

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

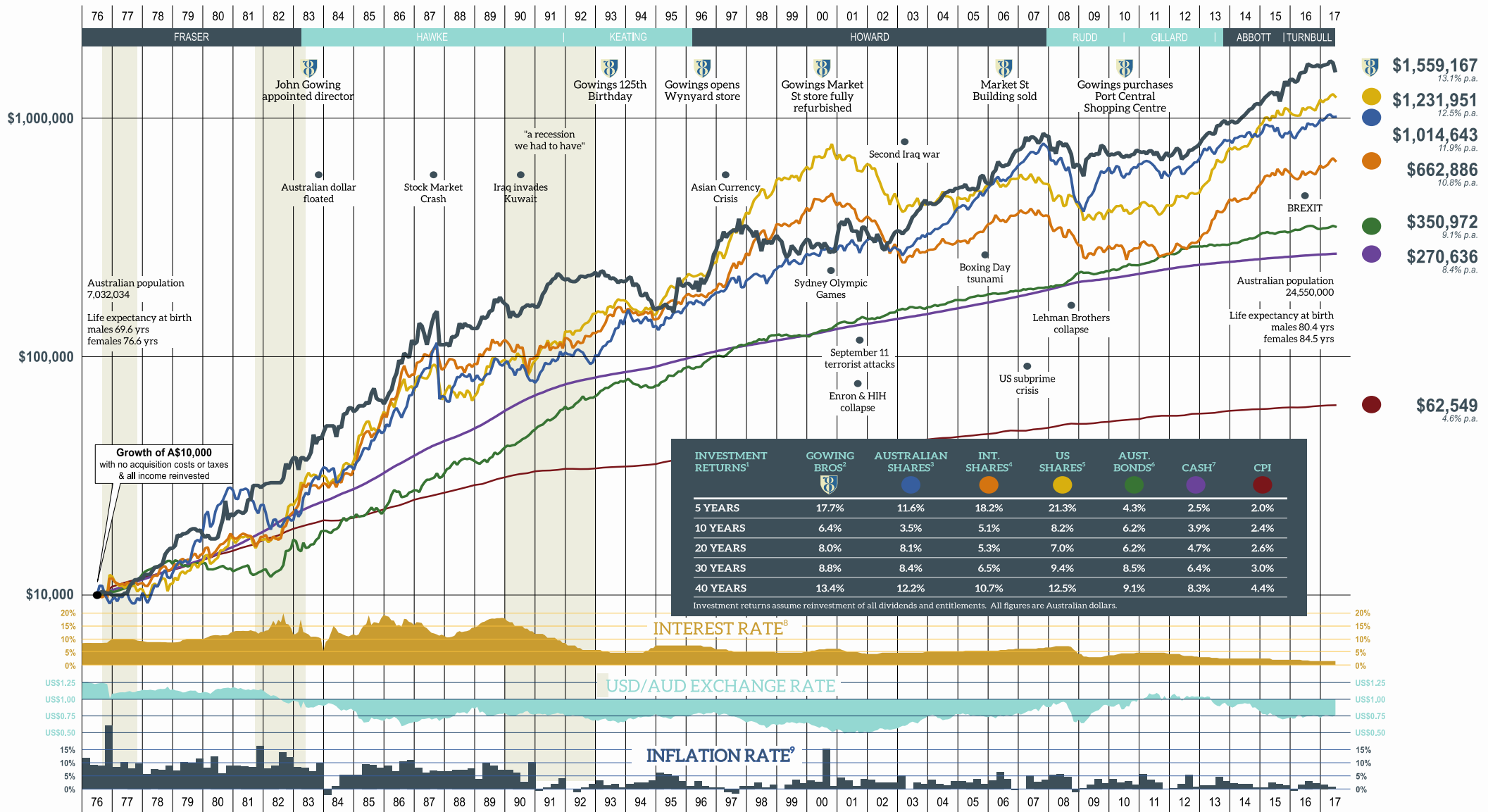
23 November 2017



EST  1868

GOWING BROS

# 2017 AGM | 40 Year Return



Source: Bloomberg and Andex Charts



## 2017 AGM | 5 Year increase in Net Assets per Share

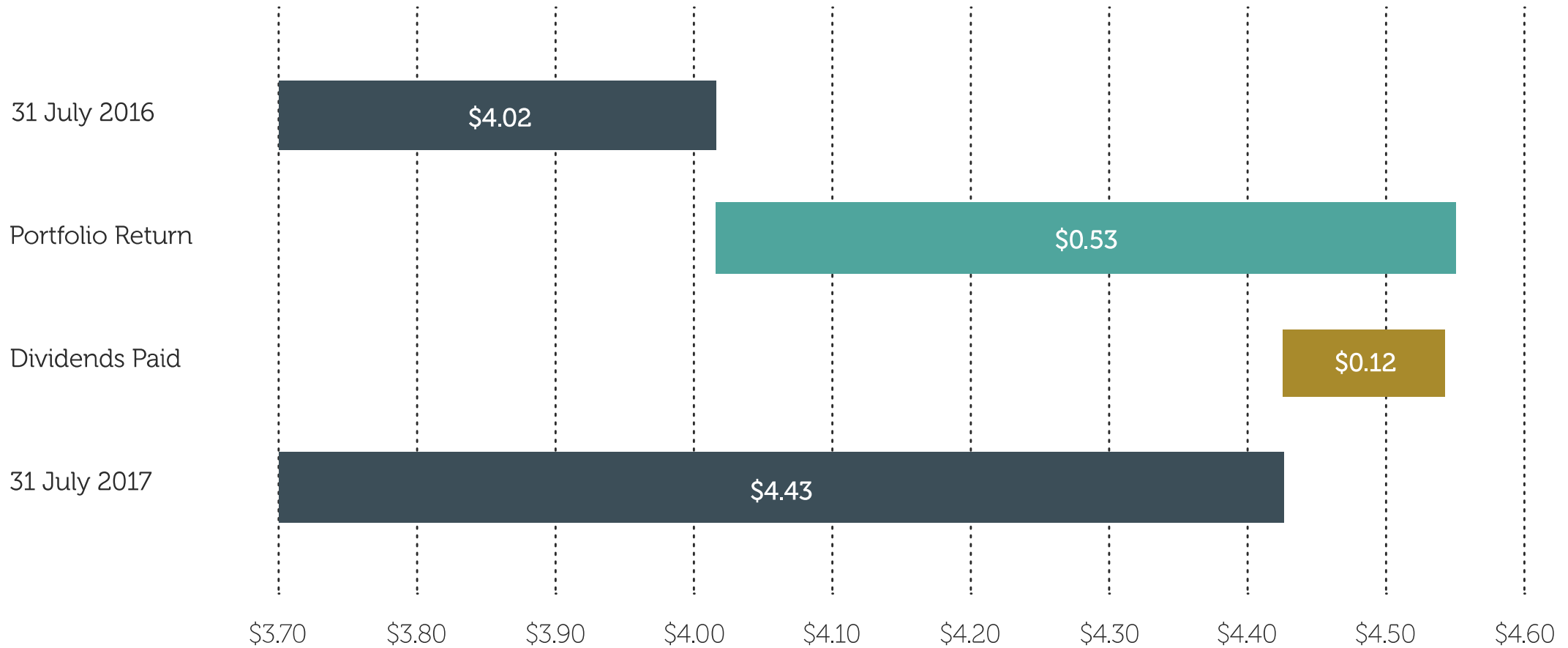
### Net Assets per Share



# 2017 AGM | 13.2% Total Return during FY 2017



## Movement in Net Assets per Share



## 2017 AGM | 5 Year Increase in Net Profit After Tax



### Net Profit After Tax

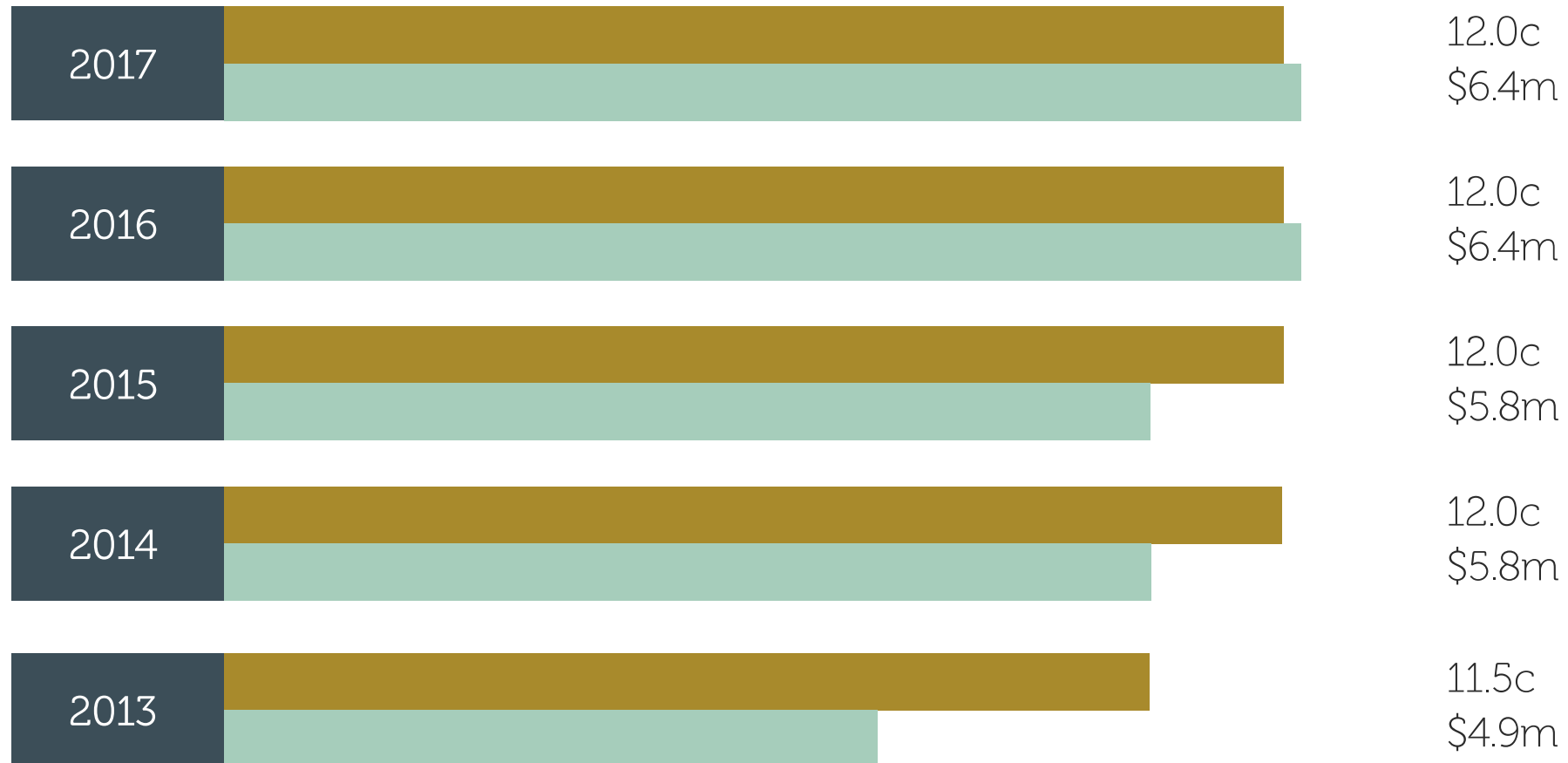




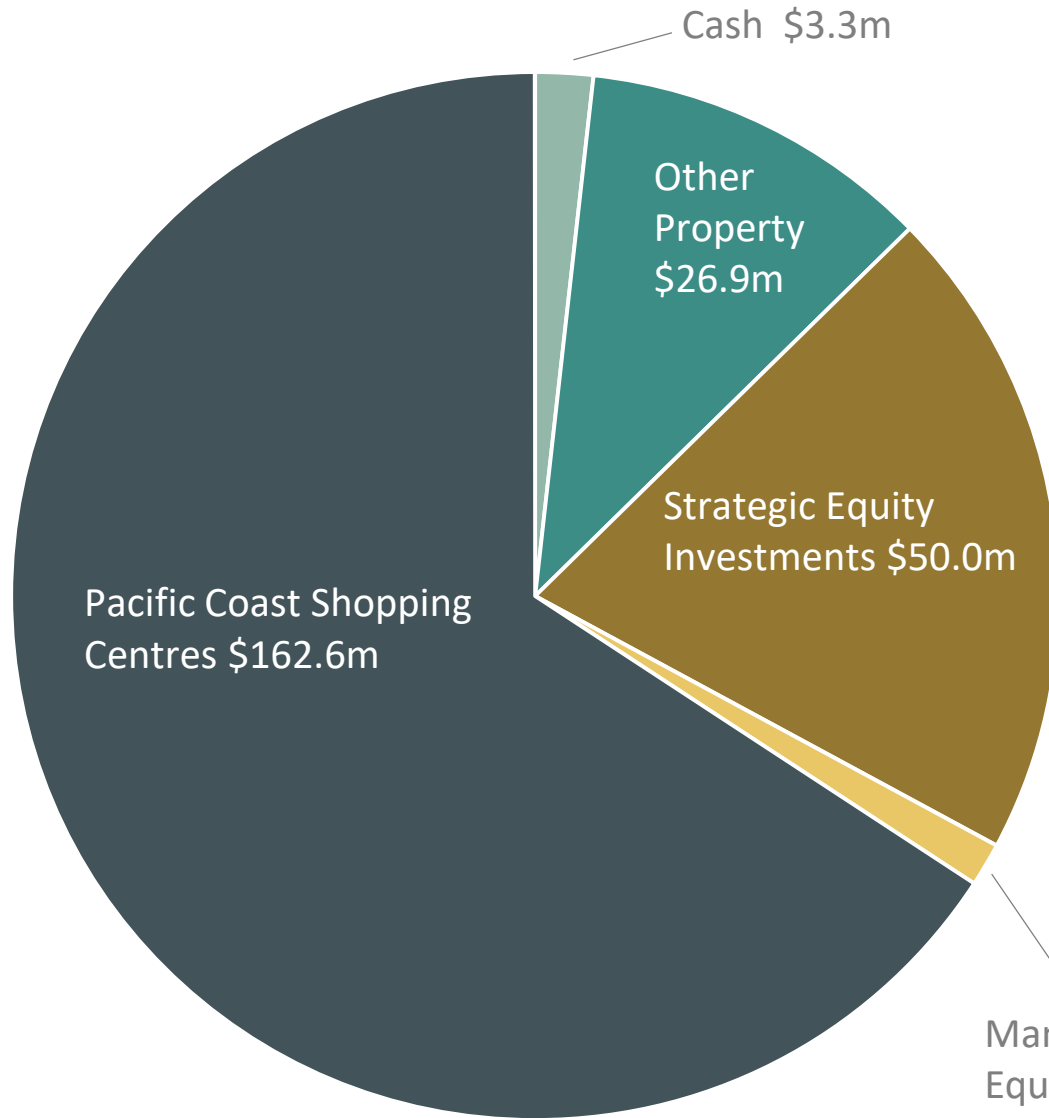
## 2017 AGM | Dividends Paid

DPS Total Dividend

### Dividends per Share



# 2017 AGM | Investment Portfolio 31 July 2017



Pacific Coast Shopping Centres	2017 (\$ mil)
Sub-regional	173.3
Neighbourhood	45.3
Borrowings	(56.0)
<b>Total</b>	<b>162.6</b>

Strategic Equity Investments	2017 (\$ mil)
Surf Hardware International	16.0
Boundary Bend	14.0
Carlton Investments	5.5
TPI Group	2.8
Murray Darling Food Company	2.0
Hydration Pharmaceuticals	2.0
Event Hospitality	1.6
DiCE Molecules	1.2
Hexima	0.7
EFTsure	0.3
Other holdings	3.9
<b>Total</b>	<b>50.0</b>

Managed Private Equity \$3.3m

# 2017 AGM | Port Central Shopping Centre



Expression of Interest  
campaign undertaken.





Proposed cinema development  
decision deferred pending  
government approvals.

# 2017 AGM | Coffs Central Shopping Centre



Hotel Development Application approved and feasibility underway

New retail and office space due for completion 2018

Level 1 internal mall due for completion Christmas 2017.

# 2017 AGM | Moonee Marketplace



15 new specialties leased during the year.

Ongoing leasing and capital upgrade program due for completion in Q1 2018.

# 2017 AGM | New Investments and Opportunities



## 1. Surf Hardware International

- Purchased 16 Dec 2017
- EBITDA result to 30 Jun 2017 - \$1.5m (7mths)

## 2. Murray Darling Food Company

- Dorper Lamb Stud & Farm
- Started operations Jan 2017
- Results to 30 Jun 2017 ahead of forecast

## 3. Lyons Road, Coffs Harbour

- 165 lot residential subdivision in (\$8.5m) approved
- New DA for 200 lots submitted
- First Lot sale in FY18

## 4. Coffs Central Hotel

- DA approved
- Construction efficiencies with builders already on site

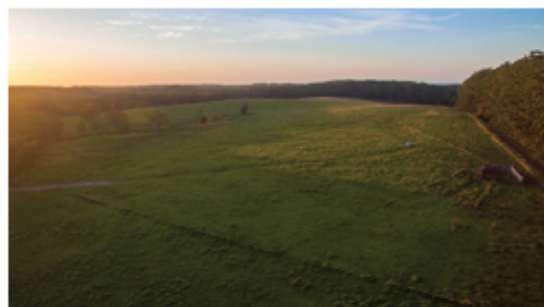
## 5. Jetty foreshore, Coffs Harbour

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

## 6. Biotech Opportunities

- Existing portfolio performing well
- Strong pipeline of new opportunities

# 2017 AGM | Questions

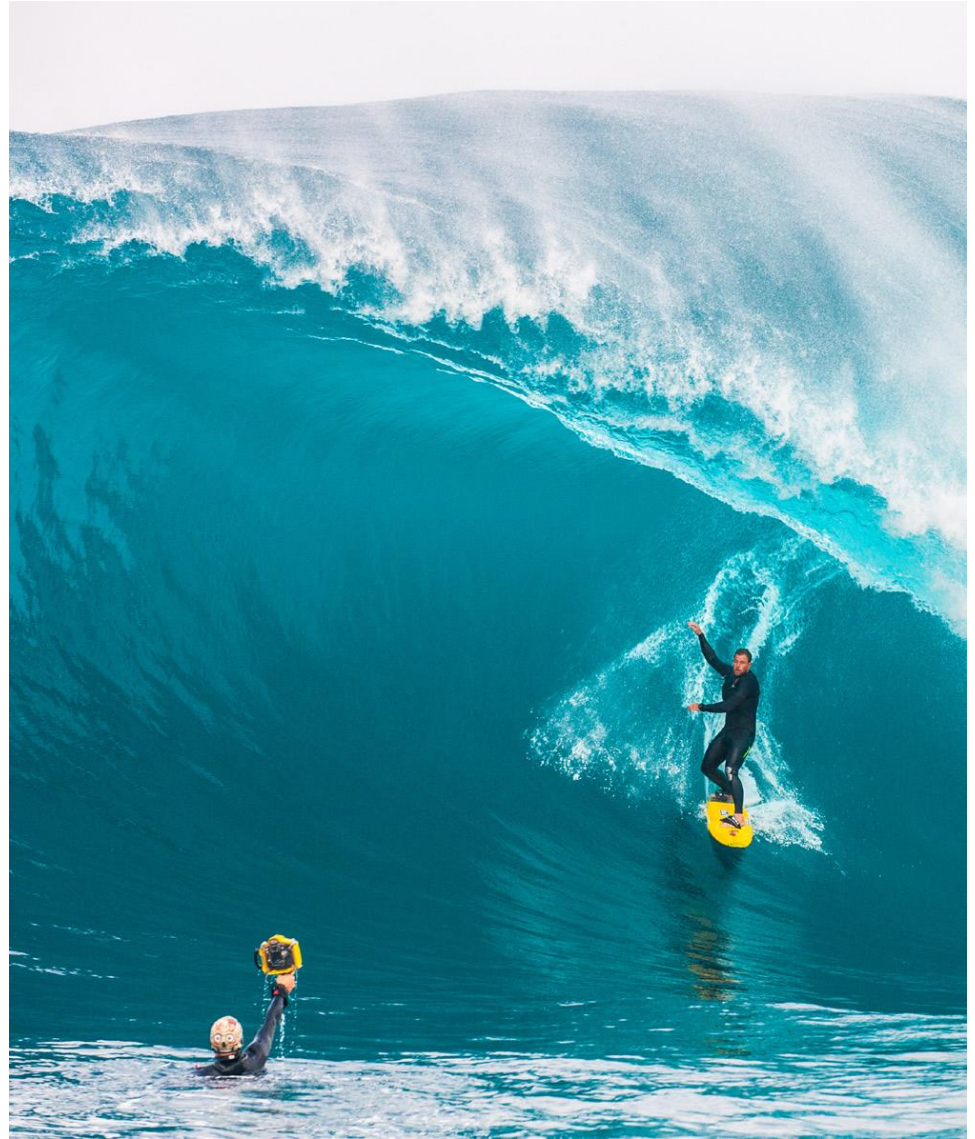


# **SURF** **HARDWARE**

Gowings AGM Presentation

# Our Vision

**To be the global leader in aquatic hardware for the water boardsports sector**



# Our Brands

SHI houses  
four global  
and highly  
recognised  
water  
boardsports  
brands





# Our Business – Global Operations



**Office location:** California & Florida, US

**Established:** 1997 & 2004

**Operations:** Finance, warehousing, sales & service

**Key markets services:** US, Canada, Mexico, Brazil, Peru, Chile and Costa Rica



**Office location:** Capbreton, France

**Established:** 2000

**Operations:** Finance, warehousing, sales & service

**Key markets services:** France, UK, Spain, Portugal and Germany

**Office location:** Chiba, Japan

**Established:** 1994

**Operations:** Finance, warehousing, sales & service

**Key markets services:** Japan, Taiwan, Korea



**Office location:** Sydney, Australia

**Established:** 1984

**Operations:** Finance, marketing, product development, IT, HR, sales & distribution

**Key markets services:** Australia, NZ, South Africa, Indonesia & Thailand

- ✓ SHI has a global distribution network, via a combination of leased offices and warehouses in key surfing markets as well as a number of distribution relationships
- ✓ Through its global distribution footprint, SHI products can be found in over 40 countries
- ✓ The UK will be brought in-house during FY17

● SHI office and distribution facilities  
■ Key markets serviced

# Our Business – Key Product Categories

A strong foundation in production fins & plugs along with a number of key retail categories



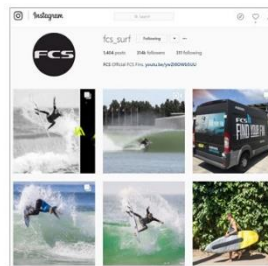
# Our Business – Intellectual Property

TITLE	DESCRIPTION
<b>Fin Plug Assembly and Method of Installation</b>	<p><b>FUSION</b></p> <p>Invention covers hybrid construction of the fin plug consisting of a foam base and a plastic upper</p>
<b>Fin for Surf Craft</b>	<p><b>H-3 Fin Construction</b></p> <p>Invention covers the use of unidirectional fibres which can be laid in different ways to customise reinforcements for surf fins</p>
<b>A Protective Cover for Surf Craft</b>	<p><b>Cover-3D Construction &amp; Stretch Fit</b></p> <p>Invention covers the construction of a board bag which has a continuous “rail construction”</p>
<b>Fin Plug for Water Craft</b>	<p><b>FCS II Fin Plug (first application - Australia only)</b></p> <p>Invention covers the mechanism in the plug, the plug and fin combination and the fin itself</p>
	<p><b>FCS II Fin Plug - Biasing Rod</b></p> <p>Invention covers the mechanism in the plug, the plug &amp; fin combination and the fin itself</p>
	<p><b>FCS II Plug construction</b></p> <p>Invention covers the construction of the plug being a polymer skeleton and foam passing through at least one cavity in the skeleton</p>
<b>Securing Mechanism for Water Craft Fin</b>	<p><b>FCS II Mechanism in Fin</b></p> <p>Invention covers the FCS II mechanism in the base of the fin (like the long board fins)</p>




A sustainable competitive advantage through in-house R&D and patent protected innovations

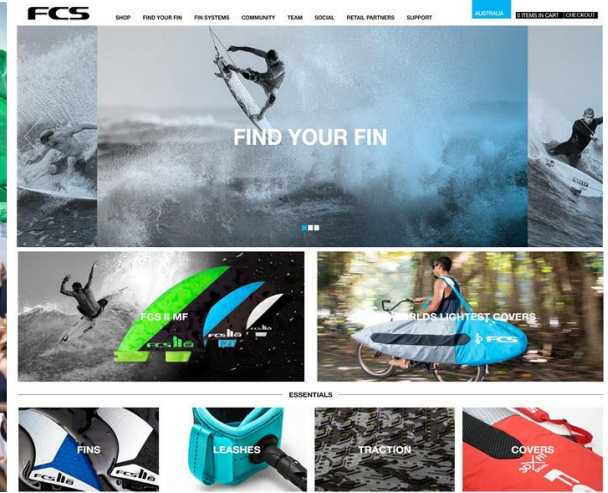
# Our Business – Key Marketing Assets

A world class stable of Athletes & Ambassadors along with a strong social and ecommerce platform



The FCS Athlete Product Range [PLAY ALL](#)  
Designed and tested in collaboration with the world's best surfers.

 FCS II KA - Kolobe Andino's Signature Fin Updated FCS FINS 1.6K views • 5 days ago	 FCS II MF - Mick Fanning's Signature Fin Updated FCS FINS 893 views • 2 weeks ago	 FCS II Filipe Toledo Athlete Fin FCS FINS 13K views • 5 months ago
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# In Summary

- **GLOBALLY RECOGNISED BRANDS**
- **HISTORY OF INNOVATION WITH SIGNIFICANT IP**
- **GLOBAL FOOTPRINT**
- **LEADING MARKET SHARE**
- **KEY MARKETING ASSETS**
- **EXPERIENCED MANAGEMENT TEAM**
- **STRONG GROWTH PROSPECTS**

