

W'



20 Making a  
YEARS difference

May 2018

Shareholder Presentation



## Disclaimer

Wilson Asset Management and 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.

This information has been prepared and provided by Wilson Asset Management. To the extent that it includes any financial product advice, the advice is of a general nature only and does not take into account any individual's objectives, financial situation or particular needs. Before making an investment decision an individual should assess whether it meets their own needs and consult a financial advisor.

Is the end near?



“Forecasting dramatic events is a waste of time.”

Prof Bruce C. N. Greenwald, PhD

Columbia University

5 May 2018

Omaha, Nebraska

**A leading authority of value investing**



# Global opportunities



Navigating peaks in the global growth cycle



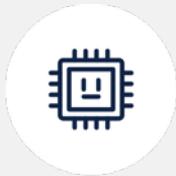
Rising interest rates and volatility



Rising Chinese and Indian middle class



eCommerce and mobility



AI and automation



Electrification



**W | A | M** *Global*

Investing in undervalued international growth companies

Register for updates at  
[wilsonassetmanagement.com.au/global](http://wilsonassetmanagement.com.au/global)



Domestic economic  
growth remains  
below trend

Advertising spend  
moves from digital  
back to traditional



W | A | M *Capital*

W | A | M *Microcap*

W | A | M *Research*

W | A | M *Active*

**SGH** | Industrial Services, Media,  
Energy and Investments

 **AUSDRILL**

 **scottish pacific**  
BUSINESS FINANCE

 **Nine**  
entertainment co.

 **generation**  
development group

ASX

ASX

ASX

ASX

ASX

SVW

ASL

SCO

NEC

GDG

**IMDEX**<sup>™</sup>  
REAL-TIME SUBSURFACE SOLUTIONS

 **integral**  
DIAGNOSTICS

 **aveo**

**CML Group**

ASX

ASX

ASX

ASX

IMD

IDX

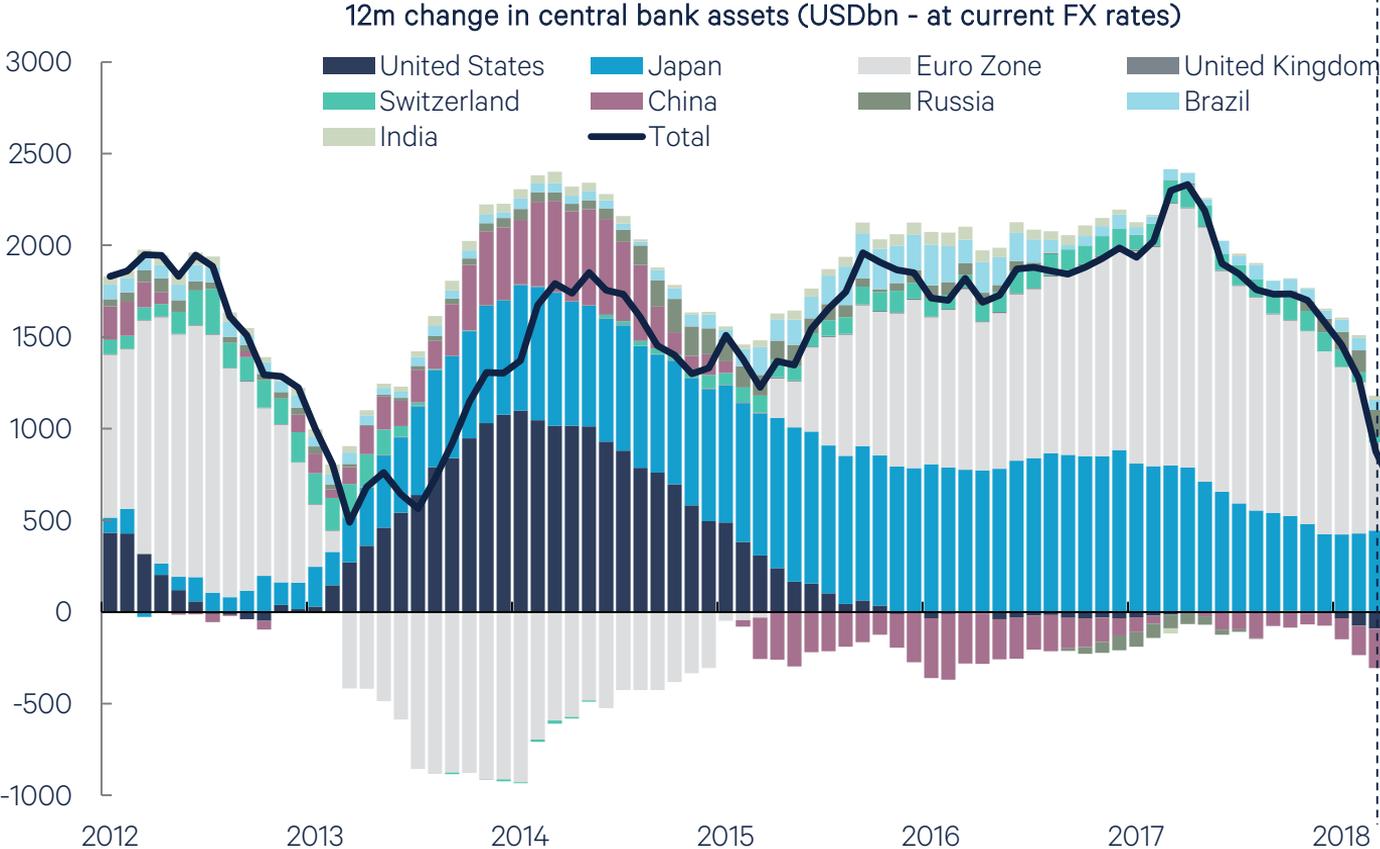
AOG

CGR

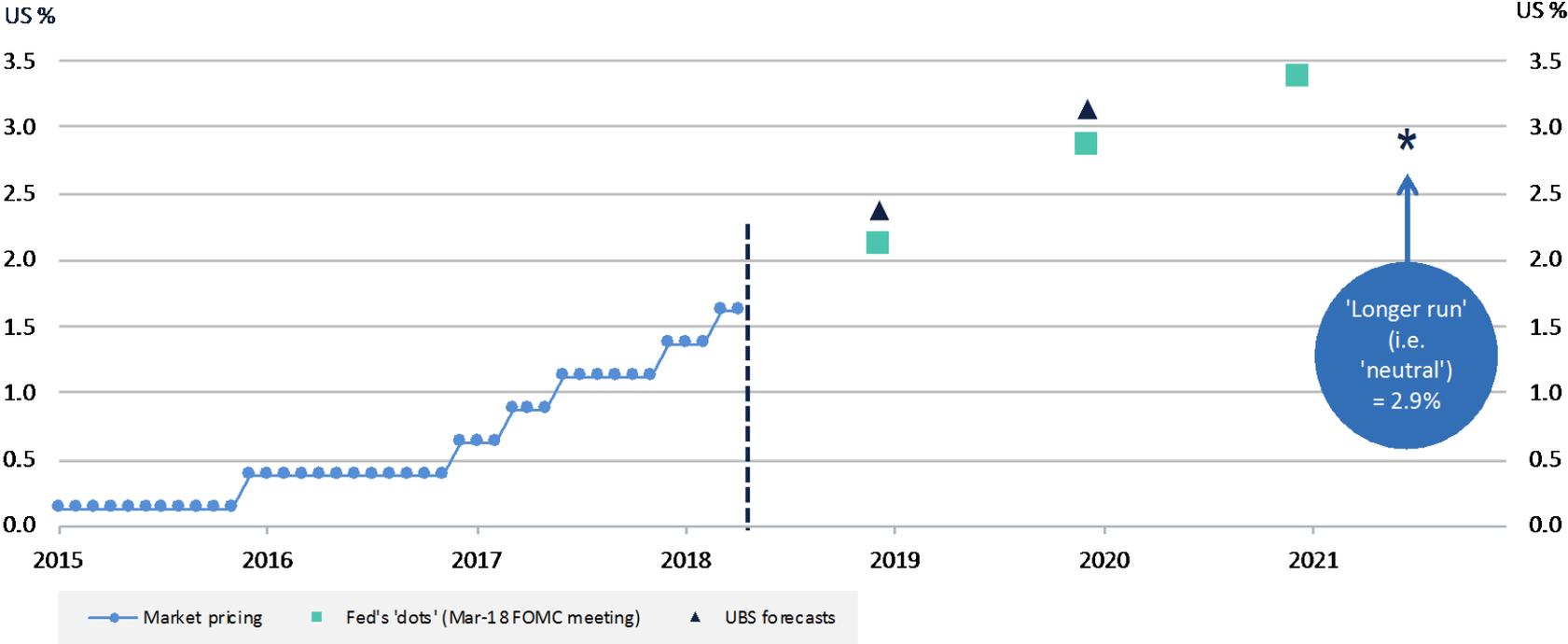
Financial Services  
Royal Commission



# Central Bank assets



# The bears are coming for Goldilocks



# Too soon to exit

ANNUALIZED REAL RETURNS (%) PRIOR TO RECESSIONS	MONTHS PRIOR TO RECESSION					NON-RECESSION MONTHS
	13-TO-24 MONTHS	1-TO-24 MONTHS	7-TO-12 MONTHS	1-TO-12 MONTHS	1-TO-6 MONTHS	
<b>S&amp;P 500</b>	Returns tend to be strong in the late stage of the business cycle...			...but don't overstay your welcome		
<b>AVERAGE RETURNS POST-1950s</b>	14.2	6.8	8.0	0.1	-7.8	10.1
JUL 1953 - MAY 1954	21.9	12.0	17.8	2.0	-13.8	14.7
AUG 1957 - APR 1958	15.8	7.1	-17.0	-1.6	13.9	19.3
APR 1960 - FEB 1961	31.3	16.8	6.6	2.2	-2.2	15.8
DEC 1969 - NOV 1970	13.4	-1.3	-11.0	-15.9	-20.7	5.8
NOV 1973 - MAR 1975	16.9	4.9	-11.3	-7.0	-2.7	6.2
JAN 1980 - JUL 1980	0.5	2.2	6.8	5.4	4.0	3.1
JUL 1981 - NOV 1982*	...	...	32.2	10.5	-11.2	4.0
JUL 1990 - MAR 1991	14.3	13.1	22.2	11.9	1.6	14.0
MAR 2001 - NOV 2001	8.9	-0.7	20.0	-10.3	-40.6	12.5
DEC 2007 - JUN 2009	11.6	7.6	13.6	3.6	-6.3	4.0

\* FIRST 2 COLUMNS OMITTED DUE TO OVERLAP WITH PREVIOUS RECESSION PERIOD.  
NOTE: MONTHLY RETURNS ARE ANNUALIZED AND DEFLATED BY THE CONSUMER PRICE INDEX; CALCULATIONS ARE BASED ON TOTAL RETURN INDEX.

Mission almost accomplished.  
Will it be OPEC 2.0?



W | A | M *Leaders*



ASX

BHP



ASX

WOW



ASX

STO



ASX

ORG



ASX

JHX



ASX

WPL



ASX

RIO



ASX

MQG



ASX

EVN



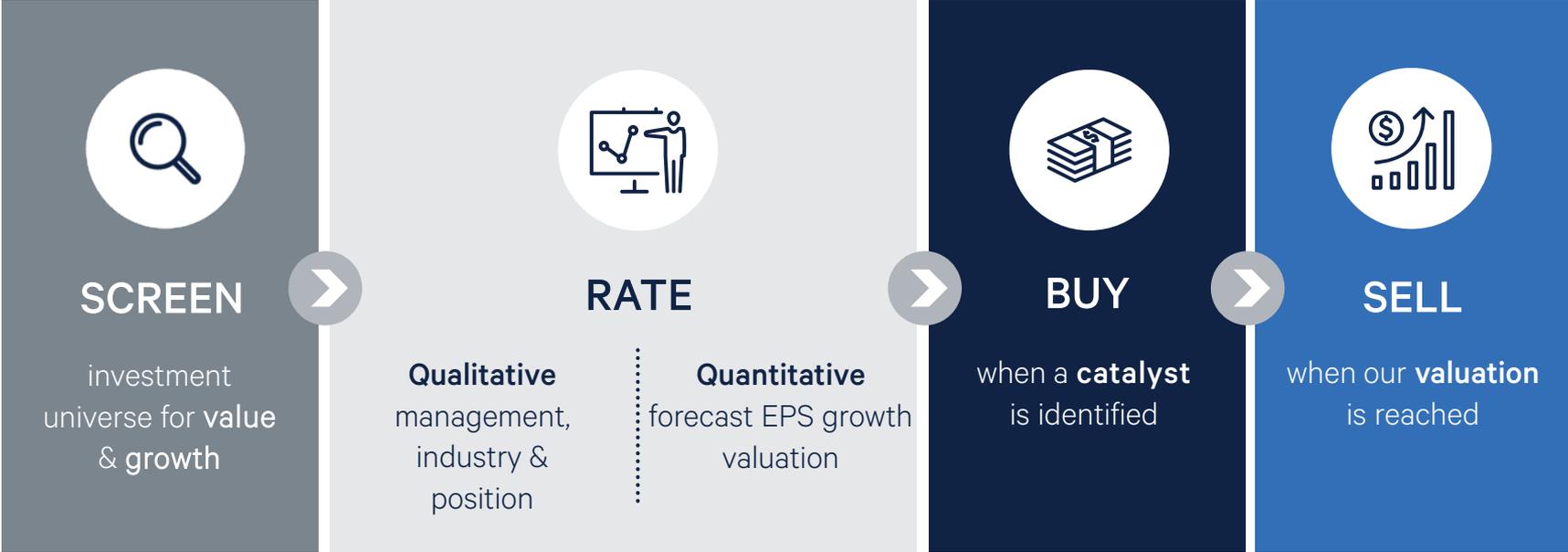
ASX

QBE

W | A | M *Global*

Increased volatility and mispricing  
opportunities provide a fertile ground  
for investing

# How we will invest



# United States

Economic tailwinds and mispricing opportunities



# Europe outlook

Political challenges hide quality companies



logitech

SCOUT 24

vivendi

Givaudan

# Japan outlook

Green shoots follow two “lost” decades

**FUJITSU** FUJITSU FRONTECH

 **OPEN HOUSE  
GROUP**

 **SMC.**



W | A | M *Global*

Open for applications

[wilsonassetmanagement.com.au/global](http://wilsonassetmanagement.com.au/global)

# An exclusive offer

Strictly limited to

\$550m

Raising up to  
\$330m



Oversubscriptions  
\$220m

## Key dates

Priority and general offers to close  
8 June 2018

Broker firm close  
1 June 2018

Shares trading on the ASX  
22 June 2018

Priority allocation to the WAM family \$165m

Issue price (no options) \$2.20

The investment manager will pay all costs associated with the IPO

# Investment & management team



**Geoff Wilson AO**  
BSc GMQ FFINSIA FAICD

Chairman  
& Portfolio Manager



**Kate Thorley**  
BCom CA GAICD

Chief Executive  
Officer



**Chris Stott**  
BBus GradDipAppFin MFINSIA

Chief Investment  
Officer & Portfolio  
Manager



**Catriona Burns CFA**  
BCom MAppFin FFINSIA

Portfolio Manager



**Matthew Haupt CFA**  
BCom GradDipAppFin

Portfolio Manager



**Martin Hickson**  
BBus BComp MAppFin

Portfolio Manager



**Oscar Oberg CFA**  
LLB BBus

Portfolio Manager



**John Ayoub**  
LLB BA GradCertAppFin

Senior Equity  
Analyst



**Nick Healy**  
BEng MBA

Global Equity  
Analyst



**Tobias Yao CFA**  
BCom

Senior Equity Analyst



**Cooper Rogers**  
BCom GradDipAppFin

Assistant Dealer



**Jesse Hamilton**  
BCom CA

Chief Financial  
Officer



**James McNamara**  
BJourn MComn GradDipFin

Head of Corporate  
Affairs



**Martyn McCathie**

General Manager

# Sign our petition to maintain the current dividend imputation system



[wilsonassetmanagement.com.au/petition](https://wilsonassetmanagement.com.au/petition)



Wilson  
Asset Management

20 Making a  
YEARS difference

Wilson  
Asset Management

20 Making a  
YEARS difference

Wilson  
Asset Management

W | 20 Making a  
YEARS difference

Join more than  
35,000 weekly readers

[wilsonassetmanagement.com.au](http://wilsonassetmanagement.com.au)

**Contact us**

[info@wilsonassetmanagement.com.au](mailto:info@wilsonassetmanagement.com.au)  
(02) 9247 6755

Q&A