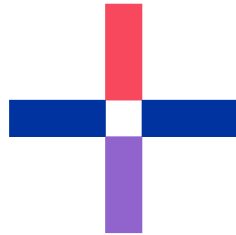


WHITEFIELD

A listed investment company providing regular franked income
and the potential for capital growth through a diversified
portfolio of Australian Industrial shares

Experience



Data



Structured
approach



Industrials
focus



Proven
results.

____ **We've been creating value for our
shareholders since 1923.**

It's how we do it that makes us distinct. Our focus on data quality, a quantitative process and high diversification allows us to deliver on our objectives of consistency, efficiency and reliability for our shareholders.

_Whitefield Limited (WHF) Placement

The Product

Australia's oldest listed investment company

- Closed-ended: entry/exit at fair value determined by investors and enhanced fund returns by avoiding value destructive outflows.
- Company structure: enables greater tax transparency for investors and the ability to smooth the effects of the cycle on income.
- Industrial shares: stability of capital values and income are increased through the exclusion of the boom-bust mining sector.
- Enhanced index: provides high diversity and risk control coupled with the potential for outperformance.

The Strategy

Experience + Data + Structured Approach + Industrials Focus = Proven Results

- Provides exposure to the Australian Industrials index
 - with the opportunity for extra return through a style neutral quantitative process; and
 - limited risk of material underperformance through a conservative approach to risk management.
- While also providing
 - stable and growing franked dividends: at least maintained for 31 years; and
 - strong ESG credentials: carbon-intensity approximately 40% lower than the ASX200.
- At relatively low cost.
- By a management team with deep experience as individuals and as a team, and strong alignment with the company.

The Offer

Placement of fully paid ordinary shares in Whitefield Limited (WHF)

- Offer Price \$5.56, equal to estimated pre-tax net asset backing as at Tuesday 13th July 2021.
- Offer Price represents an 11% discount to the 5 trading day VWAP ending Tuesday 13th July 2021.
- Offer Price represents a prospective dividend yield of 5.3% including franking.
- Targeting to raise up to 15% of the existing issued capital of the company.
- It is expected the placement will be followed by a share purchase plan at the same Offer Price.

_Approach: Industrials

Industrials align with company and investor objectives

Compound annual returns 3.43% higher than Resources, excluding franking which have increased this further.

Volatility of total returns were 36% lower than Resources, translating into risk-adjusted returns 2.8x higher.



Source: Whitefield estimates; S&P Dow Jones since April 2000 and ASX prior to that

Industrials are structurally overweight growth opportunities

Demographics
15.7%

Australia is projected to have higher population growth and less affects from population ageing than the developed world. Domestic industrials and global healthcare to benefit the most.

Technology
3.2%

Capturing Australia's emerging technology space which already includes more than 20 unique stocks each with strong growth potential across sectors from FinTech to Data Centres and Logistics.

And structurally underweight threats to growth looking ahead

Climate
(12.2%)

If countries' plans are met Australia will end up with an untenable 13% contribution to 2030 global emissions from burning fossil fuels. High carbon intensity of mining is an additional risk.

China
(6.7%)

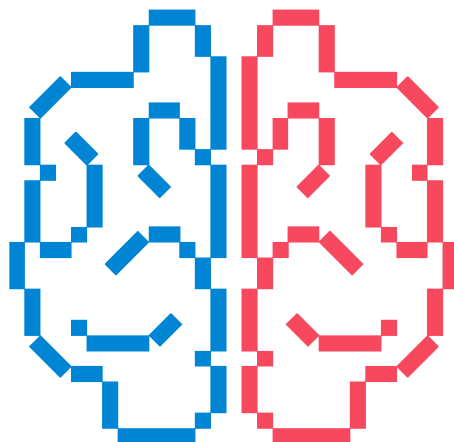
China's transition to a less steel-intensive economy will threaten the current multi-decade high levels of Iron Ore profitability. Geopolitical tensions only add to this.

The most profitable sources of market inefficiency are those stemming from errors of human judgment.

In investment markets, human behavioural bias produces:

Trends

"The self-reinforcing interaction between prices and perceptions which drives prices away from the underlying value of fundamentals."



Reversals

"Trends break down on the realisation that price is significantly divergent from the likely underlying value of fundamentals."

We aim to harness trends and reversals through a quantitative process that pinpoints where errors are being made, while minimising our own.

_Approach: Strategy

Our strategy exploits both trends and reversals by targeting the profitable intersection of our Trend and Contrarian factors

Trend Factors identify stocks with a high probability of a continuing trend

Quality

Aims to exploit systematic under-appreciation of earnings quality and rational capital budgeting.

Momentum

Aims to exploit serial correlation of stock-level expectations over the short-to-medium term.

Growth

Aims to exploit investors' propensity to tie medium-to-long term growth forecasts to general economic growth.

Contrarian Factors identify stock with a high probability of a trend reversal

Quality
Reversion

Aims to exploit investors' systematic overreaction to cyclical, temporary or non-recurring components of earnings.

Momentum
Reversion

Aims to exploit serial anti-correlation of stock-level expectations over the long term.

Value

Aims to exploit investors' propensity to place too much emphasis on recent events in valuing stocks.

_Approach: Process



Extensive cleaning/customization
enhance data sources

'Mean-Plus' stock forecasts
emphazise accurate analysts

Detailed financial models for
breadth of factor inputs



Custom factors and industry
groupings increase accuracy

Alpha forecast benefits from
six factor families

Extensive backtesting
for empirical basis



Proprietary algorithm maximises
Information Ratio for low turnover

Experienced investment
committee provides oversight

Extensive backtesting
for empirical basis

_Approach: Experienced Team

Deep experience as individuals and as an investment team, unchanged since 2008.

Angus Gluskie
BEc, CA, FFin,
Grad Dip Applied
Finance & Invest.

CEO and Investment Manager

Angus has over 35 years experience in the investment management and financial services fields. He has qualifications in investment management, economics and chartered accountancy. He is a fund manager for Whitefield, White Funds Management Pty Ltd and associated entities, and is also Chief Investment Officer for insurer, Employers Mutual Ltd.

Will Seddon
BEc, CFA, CAIA
SAFin

Investment Manager - Portfolio Strategy

Will has over 19 years experience as a wholesale investment manager and analyst. Starting out as an analyst with Morningstar Australia, he joined White Funds Management Pty Ltd and Whitefield in 2006.

Peter Borkovec
MCom (Funds
Management), BBus

Investment Manager - Quantitative Strategy

Peter has over 22 years experience in wholesale funds management, having been an analyst and consultant with Perpetual Trustees and IPAC Securities before joining White Funds Management Pty Ltd and Whitefield in 2007.

Stuart Madeley
BA(hons), Pure
Maths, MBA

Investment Manager - Portfolio Implementation Strategy

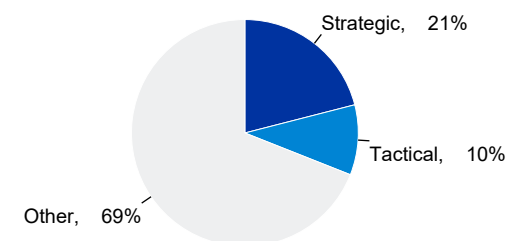
Stuart has 30 years experience in financial services and funds management, having worked with Provident Manor Life and Manor Financial Management in the UK before joining White Funds Management Pty Ltd and Whitefield in 2005.

_Approach: ESG

Philosophy

ESG considerations are likely to have a profound effect on companies' earnings driven by structural shifts in demand, production practices, cost structures and prices over an extended period.

Whitefield's ESG approach is both strategic through the exclusion of Resource stocks, and tactical through our quantitative assessment.

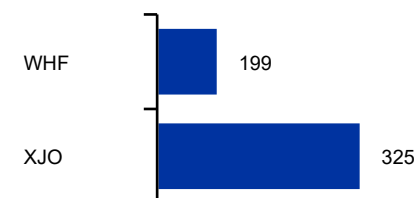


Environmental

Actions to adapt to and mitigate environmental issues are likely to cause the most significant variation in companies' earnings of all of the ESG pillars. Effects are likely to be difficult for investors to anticipate creating mispricing risks and opportunities.

Whitefield conducts a quantitative assessment of how a range of environmental factors effect each company's outlook.

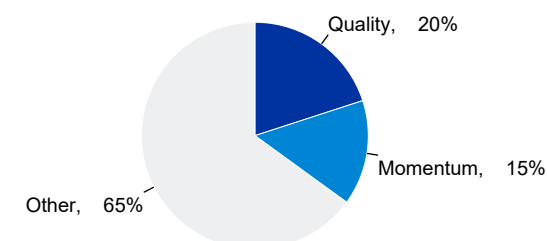
CO2 Emissions per Revenue



Social & Governance

Social & Governance norms and opinions are nuanced in their impacts on company operations and may vary over time dictating a less anticipatory approach.

Whitefield's earnings quality and momentum factors assess the effects of Social & Governance considerations and balance these against other contributors to company performance.



_Portfolio: Fact Sheet

Return Objective	Reliable stream of fully franked income; Risk-adjusted return higher than average of peer group*; and Portfolio return 0-100 basis points above The Benchmark over rolling 5 year periods
Risk Objective	Target 70-100 basis Tracking Error; and Active Risk Budget 7.5%-12.5% of Portfolio Value
Asset Allocation	Long-only, fully invested other than cash held for corporate purposes^
Benchmark	S&P/ASX200 Industrials Accumulation (XJIAI)
Investment Style	Style agnostic, enhanced index
Gearing	Convertible, Resettable Preference Shares approx. 6% of Portfolio Value (as at Mar21)
Dividend Policy	Aim to pay approx. equal to underlying earnings and average long-term realised gains
Tax Status	LIC Capital Gains Discount status applicable on the majority of the portfolio
Fund Manager	White Funds Management Pty Limited
Base Management Fee	0.25% per annum
Performance Fee	Nil
Other Operating Expenses	Approx. 0.15% per annum based on 2021

*Bell Potter diversified Large-Cap Aust Equities Listed Investment Companies and Trusts; ^Being non-portfolio items relating to corporate level activities

_Portfolio: Outcomes

Before Tax Returns [^]	1Yr	2Yr	3Yr	5Yr	20Yr
Portfolio	25.56%	8.87%	9.19%	9.24%	7.79%
Benchmark*	27.38%	8.38%	9.06%	9.50%	8.06%
Beta	0.85	0.83	0.86	0.88	0.97

After Tax Returns ^{^^}	1Yr	2Yr	3Yr	5Yr	20Yr
Share Price	44.32%	17.48%	15.56%	12.87%	8.22%
Pre-Deferred Tax NTA ^{**}	25.25%	7.76%	8.13%	8.21%	6.55%
Post-Deferred Tax NTA ^{**}	20.10%	6.91%	7.34%	7.50%	6.65%

Other Growth Rates ^{^^^}	1Yr	2Yr	3Yr	5Yr	20Yr
Dividends Per Share	1.20%	4.60%	6.00%	3.90%	2.60%
Shareholder Numbers	13.20%	14.20%	13.30%	10.50%	n/a

Unless stated otherwise, performance figures are annualised to 30th June 2021

[^]Both Portfolio and Benchmark returns are before expenses and Whitefield company tax

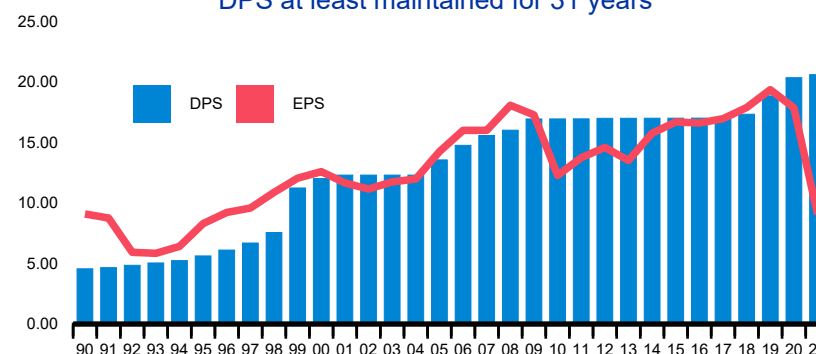
^{^^}Returns are after all expenses and after the payment or provision of company tax by Whitefield

^{^^^}Compound annual growth rates

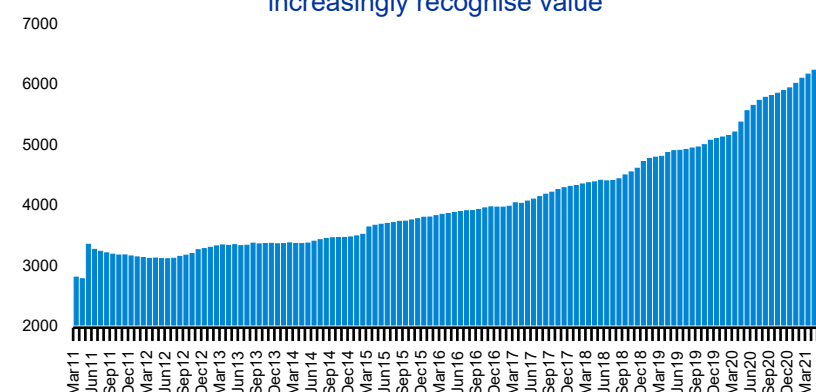
*S&P/ASX200 Industrials Accumulation

^{**}Deferred Tax includes company tax on capital gains which would be payable if the company realised its entire investment portfolio

DPS at least maintained for 31 years

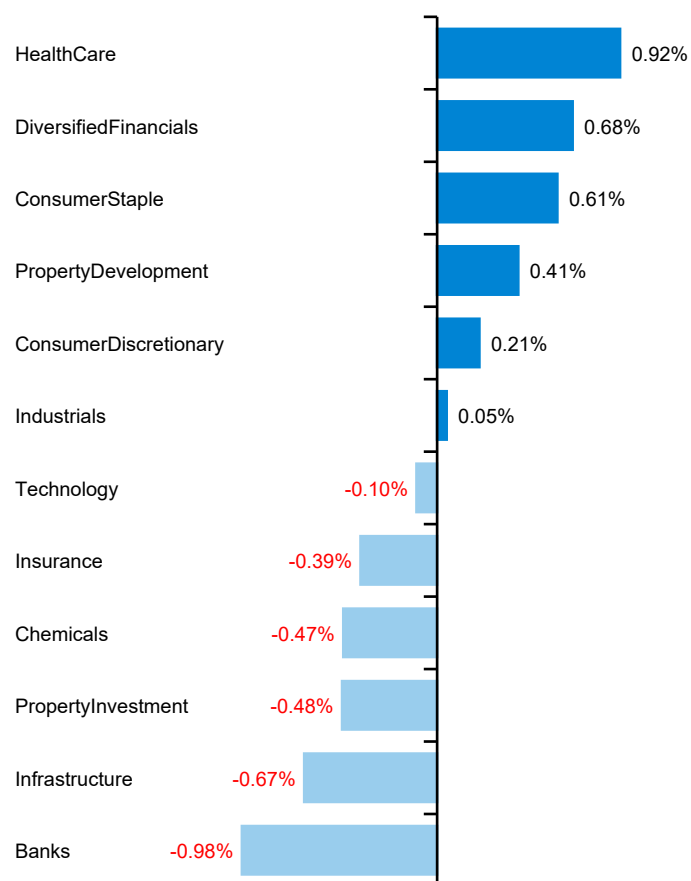


Holder count accelerating as investors increasingly recognise value

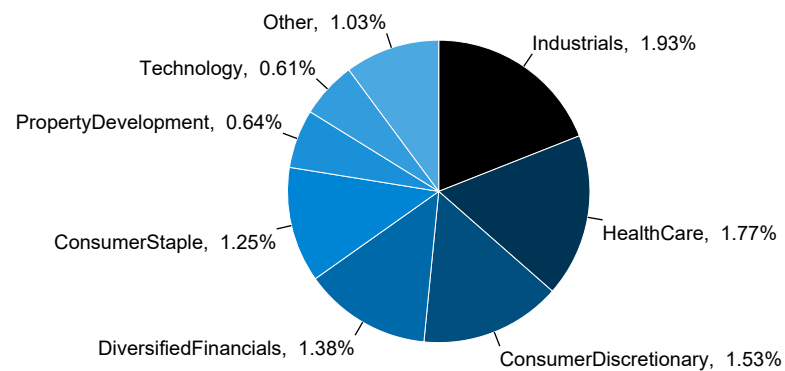


_Portfolio: Exposures

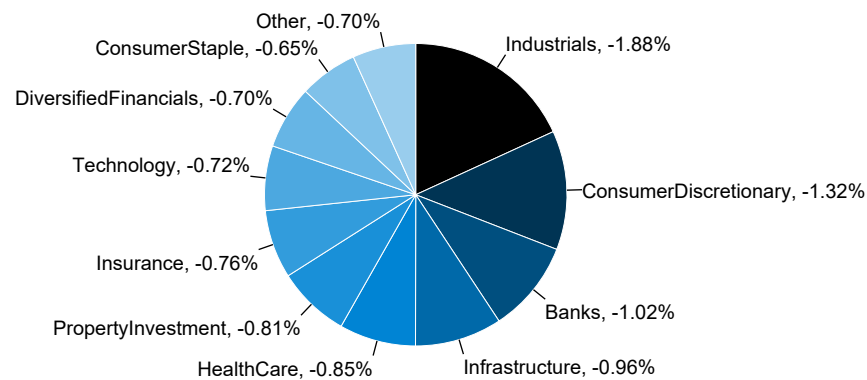
Exposure Relative to Benchmark, As at 30 June 2021



Allocation of Overweights, count: 43



Allocation of Underweights, count: 59



_Company: Corporate Items

Capital Management	<p>Objective is to encourage a fair balance between secondary market supply and demand.</p> <ul style="list-style-type: none">• ORD share buyback facility has not been used for several years. Our general philosophy is to allow the free market to determine the stock price and to match buyers and sellers, as this process is a fundamental and normal part of closed end entity operation.• Dividend Reinvestment Plan and Bonus Share Plan in place.
Taxation	<p>Long term investor, with LIC Capital Gains Discount status applicable on the majority of the portfolio.</p> <ul style="list-style-type: none">• Deferred Tax Liabilities on Unrealised Gains \$55.6m (pcp \$22.6m)• Deferred Tax Assets \$7.96m (pcp \$6.7m)
Operating Cost	<p>Objective is to provide a sensible balance between cost efficiency and service quality.</p> <ul style="list-style-type: none">• OER 0.4% (pcp 0.42%)
Dividend Policy	<p>Aim to pay dividends approximately equal to underlying earnings and average long-term realised gains.</p> <ul style="list-style-type: none">• Unlike many companies, WHF was able to provide shareholders with consistency of income throughout the GFC and the COVID-19 Pandemic.• The dividend for the year was maintained at the same level as the prior year.• 31st consecutive year of maintaining or increasing dividends.
Dividend Payments	<p>ORD shares 20.5cps fully franked for the full year (pcp 20.5)</p> <p>WHFPB current rate 5.75% gross of franking</p>

_Company: Operating Structure

Ensures depth of specialised resources in each function.

Investment Team

- 4 person
- Average experience 26 years
- Average tenure 19 years

Whitefield Board

- 5 person board
- 3 independent non-executives
- Experience in Finance, Investment, Audit and Legal

Back Office

- Via Link Fund Solutions specialist wholesale back office administrator.
- Administers over \$40Bn of wholesale investment assets.
- Utilises advanced systems enabling seamless interface between fund managers/brokers/custodians/trustees.

Middle Office

- Chief Financial Officer and Distribution Manager (direct).
- Accounting & IT: Approx. 5 shared staff with Pitcher Partners Chartered Accountants, Sydney.

Management entity details

- White Funds Management is owned by the senior investment managers.
- White Funds Management manages a compact range of wholesale investment funds. As at Mar21 FUM amounted to \$957m (pcp \$793m).
- CEO and investment personnel are also WHF shareholders.

_Company: Board of Directors

Name, Qualifications, Experience	Roles(s)	Skills & Experience Matrix*							
		Appt	I	S	FS	IM	SD	LG	ATA
Mark Beardow BEc, CFA, Cert Mgt MGSM Over 25 years in investment management and finance. Previously with JPMorgan, UBS and was Chief Investment Officer Global Equities/Fixed Income for AMP Capital. Currently a principal of the Darling Macro Fund.	Deputy Chairman, Non-Exec Director	2017	✓	✓	✓	✓	✓	✓	
Angus Gluskie BEc, GDip App Fin & Inv, CA, FFin Over 30 years' experience in the investment management, insurance and financial services fields. He has worked with Whitefield and associated entities since 1987.	Interim Chairman, Managing Director	2003		✓	✓	✓	✓	✓	✓
Lance Jenkins LLB, BCA (Vic), MBA (New York) Over 20 years experience in finance, held senior roles with Goldman Sachs JBWere in New York, was CEO and MD Goldman Sachs JBWere NZ, Head of Cash Equities at CBA and was an Exec Director of Waterman Capital. He is director of Partners Life Ltd, Spicers Financial, BePure Health and MFB Group, and Exec Director CCA Capital.	Non-Exec Director	2017	✓	✓	✓	✓		✓	
Will Seddon BEc, CFA, CAIA, SAFin Over 15 years experience as a wholesale investment manager and analyst, including more than a decade working with Whitefield. He has significant experience in fundamental analysis, investment strategy and quantitative techniques.	Exec Director	2017		✓	✓	✓	✓		
Jenelle Webster BCom, CA, Reg Company Auditor, IIAA, GIAA Over 20 years experience in audit and financial services, working with Price Waterhouse Coopers, Moore Stephens Australia and Ernst & Young. She is currently the CFO of St Vincents Private Hospital Sydney and a director of Cadence Capital Ltd.	Non-Exec Director	2018	✓	✓	✓			✓	✓

* Appt = appointed; I = independent; S = shareholder; FS = fin services; IM = investment mgmt; SD = structural & distribution; LG = legal & governance; ATA = accounting/tax/audit.

_Important Information

General, Limited Commentary

This document contains information about Whitefield and the markets in which it operates. The document is limited in scope and accordingly may not contain all the information necessary for an investor to make an investment decision. It is not a personal investment recommendation, it is not investment advice, and accordingly does not take into account the specific situation, financial situation or particular needs of any individual investor. Before making an investment decision an individual should consider all other relevant information, including (but not limited to) information as to their specific circumstances and needs, the risks of investing, other investment alternatives and consider whether they should seek professional advice in forming their decision.

Information regarding past performance reflects the specific circumstances and decisions that transpired across the time frames shown. Past performance may not be indicative of the future, and should not be relied upon as a guide or guarantee of future outcomes.

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