



Barramundi Limited
Phone +64 9 489 7074
Fax +64 9 489 7139
Private Bag 93502
Takapuna, Auckland

15 October 2021

Barramundi Limited Annual Meeting

Chair's Address from Alistair Ryan

[Slide: Barramundi Limited Annual Meeting of Shareholders]

Welcome to the 15th Barramundi annual meeting of shareholders, our first virtual only meeting of shareholders.

Unfortunately we are not able to meet in person this year due to the government alert level restrictions. We've therefore moved to virtual meeting format and I trust that all the technology and other aspects will work well for all of us today.

I am Alistair Ryan, Chair of Barramundi.

We are duly convened as a notice of meeting has been circulated to shareholders and a quorum is present on line so I can declare the meeting open.

[Slide: Agenda]

The Agenda for today.

Firstly preliminary matters.

- The minutes of the 2020 annual shareholders' meeting held on 23 October 2020 are available on the Barramundi website.
- The 2021 annual report has been circulated to shareholders and is available on the Barramundi website.

Today I'll give a brief update on the Barramundi 2021 financial year, and then Barramundi's Senior Portfolio Manager, Robbie Urquhart will review the Barramundi portfolio.

After the Manager's Review, we will have a Q&A session which will be a little different this year as we will receive written questions during the course of the meeting and respond via the webcast, and we'll then move to the formal business of the meeting.

There are three resolutions for you to consider and vote on today, which are set out in the Notice of Meeting.

[Slide: Online attendees – Question Process]

Before we start though, a bit of guidance on how to submit any questions via the online portal. We will talk about voting online when we get to that stage of the meeting.

You should be able to see a Q&A icon at the top right of your screen.

To send in a question, please select the Q&A tab on the right half of your screen anytime. Type your question into the field and press send. Your question will be immediately submitted.

Should you require any assistance, you can type your query and one of the Computershare team will assist with the chat function and reply to your query.

Alternatively, you can call Computershare on 0800-650-034.

We've set aside time at the end of the two presentations for general questions relating to the operations and management of the business.

To assist the meeting, we may moderate questions, or if we receive multiple questions on one topic, we may amalgamate multiple questions together.

Finally, due to time constraints we may run out of time to answer all your questions. If this happens, we will answer them in due course via email.

Questions relating to the three resolutions will be dealt with in conjunction with each of those resolutions.

We'd also like to point out that general shareholder questions, not covered at this meeting, can also be sent to the company via the website via enquire@barramundi.co.nz and we will endeavour to answer them as they are received.

[Slide: Introductions]

Portfolio Manager Robbie Urquhart and our Corporate Manager Wayne Burns are participating in this telecast in person with me today, and we have directors Carol Campbell, Andy Coupe and David McClatchy on line.

Carol is on the other side of Auckland, while Andy is based in Tamahere in the Waikato and David is based in Tauranga, so Andy and David are currently prohibited from travelling to Auckland to join us in the Fisher Funds boardroom for this meeting.

Also online today we have Senior Investment Analysts, Terry Tolich and Delano Gallagher

Also connected to this meeting are representatives from our share registrar, Computershare, auditor, PricewaterhouseCoopers, our tax agent, Deloitte and our legal advisors, Bell Gully.

[Slide: Chair's Overview]

It is my pleasure to present the Chair's Overview at this meeting.

The performance of the Barramundi portfolio through the course of the year ended 30 June demonstrates how well the portfolio is constructed and managed, based on a rigorous and robust investment approach, which has held your investment in good stead during the initial pandemic market shock in the first quarter of calendar 2020, and since then.

[Slide: Barramundi's Investment Objective]

As per previous meetings we start our annual meetings with a quick reminder of our purpose, being

- to achieve a high real rate of return, comprising both income and capital growth, within risk parameters acceptable to the directors; and
- to provide access to a diversified portfolio of Australian quality, growth stocks through a single tax-efficient investment vehicle.

Both of these objectives were well-achieved for the 2021 financial year.

[Slide: 2021 Overview]

Looking back on the 2021 year:

- Barramundi performed well for shareholders against a challenging market backdrop. Barramundi's record NPAT of \$52.3m is a significant achievement.
- Total shareholder return was very strong at 83.3% for the year, well ahead of the 2020 total shareholder return of 21.6%. This return measure looks at the share and warrant price movements, the dividends paid and the warrants exercised. Over the course of the financial year the share price moved from \$0.69 to \$1.10, (a 59% increase). Barramundi paid 6 cents per share in quarterly dividends, (a dividend return, over the average share price, of 6.6%). In addition to this, Barramundi issued free warrants in October last year (2020), which were, as at year end, trading at \$0.35 on the NZX. All of this helped contribute to the overall shareholder return or TSR.
- NAV per share at year end was \$0.87, well up on the previous year end NAV per share of \$0.68, which is of course after dividends were paid out.
- The Adjusted NAV return for the year was +37.6%, being the net return to an investor after expenses, fees and tax. This was well ahead of the 2020 adjusted NAV return of +10.6%.
- Over the 2021 financial year, the share price to NAV difference (excluding warrants) lifted from a 1.8% discount at the start of the year, to an 11.2% premium as at Wednesday 13 October.

[Slide: 2021 Overview - Continued]

This chart compares the Adjusted NAV return, (the net return to an investor after expenses, fees and tax), and the gross performance return (the return before expenses, fees and tax), to the benchmark index return over the periods of 1, 3 and 5 years.

Over all of the 1,3 & 5 year periods, the Barramundi portfolio has consistently out-performed the well-performing benchmark index.

Robbie will discuss the Australian market dynamics and how the portfolio performed shortly in the Manager's Review.

[Slide: Earnings Per Share]

Given the increase in the number of shares through the warrants and dividend reinvestment programmes, it is pleasing to note good results for the Earnings per Share over the last five years, with stand-out years in 2018 and again this year.

[Slide: Barramundi Share Performance]

Barramundi's Share Price Performance

- The ratios and percentages on the previous slides can be a bit confusing to shareholders who simply want to know, how did we do ?
- So, to keep things simple, let me work you through the basics of the share and warrant performance for Barramundi shareholders over the last 15 months.

- The share price has moved up from \$0.69 to \$1.01, a gain of \$0.32.
- The net benefit of the free warrants is a quarter of the closing warrant price at 30 September, that is 7 cents per share.
- And the five quarterly distributions during this period have totalled a further 8 cents per share.
- All in all, a total gain of \$0.47. An excellent return on a starting share value of \$0.69.
- Shareholders can be very pleased with their Barramundi result.

[Slide: Movements in Shareholders' Funds]

The chart shows the Barramundi NAV of \$142m as at June 2020, increased \$44m to \$186m at the end of the June 2021 reporting period.

The movements during the year as represented by the green and orange columns were:

- plus \$52.3m net profit,

And movements due to our capital management initiatives:

- less \$13m dividends paid, and
- adding back \$5m for dividends reinvested by shareholders

[Slide: Quarter 1, 2022]

The first quarter of Barramundi's 2022 financial year has been relatively settled. Markets rose in July and August but pulled back in September.

This slide provides a snapshot of the first three months of the current financial year to 30 September 2021:

- Barramundi's unaudited net profit for the three months to 30 September was \$13.1m.
- As at 30 September, the NAV per share of \$0.91 is up 4 cents per share from the NAV at 30 June of \$0.87 – and that was after the dividend payment of 1.69 cents per share (paid on 24 September). The share price premium to NAV was 10.6% as at 30 September 2021.
- Barramundi's adjusted NAV return for the first three months of the 2022 financial year was +7.1%, which represents **the net return to an investor after expenses, fees and tax**. The adjusted NAV return compared favourably to the benchmark index, which was 0.9% for the three months.
- Total shareholder return for the quarter was $-(7.3\%)$ - driven by the decrease in share price from \$1.10 to \$1.01, partly offset by the dividend paid in September.

[Slide: Warrants - BRMWF - October 2021]

A quick recap on the current Barramundi warrants.

These were issued in October 2020, and the final exercise date is later this month, 29 October 2021.

The exercise price of \$0.64 was announced to the market in early September and warrant exercise information was sent to all holders in mid September.

If you have not yet exercised your Barramundi warrants and wish to do so, please make sure you do so before the cut-off date – 29 October being the final date. To be safe best not to leave it until the last minute. Once the warrants lapse the opportunity to exercise them is lost.

To exercise your warrants please go to the Computershare website (Barramundi, warrants) and follow the instructions. If you are unsure or have any questions, please contact Computershare directly and they will be able to assist you.

Closing remarks

In closing, on behalf of the Board, thank you shareholders for your continued support of Barramundi. I will now hand over to Robbie Urquhart, Senior Portfolio Manager of Barramundi, who will discuss the key performance drivers for this year's performance.

ENDS