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# Financial Results

Year ended 31 July 2020



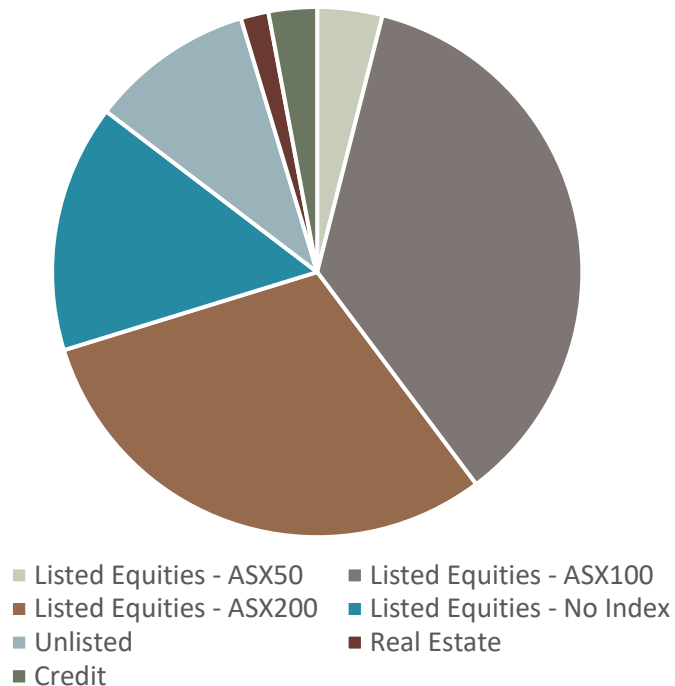
# Business overview

**DIVERSIFIED &  
UNCORRELATED PORTFOLIO**

**LONG-TERM INVESTOR  
WITH BROAD MANDATE**

**VALUE FOCUSED AND  
TRUSTED PARTNER**

Look-through portfolio  
composition A\$5.2 billion



- Diversified portfolio of uncorrelated investments across listed equities, private equity / venture capital, property, corporate loans, and cash
- Flexible mandate allows WHSP to back companies at an early stage and grow with them over the long-term
- Counter cyclical and value focussed approach
- Trusted partner that actively assists its portfolio companies in accessing growth capital and undertaking strategic M&A
- Track record of value creation over multiple decades
- Track record of dividend growth

# Experienced Board of Directors

## Majority Independent Directors



**Robert Millner**

**Chairman of Board  
Non-Executive Director  
since 1984**

Mr Millner is one of Australia's most experienced company directors. He is a well respected investor with a track record of success over a number of decades.

Current listed directorship roles include Brickworks Ltd, TPG Telecom Ltd, New Hope Corporation Ltd, Milton Corporation, BKI Ltd and Tuas Limited.



**Todd Barlow**

**Managing Director since 2015**

Mr Barlow was appointed Chief Executive Officer of the company in April 2014 having previously been the Managing Director of Pitt Capital Partners Ltd. Mr Barlow has extensive experience in mergers and acquisitions, equity capital markets, and investment management.

His other current listed directorships include Palla Pharma Ltd and New Hope Corporation Ltd.



**Tiffany Fuller**

**Non-Executive Director  
since 2017**

Ms Fuller is an experienced public company director with a background in chartered accounting, private equity and investment banking. Ms Fuller's areas of expertise include financial advisory, management consulting, and mergers and acquisitions.

Her other current listed company directorships include Computershare Ltd and Smart Parking Ltd.



**Michael Hawker AM**

**Non-Executive Director  
since 2012**

Mr Hawker is a professional company director with over 30 years experience in financial markets and investment, including his tenure as Chief Executive Officer of Insurance Australia Group from 2001 to 2008 as well as his role as Chairman of the Australian Financial Markets Association.

His current listed company directorships include Macquarie Group Ltd.



**Thomas Millner**

**Non-Executive Director  
since 2011**

Mr Millner brings with him over 17 years experience in the financial services industry, including 15 years of active portfolio management in Australian equities. Mr Millner is a Director and Co-Portfolio Manager of Contact Asset Management Pty Ltd.

He is also a director of listed company New Hope Corporation Ltd.



**Warwick Negus**

**Non-Executive Director  
since 2014**

Mr Negus has over 30 years experience in the banking and finance sectors, including both senior management and director roles, with specialist experience in managing equity and property portfolios.

Current listed company directorships include Bank of Queensland Ltd, Pengana Capital Group Ltd and Virgin Australia Holdings Ltd.



**Josephine Sukkar AM**

**Non-Executive Director  
since 2020**

Ms Sukkar is Principal of Australian construction company Buildcorp, which she established with her husband 30 years ago. She is an experienced public company director having previously been a director of The Trust Company.

She is a director of the Property Council of Australia and holds a number of honorary roles across government, sport and the community. She is a Fellow of the University of Sydney and a member of the Order of Australia.



**Robert Westphal**

**Non-Executive Director  
since 2006**

Mr Westphal is a Chartered Accountant and was a partner of Ernst & Young for 25 years. He has many years experience in corporate transactions with particular emphasis on mergers and acquisitions, due diligence and valuation across a variety of sectors.

Mr Westphal was formerly the Chairman of the Board of Governors for the Queenwood School for Girls Ltd.



# FY20 performance

As at 31 July 2020

# Overview - year ended 31 July 2020

## Profit for the year

Group Regular NPAT<sup>1</sup>

**\$169.8m**

down 44.7%

Group Statutory NPAT

**\$953.0m**

up 284.3%

- Large non-regular gain from TPG uplift to market value
- Regular profit down as a result of:
  - New Hope experiencing falling coal prices and lower Acland production
  - COVID-19 related impact to Brickworks building products business
  - TPG earnings impacted by merger accounting, NBN migration of subscribers

## Key performance indicators

WHSP portfolio value

**\$5.2b**

6.9% outperformance\*

Net cash from investments<sup>2</sup>

**\$252.3m**

up 48.8%

### 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 and 2 - refer to terms and definitions slide

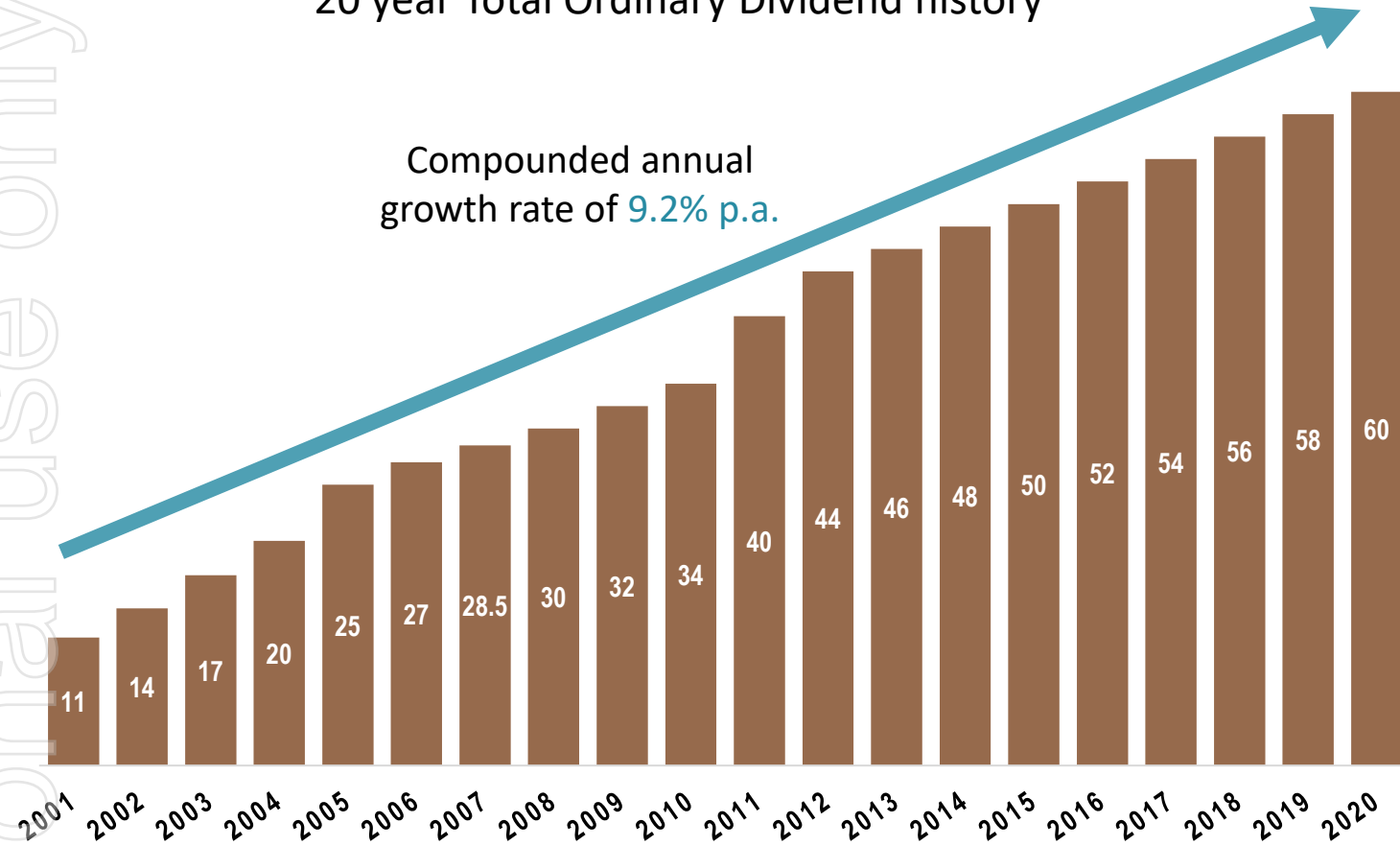
\* As compared to the All Ordinaries Index

# Dividends

WHSP is the only company in the All Ordinaries Index to have increased its dividend every year since 2000

20 year Total Ordinary Dividend history

Compounded annual growth rate of 9.2% p.a.



- WHSP has resolved to pay an FY20 Final Dividend of 35cps, fully franked
- Total dividends for FY20 of 60cps (up 3.4%)
- 20th consecutive increase in Total Dividends
- Over the last 20 years, total Ordinary Dividends have grown at 9.2% CAGR

# Portfolio performance

Net Asset Value of WHSP (pre-tax) as at 31 July 2020 was \$5.2 billion, outperformed the All Ordinaries by 6.9%

| As at 31 July 2020                                | Value of WHSP's Holding | 12 month Movement |               | Portfolio Weighting |
|---|-------------------------|-------------------|---------------|---------------------|
|   | \$m                     | \$m               | %             | %                   |
| Telecommunications Portfolio <sup>1</sup>         | 1,967                   | 331               | 20.2%         | 38.0%               |
| Brickworks <sup>1</sup>                           | 1,072                   | (27)              | (2.5%)        | 20.7%               |
| New Hope Corporation <sup>1</sup>                 | 545                     | (498)             | (47.8%)       | 10.5%               |
| Financial Services Portfolio <sup>1 &amp; 2</sup> | 311                     | (42)              | (11.9%)       | 6.0%                |
| Pharmaceutical Portfolio <sup>1</sup>             | 285                     | 20                | 7.7%          | 5.5%                |
| Round Oak Minerals <sup>2</sup>                   | 161                     | (27)              | (14.5%)       | 3.1%                |
| Equities Portfolios <sup>1 &amp; 2</sup>          | 511                     | (53)              | (9.3%)        | 9.9%                |
| Private Equity Portfolio <sup>2</sup>             | 272                     | 136               | 100.8%        | 5.2%                |
| Property Portfolio <sup>2</sup>                   | 90                      | 1                 | 0.7%          | 1.7%                |
| Cash and other net assets                         | 411                     | 285               | 226.9%        | 8.0%                |
| Less: Bank Borrowings                             | (446)                   | (416)             | 1,386.6%      | (8.6%)              |
| <b>Net asset value (pre-tax)</b>                  | <b>5,179</b>            | <b>(290)</b>      | <b>(5.3%)</b> | <b>100.0%</b>       |

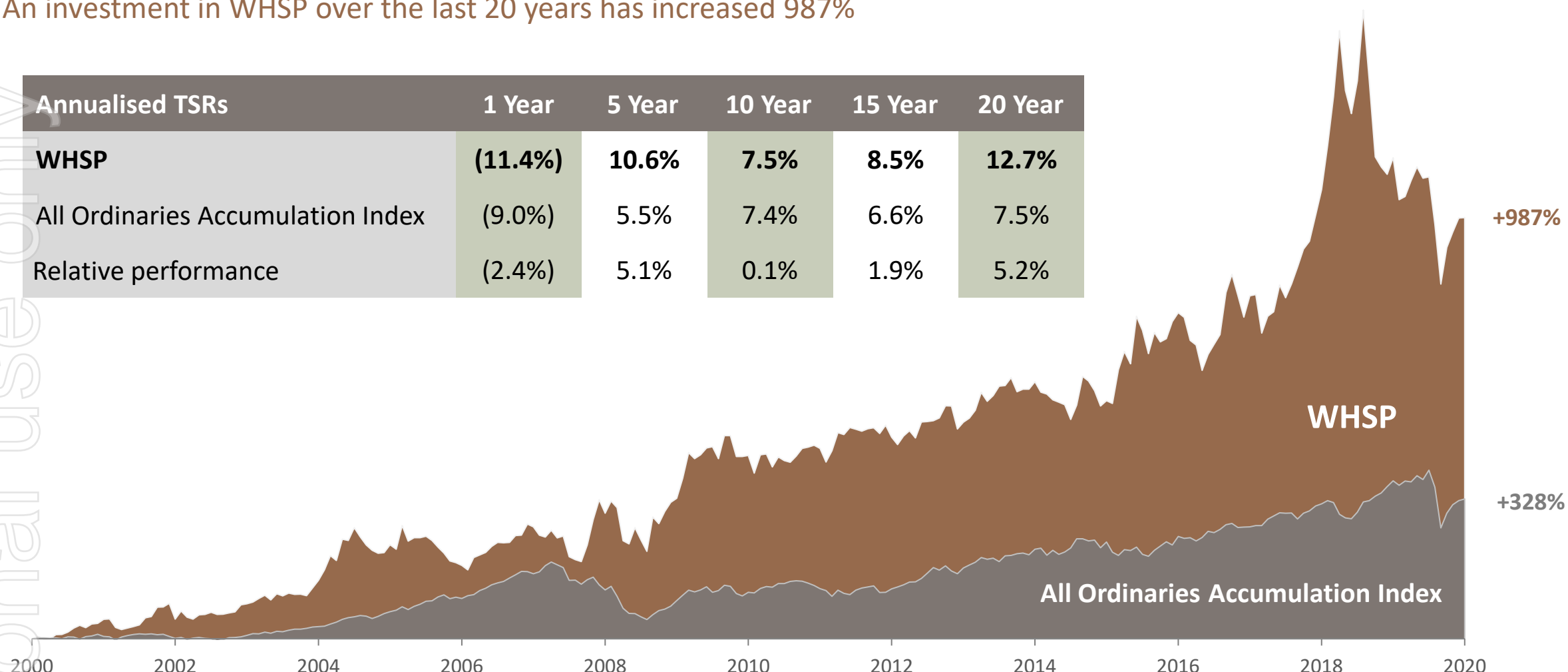
- Strong growth in telecommunications offset by poor investment performance of New Hope
- Pre-tax value of the portfolio reduced by 5.3%. Outperformed the All Ordinaries Index by 6.9%
- Increased bank borrowing to provide liquidity for new investment opportunities

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

# Total shareholder returns

An investment in WHSP over the last 20 years has increased 987%

| Annualised TSRs                   | 1 Year         | 5 Year       | 10 Year     | 15 Year     | 20 Year      |
|-----------------------------------|----------------|--------------|-------------|-------------|--------------|
| <b>WHSP</b>                       | <b>(11.4%)</b> | <b>10.6%</b> | <b>7.5%</b> | <b>8.5%</b> | <b>12.7%</b> |
| All Ordinaries Accumulation Index | (9.0%)         | 5.5%         | 7.4%        | 6.6%        | 7.5%         |
| Relative performance              | (2.4%)         | 5.1%         | 0.1%        | 1.9%        | 5.2%         |



Cumulative performance to 31 July 2020 (Including reinvestment of dividends)



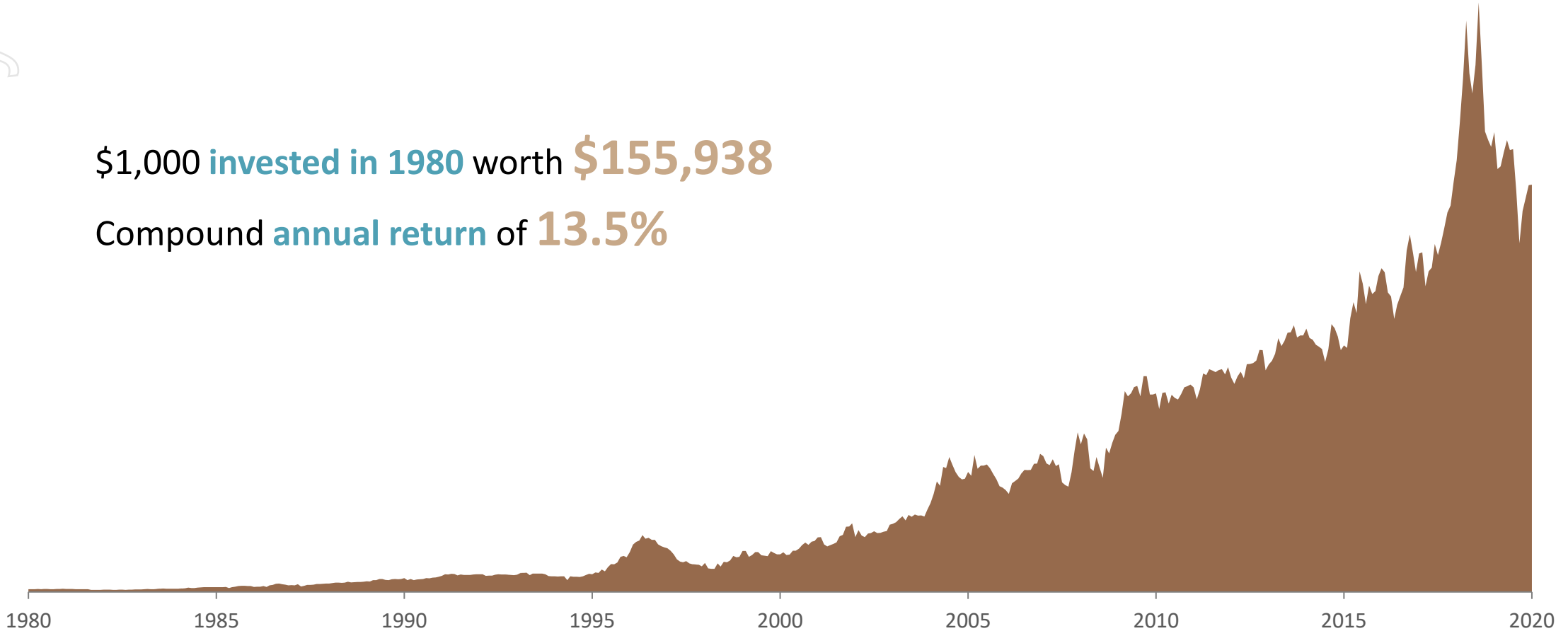


# Long-term total shareholder returns

WHSP has provided strong equity returns over the last 40 years

\$1,000 invested in 1980 worth **\$155,938**

Compound annual return of **13.5%**



*Cumulative performance to 31 July 2020 (Including reinvestment of dividends)*



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# Covid-19

# Managing safe and continuous operations

WHSP's business model and operations showed resilience through COVID-19

- Quickly responded with policies and practices to ensure health and safety of our staff
- Maintained productivity by implementing effective working from home procedures
- WHSP did not apply for any government assistance
- Subsidiaries who received a small amount of JobKeeper did not pay dividends and were well supported by WHSP
- WHSP did not require rent relief and did not reduce its workforce

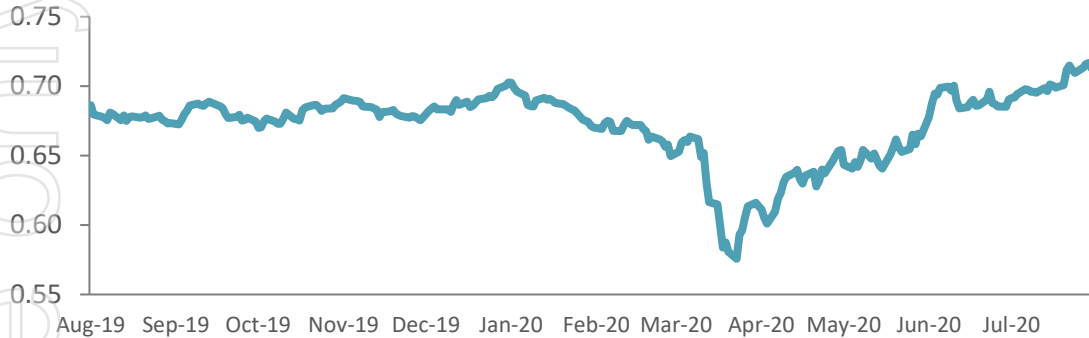


# Investing through volatility

Many key business drivers continue to exhibit volatility and require careful consideration

## Exchange Rate

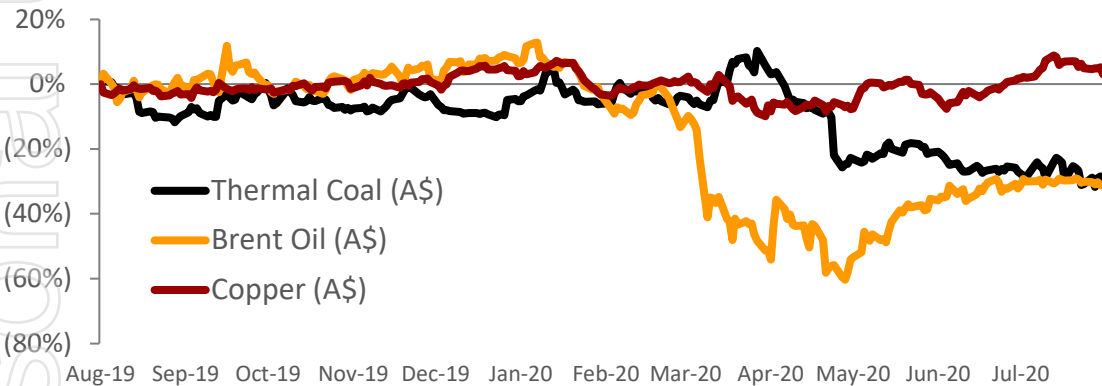
US\$ per 1 A\$ since 31 July 2019



Source: Capital IQ

## Commodity Prices

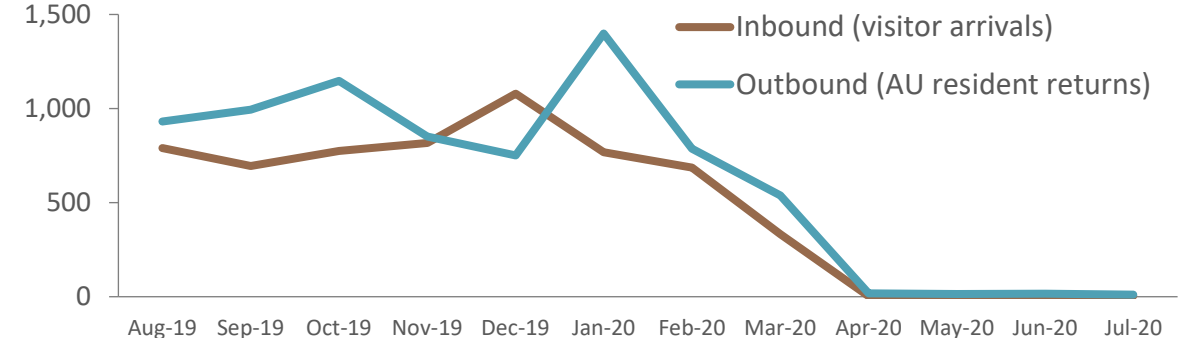
% A\$ performance since 31 July 2019



Source: Capital IQ

## Australian International Travel

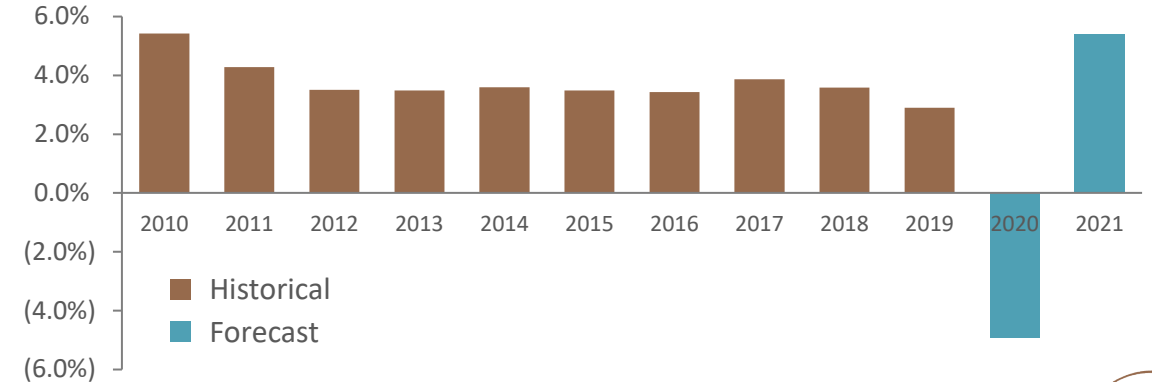
Monthly (#'000)



Source: Australian Bureau of Statistics. Data based on short term trips (less than 12 months)

## Global Growth

% YOY GDP growth



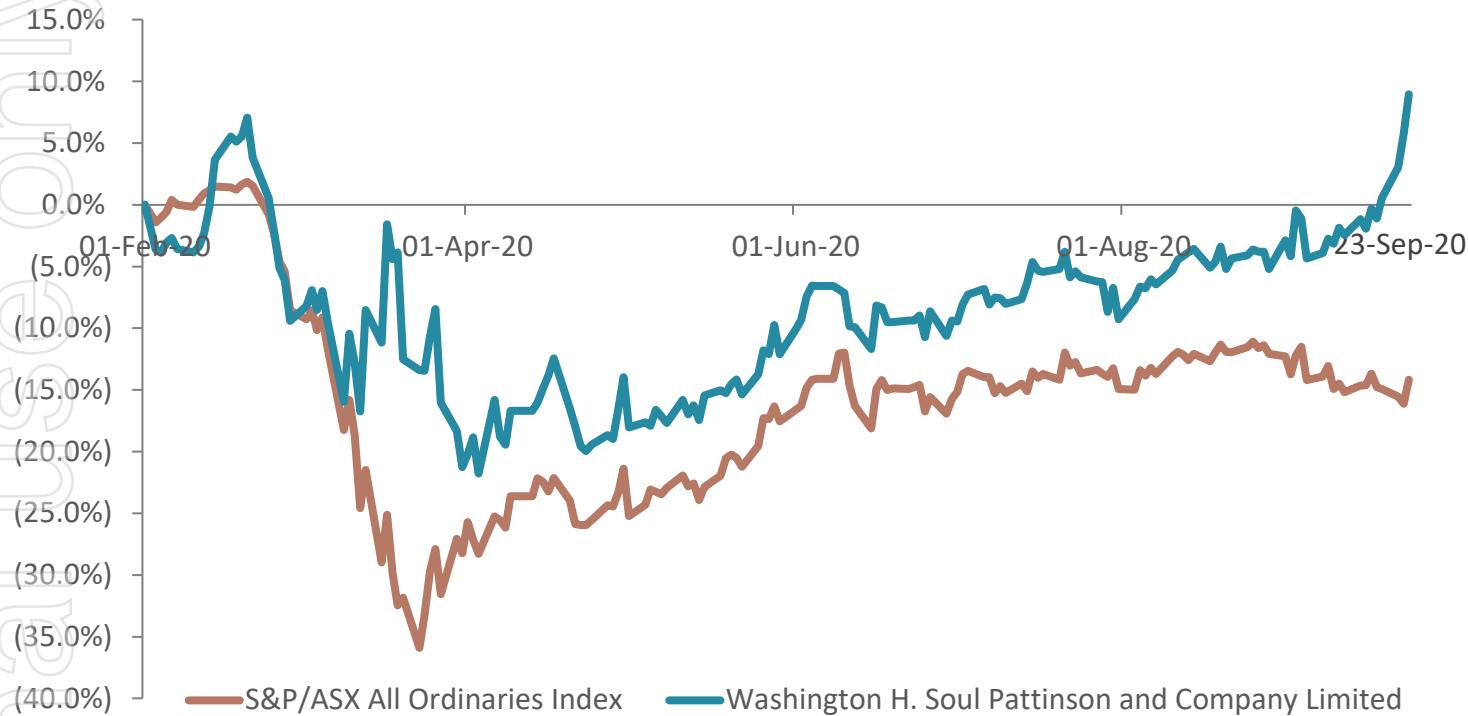
Source: International Monetary Fund



# Resilience through volatility

WHSP has performed better than the All Ordinaries Index through COVID affected period

Performance of WHSP v All Ords 1 Feb to 23 Sep 2020



- Since the start of 2H20 (1 February 2020), WHSP's share price is up 9.0%. During this period, the All Ordinaries Index is down 14.2%
- WHSP's diversified portfolio comprises companies that are resilient in the current economic conditions
- Of the previous 20 years to 31 July 2020, the All Ordinaries Accumulation Index has been negative in five years. In four of those years, WHSP's TSR has been positive with an average outperformance of 13.5%

Source: Capital IQ



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# Portfolio overview

# Telecommunications portfolio

Year ended 31 July 2020



|                                      |                 |
|--------------------------------------|-----------------|
| Value of portfolio                   | \$1,967 million |
| Portfolio performance (total return) | 27.6%           |
| Dividends paid to WHSP (excl. Tuas)  | \$132.6 million |

TPG Group Limited (ASX:TPG)



## FY20 portfolio performance

- 27.6% growth in value of portfolio through FY20 (adding back special dividend and demerger of Tuas)
- TPG no longer an Associate causing a revaluation to market value. Generated a non-regular (after tax) accounting gain of \$1.05 billion
- \$121m special dividend (prior to merger)
- Tuas demerger via in-specie dividend

- Merger of equals creating a >\$14.9b market cap telco (as at 31 July 2020)
- WHSP now has a 12.6% shareholding
- Complementary assets generating growth opportunities and synergies

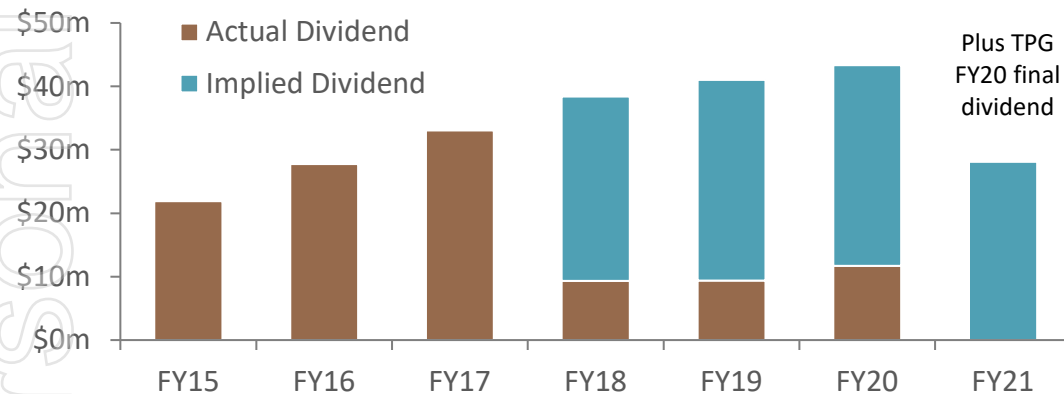


# Telecommunications portfolio



## TPG Special dividend

- TPG reduced its dividend in FY18 to preserve cash for a potential mobile rollout. Once the merger was agreed, TPG was able to pay out a pre-merger special dividend
- \$121m special dividend received by WHSP in July 2020
- Attributed \$92m to “catch-up” of dividends due to lower dividends in FY18-FY20
- Will attribute \$29m of special dividend to FY21 cash because the merger will result in WHSP receiving only one dividend from TPG in FY21 (final FY20 dividend)



## Tuas Limited (ASX:TUA)

- Tuas is the TPG Mobile business in Singapore
- Prior to the merger, TPG demerged Tuas Limited to its shareholders
- WHSP owns 25.3% of Tuas and it is an equity accounted Associate
- As at 31 July 2020, Tuas had a market capitalisation of \$326m
- Tuas is a new disruptor in the Singapore mobile market, able to aggressively compete with incumbent operators with legacy networks
- Tuas is significantly advanced in the rollout of its mobile network and has commenced offering services to customers





# Telecommunications portfolio



## TPG Group first half 2020

- TPG Group has a 31 December year end
- Results for 1H were almost exclusively Vodafone Hutchison Australia numbers (only 4 days contribution from TPG)
- Underlying EBITDA<sup>3</sup> (excluding TPG, transaction costs) was \$546m for 1H20, 8% down on 1H19
- TPG (pre-merger) reported 11 months to 30 June 2020. The 11 month EBITDA of \$720m was at the upper end of the guidance provided for a full year EBITDA of \$775m
- TPG continued to see migration to the NBN which reduces margin on broadband subscribers. The \$48m lost margin through NBN headwind was partially offset by \$31m of other growth (cost savings, corporate growth and on-net Fibre To The Building)

## Impact of COVID-19

- ~80% reduction in margin contribution from roaming (inbound and outbound tourists)
- ~30% lower prepaid and ~20% lower postpaid connections due to decline in international visitors
- India lockdowns reduced Contact Centre operations impacting on service and sales (now resumed)
- Reduced ARPU due to offers to customers of extra data, free calls and financial hardship plans during height of pandemic
- Suspension of late payment fees
- TPG broadband business not as exposed to reduction in tourism numbers or retail lockdowns

3. Refer to terms and definitions slide

# Brickworks Limited

Year ended 31 July 2020



|                                     |                    |
|-------------------------------------|--------------------|
| Associated entity                   | 43.8% shareholding |
| Value of WHSP's shareholding        | \$1.07 billion     |
| Contribution to WHSP's regular NPAT | \$42.0 million     |
| Dividends paid to WHSP              | \$38.1 million     |

## FY20 performance

- Statutory NPAT including significant items up 93% to \$299 million
- Underlying NPAT<sup>4</sup> from continuing operations, before significant items, was \$146 million, down 38% on record result in FY19
- Net Tangible Assets per share increased 6%
- Brickworks declared a final dividend of 39cps

## Business overview

- Brickworks has now established a business of significant scale in the US (two further bolt-ons during the year)
- Strong balance sheet with debt headroom. Embarking on extensive capital investment program
- Building products EBIT was \$33m, down 43% on FY19. However, EBIT of \$23m in 2H was up 28% on 2H19.
- Property delivered an EBIT of \$129m. Revaluation profit of \$53m, development profit of \$25m and sale of land generated \$26m profit
- Total value of leased assets in property JV is \$1.7 billion, with additional \$397m of land to be developed. Net asset value of interest in JV has increased 18% CAGR since 2008
- Southern Cross Cement (33% interest) commissioned in Brisbane

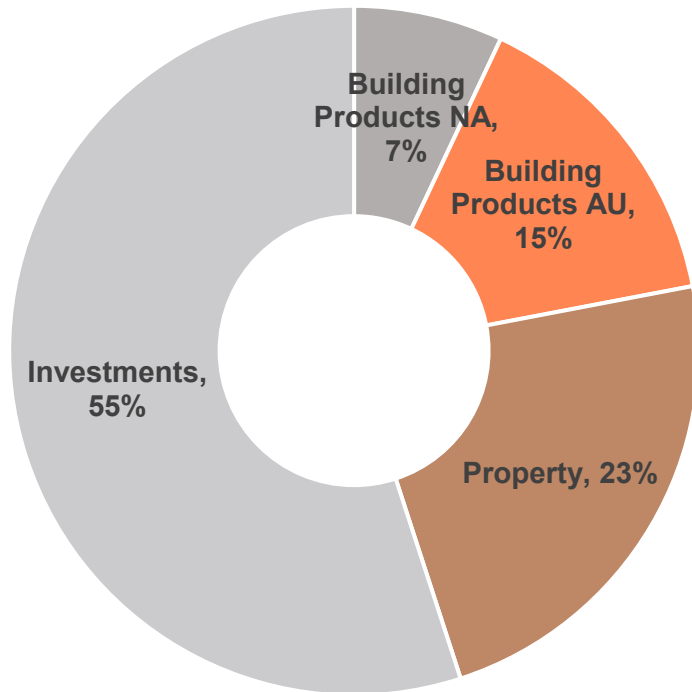


# Brickworks Limited

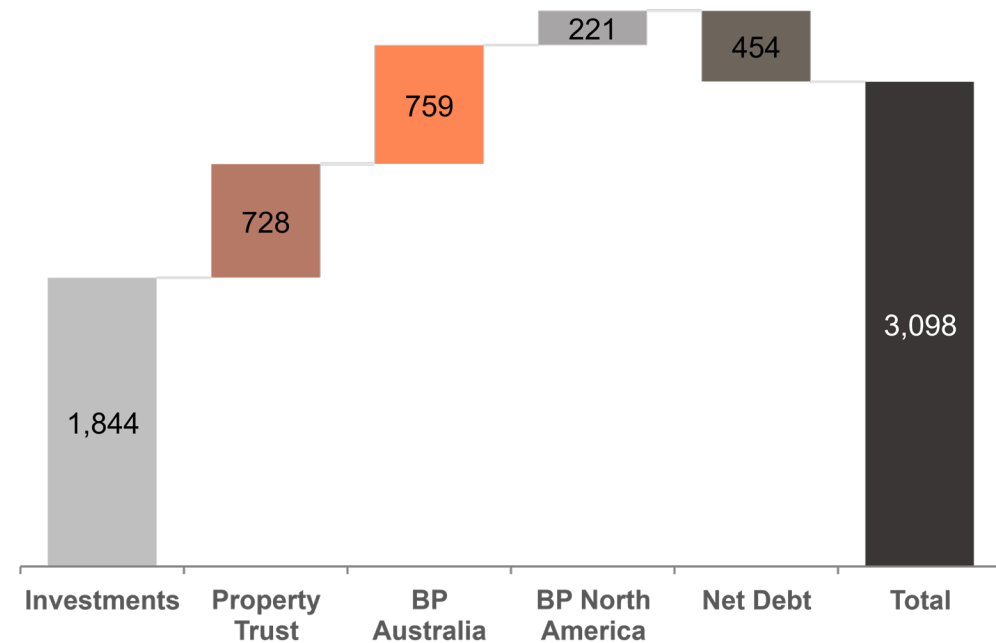


BKW has a diversified portfolio of assets, with an inferred value of more than \$3 billion

Asset Exposure  
Split by BKW Operating Division



Inferred Asset Value  
\$million



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# Brickworks Limited



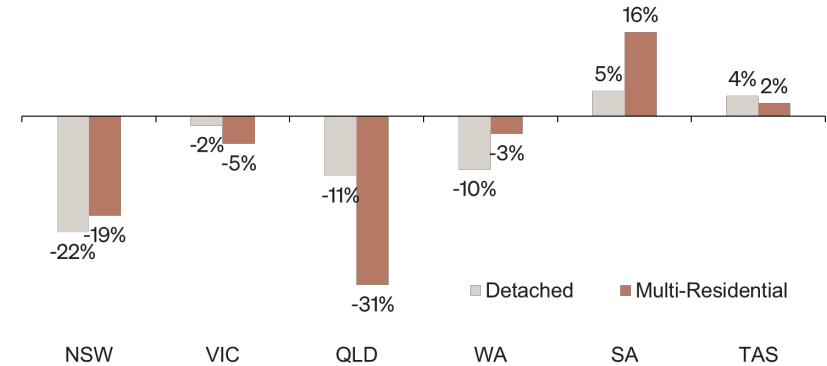
## Building products

- Building products demand remained resilient. COVID-19 disruption greater in US than Australia
- 2H earnings higher despite COVID-19 headwinds

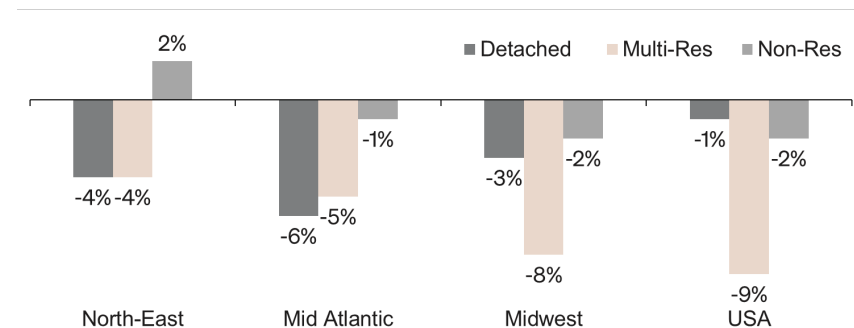
## Property division

- Industrial real estate resilient through COVID-19
- Net trust income higher on rent reviews and addition of new developments. Net trust income increased 12% to \$29m
- Revaluation profit driven by 25-50 basis point reduction in cap rates
- No significant impact on property trust rental collections

Commencements by Australian state (FY20 vs FY19)



Building activity by US region (FY20 vs FY19)



# New Hope Corporation Limited

Year ended 31 July 2020



|                                     |                    |
|-------------------------------------|--------------------|
| Controlled entity                   | 50.0% shareholding |
| Value of WHSP's shareholding        | \$545 million      |
| Contribution to WHSP's regular NPAT | \$42.0 million     |
| Dividends paid to WHSP              | \$62.3 million     |

## FY20 performance

- Increase in production and sales driven by full year interest of 80% in Bengalla
- 11.5 million tonnes of coal sold
- Profit after tax before non-regular items<sup>5</sup> of \$84m
- Net cash generated from operating activities \$298m
- Revenue from operations \$1,084m

## Business overview

- Operating cash surplus of \$298m (before acquisition costs, interest and tax) down 42% on the FY19 result of \$509.8m
- New Hope is still pursuing the approval of New Acland Stage 3. Production in Stage 2 winding down
- Major scheduled mid-life shutdown of dragline at Bengalla at end of July 2020
- Continuing to focus on productivity, rehabilitation and safety
- Sufficient capacity in existing debt facilities to meet current and expected capex
- To preserve cash and fund key capex programs, no final dividend declared. Total FY20 dividends 6cps (down from 17cps in FY19)

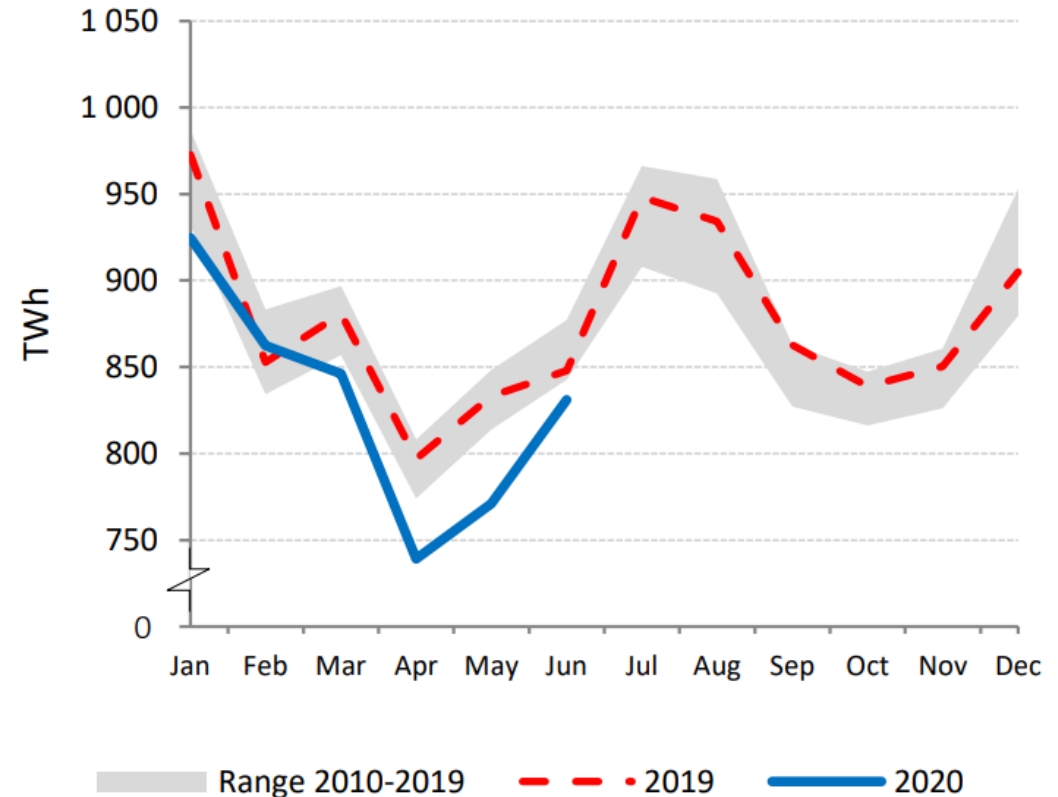


# New Hope Corporation Limited



COVID-19 has had a significant impact on energy production and thermal coal demand

## Electricity Production



Source: IEA Monthly OECD Energy Statistics

- OECD electricity generation reduced by 4.5% YoY in H1 2020
- Coal has fallen more than other sources, down 22% YoY
- From highs of over US\$100/t in late 2018, thermal coal prices were stabilising at around US\$70 when COVID-19 caused a demand shock resulting in average pricing of just over US\$50/t for the last 6 months
- After a brief fall during the height of the market correction in March, the AUD has recovered strongly and is now trading higher than pre COVID-19, further reducing the value of coal exports in AUD
- Coal price recovery reliant on post-pandemic recovery in Asian region. Long term fundamentals remain sound



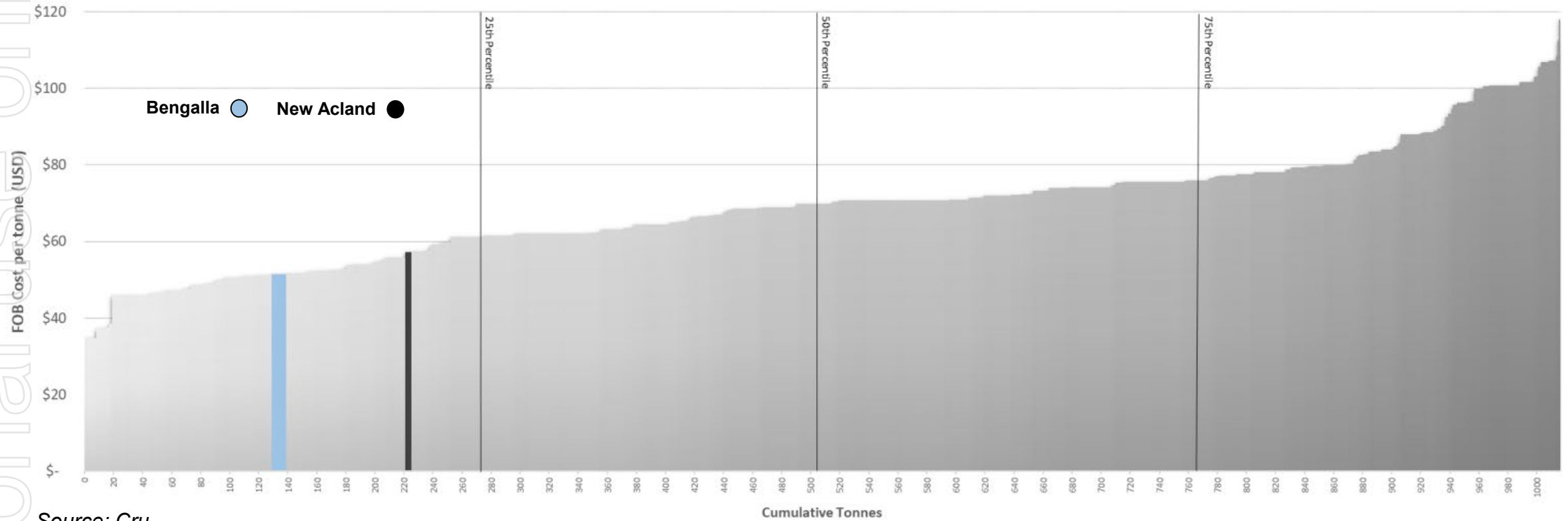
# New Hope Corporation Limited



**NEW HOPE**  
**GROUP**

New Hope has high-quality coal assets in the lowest quartile on the global cost curve

2019 FOB Cost per tonne  
Seaborne Thermal Coal Producers World Wide



Source: Cru



# Financial Services Portfolio

Year ended 31 July 2020



|                                     |                |
|-------------------------------------|----------------|
| Value of portfolio*                 | \$311 million  |
| Contribution to WHSP's regular NPAT | \$20.1 million |
| Dividends paid to WHSP              | \$19.1 million |

\* Market value, cost or directors' valuation

| As at 31 July 2020                                | WHSP holding % |
|---|----------------|
| BKI Investment Company Limited (ASX: BKI)         | 8.5%           |
| Contact Asset Management                          | 20.0%          |
| Ironbark Asset Management                         | 31.2%          |
| 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%           |

## Portfolio overview

- Assets include LICs, funds management and financial advice
- Financial Services portfolio represents 6% of WHSP's total portfolio as at 31 July 2020
- Dividends received from the portfolio were \$19.1m, in line with FY19
- Market value of listed investments impacted by COVID-19 market disruption
- Investment in Ironbark Asset Management increased from 25.6% to 31.2% in the 1<sup>st</sup> half
- Volatile market conditions may cause valuations and earnings to fluctuate in near term





# Pharmaceutical Portfolio

Year ended 31 July 2020



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|                                     |                |
|-------------------------------------|----------------|
| Value of portfolio                  | \$285 million  |
| Contribution to WHSP's regular NPAT | \$12.5 million |
| Dividends paid to WHSP              | \$5.6 million  |

- Value of the portfolio as at 31 July 2020 \$285m, up 7.7%
- After deducting further investment made in Palla Pharma, the portfolio increased in value by \$14.2m
- Dividends received from the portfolio totalled \$5.6m, down 37.7% due to no interim dividend from API

| As at 31 July 2020                                 | WHSP holding % |
|--|----------------|
| Australian Pharmaceutical Industries<br>(ASX: API) | 19.3%          |
| Apex Healthcare<br>(Bursa Malaysia code: APEX MK)  | 29.9%          |
| Palla Pharma Limited<br>(ASX: PAL)                 | 19.9%          |



# Round Oak Minerals

Year ended 31 July 2020



|                                     |                  |
|-------------------------------------|------------------|
| Controlled entity                   | 100% held        |
| Value of WHSP's holding             | \$161 million    |
| Contribution to WHSP's Regular NPAT | (\$42.5 million) |

## FY20 performance

- After tax regular loss of \$42.5m for the year (FY19 was \$54.1m loss)
- Result was impacted by:
  - lower zinc and copper prices
  - materially higher zinc treatment charges
  - Poor recoveries in Cloncurry gold operations (now ceased mining)
- Impairment charges of \$50.2m in FY20 following reassessment of carrying values for development and exploration assets and processing infrastructure

## Operations

- Material improvement in commodity prices and treatment charges in 2H20
- Strong cashflow generation from Queensland copper assets (Mt Colin and Barbara) with upfront capital already spent and mines producing
- Jaguar zinc/copper mine in Western Australia will see ramp-up in ore production in FY21 from the opening up of new ore bodies
- Exploration work continues on extensions of all operating assets and Stockman mine in Victoria
- Rising AUD offsetting some of the recovery in commodity prices



# Property Portfolio

Year ended 31 July 2020

|                                       |               |
|---------------------------------------|---------------|
| Value of WHSP's holdings              | \$90 million  |
| Contribution to WHSP's regular profit | \$7.7 million |

- In July 2020 contracts exchanged to sell Penrith shopping centre (WHSP 50.1% interest) at book value (WHSP share \$13.7m)
- Maintained ownership of:
  - Office building at Pennant Hills (100% interest)
  - Industrial property at Castle Hill (100% interest)



Pennant Hills office building



Castle Hill Industrial property

# Private Equity Portfolio

Year ended 31 July 2020

- The Private Equity Portfolio increased by \$136m (101%) during the year primarily as a result of new investment in Agricultural investments (managed by Argyle Capital Partners)
  - Citrus, macadamias, avocados, stone fruit and table grapes
  - Defensive assets benefitting from opening up of foreign trade
- 16 unlisted investments with a total value of \$272m
- COVID-19 impact on swim school operator, Aquatic Achievers. Most centres operational again
- Most investments have continued to perform well during the volatility



# Equities Portfolios

Year ended 31 July 2020

|                          |                |
|--------------------------|----------------|
| Value of WHSP's holdings | \$511 million  |
| Dividends paid to WHSP   | \$15.5 million |

## WHSP Small Caps Portfolio

- Identify fast growing companies that are outside the companies monitored by the Large Cap Portfolio managers
- 4.4% return for the year, beating the ASX Small Ords Accumulation Index by 12.9%
- 68.9% return for the period 25 March 2020 to 31 August 2020

|                            |               |
|----------------------------|---------------|
| Portfolio size             | \$249 million |
| Number of holdings         | 39            |
| FY20 portfolio performance | 4.4%          |

## WHSP Large Caps Portfolio

- Portfolio managed by Contact Asset Management
- The objective is to provide WHSP with long-term capital preservation and an attractive income stream through investment in a diversified Australian equities portfolio
- The aim is to deliver a yield that exceeds the market with an expected through the cycle Grossed-up Dividend Yield of 6.0% p.a.
- 7.8% total return for the year (beating the -9.7% return for the ASX300 Accumulation Index over same period)

|                            |               |
|----------------------------|---------------|
| Portfolio size             | \$262 million |
| Number of holdings         | 21            |
| Grossed up Portfolio yield | 4.6%          |
| FY20 portfolio performance | (7.8%)        |

# 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 Preliminary Final Report, page 25.
- 2 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.
- 3 Underlying EBITDA - TPG

Refer to the TPG ASX announcement 'HY20 Appendix 4D and Half-year Financial Report' released to ASX on 21 August 2020, page 4.
- 4 Underlying NPAT - Brickworks

Refer to the Brickworks announcement 'Appendix 4E and Annual Report 31 July 2020' released to ASX on 25 September 2020.
- 5 Profit after tax before non-regular Items - New Hope

Refer to the NHC ASX announcement 'Appendix 4E and Annual Financial Report 31 July 2020' released to ASX on 22 September 2020, page 2.

# Disclaimer

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