



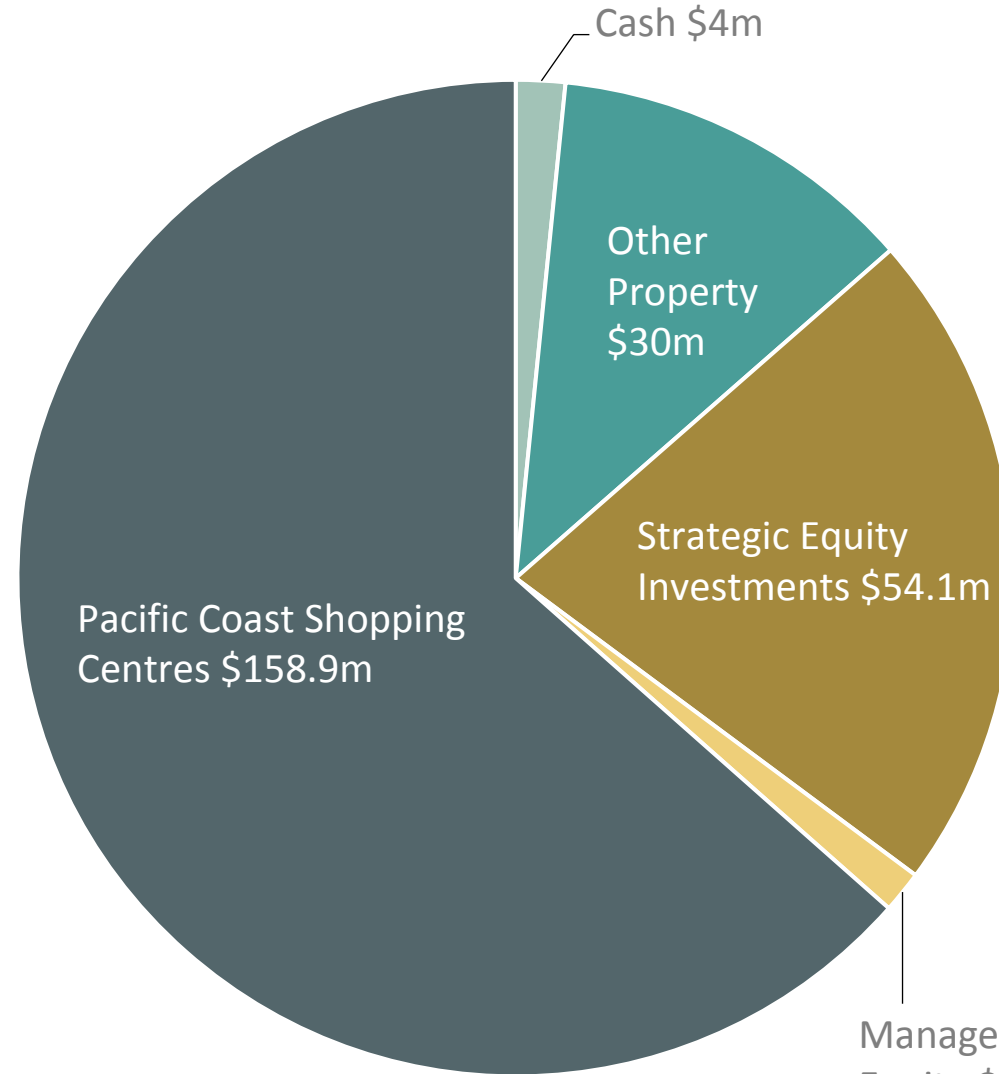
# 150<sup>th</sup> Annual General Meeting

22 November 2018



EST  1868

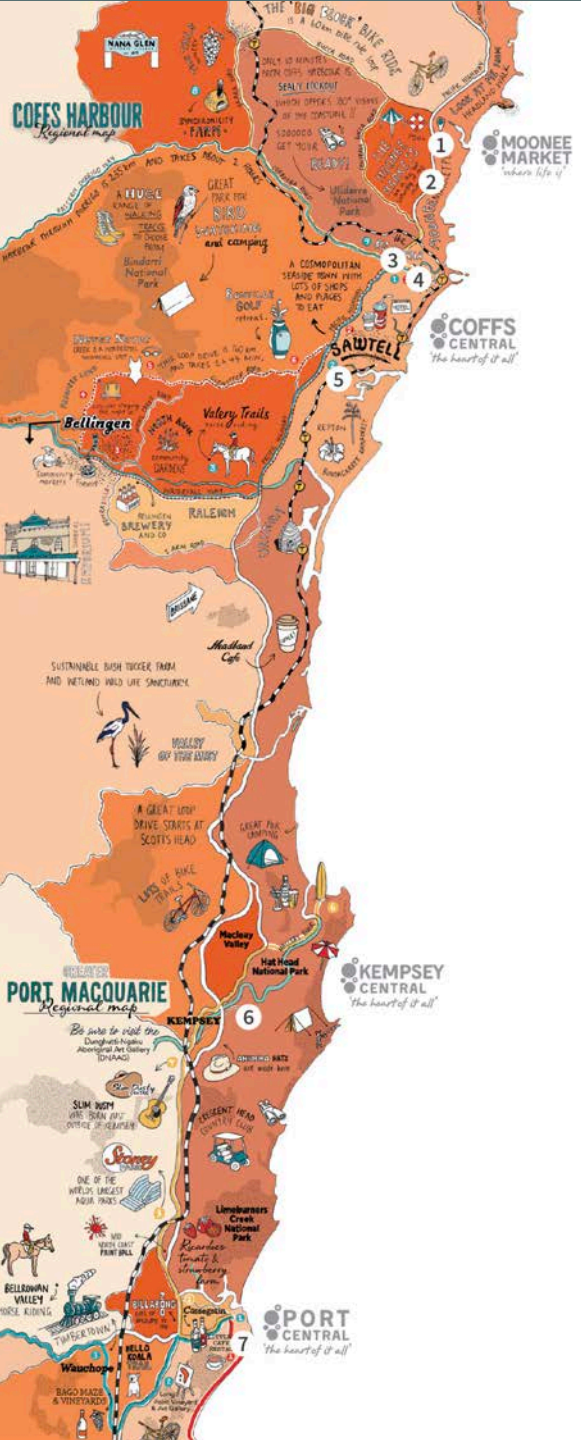
GOWING BROS



Pacific Coast Shopping Centres	2018 (\$ mil)
Sub-regional	199.9
Neighbourhood	48.8
Borrowings	(89.7)
<b>Total</b>	<b>159.0</b>

Strategic Equity Investments	2018 (\$ mil)
Surf Hardware International	16.0
Boundary Bend	14.8
Carlton Investments	5.6
Hydration Pharmaceuticals	2.7
Murray Darling Food Company	2.3
DiCE Molecules	2.2
Event Hospitality	1.7
TPI Group	1.4
BBBSA Finance	1.4
Hexima	0.7
Blackfynn	0.4
EFTsure	0.3
Power Pollen Accelerated AG Technologies	0.3
Other holdings	4.3
<b>Total</b>	<b>54.1</b>

# 2018 AGM | North Coast Commitment Steady Constant Growth



Government continues to invest in infrastructure:

- \$1.2bn - Coffs Harbour Bypass
- \$156m upgrade - Coffs Harbour Hospital
- Airport and university upgrades in Port Macquarie and Coffs Harbour



1 Moonee Market



3 Coffs Central



5 Sawtell Commons



7 Port Central



2 Moonee Vacant Land



4 Harbour Drive Solitary 30



6 Kemptsey Central

## New Dwelling Construction 2016-2036

**\$11b**

Projected Gross  
Regional Product  
Contribution

## Pacific Hwy Freight Transport 2011-2031



**83%**  
Increase

## Regional Airport Passengers 2006-2016



**250%**  
Increase

**1,064,100(2016)**

304,008(2006)

## Tourism Impact 2016

**\$3.7b**  
Regional Economy

**12.2m**  
Tourist Visits



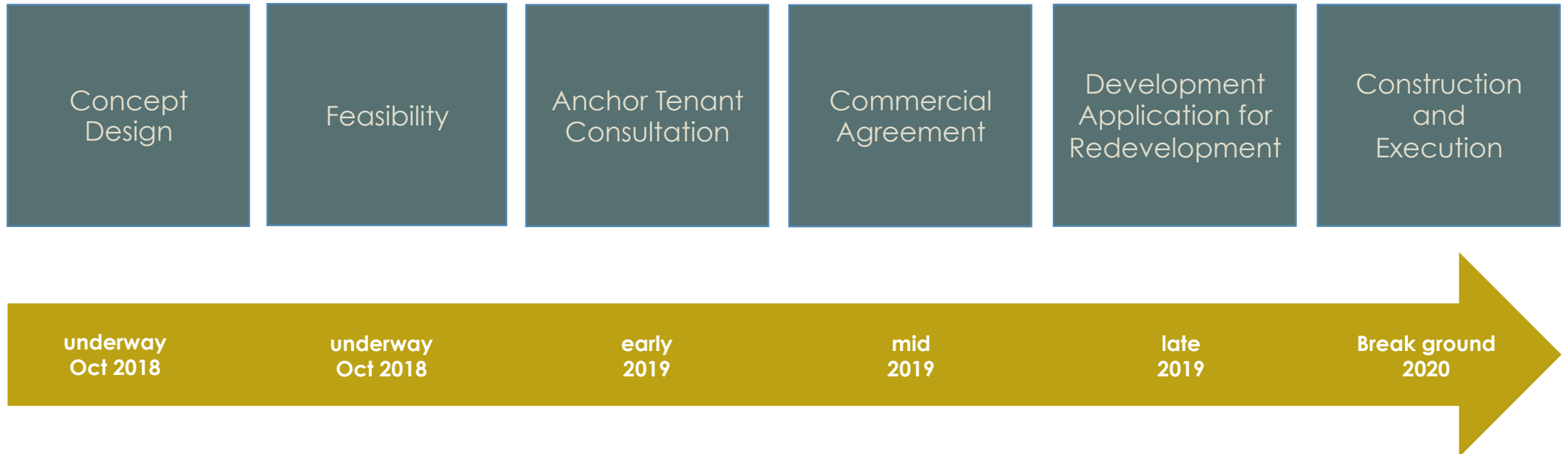
**3<sup>RD</sup>**  
Most popular Australian tourist  
destination by overnight stays

\* Source: North Coast Regional Plan 2036, published in 2017 by NSW Government Planning & Environment



DA submitted for a building on adjoining block of land.

# 2018 AGM | Port Central Redevelopment Process



Expected  
Timing



Work has commenced on the new cinema complex at Kempsey Central.



Development of centre completed:

- Kmart trading
- 20 new specialty areas
- 2 levels of commercial office space

DA- approved Hotel with 5 floors of rooms and rooftop dining, feasibility being completed along with other commercial alternatives.





Multi million dollar upgrade completed

- New entrances
- Upgraded amenities
- Updated eating areas
- Roof installed
- New tiling



7 new specialities leased during the year



Centre nearing full occupation

# 2018 AGM | New Investments and Opportunities



## 1. Sawtell Commons Residential Subdivision

- 165 lot residential subdivision in approved
- New DA for 220 lots submitted
- First Lot sale in FY19

## 2. Coffs Central Hotel

- DA approved for hotel/ investigating other alternatives

## 3. Jetty foreshore, Coffs Harbour

- Prime 3,000m<sup>2</sup> mixed use development site (\$3m)
- Planning commenced

## 4. New Investment Opportunities

- Blackfynn
- Power pollen
- Hexima
- DiCE

## 5. 1868 Capital

- AFSL
- Potential new funds

## 6. Surf Hardware International



- Proven 150 Year track record of investing
- Sophisticated investors\* will be able to invest along side Gowings via 1868 Capital
- Boutique funds providing exposure to investment themes where Gowings has a distinct competitive advantage
- Leverage in house research, existing relationships and comprehensive network
- Launch 2 Funds in early 2019, with additional funds throughout 2019

\*Sophisticated investor is only eligible subject to a certificate if they have a gross income of \$250k per annum in each of the previous 2 years or net assets of at least \$2.5m



- DiCE core competency – Small molecule drug discovery.
- Sanofi and Genetech Agreements plus recent developments have increased value.
- DiCE nearing another breakthrough with drug IL-17A.



# SURF HARDWARE

Gowings AGM Presentation



- Global operations in key markets
- Globally recognised market leading brands
- History of innovation with significant IP
- Leading market share in core product categories – plugs & fins
- Significant marketing assets
- Global ecommerce platform



- Strong growth in Europe & Japan
- Successful re-organisation of US business
- Key product innovation launch  
– FCS freedom leash
- Strong growth in softboard business
- Successful acquisition of KanuLock business
- Ecommerce re-platform executed

# KanuLock

STAINLESS STEEL REINFORCED TIEDOWN STRAPS



- Growth in all regions with a focus on the US
- Leverage freedom leash innovation
- Launch new product categories – bags/packs & travel accessories
- Continued growth in softboard business – schools & pools
- Leverage KanuLock brand acquisition
- Grow ecommerce sales







- Diversified portfolio – combination of growth and income
- Investing in the long term growth of the NSW North Coast
- 1868 Capital Commencement
- Expecting planning outcomes and progression of property developments to meaningfully increase net asset value