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Financial Results

Full Year FY2022



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Full Year Performance

Period ending 31 July 2022

FY22 highlights

WHSP is focused on increasing the asset value of the portfolio and generating increasing cash from investments to fund dividends while managing risk through appropriate portfolio construction

PORTFOLIO OUTPERFORMANCE

Portfolio significantly outperformed the market

- ✓ Net Asset Value (pre-tax) \$9.96b, up 71.6% on FY21
- ✓ NAV per share (pre-tax) outperformed the All Ordinaries Index by 20.2%
- ✓ NAV per share (post-tax) outperformed the All Ordinaries Index by 34.9%

INCREASED CASH GENERATION

Strong increase in cashflow supports dividends

- ✓ Net Cash Flow From Investments¹ of \$347.9m, up 93.0% on FY21
- ✓ Net Cash Flow From Investments¹ on a per share basis increased 28% on FY21
- ✓ Total Ordinary Dividends 72cps, up 16.1% on FY21
- ✓ Special Dividend of 15cps

MANAGING RISK

Active portfolio management to enhance returns and manage risk

- ✓ Successful integration of Milton
- ✓ Increased diversification
- ✓ Managing through volatile markets and changing macro conditions
- ✓ Increased liquidity to take advantage of new opportunities

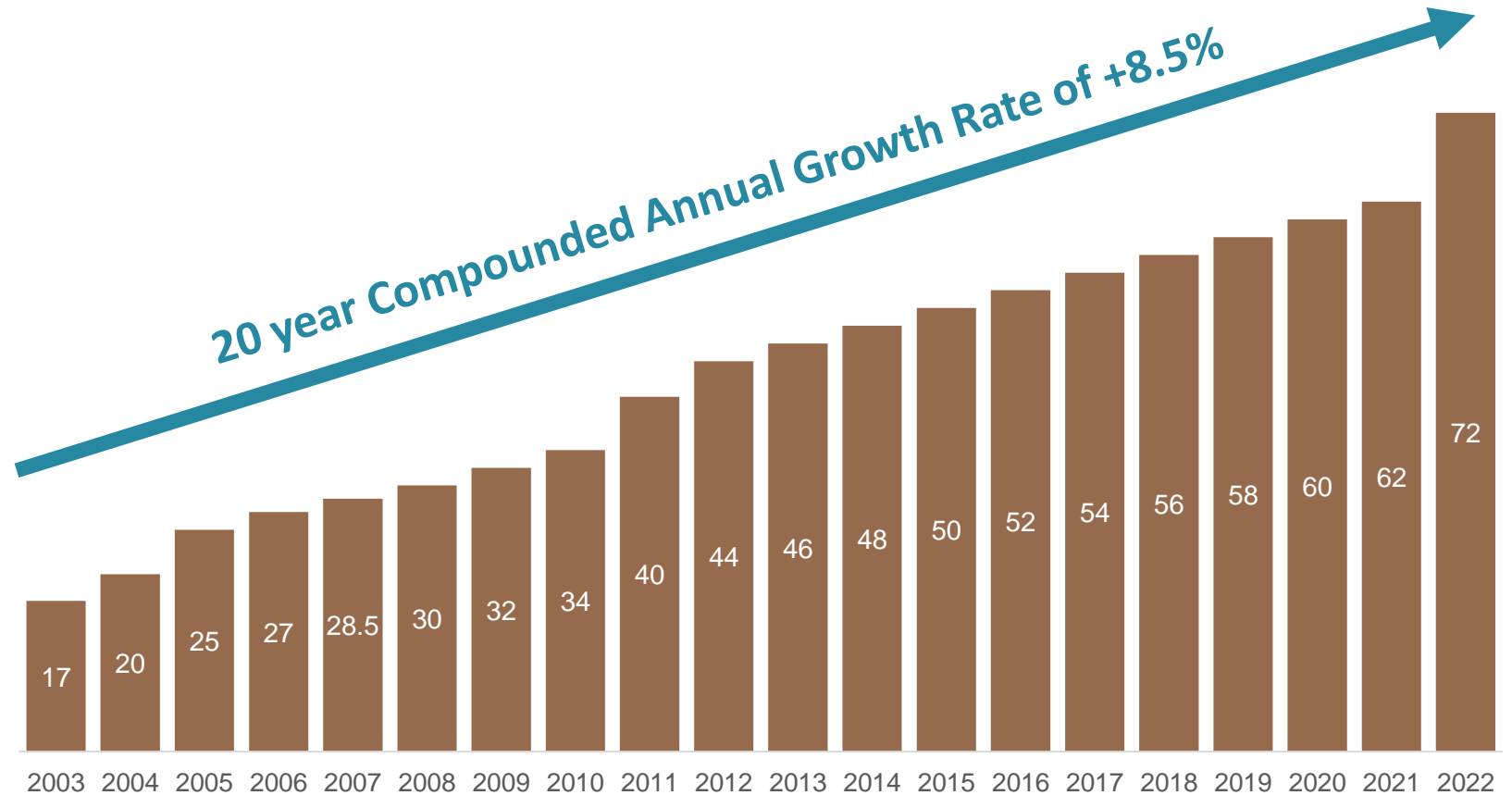
1. Net Cash Flows From Investments are after Parent Entity corporate costs and exclude the effects of non-regular cash inflows and outflows to demonstrate the underlying cash flows generated by the Parent Entity's investment portfolio. The Board of the Consolidated Entity pays dividends having regard to Net Cash Flows From Investments.

Dividends

FY22 ordinary dividends up 16.1% to 72 cents per share. Over 20 years of dividend growth

Special dividend declared of 15 cents per share, fully franked

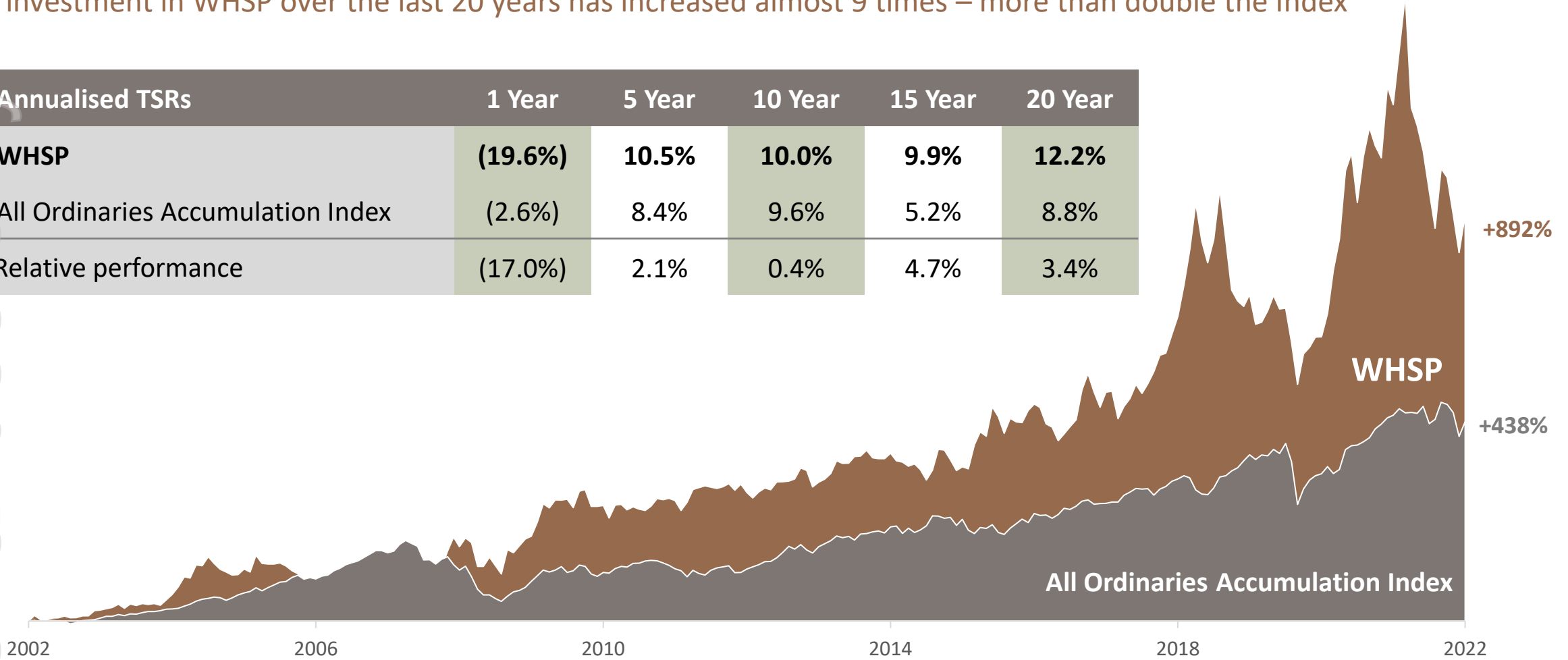
- Strong operating cashflow permits higher dividends
- WHSP has declared an FY22 Final Dividend of 43 cps, fully franked (up 19.4%)
- Special Dividend due to higher casflows from New Hope
- 20 years of increased dividends, CAGR of 8.5%



Total shareholder returns

An investment in WHSP over the last 20 years has increased almost 9 times – more than double the Index

| Annualised TSRs | 1 Year | 5 Year | 10 Year | 15 Year | 20 Year |
|-----------------------------------|----------------|--------------|--------------|-------------|--------------|
| WHSP | (19.6%) | 10.5% | 10.0% | 9.9% | 12.2% |
| All Ordinaries Accumulation Index | (2.6%) | 8.4% | 9.6% | 5.2% | 8.8% |
| Relative performance | (17.0%) | 2.1% | 0.4% | 4.7% | 3.4% |



Cumulative performance to 31 July 2022 (Including reinvestment of dividends)

Source: Capital IQ

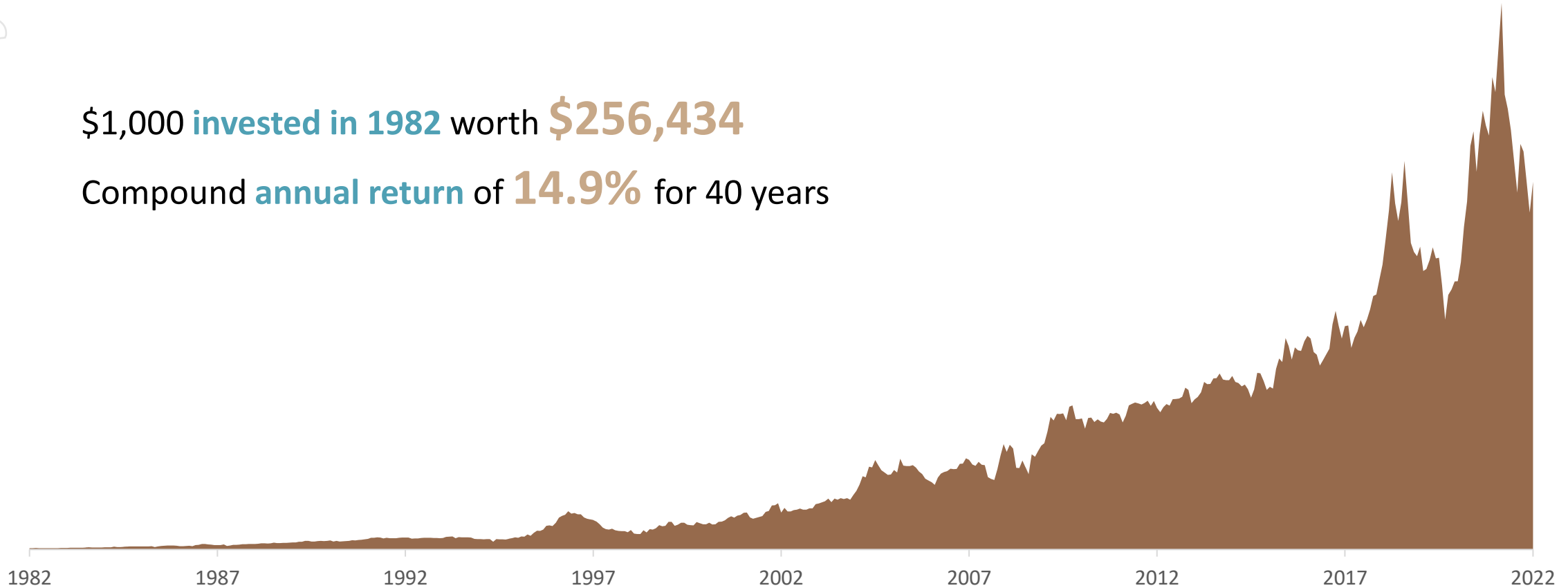


Long-term total shareholder returns

WHSP has provided strong equity returns over the last 40 years

\$1,000 invested in 1982 worth **\$256,434**

Compound **annual return** of **14.9%** for 40 years



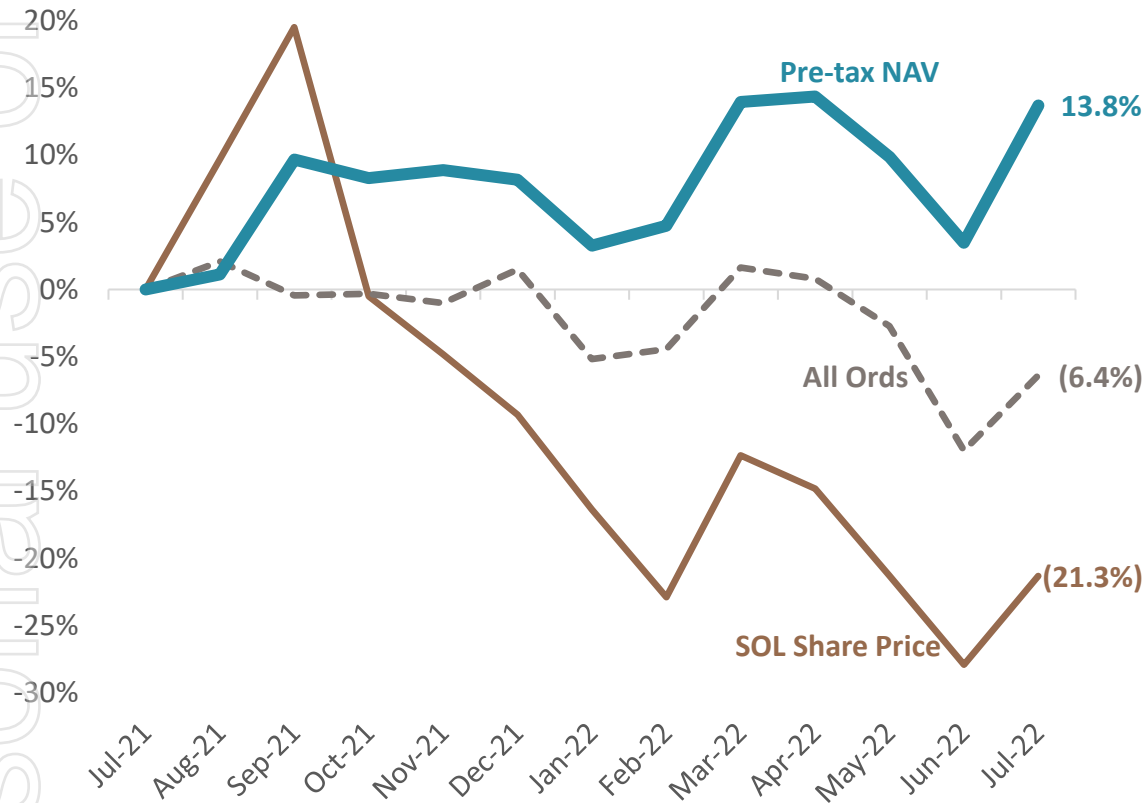
Source: Capital IQ

Cumulative performance to 31 July 2022 (Including reinvestment of dividends)

Recent share price performance

The share price has not correlated with portfolio performance over the last 12 months

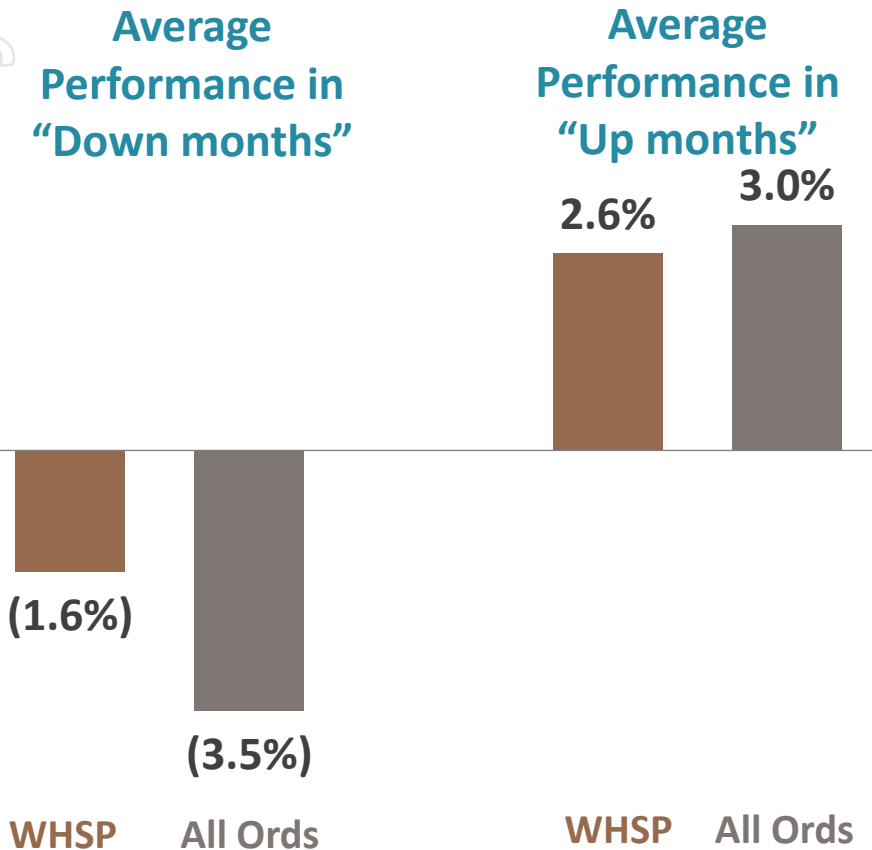
12-Month Performance



- During FY22 the growth in pre-tax NAV outperformed the:
 - All Ords by 20.2%; and
 - SOL share price by 35.1%
- Share price as at 31 July 2022 represented a 6.9% discount to the pre-tax NAV per share
- Material reduction in deferred tax liabilities in the portfolio in FY22 resulting in post-tax NAV per share increasing by 28.5%

Capital protection

Challenging and volatile markets will favour profitable assets with robust cash flows



- WHSP portfolio focused on investments with strong defensible cash flows as well as growing earnings and dividends
- This makes the portfolio resilient in times of volatility and market disruption
- Over the last 20 years, the All Ordinaries Accumulation Index had a negative return 34% of the months. WHSP's share price outperformed the market by an average of 1.9% per month in these down months.
- We continue to believe that WHSP's portfolio is well positioned for rising interest rates, higher inflation or a volatile market environment.

Source: Capital IQ

1. **Down months:** All Ordinaries Accumulation Index negative return months

2. **Up months:** All Ordinaries Accumulation Index positive return months

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Financial results



Full year ended 31 July 2022 – Profit After Tax

Group Regular profit excludes one-off events and better reflects underlying performance of major investments

Group Regular
NPAT²

\$834.6m
▲ 154% on FY21

Group Statutory
NPAT³

(\$12.9m)
▼ 105% on FY21

Group Regular NPAT significantly increased

- Increased commodity prices (New Hope, Round Oak)
- Property profits in Brickworks
- Higher dividend income from Milton merger

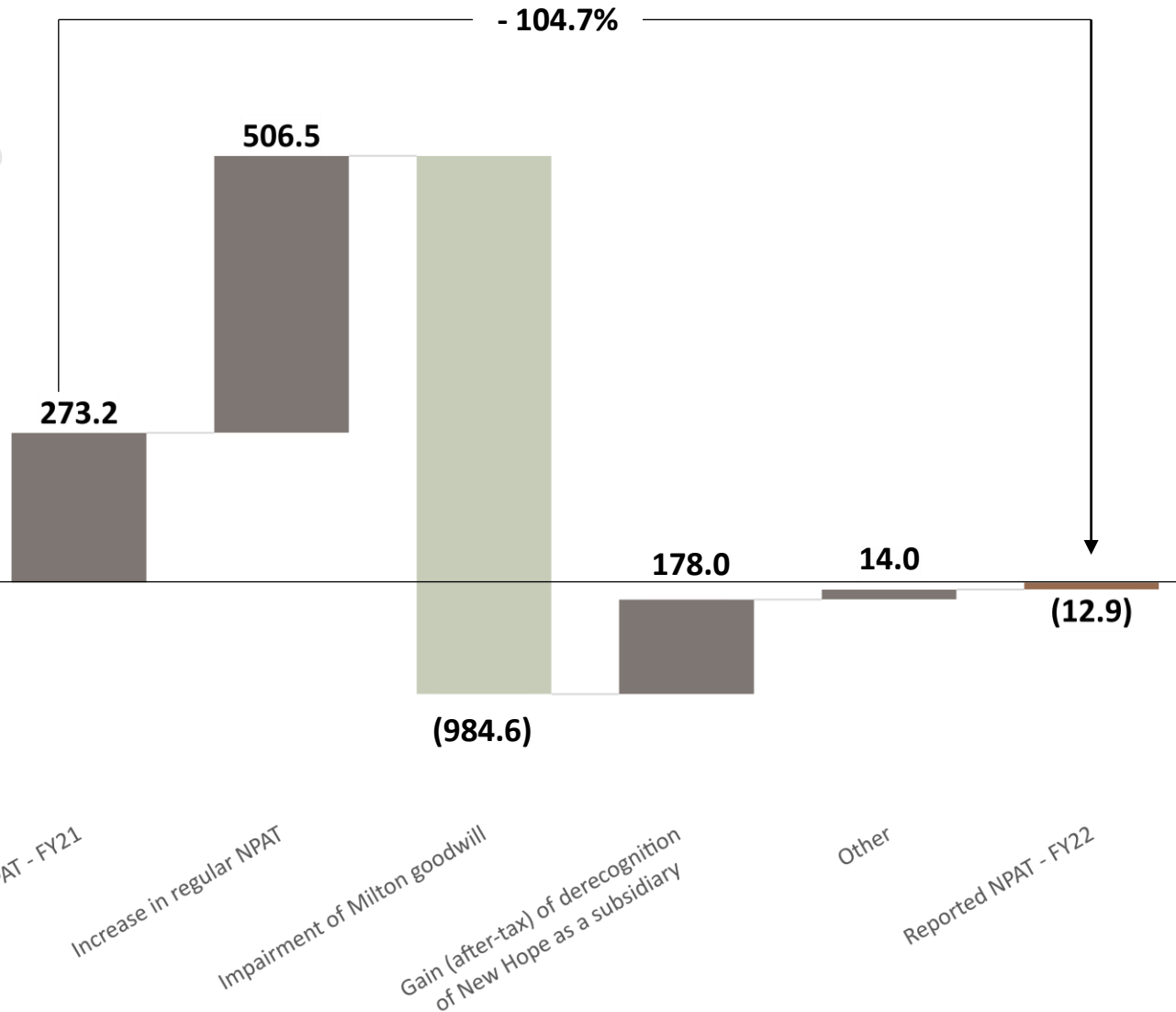
Statutory NPAT impacted by goodwill impairment

- One-off, non-cash impairment of goodwill from Milton merger

2. Group Regular NPAT: Regular profit after tax is a non-statutory profit measure and represents profit from WHSP's continuing operations before non-regular items. A reconciliation to statutory profit is included in the 2022 Preliminary Final Report – Alternative Performance Measures.

3. Group Statutory NPAT: Profit after tax attributable to members. A reconciliation between consolidated Group regular profit after tax and statutory profit after tax is included in the 2022 Preliminary Final Report – Alternative Performance Measures.

Full year ended 31 July 2022 – Consolidated Net Profit After Tax



Consolidated NPAT decreased by \$286.1m to a Net (Loss) After Tax of (\$12.9m)

Principal variations were:

- Non-cash impairment of goodwill (\$984.6m) arising from the Milton acquisition

Partly offset by:

- FY22 increase in Consolidated Regular NPAT of \$506.5 (see previous slide)
- After tax gain of \$178m on the deconsolidation of New Hope

FY22 accounting matters

Several significant accounting matters occurred in FY22

New Hope deconsolidated towards end of year

- New Hope FY22 results consolidated up to and including 29 July 2022
- From that date WHSP accounts for its share of New Hope NPAT and will no longer consolidate New Hope revenue, expenses, cashflow, assets and liabilities
- Full impact will be seen in the FY2023 financial reports

Goodwill impairment arising from Milton merger

- Milton goodwill impairment of \$985m largely booked in 1H2022
- Purchase consideration was inflated due to significant increase in WHSP share price between announcement of the merger and the change of control

Acquisition of Ampcontrol

- Moved to full ownership of Ampcontrol on 31 May 2022 and now consolidate Ampcontrol from that date

FY22 accounting matters

Several significant accounting matters occurred in FY22

Sale of Round Oak Minerals

- Round Oak sold on 1 July 2022 to Aeris Resources for an after tax gain of \$21m
- Round Oak shown as a discontinued operation in the FY2022 financial report
- WHSP has taken a 30.3% stake in Aeris and applies equity accounting to that investment

Reduction in deferred tax per share

- Tax benefits from the Milton merger tax step-up, significantly improving NAV post tax

Increase in cash levels – net cash

- WHSP NAV at 31 July 2022, shows net cash of \$72m, comprising cash \$486m (earning a current average of 2.35%pa), partly offset by gross debt of \$414m (at a current average cost of debt 1.75%pa)

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Portfolio overview



Portfolio overview

Net Asset Value at 31 July 2022 was \$10 billion, an increase of 72% over the last 12 months

| Portfolio | Value (\$m) |
|---|-----------------|
| Strategic portfolio ⁽¹⁾ | \$4,837m |
| Large cap portfolio ⁽¹⁾ | \$3,103m |
| Private equity portfolio ⁽²⁾ | \$654m |
| Emerging companies portfolio ^{(1),(2)} | \$612m |
| Structured yield portfolio ^{(1),(2)} | \$250m |
| Property ⁽²⁾ | \$226m |
| Net working capital | \$274m |
| Net asset value (pre-tax) | \$9,956m |

- WHSP Strategic portfolio is 48.6% of the total portfolio.
- Large cap portfolio is 31.2% of the total portfolio with material sales over the year.
- Value of the portfolio increased by 72% over the 12 months to 31 July 2022, with the Milton merger the main contribution.
- NAV per share increased by 13.8%, substantially outperforming a market return of negative 6.4%.
- Liquidity position improved by ~\$735m.
- Ample liquidity available for new investments.

As at 31 July 2022

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

Strategic portfolio

WHSP has a portfolio of cornerstone shareholdings in diversified industries with low correlations

| | |
|-----------------------|--|
| Value | \$4,837 million |
| % of portfolio | 48.6% |
| Net cash flow | \$168.7 million |
| Portfolio composition | Interests in TPG, New Hope, Brickworks, Tuas, Apex, Pengana and Aeris Resources |
| Strategic rationale | Significant investments in uncorrelated listed companies with board representation |

- WHSP's Round Oak private equity investment merged with Aeris and is a new strategic equity position exposed to the Australian copper industry.
- API stake sold to Wesfarmers during the year
- Portfolio delivered a total return of 25.8% over 2022
- Very strong returns from New Hope due to coal prices.

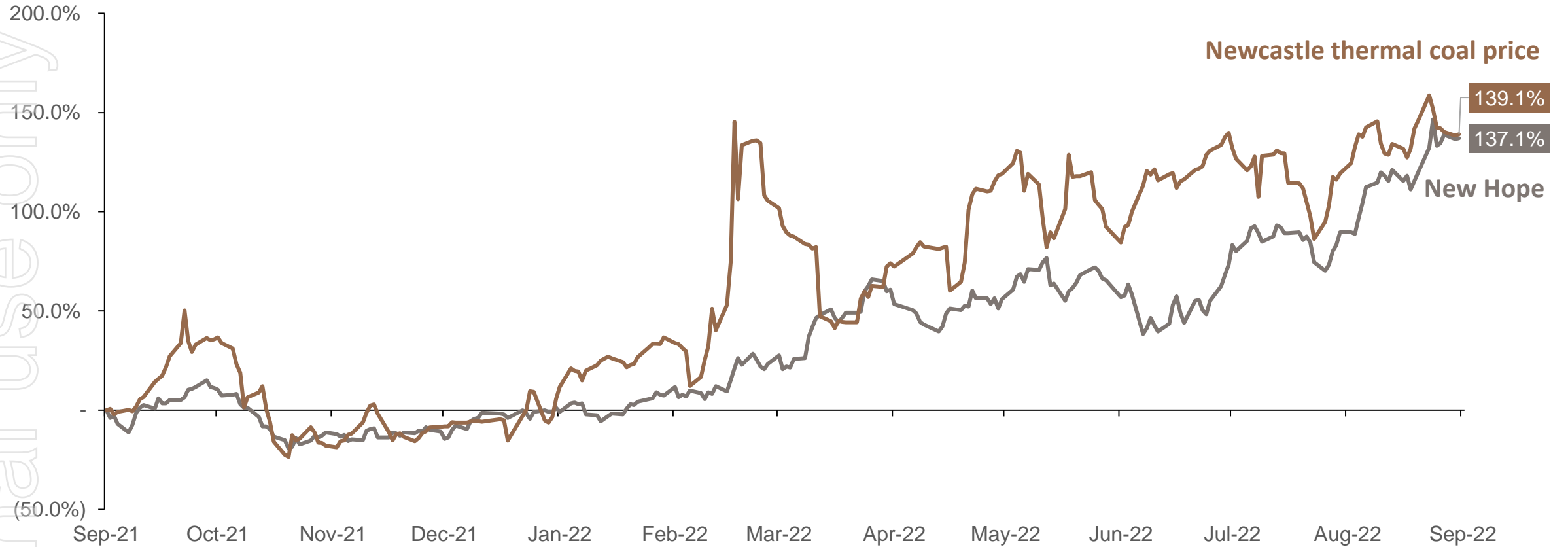
Current portfolio

- 12.6% of TPG
- 29.8% of Apex Healthcare
- 43.3% of Brickworks
- 37.0% of Pengana
- 39.9% of New Hope
- 30.3% of Aeris
- 25.4% of Tuas



Strategic portfolio

Strong performance from New Hope due to high prices for thermal coal has continued post July year-end



Large caps

Large Caps portfolio aims to generate long-term capital and income growth

| | |
|-----------------------|--|
| Value | \$3,103 million |
| % of portfolio | 31.2% |
| Net cash flow | \$116.9 million |
| Portfolio composition | Companies within the ASX-100 index |
| Strategic rationale | Actively managed Australian equities delivering strong dividends and providing portfolio liquidity |

- Portfolio rebalanced in the context of broader WHSP exposures and to achieve a more defensive risk profile.
- Significant amounts of cash raised to increase financial flexibility of broader group.
- Total return of -0.6% over 12 months to 31 July 22, versus ASX200 Accumulation Index return of -2.2% .
- Growing income generation with Milton portfolio contribution.
- Retail bank investments materially reduced.
- Underlying economic conditions remain challenging with rising rates, inflation and geopolitical risk.



Large caps

Active period for the portfolio post Milton merger

Purchases

Add

JOHNS LYNG  GROUP

 MACQUARIE

 carsales

 RAMSAY
HEALTH CARE

Purchases

New

 idp

 Domino's

ARISTOCRAT

 Computershare

Disposals

Reduce

CommonwealthBank 

 agl

Woolworths 

Disposals

Exit

 Westpac

Charter Hall 

 iag

Brambles

Large caps

Top 30 Investments

| # | Stock | % of Portfolio |
|----|---------------------------------|----------------|
| 1 | Macquarie Group Limited | 11.7% |
| 2 | Commonwealth Bank of Australia | 8.4% |
| 3 | BHP Group Limited | 6.6% |
| 4 | CSL Limited | 6.0% |
| 5 | Wesfarmers Limited | 5.4% |
| 6 | National Australia Bank Limited | 5.0% |
| 7 | Woolworths Group Limited | 4.5% |
| 8 | BKI Investment Company Limited | 3.6% |
| 9 | Transurban Group | 3.4% |
| 10 | Johns Lyng Group Limited | 2.8% |
| 11 | Eagers Automotive Limited | 2.7% |
| 12 | Amcor plc | 2.4% |
| 13 | ALS Limited | 2.3% |
| 14 | Bank of Queensland Limited | 2.3% |
| 15 | carsales.com Ltd | 2.2% |

| # | Stock | % of Portfolio |
|--------------|------------------------------------|----------------|
| 16 | Coles Group Limited | 2.2% |
| 17 | Rio Tinto Group | 2.1% |
| 18 | Ramsay Health Care Limited | 2.0% |
| 19 | ASX Limited | 1.9% |
| 20 | Suncorp Group Limited | 1.8% |
| 21 | Endeavour Group Limited | 1.6% |
| 22 | Perpetual Limited | 1.2% |
| 23 | Cleanaway Waste Management Limited | 1.2% |
| 24 | Goodman Group | 1.1% |
| 25 | Sonic Healthcare Limited | 1.1% |
| 26 | Woodside Energy Group Ltd | 1.0% |
| 27 | ARB Corporation Limited | 1.0% |
| 28 | AUB Group Limited | 1.0% |
| 29 | InvoCare Limited | 0.8% |
| 30 | Technology One Limited | 0.8% |
| Total | | 90.1% |

Private equity

WHSP has a growing portfolio of private companies which are platforms for further growth

| | |
|-----------------------|--|
| Value | \$654 million |
| % of portfolio | 6.6% |
| Net cash flow | \$40.1 million |
| Portfolio composition | Round Oak, Ampcontrol, Ironbark, Agricultural and Water investments, Aquatic Achievers |
| Strategic rationale | Investments in unlisted companies to support their growth |

- Strong contributions from the Round Oak restructure, Ampcontrol, Ironbark and the agricultural portfolios.
- Round Oak investment moved from private equity to strategic following the successful merger with Aeris.
- Contribution to Net Cash flow from Investments increased 213% on pcp
- Total return of 19.1%
- Continue to allocate additional capital to expand WHSP's portfolio of private investments to provide platforms for future growth.
- Multiple avenues for growth in existing and new opportunities.
- Maintain investment discipline in a competitive market.



Agriculture



aquatic achievers
swim schools



Emerging companies

WHSP is an active investor and partner in both listed and pre-IPO emerging companies

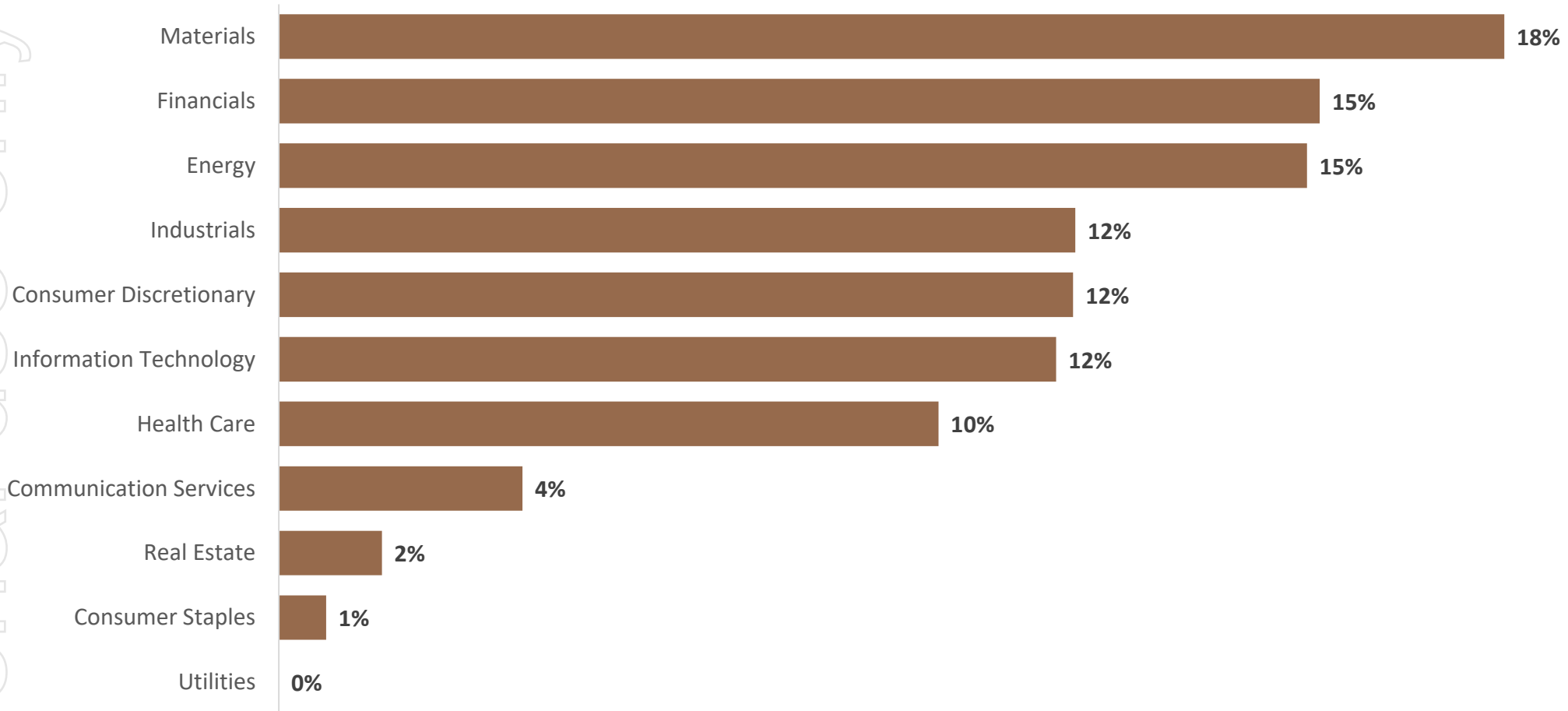
| | |
|-----------------------|---|
| Value | \$612 million |
| % of portfolio | 6.1% |
| Net cash flow | \$27.6 million |
| Portfolio composition | Ex-ASX100 listed equities and unlisted growth companies |
| Strategic rationale | Exposure to fast growing companies often benefiting from structural changes and global trends |

- Delivered a total return of –3.4% over 12 months to 31 July 2022.
- Outperformed the ASX Small Ordinaries Accumulation Index by 7.5% over the 12-month period.
- Active portfolio management has allowed for outperformance.
- Team capabilities added substantial value to the large caps and structured credit portfolios.
- Net Cash Flows From Investments of \$27.6m
- WHSP has ample liquidity to increase the size of the portfolio should opportunities present.



Emerging companies

The emerging companies portfolio takes a dynamic view to exposures

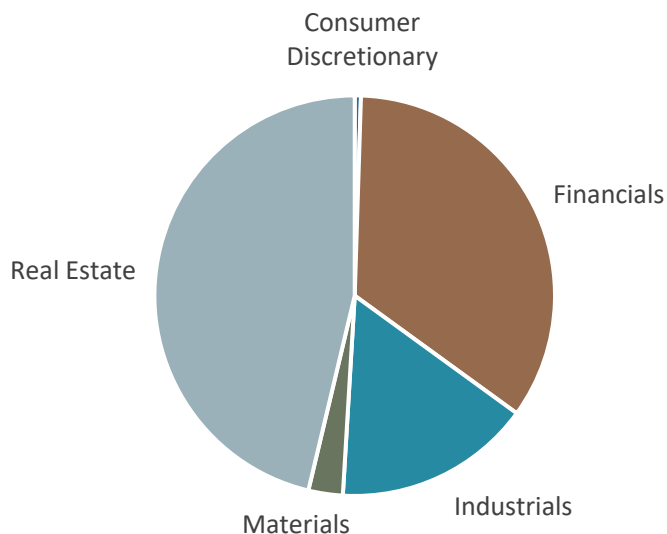


Structured yield

Investing across the capital structure for improved risk adjusted returns on attractive opportunities

| | |
|-----------------------|---|
| Value | \$250 million |
| % of portfolio | 2.5% |
| Net cash flow | \$19.7 million |
| Portfolio composition | Corporate loans or hybrid debt instruments |
| Strategic rationale | To invest in financial instruments across an investee's capital structure to optimise the portfolio's risk adjusted returns |

- Net cash flow from investments of \$19.7m, up 18.7% over pcp.
- Total return of 17.9%
- Portfolio has a running cash yield of 9%.
- 11 investments across a range of industries.
- WHSP has expertise in long-term investing across the capital structure.
- Delivers attractive risk/return outcomes for WHSP and investee companies.
- Exposure to equity upside in certain circumstances.
- Seeking to opportunistically grow the structured yield portfolio



Property

The property portfolio comprises actively managed direct property investments

| | |
|-----------------------|---|
| Value | \$226 million |
| % of portfolio | 2.3% |
| Net cash flow | \$1.6 million |
| Portfolio composition | Direct property and equity accounted joint ventures |
| Strategic rationale | Actively managed Australian property to deliver superior returns when compared to passive ownership |

- Strong revaluations in 2022 with portfolio return of +47%.
- Net cash flow +14.3%.
- Underweight direct property due to look-through interest in Brickworks' industrial portfolio.
- Industrial development assets acquired in Kirrawee and Narellan.
- Retirement lifestyle development (Sage by Moran at Cronulla, NSW) currently under construction.
- Strong sales at multiple broad acre residential development JVs acquired from merger with Milton.



Sage by Moran, Cronulla



Industrial property, Castle Hill

Net working capital

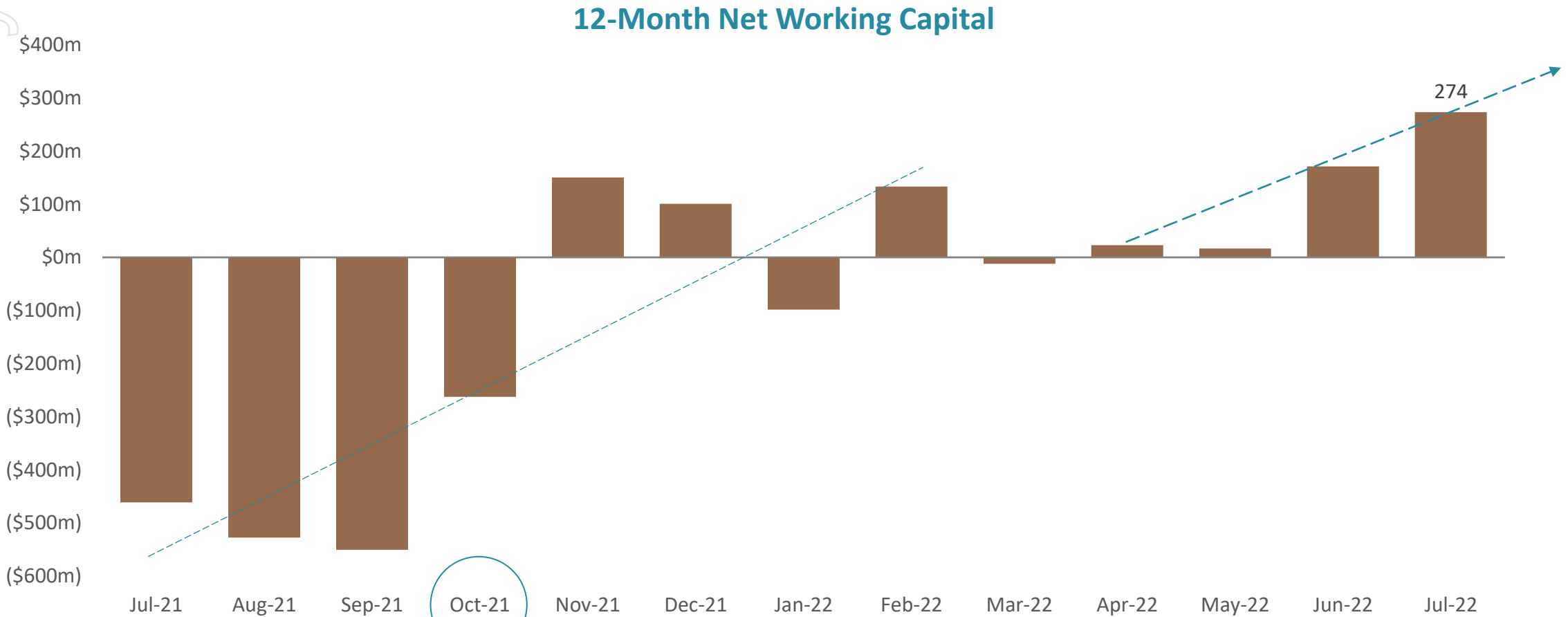
WHSP has access to significant liquidity for new opportunities

| | |
|-----------------------|---|
| Value | \$274 million |
| % of portfolio | 2.8% |
| Portfolio composition | Cash, interest-bearing liabilities and other assets and liabilities |
| Strategic rationale | Provide portfolio liquidity |

- Cash on hand at 31 July of \$486 million.
- \$414m of interest-bearing debt with a current average cost of 1.75% p.a.
- Significant liquidity from:
 - cash balance of \$486m
 - Unutilised debt capacity of \$352 million
 - assets identified for sale in the portfolio

Net working capital

Reduced exposures to the equity markets from late 2021 to raise cash in uncertain economic environment



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Strategy and outlook

Portfolio settings

WHSP's investment style is well-suited to the current environment

FOCUSED ON COST AND QUALITY

- Increasing diversification of uncorrelated assets
- Major strategic investments in high quality businesses:
 - telecommunications subscriptions
 - energy
 - industrial/logistics property
- Resilience from profitable low cost operations
- Robust, defensible business models
- Market power to pass on inflationary costs

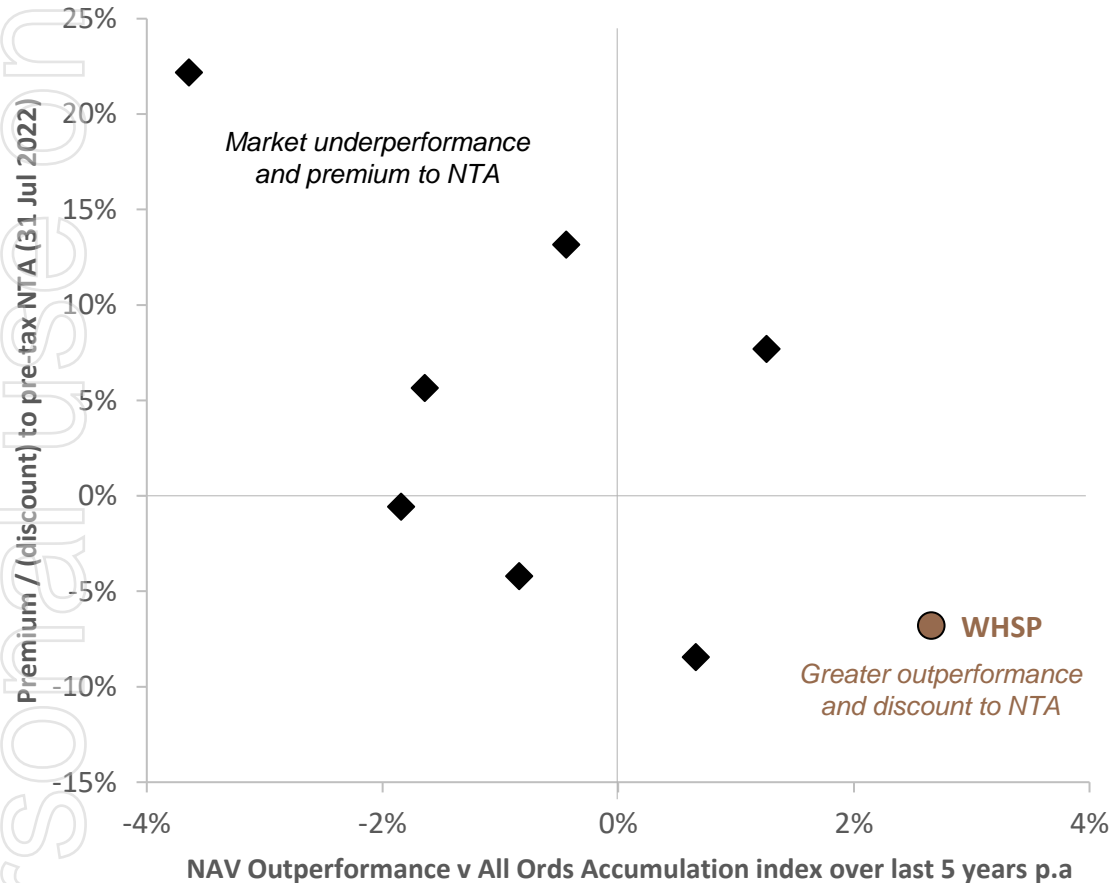
FLEXIBLE AND OPPORTUNISTIC

- Increased cash levels and other liquidity to invest in new opportunities at more reasonable prices
- Flexibility allows us to take advantage of market dislocation:
 - private equity
 - structured yield
- Long-term view assists investing through volatility

How is WHSP different from listed investment companies?

Increased diversification, steady dividends and greater outperformance

WHSP v ASX Listed Investment Companies (Market Cap >\$1bn)



- **Greater diversification and flexibility** through investments in listed equities, private equity, direct property and credit
- **Higher conviction portfolio** that is index unaware and holds large positions in long-term growth investments
- **History of protecting capital** through uncorrelated investments in resilient cash generating businesses
- **Consistent dividend growth** with over 20 years of increasing dividends at a CAGR of 8.5%
- **Strong long-term outperformance** –WHSP total return over 5 years has been 68.3% (against the market total return of 50.0%)
- **WHSP is trading at a discount to NTA** while large ASX Listed Investment Companies (LICs) trade, on average, at a premium to NTA

Source: Company disclosures, Capital IQ, Independent Investment Research



WHSP is a unique investment strategy in the Australian market



Through WHSP, an investor has the opportunity to gain exposure to:

- A range of asset classes across sectors, including private equity, private credit and property
- Investment strategies that have delivered above market returns for decades
- Steady and growing dividends
- A management team with a strong track record of execution and active stewardship of capital

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