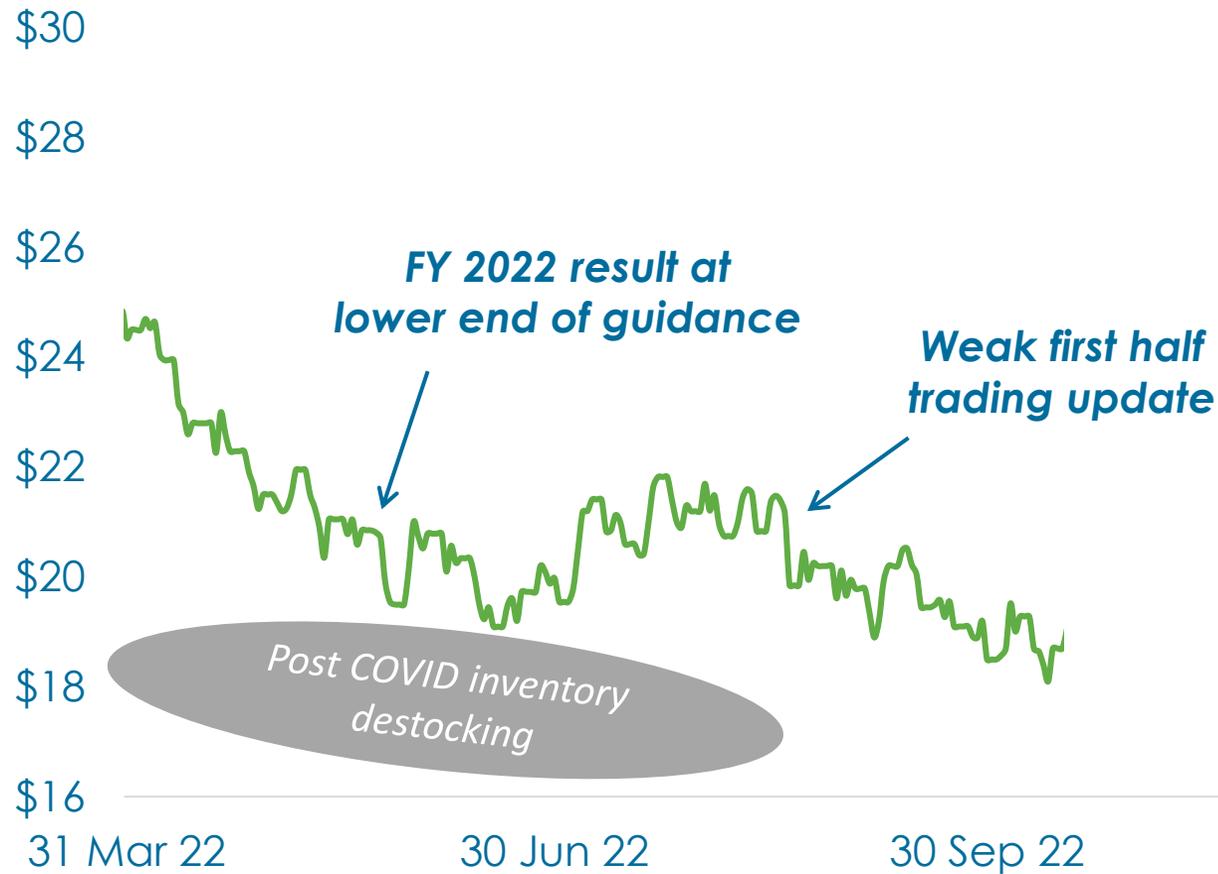


98%  
DIFOT  
(high service)

Source: Company releases; Note: 98% DIFOT (Delivery In Full and On Time) per Vulcan prospectus



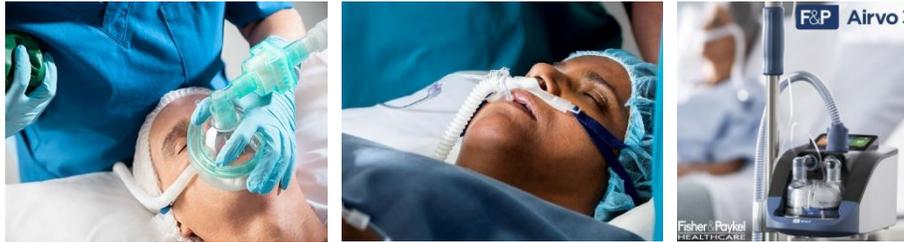
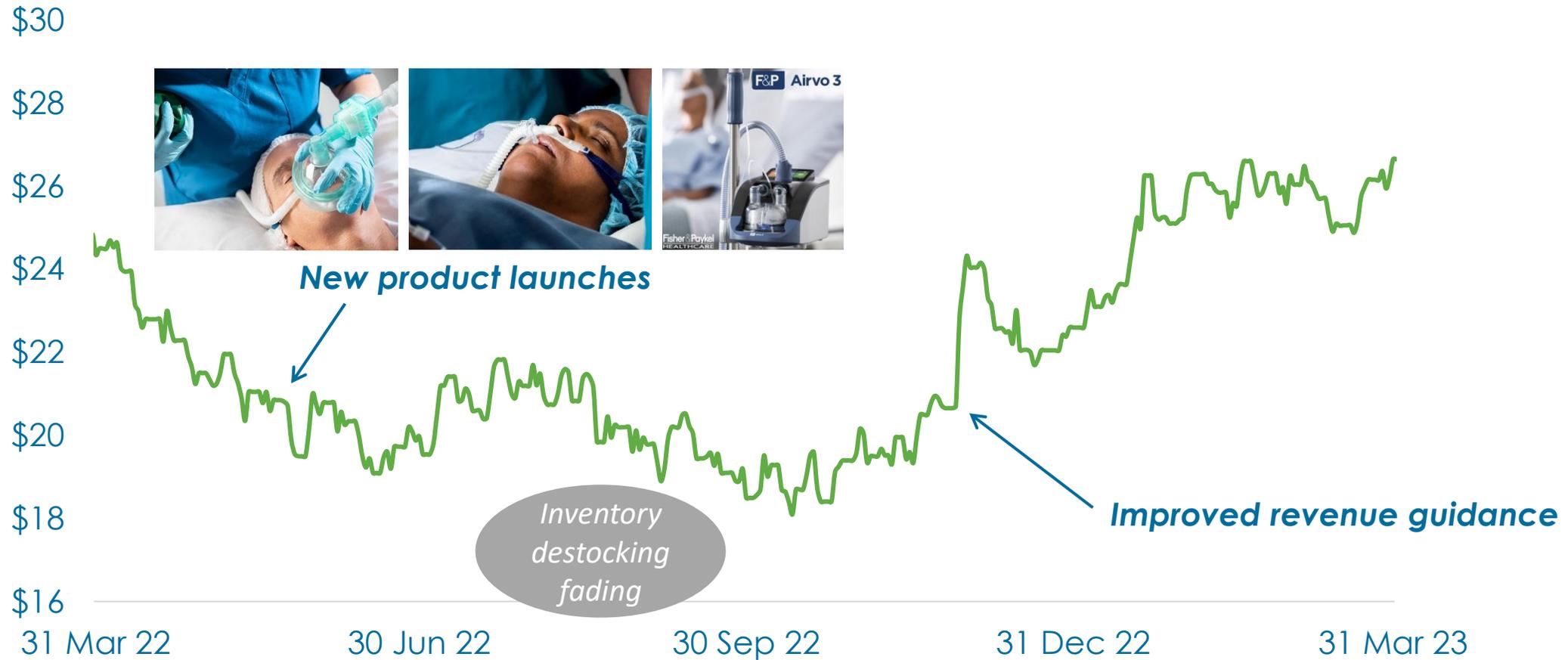
# Short term setbacks present opportunity



Source: Bloomberg

**FY2023 financial year**

# Long term fundamentals remain intact



**New product launches**

*Inventory destocking fading*

**Improved revenue guidance**

Source: Bloomberg

**FY2023 financial year**



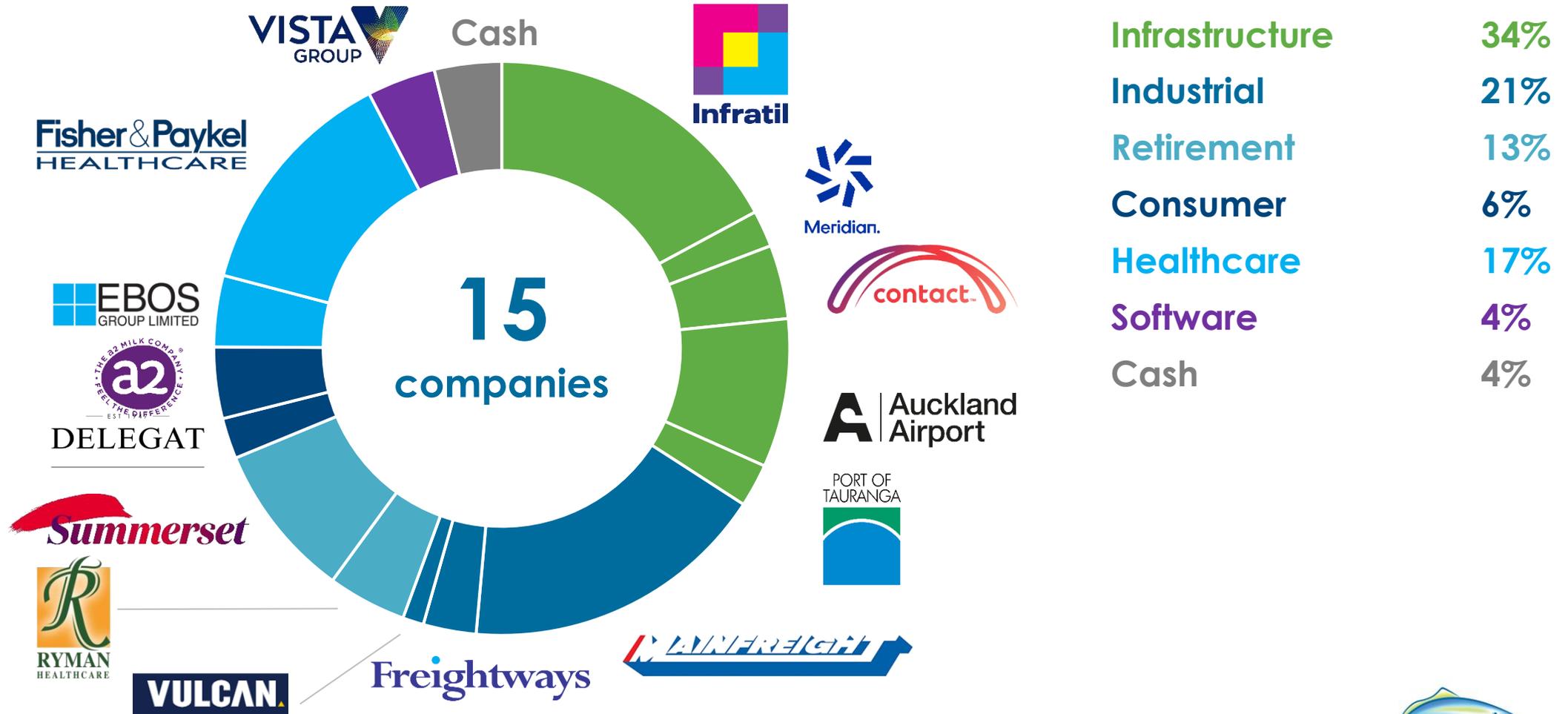
# Kingfish: backing quality growth companies



Source: Fisher Funds analysis based on Bloomberg data as at 25 July 2023; Notes: (1) ROCE normalised for last financial year (2) Operating margin excludes property sector, retirement sector, and Infratil; (3) Growth rates consensus for next 12 months to subsequent 12 months



# Kingfish: a concentrated yet balanced portfolio



As at 30 June 2023



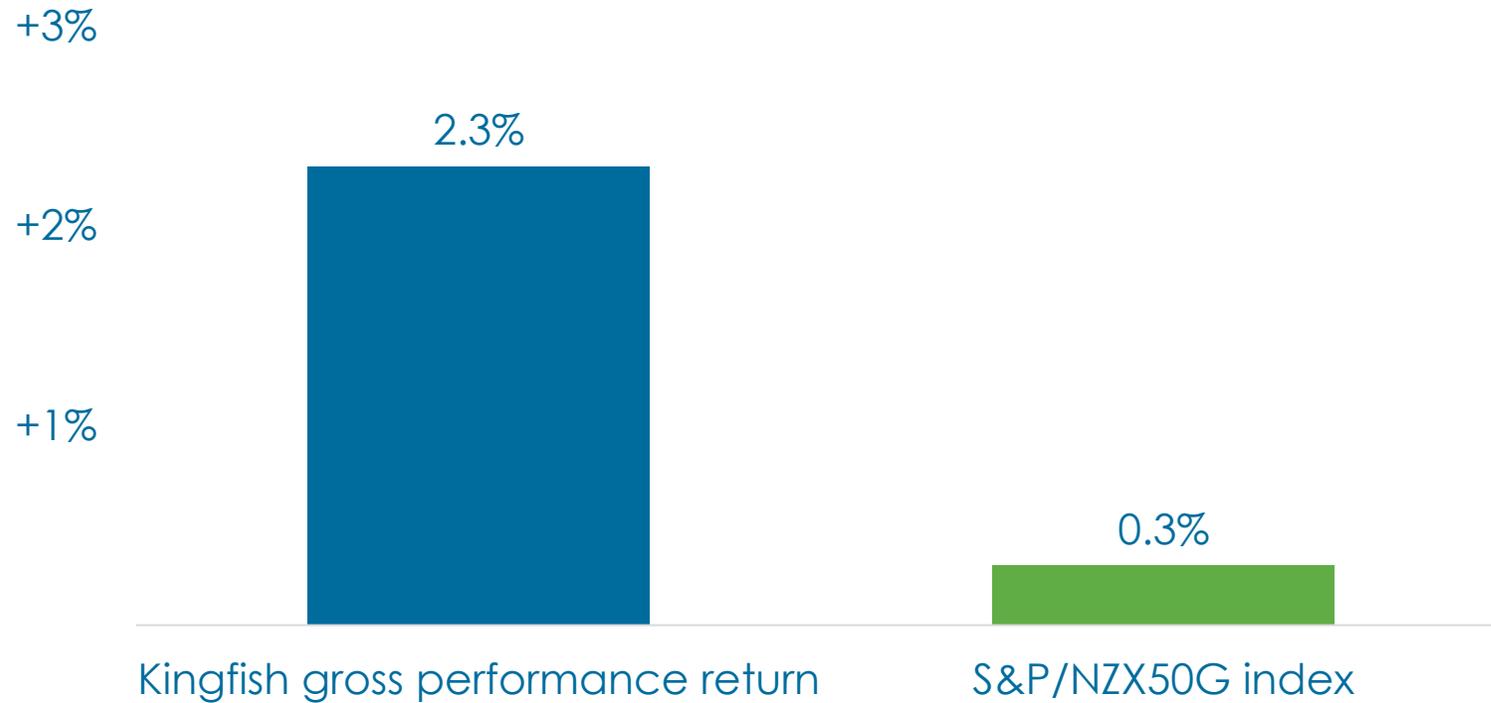


# 3. Outlook



# FY2024 first quarter performance (to 30 June 2023)

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# Outlook

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- Inflation subsiding, interest rates more stable but at higher levels
- NZ economy in recession (how deep?), pre-election uncertainty
- Global economy more positive
- Opportunities for active management
- Ongoing focus on responsible investment considerations
- Consistent strategy: Wide moats, long growth runways, exceptional management

# General Questions from Shareholders

(not relating to resolutions)

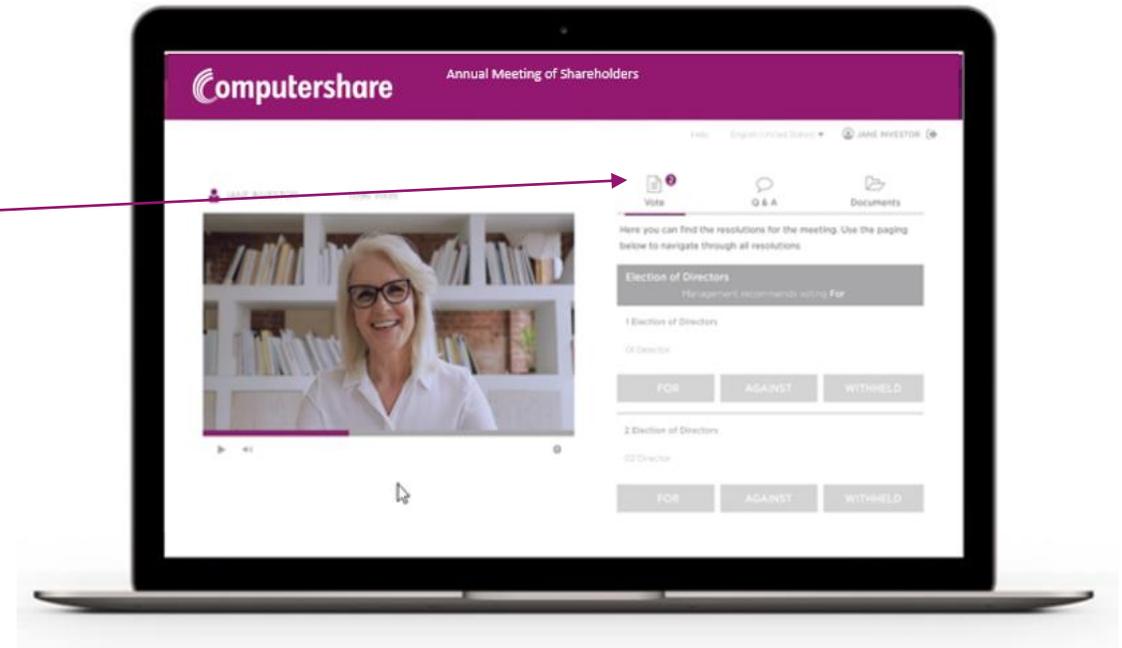
# ONLINE ATTENDEES – VOTING PROCESS

## Shareholder & Proxyholder Voting

Once the voting has been opened, the resolutions and voting options will allow voting.

To vote, simply click on the Vote tab, and select your voting direction from the options shown on the screen. You can vote for all resolutions at once or by each resolution.

Your vote has been cast when the tick appears. To change your vote, select 'Change Your Vote'.



# Annual Meeting

## 2023 Resolutions

# 2023 Annual Meeting Resolutions

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- Introduce and propose
- Discussion, questions
- Lodge your vote per the digital portal

# Matters of Business

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- Annual Report
- Resolutions:
  - Re-elect Andy Coupe
  - Increase directors' fee pool
  - Auditor remuneration

Resolution 1  
Re-election of Andy Coupe

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*To re-elect Andy Coupe as a Director of Kingfish Limited*



## Resolution 2

# Increase Directors' fee pool

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*To authorise an increase in the Directors' fee pool from \$157,500 (plus GST if any) to \$185,500 (plus GST if any).*

## Resolution 3

# Auditor Remuneration

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*That the Board of Directors be authorised to fix the remuneration of the auditor for the ensuing year*

# Conclusion

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- Complete and sign voting paper
- Voting papers in the voting boxes
- If you need a voting paper please see Computershare
- Results to NZX

**Thank you**

