



9 December 2022
ASX Announcement

Chairman's Address

Washington H. Soul Pattinson Annual General Meeting FY22

Good afternoon, ladies and gentlemen and welcome to Washington H. Soul Pattinson's 120th 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. It is a pleasure to see many of you in-person today, and welcome to those of you viewing via the webcast.

I would like to introduce my fellow Directors today:

- Michael Hawker – Lead Independent Director
- Tiffany Fuller
- Tom Millner
- Warwick Negus
- Josephine Sukkar, and
- Joe Pollard

We are also joined by our CEO and Managing Director, Todd Barlow, our Chief Financial Officer, David Grbin, Chief Investment Officer, Brendan O'Dea and our Group Executive of Legal & Governance, Ida Lawrance.

Ryan Fisk from Ernst & Young, our Company's Auditor, 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 have attended to 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. You may submit your voting paper at any time into the ballot box provided by our share registry stationed near the entrance to this auditorium.

Financial Year 2022 was another great year of performance for WHSP. I will discuss the result briefly, before Todd provides an update on our investment activity since year-end.

Following the presentation, which has been lodged with the ASX along with a business update, we will then consider the formal items of business. Shareholder questions will be answered at the end, including those that were sent ahead of the meeting.

Slide: FY22 financial results

Financial Year 2022 delivered strong results with all parts of the portfolio managing through market volatility. To measure our performance, we focus on growth in Net Asset Value and growth in Net Cash Flows From Investments.

Net Asset Value at the end of FY22 was \$9.96 billion, a 72% increase on FY21.

Net Cash Flows From Investments increased 93% which was a terrific result, and enabled increased dividends to be paid for the year.

On a per share basis, the pre-tax Net Asset Value increased by 13.8% despite the market being negative during the period. The Net Cashflow From Investments on a per share basis was up 28% on the previous year which allowed us to again pay higher dividends to shareholders.

Slide: Growing dividends

Our ability to invest in high-quality, cash generating businesses provided your Board the confidence to materially increase the FY22 dividend. A final dividend of 43 cents per share fully franked brought total dividends to 72 cents which is 16.1% higher than last year. We also paid a special dividend of 15 cents, fully franked.

Dividends have increased very year over the last 20 years growing at a compound annual growth rate of 8.5%.

Slide: Long-term outperformance

Our objective is to provide better than market returns over the medium to long term.

This graph reflects Total Shareholder Return for WHSP shareholders over a 20 year period as benchmarked against ASX All Ordinaries Accumulation Index (which includes reinvestment of dividends).

Over 20 years, the total return for WHSP shareholders has been 12.5% per annum, or 3.4% higher than the Index.

The compounding effect of that outperformance means a WHSP shareholder has seen their original investment increase by nearly nine and a half times, which is more than double the return from the index.

Slide: Board update

As announced to the market this morning, the following changes have been made to our Board.

Warwick Negus has provided the Board with notice of his intention to retire which will take effect at the end of this calendar year. On behalf of my fellow Directors, I would like to thank you, Warwick, for your significant contribution to the Board since 2014. Your deep financial expertise has provided invaluable counsel to this Company during its transformation into one of Australia's leading, diversified investment houses.

Taking over from Warwick as Chair of the Remuneration Committee is Josephine Sukkar.

In March, we were fortunate to have Joe Pollard join the Board. She is standing for election today. Joe is an experienced leader and public company director with over 30 years' experience having worked in the fields of telecommunications, media, and technology, to name a few. Joe has held executive positions at Telstra, Nine Entertainment Co, and Nike, and adds strong digital expertise to the Board. Joe is currently a member of the Nomination, Remuneration, Risk and Audit Committees.

David Baxby is our newest Board appointment and will join the Board from February 2023. David is a very experienced senior executive, investment expert, and public company director. He has held executive positions with software development company Global Blue, the industrial division of Wesfarmers, and Virgin Group. At Virgin Group David was Co-CEO of the Group's \$6 billion dollar family office with responsibility for the branded investment activities globally.

We are highly confident of the contribution both Joe and David will make to the continued success of WHSP.

As a whole the Board reflects an appropriate mix of skills and experience to effectively meet the Board's responsibilities. All Directors have confirmed they have the time available to fulfill their role and the Board supports the director elections at today's meeting.

Finally, I would like to thank all our staff at WHSP for their effort in delivering the result for FY22. The dedication of Todd and his senior management team means WHSP can continue to grow shareholder capital and make consistent dividend payments. I would like to thank the management and staff of our investee companies for without their success WHSP would not be where it is today. And to you, our shareholders, thank you for your continued support of this Company.