



Financial Results Presentation

Financial Year Ending September 2021

Platform set for FY22 and Beyond

PERFORMANCE HIGHLIGHTS FOR THE YEAR ENDED 30TH SEPTEMBER 2021 (FY21)

81%

SHAREHOLDER
RETURN

\$15.6M

NET PROFIT
AFTER TAX

55%

NTA PER SHARE
GROWTH

\$47.1M

NTA
VALUE

94%

NPAT RETURN ON
NET ASSETS

~\$0.26

NTA PER
SHARE

24%

FUM
GROWTH

\$0.01

FULLY FRANKED
DIVIDEND

FY21 HIGHLIGHTS

Return to significant **profitability** – FY21 ~\$15.6m NPAT

Resumed paying dividends - 1 cent per share fully franked declared. Franking Credit balance of \$9.2m

Active transformation and **value crystallisation of both JSB & BLC** private investments **releasing > \$2m profit and liquidity** in FOS Capital Ltd (FOS) and Cellmid Ltd (CDY) respectively

Realised > \$1m profit from **ASX Listed share portfolio – annualised IRR of > 50%**

Acquisition of Funds Management Vehicle and relaunch of H&G High Conviction Fund.
Fund achieved return of 18% in 6 months post acquisition

New Private Equity Investments – **T-Shirt Ventures & Mint Payments**

Increase in valuation of Mountcastle & Pegasus reflecting underlying earnings growth

\$5.8m EBIT generated by operating businesses (H&G share - no longer consolidated or equity accounted)

Strong Balance sheet – in excess of **\$7m Cash** available – **NTA approx. \$0.26**

INVESTMENT TEAM

70+ years of collective investment experience



SANDY BEARD
EXECUTIVE CHAIRMAN

- 30+ years of investment experience and Director of numerous public and private companies.



NICHOLAS ATKINSON
INVESTMENT DIRECTOR

- 25+ years of experience across capital markets, corporate finance and investment management.
- Former Executive Director of Institutional Equities at Morgans Financial (14 years).
- MBA (Macquarie GSM)
- Bachelor Commerce (UQ)
- Grad Dip Applied Investment & Finance (FINSIA)



PHILLIP CHRISTOPHER
INVESTMENT DIRECTOR

- 12+ years of experience across private equity, capital markets and investment management.
- Former Director at Alceon Group Private Equity (6 years) and Analyst at Goldman Sachs. Director of Cellmid Limited and Pegasus Healthcare
- Bachelor of Economics and Bachelor of Commerce (University of Western Australia)



IAIN THOMPSON
CFO & COMPANY SECRETARY

- 30+ years of finance and company secretarial experience, including 6 years at H&G
- Former Company Secretary of Brickworks Limited (ASX:BKW)
- Chartered Accountant (CA)
- Bachelor of Economics (Macquarie University)
- GAICD
- Grad Dip Company Secretarial Practice

PORTFOLIO ACTIVITY SETS STRONG PLATFORM FOR GROWTH IN FY22

LIQUIDITY REALISATIONS:

blc.
EST. 1974

JSB

GROWTH/M&A:



 **Pegasus**
HEALTHCARE

NEW INVESTMENTS:

T-shirt
ventures

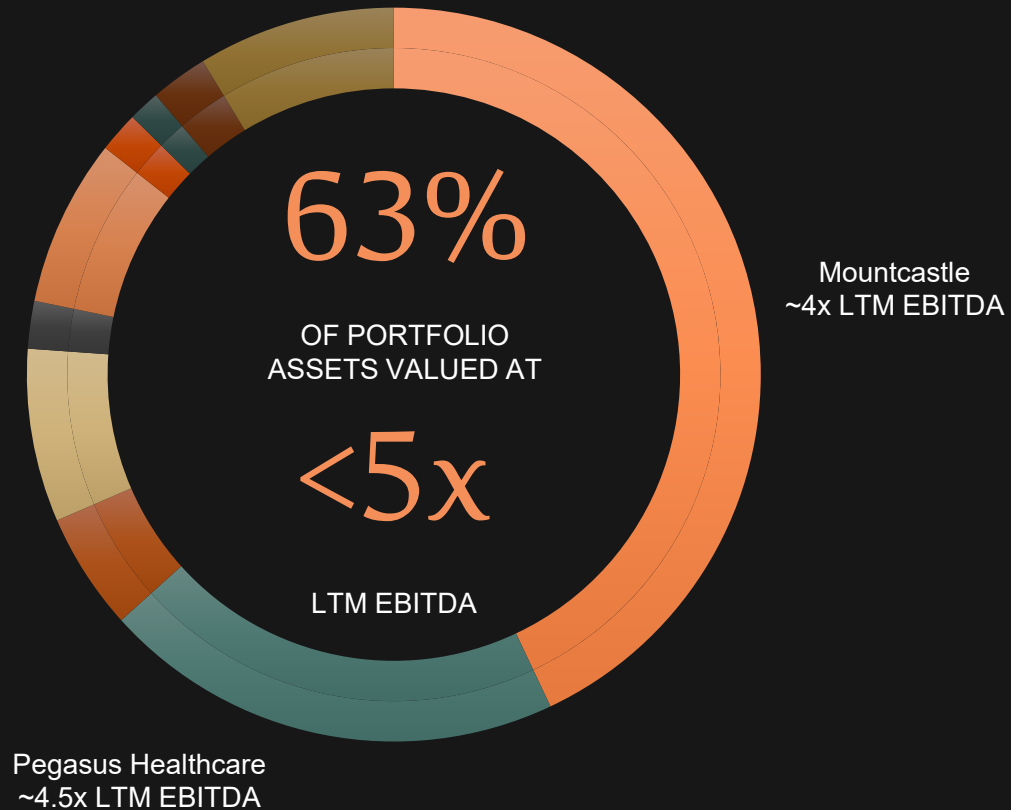
Mint

H&G Investment
Management

H&G SECTOR EXPOSURES

Majority of portfolio is valued by independent 3rd parties

- Education
- Healthcare
- Wellness & Beauty
- Payments Technology
- Trade Lighting
- Retail POS
- Funds Management
- Logistics
- Spatial Data
- ASX Listed



INVESTMENTS OVERVIEW

BUSINESS	INDUSTRY	VALUATION	PROFORMA PORTFOLIO %
Mountcastle	School wear	\$16.7m	36%
Pegasus Healthcare	Health	\$7.4m	16%
Cellmid Ltd (ASX:CDY)	Wellness & Beauty	\$3.9m	8%
Mint Payments	Payments Technology	\$3.0m	6%
SPOS	Retail POS	\$1.8m	4%
T-Shirt Ventures	Health	\$1.0m	2%
FOS Capital (ASX:FOS)	Trade Lighting	\$0.9m	2%
ASX Listed	Various	\$3.5m	8%
H&G Investment Management	Funds Management	\$0.7m	2%
Cash		\$7.2m	16%



FY'22 AND BEYOND

H&G is well positioned to continue delivering strong results

1 PRIVATE INVESTMENTS

- Continue targeting at least 15% p.a. returns from earnings based value growth and income / dividends (across private equity and income investments)
- Significant proprietary deal flow and opportunity to leverage balance sheet with syndication capability
- Striving for outperformance significantly above 15% p.a. returns through transformation / realisation of select PE assets

2 LISTED INVESTMENTS

- Continue >20% p.a. return targets across listed portfolio
- Continue to access deal flow through networks
- Support existing strategic asset investments via capital raisings

3 FUNDS MANAGEMENT

- Continue FUM growth with enhanced distribution networks
- Partner with experienced fund managers/industry experts to launch new products (e.g. Property Fund, Special Situations Fund, Venture Fund) to build capital light sustainable revenue streams

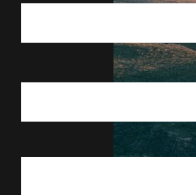
4 OTHER

- Increase advisory / ECM earnings from portfolio companies

FY21 INCOME STATEMENT

12 months to 30th September 2021

FINANCIAL YEAR ENDING SEPTEMBER 30TH	FY21
Realised & Unrealised Gains on Investments	\$14.3m
Other Income	\$2.4m
Dividends	\$1.5m
Operating Costs	(\$3.0m)
Net Profit Before Tax	\$15.2m
Net Profit After Tax (Income Tax Benefit in FY21)	\$15.6m



FY21 BALANCE SHEET

12 months to 30th September 2021

FINANCIAL YEAR ENDING SEPTEMBER 30TH	FY21
Cash	\$7.6m
Receivables	\$0.2m
Listed Investments	\$3.5m
Private Investments	\$34.8m
Intangibles	\$0.7m
Other Assets	\$2.6m
Bank Debt	\$(0.0)m
Payables	\$(0.4)m
Other Liabilities	\$(1.2)m
Net Assets	\$47.8m



\$47.1M

**NET TANGIBLE
ASSETS**

BOARD OF DIRECTORS

120+ years of collective experience



SANDY BEARD
EXECUTIVE CHAIRMAN

30+ years experience and Director of numerous public and private companies.

Executive Chair H&G (ASX:HNG) 2020-Present.

Director of Centrepont Alliance (ASX:CAF), FOS Capital Ltd (ASX:FOS) & Pure Foods Tasmania (ASX:PFT).

Former CEO of CVC Limited (ASX:CVC) (between 2001-2019)



KEVIN ELEY
NON-EXECUTIVE DIRECTOR

35+ years experience across capital markets, corporate finance and investment management

Non-Executive Director H&G (ASX:HNG) 2010-Present.
Director of Equity Trustees and Pengana.

Former CEO of H&G (ASX:HNG) from 1985 – 2010.



PETER MILLER
NON-EXECUTIVE DIRECTOR

30+ years experience in Chartered Accounting & public practice.

Non-Executive Director H&G (ASX:HNG) 2000- Present.

Former Board Chair H&G (ASX:HNG) 2002-2019.



CHERYL HAYMAN
NON-EXECUTIVE DIRECTOR

20+ years of local and global consumer retail experience including digital strategy and brand development.

Non-Executive Director H&G (ASX:HNG) 2016-Present.

Director of Shriro Holdings Limited (ASX:SHM), Beston Global Foods Ltd (ASX:BFC) and Chartered Accountants Australia / New Zealand



JOSEPH CONSTABLE
EXECUTIVE DIRECTOR

5+ years of experience across capital markets and investment management

Executive Director H&G (ASX:HNG) 2020 -Present

Former Investment Manager at: Supervised Investments Australia; Smith and Williamson (UK); Hunter Hall Intl (UK)

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HANCOCK
& GORE

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