

ersonal use only



Financial Results

Half Year FY2021



ersonal use only



Half year Performance

Period ending 31 January 2021

Overview – half year ended 31 January 2021

Profit for the year

Group Regular NPAT¹

\$90.2m

down 27.7% on pcp

Group Statutory NPAT²

\$68.9m

up 35.2% on pcp

- Statutory NPAT up
 - Lower impairment charges and mine development charges in pcp
- Group Regular NPAT down
 - Deconsolidation of TPG
 - Reduced revenue at New Hope from lower coal pricing and production
 - Partially offset by Round Oak

Key performance indicators

WHSP portfolio value

\$5.2b

up 1.3% in 1H21

Net cash from investments³

\$85.3m

down 8.0% on pcp

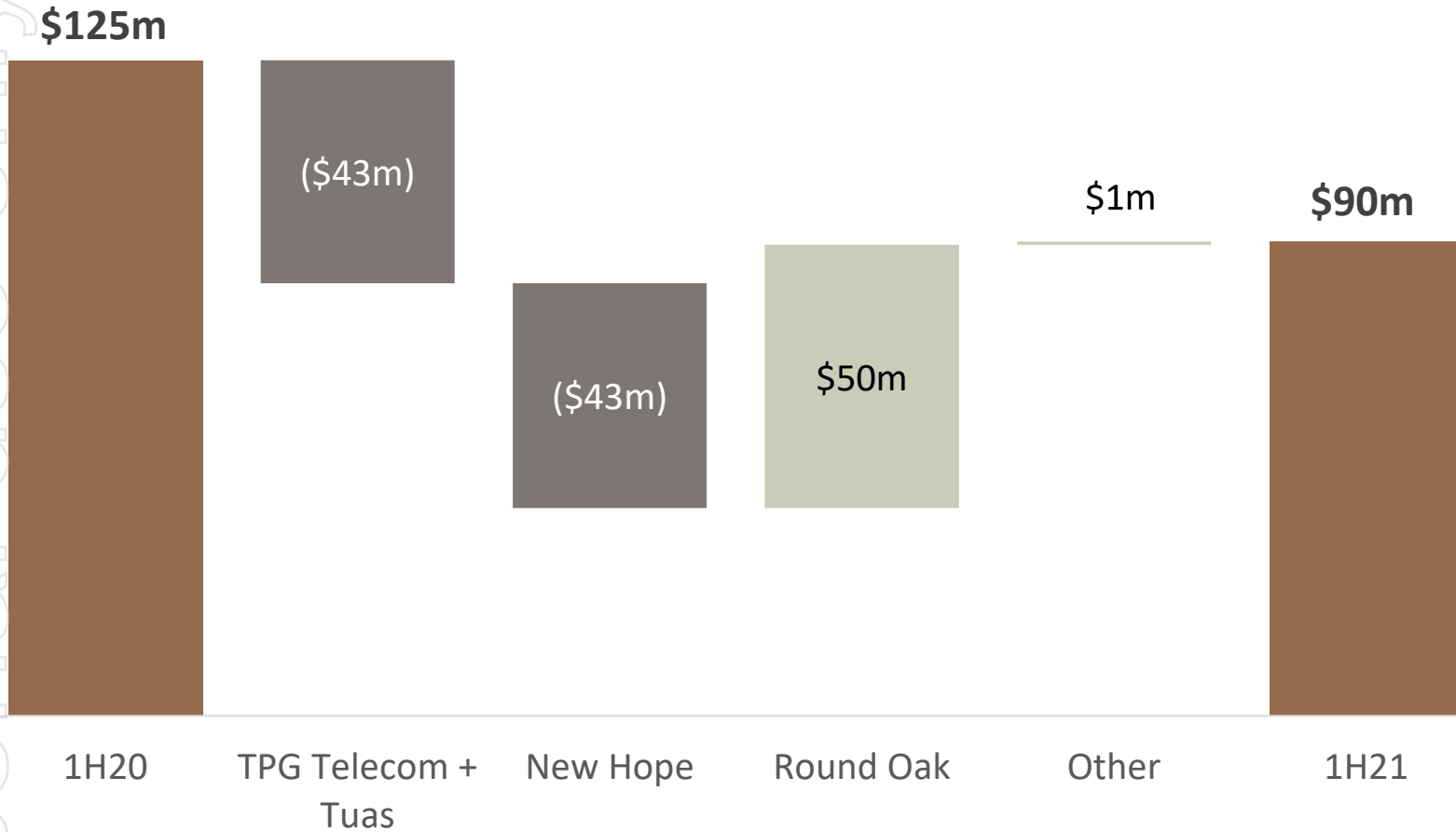
WHSP is focused on delivering:

- Growth in the capital value of the portfolio (measured by growth in the net asset values)
- Steady and growing dividends (paid from cash generation of the portfolio)

1 to 3 - refer to terms and definitions slide

Regular NPAT – 1H20 to 1H21 reconciliation

Regular NPAT down, but would have been higher if not for the change in accounting treatment of TPG

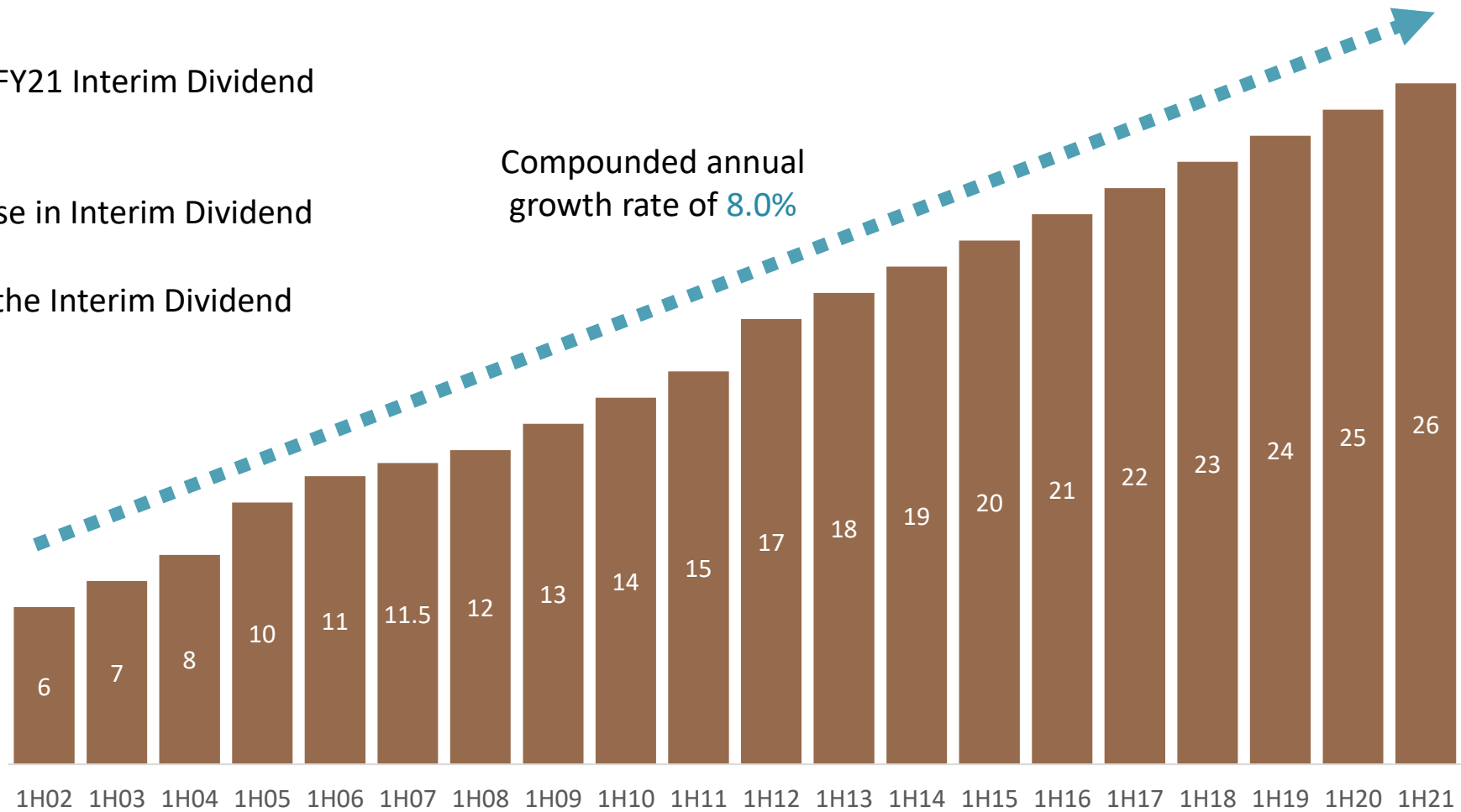


- TPG deconsolidated post merger with Vodafone (June 2020) and start up losses at Tuas
- New Hope revenue down due to lower thermal coal prices in the first quarter and lower production
- Round Oak benefiting from improved production, higher commodity prices and lower ore treatment charges

Dividends

Over 20 years of Interim Dividend growth

- WHSP has declared an FY21 Interim Dividend of 26cps, fully franked
- 23rd consecutive increase in Interim Dividend
- Over the last 20 years, the Interim Dividend has grown at 8% CAGR



Portfolio performance

Net Asset Value of WHSP (pre-tax) as at 31 January 2021 was \$5.2 billion

As at 31 January 2021	Value of Holding	6 month Movement	
	\$m	\$m	%
Telecommunications Portfolio ¹	1,822	(145)	-7.4%
Brickworks ¹	1,222	150	14.0%
New Hope Corporation ¹	492	(53)	-9.7%
Financial Services Portfolio ^{1 & 2}	364	53	17.0%
Pharmaceutical Portfolio ¹	292	7	2.5%
Round Oak Minerals ²	146	(15)	-9.3%
Equities Portfolios ^{1 & 2}	595	84	16.4%
Private Equity Portfolio ²	279	6	2.2%
Property Portfolio ²	89	(1)	-1.1%
Cash and other net assets (excl. Debt)	404	(7)	-1.7%
Less: Debt	(460)	(14)	-3.1%
Net asset value (pre-tax)	5,244	65	1.3%

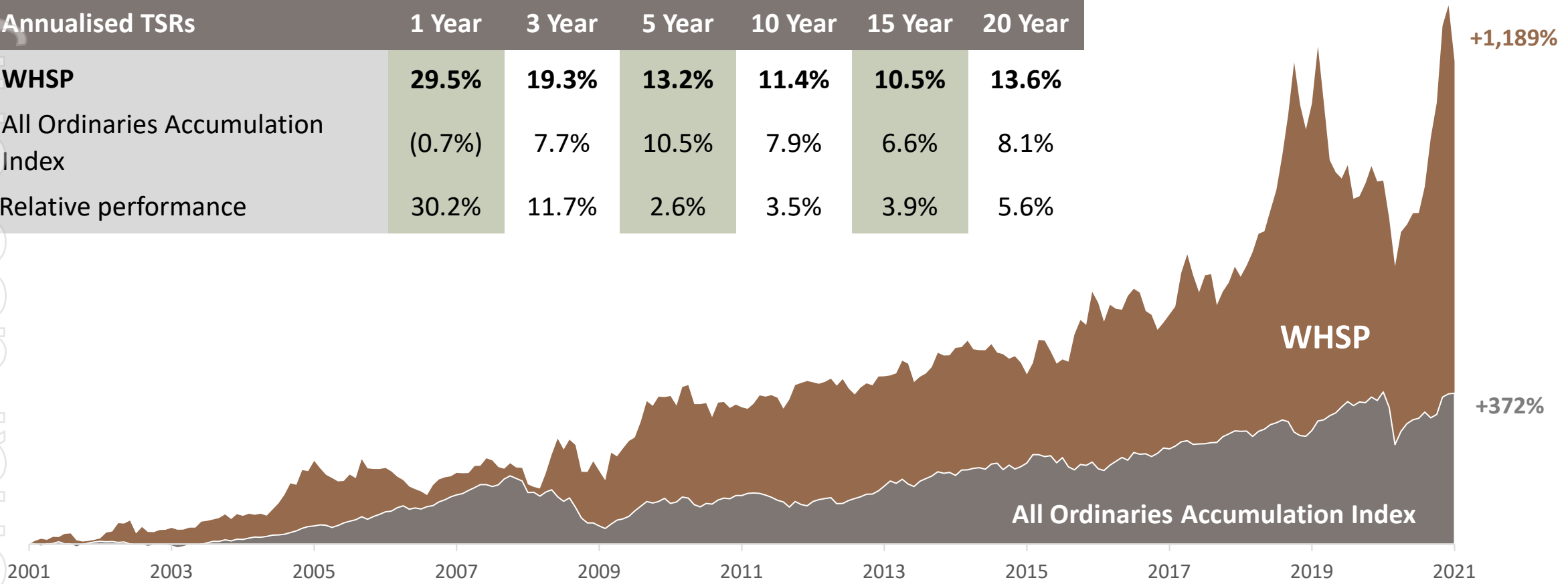
1. At market value 2. At cost or Directors' valuation

- Pre-tax value of the portfolio increased by 1.3% during the half:
 - Growth in Brickworks, Financial Services and Equities portfolios
 - Offset by reduction in values in Telecommunications and New Hope
- New debt issuance repaid existing debt so little movement in Bank Borrowings
- Major movements through the half:
 - Sale of shares in New Hope realising proceeds of \$70m
 - Increases in direct credit of \$58m

Total shareholder returns

An investment in WHSP over the last 20 years has increased 1,189%

Annualised TSRs	1 Year	3 Year	5 Year	10 Year	15 Year	20 Year
WHSP	29.5%	19.3%	13.2%	11.4%	10.5%	13.6%
All Ordinaries Accumulation Index	(0.7%)	7.7%	10.5%	7.9%	6.6%	8.1%
Relative performance	30.2%	11.7%	2.6%	3.5%	3.9%	5.6%



Cumulative performance to 31 January 2021 (Including reinvestment of dividends)

Source: Capital IQ

Note due to rounding, some totals may not correspond with the sum of the separate figures

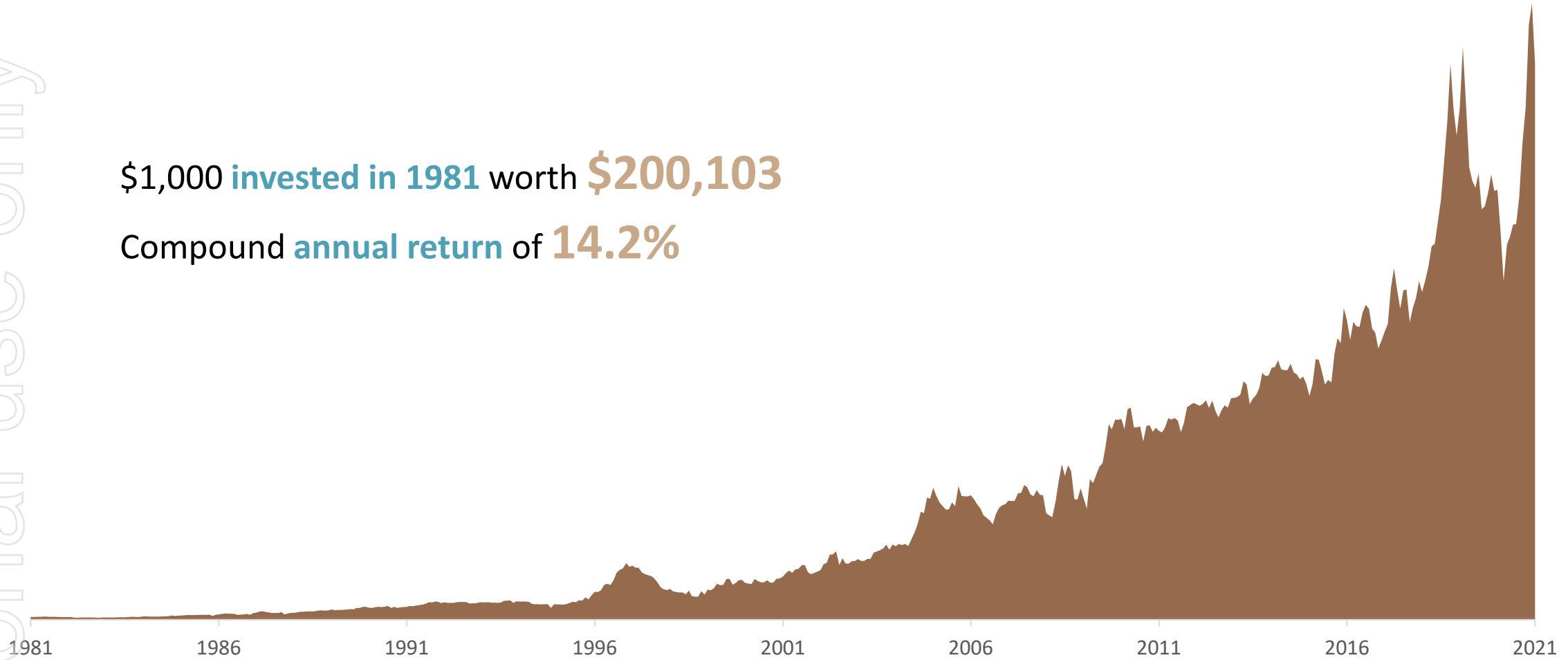


Long-term total shareholder returns

WHSP has provided strong equity returns over the last 40 years

\$1,000 invested in 1981 worth **\$200,103**

Compound annual return of **14.2%**



Source: Capital IQ

Cumulative performance to 31 January 2021 (Including reinvestment of dividends)

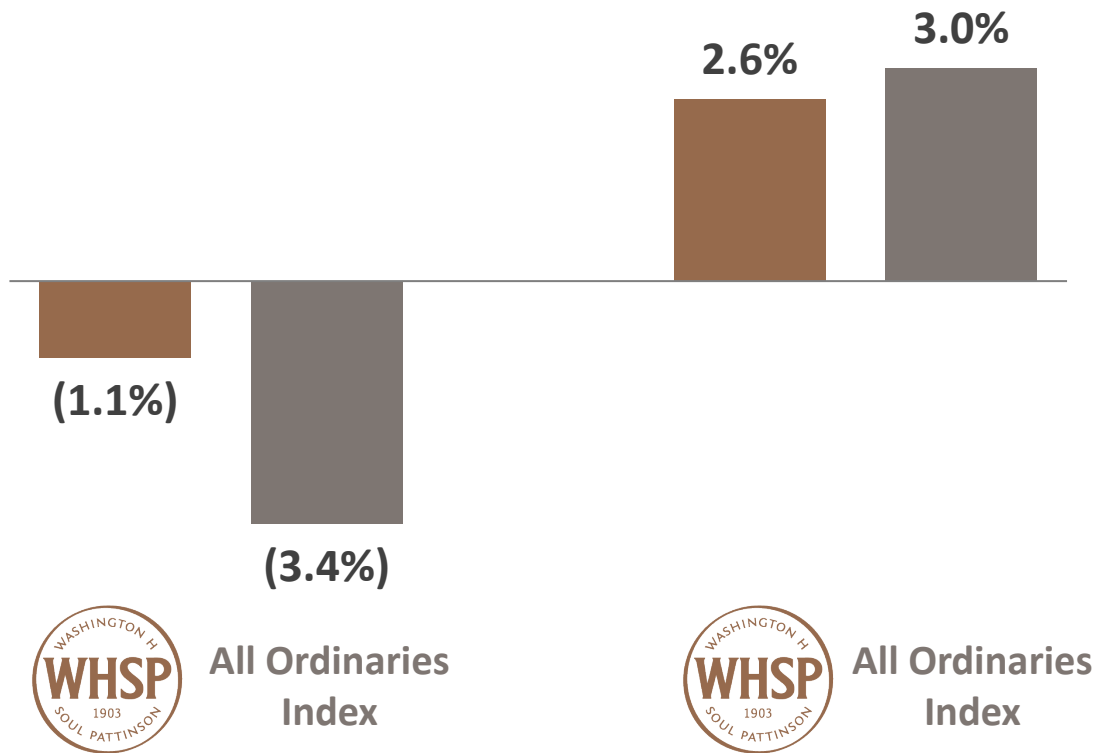


Capital Preservation – last 20 years

Over the last 20 years, SOL has outperformed in months where the All Ordinaries Accumulation Index is negative

Average Performance in market “Down months”

Average Performance in market “Up months”



- Over the last 20 years, the All Ordinaries Accumulation Index has experienced 85 months of negative return (“Down months”) and 155 months of positive return (“Up months”)
- SOL’s defensive portfolio has preserved shareholder capital during these market Down months with an average monthly return of (1.1%) versus the average market return of (3.4%)

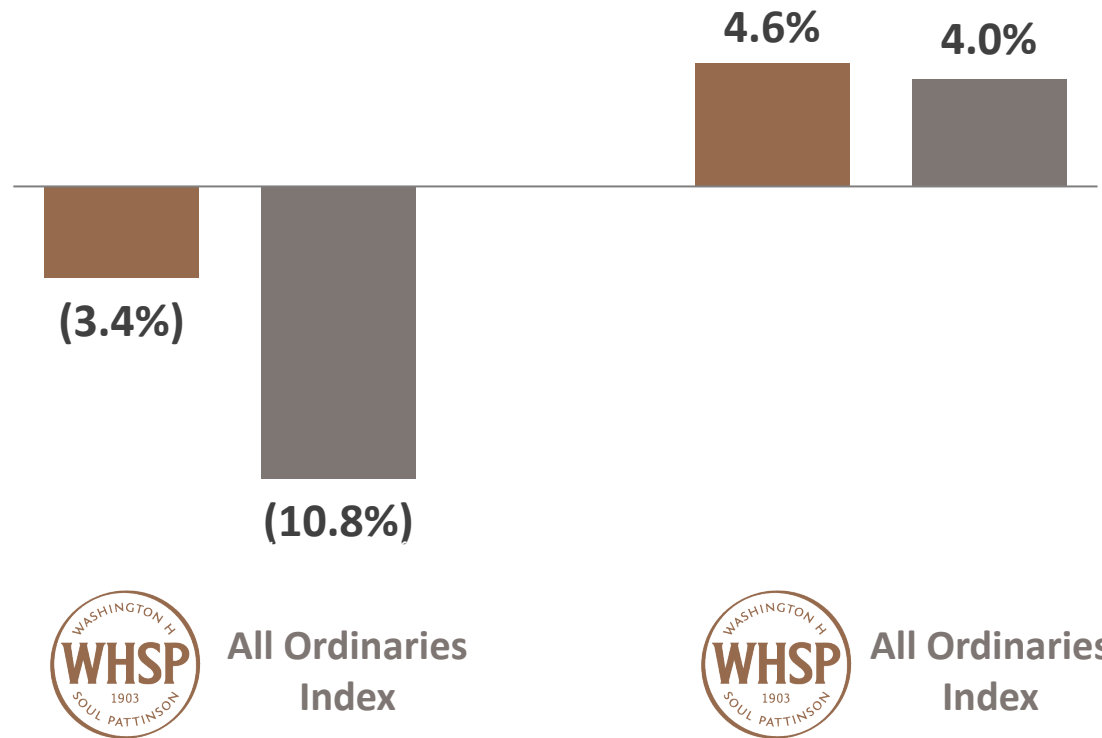
Source: Capital IQ

Capital Preservation – last 12 months

In the last 12 months, SOL has outperformed in both “Down” and “Up” months

Average Performance in market “Down months”

Average Performance in market “Up months”



- Over the 12 months to 31 January 2021 SOL’s outperformance has been even greater with the share price performing better in **both** “Down months” and “Up months”
 - Last 12 months: outperformed the market in 8 of 12 months
 - Last 6 months: outperformed the market in 5 of 6 months
- WHSP’s portfolio weighting to resilient businesses generating solid cashflows performed well during market turbulence
- In uncertain times, there is a rotation to value and non-cyclical businesses

Source: Capital IQ

Capital management

WHSP has continued to lower its cost of capital and position itself with liquidity for new opportunities

- During January, WHSP raised \$225 million in convertible bonds:
 - 5 year duration (with a right for investors to put the CB back after 3 years)
 - Annual coupon of 0.625% fixed
 - Investors right to convert into ordinary shares at \$34.99
 - No covenants
 - No ongoing fees
- Longer duration debt (if CB continues for 5 years) better aligns with SOL's longer term investment horizons

ersonal use only



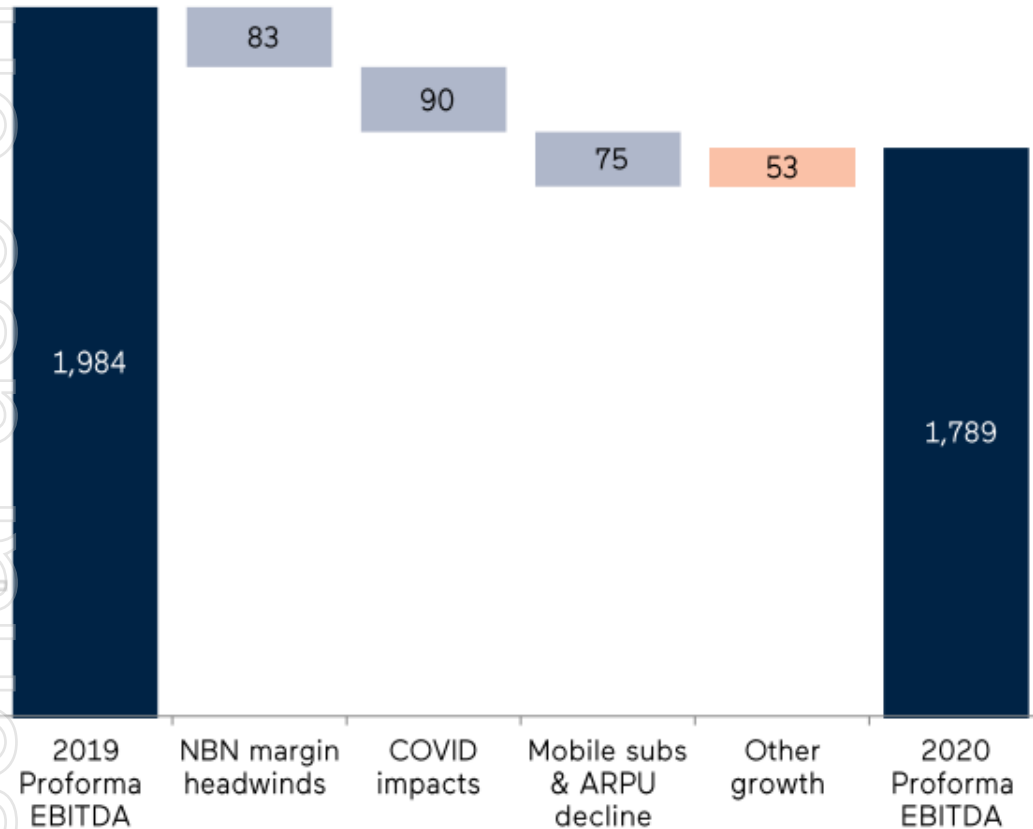
Portfolio themes

Telecommunications portfolio

Continuing NBN headwinds, however migration is in its final year

Ongoing Covid-19 impact on roaming and visitor revenue until international tourism resumes

EBITDA \$m



Source: TPG

- **NBN margins headwinds:** \$83m in lost EBITDA in last 12 months from:
 - \$73m from migration to NBN due to 356k decline in DSL subscribers (only 115k DSL subscribers remain)
 - \$10m decline in voice (only \$8m of margin left)
- **Covid-19 impacts:** \$90m of lost EBITDA from:
 - Mobile roaming declines and lost revenue from international visitors
 - Relief programs to customers
 - Subscriber decline attributable to Covid-19

Telecommunications portfolio



Merger integration on track and synergies being extracted

Well positioned to capture growth

- Targeting \$70m in merger synergies in 2021 through opex savings
- Medium term cost synergies of \$125-150m annually by 2023
- Fixed broadband opportunities (to reverse NBN margin loss):
 - Launching 5G fixed wireless service
 - Every 100k of NBN subscribers back to on-net = \$50m p.a. of savings
- Merged company well placed to win market share:
 - Full service enterprise and government provider
 - Utilise existing footprint of fibre
 - 5G network rollout to support subscriber and ARPU growth



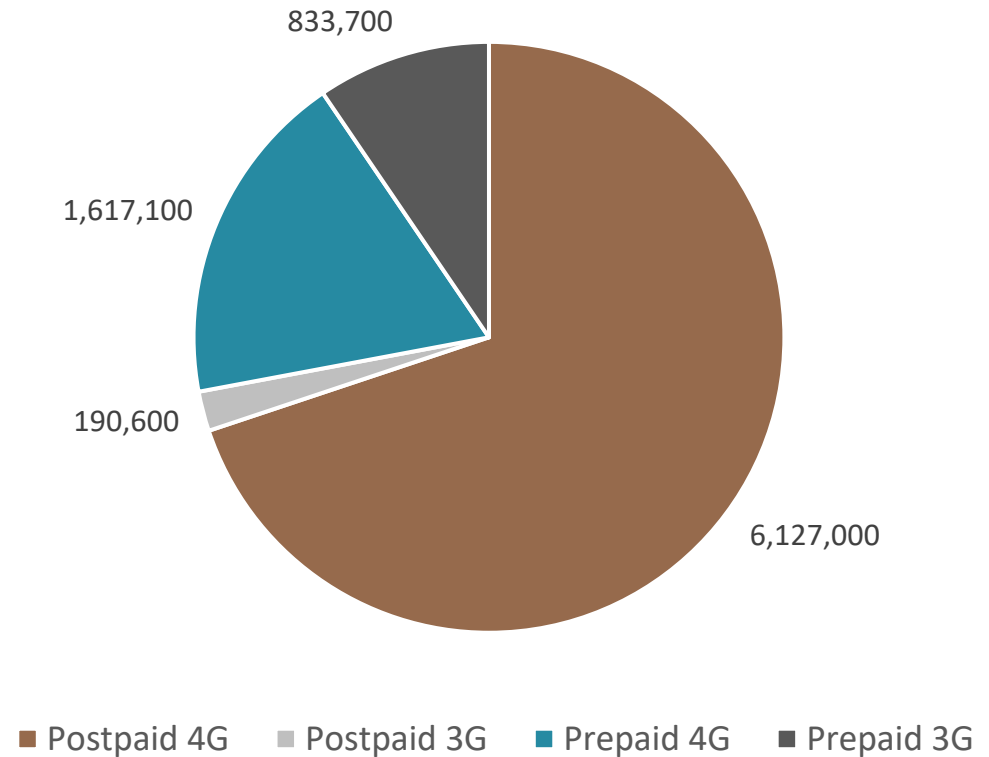
Telecommunications portfolio

Tuas owns TPG Mobile in Singapore

Mobile network largely built and commenced offering services in March 2020

- WHSP owns 25.3%
- Approximately A\$500m of assets -cash and network infrastructure (current market capitalisation c.\$300m)
- In first 6 months, 133k paid active subscribers
- 8.8m total number of subscribers in Singapore
- Consistently meets network service obligations, some further deployment in rail tunnels to be completed throughout 2021

Mobile Subscribers



Source: Tuas

ersonal use only

Brickworks Limited



Despite Covid-19, detached housing in Australia is up across all states

Lower exposure to single family housing in America, but long term dynamics are positive

- Demand steadily increasing as consumer confidence rebounds, supported by government stimulus
- Increased weighting in Australia to detached housing
- More even split in North America across Non-residential, Single family residence and multi-residential
- Major capital investment program underway to enhance competitive position
- Significant plant rationalisation in North America, closing six manufacturing plants

Australian Building Activity by State

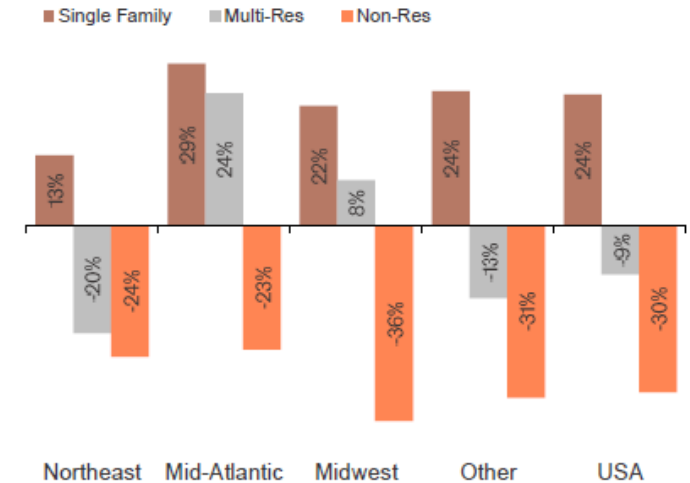
6 months to Dec 20 (vs 6 months to Dec 19)



Source: Brickworks

North American Building Activity by Region

6 months to Dec 20 (vs 6 months to Dec 19)



ersonal use only

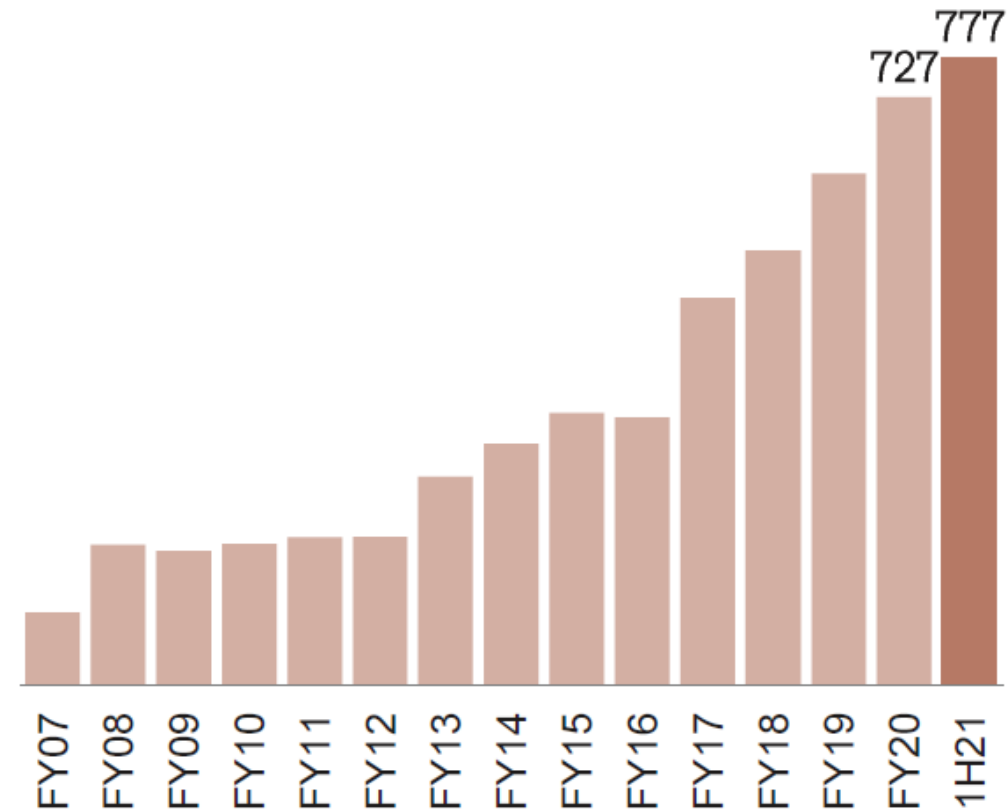
Brickworks Limited



Industrial property is benefiting from growth in online consumption and lower interest rates

- Industrial real estate resilient and benefiting from online consumption
- Revaluation profit driven by 25 to 50 basis points reduction in cap rates. Total value of leased assets in Trust was \$1.7 billion
- Long pipeline of land available for industrial development in Western Sydney
- Since the Property Trust was created over a decade ago, the net asset value has increased 17% per annum

BKW 50% share of Property Trust Assets
\$millions



Source: Brickworks

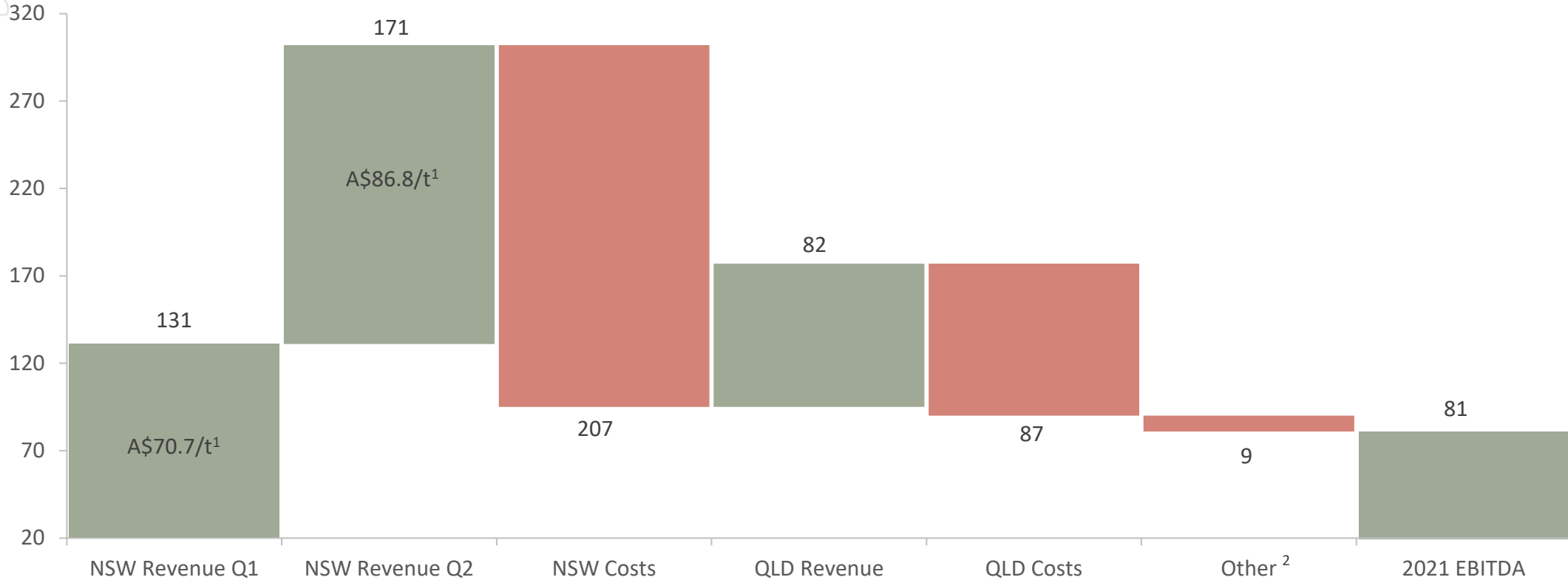


New Hope Corporation Limited

Low thermal coal prices for 1Q but recovery in 2Q

Lower volumes and higher costs associated with mining end of Acland Stage 2 resulting in losses

Personal use only



1. Average realised price per tonne sold in Australian dollars

2. Includes Bridgeport, other and Treasury

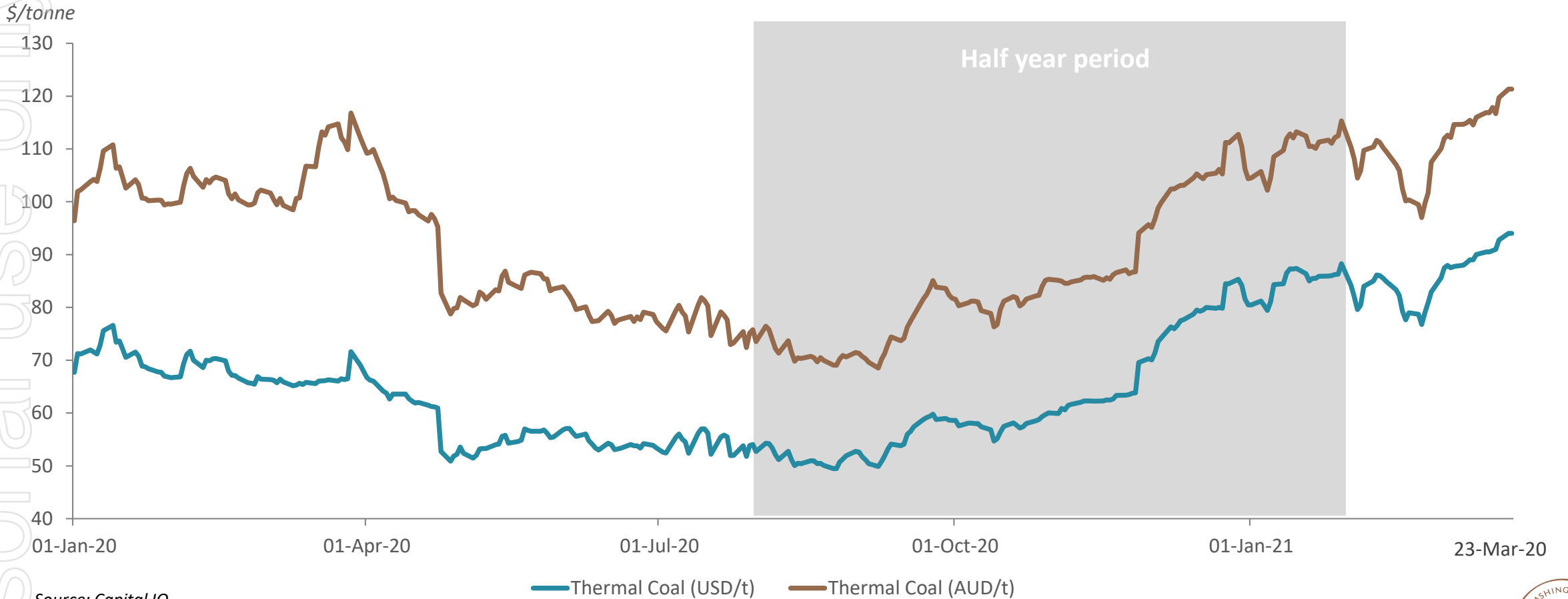
This slide should be read in conjunction with the New Hope Corporation Interim Financial Statements

Source: New Hope Corporation

New Hope Corporation Limited

Coal prices have recovered strongly from the Covid-19 disruptions to energy markets

NEWC Thermal Coal Price since 1 Jan 2020



Source: Capital IQ

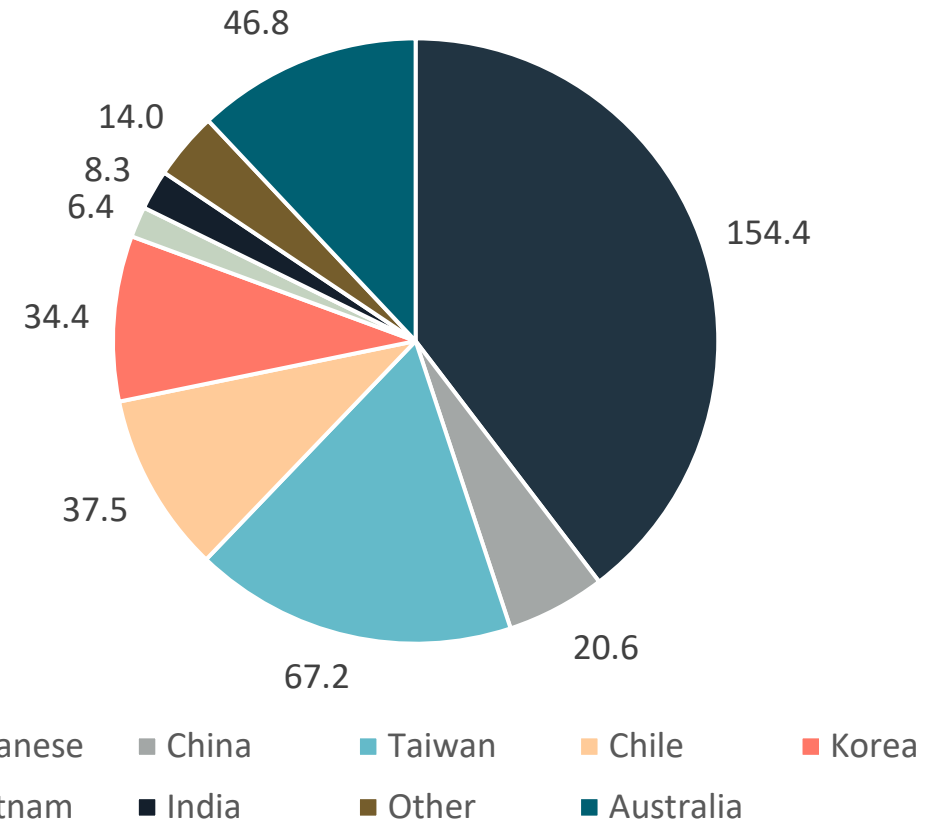
New Hope Corporation Limited

Demand remains strong in Asian markets

Set for strong second half

- New Hope sells to a diverse range of markets and customers
- Coal prices stabilising
- Volumes at Bengalla should pick up after completion of planned maintenance of dragline in 1H. Capital investment in key mining equipment will underpin low-cost production
- New Acland will wind down
- Cost reductions and restructure across the business completed

Revenue by Destination (A\$m)



Source: New Hope Corporation

ersonal use only

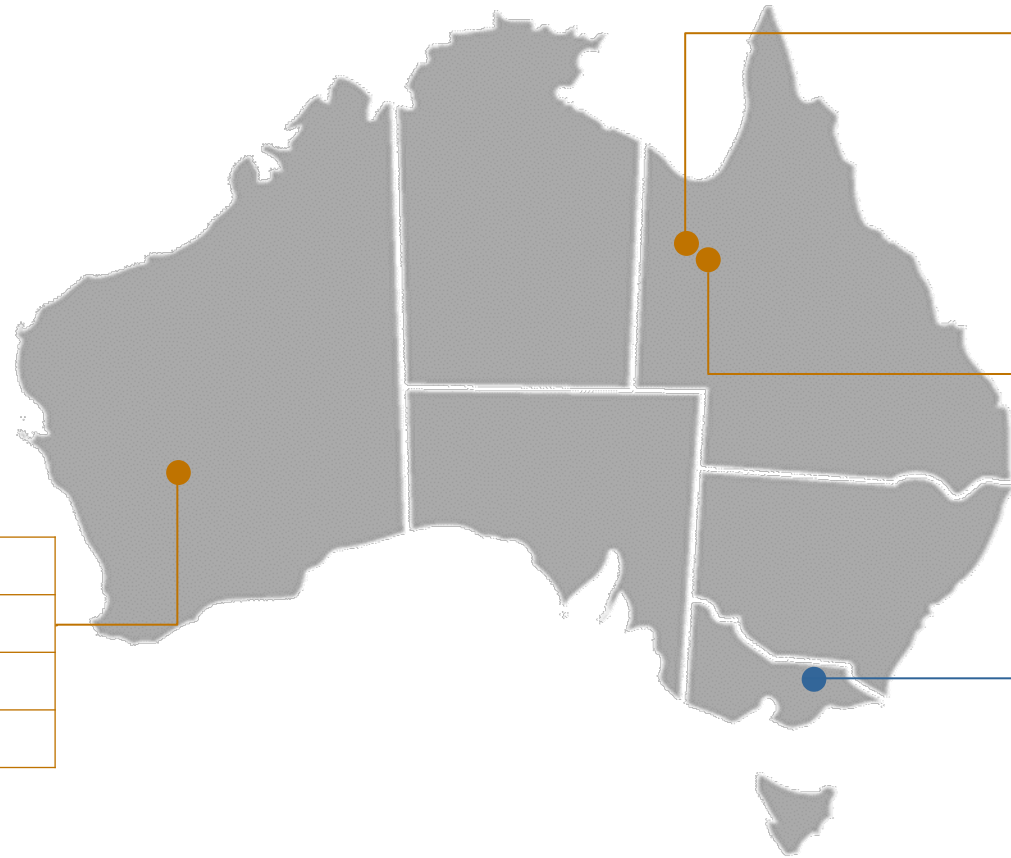
Round Oak Minerals



ROM has three producing mines and one long-life development asset

Personal use only

- Development Asset
- Production Asset



Asset	Jaguar
Location	60km north of Leonora
Commodities	Zinc, Copper, Silver, Gold
Ownership	100% ROM

Asset	Barbara
Location	60km north-east of Mt Isa
Commodities	Copper
Ownership	100% ROM

Asset	Mt Colin
Location	60km west of Cloncurry
Commodities	Copper, Gold
Ownership	100% ROM

Asset	Stockman
Location	460km NE of Melbourne
Commodities	Copper, Zinc, Gold, Silver
Ownership	100% ROM



Round Oak Minerals



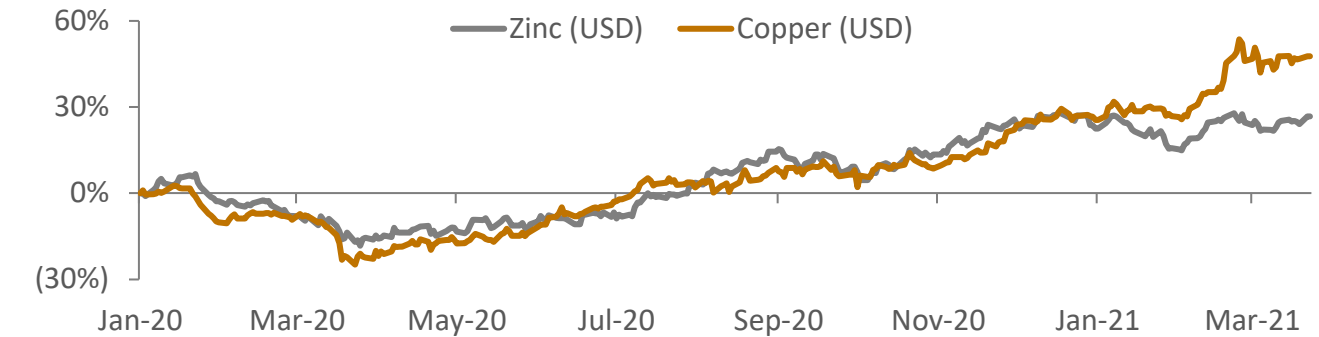
Commodity prices have increased substantially after COVID-19 impact

Outlook remains positive with strong demand for base metals

ersonal use only

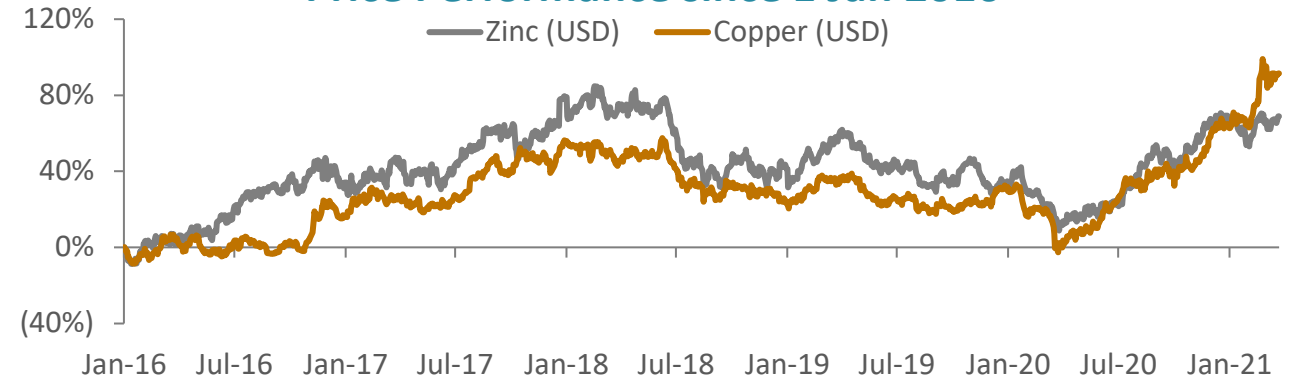
- Copper is a key ingredient required for the electrification of vehicles and growing urbanising populations
- Copper and zinc prices have recovered from the COVID-19 related drop in March 2020
- Ore treatment charges have also fallen considerably, creating a more favourable environment for Jaguar
- ROM continues to generate strong cashflows from its operating assets while it continues to progress the long-life Stockman project

Price Performance since 1 Jan 2020



Source: Capital IQ

Price Performance since 1 Jan 2016



Source: Capital IQ



Financial Services Portfolio

Half year ended 31 January 2021



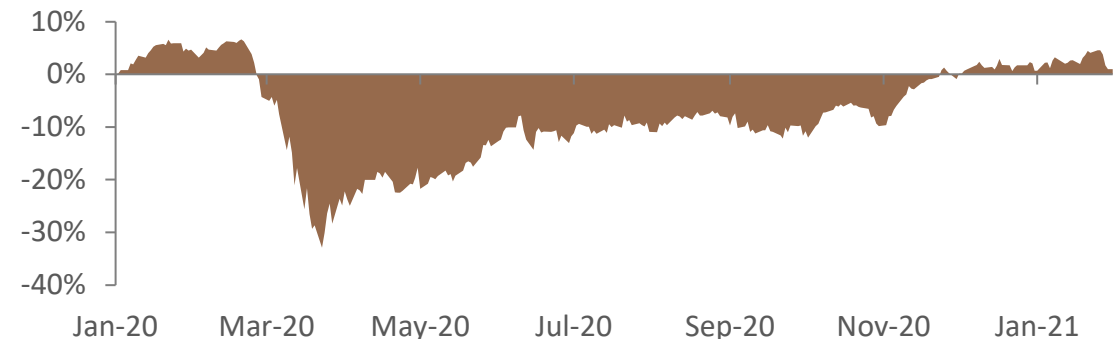
Value of portfolio*	\$364 million
Contribution to WHSP's regular NPAT	\$5.8 million
Dividends paid to WHSP	\$10.6 million

* Market value, cost or directors' valuation

As at 31 January 2021	WHSP holding %
BKI Investment Company Limited (ASX: BKI)	8.5%
Contact Asset Management	20.0%
Ironbark Asset Management	30.5%
Milton Corporation Limited (ASX: MLT)	3.3%
Pengana Capital Group Limited (ASX: PCG)	38.7%
Pengana International Equities Limited (ASX: PIA)	9.6%
Pitt Capital Partners Limited	100%
360 Capital FM Limited (ASX: TOT)	6.5%

- Assets include LICs, funds management and financial advice
- Financial Services portfolio represents 7% of WHSP's total portfolio as at 31 January 2021
- Australia's superannuation assets moved through \$3 trillion
- Many of the companies in the portfolio are tied to equity performance of the market

All Ordinaries Index Performance since 1 Jan 2020



Source: Capital IQ



Personal use only

Pharmaceutical Portfolio

Half year ended 31 January 2021



- Value of the portfolio as at 31 Jan 2021 \$292m, up 2.5% through the half
- Dividends received from the portfolio totalled \$2.6m, down 45% on pcp due to reduced final dividend from API
- API has been derecognised as an equity accounted Associate and therefore contributed no equity accounted profit to WHSP during the period (2020: \$5.9 million)

Value of portfolio	\$292 million
Contribution to WHSP's regular NPAT	\$2.4 million
Dividends paid to WHSP	\$2.6 million

As at 31 January 2021	WHSP holding %
Australian Pharmaceutical Industries (ASX: API)	19.3%
Apex Healthcare (Bursa Malaysia code: APEX MK)	29.9%
Palla Pharma Limited (ASX: PAL)	19.9%

Personal use only

Agriculture Portfolio

WHSP has built a diverse exposure to agricultural assets (by geography and product)

Overview of Farmland Assets



- WHSP has been adding to its investments in Australian agricultural assets.
- Value of the portfolio as at 31 Jan 2021 \$139m
- Focus on food production due to Australia's global competitiveness, growing middle class in Asia, and demand for Australian produce
- Portfolio includes citrus, table grapes, stone fruit, macadamias and recent expansion in WA into kiwi fruit

Terms and Definitions

- 1 Group Regular NPAT

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 2021 Half Year Financial Report – Alternative Performance Measures.
- 2 Group Statutory NPAT

Profit after tax attributable to members. A reconciliation between consolidated regular profit after tax and IFRS profit after tax is included in the 2021 Half Year Financial Report – Alternative Performance Measures.
- 3 Net cash from investments

Net cash flows from investments are after Parent Entity corporate costs and exclude the effects of non-regular cash inflows and outflows to demonstrate the underlying cash flows generated by the Parent Entity's investment portfolio. The Board of the Consolidated Entity declares dividends having regard to net cash flows from investments.
- 4 Proforma EBITDA – TPG

Refer to the TPG ASX announcement '2020 Appendix 4E and Full Year Financial Report' released to ASX on 25 February 2021.

Disclaimer

This document has been prepared by Washington H. Soul Pattinson and Company Limited ('WHSP').

All information contained in this document (including this notice) ('Information') is confidential. By receiving the Information you are deemed to agree that you will hold the Information in strict confidence, and keep it secret, and not reproduce, disclose or distribute the Information to any third party or publish the Information for any purpose.

Except as required by law, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the Information, opinions and conclusions, or as to the reasonableness of any assumption contained in this document. By receiving this document and to the extent permitted by law, you release WHSP and their respective officers, employees, shareholders, advisers, agents and associates from any liability (including, without limitation, in respect of direct, indirect or consequential loss or damage or loss or damage arising by negligence) arising as a result of the reliance by you or any other person on anything contained in or omitted from this document.

Any forward looking statements included in the Information involve subjective judgment and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, WHSP and their respective officers, employees, shareholders, advisers, agents or associates. Actual future events may vary materially from any forward looking statements and the assumptions on which those statements are based. Given these uncertainties, you are cautioned to not place undue reliance on any such forward looking statements. The financial information included in this document has not been audited, and WHSP do not make any warranty, representation or guarantee that any forward looking statements are correct or based on reasonable assumptions.

No responsibility is accepted by WHSP or any of their respective officers, employees, shareholders, advisers, agents or associates, nor any other person, for any of the Information or for any action taken by you on the basis of the Information. As a condition of accepting and receiving the Information you agree to release each of WHSP and their respective officers, employees, shareholders, advisers, agents or associates and all other persons from any claim which you may otherwise be entitled to make in relation to the Information.

This Information does not constitute an offer, invitation, solicitation or recommendation in relation to the subscription, purchase or sale of units or other securities in any jurisdiction and neither this document nor anything in it shall form the basis of any contract or commitment or obligation to enter into any agreement.

This document does not constitute investment, legal, taxation or other advice and the document does not take into account your investment objectives, financial situation nor particular needs. You are responsible for forming your own opinions and conclusions on such matters and should make your own independent assessment of the Information and seek independent professional advice in relation to the Information and any action taken on the basis of the Information.