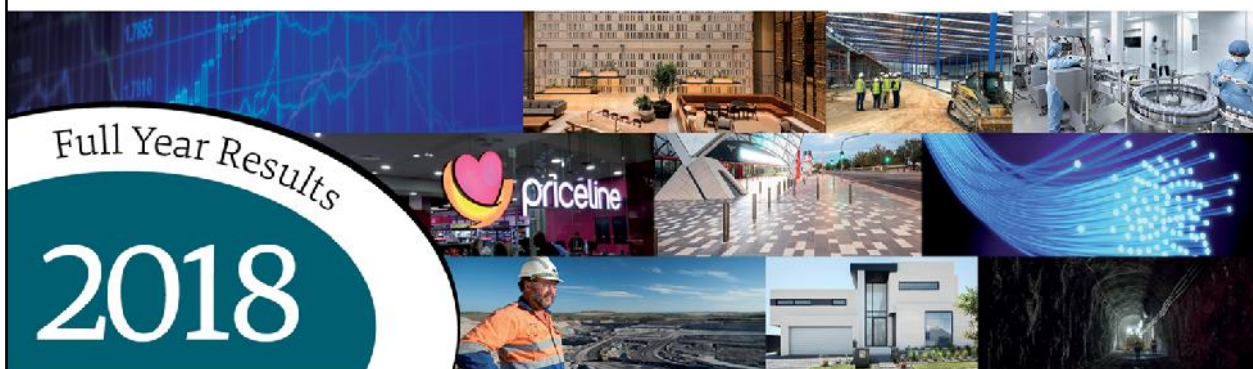




Washington H. Soul Pattinson and Company Limited

Results Presentation



Business Overview

**DIVERSIFIED
PORTFOLIO**

**LONG TERM
INVESTOR**

**CONSERVATIVE
AND VALUE
FOCUSED**

**OVER THE LAST 15
YEARS WHSP HAS**

**CONTINUALLY
INCREASED DIVIDENDS**
(growing at a compound
annual growth rate of 8.3% pa)



**DELIVERED A TSR OF
13.0% PER ANNUM**
(outperforming the All Ords
Accumulation Index by 3.6% pa)



Key Highlights Year Ended 31 July 2018

HIGHEST EVER
REGULAR PROFIT

\$331m

up 17.4%

PORTFOLIO VALUE¹
INCREASED BY

\$972m

up 21.8% to \$5.4 billion

FULLY FRANKED
DIVIDENDS OF

56cps

18th consecutive increase

MARKET CAP GROWTH
AND DIVIDENDS ADDED

\$1.1b

to shareholder wealth

12 MONTH TOTAL
SHAREHOLDER RETURN

27.5%

12.6% above Index²

INVESTMENT IN WHSP
OVER 15 YEARS GREW

525%

vs 286% for the Index²

1. refer to slide 5 for portfolio valuation

2. Index refers to the All Ordinaries Accumulation Index

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Group Result (Consolidated)

Year Ended 31 July 2018

The Group's highest ever Regular Profit After Tax*	\$331.1m	up 17.4%
Record Regular Profit primarily attributable to:	<ul style="list-style-type: none"> ▪ New Hope up 74.7% ▪ Apex Healthcare up 33.6% ▪ Financial Services Port. up 19.3% ▪ Brickworks up 8.0% 	
Group Profit After Tax:	\$266.8m	down 20.0%
Impacted by non-regular losses (predominantly impairments by New Hope)	\$64.3m	

* Regular profit after tax is a non-statutory profit measure and represents profit from continuing operations before non-regular items. A reconciliation to statutory profit is included in the Preliminary Final Report – Note 3, Segment Information.

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Portfolio Performance As at 31 July 2018

	WHSP's Holding %	Value of Holding \$m	12 month movement	
TPG Telecom	25.3%	1,350 *	45	3.5%
New Hope Corporation (59.6% held 31 July 2017)	50.0%	1,326 *	533	67.2%
Brickworks	43.9%	1,023 *	156	18.0%
Financial Services Portfolio	-	414 *^	5	1.2%
API	19.3%	161 *	(6)	(3.7%)
Round Oak Minerals formerly CopperChem and Exco Resources	100%	154 ^	71	84.3%
Apex	30.3%	83 *	34	70.0%
TPI Enterprises (18.9% held 31 July 2017)	19.9%	21 *	(20)	(48.7%)
Other Listed Equities Portfolio		515 *	68	15.3%
Other Unlisted Equities Portfolio		93 ^	21	28.4%
Property Portfolio (net of borrowings)		183 ^	(25)	(12.2%)
Cash and other net assets		116	90	354.9%
Net assets value (pre-tax)		5,439	972	21.8%

Gross portfolio value increased 1.0 billion
21.8%

Pre tax net asset value \$5.4 billion or
\$22.72 per share

\$1.1 billion tax payable if portfolio sold on 31 July 2018

* Market value
^ Directors' valuations

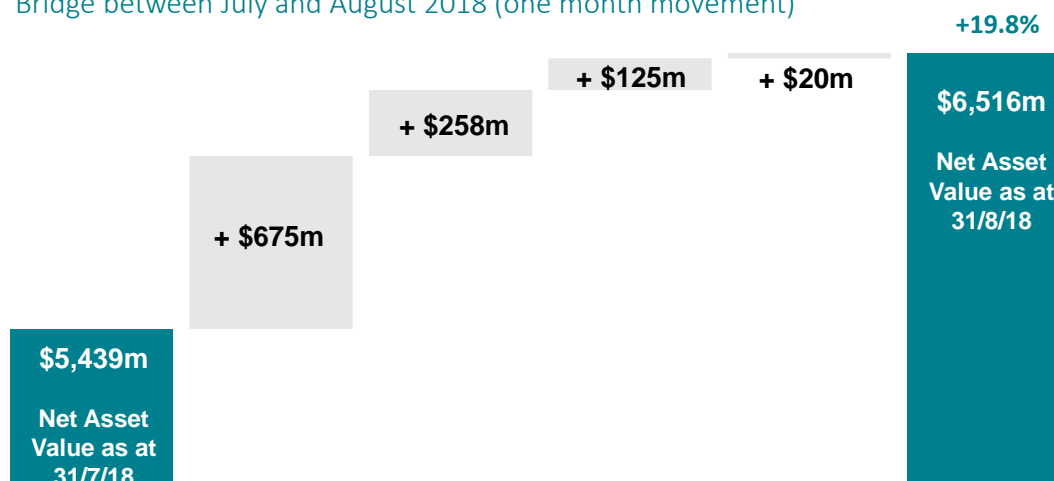
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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



YTD Pre-tax Net Asset Value

Bridge between July and August 2018 (one month movement)



"other"

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



WHSP Total Shareholder Returns

as at 31 July 2018

Annualised Returns	1 Year	3 Years p.a.	5 Years p.a.	10 Years p.a.	15 Years p.a.
WHSP	27.5%	20.5%	13.7%	11.3%	13.0%
All Ord. Accum. Index	14.9%	8.4%	9.4%	6.9%	9.4%
Out Performance	12.6%	12.1%	4.3%	4.4%	3.6%

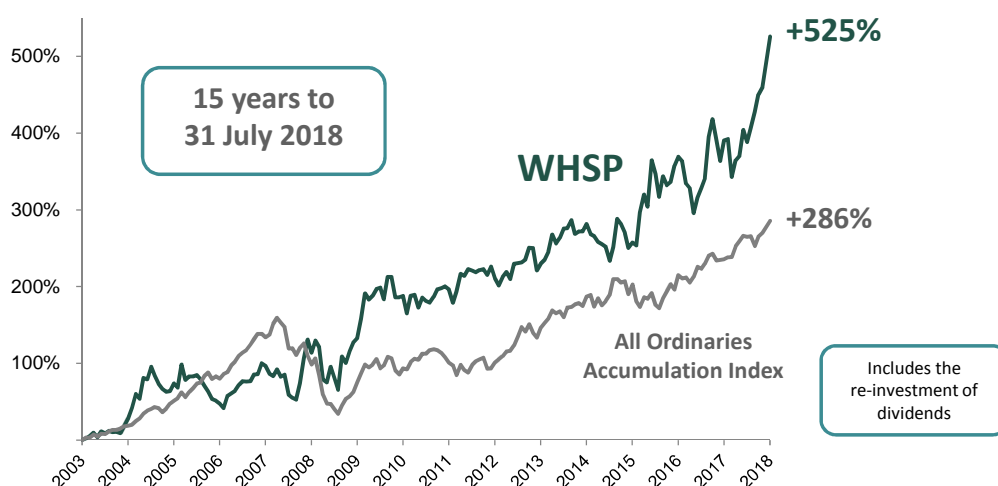
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WHSP Total Shareholder Returns

15 years to 31 July 2018



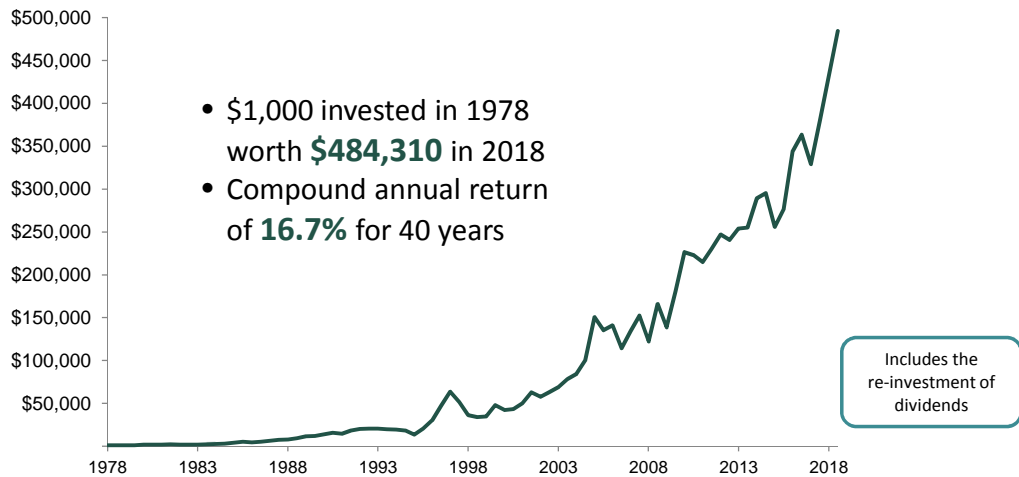
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WHSP Total Shareholder Returns

Wealth Creation over 40 years



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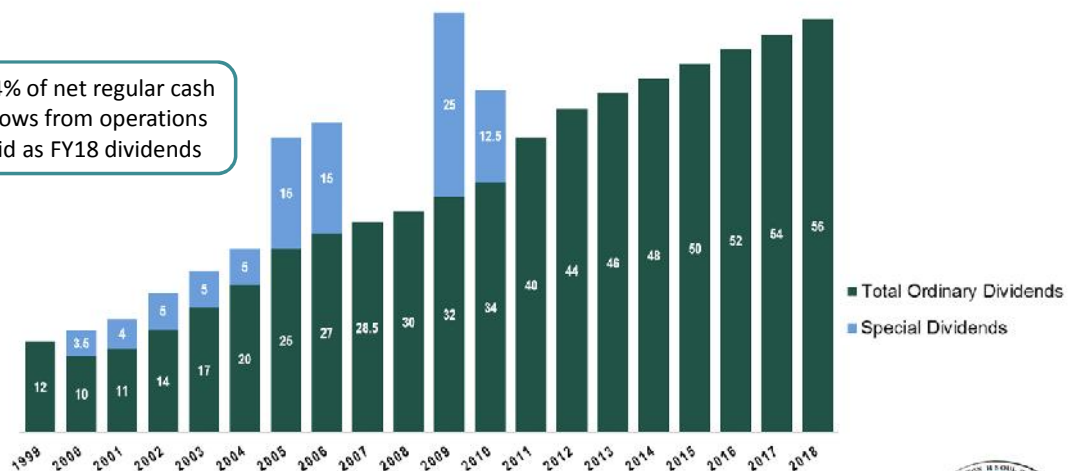


20 Year Dividend History

Final Dividend: 33 cents per share fully franked, up 3.1%

Total Dividends for the year: 56 cents fully franked, up 3.7%

93.4% of net regular cash inflows from operations paid as FY18 dividends



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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



TPG Telecom Limited

Year Ended 31 July 2018



Associated entity	25.3% held
Value of shareholding	\$1.35b
Contribution to WHSP profit	\$100.0m
Dividends paid to WHSP	\$9.3m

- Underlying EBITDA of \$841.1m, up 0.7%
- Underlying NPAT of \$432.6m, up 3.7%
- EPS 42.8 cents per share, down 3.3%
- Final Dividend of 2 cents per share fully franked

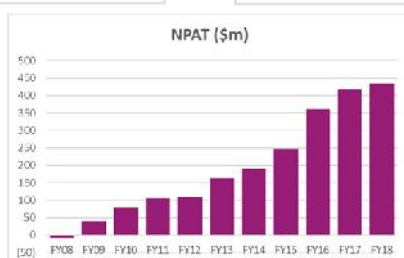
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FY2018 Full Year Results Presentation



TPG Telecom Limited

Historical growth track record



The charts are based on 'underlying' data as disclosed in TPG's reports to the market.

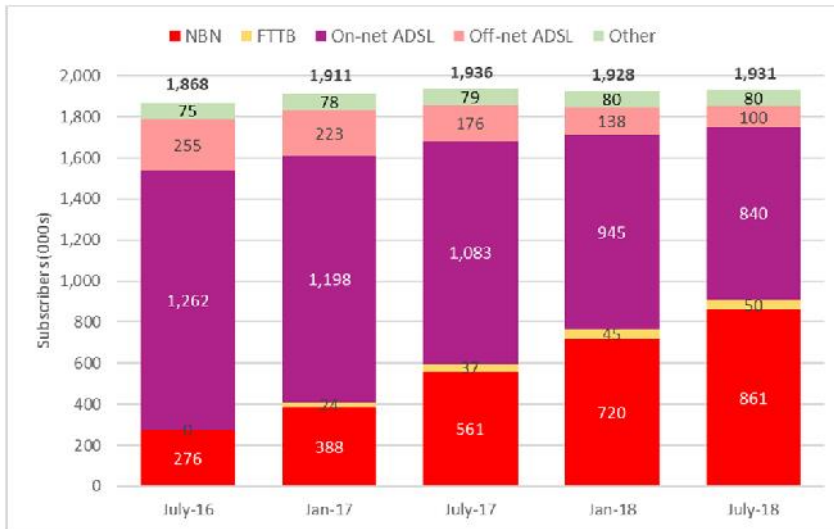
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TPG Telecom Limited

Broadband Subscribers



**FY18 net adds include:
+300k NBN and
+13k FTTB**

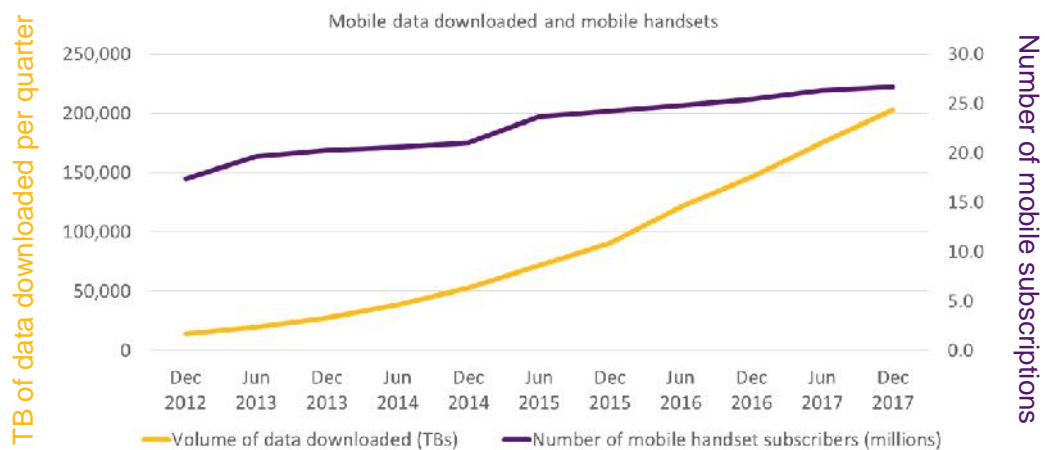
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FY2018 Full Year Results Presentation



TPG Telecom Limited

Growth in data downloads from mobile devices



Source: ABS

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



TPG Telecom Limited

Merger with Vodafone Australia



- TPG announced “merger of equals” with Vodafone Australia on 30 August
- WHSP will have 12.6% shareholding post merger
- Highly complementary businesses
- Significant synergy potential
- Pre-merger special dividend to TPG shareholders
- Pre-merger in-specie dividend of Singapore mobile business to TPG shareholders
- ACCC, FIRB and TPG shareholder approvals required

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



New Hope Corporation Limited

Year Ended 31 July 2018



Controlled entity	50.0%
Value of shareholding	\$1.33b
Contribution to WHSP result	\$81.5m
Dividends paid to WHSP	\$54.7m

During FY18 WHSP reduced its holding in New Hope from 59.6% to 50.01% in order to increase free float and liquidity.

WHSP received sale proceeds of \$175.7m. The pre-tax gain of \$172.8m is not reflected in the Consolidated Results because New Hope is a member of the consolidated group.

- Profit after tax before non-regular items \$252.6m, up 96%
- higher coal prices and Bengalla mine
- Profit after Tax \$149.5m, up 7%
- impairment of Colton exploration project
- Final Dividend of 8 cents per share fully franked, up 33%
- Total Dividends of 14 cents per share fully franked, up 40%

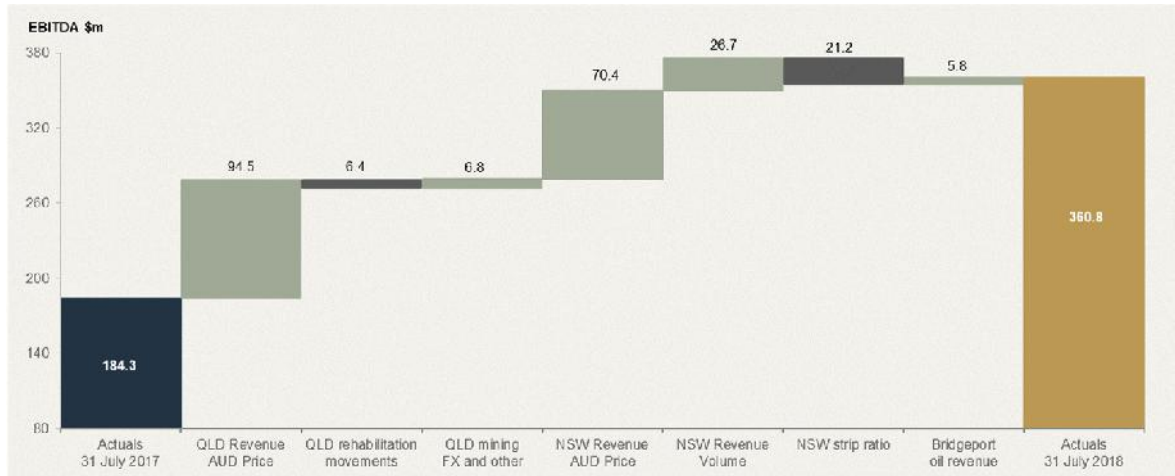
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FY2018 Full Year Results Presentation



New Hope Corporation Limited

EBITDA Comparison - before non-regular items



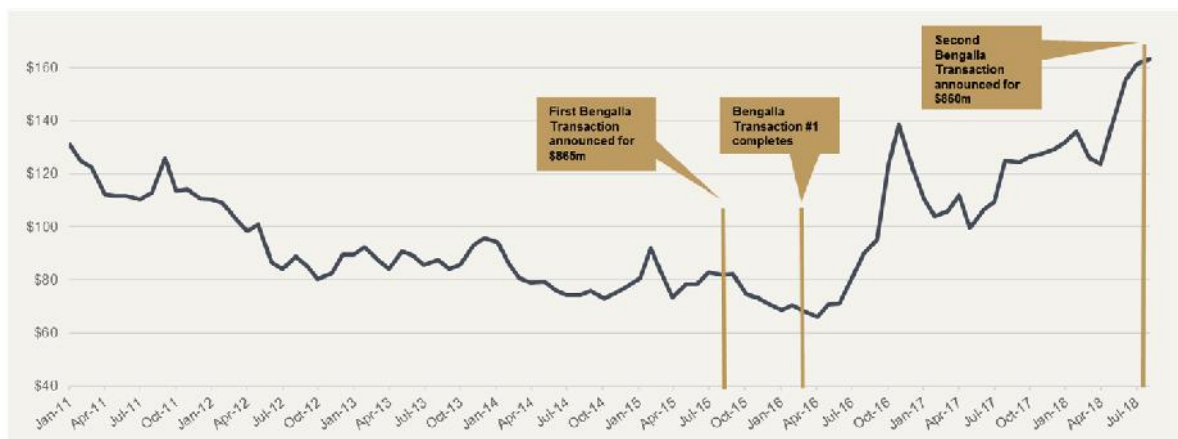
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New Hope Corporation Limited

AUD Newcastle Thermal Coal Price



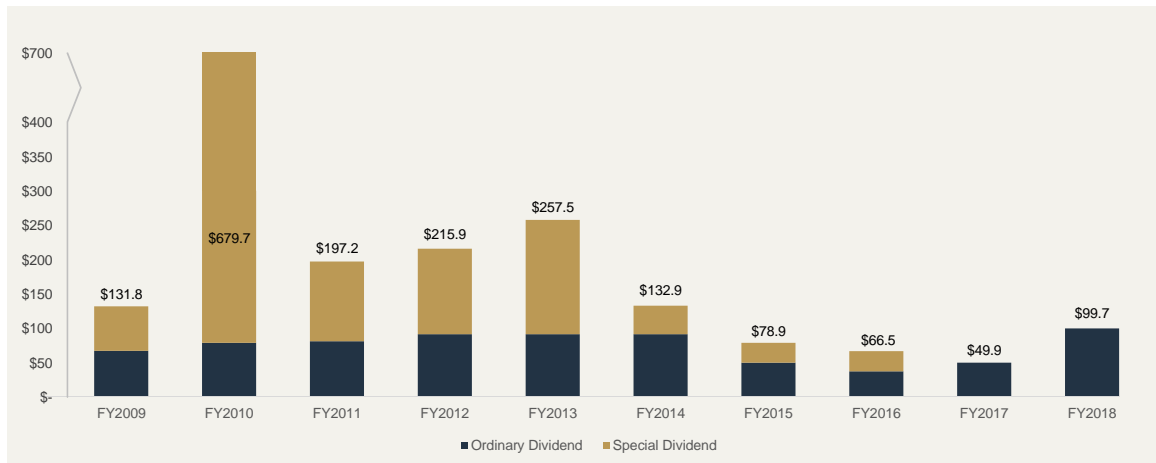
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New Hope Corporation Limited

Ten year total dividends of \$1.91 billion



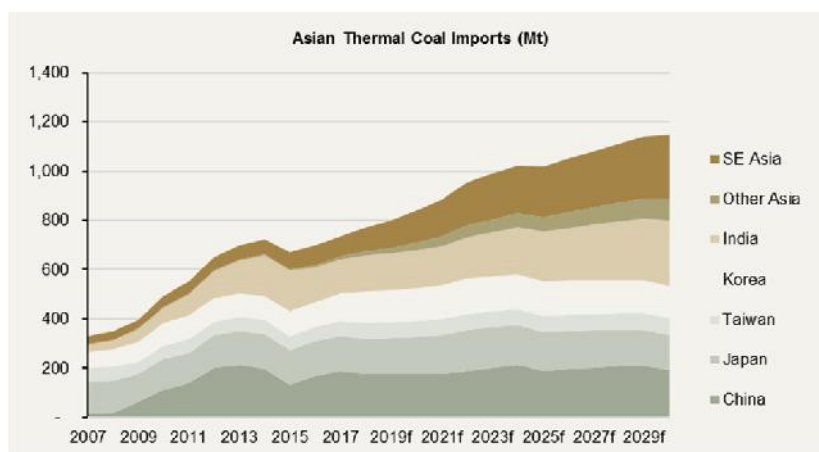
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New Hope Corporation Limited

Asian thermal coal import growth



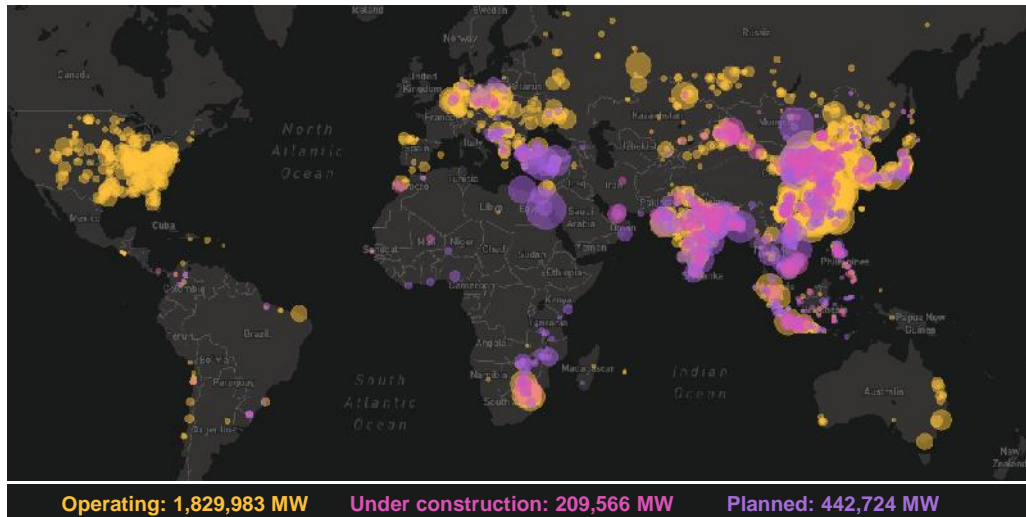
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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



New Hope Corporation Limited

Global coal power plants



Source: CarbonBrief

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Brickworks Limited

Year Ended 31 July 2018

BRICKWORKS
LIMITED

Associated entity	43.9% held
Value of shareholding	\$1.02b
Contribution to WHSP profit	\$40.5m*
Dividends paid to WHSP	\$34.1m

- Record underlying NPAT \$223.7m, up 13.9%
- Profit After Tax \$175.4m, down 5.8%
- Building Products EBIT \$76.0m, up 16.8%
- Final Dividend of 36 cents per share fully franked, an increase of 5.9%
- Total Dividends of 54 cents per share fully franked, an increase of 5.9%

* Excludes the WHSP profit taken up by Brickworks under the equity accounting method.

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Brickworks Limited

Underlying earnings history by segment

BRICKWORKS
LIMITED



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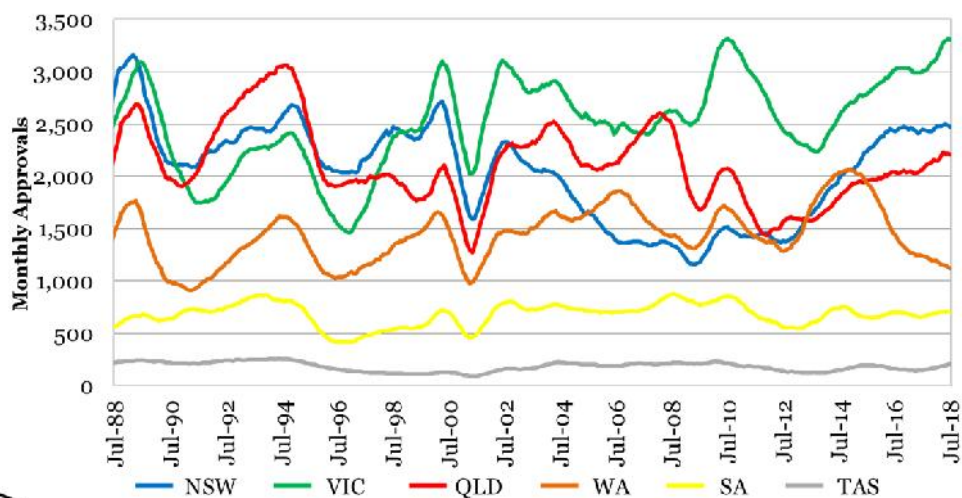
Washington H. Soul Pattinson and Company Limited
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Brickworks Limited

Detached Housing Building Approvals
12 month moving average

BRICKWORKS
LIMITED



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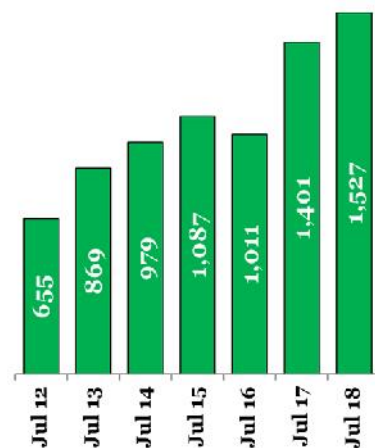
Brickworks Limited

Industrial Property Trust Value

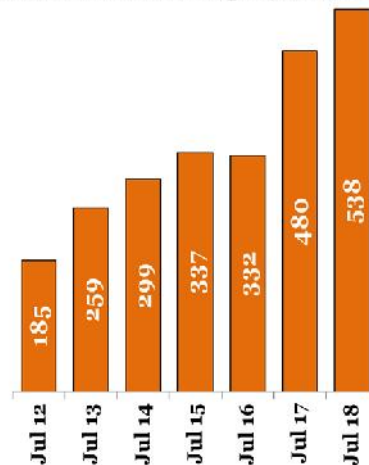
BRICKWORKS

LIMITED

Total Trust Assets (\$m)



Brickworks 50% Equity Value (\$m)



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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Financial Services Portfolio

Value of Portfolio*	\$414m
Contribution to WHSP profit	\$16.4m
Dividends paid to WHSP	\$15.4m

- Ironbark Asset Management added to the portfolio
- Pengana Capital Group market value up by 7.7%
- Portfolio provides Australian and international exposure

* Markets values and Directors' valuations



	% held
BKI Investment Company Limited	8.6
Contact Asset Management Pty. Limited	20.0
Ironbark Asset Management	13.9
Milton Corporation Limited	3.8
Pengana Capital Group Limited	39.2
Pengana International Equities Limited	9.8
Pitt Capital Partners Limited	100
URB Investments Limited	12.4

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Australian Pharmaceutical Industries Limited



Associated entity	19.3% held
Value of shareholding	\$161m
Contribution to WHSP profit*	\$9.3m
Dividends paid to WHSP**	\$6.7m

Half Year Ended 28 February 2018

- Underlying NPAT \$26.8m, down 8%
- NPAT \$24.9m, down 14.4%
- Fully franked interim dividend unchanged at 3.5 cents per share.

Clearskincare Clinics acquisition

- Announced 25 June 2018
- Expected to be EPS accretive
- Share price increased by 36.2% (from 22 June to 31 Aug 2018)

* For the 12 months to 28 February 2018

** For the 12 months to 31 July 2018

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Round Oak Minerals

Year Ended 31 July 2018



formerly CopperChem Limited and Exco Resources Limited

Percentage ownership	100%
Value of shareholdings*	\$154m
Contribution to WHSP result	(\$12.6m)



* Directors' valuation

- White Dam gold sales of \$18.7m up from \$18.4m in 2017.
- Acquired Stockman project in Victoria in December 2017 (copper / zinc project).
- Acquired Jaguar mine in WA in May 2018 (operating zinc/copper producer).
- Results impacted by acquisition expenses and costs during pre-production phase.

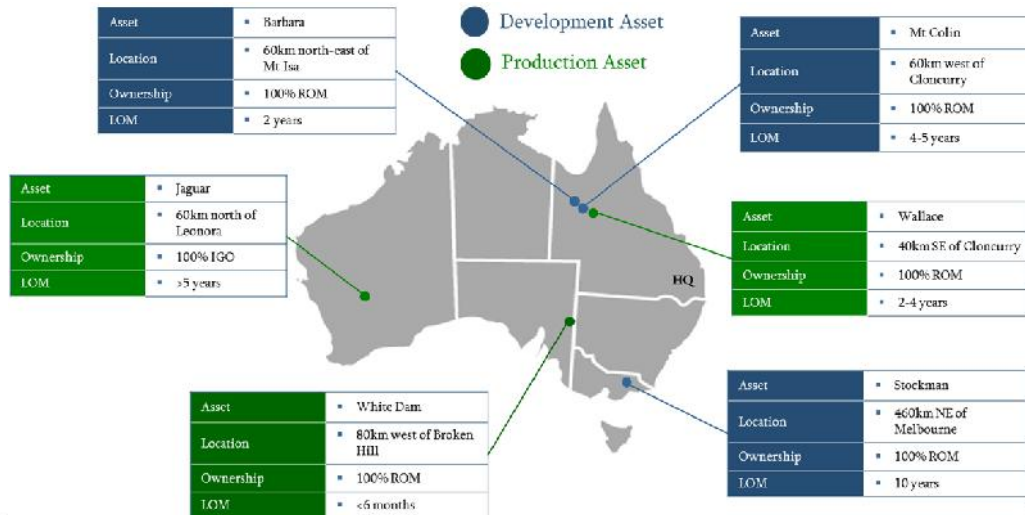
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FY2018 Full Year Results Presentation



Round Oak Minerals

Copper, zinc and gold projects across Australia



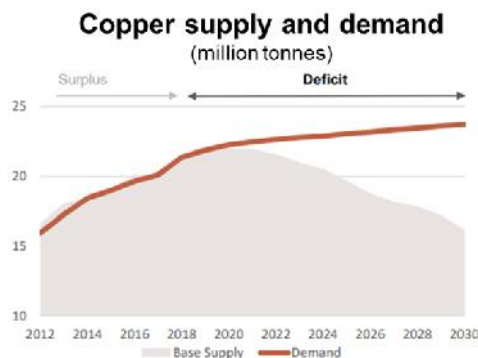
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FY2018 Full Year Results Presentation

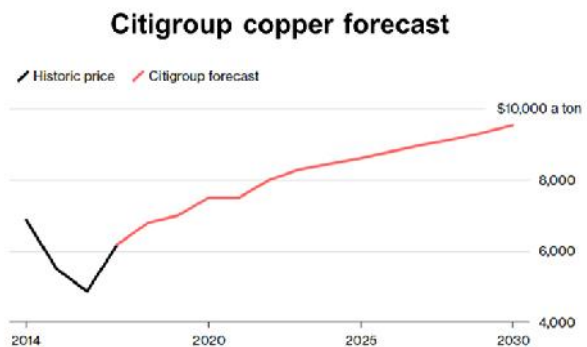


Round Oak Minerals

Forecast copper supply shortages



Source: Rio Tinto



Source: Citigroup Inc

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



Apex Healthcare Berhad



Associated entity	30.3% held
Value of shareholding	\$83m
Contribution to WHSP profit*	\$5.0m
Dividends paid to WHSP	\$1.4m

* For the 12 months to 30 June 2018

The appreciation of the MYR has positively affected Apex's results when they are stated in AUD. For this reason the percentage movements shown are based on MYR movements.

Half Year Ended 30 June 2018

- Revenue \$104.4m, up 0.2% (in MYR) on previous corresponding period
- NPAT \$9.0m, up 48.1% (in MYR)
- Interim dividend of 2.2 cents per share, up 18.2% (in MYR)

Share price performance for the year ended 31 July 2018:

- Share price up 50.4% (in MYR)
- Added \$34.4m to the market value of WHSP's investment

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Washington H. Soul Pattinson and Company Limited
FY2018 Full Year Results Presentation



WHSP

Property Portfolio

During the year:

- Redevelopment of the Kingsgrove property continued
- One of two Pennant Hills office buildings sold

Since year end:

- 160 Pitt Street sold (completed in Aug 18)
- Prestons development project sold (expected to complete in Nov 18)



Prestons Logistic
Centre Development

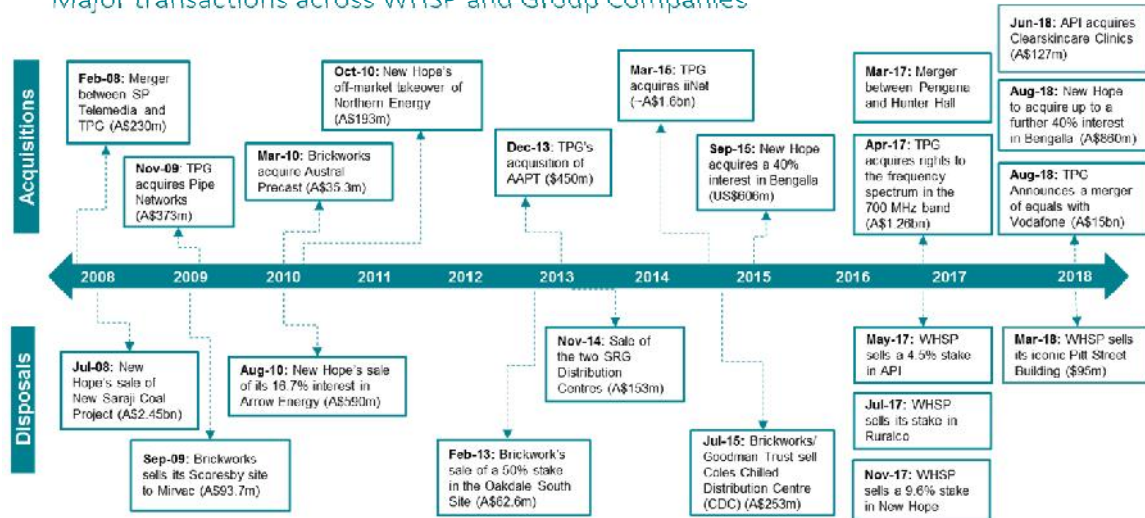
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FY2018 Full Year Results Presentation



Active M&A to add value

Major transactions across WHSP and Group Companies



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FY2018 Full Year Results Presentation



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
FY2018 Full Year Results Presentation



Terms and Definitions

1 Regular profit	Regular profit after tax is a non-statutory profit measure and represents profit from continuing operations before non-regular items. A reconciliation to statutory profit is included in the half year financial report – Note 3, Segment information.
2 Underlying EBITDA - TPG	Underlying results comprise non-IFRS financial information which excludes material non-recurring and/or non-cash items. Refer to TPM ASX announcement 'FY18 Preliminary Financial Report' released to ASX on 18 September 2018, page 2 for further information and page 3 for a reconciliation between reported and underlying results.
3 Profit after tax and before non-regular items - New Hope	Profit after tax and before non-regular items has not been audited in accordance with Australian Auditing Standards. Refer to NHC ASX announcement 'Appendix 4E and Annual Report' released to ASX on 18 September 2018, page 2 for further information and for a reconciliation between, profit before and after non-regular items.
4 Underlying NPAT - Brickworks	Underlying NPAT is statutory NPAT adjusted for significant items. Refer to Brickworks' 2018 Annual Report released to ASX on 20 September 2018, page 6 for further information.
5 Underlying NPAT - API	Underlying NPAT is a non-IFRS financial measure. Refer to API ASX announcement 'API Half Yearly Report and Accounts' released to ASX on 19 April 2018, page 4 for further information and a reconciliation between reported and underlying NPAT.

Washington H. Soul Pattinson and Company Limited

A Diversified Investment House

