W A M Research

Investment update

As at 30 September 2017



Snapshot

Pre-tax net tangible assets

\$1.24

Fully franked dividend yield

5.6%

Gross assets

\$231.8m

Performance (p.a. since July 2010)

18.2%

wilsonassetmanagement.com.au ABN 15 100 504 541

WAM Research Limited

| ASX code | WAX |
|-------------------------------------|-------------|
| Listed | Aug 2003 |
| Gross assets | \$231.8m |
| Market cap | \$298.7m |
| Share price | \$1.62 |
| NTA before tax | \$1.24 |
| Shares on issue | 184,404,085 |
| Fully franked dividends (FY2017) | 9.0c |
| Fully franked dividend yield | 5.6% |

Investment objectives

- Provide shareholders a rising stream of fully franked dividends
- Achieve a high real rate of return, comprising both income and capital growth within risk parameters acceptable to the Directors

Wilson Asset Management investment & management team

| Geoff Wilson | Chairman & Portfolio Manager |
|----------------|---|
| Kate Thorley | Chief Executive Officer |
| Chris Stott | Chief Investment Officer & Portfolio Manager |
| Matthew Haupt | Portfolio Manager |
| Martin Hickson | Portfolio Manager |
| Oscar Oberg | Portfolio Manager |
| Tobias Yao | Senior Equity Analyst |
| John Ayoub | Senior Equity Analyst |
| Cooper Rogers | Assistant Dealer |

Company overview

WAM Research Limited (ASX: WAX) is a listed investment company managed by Wilson Asset Management. Listed in August 2003, WAM Research provides investors with exposure to a diversified portfolio of undervalued growth companies, which are generally small-to-medium sized industrial companies listed on the ASX.

Shareholder Presentations 2017

| Adelaide | 20 November |
|--------------|-------------|
| Perth | 21 November |
| Toowoomba | 23 November |
| Brisbane | 24 November |
| Hobart | 27 November |
| Canberra | 28 November |
| Sydney (AGM) | 29 November |
| Melbourne | 30 November |

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Market overview

The S&P/ASX All Ordinaries Accumulation Index closed relatively flat for the month.

Minutes from the Reserve Bank of Australia (RBA) indicated reduced demand for steel production in China would weigh on the iron ore price. Evidence of this was a fall of almost 20% in the iron ore price in September. During the month, the RBA Assistant Governor (Financial System) Michele Bullock said the central bank would continue to consider the heightened level of household debt in monetary policy decision-making, reaffirming our view that interest rates will remain on hold in the short term.

Globally, the US Federal Reserve announced it would start to unwind its balance sheet and indicated another rate increase before the end of the year was possible. US President Trump announced a simplified plan to cut corporate taxes that would reduce the corporate tax rate from 35% to 20% and eliminate tax on foreign profits.

November 2017 Shareholder Presentations

This week you will receive an invitation to our November 2017 Shareholder Presentations. We will discuss our listed investment companies, investment themes and trends, investment case studies, market outlook and making a difference initiatives. To RSVP, click **here**.

Net tangible asset (NTA) figures

The following NTA figures are <u>before</u> the 4.5 cents per share fully franked final dividend due to be paid on 27 October 2017. The shares will trade ex dividend on 17 October 2017.

| NTA before tax | 123.53c* |
|--|----------|
| NTA after tax and before tax on unrealised gains | 123.22c |
| NTA after tax | 123.28c |

The before tax figure is after the payment of \$45k (0.02 cents per share) in tax during the month.

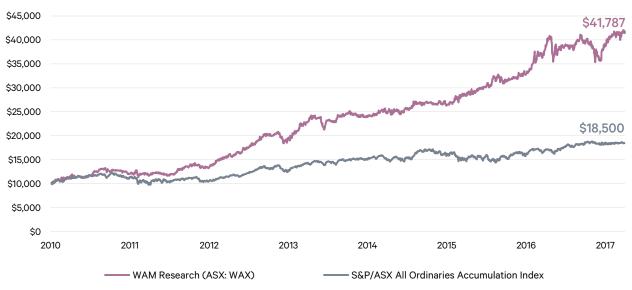
Performance

| Outperformance | +0.1% | +1.0% | +2.8% | -11.0% | +9.8% | +10.3% | +9.6% |
|--|-------|------------|--------|--------|--------------|--------------|--|
| S&P/ASX All Ordinaries Accumulation Index | 0.1% | 1.0% | -0.5% | 8.5% | 7.3% | 10.1% | 8.6% |
| WAX Investment Portfolio | 0.2% | 2.0% | 2.3% | -2.5% | 17.1% | 20.4% | 18.2% |
| Performance at 30 September 2017 | 1 Mth | Fin YTD | 6 Mths | 1 Yr | 3 Yrs %pa | 5 Yrs %pa | Since change in investment strategy (Jul-10) %pa |

^{*}Investment performance and Index returns are before expenses, fees and taxes.

Growth of \$10,000 investment since change in investment strategy

WAM Research versus the Index



Notes:

- 1. The above graph reflects the period from the change in investment strategy in July 2010 to 30 September 2017.
- 2. WAM Research's performance is calculated using the closing daily share price in Australian dollars and assumes all dividends are reinvested.
- 3. The S&P/ASX All Ordinaries Accumulation Index has been chosen for comparison purposes only. The graph is not intended to be an indication of future performance of any asset class, index or the WAM Research portfolio.

Diversified portfolio

| | Augus | August 2017 | | September 2017 | | |
|-----------------------|-------------|-------------|----------|----------------|--|--|
| Investment type | \$m | % | \$m | % | | |
| Listed equities | 182.7 | 78.9 | 163.7 | 70.6 | | |
| Fixed interest & cash | 48.9 | 21.1 | 68.1 | 29.4 | | |
| Gross assets | \$231.6m | 100.0 | \$231.8m | 100.0 | | |
| Total shares on issue | 184,404,085 | | 184,40 | 4,085 | | |

^{*}This figure is after \$45k (0.02 cents per share) paid in tax during the month.

Top 20 holdings

| Code | Company | Code | Company |
|------|--|------|---------------------------|
| SIQ | Smartgroup Corporation Limited | WOR | WorleyParsons Limited |
| APT | Afterpay Touch Group Limited | NXT | NEXTDC Limited |
| CL1 | Class Limited | CVW | ClearView Wealth Limited |
| ASL | Ausdrill Limited | AUB | AUB Group Limited |
| PSI | PSC Insurance Group Limited | MTR | Mantra Group Limited |
| SXL | Southern Cross Media Group Limited | BVS | Bravura Solutions Limited |
| IMD | Imdex Limited | NUF | Nufarm Limited |
| GEM | G8 Education Limited | MLB | Melbourne IT Limited |
| SCO | Scottish Pacific Group Limited | SGF | SG Fleet Group Limited |
| PNI | Pinnacle Investment Management Group Limited | RKN | Reckon Limited |

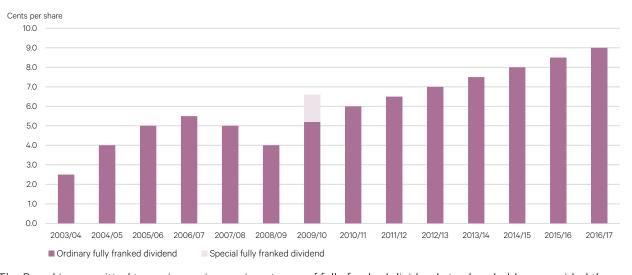
Fully franked dividends

On 8 August 2017, the Company announced a fully franked final dividend of 4.5 cents per share, bringing the fully franked full year dividend to 9.0 cents per share. The final dividend will be paid on 27 October 2017 and will trade ex on 17 October 2017. The dividend reinvestment plan (DRP) will operate at a 2.5% discount for the final dividend.

Key dividend dates

Dividend ex-date 17 October 2017
Record date 18 October 2017
Last election date for DRP 20 October 2017
Payment date 27 October 2017

Fully franked dividends since inception



The Board is committed to paying an increasing stream of fully franked dividends to shareholders, provided the Company has sufficient profit reserves and franking credits and it is within prudent business practices. The Company's ability to generate franking credits is dependent upon the receipt of franked dividends from investments and the payment of tax. Dividends are usually paid on a six-monthly basis and the dividend reinvestment plan is available to shareholders for both the interim and final dividend.