

# Wilson Asset Management

## Investor conference call

10.30am Tuesday, 25 September 2018

Dial-in number: 1300 254 410

Access code: 3013976#

International dial-in number: +61 3 8687 0634



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# Making a difference

Seven LICs and over **\$3 billion** in shareholder capital for more than 80,000 retail shareholders

11 investment professionals with combined investment experience of more than **140 years**

**Proven** investment approach that has delivered strong returns for over **20 years**

Committed to **philanthropic** and **advocacy initiatives**

Creator and supporter of:



Winner of the Listed Investment Companies category at the Professional Planner | Zenith Fund Awards 2014, 2015, 2016, 2017



# Investment & management team



**Geoff Wilson AO**  
BSc GMQ FFINSIA FAICD

Chairman  
& Portfolio Manager



**Kate Thorley**  
BCom CA GAICD

Chief Executive  
Officer



**Chris Stott**  
BBus GradDipAppFin MFINSIA

Chief Investment  
Officer & Portfolio  
Manager



**Catriona Burns CFA**  
BCom MAppFin FFINSIA

Lead Portfolio  
Manager



**Matthew Haupt CFA**  
BCom GradDipAppFin

Lead Portfolio  
Manager



**Martin Hickson**  
BBus BComp MAppFin

Lead Portfolio  
Manager



**Oscar Oberg CFA**  
LLB BBus

Lead Portfolio  
Manager



**John Ayoub**  
LLB BA GradCertAppFin

Portfolio Manager



**Tobias Yao CFA**  
BCom

Portfolio Manager



**Nick Healy**  
BEng MBA

Global Equity  
Analyst



**Matthew Nicholas**  
BCom (Hons), Finance

Global Equity  
Analyst



**Cooper Rogers**  
BCom GradDipAppFin

Dealer



**Jesse Hamilton**  
BCom CA

Chief Financial  
Officer



**James McNamara**  
BJourn MComn GradDipFin

Head of Corporate  
Affairs

# Investing in undervalued growth companies

## W | A | M *Capital*

Focus: small to mid-cap  
Australian companies

(ASX: WAM)

## W | A | M *Leaders*

Focus: large-cap  
Australian companies

(ASX: WLE)

## W | A | M *Global*

Focus: small to mid-cap  
international companies

(ASX: WGB)

## W | A | M *Research*

Focus: small to mid-cap  
Australian companies

(ASX: WAX)

## W | A | M *Active*

Focus: market mispricing  
within the Australian  
equity market

(ASX: WAA)

## W | A | M *Microcap*

Focus: micro-cap  
Australian companies

(ASX: WMI)

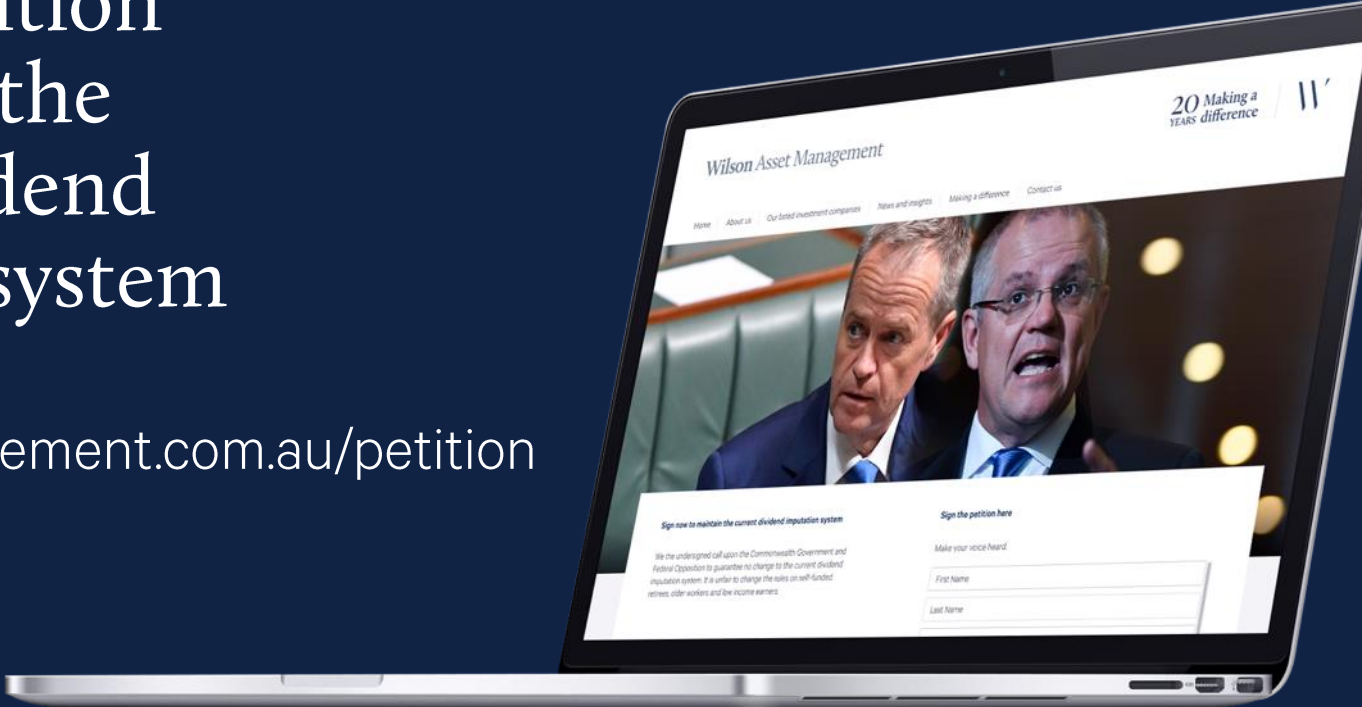


Focus: large-cap  
Australian companies

(ASX: CYA)

# Sign our petition to maintain the current dividend imputation system

wilsonassetmanagement.com.au/petition





Gross assets

\$1,404.7m

Share price\*

\$2.49

Pre-tax net tangible assets

\$2.06

Fully franked full year dividend

15.5 cents

Fully franked dividend yield\*

6.2%

Portfolio performance (p.a. since inception August 1999)

17.6%



## Full year highlights

Full year operating  
profit before tax of  
**\$166.9 million**  
(+87.6% on 2017)

Investment portfolio  
increased  
**15.0%**  
outperforming  
the index

Fully franked  
**15.5 cents**  
per share full  
year dividend



## Wealth Defender takeover bid

- 1 WAM share for every 2.5 WDE shares
- Benefits to WAM Capital shareholders:
  - Accretive issuance of shares at a premium to pre-tax NTA
  - Realising all or part of WAM's holding of WDE shares that were purchased at a discount to their pre-tax NTA

## W | A | M *Leaders*



Gross assets

**\$863.2m**

Share price\*

**\$1.22**

Pre-tax net tangible assets

**\$1.21**

Fully franked full year dividend

**5.0 cents**

Portfolio performance (p.a. since inception May 2016)

**12.7%**

As at 31 August 2018

\*As at 24 September 2018

W | A | M *Leaders*



## Full year highlights

Record full year operating  
profit before tax of  
**\$100.5 million**  
(+155.7% on 2017)

Investment  
portfolio increased  
**17.8%**  
outperforming the  
index by 4.8%

Fully franked  
**5.0 cents**  
per share full year  
dividend, an  
increase of 66.7%

Gross assets

\$470.4m

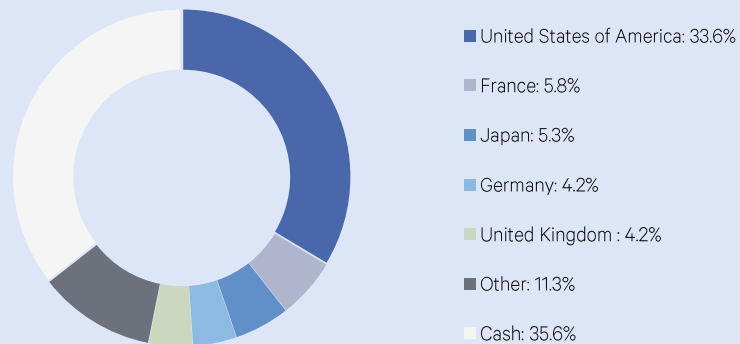
Share price\*

\$2.18

Pre-tax net tangible assets

\$2.25

Portfolio composition by geographical exposure



As at 31 August 2018

\*As at 24 September 2018

Gross assets

\$250.0m

Share price\*

\$1.68

Pre-tax net tangible assets

\$1.32

Fully franked full year dividend

9.5 cents

Fully franked dividend yield\*

5.7%

Portfolio performance (p.a. since July 2010)

18.2%

## Full year highlights

Full year operating  
profit before tax of  
**\$28.9 million**  
(+42.2% on 2017)

Investment portfolio  
increased  
**14.5%**  
outperforming  
the index

Fully franked  
**9.5 cents**  
per share full  
year dividend

Gross assets

\$48.6m

Share price\*

\$1.15

Pre-tax net tangible assets

\$1.11

Fully franked full year dividend

5.7 cents

Fully franked dividend yield\*

5.0%

Performance (p.a. since inception January 2008)

13.1%

## Full year highlights

Full year operating  
profit before tax of  
**\$4.4 million**  
(+64.7% on 2017)

Investment portfolio  
increased **15.7%**  
outperforming  
the index

Fully franked  
**5.7 cents**  
per share full year  
dividend





Gross assets

\$202.0m

Share price\*

\$1.47

Pre-tax net tangible assets

\$1.39

Portfolio performance (since inception June 2017)

30.8%

4.0 cents

Fully franked full year dividend

+

2.0 cents

Fully franked special dividend

As at 31 August 2018

\*As at 24 September 2018



## Full year highlights

Maiden operating  
profit before tax of  
**\$42.4 million**

Investment  
portfolio increased  
**31.2%**  
outperforming the  
index by 7.0%

Fully franked  
**4.0 cents**  
per share full  
year dividend

+

Fully franked  
**2.0 cents**  
per share special  
dividend

Gross assets

\$98.3m

Share price\*

\$0.99

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Pre-tax net tangible assets

\$1.04

Fully franked full year dividend

4.09 cents

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As at 31 August 2018

\*As at 24 September 2018



## Full year highlights

Full year operating  
profit before tax of  
**\$9.4 million**  
(+269.3% on 2017)

Investment  
portfolio increased  
**14.6%**  
outperforming  
the index

Fully franked  
**4.09 cents**  
per share full  
year dividend

# Insights from Asian conference



Key US theme:  
companies are bullish, investors are cautious!



# WAM Global top 20 holdings



# Issues facing Australian large-caps

Commonwealth Bank



ANZ



westpac





# What worked

Large-cap Australian  
investment

**CSL™**

ASX: CSL



# What didn't work

Large-cap Australian  
investment



ASX: SGM





Reporting season:  
premiums paid for  
expensive growth stocks  
became even more extended

# What worked

Small-to-mid caps

Australian investment



**mayne**pharma

ASX: MYX



# What didn't work

Small-to-mid caps

Australian investment



ASX: SDA



# What worked

Micro-caps

Australian investment

SPECIALTYFASHION | GROUP

ASX: SFH



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# What didn't work

Micro-caps

Australian investment



ASX: PPG



# November 2018 shareholder presentations

## Canberra

### Monday 19 November

QT Hotel  
1 London Circuit  
Canberra ACT 2601

Presentation:  
10.00am – 12.00pm

## Sydney

### Tuesday 20 November

The Westin Sydney  
1 Martin Place  
Sydney NSW 2000

Presentation:  
10.00am – 12.00pm

## Brisbane

### Thursday 22 November

Brisbane Convention & Exhibition Centre  
Cnr Merivale & Glenelg Streets  
South Bank QLD 4101

Presentation:  
10.00am – 12.00pm

## Hobart

### Friday 23 November

C3 Convention Centre  
64 Anglesea Street  
South Hobart TAS 7004

Presentation:  
10.00am – 12.00pm

## Adelaide

### Monday 26 November

Adelaide Convention Centre  
North Terrace  
Adelaide SA 5000

Presentation:  
10.00am – 12.00pm

## Perth

### Tuesday 27 November

Perth Convention & Exhibition Centre  
21 Mounts Bay Road  
Perth WA 6000

Presentation:  
10.00am – 12.00pm

## Melbourne

### Thursday 29 November

Melbourne Convention Centre  
1 Convention Centre Place  
South Wharf VIC 3006

Presentation:  
10.00am – 12.00pm

## Investment Forum

### Thursday 29 November

Melbourne Convention Centre  
1 Convention Centre Place  
South Wharf VIC 3006

Presentation:  
1.45pm – 3.15pm

The Future Generation presentations will follow all Wilson Asset Management presentations in each city

Save the date





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40,000 weekly readers

[wilsonassetmanagement.com.au](http://wilsonassetmanagement.com.au)

Get in touch  
[info@wilsonassetmanagement.com.au](mailto:info@wilsonassetmanagement.com.au)