

# W A M Leaders

## 2019 Annual Report

For the year ended 30 June 2019

#### WAM Leaders Limited

WAM Leaders Limited (WAM Leaders or the Company) is a listed investment company and is a reporting entity. It is primarily an investor in equities listed on the Australian Securities Exchange.

#### **Directors**

Geoff Wilson AO (Chairman) Lindsay Mann Melinda Snowden Ross Finley Kate Thorley

#### **Company Secretary**

Linda Vo

#### **Investment Manager**

MAM Pty Limited Level 26, Governor Phillip Tower 1 Farrer Place Sydney NSW 2000 (part of Wilson Asset Management)

#### **Auditor**

Pitcher Partners

#### **Country of Incorporation**

Australia

#### **Registered Office**

Level 26, Governor Phillip Tower 1 Farrer Place Sydney NSW 2000

#### **Contact Details**

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E: <u>info@wilsonassetmanagement.com.au</u>
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#### **Share Registry**

Boardroom Pty Limited Level 12, 225 George Street Sydney NSW 2000 T: (02) 9290 9600 F: (02) 9279 0664

For enquiries relating to shareholdings, dividends (including participation in the dividend reinvestment plan) and related matters, please contact the share registry.

#### **Australian Securities Exchange**

WAM Leaders Limited Ordinary Shares (WLE)

#### Shareholder Presentations 2019

## Annual General Meeting and Presentation Sydney

#### **Tuesday 19 November**

Presentation: 10.00am - 12.00pm

AGM: 2.15pm – 2.35pm The Westin Hotel 1 Martin Place Sydney NSW 2000

To be streamed live on our website wilsonassetmanagement.com.au.

#### Canberra Monday 18 November

10.00am – 12.00pm Hotel Realm 18 National Circuit Canberra ACT 2600

#### Perth

Tuesday 26 November 10.00am – 12.00pm The Westin

480 Hay Street Perth WA 6000

#### Brisbane

Thursday 21 November 10.00am – 12.00pm Hilton Hotel 190 Elizabeth Street Brisbane QLD 4000

#### Adelaide

Wednesday 27 November

10.00am – 12.00pm Hilton Hotel 233 Victoria Square Adelaide SA 5000

#### Hobart

Monday 25 November 10.00am – 12.00pm Hotel Grand Chancellor 1 Davey Street Hobart TAS 7000

#### Melbourne

Thursday 28 November 10.00am – 12.00pm Grand Hyatt 123 Collins Street Melbourne VIC 3000

The Future Generation Presentations will be held from 12.15pm – 1.15pm in each city.

Access exclusive investment ideas from leading Australian and global fund managers at the

Future Generation Investment Forum which will be held from 1.45pm – 3.15pm on Thursday 28 November in Melbourne.



#### Key highlights FY2019

+20.0% 5.1%

Fully franked final dividend increase

Fully franked dividend vield

5.65c

Record fully franked full year dividend

+10.9%

Investment portfolio performance

#### Snapshot as at 30 June 2019

Listing date	May 2016
Gross assets	\$992.3m
Market capitalisation	\$866.2m
Shares on issue	783,890,791
Share price	\$1.105
Net tangible assets (pre-tax)	\$1.26
Net tangible assets (post-tax)	\$1.22
Fully franked dividends FY2019	5.65 cents
Fully franked FY2019 dividend yield	5.1%

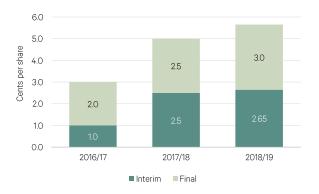
#### FY2019 results

WAM Leaders achieved an operating profit before tax of \$90.1 million for the year (FY2018: \$100.5 million) and an operating profit after tax of \$71.5 million (FY2018: \$74.6 million).

The operating profit for 2019 is reflective of the performance of the investment portfolio and the growth in assets over the period. The investment portfolio increased 10.9% and was achieved with an average cash weighting of 10.3%. The return on the equity portion of the portfolio was 12.0% for the year. The S&P/ASX 200 Accumulation Index rose 11.5%. The investment performance has been delivered with less volatility than the market, as measured by standard deviation.

The Board declared a record fully franked full year dividend of 5.65 cents per share, an increase of 13.0% on the previous year, with the record fully franked final dividend being 3.0 cents per share. Since inception, WAM Leaders has paid 10.65 cents per share in fully franked dividends to shareholders. At 31 July 2019, the Company had 15.0 cents per share available in its profits reserve, before the payment of the fully franked final dividend of 3.0 cents per share.

#### Fully franked dividends since inception



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#### Chairman's letter

Dear Fellow Shareholders,

I would like to thank all WAM Leaders shareholders for your continued support of the Company during the 2019 financial year. I would also like to welcome each of the 2,387 new shareholders who have joined us during the year.

In 2019, the Company continued to achieve strong growth with assets growing by 14.8% to \$992.3 million. WAM Leaders recorded an operating profit before tax of \$90.1 million (2018: \$100.5 million), paid tax of \$10.8 million and dividends of \$36.0 million (net of reinvestment) during the year. The growth in assets was achieved through the performance of the investment portfolio, which increased 10.9% for the year and the acquisition of a listed investment company, Century Australia Investments. This performance was achieved with an average 89.7% invested in equities and with less volatility than the market, as measured by standard deviation. The return on the equity portion of our portfolio was 12.0% and the return on the cash portion of the portfolio was 1.8% for the year.

The Company declared a 20.0% increase in the fully franked final dividend to 3.0 cents per share. Together with the fully franked 2.65 cents per share interim dividend, this brings the record fully franked full year dividend to 5.65 cents per share, a 13.0% increase on the previous year.

#### Company performance

There are three key measures we use to evaluate the performance of a listed investment company: investment portfolio performance; net tangible asset (NTA) growth; and total shareholder return (TSR). Investment portfolio performance measures the growth of the underlying portfolio of equities and cash before expenses, fees and taxes. A key objective of WAM Leaders is long-term outperformance against the S&P/ASX 200 Accumulation Index, which is achieved by growing the investment portfolio at a greater rate. The S&P/ASX 200 Accumulation Index is measured before expenses, fees and taxes. NTA growth is the change in value of the Company's assets, less liabilities and costs (including tax, management and performance fees) and is essentially the realisable value of the Company. The NTA is announced to shareholders on the ASX each month. TSR measures the tangible value shareholders gain from share price growth and dividends paid over the year. Importantly, TSR does not include the value of franking credits distributed to shareholders by way of fully franked dividends.

#### 1. Investment portfolio performance

Performance at 30 June 2019	6 mths	1 yr	2 yrs %pa	Since inception %pa (May-16)
WLE Investment Portfolio	19.4%	10.9%	14.3%	12.6%
S&P/ASX 200 Accumulation Index	19.7%	11.5%	12.3%	11.5%
Outperformance	-0.3%	-0.6%	+2.0%	+1.1%

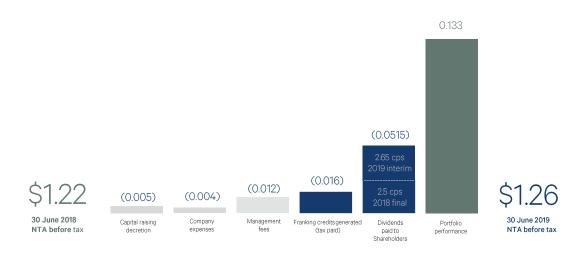
Investment performance and Index returns are before expenses, fees and taxes.

WAM Leader's investment portfolio increased 10.9% in the 12 months to 30 June 2019, and was achieved while holding on average 10.3% of the investment portfolio in cash. This measure is before expenses, fees and taxes and is compared to the S&P/ASX 200 Accumulation Index, which rose by 11.5%, which is also before expenses, fees and taxes.

#### 2. NTA growth

WAM Leaders' NTA before tax increased 8.0% in the 12 months to 30 June 2019, including the 5.15 cents per share in fully franked dividends paid to shareholders during the year. This increase is after corporate tax paid of 1.6 cents per share or 1.3% during the year. Corporate tax payments made throughout period were the major item of difference between the investment portfolio performance of 10.9% and the NTA performance. The franking credits attached to corporate tax payments are available for distribution to shareholders through fully franked dividends. Other items contributing to the change in value of the assets during the year were management fees of 1.0%, other company related and capital raising expenses of 0.2% and the capital raising decretion of 0.4%.

#### WAM Leaders NTA before tax performance



#### 3. Total shareholder return

This measure shows the tangible return to shareholders, being the change in the share price together with dividends, assuming the dividends are reinvested during the year. The TSR for WAM Leaders for the year to 30 June 2019 was impacted by the increase in the share price discount to NTA. As at 30 June 2019, the share price discount to NTA was 12.4% (2018: discount of 5.8%). This was offset by the investment portfolio performance, with TSR increasing 0.6% for the year. This measure does not value the potential benefit of franking credits distributed to shareholders through fully franked dividends.

#### **Equity market overview**

The 2019 financial year was a dynamic year for equity markets, beginning with expectations of synchronised – albeit softening – global growth and tighter monetary policy. In the December quarter the global economy faltered, China's growth slowed and the end of the longest United States (US) bull market appeared to be approaching.

By January 2019, the US Federal Reserve was conducting its u-turn, pausing its interest rate increases and signalling the end to quantitative tightening. This, coupled with aggressive Chinese stimulus, drove equity markets to new heights, as interest rates fell, and the global economy weakened. Against this global background, the S&P/ASX 200 Accumulation Index increased 11.5%, driven primarily by the record low interest rate environment.

#### Investment portfolio performance

The WAM Leaders investment portfolio delivered a 10.9% increase in the 12-month period, climbing 7.2% in the final quarter and rebounding 19.4% in the six months to 30 June 2019. Over the 12-months we adjusted our cash levels continuously while averaging 10.3% throughout the period. The WAM Leaders investment portfolio has increased 12.6% per annum since inception in May 2016.

We were highly active during the period, with the equity component of the investment portfolio turning over 3.6 times. We deployed tactical and opportunistic positions in infrastructure, gold companies and real estate investment trusts to take advantage of loose monetary policy and spikes in volatility surrounding geopolitical tensions. We also invested in iron-ore focused companies to take advantage of supply restrictions that led to higher spot prices, and we actively traded the major banks throughout the banking Royal Commission.

Individual companies that significantly contributed to the absolute performance during the period included: Fortescue Metals Group (ASX: FMG), BHP Group (ASX: BHP), Commonwealth Bank of Australia (ASX: CBA) and Newcrest Mining (ASX: NCM). Detractors included Origin Energy (ASX: ORG), James Hardie Industries (ASX: JHX), Nufarm (ASX: NUF) and South32 (ASX: S32). We remain cautious about the direction of the Australian equity market, as the domestic economy continues to show signs of weakness and the Reserve Bank of Australia's stimulatory options are approaching exhaustion. The investment portfolio's cash level ended the year at 9.1% while holding highly liquid positions.

#### **Dividends**

The Board declared a 20.0% increase in the fully franked final dividend to 3.0 cents per share. The final dividend brings the record fully franked full year dividend to 5.65 cents per share, an increase of 13.0% on the previous year. Since inception, the Company has paid 10.65 cents per share in fully franked dividends to shareholders.

The Board is committed to paying an increasing stream of fully franked dividends to shareholders, provided the Company has sufficient profits reserve and franking credits and it is within prudent business practices. As at 31 July 2019, the Company had 15.0 cents per share available in its profits reserve, before the payment of the fully franked final dividend of 3.0 cents per share. The Company's ability to generate franking credits is dependent upon the receipt of franked dividends from investments and the payment of tax. The dividend reinvestment plan is available to shareholders for both the interim and final dividend. The dividend reinvestment plan will operate without a discount for the final dividend.

#### Capital management

During the year, WAM Leaders successfully completed the Scheme of Arrangement (Scheme) with Century Australia Investments (CYA) on a pre-tax NTA basis. In accordance with the Scheme, CYA shareholders received 0.834 new WAM Leaders shares for every 1 CYA share held. WAM Leaders has a relevant interest in 100% of the shares in CYA, which delisted from the ASX on 6 March 2019. As a result of the merger, we welcomed 2,109 new shareholders and 78.6 million new WAM Leaders shares were issued on 5 March 2019.

#### Company outlook

WAM Leaders enters the 2020 financial year with a conservative balance sheet, no debt and a flexible and proven investment approach with the patience and expertise of an experienced investment team. The Company will continue to seek opportunities irrespective of market conditions and we remain well positioned to capitalise on these as they emerge.

#### **Board changes**

During the year the Board welcomed Ross Finley as a Director, following the Company's acquisition of Century Australia Investments, for which Ross served as a director. Ross has over 40 years of experience in the Australian financial markets with a focus on Australian Equities and Australian Property Management.

#### Public policy and advocacy

On behalf of our 80,000 shareholders of our six LICs as well as self-funded retirees and low-income earners throughout Australia, we advocated against the inequitable and illogical policy to remove refunds on franked dividend income that was announced on 13 March 2018. We were pleased to see the end of the proposal and thank our shareholders for their support.

#### Shareholder engagement and communication

Shareholders are the owners of WAM Leaders. Our responsibility is to manage the Company on their behalf and be available to report to them on a regular basis. We encourage all shareholders to meet with us and utilise our proactive approach to keeping them informed. We do this regularly in many ways, including:

- Weekly investor updates from our Lead Portfolio Managers;
- Regular investment insights and market updates;
- Regular roundtables with our shareholders and planners, advisers and their clients;
- Monthly investment updates;
- Semi-annual conference calls on our LICs;
- Semi-annual presentations and lunches across all major Australian cities; and
- Annual and semi-annual profits announcements.

WAM Leaders shareholders are encouraged to use the subscription feature on the Wilson Asset Management website to receive notifications of announcements, investor updates and other important information. We aim to provide valuable and insightful information and welcome all feedback on how we can improve our communication and engagement. Please contact myself or our Head of Corporate Affairs James McNamara on (02) 9247 6755 or email us at <a href="mailto:info@wilsonassetmanagement.com.au">info@wilsonassetmanagement.com.au</a> with any questions or feedback.

Thank you for your continued support.



Geoff Wilson AO Chairman

#### Investing with Wilson Asset Management

Wilson Asset Management has a strong track record of delivering risk-adjusted returns for shareholders and making a difference for investors and the community for more than 20 years. Established in 1997 by Geoff Wilson AO, Wilson Asset Management is responsible for investing more than \$3 billion in Australian and international companies on behalf of 80,000 retail investors across six LICs:

- WAM Capital (ASX: WAM) focus on small to mid-cap Australian companies
- WAM Leaders (ASX: WLE) focus on large-cap Australian companies
- WAM Global (ASX: WGB) focus on small to mid-cap international companies
- WAM Microcap (ASX: WMI) focus on micro-cap Australian companies
- WAM Research (ASX: WAX) focus on small to mid-cap Australian companies
- WAM Active (ASX: WAA) focus on market mispricing within the Australian equity market

Wilson Asset Management created and is the lead supporter of the first LICs to deliver both investment and social returns: Future Generation Australia (ASX: FGX) and Future Generation Global (ASX: FGG). Wilson Asset Management advocates and acts for retail investors, is a member of the global philanthropic Pledge 1% movement and provides all team members with \$10,000 each year to donate to charities of their choice. This philanthropic investment is made by the Investment Manager.

WAM Leaders has an investment management agreement with Wilson Asset Management. For WAM Leaders shareholders, that means an experienced team working on your behalf, to achieve your investment aims. Investing with Wilson Asset Management provides the following benefits:

**Risk-adjusted returns.** Wilson Asset Management is focused on delivering strong returns while taking the least risk possible to protect shareholders' capital. Our flexible mandate allows for above average cash holdings.

**Deep diversification.** LICs managed by Wilson Asset Management hold small positions in many companies, providing shareholders with access to highly diversified portfolios.

**Experienced experts.** Wilson Asset Management's investment team is comprised of 12 professionals with a total focus on protecting and growing shareholder capital and is informed by more than 160 years' of combined equity market experience.

**Full market access.** Wilson Asset Management's investment team hold more than 2,500 company meetings each year, that coupled with their extensive network in the market, provides insight, intelligence and opportunities.

**Transparency.** Wilson Asset Management values shareholder engagement and its LICs adhere to strict corporate governance requirements.

**Shareholder advocacy.** Wilson Asset Management regularly and actively engages in public debate on behalf of self-managed superannuation funds and retail investors.

A positive impact to the community. Wilson Asset Management is passionate about making a difference to the broader community.

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#### Objectives and investment process

#### **Investment objectives**

The investment objectives of WAM Leaders are to:

- deliver investors a stream of fully franked dividends;
- provide capital growth; and
- preserve capital of the Company.

#### Investment process – focus on large-cap Australian companies

WAM Leaders provides investors with access to Wilson Asset Management's two distinctive processes:

- a research-driven process focused on identifying undervalued growth companies; and
- a market-driven process that takes advantage of mispricing opportunities.

#### Research-driven investing

The research-driven investment process identifies undervalued growth companies through diligent and deep research that focuses on free cash flow, return on equity and the quality of a company. Each company is carefully rated with respect to management, earnings growth potential, valuation and industry position. Under this proprietary process, the investment team will only ever invest in a security once it can identify a catalyst or event that it expects will change the market's valuation of the company.



#### **Market-driven investing**

This investment process takes advantage of short-term mispricing opportunities in the Australian equity market. Opportunities are derived from initial public offerings, placements, block trades, rights issues, corporate transactions (such as takeovers, mergers, schemes of arrangement, corporate spinoffs and restructures), arbitrage opportunities, short selling and trading market themes and trends.

#### Directors' Report to shareholders for the year ended 30 June 2019

The Directors present their report together with the financial report of WAM Leaders for the financial year ended 30 June 2019.

#### **Principal activity**

The principal activity of the Company is making investments in listed companies. The Company's investment objectives are to deliver a stream of fully franked dividends, provide capital growth and preserve capital. No change in this activity took place during the year or is likely to in the future.

#### Operating and financial review

Investment operations over the year resulted in an operating profit before tax of \$90,095,368 (2018: \$100,462,488) and an operating profit after tax of \$71,510,433 (2018: \$74,560,379). The profit for the year is reflective of the performance of the investment portfolio and the growth in assets over the period. The investment portfolio increased 10.9% in the 12 months to 30 June 2019, while the S&P/ASX 200 Accumulation Index rose 11.5%.

The operating profit for the period includes unrealised gains or losses arising from changes in the market value of the investments held in the portfolio during the period. This movement in the market value of investments can add to or reduce the realised gains and losses on the investment portfolio and other revenue from operating activities (such as dividend and interest income) in each period. Because of this treatment under the Accounting Standards, this can cause large variations in reported operating profits between periods.

The operating profit for each financial period is reflective of the underlying investment portfolio performance and is important to understand with context to the overall performance of equity markets in any given period. As a result, we believe the more appropriate measures of the financial results for the period are the investment portfolio performance, the change in net tangible assets (NTA) and the fully franked dividends, together with total shareholder return.

Further information on the three key listed investment company performance measures and the operating and financial review of the Company is contained in the Chairman's letter.

During the year, WAM Leaders successfully completed the Scheme of Arrangement (Scheme) with Century Australia Investments (CYA) on a pre-tax NTA basis. In accordance with the Scheme, CYA shareholders received 0.834 new WAM Leaders shares for every 1 CYA share held. WAM Leaders has a relevant interest in 100% of the shares in CYA, which delisted from the ASX on 6 March 2019. As a result of the merger, 78.6 million new WAM Leaders shares were issued on 5 March 2019.

#### **Financial position**

The net asset value of the Company as at 30 June 2019 was \$960,266,825 (2018: \$836,456,802). Further information on the financial position of the Company is contained in the Chairman's letter.

#### Significant changes in state of affairs

There was no significant change in the state of affairs of the Company during the year ended 30 June 2019.

#### Dividends paid or recommended

Dividends paid or declared during the year are as follows:

Fully franked FY2018 final dividend of 2.5 cents per share paid on 26 October 2018	17,580,103
Fully franked FY2019 interim dividend of 2.65 cents per share paid on 26 April 2019	20,743,042

Since the end of the year, the Directors declared a record fully franked final dividend of 3.0 cents per share to be paid on 25 October 2019.

#### **Directors**

The following persons were Directors of the Company during the financial year and up to the date of this report:

- Geoff Wilson AO
- Lindsay Mann
- Melinda Snowden
- Ross Finley (appointed 26 April 2019)
- Kate Thorley

#### Information on Directors

#### Geoff Wilson (Chairman - non-independent)

Experience and expertise

Geoff Wilson has over 39 years' direct experience in investment markets having held a variety of senior investment roles in Australia, the UK and the US. Geoff founded Wilson Asset Management in 1997. Geoff created Australia's first listed investment companies to deliver both investment and social returns, Future Generation Australia and Future Generation Global. Geoff holds a Bachelor of Science, a Graduate Management Qualification and is a Fellow of the Financial Services Institute of Australia and the Australian Institute of Company Directors (AICD).

Geoff has been Chairman of the Company since March 2016.

#### Other current directorships

Geoff Wilson is currently Chairman of WAM Capital Limited (appointed March 1999), WAM Research Limited (appointed June 2003), WAM Active Limited (appointed July 2007), WAM Microcap Limited (appointed March 2017), WAM Global Limited (appointed February 2018) and the Australian Stockbrokers Foundation. He is the founder and a Director of Future Generation Investment Company Limited (appointed July 2014) and Future Generation Global Investment Company Limited (appointed May 2015) and a Director of Australian Leaders Fund Limited (appointed October 2003), Global Value Fund Limited (appointed April 2014), Century Australia Investments Pty Limited (appointed September 2014), 8IP Emerging Companies Limited (appointed April 2018), Incubator Capital Limited (appointed February 2000), Hearts and Minds Investments Limited (appointed September 2018), Wealth Defender Equities Pty Limited (appointed October 2018), Wollongong 2022 Limited (appointed March 2019), Sporting Chance Cancer Foundation, Australian Fund Managers Foundation, Australian Children's Music Foundation and he is a Member of the Second Bite NSW Advisory Committee. He is the founder and

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#### Geoff Wilson (Chairman - non-independent) (cont'd)

Other current directorships (cont'd)

Director of investment management companies Wilson Asset Management (International) Pty Limited and MAM Pty Limited.

Former directorships in the last 3 years

Geoff Wilson resigned as a director of Clime Capital Limited in March 2018.

Special responsibilities

Chairman of the Board.

Interests in shares of the Company

Details of Geoff Wilson's interests in shares of the Company are included later in this report.

Interests in contracts

Details of Geoff Wilson's interests in contracts of the Company are included later in this report.

#### Lindsay Mann (Director - independent)

Experience and expertise

Lindsay Mann has more than 40 years' financial services experience. He was formerly Chairman of Premium Investors Pty Limited (formerly Premium Investors Limited). Prior to that Lindsay was CEO (Singapore) and Regional Head Asia for First State Investments, the Asian business of Colonial First State Global Asset Management. Prior to this, Lindsay was CEO of AXA Investment Managers in Hong Kong. He is a Fellow of the Institute of Actuaries of Australia and a Graduate member of the AICD.

Lindsay Mann has been a Director of the Company since March 2016.

#### Other current directorships

Lindsay Mann is currently an independent non-executive director of Uniting Ethical Investors Limited, an independent Director of WAM Capital Limited (appointed December 2012), Wealth Defender Equities Pty Limited (appointed October 2018) and Century Australia Investments Pty Limited (appointed March 2019).

Former directorships in the last 3 years

Lindsay Mann has not resigned as a Director from any other listed companies within the last three years.

Special responsibilities

Member of the Audit and Risk Committee.

Interests in shares of the Company

Details of Lindsay Mann's interests in shares of the Company are included later in this report.

Interests in contracts

Lindsay Mann has no interests in contracts of the Company.

#### Melinda Snowden (Director - independent)

Experience and expertise

Melinda Snowden's qualifications and accreditations include: Bachelor of Economics and Bachelor of Laws, Graduate Diploma in Applied Finance and Investment, Graduate of the AICD and Fellow of FINSIA. Melinda was an investment banker with Grant Samuel, Merrill Lynch and Goldman Sachs in Australia and New York, with 25 years' experience in financial markets. Melinda was a non-executive Director of MLC Limited, the wealth management division of NAB and a number of its associated boards between 2009 and 2014 and is a former non-executive Director of Vita Group Limited, an ASX listed electronics and telecommunications retailer (between 2008 and 2011).

Melinda Snowden has been a Director of the Company since March 2016.

#### Other current directorships

Melinda Snowden is an advisory board member of Hardtofind.com.au Pty Limited, Yarno, a Council Member of Newington College and is a non-Executive Director of Sandon Capital Investments Limited.

#### Former directorships in the last 3 years

Melinda Snowden resigned as a Director of Mercer Investments (Australia) Limited in February 2019.

#### Special responsibilities

Chair of the Audit and Risk Committee.

#### Interests in shares of the Company

Details of Melinda Snowden's interests in shares of the Company are included later in the report.

#### Interests in contracts

Melinda Snowden has no interests in contracts of the Company.

#### Ross Finley (Director – independent)

Experience and expertise

Ross Finley has over 40 years of experience in the Australian financial markets with a focus of Australian Equities and Australian Property Management. He was employed at Bankers Trust Australia from 1981 to 1996, as an Executive Vice President of the funds management division from 1984, and as a member of the Asset Allocation Committee with prime responsibility for Australian Equities and Property within the wholesale investment area.

Ross Finley has been a Director of the Company since April 2019, following the acquisition of Century Australia Investments, for which Ross served as a director.

#### Other current directorships

Ross Finley is a Director of Ironbark Capital Limited and Century Australia Investments Pty Limited.

#### Former directorships in the last 3 years

Ross Finley has not resigned as a Director from any other listed companies within the last three years.

#### Ross Finley (Director - independent) (cont'd)

Special responsibilities

None.

Interests in shares of the Company

Details of Ross Finley's interests in shares of the Company are included later in the report.

Interests in contracts

Ross Finley has no interests in contracts of the Company.

#### **Kate Thorley (Director - non-independent)**

Experience and expertise

Kate Thorley has over 14 years' experience in the funds management industry and more than 20 years of financial accounting and corporate governance experience. Kate is the Chief Executive Officer of Wilson Asset Management (International) Pty Limited, Director of WAM Capital Limited, WAM Active Limited, WAM Research Limited, WAM Microcap Limited, WAM Global Limited and Future Generation Investment Company Limited. Kate is the Joint Company Secretary of Future Generation Global Investment Company Limited. She holds a Bachelor of Commerce, a Graduate Diploma in Applied Finance and Investment, Graduate Diploma of Applied Corporate Governance and is a fully qualified CA. She is a member of the Australian Institute of Company Directors (AICD).

Kate has been a Director of the Company since March 2016.

#### Other current directorships

Kate Thorley is a Director of WAM Active Limited (appointed July 2014), WAM Research Limited (appointed August 2014), Future Generation Investment Company Limited (appointed April 2015), WAM Capital Limited (appointed August 2016), WAM Microcap Limited (appointed March 2017) and WAM Global Limited (appointed February 2018).

Former directorships in the last 3 years

Kate Thorley has not resigned as a Director from any other listed companies within the last three years.

Special responsibilities

Member of the Audit and Risk Committee.

Interests in shares of the Company

Details of Kate Thorley's interests in shares of the Company are included later in this report.

Interests in contracts

Kate Thorley has no interests in contracts of the Company.

#### **Company Secretary**

The following person held the position of Company Secretary at the end of the financial year:

#### Linda Vo

Linda Vo has over 15 years' experience in financial accounting including more than 11 years in the funds management industry. As the Finance Manager of Wilson Asset Management (International) Pty Limited, Linda oversees finance and accounting and is also Company Secretary for six listed investment companies, WAM Capital Limited, WAM Research Limited, WAM Active Limited, WAM Leaders Limited, WAM Microcap Limited and WAM Global Limited. Linda holds a Bachelor of Commerce and is a fully qualified CPA. She is a certified member of the Governance Institute of Australia.

Linda was appointed Company Secretary of WAM Leaders in May 2016.

#### **Remuneration Report (Audited)**

This report details the nature and amount of remuneration for each Director of WAM Leaders.

#### a) Remuneration of Directors

All Directors of WAM Leaders are non-executive Directors. The Board from time to time determines remuneration of Directors within the maximum amount approved by the shareholders at the Annual General Meeting. Directors are not entitled to any other remuneration.

Fees and payments to Directors reflect the demands that are made on and the responsibilities of the Directors and are reviewed annually by the Board. The Company determines the remuneration levels and ensures they are competitively set to attract and retain appropriately qualified and experienced Directors.

The maximum total remuneration of the Directors of the Company has been set at \$90,000 per annum. Directors do not receive bonuses nor are they issued options on securities as part of their remuneration. Directors' fees cover all main Board activities and membership of committees.

Directors' remuneration received for the year ended 30 June 2019:

Director	Position	Short-term employee benefits Directors' Fees \$	Post-employment benefits Superannuation \$	Total \$
Geoff Wilson*	Chairman	6,263	595	6,858
Lindsay Mann	Director	31,963	3,037	35,000
Melinda Snowden	Director	31,963	3,037	35,000
Ross Finley (appointed 26 April 2019)	Director	5,738	546	6,284
Kate Thorley*	Director	6,263	595	6,858
		82,190	7,810	90,000

\*Directors fees has been set at \$90,000 per annum. When Ross Finley joined the Board of Directors in April 2019, Geoff Wilson and Kate Thorley agreed to forgo a portion of their director fees in order to allow Ross Finley to receive his fee as an independent director of the Company for the period.

#### Remuneration Report (Audited) (cont'd)

Directors' remuneration received for the period ended 30 June 2018:

Director	Position	Short-term employee benefits Directors' Fees \$		Total \$
Geoff Wilson	Chairman	9,132	868	10,000
Lindsay Mann	Director	27,397	2,603	30,000
Melinda Snowden	Director	27,397	2,603	30,000
Kate Thorley	Director	9,132	868	10,000
Chris Stott (resigned 29 June 2018)	Director	9,132	868	10,000
		82,190	7,810	90,000

Directors receive a superannuation guarantee contribution required by the government, which was 9.5% of individuals' benefits for FY2019 and do not receive any other retirement benefits. Directors may also elect to salary sacrifice their fees into superannuation.

#### b) Director related entities remuneration

All transactions with related entities during the year were made on normal commercial terms and conditions and at market rates.

The Company has an investment management agreement with MAM Pty Limited (the Investment Manager or the Manager). Geoff Wilson is the Director of MAM Pty Limited, the entity appointed to manage the investment portfolio of WAM Leaders. Entities associated with Geoff Wilson hold 100% of the issued shares of MAM Pty Limited. In its capacity as the Manager and in accordance with the investment management agreement, MAM Pty Limited was paid a management fee of 1% p.a. (plus GST) of the value of the portfolio amounting to \$9,579,896 inclusive of GST (2018: \$8,077,853). As at 30 June 2019, the balance payable to the Manager was \$909,297 inclusive of GST (2018: \$791,680).

In addition, MAM Pty Limited is to be paid, annually in arrears, a performance fee being 20% (plus GST) of the amount by which the value of the portfolio exceeds the return of the S&P/ASX 200 Accumulation Index over that period. If the value of the portfolio is less than the return of the S&P/ASX 200 Accumulation Index, no performance fee will be payable in respect of that period and the negative amount is to be carried forward to the following calculation period(s) until it has been recouped in full against future positive performance. No performance fees will be payable until the full recoupment of prior underperformance.

For the year ended 30 June 2019, no performance fee was payable to MAM Pty Limited (2018: \$3,561,265). The current period underperformance fee of \$3,586,693 inclusive of GST has been carried forward to the following calculation period(s) until it has been recouped in full against future positive performance fees.

Wilson Asset Management (International) Pty Limited has a service agreement in place with WAM Leaders to provide accounting and Company Secretarial services on commercial terms. For the year ended 30 June 2019, the fee for accounting services amounted to \$46,200 inclusive of GST (2018: \$46,200) and the fee for Company Secretarial services amounted to \$16,500 inclusive of GST

#### Remuneration Report (Audited) (cont'd)

(2018: \$16,500). Entities associated with Geoff Wilson hold 100% of the issued shares of Wilson Asset Management (International) Pty Limited.

These amounts are in addition to the above Directors' remuneration. Since the end of the previous financial year, no Director has received or become entitled to receive a benefit (other than those detailed above) by reason of a contract made by the Company or a related company of the Director or with a firm of which he/she is a member or with a company in which he/she has substantial financial interest.

#### c) Remuneration of executives

There are no executives that are paid by the Company. MAM Pty Limited, the Investment Manager of the Company, provides the day-to-day management of the Company and is remunerated for these services as outlined above.

#### d) Equity instruments disclosures of Directors and related parties

As at the date of this report, the Company's Directors and their related parties held the following interests in the Company:

Ordinary shares held Directors	Balance at 30 June 2018	Acquisitions/balance held on appointment	Disposals	Balance at the date of this report
Geoff Wilson	5,490,367	2,661,649	-	8,152,016
Lindsay Mann	160,000	-	-	160,000
Melinda Snowden	9,200	5,000	-	14,200
Ross Finley (appointed 26 April 2019)	-	62,550	-	62,550
Kate Thorley	83,025	35,297	-	118,322
	5,742,592	2,764,496	-	8,507,088

Directors and Director related entities disposed of and acquired ordinary shares and options in the Company on the same terms and conditions available to other shareholders. The Directors have not, during or since the end of the financial year, been granted options over unissued shares or interests in shares of the Company as part of their remuneration.

#### - End of Remuneration Report -

#### **Directors' meetings**

No. eligible to attend	Attended	
7	7	
7	6	
7	7	
-	-	
7	7	
	No. eligible to attend  7  7  7  7  7  7  7	

#### **Audit and Risk Committee meetings**

The main responsibilities of the Audit and Risk Committee are set out in the Company's 2019 Corporate Governance Statement.

Audit and Risk Committee member	No. eligible to attend	Attended
Melinda Snowden	4	4
Lindsay Mann	4	4
Kate Thorley	4	4

#### After balance date events

Since the end of the year, the Directors declared a record fully franked final dividend of 3.0 cents per share to be paid on 25 October 2019.

No other matter or circumstance has arisen since the end of the financial year, other than already disclosed, which significantly affect or may significantly affect the operations of the Company, the results of those operations, or the state of affairs of the Company in subsequent financial years.

#### **Future developments**

The Company will continue to pursue investment activities – primarily investing in equities listed on the Australian Securities Exchange – to achieve the Company's stated objectives.

The Company's future performance is dependent on the performance of the Company's investments. In turn, the performance of these investments is impacted by investee company-specific factors and prevailing industry conditions. In addition, a range of external factors including economic growth rates, interest rates, exchange rates and macro-economic conditions impact the overall equity market and these investments.

As such, we do not believe it is possible or appropriate to accurately predict the future performance of the Company's investments and, therefore, the Company's performance.

#### **Environmental regulation**

The Company's operations are not regulated by any environmental regulation under a law of the Commonwealth or of a State or Territory.

#### Indemnification and insurance of officers or Auditors

During the financial year, the Company paid a premium in respect of a contract insuring the Directors of the Company, the Company Secretary and any related body corporate against liability incurred as such by a Director or Secretary to the extent permitted by the *Corporations Act 2001*. The contract of insurance prohibits disclosure of the nature of the liability and the amount of the premium.

No indemnities have been given or insurance premiums paid during or since the end of the financial year, for any person who is or has been an auditor of the Company.

#### **Proceedings on behalf of the Company**

No person has applied for leave of the Court to bring proceedings on behalf of the Company or to intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or any part of those proceedings.

The Company was not a party to any such proceedings during the year.

#### Non-audit services

During the year Pitcher Partners, the Company's auditor, performed taxation and other services for the Company. Details of the amounts paid to the auditors and their related parties are disclosed in Note 5 to the financial statements.

The Board of Directors, in accordance with advice from the Audit and Risk Committee, is satisfied that the provision of non-audit services during the year is compatible with the general standard of independence for auditors imposed by the *Corporations Act 2001*. The Directors are satisfied that the services disclosed in Note 5 did not compromise the external auditor's independence for the following reasons:

- all non-audit services are reviewed and approved by the Audit and Risk Committee to ensure they do not adversely affect the integrity and objectivity of the auditor; and
- the nature of the services provided do not compromise the general principles relating to auditor independence in accordance with the APES 110: Code of Ethics for Professional Accountants set by the Accounting Professional and Ethical Standards Board.

#### Rounding of amounts to nearest dollar

In accordance with ASIC Corporations (rounding in Directors' Reports) Instrument 2016/191, the amounts in the Directors' Report have been rounded to the nearest dollar, unless otherwise indicated.

#### **Corporate Governance Statement**

The Company's Corporate Governance Statement for the year ended 30 June 2019 is provided on the Company's website at <u>wilsonassetmanagement.com.au</u>.

#### **Auditor's Independence Declaration**

A copy of the Auditor's Independence Declaration as required under Section 307C of the *Corporations Act 2001* is set out on page 21 of the Annual Report.

Signed in accordance with a resolution of the Board of Directors.

Geoff Wilson AO

Chairman

Dated in Sydney this 22<sup>nd</sup> day of August 2019



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Auditor's Independence Declaration To the Directors of WAM Leaders Limited ABN 33 611 053 751

In relation to the independent audit of WAM Leaders Limited for the year ended 30 June 2019, to the best of my knowledge and belief there have been:

- (i) no contraventions of the auditor's independence requirements of the *Corporations Act* 2001; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the audit.

**S M Whiddett** 

Shhiddet

Partner

**Pitcher Partners** 

Sydney

22 August 2019



## Statement of comprehensive income for the year ended 30 June 2019

Note	June 2019 \$	June 2018 \$
	64,996,887	93,244,093
2	38,314,879	21,753,410
	-	(3,318,452)
	(8,926,721)	(7,527,090)
	(90,000)	(90,000)
	(3,319,937)	(2,880,276)
	(51,209)	-
	(83,142)	(65,039)
	(134,465)	(135,651)
	(137,184)	(182,424)
	(118,268)	(94,823)
	(66,470)	-
	(289,002)	(241,260)
	90,095,368	100,462,488
3(a)	(18,584,935)	(25,902,109)
	71,510,433	74,560,379
	-	-
	71,510,433	74,560,379
15	9.14 cents	12.49 cents
	2 3(a)	Note \$ 64,996,887  2 38,314,879  - (8,926,721) (90,000) (3,319,937) (51,209) (83,142) (134,465) (137,184) (118,268) (66,470) (289,002)  90,095,368 3(a) (18,584,935)  71,510,433

The accompanying notes form part of these financial statements.

## Statement of financial position as at 30 June 2019

	Note	2019 \$	2018 \$
Current assets			
Cash and cash equivalents	13	103,286,855	119,611,538
Trade and other receivables	6	20,593,122	15,125,631
Financial assets	7	916,086,548	749,237,871
Total current assets		1,039,966,525	883,975,040
Non-current assets			
Deferred tax assets	3(b)	499,099	895,577
Total non-current assets		499,099	895,577
Total assets		1,040,465,624	884,870,617
Current liabilities			
Trade and other payables	9	37,747,526	24,365,631
Financial liabilities	8	11,098,328	-
Current tax liabilities	3(c)	11,838,485	7,006,351
Total current liabilities		60,684,339	31,371,982
Non-current liabilities			
Deferred tax liabilities	3(d)	19,514,460	17,041,833
Total non-current liabilities		19,514,460	17,041,833
Total liabilities		80,198,799	48,413,815
Net assets		960,266,825	836,456,802
Equity			
Issued capital	10	859,028,500	768,405,765
Profits reserve	11	101,808,668	68,621,380
Accumulated losses	12	(570,343)	(570,343)
Total equity		960,266,825	836,456,802
The accompanying notes form part of these financial statements.			

The accompanying notes form part of these financial statements.

## Statement of changes in equity for the year ended 30 June 2019

Note	446,140,575	(570,343)	\$	\$
		(0,0,0,0)	25,650,406	471,220,638
	-	74,560,379	-	74,560,379
	-	(74,560,379)	74,560,379	-
	-	-	-	_
10(b)	320,525,829	-	-	320,525,829
10(b)	1,739,361	-	-	1,739,361
4(a)	-	-	(31,589,405)	(31,589,405)
	768,405,765	(570,343)	68,621,380	836,456,802
	-	71,510,433	-	71,510,433
	-	(71,510,433)	71,510,433	_
	-	-	-	_
10(b)	2,298,944	-	-	2,298,944
10(b)	88,447,651	-	-	88,447,651
10(b)	(123,860)	-	-	(123,860)
4(a)	-	-	(38,323,145)	(38,323,145)
	859,028,500	(570,343)	101,808,668	960,266,825
	10(b) 4(a) 10(b) 10(b)	10(b)   320,525,829   10(b)   1,739,361   4(a)   768,405,765	10(b)   320,525,829	10(b)   320,525,829   -

The accompanying notes form part of these financial statements.

## Statement of cash flows for the year ended 30 June 2019

	Note	June 2019 \$	June 2018 \$
Cash flows from operating activities			
Proceeds from sale of investments		3,203,858,434	1,718,608,389
Payments for purchase of investments		(3,193,702,965)	(1,989,876,879)
Dividends received		33,545,758	16,133,531
Interest received		1,677,007	2,050,416
Other investment income received		1,746,313	1,037,716
Management fee (GST inclusive)		(9,462,279)	(7,725,707)
Performance fee (GST inclusive)		(3,561,265)	-
Brokerage expense on share purchases (GST inclusive)		(3,562,196)	(3,091,000)
Payments for administration expenses (GST inclusive)		(959,543)	(799,074)
Income tax paid		(10,830,613)	(10,648,385)
GST on brokerage expense on share sales		(250,470)	(201,751)
Net GST received from ATO		1,378,280	875,763
Net cash provided by/(used in) operating activities	14	19,876,461	(273,636,981)
Cash flows from financing activities			
Shares issued via exercise of options		-	320,525,829
Dividends paid – net of reinvestment		(36,024,201)	(29,850,044)
Share issue costs		(176,943)	-
Net cash (used in)/provided by financing activities		(36,201,144)	290,675,785
Net (decrease)/increase in cash and cash equivalents held		(16,324,683)	17,038,804
Cash and cash equivalents at beginning of the year		119,611,538	102,572,734
Cash and cash equivalents at the end of the year	13	103,286,855	119,611,538
Non-cash transactions:			
Shares issued via dividend reinvestment plan		2,298,944	1,739,361
Shares issued via scrip consideration for acquisition		88,447,651	-

#### Notes to the financial statements for the year ended 30 June 2019

#### 1. Significant accounting policies

#### **Basis of preparation**

The financial statements are general purpose financial statements that have been prepared in accordance with Australian Accounting Standards, Australian Accounting Interpretations, other authoritative pronouncements of the Australian Accounting Standards Board and the *Corporations Act* 2001.

WAM Leaders is a for-profit entity for financial reporting purposes under Australian Accounting Standards.

The financial report was authorised for issue on 22 August 2019 by the Board of Directors.

WAM Leaders is a listed public company, incorporated and domiciled in Australia.

Australian Accounting Standards set out the accounting policies that the Australian Accounting Standards Board has concluded would result in financial statements containing relevant and reliable information about transactions, events and conditions to which they apply. Compliance with Australian Accounting Standards ensures that the Company's financial statements and notes also comply with International Financial Reporting Standards (IFRS) as issued by the IASB. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless stated otherwise.

Except for cash flow information, the financial statements have been prepared on an accruals basis and are based on historical costs, except for financial assets and certain other financial assets and liabilities which have been measured at fair value. All amounts are presented in Australian dollars.

The Company has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board that are mandatory for the current reporting period. The Company has applied AASB 9: *Financial Instruments* from 1 July 2018. All of the Company's investments in financial assets continue to be accounted for at fair value through profit or loss under AASB 9. Accordingly, first time application of AASB 9 had no impact on the Company's accounting for its investments in financial assets. AASB 9 has also introduced the expected credit loss model which is a forward looking model applicable to other financial assets of the Company. Please refer to Note 1(g) for further details.

#### a) Financial instruments

Initial recognition and measurement

Financial assets and financial liabilities are recognised when the Company becomes party to the contractual provisions of the instrument. For financial assets, trade date accounting is adopted, which is equivalent to the date that the Company commits itself to purchase or sell the assets.

Financial instruments are initially measured at fair value. Transaction costs related to financial instruments are expensed to the Statement of comprehensive income immediately.

#### a) Financial instruments (cont'd)

Classification and subsequent measurement

Financial instruments are subsequently measured at fair value. Current market prices for all quoted investments are used to determine fair value. For all listed or unlisted securities that are not traded in an active market, valuation techniques are applied to determine fair value, including recent arm's length transactions and reference to similar instruments.

The Company classifies its financial instruments into the following categories:

#### (i) Financial assets at fair value through profit or loss

Financial assets are classified 'at fair value through profit or loss' when they are held for trading for the purpose of short-term profit taking. Realised and unrealised gains and losses arising from changes in fair value are included in the Statement of comprehensive income in the period in which they arise.

#### (ii) Financial liabilities at fair value through profit or loss

Financial liabilities such as borrowed stock are classified 'at fair value through profit or loss'. Realised and unrealised gains and losses arising from changes in fair value are included in the Statement of comprehensive income in the period in which they arise.

#### (iii) Investment entity

WAM Leaders owns 100% of the shares on issue in Century Australia Investments. The Directors have assessed the requirements of AASB 2013-5 Amendments to Australian Accounting Standards – Investment Entities and have applied the criteria set out in that standard to the operations of the Company. WAM Leaders is therefore considered to be an investment entity and as a result, the wholly owned entity of the Company is not consolidated into the financial statements, but rather is accounted for as a financial asset at fair value through profit or loss.

#### Derecognition

Financial assets are derecognised where the contractual rights to receipt of cash flows expires or the asset is transferred to another party whereby the Company no longer has any significant continuing involvement in the risks and benefits associated with the asset. Financial liabilities are derecognised where the related obligations are either discharged, cancelled or have expired. The difference between the carrying value of the financial liability extinguished or transferred to another party and the fair value of consideration paid, including the transfer of non-cash assets or liabilities assumed, is recognised in the Statement of comprehensive income.

#### b) Income tax

The charge of current income tax expense is based on profit for the year adjusted for any non-assessable or disallowed items. It is calculated using tax rates that have been enacted or are substantially enacted at the reporting date. Current tax liabilities/(assets) are measured at the amounts expected to be paid to/(recovered from) the relevant taxation authority.

#### b) Income tax (cont'd)

Deferred tax is accounted for using the balance sheet method in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements.

No deferred income tax will be recognised from the initial recognition of an asset or liability, excluding a business combination, where there is no effect on accounting or taxable profit or loss.

Deferred tax is calculated at the tax rates that are expected to apply to the period when the asset is realised or liability is settled. Deferred tax is credited in the Statement of comprehensive income except where it relates to items that may be credited directly to equity, in which case the deferred tax is adjusted directly against equity.

Deferred tax assets relating to temporary differences and unused tax losses are recognised, to the extent that it is probable that future taxable profit will be available against which the benefits of the deferred tax asset can be utilised.

Current tax assets and liabilities are offset only where a legally enforceable right of set-off exists and it is intended that net settlement or simultaneous realisation and settlement of the respective asset and liability will occur. Deferred tax assets and liabilities are only offset where a legally enforceable right of set-off exists, the deferred tax assets and liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities where it is intended that net settlement or simultaneous realisation and settlement of the respective asset and liability will occur in future periods in which significant amounts of deferred tax assets or liabilities are expected to be recovered or settled.

#### c) Cash and cash equivalents

Cash and cash equivalents include cash on hand, at call deposits with banks or financial institutions and term deposits maturing within six months.

#### d) Revenue and other income

Interest revenue is recognised using the effective interest rate method, which, for floating rate financial assets, is the rate inherent in the instrument. Dividend revenue is recognised when the right to receive a dividend has been established. All revenue is stated net of the amount of goods and services tax (GST).

#### e) Trade and other receivables

Trade and other receivables are non-derivative financial assets and are initially recognised at fair value. They are subsequently stated at amortised cost, less any provision for impairment. Refer to Note 1(g) for further detail.

#### f) Trade and other payables

Trade and other payables are non-derivative financial liabilities and are stated at amortised cost.

#### g) Impairment of assets

The Company applies the AASB 9 simplified approach to measuring expected credit losses which uses a lifetime expected loss allowance for all trade receivables from initial recognition (this has replaced the incurred loss model). All the trade receivables of the company share the same credit risk characteristics. Indicators that there is no reasonable expectation of recovery include, amongst others, the Standard & Poor's credit risk rating of a debtor, and a failure to make contractual payments for a period of greater than 30 days past due.

Impairment losses on trade receivables and contract assets are presented as net impairment losses within the Statement of comprehensive income. Subsequent recoveries of amounts previously written off are credited against the same line item. As at 30 June 2019, there are no expected credit losses recognised (2018: nil).

#### h) Goods and Services Tax (GST)

Revenues, expenses and assets are recognised exclusive of GST, except where the amount of GST incurred is not recoverable from the Australian Taxation Office (ATO). In these circumstances, the GST is recognised as part of the cost of acquisition of the asset or as part of the expense.

Receivables and payables are stated inclusive of GST. The net amount of GST recoverable from, or payable to, the ATO is included as part of receivables or payables in the Statement of financial position.

Cash flows are presented in the Statement of cash flows on a gross basis (inclusive of GST), except for the GST component of investing and financing activities, which are disclosed as operating cash flows.

#### i) Comparative figures

When required by Accounting Standards, comparative figures have been adjusted to conform to changes in presentation for the current financial year.

#### j) Profits reserve

The profits reserve is made up of amounts transferred from current and retained earnings that are preserved for future dividend payments.

#### k) Issued capital

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

#### I) Dividends

Dividends are recognised when declared during the financial year.

#### m) Critical accounting estimates and judgments

The Directors evaluate estimates and judgments incorporated into the financial statements based on historical knowledge and the best available current information. Estimates assume a reasonable expectation of future events and are based on current trends and economic data.

#### m) Critical accounting estimates and judgments (cont'd)

There are no estimates or judgments that have a material impact on the Company's financial results for the year ended 30 June 2019. All material financial assets are valued by reference to quoted prices and therefore no significant estimates or judgments are required in respect to their valuation.

#### n) New standards and interpretations not yet adopted

There are no new standards or interpretations applicable that would have a material impact for the Company.

#### 2. Other revenue

	2019 \$	2018 \$
Australian sourced dividends	33,345,619	17,743,574
Trust distributions	3,171,420	915,087
Interest	1,648,598	2,065,057
Underwriting fees	93,058	350,402
Foreign sourced dividends	56,184	679,290
	38,314,879	21,753,410

#### 3. Income tax

#### a) Income tax expense

The prima facie tax on profit before income tax is reconciled to the income tax expense as follows:

	2019 \$	2018 \$
Prima facie tax on profit before income tax at 30% (2018: 30%)	27,028,610	30,138,746
Imputation credit gross up	3,568,459	1,577,156
Foreign income tax gross up	23,262	11,295
Franking credit offset	(11,894,863)	(5,257,185)
Foreign income tax offset	(77,538)	(37,649)
Other non-assessable items*	(62,995)	(530,254)
	18,584,935	25,902,109
Effective tax rate	20.6%	25.8%

The effective tax rate reflects the benefit to the Company of franking credits received on dividend income during the year. The decrease in the effective tax rate from the comparative year is reflective of the higher portion of franked dividend income received in comparison to the net profit before tax for the period.

\*Other non-assessable items relate to timing differences on dividends receivable.

#### 3. Income tax (cont'd)

#### a) Income tax expense (cont'd)

Total income tax expense results in a:	2019 \$	2018 \$
Current tax liability	15,662,747	11,872,177
Deferred tax liability	2,472,627	13,589,845
Deferred tax asset	449,561	440,087
	18,584,935	25,902,109
b) Deferred tax assets		
	2019 \$	2018 \$
Accruals	13,613	10,015
Capitalised share issue costs	485,486	885,562
	499,099	895,577
Movement in deferred tax assets		
Balance at the beginning of the year	895,577	1,335,664
Credited to the Statement of comprehensive income	(449,561)	(440,087)
Capitalised share issue costs	53,083	_
At reporting date	499,099	895,577
c) Current tax liabilities		
	2019 \$	2018 \$
Balance at the beginning of the year	7,006,351	5,782,559
Current year income tax on operating profit	15,662,747	11,872,177
Income tax paid	(10,830,613)	(10,648,385)
At reporting date	11,838,485	7,006,351

#### 3. Income tax (cont'd)

#### d) Deferred tax liabilities

	2019 \$	2018 \$
Fair value adjustments	19,514,460	17,041,833
	19,514,460	17,041,833
Movement in deferred tax liabilities		
Balance at the beginning of the year	17,041,833	3,451,988
Charged to the Statement of comprehensive income	2,472,627	13,589,845
At reporting date	19,514,460	17,041,833
4. Dividends		
a) Ordinary dividends paid during the year		
	2019 \$	2018 \$
Final dividend FY2018: 2.5 cents per share fully franked at 30% tax rate, paid 26 October 2018 (Final dividend FY2017: 2.0 cents per share fully franked)	17,580,103	14,033,126
Interim dividend FY2019: 2.65 cents per share fully franked at 30% tax rate, paid 26 April 2019 (Interim dividend FY2018: 2.5 cent per share fully franked)	20,743,042	17,556,279
	38,323,145	31,589,405
b) Dividends not recognised at year end		
	2019 \$	2018 \$
In addition to the above dividends, since the end of the year, the Directors have declared a 3.0 cents per share fully franked dividend (2018: 2.5 cents per share fully franked) which has not been recognised as a liability at the end of the financial year:	23,516,724	17,580,092
c) Dividend franking account		
	2019 \$	2018 \$
Balance of franking account at year end	8,935,260	2,633,990
Adjusted for franking credits arising from: - Estimated income tax payable	11,838,485	7,006,351
Subsequent to year end, the franking account would be reduced by the proposed dividend disclosed in Note 4(b):	(10,078,596)	(7,534,325)
	10,695,149	2,106,016

#### 4. Dividends (cont'd)

#### c) Dividend franking account (cont'd)

The Company's ability to continue to pay franked dividends is dependent upon the receipt of franked dividends from investments and the payment of tax.

The balance of the franking account does not include the tax to be paid on unrealised investment gains currently recognised as a deferred tax liability of \$19,514,460 (2018: \$17,041,833).

#### 5. Auditor's remuneration

	2019 \$	2018 \$
Remuneration of the auditor for:		
Auditing and reviewing the financial report	45,883	41,580
Acquisition of controlled entity	4,400	_
Other services provided by a related practice of the auditor:		
Taxation services	9,900	7,810
Acquisition of controlled entity	3,850	-
	64,033	49,390

The Company's Audit and Risk Committee oversees the relationship with the Company's external auditors. The Audit and Risk Committee reviews the scope of the audit and review and the proposed fee. It also reviews the cost and scope of other services provided by a related entity of the audit firm, to ensure that they do not compromise independence.

#### 6. Trade and other receivables

	20,593,122	15,125,631
GST receivable	319,820	524,737
Investment income receivable	5,086,198	3,740,397
Outstanding settlements	15,187,104	10,860,497
	2019 \$	2018 \$

Outstanding settlements are on the terms operating in the securities industry. These do not incur interest and require settlement within two days from the date of the transaction. Investment income receivable relates to interest, dividend and trust distributions receivable at the end of the reporting period.

#### 7. Financial assets

	916,086,548	749,237,871
Unlisted investment at fair value	2,631,835	-
Listed investments at fair value	913,454,713	749,237,871
	2019 \$	2018

The market values of individual investments held at the end of the reporting period are disclosed on pages 54 to 55 of the Annual Report. The unlisted investment held at fair value as at 30 June 2019 relates to WAM Leaders' investment in an unlisted investment company, Century Australia Investments. The fair value of Century Australia Investments has been based on its net asset backing, being the underlying residual cash and cash equivalents at the end of the reporting period.

#### 8. Financial liabilities

Borrowed stock	11,098,328	
	2019 \$	2018 \$

Borrowed stock is carried at fair value. The Company provides cash collateral backing of 105% of the fair value of the borrowed stock to the stock lender. The level of borrowed stock plus other borrowings cannot exceed 50% of the net asset value of the Company, as outlined in the investment management agreement.

#### 9. Trade and other payables

	37,747,526	24,365,631
Performance fee payable	_	3,561,265
Sundry payables	250,661	213,005
Management fee payable	909,297	791,680
Outstanding settlements	36,587,568	19,799,681
	2019 \$	2018

Outstanding settlements are on the terms operating in the securities industry. These do not incur interest and require settlement within two days from the date of the transaction. Sundry payables are settled within the terms of payment offered. No interest is applicable on these accounts.

#### 10. Issued capital

#### a) Paid-up capital

	2019 \$	2018 \$
783,890,791 ordinary shares fully paid (2018: 703,203,693)	859,028,500	768,405,765
b) Movement in issued capital		
	2019 \$	2018 \$
Balance at the beginning of the year	768,405,765	446,140,575
932,212 ordinary shares issued on 26 October 2018 under a dividend reinvestment plan	1,051,607	-
78,620,134 ordinary shares issued on 5 March 2019 as scrip consideration for the acquisition of Century Australia Investments	88,447,651	-
1,134,752 ordinary shares issued on 26 April 2019 under a dividend reinvestment plan	1,247,337	-
594,460 ordinary shares issued on 5 December 2017 under a dividend reinvestment plan	-	676,614
291,387,110 ordinary shares issued through the exercise of options at the exercise price of \$1.10	-	320,525,829
952,931 ordinary shares issued on 27 April 2018 under a dividend reinvestment plan	-	1,062,747
Share issue costs (net of tax)	(123,860)	-
At reporting date	859,028,500	768,405,765

Holders of ordinary shares are entitled to receive dividends as declared from time to time, and are entitled to one vote per share at shareholder meetings, otherwise each member present at a meeting or by proxy has one vote on a show of hands. In the event of winding up of the Company, ordinary shareholders rank after creditors and share in any proceeds on winding up in proportion to the number of shares held.

#### c) Capital management

The Board manages the Company's capital by regularly reviewing the most efficient manner by which the Company deploys its capital. At the core of this, management is of the belief that shareholder value should be preserved through the management of the level of distributions to shareholders, share placements, share purchase plans, options issues and share buy-backs. These capital management initiatives will be used when deemed appropriate by the Board. There have been no changes in the strategy adopted by the Board to manage the capital of the Company during the year. The Company is not subject to any externally imposed capital requirements.

#### 10. Issued capital (cont'd)

#### d) Acquisition of Century Australia Investments

During the year, WAM Leaders successfully completed the Scheme of Arrangement (Scheme) with Century Australia Investments (CYA) on a pre-tax NTA basis. In accordance with the Scheme, CYA shareholders received 0.834 new WAM Leaders shares for every 1 CYA share held. As a result, the Company has a relevant interest in 100% of the shares in CYA, which delisted from the ASX on 6 March 2019 and subsequently converted from a public company to a proprietary limited company.

CYA is a wholly owned subsidiary of WAM Leaders. The investment in CYA has been accounted for as a financial asset at fair value through profit or loss (FVTPL), consistent with the Company's accounting policies. See note 16(d) for further information.

On 5 March 2019, WAM Leaders issued a total of 78,620,134 shares under the Scheme.

#### 11. Profits reserve

	\$	\$
Profits reserve	101,808,668	68,621,380
The profits reserve is made up of amounts transferred from current ye future dividend payments.	ear profits and are pr	eserved for

	2019 \$	2018 \$
Movement in profits reserve		
Balance at the beginning of the year	68,621,380	25,650,406
Transfer of profits during the year	71,510,433	74,560,379
Final dividend paid (refer to note 4(a))	(17,580,103)	(14,033,126)
Interim dividend paid (refer to note 4(a))	(20,743,042)	(17,556,279)
At reporting date	101,808,668	68,621,380
12. Accumulated losses		
	2019 \$	2018 \$
Balance at the beginning of the year	(570,343)	(570,343)
Profit for the year attributable to members of the Company	71,510,433	74,560,379
Transfer to profits reserve	(71,510,433)	(74,560,379)
At reporting date	(570,343)	(570,343)

#### 13. Cash and cash equivalents

Cash at the end of the financial year as shown in the Statement of cash flows is reconciled to the related items in the Statement of financial position as follows:

	103,286,855	119,611,538
Term deposits	20,000,000	37,685,622
Cash at bank	83,286,855	81,925,916
	2019 \$	2018

The weighted average interest rate for cash and term deposits as at 30 June 2019 is 1.34% (2018: 1.99%). The term deposits have an average maturity of 29 days from the end of the period (2018: 71 days). All the term deposits are invested with major Australian banks and their 100% owned banking subsidiaries that have Standard & Poor's A-1+ rating.

#### 14. Cash flow information

	2019 \$	2018 \$
Reconciliation of profit after tax to cash flow from operations:		
Profit after income tax	71,510,433	74,560,379
Fair value gains and movements in financial assets	(54,841,418)	(364,512,583)
Changes in assets and liabilities:		
Increase in receivables	(1,140,884)	(2,887,031)
Decrease in deferred tax assets	449,561	440,087
(Decrease)/increase in payables	(3,405,992)	3,948,530
Increase in current tax liabilities	4,832,134	1,223,792
Increase in deferred tax liabilities	2,472,627	13,589,845
Net cash provided by/(used in) operating activities	19,876,461	(273,636,981)

#### 15. Earnings per share

	2019 Cents per share	2018 Cents per share
Basic and diluted earnings per share	9.14	12.49
	2019 \$	2018 \$
Profit after income tax used in the calculation of basic and diluted earnings per share	71,510,433	74,560,379
	2019 No.	2018 No.
Weighted average number of ordinary shares outstanding during the year used in calculating basic and diluted earnings per share	782,048,391	596,821,963

There are no outstanding securities that are potentially dilutive in nature for the Company at the end of the year.

#### 16. Financial risk management

The Company's financial instruments consist of listed investments, trade receivables and trade payables. The risks exposed to through these financial instruments are discussed below and include credit risk, liquidity risk and market risk, consisting of interest rate risk and other price risk. There have been no substantive changes in the types of risks the Company is exposed to, how these risks arise, or the Board's objective, policies and processes for managing or measuring the risks during the period.

Under delegation from the Board, the Manager has the responsibility for assessing and monitoring the financial market risk of the Company. The Manager monitors these risks daily. On a formal basis, the investment team meet twice weekly to monitor and manage the below risks as appropriate.

#### a) Credit risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge a contracted obligation. The Manager monitors the credit worthiness of counterparties on an ongoing basis and evaluates the credit quality of all new counterparties before engaging with them.

The maximum exposure to credit risk on financial assets, excluding investments of the Company which have been recognised in the Statement of financial position, is the carrying amount net of any expected credit losses.

The Manager is responsible for ensuring there is appropriate diversification across counterparties and that they are of a sufficient quality rating. The Manager is satisfied that the counterparties are of sufficient quality and diversity to minimise any individual counterparty credit risk. The majority of the Company's receivables arise from unsettled trades at year end which are settled two days after trade date. Engaging with counterparties via the Australian Securities Exchange facilitates the Company in both mitigating and managing its credit risk on an ongoing basis.

#### a) Credit risk (cont'd)

Credit risk is not considered to be a major risk to the Company as the majority of cash and term deposits held by the Company or in its portfolios are invested with major Australian banks and their 100% owned banking subsidiaries that have a Standard and Poor's short-term rating of A-1+ and long-term rating of AA-. The majority of all maturities for cash and term deposits held by the Company are within one month.

None of the assets exposed to a credit risk are overdue or considered to be impaired.

#### b) Liquidity risk

Liquidity risk represents the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities.

The Company's major cash payments are the purchase of securities and dividends paid to shareholders, the levels of which are managed respectively by the Manager and the Board.

The Company's cash receipts depend upon the level of sales of securities, dividends and interest received, the exercise of options or other capital management initiatives that may be implemented by the Board from time to time.

The Manager monitors the Company's cash flow requirements daily by reference to known sales and purchases of securities, dividends and interest to be paid or received. Should these decrease by a material amount the Company can alter its cash outflows as appropriate. The Company also holds a portion of its portfolio in cash and term deposits sufficient to ensure that it has cash readily available to meet all payments. Furthermore, the assets of the Company are largely in the form of tradable securities which, where liquidity is available, can be sold on market when and if required.

The table below reflects an undiscounted contractual maturity analysis for the Company's liabilities. The timing of cash flows presented in the table to settle liabilities reflects the earliest possible contractual settlement date to the reporting date.

-	37,747,526	37,747,526
-	11,098,328	11,098,328
-	48,845,854	48,845,854
>1 month \$	<1 month \$	Total \$
-	24,365,631	24,365,631
-	24,365,631	24,365,631
	- >1 month \$	- 11,098,328  - 48,845,854  >1 month \$ <1 month \$  - 24,365,631

#### c) Market risk

Market risk is the risk that changes in market prices, such as interest rates and other market prices will affect the fair value or future cash flows of the Company's financial instruments.

By its nature, as a listed investment company that invests in tradable securities, the Company will always be subject to market risk as it invests its capital in securities which are not risk free, as the market price of these securities can fluctuate.

#### (i) Interest rate risk

The Company's interest bearing financial assets expose it to risks associated with the effects of fluctuations in the prevailing level of market interest rates on its financial position and cash flows. The Company however is not materially exposed to interest rate risk as the majority of its cash and term deposits mature within one month. As the Company's exposure to interest rate risk is not significant, interest rate sensitivities have not been performed.

At the end of the reporting period, the Company's exposure to interest rate risk and the effective weighted average interest rate was as follows:

30 June 2019	Weighted average interest rate (% pa)	Interest bearing \$	Non-interest bearing \$	Total \$
Assets				
Cash and cash equivalents	1.34%	103,286,855	-	103,286,855
Trade and other receivables		-	20,593,122	20,593,122
Financial assets		-	916,086,548	916,086,548
Total		103,286,855	936,679,670	1,039,966,525
Liabilities				
Trade and other payables		-	37,747,526	37,747,526
Financial liabilities		-	11,098,328	11,098,328
Total		-	48,845,854	48,845,854

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#### c) Market risk (cont'd)

#### (i) Interest rate risk (cont'd)

30 June 2018	Weighted average interest rate (% pa)	Interest bearing \$	Non-interest bearing \$	Total \$
Assets				
Cash and cash equivalents	1.99%	119,611,538	-	119,611,538
Trade and other receivables		-	15,125,631	15,125,631
Financial assets		-	749,237,871	749,237,871
Total		119,611,538	764,363,502	883,975,040
Liabilities				
Trade and other payables		-	24,365,631	24,365,631
Total		-	24,365,631	24,365,631

#### (ii) Other price risk

Other price risk is the risk that the value of an instrument will fluctuate as a result of changes in market prices, whether caused by factors specific to an individual investment, its issuer or all factors affecting all instruments traded in the market.

As the majority of the Company's investments are carried at fair value with fair value changes recognised in the Statement of comprehensive income, all changes in market conditions will directly affect net investment income. Due to the short-term nature of receivables and payables, the carrying amounts of these financial assets and financial liabilities approximate their fair values.

The Manager seeks to manage and reduce the other price risk of the Company by diversification of the investment portfolio across numerous stocks and multiple industry sectors. The relative weightings of the individual securities and market sectors are reviewed daily in order to manage risk. The Company does not have set parameters as to a minimum or maximum amount of the portfolio that can be invested in a single company or sector.

#### c) Market risk (cont'd)

(ii) Other price risk (cont'd)

The Company's industry sector weighting of gross assets as at 30 June 2019 is as below:

Industry sector	2019 %	2018 %
Materials	25.9	22.3
Financials	22.3	26.3
Energy	9.6	9.7
Industrials	8.0	2.2
Health care	5.5	3.7
Consumer staples	5.2	7.7
Real estate	5.0	2.6
Consumer discretionary	3.8	10.4
Communication services	3.5	-
Utilities	2.5	1.8
Information technology	0.7	_
Total	92.0	86.7

Securities representing over 5 per cent of gross assets of the Company as at 30 June 2019 are set out below:

Company name	2019 %
Commonwealth Bank of Australia	7.1
BHP Group Limited	6.4
CSL Limited	5.0
National Australia Bank Limited	5.0

Securities representing over 5 per cent of gross assets of the Company as at 30 June 2018 are set out below:

Company name	2018
Commonwealth Bank of Australia	6.2
BHP Group Limited	5.7

#### c) Market risk (cont'd)

(ii) Other price risk (cont'd)

#### Sensitivity analysis

For investments held by the Company at the end of the reporting period, a sensitivity analysis was performed relating to its exposure to other price risk. This analysis demonstrates the effect on current year net assets after tax as a result from a reasonably possible change in the risk variable. The sensitivity assumes all other variables to remain constant.

Investments represent 92.0% (2018: 86.7%) of gross assets at year end. A 5.0% movement in the market value of each of the investments within the investment portfolio would result in a 3.3% (2018: 3.1%) movement in the net assets after tax. This would result in the 30 June 2019 net asset backing after tax moving by 4.1 cents per share (2018: 3.7 cents per share).

#### d) Financial instruments measured at fair value

AASB 13: Fair Value Measurement requires the disclosure of fair value information using a fair value hierarchy reflecting the significance of the inputs in making the measurements. The fair value hierarchy consists of the following levels:

**Level 1:** Quoted prices in active markets for identical assets or liabilities.

**Level 2:** Inputs other than quoted prices included within Level 1 that are observable for the asset or liability either directly (as prices) or indirectly (derived from prices).

Level 3: Inputs for the asset or liability are not based on observable market data (unobservable inputs).

Included within Level 1 of the hierarchy are listed investments. The fair values of these financial assets and liabilities have been based on the closing quoted last prices at the end of the reporting period, excluding transaction costs.

Included within Level 2 of the hierarchy is WAM Leader's investment in an unlisted investment company, Century Australia Investments (CYA). The fair value of the unlisted investment company has been based on its net asset backing, being the underlying residual cash and cash equivalents at the end of the reporting period.

WAM Leaders' wholly owned investment in CYA, included in Level 2 of the hierarchy, was acquired as a result of the successful Scheme of Arrangement (Scheme) completed during the year. CYA was delisted from the ASX on 6 March 2019. The investment has been valued at its underlying net asset backing at the end of the reporting period, in accordance with the above.

There were no transfers between Level 1 and Level 2 during the year (2018: nil).

#### d) Financial instruments measured at fair value (cont'd)

Total	749,237,871	-	-	749,237,871
Financial liabilities		-	-	_
Financial assets	749,237,871	-	-	749,237,871
30 June 2018	Level 1 \$	Level 2 \$	Level 3 \$	Total \$
Total	902,356,385	2,631,835	-	904,988,220
Financial liabilities	(11,098,328)	-	-	(11,098,328)
Financial assets	913,454,713	2,631,835	-	916,086,548
30 June 2019	Level 1 \$	Level 2 \$	Level 3 \$	Total \$

#### 17. Investment transactions

The total number of contract notes that were issued for transactions in securities during the financial year was 4,358 (2018: 3,268). Each contract note could involve multiple transactions. The total brokerage paid on these contract notes was \$7,237,390 (2018: \$6,053,029).

#### 18. Segment reporting

The Company currently engages in investing activities, including cash, term deposits and equity investments. It has no reportable operating segments.

#### 19. Capital commitments

There were no capital commitments for the Company as at 30 June 2019 (2018: nil).

#### 20. Contingent liabilities

There were no contingent liabilities for the Company as at 30 June 2019 (2018: nil).

#### 21. Key management personnel compensation

The names and position held of the Company's key management personnel (including Directors) in office at any time during the financial year are:

• Geoff Wilson AO Chairman

Lindsay Mann Director

• Melinda Snowden Director

• Ross Finley Director (appointed 26 April 2019)

Kate Thorley Director

### 21. Key management personnel compensation (cont'd)

#### a) Remuneration

There are no executives that are paid by the Company.

Information regarding individual Directors' remuneration is provided in the Remuneration Report of the Directors' Report on page 16, as required by Corporations Regulations 2M.3.03 and 2M.6.04.

	Short-term employee benefits Directors' fees \$	Post-employment benefits Superannuation \$	Total \$
Total Directors remuneration paid by the Company for the year ended 30 June 2019	82,190	7,810	90,000
Total Directors remuneration paid by the Company for the year ended 30 June 2018	82,190	7,810	90,000

#### b) Share holdings

At 30 June 2019, the Company's key management personnel and their related parties held the following interests in the Company:

Ordinary shares held Directors	Balance at 30 June 2018	Acquisitions/balance held on appointment	Disposals	Balance at 30 June 2019
Geoff Wilson	5,490,367	2,661,649	-	8,152,016
Lindsay Mann	160,000	-	-	160,000
Melinda Snowden	9,200	5,000	-	14,200
Ross Finley (appointed 26 April 2019)	-	62,550	-	62,550
Kate Thorley	83,025	35,297	-	118,322
	5,742,592	2,764,496	-	8,507,088

At 30 June 2018, the Company's key management personnel and their related parties held the following interests in the Company:

Ordinary shares held Directors	Balance at 30 June 2017	Acquisitions	Disposals	Balance at 30 June 2018
Geoff Wilson	2,556,932	2,933,435	-	5,490,367
Lindsay Mann	35,000	125,000	-	160,000
Melinda Snowden	9,200	-	-	9,200
Kate Thorley	66,000	17,025	-	83,025
	2,667,132	3,075,460	-	5,742,592

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#### 21. Key management personnel compensation (cont'd)

#### b) Share holdings (cont'd)

Options held Directors	Balance at 30 June 2017	Acquisitions	Options exercised	Balance at 30 June 2018
Geoff Wilson	2,010,000	-	(2,010,000)	_
Lindsay Mann	25,000	100,000	(125,000)	_
Melinda Snowden	-	-	-	-
Kate Thorley	-	-	-	_
	2,035,000	100,000	(2,135,000)	_

Directors and Director related entities disposed of and acquired ordinary shares in the Company on the same terms and conditions available to other shareholders. The Directors have not, during or since the end financial year, been granted options over unissued shares or interests in shares of the Company as part of their remuneration.

#### 22. Related party transactions

All transactions with related parties during the year were made on normal commercial terms and conditions and at market rates.

The Company has an investment management agreement with MAM Pty Limited. Geoff Wilson is the Director of MAM Pty Limited, the entity appointed to manage the investment portfolio of WAM Leaders. Entities associated with Geoff Wilson hold 100% of the issued shares of MAM Pty Limited. In its capacity as the Manager and in accordance with the investment management agreement, MAM Pty Limited was paid a management fee of 1% p.a. (plus GST) of the value of the portfolio amounting to \$9,579,896 inclusive of GST (2018: \$8,077,853). As at 30 June 2019, the balance payable to the Manager was \$909,297 inclusive of GST (2018: \$791,680).

In addition, MAM Pty Limited is to be paid, annually in arrears, a performance fee being 20% (plus GST) of the amount by which the value of the portfolio exceeds the return of the S&P/ASX 200 Accumulation Index over that period. If the value of the portfolio is less than the return of the S&P/ASX 200 Accumulation Index, no performance fee will be payable in respect of that period and the negative amount is to be carried forward to the following calculation period(s) until it has been recouped in full against future positive performance. No performance fees will be payable until the full recoupment of prior underperformance.

For the year ended 30 June 2019, no performance fee was payable to MAM Pty Limited (2018: \$3,561,265). The current period underperformance fee of \$3,586,693 inclusive of GST has been carried forward to the following calculation period(s) until it has been recouped in full against future positive performance fees.

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#### 22. Related party transactions (cont'd)

Wilson Asset Management (International) Pty Limited has a service agreement in place with WAM Leaders to provide accounting and Company Secretarial services on commercial terms. For the year ended 30 June 2019, the fee for accounting services amounted to \$46,200 inclusive of GST (2018: \$46,200) and the fee for Company Secretarial services amounted to \$16,500 inclusive of GST (2018: \$16,500). Entities associated with Geoff Wilson hold 100% of the issued shares of Wilson Asset Management (International) Pty Limited.

No Director has received or become entitled to receive a benefit (other than those detailed above) by reason of a contract made by the Company or a related company of the Director or with a firm of which he/she is a member or with a company in which he/she has substantial financial interest.

#### 23. Events subsequent to reporting date

Since the end of the year, the Directors declared a record fully franked final dividend of 3.0 cents per share to be paid on 25 October 2019.

No other matter or circumstance has arisen since the end of the financial year, other than already disclosed, which significantly affect or may significantly affect the operations of the Company, the results of those operations, or the state of affairs of the Company in subsequent financial years.

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#### Directors' Declaration

The Directors of WAM Leaders Limited declare that:

- 1) The financial statements as set out in pages 22 to 47 and the additional disclosures included in the Directors' Report designated as "Remuneration Report", as set out on pages 16 to 18, are in accordance with the *Corporations Act 2001*, including:
  - a) complying with Australian Accounting Standards, which, as stated in Note 1 to the financial statements, constitutes compliance with International Financial Reporting Standards (IFRS), the *Corporations Regulations 2001* and other mandatory professional reporting requirements; and
  - b) giving a true and fair view of the financial position of the Company as at 30 June 2019 and of its performance, as represented by the results of the operations and the cash flows, for the year ended on that date; and
- 2) The Directors have been given the declarations required by section 295A of the Corporations Act 2001 from the Chief Executive Officer and Chief Financial Officer of the Investment Manager, MAM Pty Limited declaring that:
  - a) the financial records of the Company for the financial year have been properly maintained in accordance with the Section 286 of the *Corporations Act 2001*;
  - b) the Company's financial statements and notes for the financial year comply with the Accounting Standards; and
  - c) the Company's financial statements and notes for the financial year give a true and fair view.
- 3) At the date of this declaration, in the Directors' opinion there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of the Board of Directors.

Geoff Wilson AO Chairman

Dated in Sydney this 22<sup>nd</sup> day of August 2019



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Independent Auditor's Report
To the Members of WAM Leaders Limited
ABN 33 611 053 751

#### Report on the Audit of the Financial Report

#### Opinion

We have audited the financial report of WAM Leaders Limited ("the Company"), which comprises the statement of financial position as at 30 June 2019, the statement of comprehensive income, the statement of changes in equity and the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of WAM Leaders Limited is in accordance with the *Corporations Act 2001*, including:

- i. giving a true and fair view of the Company's financial position as at 30 June 2019 and of its financial performance for the year then ended; and
- ii. complying with Australian Accounting Standards and the *Corporations Regulations 2001*.

#### Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the Company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 *Code of Ethics for Professional Accountants ("the Code")* that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the *Corporations Act 2001*, which has been given to the Directors of the Company, would be on the same terms if given to the Directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



are separate and independent legal entities.



#### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report of the current year. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

#### Key audit matter

#### How our audit addressed the matter

# Completeness, Existence and Valuation of Financial Assets and Financial Liabilities Refer to Note 7: Financial Assets and Note 8: Financial Liabilities

We focused our audit effort on the completeness, existence and valuation of the Company's financial assets and financial liabilities as they represent the most significant driver of the Company's Net Tangible Assets and Profit.

The majority of the Company's investments are considered to be non-complex in nature with fair value based on readily observable data from the ASX or other observable markets. Consequently, these investments are classified under Australian Accounting Standards as either "level 1" (i.e. where the valuation is based on quoted prices in active markets) or "level 2" (i.e. where key inputs to valuation are based on other observable inputs).

Our procedures included, amongst others:

- Obtaining an understanding of and evaluating the investment management processes and controls;
- Reviewing and evaluating the independent audit reports on the design and operating effectiveness of internal controls (ASAE 3402 Assurance Reports on Controls at a Service Organisation) for the Custodians;
- Making enquiries as to whether there have been any changes to these controls or their effectiveness from the periods to which the audit reports relate to and where necessary obtaining bridging letters;
- Obtaining confirmations of the investment holdings directly from the Custodians;
- Assessing and recalculating the Company's valuation of individual investment holdings using independent pricing sources;
- Evaluating the accounting treatment of revaluations of financial assets and financial liabilities for current/deferred tax and unrealised gains or losses; and
- Assessing the adequacy of disclosures in the financial statements.



#### Key audit matter

#### How our audit addressed the matter

# Accuracy, Completeness and Existence of Management and Performance Fees Refer to Note 9: Trade and other payables and Note 22: Related party transactions

We focused our audit effort on the accuracy, completeness and existence of management and performance fees as they are significant expenses of the Company and their calculation requires adjustments and key inputs. Adjustments include company dividends, tax payments, capital raisings, capital reductions and other relevant expenses. Key inputs include the value of the portfolio, the performance of the relevant comparable benchmark and application of the correct fee percentage in accordance with the Investment Management Agreement between the Company and the Investment Manager.

In addition, to their quantum, as these transactions are made with related parties, there are additional inherent risks associated with these transactions, including the potential for these transactions to be made on terms and conditions more favourable than if they had been with an independent third-party.

Our procedures included, amongst others:

- Obtaining an understanding of and evaluating the processes and controls for calculating the management and performance fees;
- Making enquiries with the Investment Manager and those charged with governance with respect to any significant events during the period and associated adjustments made as a result, in addition to reviewing ASX announcements and Board meeting minutes;
- Testing of adjustments such as company dividends, tax payments, capital raisings, capital reductions as well as any other relevant expenses used in the calculation of management and performance fees;
- Testing of key inputs including the value of the portfolio, the performance of the relevant comparable benchmark and application of the correct fee percentage in accordance with our understanding of the Investment Management Agreement; and
- Assessing the adequacy of disclosures made in the financial statements.

# Other Information

The Directors are responsible for the other information. The other information comprises the information included in the Company's Annual Report for the year ended 30 June 2019, but does not include the financial report and our auditor's report thereon.

Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



#### Responsibilities of the Directors for the Financial Report

The Directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal controls as the Directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the Directors are responsible for assessing the ability of the Company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Directors either intend to liquidate the Company or to cease operations, or have no realistic alternative but to do so.

#### Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether
  due to fraud or error, design and perform audit procedures responsive to those risks, and
  obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion.
  The risk of not detecting a material misstatement resulting from fraud is higher than for
  one resulting from error, as fraud may involve collusion, forgery, intentional omissions,
  misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Directors.
- Conclude on the appropriateness of the Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.



We communicate with the Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Directors, we determine those matters that were of most significance in the audit of the financial report of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

### **Report on the Remuneration Report**

Opinion on the Remuneration Report

We have audited the Remuneration Report included in pages 16 to 18 of the Directors' Report for the year ended 30 June 2019. In our opinion, the Remuneration Report of WAM Leaders Limited, for the year ended 30 June 2019, complies with section 300A of the *Corporations Act 2001*.

# Responsibilities

The Directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the *Corporations Act 2001*. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

**S M Whiddett** 

Shhiddet

Partner

22 August 2019

**Pitcher Partners** 

itcher Partners

Sydney

# Investments at market value as at 30 June 2019

		Market	% of Gross
Company Name	Code	Value \$	Assets
Materials			
BHP Group Limited	BHP	63,784,376	6.4%
Rio Tinto Limited	RIO	29,481,329	3.0%
Fortescue Metals Group Limited	FMG	20,043,739	2.0%
OZ Minerals Limited	OZL	19,762,350	2.0%
Northern Star Resources Limited	NST	17,683,151	1.8%
Newcrest Mining Limited	NCM	17,622,821	1.8%
Iluka Resources Limited	ILU	17,352,075	1.7%
Evolution Mining Limited	EVN	11,033,617	1.1%
Amcor Plc	AMC	10,135,134	1.0%
Orica Limited	ORI	9,116,514	0.9%
South32 Limited	S32	7,473,941	0.8%
Western Areas Limited	WSA	6,973,926	0.7%
Adelaide Brighton Limited	ABC	4,812,080	0.5%
BlueScope Steel Limited	BSL	4,786,984	0.5%
Alumina Limited	AWC	4,707,339	0.5%
Independence Group NL	IGO	4,599,852	0.5%
Fletcher Building Limited	FBU	2,773,147	0.3%
Saracen Mineral Holdings Limited	SAR	2,417,197	0.2%
Nufarm Limited	NUF	1,270,754	0.1%
Silver Lake Resources Limited	SLR	1,255,000	0.1%
Financials		257,085,326	25.9%
Commonwealth Bank of Australia	СВА	70,363,083	7.1%
National Australia Bank Limited	NAB	49,584,144	5.0%
Westpac Banking Corporation	WBC	40,676,436	4.1%
Macquarie Group Limited	MQG	29,738,370	3.0%
Australia and New Zealand Banking Group Limited	ANZ	14,937,167	1.5%
QBE Insurance Group Limited	QBE	7,838,475	0.8%
Medibank Private Limited	MPL	5,095,487	0.5%
Suncorp Group Limited	SUN	2,914,423	0.3%
Contango Income Generator Limited	CIE	52,878	0.0%
		221,200,463	22.3%
Energy			
Woodside Petroleum Limited	WPL	36,337,202	3.7%
Santos Limited	STO	34,257,911	3.5%
Origin Energy Limited	ORG	9,952,068	1.0%
Caltex Australia Limited	CTX	5,222,621	0.5%
Beach Energy Limited	BPT	5,207,385	0.5%
Senex Energy Limited	SXY	2,332,565	0.2%
WorleyParsons Limited	WOR	2,009,592	0.2%
		95,319,344	9.6%

		Montrot	% of Gross
Company Name	Code	Value \$	Assets
 Industrials			
Transurban Group	TCL	17,970,566	1.8%
Atlas Arteria Limited	ALX	13,908,497	1.4%
Downer EDI Limited	DOW	11,353,948	1.2%
Qube Holdings Limited	QUB	10,566,326	1.1%
Sydney Airport Limited	SYD	10,228,504	1.0%
Brambles Limited	BXB	10,221,723	1.0%
Aurizon Holdings Limited	AZJ	5,400,000	0.5%
		79,649,564	8.0%
Health care			
CSL Limited	CSL	49,651,240	5.0%
ResMed Inc.	RMD	4,979,300	0.5%
		54,630,540	5.5%
Consumer staples			
Woolworths Group Limited	WOW	20,009,079	2.0%
Treasury Wine Estates Limited	TWE	14,850,548	1.5%
The a2 Milk Company Limited	A2M	10,038,397	1.0%
Graincorp Limited	GNC	4,908,364	0.5%
Bega Cheese Limited	BGA	2,367,410	0.2%
		52,173,798	5.2%
Real estate			
Goodman Group	GMG	22,769,127	2.3%
GPT Group	GPT	19,138,123	1.9%
Mirvac Group	MGR	4,859,798	0.5%
LendLease Group	LLC	2,415,088	0.3%
		49,182,136	5.0%
Concumer discustioners			
Consumer discretionary  Aristocrat Leisure Limited	ALL	12.632.033	1.3%
Wesfarmers Limited	WES	12,484,059	1.3%
The Star Entertainment Group	WES	12,404,009	1,0/0
Limited	SGR	5,228,012	0.5%
Tabcorp Holdings Limited	TAH	4,763,111	0.5%
Myer Holdings Limited	MYR	2,063,887	0.2%
		37,171,102	3.8%
Communication services			
Telstra Corporation Limited	TLS	26,854,801	2.7%
News Corporation	NWS	5,165,985	0.5%
Nine Entertainment Co. Holdings Limited	NEC	3,263,222	0.3%
		35,284,008	3.5%

Company Name	Code	Market Value \$	% of Gross Assets
Utilities			
APA Group	APA	13,937,119	1.4%
Ausnet Services Limited	AST	5,815,759	0.6%
Dexus	DXS	4,910,866	0.5%
		24,663,744	2.5%
Information technology			
Computershare Limited	CPU	4,457,750	0.4%
Afterpay Touch Group Limited	APT	2,636,938	0.3%
		7.094.688	0.7%

Company Name	Code		% of Gross Assets
Total long portfolio		913,454,713	92.0%
Investment in unlisted investment company^		2,631,835	0.3%
Total short portfolio		(11,098,328)	(1.1%)
Total cash and cash equivalents, income receivable and net outstanding settlements		87,292,409	8.8%
Gross assets		992,280,629	
^The investment in an unlisted investr	nent con	npany primarily	represents

<sup>^</sup>The investment in an unlisted investment company primarily represents cash and cash equivalents at the end of the reporting period.

The total number of stocks held at the end of the financial year was 67.

W | A | M Leaders WAM Leaders Limited wilsonassetmanagement.com.au Annual Report 2019 ABN 33 611 053 751

# ASX additional information

Additional information required by the Australian Securities Exchange Limited Listing Rules and not disclosed elsewhere in this report.

# **Shareholdings**

Substantial shareholders (as at 31 July 2019) - there are currently no substantial shareholders.

On-market buy back (as at 31 July 2019) - there is no current on-market buy back.

#### Distribution of shareholders (as at 31 July 2019)

	Number of shareholders
1 – 1,000	586
1,001 – 9,999	4,058
10,000 – 99,999	11,643
100,000 – 999,999	1,303
1,000,000 and over	43
	17,633

The number of shareholdings held in less than marketable parcels is 234.

## Twenty largest shareholders - Ordinary shares (as at 31 July 2019)

Name	Number of ordinary shares held	% of issued capital held
HSBC Custody Nominees (Australia) Limited	39,859,422	5.1%
Netwealth Investments Limited	11,340,403	1.4%
Interests associated with Geoff Wilson	8,152,016	1.0%
Australian Investors Pty Limited	7,406,046	0.9%
Navigator Australia Limited	5,752,321	0.7%
Mr VJ Plummer	5,250,800	0.7%
Lekk Pty Limited	4,566,250	0.6%
Sysha Pty Limited	3,760,000	0.5%
Jorlyn Pty Limited	3,168,000	0.5%
Australian Executor Trustees Limited	2,892,464	0.4%
BNP Paribas Nominees Pty Limited	2,722,692	0.3%
DCM Bluelake Pty Limited	2,400,000	0.3%
Takita Exploration Pty Limited	2,000,000	0.3%
Camelia Pty Limited	1,818,182	0.2%
Resthaven Incorporated	1,764,022	0.2%
Mr RJ Watson & Mrs LL Townend	1,718,000	0.2%
LIC Investments Pty Limited	1,695,000	0.2%
Greybox Holdings Pty Limited	1,557,159	0.2%
Avanteos Investments Limited	1,415,600	0.2%
Veredi Pty Limited	1,400,000	0.2%
	110,638,377	14.1%

#### Stock exchange listing

Quotation has been granted for all the ordinary shares of the Company on all Member Exchanges of the ASX Limited.

# **Wilson** Asset Management

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