



Washington H. Soul Pattinson and Company Limited 2021 Annual General Meeting Friday, 10 December 2021 Chairman's Address

Good afternoon Ladies and Gentlemen and welcome to Washington H. Soul Pattinson's (WHSP) Annual General Meeting.

I am Robert Millner, Chairman of the Board. I am advised that a quorum is present, therefore, I formally declare the Meeting open. For the safety of our shareholders and staff, today's AGM is being held online.

There will be three parts to today's meeting. First, I will provide an overview of the result for the financial year ended 31 July. Then Todd Barlow, the Company's CEO, will take you through the result in greater detail. Following this, the formal items of business will be considered and we will respond to shareholders' questions or comments on the items of business or management of the company.

To assist with the orderly conduct of the meeting, please do not wait for discussion of the formal items of business if you wish to submit a written question. Please note there will also be an opportunity for shareholders to ask questions during the formal business. Instructions on how to vote and ask questions can be found on the home page on your screen.

All Board members have attended today's meeting. Seated at the table is Todd Barlow our Managing Director. Michael Hawker – lead independent director, Tom Millner, Warwick Negus, Josephine Sukkar and Robert Westphal are also safely distanced in the room with me today. Tiffany Fuller is joining us virtually from Melbourne.

At the table seated to the left of me is Ida Lawrance our Company Secretary and seated next to Todd is, David Grbin our CFO. Ryan Fisk from the Company's Auditors, EY, is also present and available to answer questions shareholders might have concerning the conduct of the audit, preparation and content of the auditors' report, the Company's accounting policies and the auditor's independence.

To allow those who intend to vote during the meeting to lodge their vote at any time during the meeting, I now formally open the poll on all items of business set out in the Notice of Meeting lodged with the ASX on the 4th of November. Voting will be conducted by a poll on all items of business.

I would like to begin my presentation by thanking all shareholders for their support during the past year.

A highlight of the year has been the merger with Milton which brought together two of Australia's great investment companies. I would like to welcome our new shareholders to today's meeting.

WHSP's objective is to provide superior returns to shareholders over the long term by creating capital growth along with steadily increasing dividends. The Company again increased the dividend paid to shareholders this year to 62 cps.

WHSP is now the only company in the top 500 listed companies in Australia to have increased its dividend every year for over 20 years. We are extremely proud of the fact that the company has never missed paying a dividend since listing in 1903.

The table on the slide shows the Total Shareholder Return for WHSP shares for various periods and compares them to the ASX All Ordinaries Accumulation Index, which also includes the reinvestment of dividends. The TSR performance has been strong over the periods shown with WHSP outperforming the Index over each of the periods shown on the slide.

As a long-term investor our focus is on delivering outperformance over the long term. Over the last 20 years annual TSR outperformance was 13.4% per annum. This outperformance has had a material impact on shareholder returns. During this time, an investment in WHSP appreciated approximately 11 times while an investment in the Index increased by just 4 times during the same period.

And this performance has been maintained for a long period of time. If a shareholder had invested \$1,000 in 1980 and reinvested all dividends, the shareholding would have appreciated to over \$239,182 as at 31 July 2021. This equates to a compound annual growth rate of 14.7%, year on year, for 40 years. This growth does not include the value of the franking credits which have been passed on to shareholders by WHSP.

On behalf of the Board, I would like to thank senior management and all staff at the Company for their efforts during the past year.

As part of the Board's ongoing renewal, Rob Westphal retires at the close of today's AGM. On behalf of the Board, I would like to thank him for his significant contribution as a Director. Following Rob's retirement, Tiffany Fuller will be appointed Chair of the Board Audit Committee.

Warwick Negus and Michael Hawker, are standing for re-election today. Both Warwick and Michael have significant investment experience and make a strong contribution to Board deliberations. With the re-appointment of Warwick and Michael the Board as a whole has an appropriate mix of skills and experience to effectively meet the Board's responsibilities.

Both Michael and Warwick have confirmed they have the time available to effectively fulfill their role and the Board supports their re-election.

Now I will hand over to Todd to discuss WHSP's results in more detail.