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W. H. Soul Pattinson

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CHEMIST

CHEMIST

Investor presentation

19 June 2018



History



- Founded in 1872
- Head office occupied since 1886
- Listed in 1903
- Robert Millner, 4th generation Chairman
- Pharmaceutical interests 4.6% of portfolio
- Current market capitalisation over \$4.9b



Business overview

DIVERSIFIED
PORTFOLIO

LONG TERM
INVESTOR

DISCIPLINED
INVESTOR

OVER THE LAST 15 YEARS
WHSP HAS

CONTINUALLY
INCREASED DIVIDENDS
(one of only two companies in the
All Ordinaries Index to do so)



DELIVERED A TSR OF
13% PER ANNUM
(outperforming the All Ords
Accumulation Index by 3.5% pa)

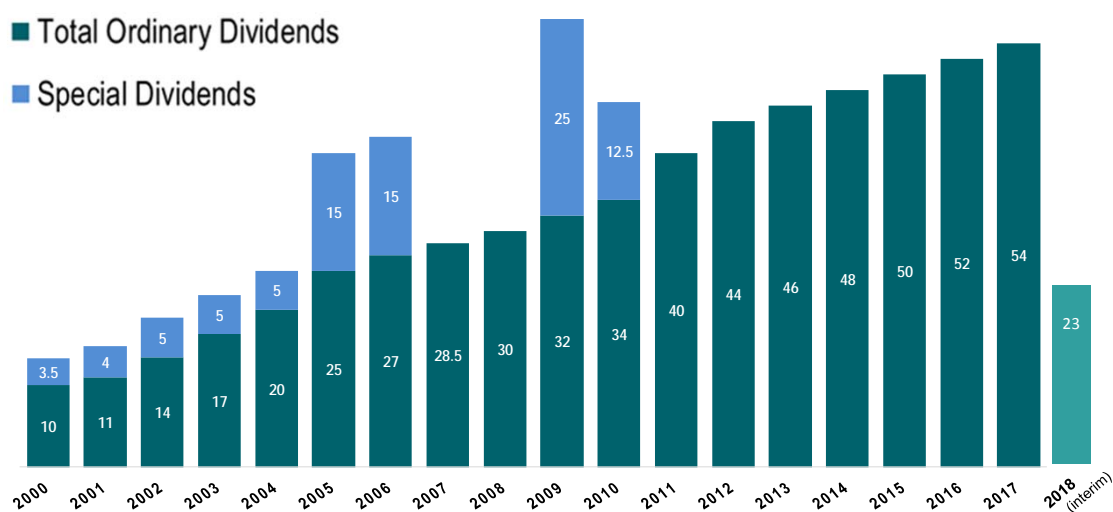
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A history of dividend growth

■ Total Ordinary Dividends

■ Special Dividends

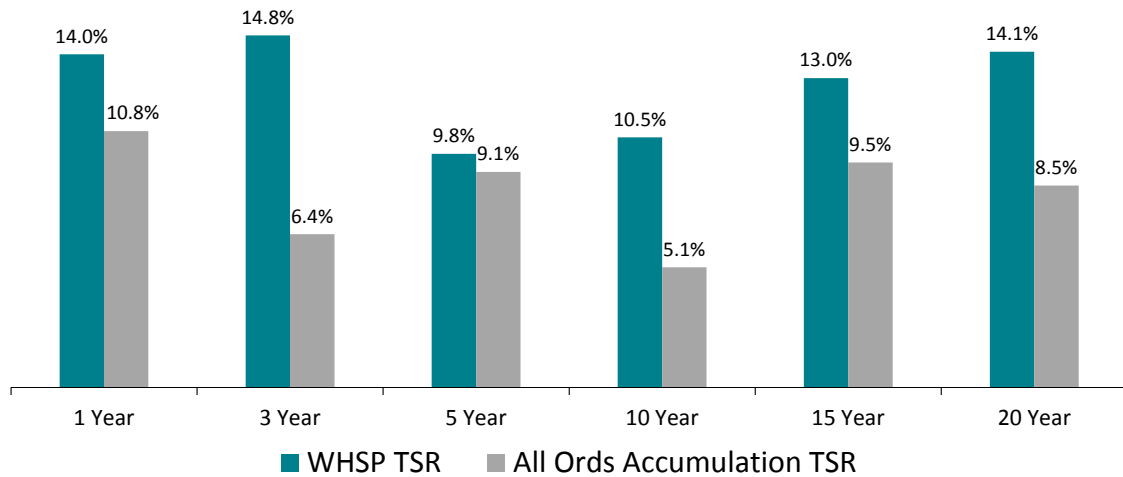


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A history of outperformance

To 31 May 2018



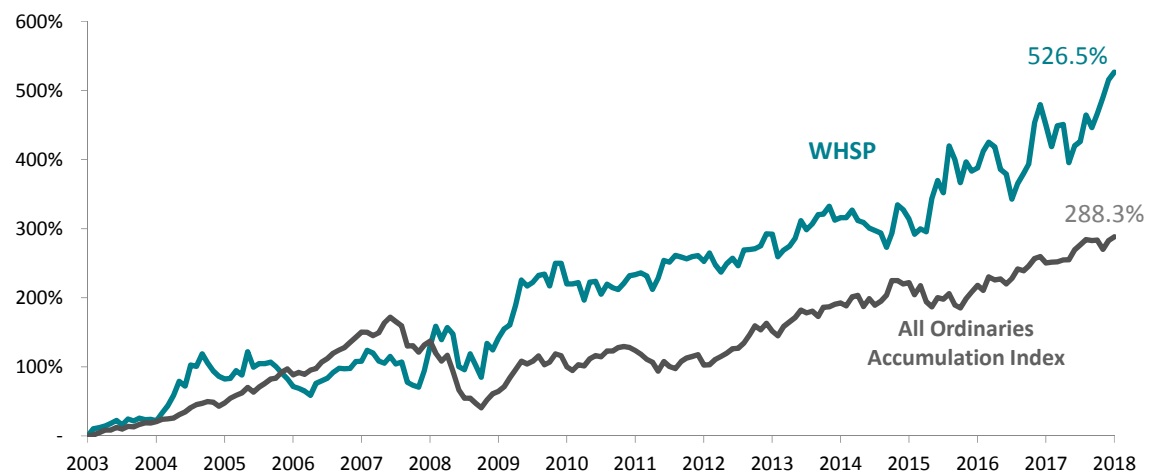
As at 31 May 2018. Includes the re-investment of dividends

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A history of outperformance

Total Shareholder Returns against the Index over the last 15 years



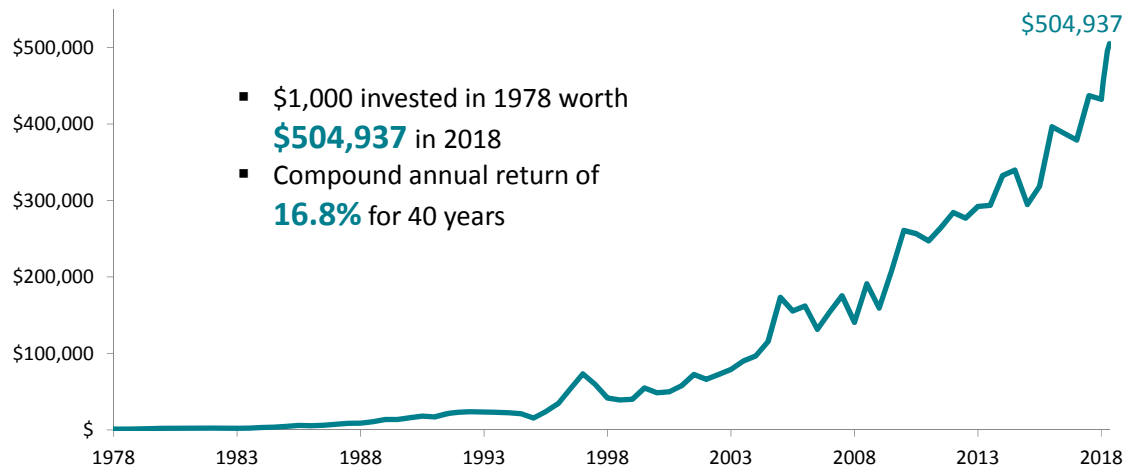
As at 31 May 2018. Includes the re-investment of dividends

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A history of outperformance

Growth of \$1,000 invested in 1978



As at 31 May 2018. Includes the re-investment of dividends

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Attracting new shareholders

Growth in shareholder numbers



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Portfolio overview

As at 31 January 2018

	WHSP's Holding %	Value of Holding \$m	6 month movement	
TPG Telecom	25.2%	1,487 *	183	14.0%
New Hope Corporation (59.6% held at 31 July 2017)	50.0%	1,048 *	254	32.1%
Brickworks	43.9%	933 *	66	7.7%
Financial Services Portfolio		439 *^	30	7.5%
API	19.3%	143 *	(24)	(14.5%)
CopperChem and Exco Resources	100%	112 ^	28	33.8%
Apex	30.3%	61 *	12	25.4%
TPI Enterprises	19.3%	35 *	(5)	(12.9%)
Other Listed Investments		471 *	24	5.3%
Other Unlisted Investments		79 ^	7	9.2%
Property Portfolio (net of borrowings)		211 ^	3	1.5%
Cash and other net assets (net of liabilities)		183	158	619.1%
Net assets value (pre-tax)		5,202	736	16.5%

▪ Gross portfolio value **increased by 16.5%** through the half

▪ Pre tax net asset value of \$5.2b **\$21.73 per share**

▪ **\$1.0 billion** tax payable if portfolio was sold on 31 January 2018

* Market value

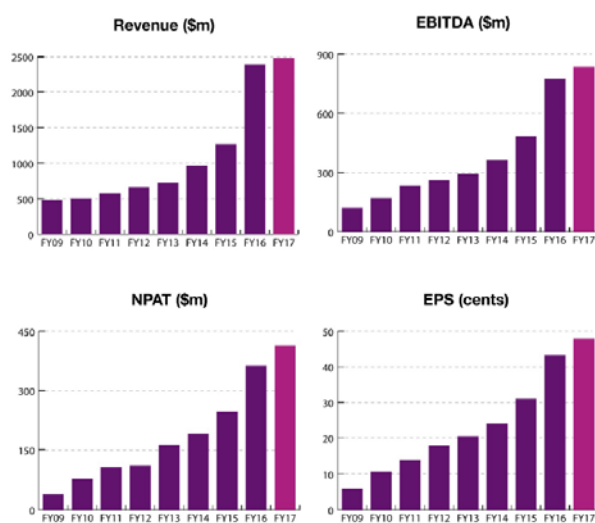
^ Directors' valuations

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TPG Telecom Limited

9 years of performance since merger

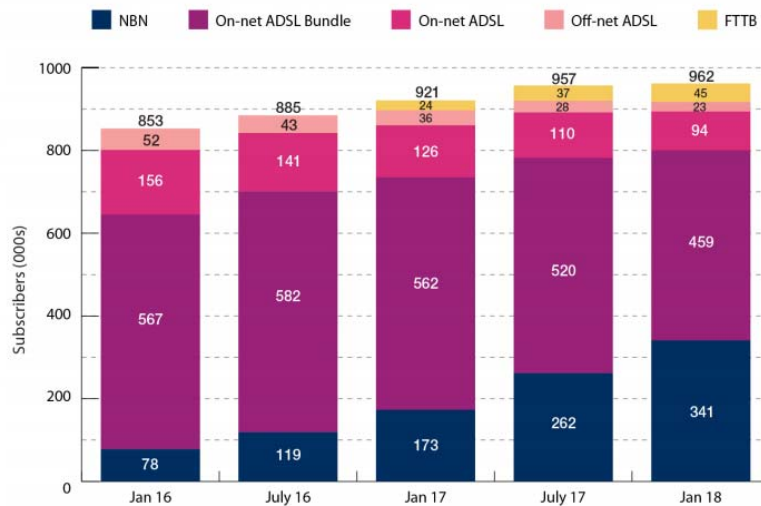


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TPG Telecom Limited

Broadband subscribers - migration to NBN

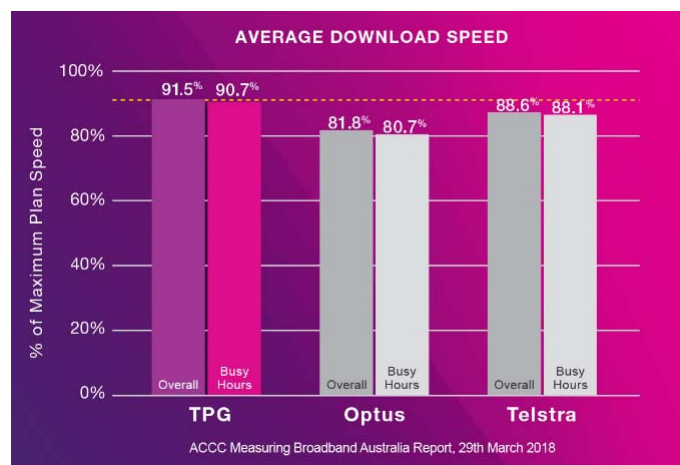


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TPG Telecom Limited

NBN products

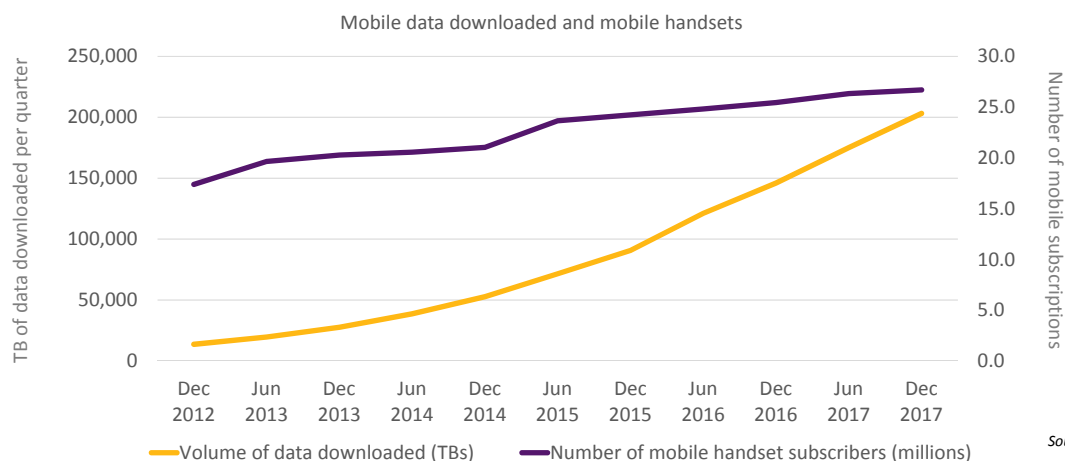


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TPG Telecom Limited

Strong growth in data downloads from mobile devices



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New Hope Corporation Limited



Best half year result in the company's history

To 31 January 2018

Net Profit After Tax

\$115.6M

▲ 111% from 2017

Cash generated from ops

\$206.5M

Before interest and tax

Total tonnes sold

4.4M

▲ 10% from 2017

EBITDA

\$211.7M

▲ 63% from 2017

Interim dividend

6.0 cents

▲ 50% from 2017

Land rehabilitated

45%

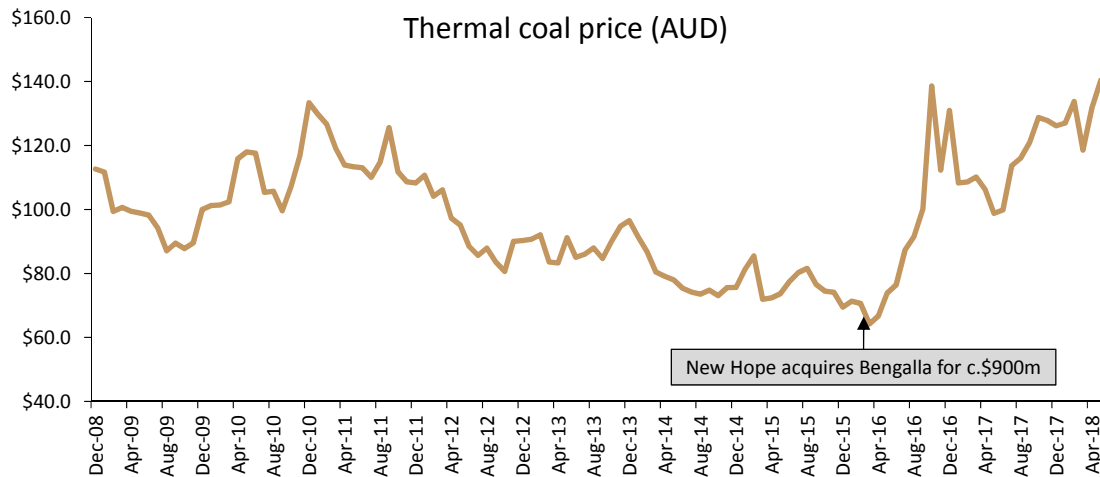
Of all mined land life to date

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New Hope Corporation Limited

Strong recovery in thermal coal prices

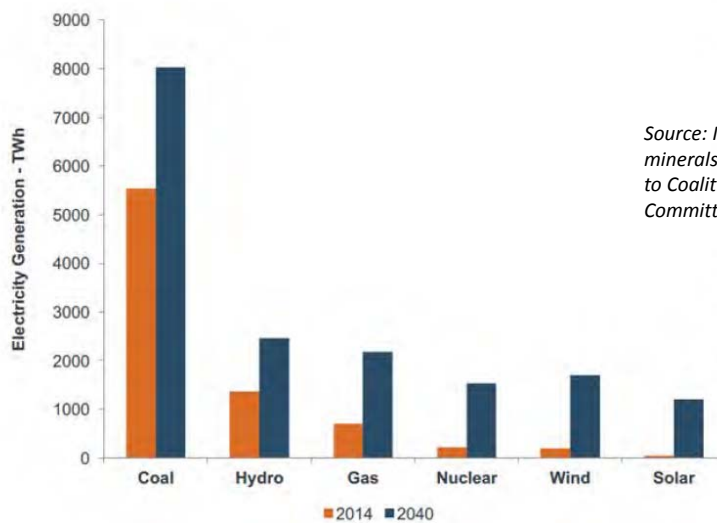


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New Hope Corporation Limited

Asia electricity forecast to 2040 by generation source



Source: IEA World Energy Outlook 2016.
minerals Council of Australia, Presentation
to Coalition Resources and Energy
Committee 2017

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New Hope Corporation Limited

New Acland Mine



- 11 year process continuing
- 288 FTE jobs
- Approximately 500 contractors
- PwC estimates the mine continuation will contribute \$8.1b to stakeholders
- Coal mining in Acland for over 100 years



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New Hope Corporation Limited

Rehabilitation



2012



2018



New Oakleigh West rehabilitation work complete – 223ha land rehabilitated to grazing standard

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Brickworks Limited

- Relationship since 1969
- Solid investment for each company
- Provides consistency to the earnings and dividends
- Provides strength to both companies

BRICKWORKS
LIMITED



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Financial Services Portfolio

Portfolio value of \$439m*



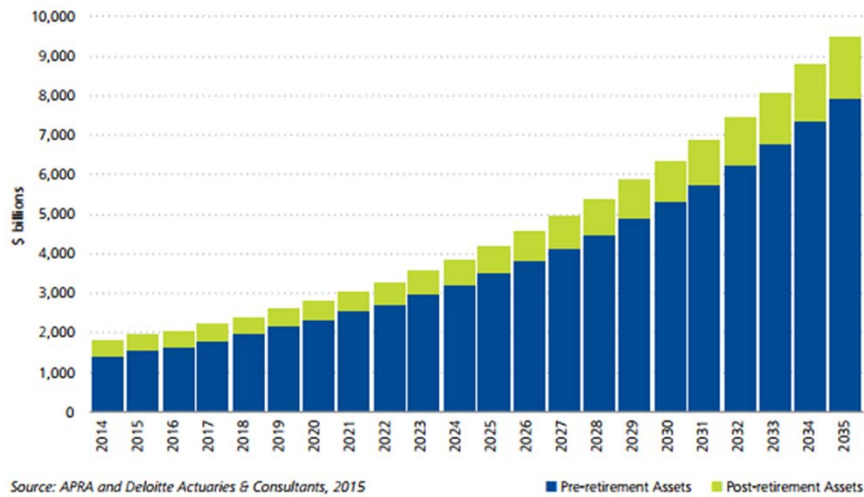
* Market values and Directors' valuations as at 31 January 2018

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Financial Services Portfolio

Growth in superannuation assets in Australia to 2035



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Pharmaceutical Portfolio

Portfolio value of \$239m*



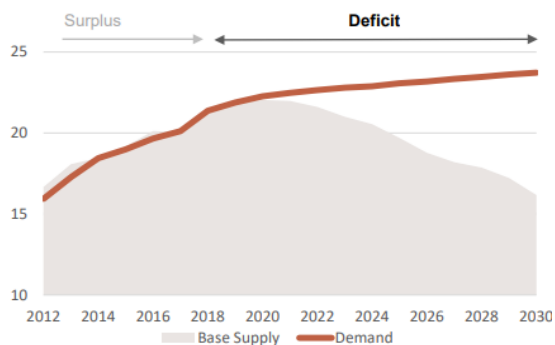
* Market values as at 31 January 2018

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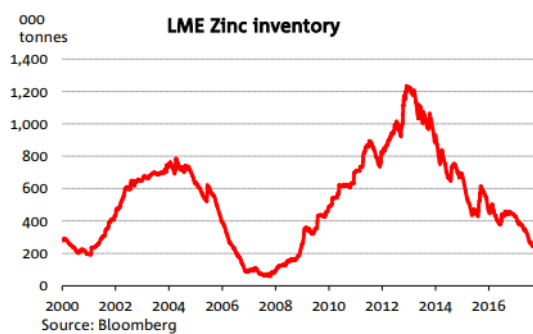


Copper, zinc and gold

Copper supply and demand
(million tonnes)



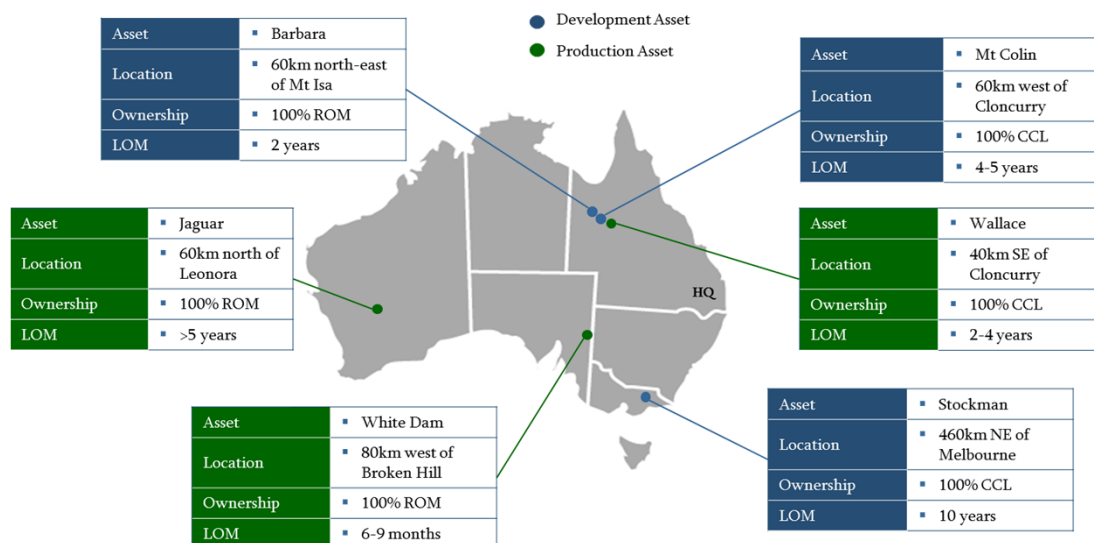
Zinc Inventories at low levels



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Copper, zinc and gold projects



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Investment approach capitalises on our strengths

DISCIPLINED

- Investments in cost competitive companies
- Discipline on operating costs and investment cost

LONG TERM

- Counter-cyclical investments
- Long term investment themes

TRUSTED PARTNER

- Stable and trusted investment partner
- Assist investments to grow

OPPORTUNISTIC

- Flexible investment approach
- Continuing to look for good opportunities

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Washington H. Soul Pattinson and Company Limited

A Diversified Investment House



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