

ASX CEO Connect

In partnership with  nabtrade **EquityMates**



Nabtrade / Market Update

Gemma Dale

Director, SMSF and Investor Behaviour



Fisher & Paykel Healthcare Corporation Limited / ASX:FPH

Lyndal York

Chief Financial Officer



Ventia Services Group Limited / ASX: VNT

Dean Banks

Group Chief Executive Officer



GQG Partners Inc. / ASX: GQG

Laird Abernethy

Managing Director, Australia and NZ



Smartgroup Corporation Limited / ASX: SIQ

Tim Looi

Chief Executive Officer



ASX CEO Connect

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Housekeeping: trouble shooting

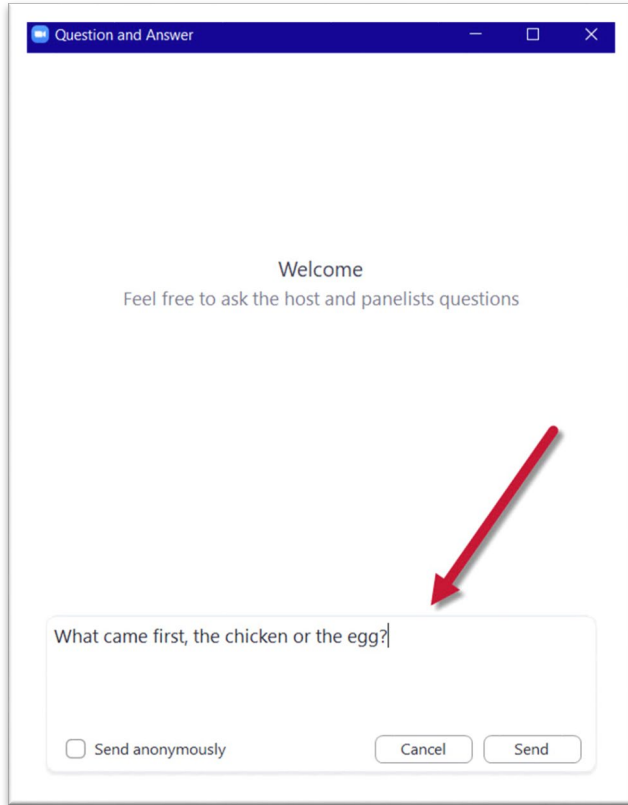
- > Check your system requirements
- > Audio options:
 1. Use your computer's mic and speakers ("Computer audio"). Check that your computer's audio is unmuted.
 2. Use a telephone to dial in ("Phone call")
 - Phone number: 1800 945 157 | 1800 317 562
 - No need to enter an Audio PIN as audience is muted
 - Please enter the meeting ID: 829 6870 2592 and press # to confirm, # to join the meeting.
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Housekeeping: trouble shooting



The screenshot shows a window titled "Question and Answer" with a dark blue header. The main content area is white and contains the text "Welcome" and "Feel free to ask the host and panelists questions". At the bottom, there is a text input field containing the text "What came first, the chicken or the egg?". A red arrow points to the input field. Below the input field, there is a checkbox labeled "Send anonymously" and two buttons labeled "Cancel" and "Send".

Your Participation

- > To submit your written questions, use the Q&A tab at the bottom of your screen
- > Note that your questions will not be seen by other attendees

Agenda

- | | |
|---------|--|
| 10:00am | ASX Introduction, Ian Irvine, MC |
| 10:05am | Market Update, Gemma Dale
Director, SMSF and Investor Behaviour- nabtrade |
| 10:20am | GQG Partners Inc., Laird Abernethy
Managing Director, Australia and NZ |
| 10:40am | Fisher & Paykel Healthcare Corporation Limited, Lyndal York
Chief Financial Officer |
| 11:00am | Ventia Services Group Limited, Dean Banks
Group Chief Executive Officer |
| 11:20am | Smartgroup Corporation Limited, Tim Looi
Chief Executive Officer |

Market Update

Gemma Dale

Director, SMSF and Investor Behaviour



MARKET UPDATE

ASX CEO CONNECT

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AGENDA



ASX Year to Date



Sector breakdown
- Winners and losers



Key themes to watch

ASX200 PERFORMANCE YEAR TO DATE



Cumulative Performance

YTD -13.58%

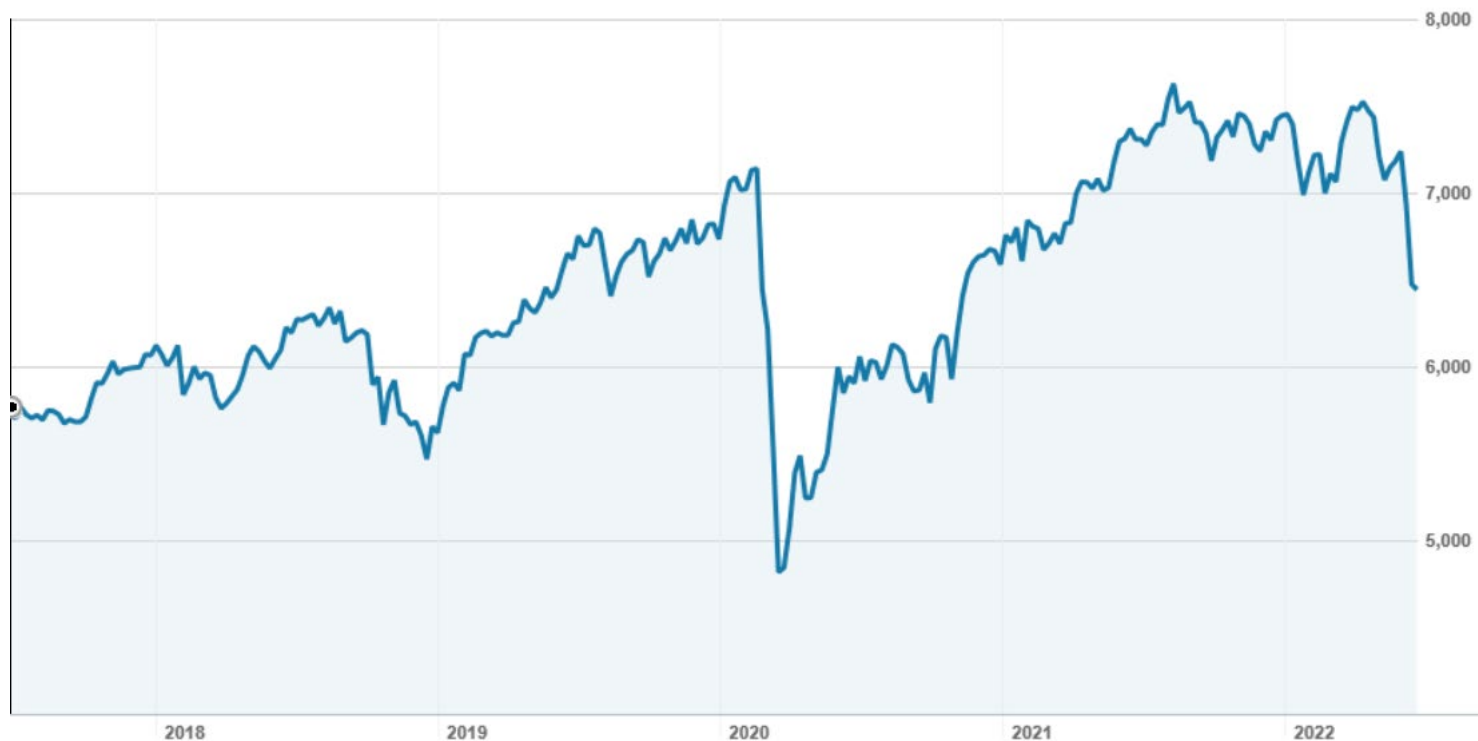
1 Yr -12.7%

5 Yr 11.74%

10 Yr 58.92%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

ASX200 OVER FIVE YEARS



ASX200 VIX - VOLATILITY INDEX YOY



Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

ASX200 VIX - VOLATILITY INDEX OVER 5 YEARS



Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

S&P500 YEAR TO DATE



Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

S&P500 OVER FIVE YEARS



ASX200 LAST WEEK



FINANCIALS (XFJ)



Cumulative Performance

YTD	-14.64%
1 Yr	-16.40%
5 Yr	-13.8%
10 Yr	37.98%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

MATERIALS (XMJ)



Cumulative Performance

YTD	-6.6%
1 Yr	-6.3%
5 Yr	62.9%
10 Yr	65.42%

Source: nabtrade, Refinitiv. Price performance only; dividends excluded.

KEY THEMES FOR 2022



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QUESTIONS?

GQG Partners Inc. /
ASX: GQG

Laird Abernethy
Managing Director, Australia and NZ



Business Update

GQG Partners | The Art of Investing

June 2022

FUNDS UNDER MANAGEMENT

- Net flows of US\$3.4 billion for the first quarter of 2022
- Net flows of US\$17.1 billion during 2021
- Funds Under Management as at 31 May 2022 of US\$94.6 billion

NET REVENUE

- Net Revenue of \$397.9 million for full year 2021, an increase of 74.9% from 2020 results

NET INCOME

- Net Income of \$304.9 million for 2021, an increase of 81.6% from 2020 results

QUARTERLY DIVIDEND

- Board declared a first quarter 2022 dividend of US\$0.0209 per share, a 90% payout ratio
- Previously, the Board declared a fourth quarter 2021 dividend of US\$0.0154 per share, a 90% payout ratio

Launching & building distribution footprint

Diversification & strengthening retail distribution

Executing on growth strategy →

2016

- Australian Super Anchor
- Emerging Markets (EM) Mutual Fund
- Goldman Sachs Asset Management relationship

2017

- EM UCITS¹ launch
- AUS Funds launch
- EM Sub-Advisory
- Seattle office opened

2018

- US Equity Mutual Fund
- Sydney office opened
- NYC office opened
- 7 new partners announced

2019

- Global UCITS¹
- Global Mutual Fund
- Japanese Sub-Advisory
- 2 deputy portfolio managers
- 1 new partner announced

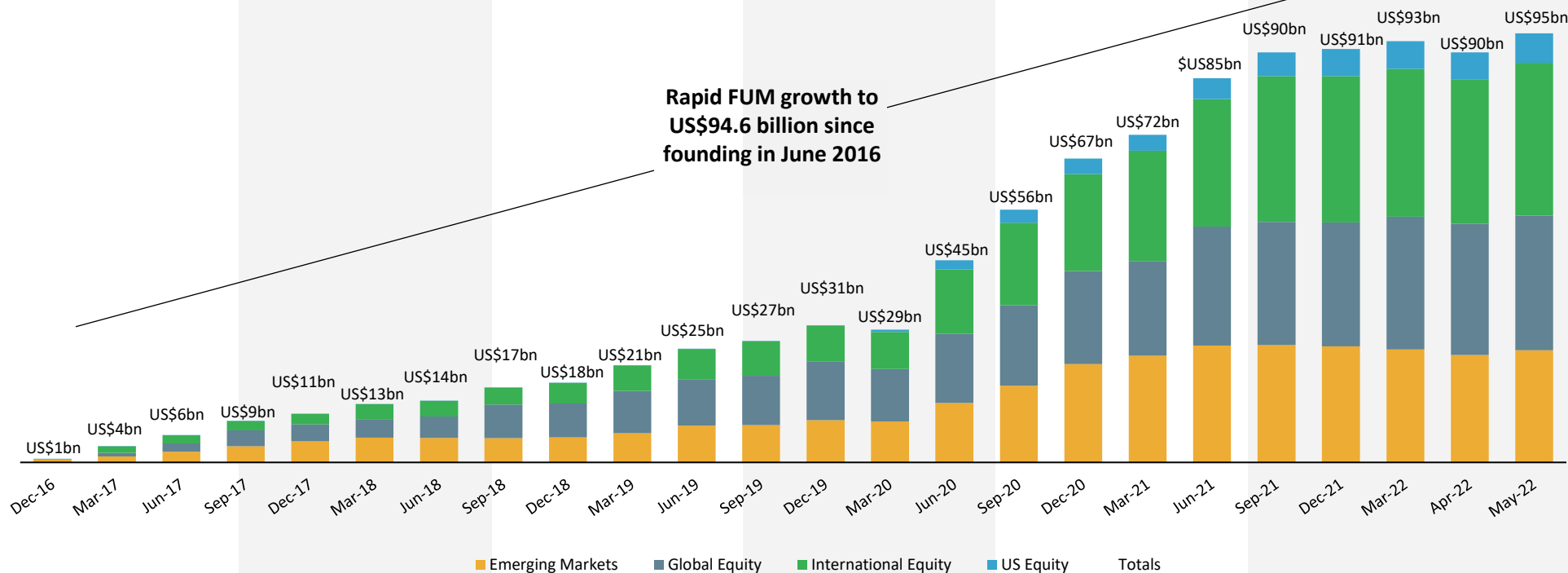
2020

- US Equity Sub-Advisory
- Canadian Sub-Advisory
- 1 new deputy portfolio manager

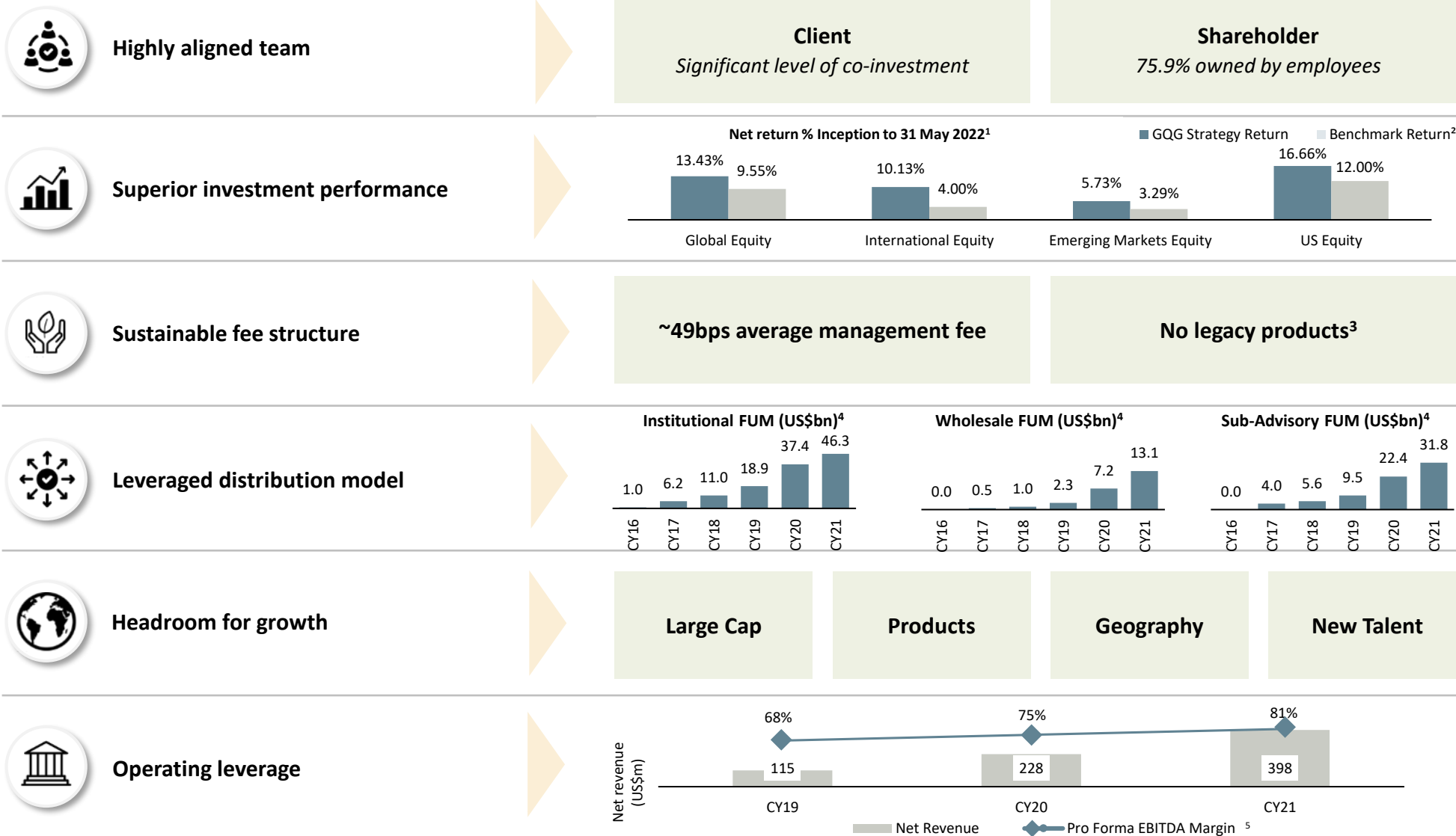
2021

- IPO on the ASX
- Entered into 8 new sub-advisory relationships
- Launched 3 'Quality Dividend Income' strategies

Rapid FUM growth to US\$94.6 billion since founding in June 2016



Notes: ¹Undertakings for the Collective Investment in Transferable Securities.



Source: GQG

Notes: past performance is not indicative of future performance

¹Performance is annualised

²Benchmarks correspond to the benchmarks GQG has used for each strategy since inception which are published in fund documentation. For Global Equity, benchmark used is MSCI ACWI Net Return; for International Equity, benchmark used is MSCI ACWI ex. USA Net Return; for Emerging Markets Equity, benchmark used is MSCI EM Net Return; for US Equity, benchmark used is S&P 500 Total Return

³Legacy products refer to products that are currently experiencing reduced client demand and as a result net outflows. These products are typically constrained by certain fund mandates or investment styles, and tend to have higher fees

⁴Prior to 30 June 2021 GQG did not perform a detail FUM channel analysis in our Australian Unit Trusts and UCITS Funds. All assets were classified in the Institutional channel

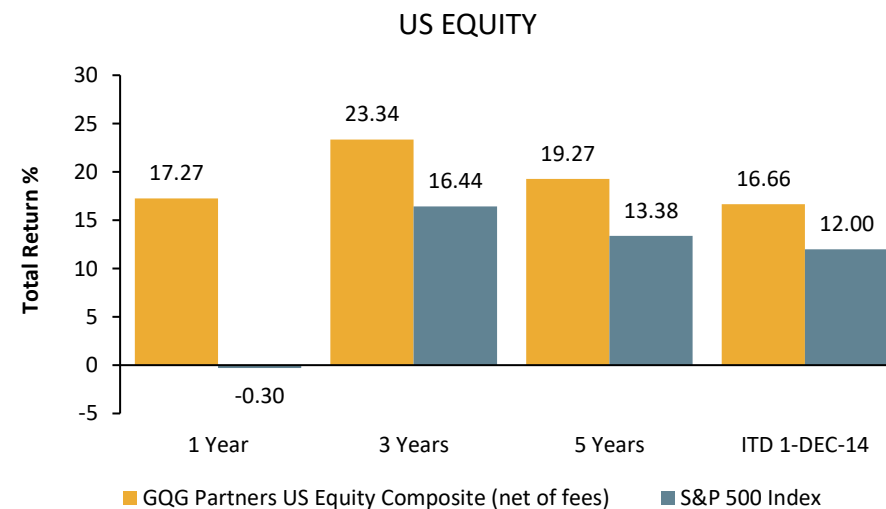
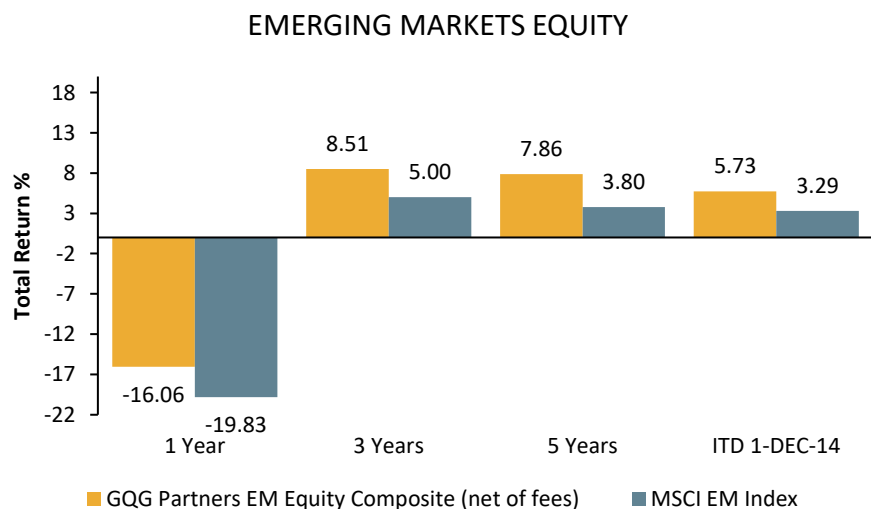
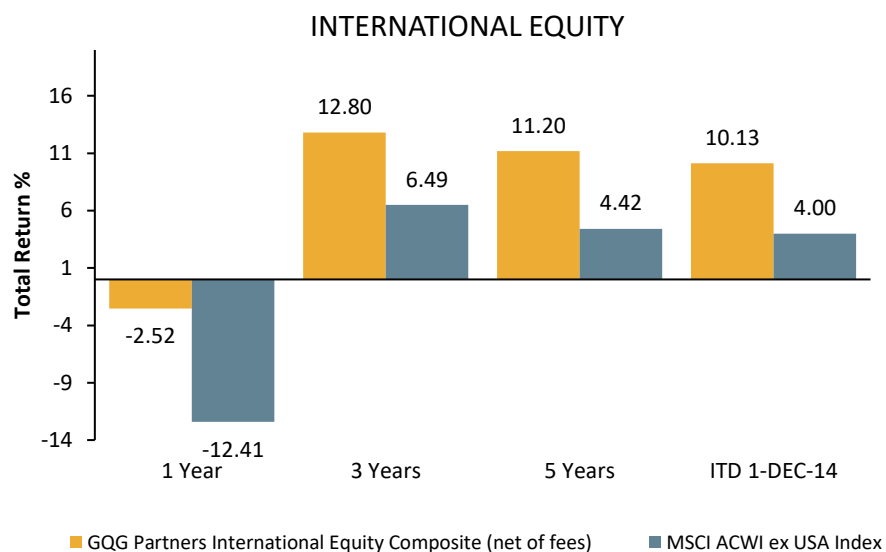
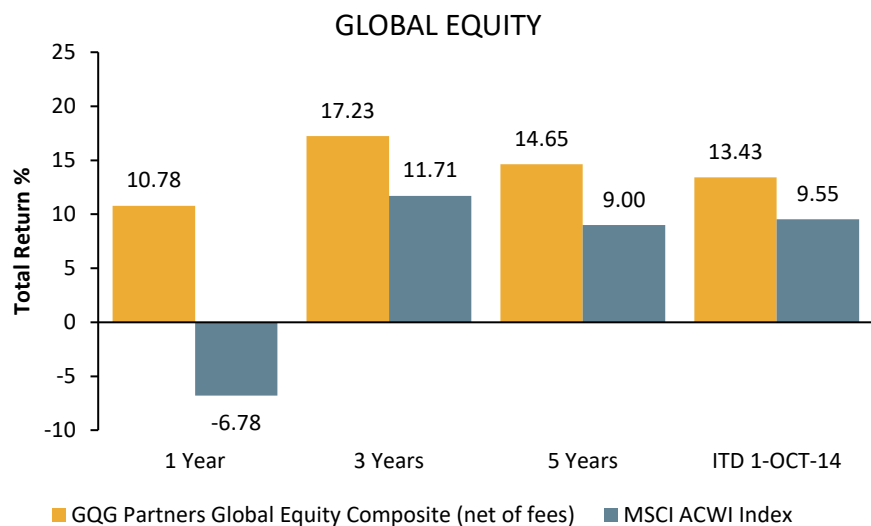
⁵Pro forma EBITDA margin is pro forma EBITDA divided by net revenue, expressed as a percentage

GQG uses four primary investment strategies, primarily differentiated by the geography of the domicile or operations of companies in the portfolios

	Global Equity	US Equity	International (non-US) Equity	Emerging Markets Equity
Description	Equity and equity-based securities primarily of large-cap issuers in both developed and emerging markets. Includes 'Concentrated Global Equity' strategy, a more concentrated subset of the broader Global Equity portfolio	Equity and equity-based securities primarily of large-cap issuers in the United States	Equity and equity-based securities primarily of large-cap issuers in both developed and emerging markets, excluding the United States	Equity and equity-based securities primarily of large-cap issuers in emerging market economies.
FUM (as at 31 May 22)	US\$29.7bn	US\$6.5bn	US\$33.7bn	US\$24.7bn
Number of securities held (as at 31 May 22)	44	26	48	62
Top sector weights	<ol style="list-style-type: none"> 1 Energy 2 Consumer Staples 3 Healthcare 	<ol style="list-style-type: none"> 1 Energy 2 Consumer Staples 3 Healthcare 	<ol style="list-style-type: none"> 1 Energy 2 Consumer Staples 3 Materials 	<ol style="list-style-type: none"> 1 Energy 2 Financials 3 Materials
Types of vehicles	<ul style="list-style-type: none"> • Private funds • SMAs¹ • US mutual funds • UCITS funds • Managed funds AU/NZ • US Collective Investment Trusts • Canadian funds 	<ul style="list-style-type: none"> • Private funds • SMAs • US mutual funds • UCITS funds • US Collective Investment Trusts 	<ul style="list-style-type: none"> • Private funds • SMAs • US mutual funds • US Collective Investment Trusts • Canadian funds 	<ul style="list-style-type: none"> • Private funds • SMAs • US mutual funds • UCITS funds • Managed funds AU/NZ • US Collective Investment Trusts

In addition to the four strategies above, GQG has recently launched three 'Quality Dividend Income' strategies (Global, International, US) which comprise investments in equity and equity-based securities that are primarily dividend-paying, with holdings in markets consistent with the descriptions of our corresponding strategies above

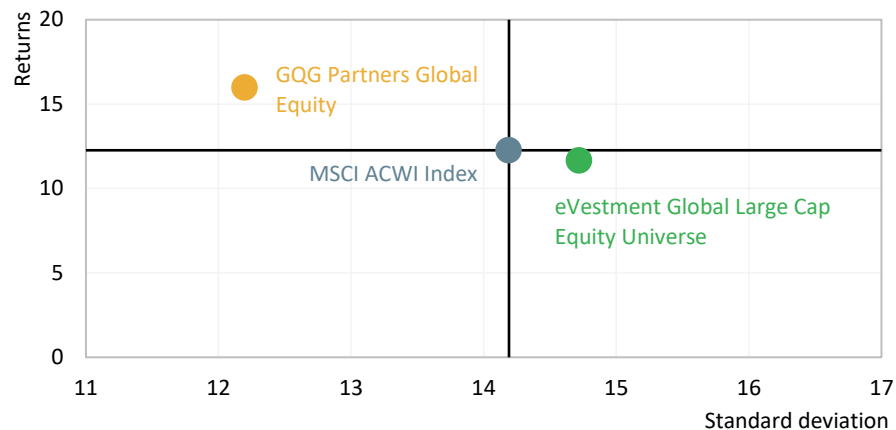
¹Concentrated Global Equity offered only through SMAs



Represents composite performance for GQG Partners' primary investment strategies calculated in US dollars. Returns are presented net of management fees and include the reinvestment of all income. Net performance are calculated after the deduction of actual trading expenses and other administrative fees (custody, legal, admin, audit and organization fees). Net of fee returns also are calculated by deducting GQG's stated annual fee for separately managed accounts, pro-rated on a quarterly basis. Net performance are net of foreign withholding taxes. Performance presented prior to June 1, 2016 was achieved prior to the creation of the firm. Returns for periods greater than one year are annualized. PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS. Please see the Important Information at the end of this document for additional disclosures and benchmark descriptions.

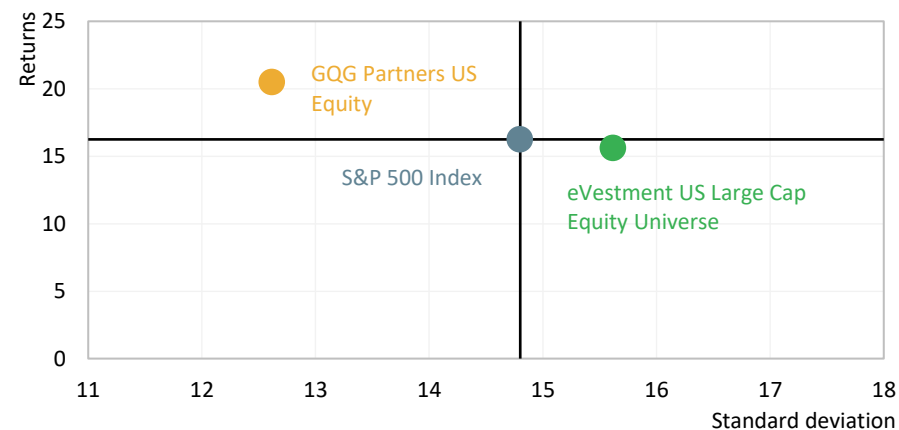
GLOBAL EQUITY RISK-RETURN %

GQG inception (1 June 2016) to 31 March 2022



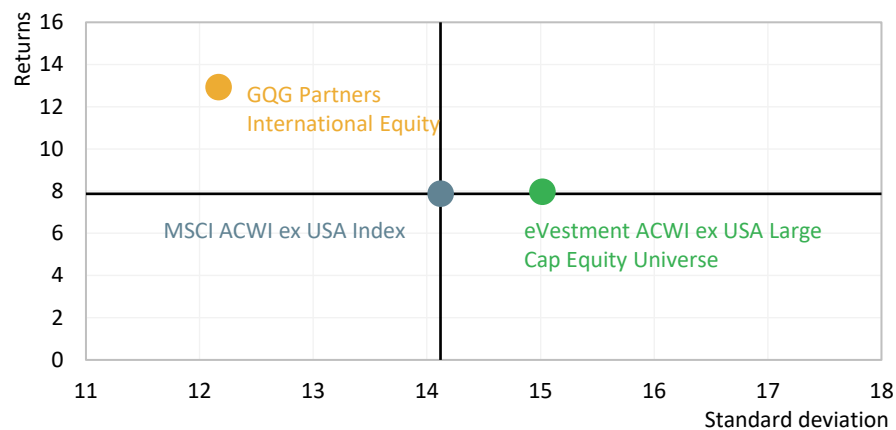
US EQUITY RISK-RETURN %

GQG inception (1 June 2016) to 31 March 2022



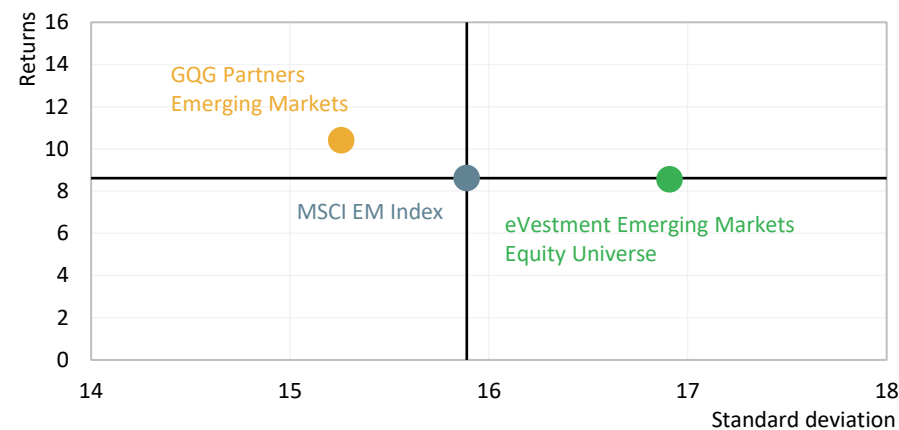
INTERNATIONAL EQUITY RISK-RETURN %

GQG inception (1 June 2016) to 31 March 2022



EMERGING MARKETS EQUITY RISK-RETURN %

GQG inception (1 June 2016) to 31 March 2022

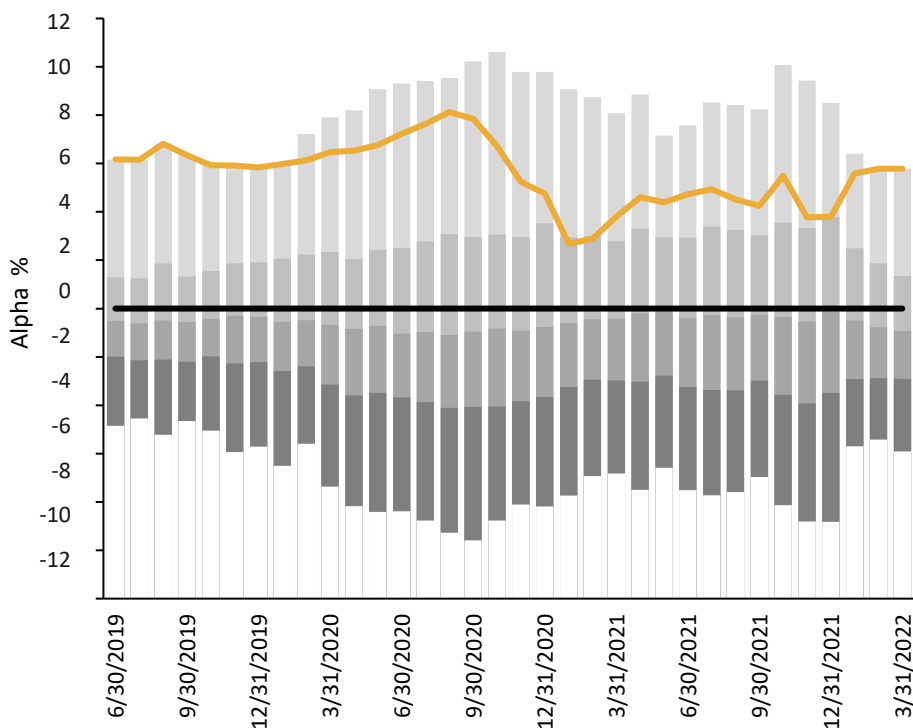


Source: eVestment, data as at 30 March 2022 Past performance is not indicative of future performance. Benchmarks correspond to the benchmarks GQG has used for each strategy since inception which are published in documentation for funds using the strategy. GQG and eVestment universe performance is net of fees. eVestment universes are as follows: Global Large Cap Equity comprised of 291 firms and 632 strategies; US Large Cap Equity comprised of 486 firms and 1,157 strategies; International Large Cap Equity comprised of 94 firms and 147 strategies; Emerging Markets Equity comprised of 278 firms and 583 strategies. Full Composite track record in all instances predates the inception of the firm. Full Composite performance is available on request

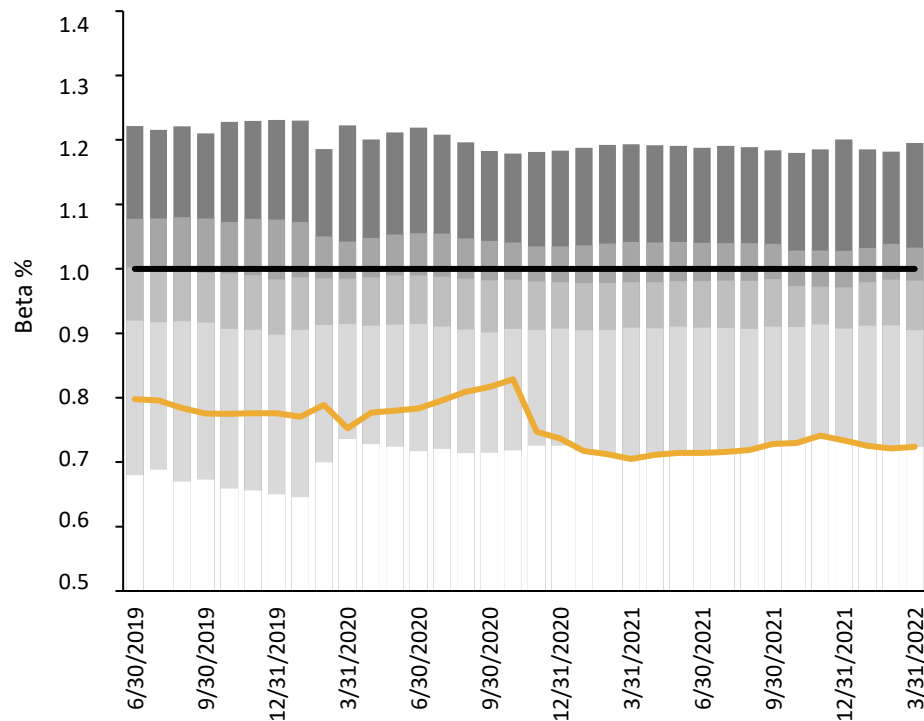
We seek consistent, long-term outperformance while limiting downside risk. Our quality-based strategies have exhibited durable alpha, with less volatility, driven by our forward-looking and adaptable approach.

GQG Partners Global Equity Outperformance and Volatility

ROLLING 3-YEAR ALPHA VS MSCI ACWI INDEX



ROLLING 3-YEAR BETA VS MSCI ACWI INDEX



eVestment Global Large Cap Universe Peer Quartiles:

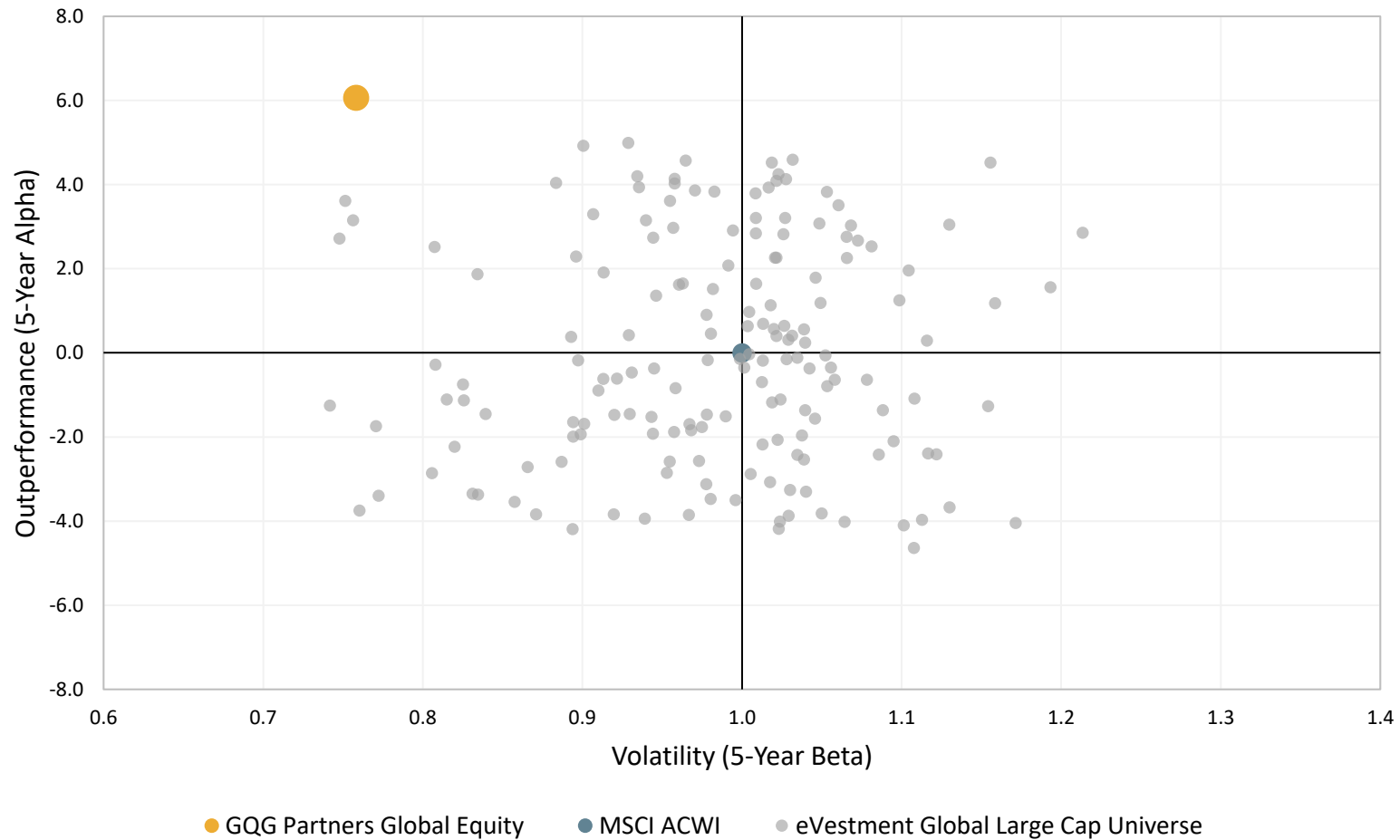


— GQG Partners Global Equity: Outperformed 35 times (100%)

— MSCI ACWI

As at 30 March 2022. Source: Morningstar. Past performance may not be indicative of future results. Risk indicators calculated with monthly net of fees returns of the Composite and the respective benchmark. Please see the Important Information at the end of this document for additional disclosures and benchmark descriptions. eVestment universes are as follows: Global Large Cap Equity comprised of 291 firms and 632 strategies. Full Composite track record in all instances predates the inception of the firm. Full Composite performance is available on request.

Risk-Return vs. Benchmark % (MSCI ACWI Index)



Source: eVestment, data as at 30 March 2022. Past performance is not indicative of future performance. Benchmarks correspond to the benchmarks GQG has used for each strategy since inception which are published in documentation for funds using the strategy. GQG and eVestment universe performance is net of fees. eVestment universes are as follows: Global Large Cap Equity comprised of 291 firms and 632 strategies. Full Composite track record in all instances predates the inception of the firm. Full Composite performance is available on request

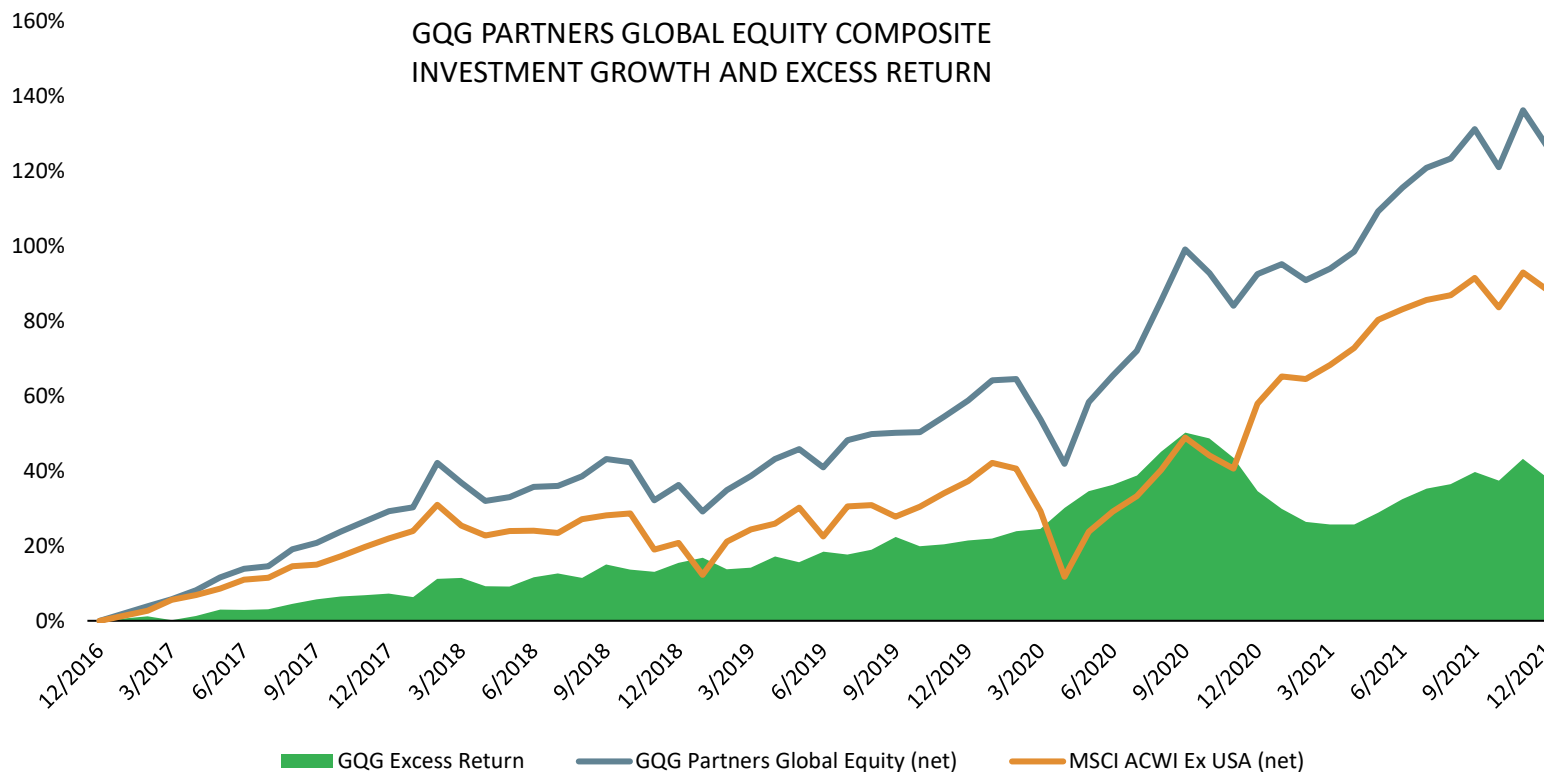
EMERGING MARKETS	1 YEAR TOTAL VIEWS
GQG Partners LLC	1,624
Sands Capital Management, LLC	952
Baillie Gifford & Co	904
RBC Global Asset Management	752
WCM Investment Management	739
abrdn (Aberdeen)	731
Axiom Investors	729
Westwood Global Investments, LLC	660
Acadian Asset Management LLC	655
Lazard Asset Management LLC	629
Total Products in Universe	582

INTERNATIONAL	1 YEAR TOTAL VIEWS
GQG Partners LLC	1,201
Dodge & Cox	902
Capital Group	805
Wellington Management Company LLP	369
ARGA Investment Management, LP	320
Invesco, Ltd	316
Kopernik Global Investors, LLC	275
MFS Investment Management	272
Boston Common Asset Management, LLC	264
Brandes Investment Partners, L.P.	236
Total Products in Universe	146

GLOBAL	1 YEAR TOTAL VIEWS
GQG Partners LLC	1,648
Fiera Capital Corporation	1,152
Generation Investment Management LLP	1,151
Sands Capital Management, LLC	1,040
Sanders Capital, LLC	1,002
Ownership Capital B.V.	847
Independent Franchise Partners, LLP	840
Dodge & Cox	714
Morgan Stanley Investment Management	638
Magellan Asset Management	632
Total Products in Universe	616

US	1 YEAR TOTAL VIEWS
Polen Capital Management, LLC	1,606
Aristotle Capital Management, LLC	1,219
Dodge & Cox	1,075
Eagle Capital Management, LLC	1,017
Brown Advisory, LLC	943
Sands Capital Management, LLC	840
GQG Partners LLC	794
Edgewood Management LLC	737
Parnassus Investments	683
Baillie Gifford & Co	681
Total Products in Universe	1,156

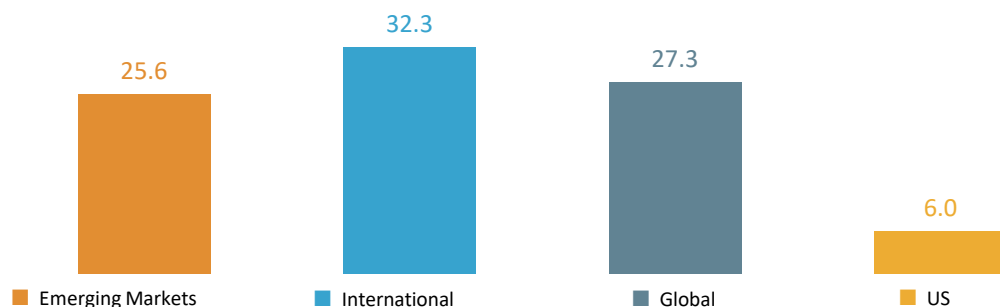
As at 31 December 2021. Source: eVestment. Illustration of the top ten views within eVestment product categories. Each view does not represent a distinct IP address and multiple views could represent a single individual.



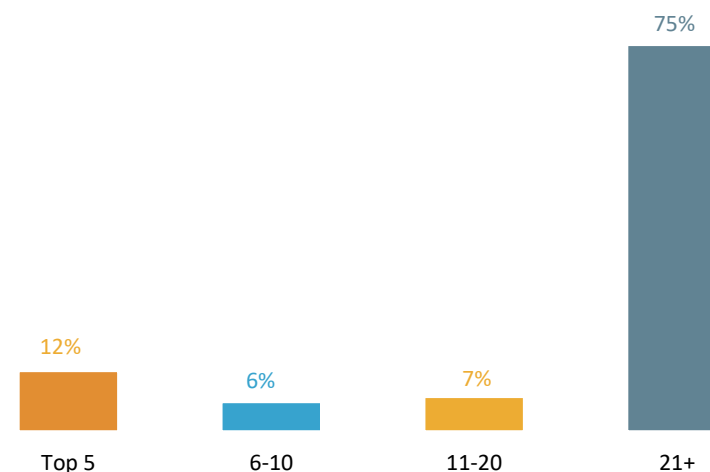
US INSTITUTIONAL MUTUAL FUNDS	GQG FUND NET EXPENSE RATIO	CATEGORY NET EXPENSE RATIO
GQG Partners Emerging Markets Equity (GQGIX)	0.98	1.19
GQG Partners Global Quality Equity (GQRIX)	0.75	1.13
GQG Partners US Select Quality Eq (GQEIX)	0.49	0.98
Goldman Sachs GQG Ptnrs Intl Opps (GSIMX)	0.77	1.07

Represents composite performance for GQG Partners' primary investment strategies calculated in US dollars. Returns are presented net of management fees and include the reinvestment of all income. Net performance are calculated after the deduction of actual trading expenses and other administrative fees (custody, legal, admin, audit and organization fees). Net of fee returns also are calculated by deducting GQG's stated annual fee for separately managed accounts, pro-rated on a quarterly basis. Net performance are net of foreign withholding taxes. Returns for periods greater than one year are annualized. PAST PERFORMANCE MAY NOT BE INDICATIVE OF FUTURE RESULTS. Please refer to page 9 for the complete composite performance for the GQG Partners Global Equity strategy as well as the other GQG Partners primary strategies. Please see the Important Information at the end of this document for additional disclosures and benchmark descriptions.

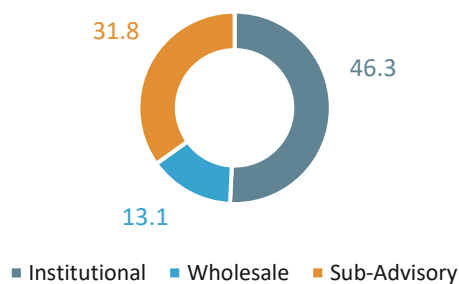
FUM[†] BY STRATEGY US\$ BILLIONS



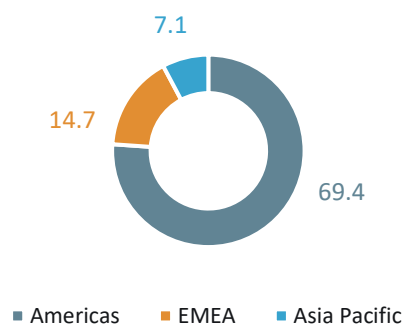
INSTITUTIONAL CLIENT CONCENTRATION % OF TOTAL FUM[†] AS OF 31-DEC-2021



FUM[†] BY CHANNEL US\$ BILLIONS



FUM[†] BY GEOGRAPHY US \$ BILLIONS

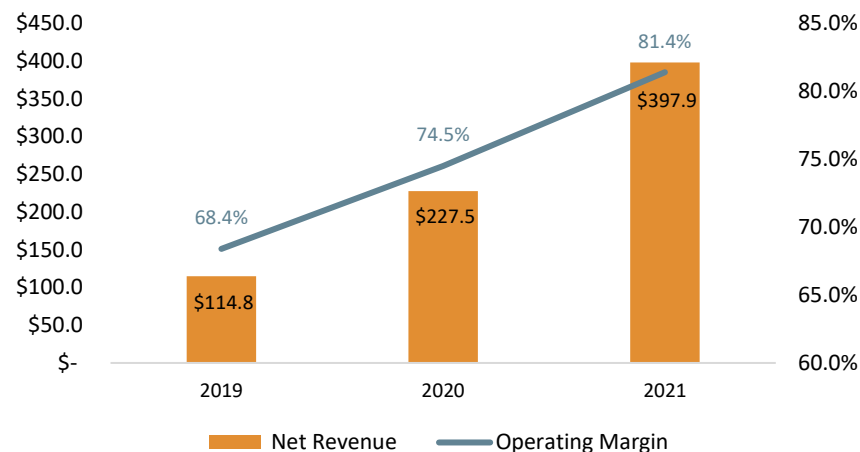


[†] Funds under management (FUM) represent both discretionary and non-discretionary funds, as well as funds under management that are both fee paying and non-fee paying and are rounded to the nearest US \$100 million. Amounts have not been audited. Please see the Important Information at the end of this document for additional information on channel classifications. All FUM are managed or advised by GQG Partners LLC, a wholly owned subsidiary of GQG Partners Inc., a Delaware corporation that is listed on the Australian Securities Exchange. Included in the primary strategies above are our Concentrated Active strategies (Global) and Quality Dividend Income strategies (International, Global, and U.S.) and other strategies.

2021 HIGHLIGHTS

- Net flows of US\$17.1 billion
- Entered into 8 new sub-advisory relationships during 2021
- Successful launch of new products during the year:
 - 3 Quality Dividend Income strategies which have grown to over US\$0.4 billion in net assets
 - US Equity UCITS vehicle which ended the year with over US\$0.5 billion in net assets
 - Canadian funds leading to new market opportunities
- Steady growth in the existing US mutual fund sub-advisory relationships
 - GS GQG Partners International Opportunities Fund added US\$5.2 billion in net flows during the year
- GQG ranked 1st in Emerging Markets and 4th in Global Equity fundraising in Australia
- Emerging Markets Equity UCITS Fund passing 5-year milestone
- Global Equity UCITS Fund passing 3-year milestone

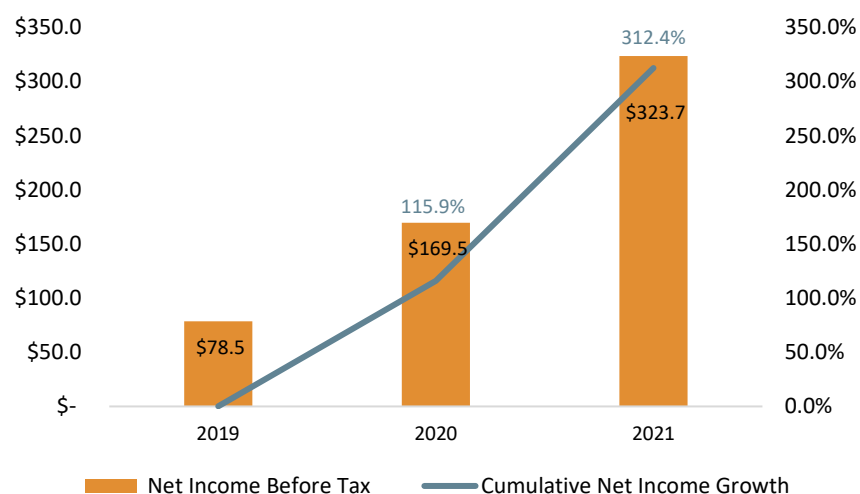
INCREASED REVENUE – INCREASED MARGINS



FORECAST VS. ACTUAL RESULTS FOR THE SECOND HALF OF 2021

	ACTUAL 2H21	FORECAST 2H21
Closing FUM [†] (US\$ billions)	91.2	88.6
Average FUM [†] (US\$ billions)	87.6	86.6
Net revenue (US\$ millions)	214.4	215.9
Net operating income (US\$ millions)	176.1	167.6
Net income after tax (US\$ millions)	158.5	151.3

GROWTH OF NET INCOME BEFORE TAX



FORECAST VS. ACTUAL RESULTS FOR 2021

	ACTUAL FY21	FORECAST 2021
Average FUM [†] (US\$ billions)	80.5	80.0
Net revenue (US\$ millions)	397.9	399.4
Net operating income (US\$ millions)	323.4	314.9
Net income after tax (US\$ millions)	304.9	297.7

[†] Funds under management (FUM) represent both discretionary and non-discretionary funds, as well as funds under management that are both fee paying and non-fee paying and are rounded to the nearest US \$100 million. Amounts have not been audited. All FUM are managed or advised by GQG Partners LLC, a wholly owned subsidiary of GQG Partners Inc., a Delaware corporation that is listed on the Australian Securities Exchange.

We are passionate about investing

We will always endeavour to grow, learn, adapt and attain a competitive advantage in our markets

We are the caretakers of peoples' futures

We strive to deliver sustainable high-performance outcomes with lower absolute volatility through many market cycles, with fair and reasonable fees

We have built a highly aligned organisation with a deep bench of talent

Employees have a significant investment in GQG equity and/or products and the vast majority of co-founders' net worth is in GQG

We have delivered strong investment performance

Competitive returns and value proposition have led to strong FUM growth since inception

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Unless otherwise indicated, the performance information shown is unaudited, pre-tax, net of applicable management, performance and other fees and expenses, presumes reinvestment of earnings and excludes any investor-specific charges. All past performance results must be considered with their accompanying footnotes and other disclosures.

Past performance may not be indicative of future results. Performance may vary substantially from year to year or even from month to month. The value of investments can go down as well as up. Future performance may be lower or higher than the performance presented, and may include the possibility of loss of principal. It should not be assumed that recommendations made in the future will be profitable or will equal the performance of securities listed herein.

Actual returns will be reduced by the advisory fees and any other expenses that may be incurred in the management of any investment advisory account or fund. Fees may be modified or waived for certain investors. Please refer to Part 2A of GQG's Form ADV for a complete description of GQG's customary investment advisory fees. Refer to the offering memorandum or prospectus of a fund advised by GQG for a description of fees and expenses associated with it. An investor's actual performance and actual fees may differ from the performance information shown due to, among other factors, capital contributions and withdrawals/redemptions, different fund share classes and eligibility to participate in "new issues." Certain investment strategies and fund share classes may be closed, including any share class from which performance shown has been derived.

GQG Partners claims compliance with the Global Investment Performance Standards (GIPS®) and has prepared and presented this performance information in compliance with the GIPS standards. Performance data is based on the firm's composite for this strategy. The composite was created in June 2016. Performance presented prior to June 1, 2016 occurred while the Portfolio Manager was affiliated with a prior firm. The prior firm track record has been reviewed by Ashland Partners and conforms to the portability requirements of the GIPS standards. For periods after June 1, 2016, the composite consists of accounts managed by GQG pursuant to the strategy.

Performance is calculated in US dollars. Returns are presented both gross and net of management fees and include the reinvestment of all income. Gross and net performance are calculated after the deduction of actual trading expenses and other administrative fees (custody, legal, admin, audit and organization fees). Net of fee returns also are calculated by deducting GQG's stated annual fee for separately managed accounts, pro-rated on a quarterly basis. Gross and net performance are net of foreign withholding taxes.

GQG Partners LLC is a wholly owned subsidiary of GQG Partners Inc., a Delaware corporation that is listed on the Australian Securities Exchange.

INFORMATION ABOUT FUM BY CHANNEL

Sub-advisory: Pooled funds where we provide investment advisory services on a delegated basis and the fund sponsor provides distribution services directly or through intermediaries. Intermediary: Pooled funds where we serve as primary investment adviser and arrange for distribution through third party intermediaries. Institutional: Accounts and pooled funds for which we provide investment advisory services (either directly or on a delegated basis) to institutional clients or

investors, and there is no sponsor or intermediary that provides third party distribution.

INFORMATION ABOUT BENCHMARKS

MSCI benchmark returns have been obtained from MSCI, a non-affiliated third-party source. Neither MSCI nor any other party involved in or related to compiling, computing or creating the MSCI data makes any express or implied warranties or representations with respect to such data (or the results to be obtained by the use thereof), and all such parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with respect to any of such data. Without limiting the foregoing, in no event shall MSCI, any of its affiliates or any third party involved in or related to compiling, computing, or creating the data have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

Net total return indices reinvest dividends after the deduction of withholding taxes, using (for international indices) a tax rate applicable to nonresident institutional investors who do not benefit from double taxation treaties.

Information about benchmark indices is provided to allow you to compare it to the performance of GQG strategies. Investors often use these well-known and widely recognized indices as one way to gauge the investment performance of an investment manager's strategy compared to investment sectors that correspond to the strategy. However, GQG's investment strategies are actively managed and not intended to replicate the performance of the indices: the performance and volatility of GQG's investment strategies may differ materially from the performance and volatility of their benchmark indices, and their holdings will differ significantly from the securities that comprise the indices. You cannot invest directly in indices, which do not take into account trading commissions and costs.

The MSCI All Country World Index (MSCI ACWI) is a global equity index, which tracks stocks from 23 developed and 27 emerging markets countries. Developed countries include: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, the UK, and the US. Emerging markets countries include: Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Kuwait, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, Saudi Arabia, South Africa, Taiwan, Thailand, Turkey, and the United Arab Emirates. With 2,964 constituents (as at 31 December 2021), the index covers approximately 85% of the global investable equity opportunity set.

The MSCI All Country World ex USA Index (MSCI ACWI ex USA) is an international equity index that excludes securities from the United States. The index tracks stocks from 22 developed and 27 emerging markets countries. Developed countries include: Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland, and the UK. Emerging markets countries include: Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Kuwait, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, Saudi Arabia, South Africa, Taiwan, Thailand, Turkey, and the United Arab Emirates. With 2,341 constituents (as at 31 December 2021), the index covers approximately 85% of the international equity opportunity set outside of the US.

The MSCI Emerging Markets Index is a free float-adjusted market capitalization index that consists of indices in 27 emerging economies: Argentina, Brazil, Chile, China, Colombia, Czech Republic, Egypt, Greece, Hungary, India, Indonesia, Korea, Kuwait, Malaysia, Mexico, Pakistan, Peru, Philippines, Poland, Qatar, Russia, Saudi Arabia, South Africa, Taiwan, Thailand, Turkey, and the United Arab Emirates. With 1,407 constituents (as at 31 December 2021), the index covers about 85% of the free float-adjusted market capitalization in each country.

The S&P 500® Index is a widely used stock market index that can serve as barometer of US stock market performance, particularly with respect to larger capitalization stocks. It is a market-weighted index of stocks of 500 leading companies in leading industries and represents a significant portion of the market value of all stocks publicly traded in the United States.

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Fisher & Paykel Healthcare
Corporation Limited /
ASX: FPH

Lyndal York
Chief Financial Officer

Fisher & Paykel

HEALTHCARE

▶ ● LOOKING FORWARD ▶

Fisher & Paykel Healthcare at a glance

Global leader in respiratory humidification devices

- Medical device manufacturer with leading positions in respiratory care and obstructive sleep apnea
- >50 years' experience in changing clinical practice to solutions that provide better clinical outcomes and improve effectiveness of care
- Estimated NZ\$25+ billion and growing market opportunity driven by demographics
- Significant organic long-term growth opportunities in respiratory care, OSA, COPD and surgery
- Large proportion (76%) of revenue from recurring items, consumables and accessories
- High level of innovation and investment in R&D with strong product pipeline
- High barriers to entry

Global presence

Our people
are located in
53 countries



3,927
in New Zealand

2,608
in North America,
including Mexico

380
in Europe

460
in the rest
of the world

Strong financial performance

- Continued target, and history of, doubling our revenue (in constant currency terms) every 5 to 6 years
- Targeting gross margin of 65% and operating margin of 30%
- Growth company with a strong history of increasing dividend payments

~NZ\$25+ billion and growing market opportunity

Total addressable market estimates

HOSPITAL

~150+ million patients

Invasive Ventilation



Non-invasive Ventilation



Hospital Respiratory Support



Surgical Technologies



NEW APPLICATIONS

Applications outside of invasive ventilation

HEMOCARE

~100+ million patients

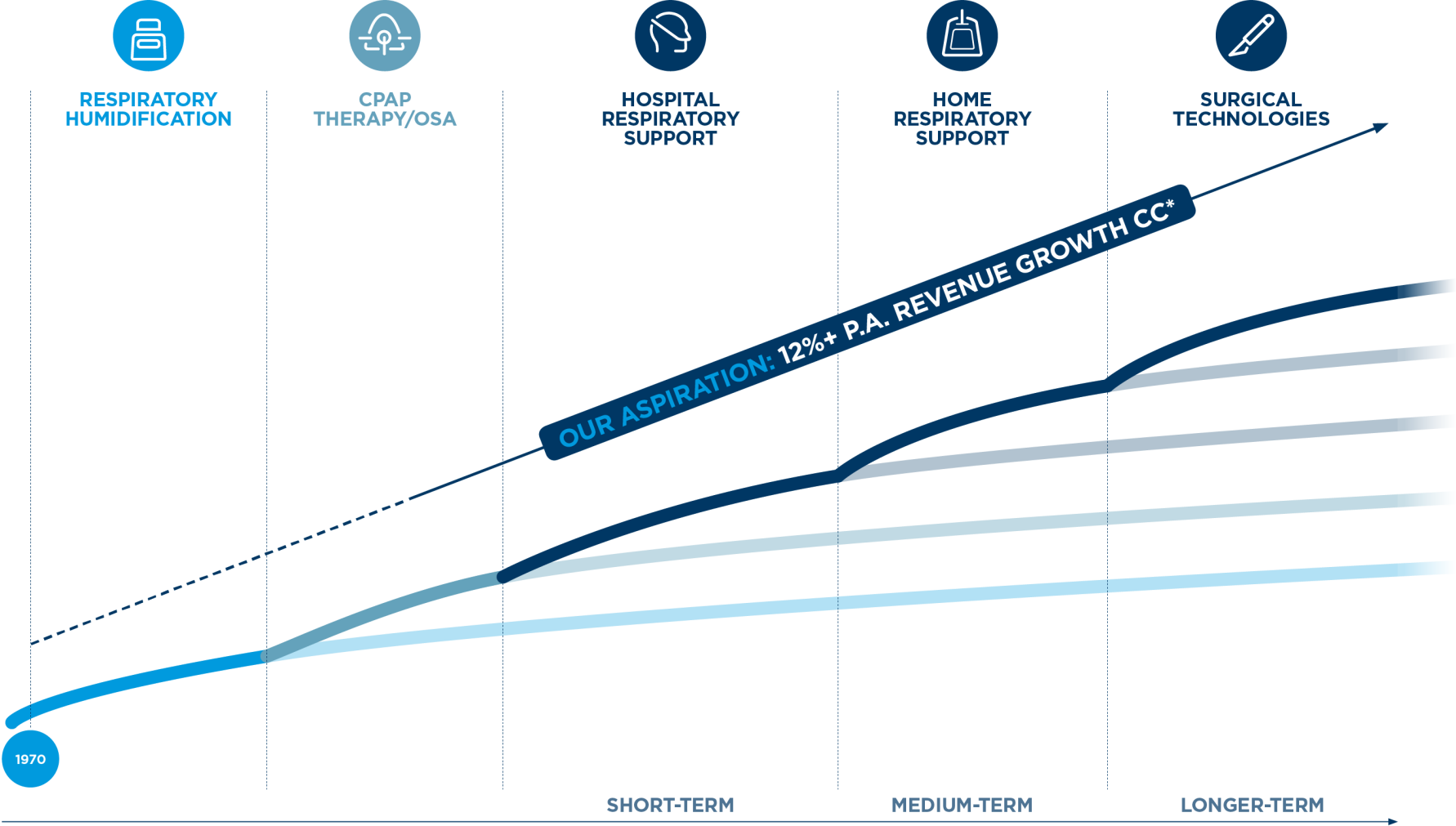
Home Respiratory Support



Obstructive Sleep Apnea



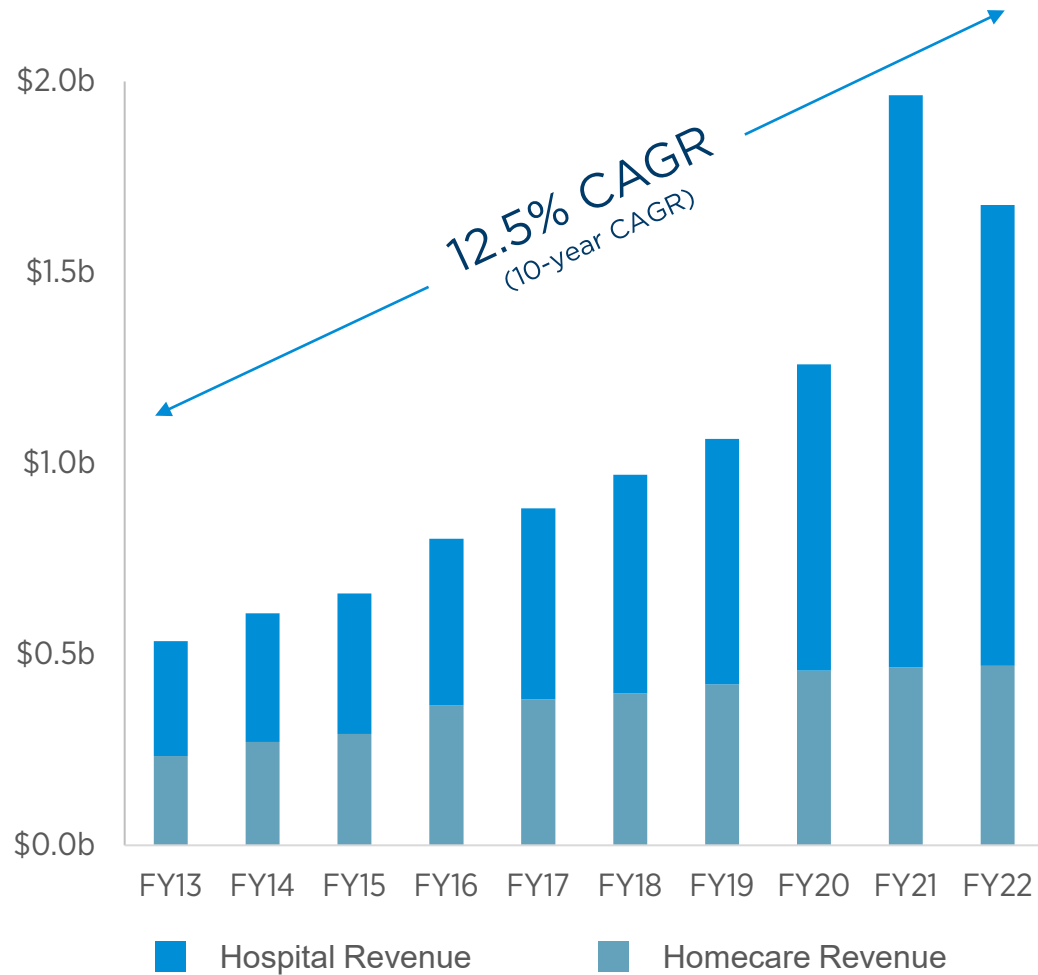
Our aspiration – prior to COVID-19



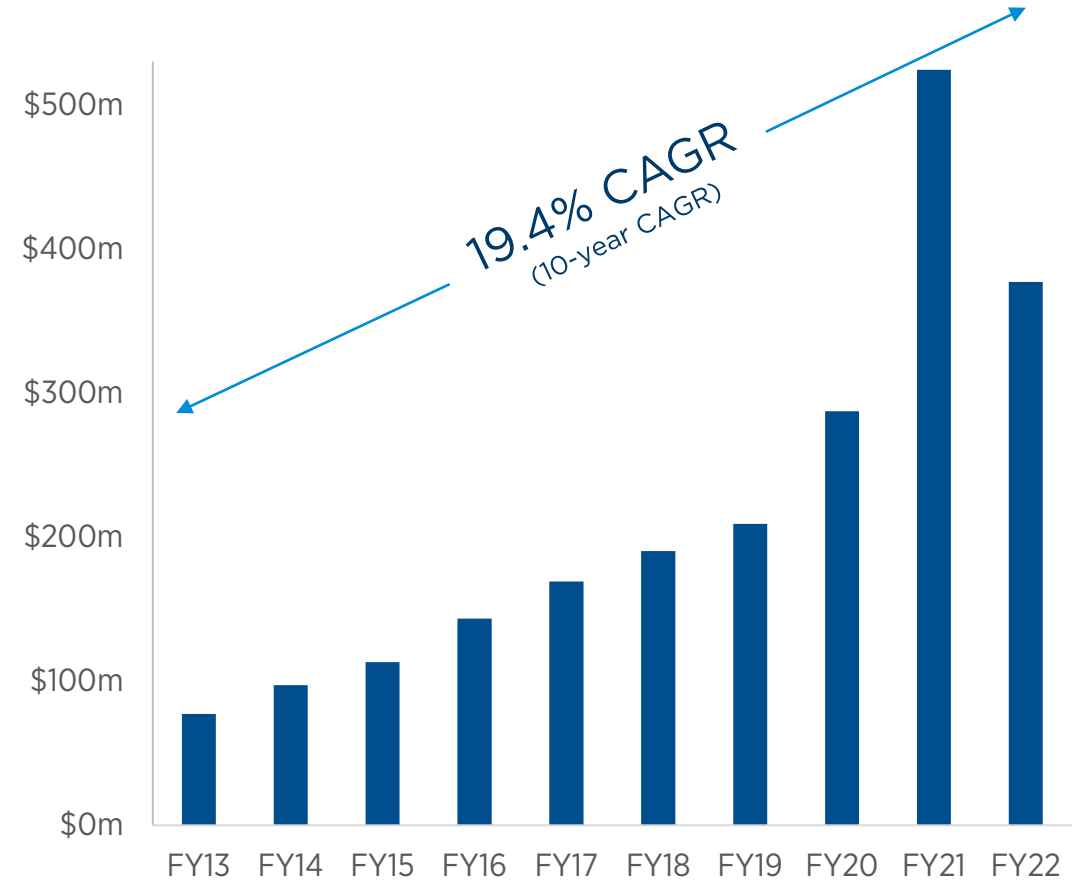
OUR ASPIRATION:
Sustainably
DOUBLING
our constant
currency revenue
every 5-6 years.

10-year financial summary

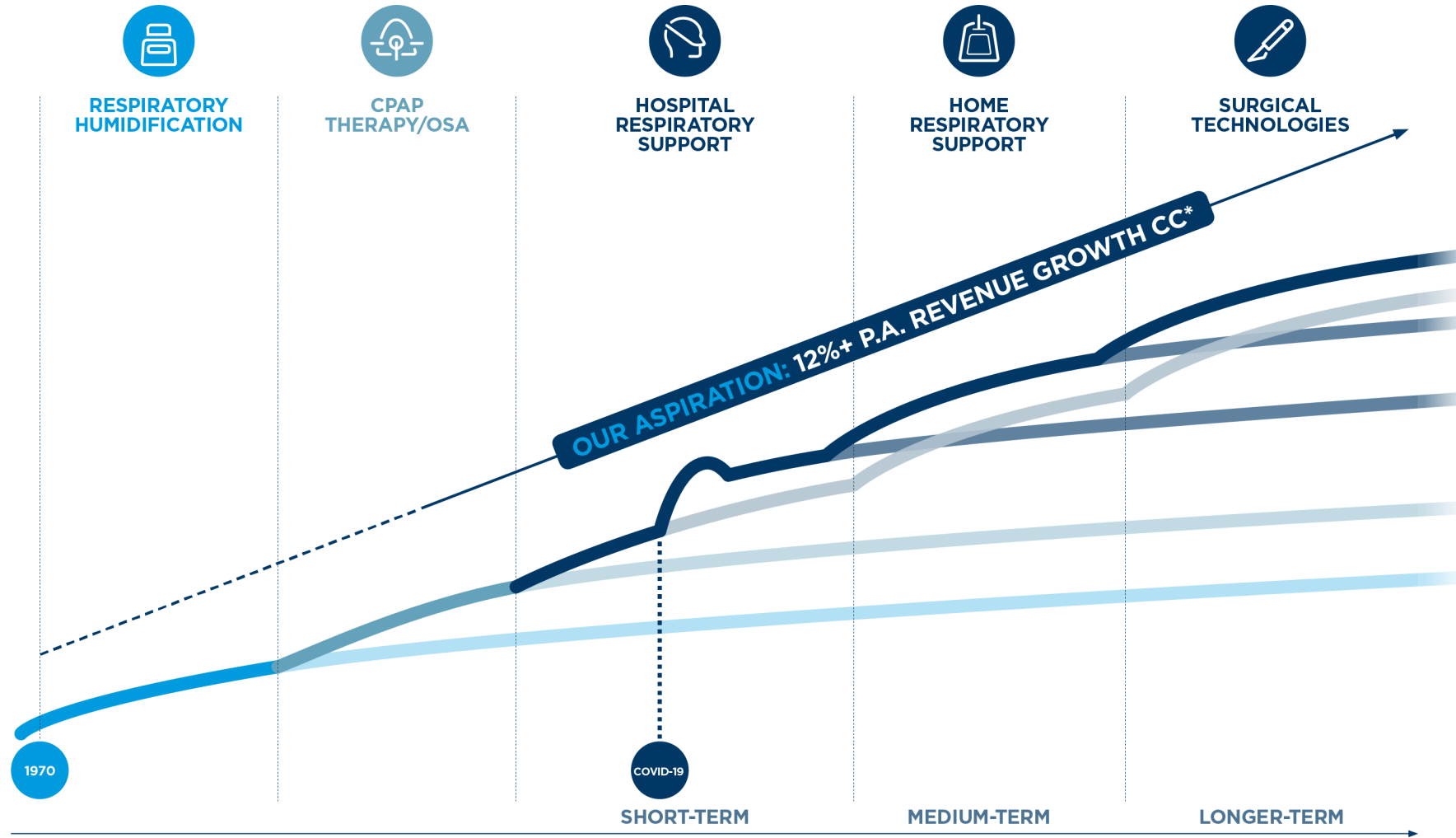
Revenue



Net profit after tax



Our aspiration - now

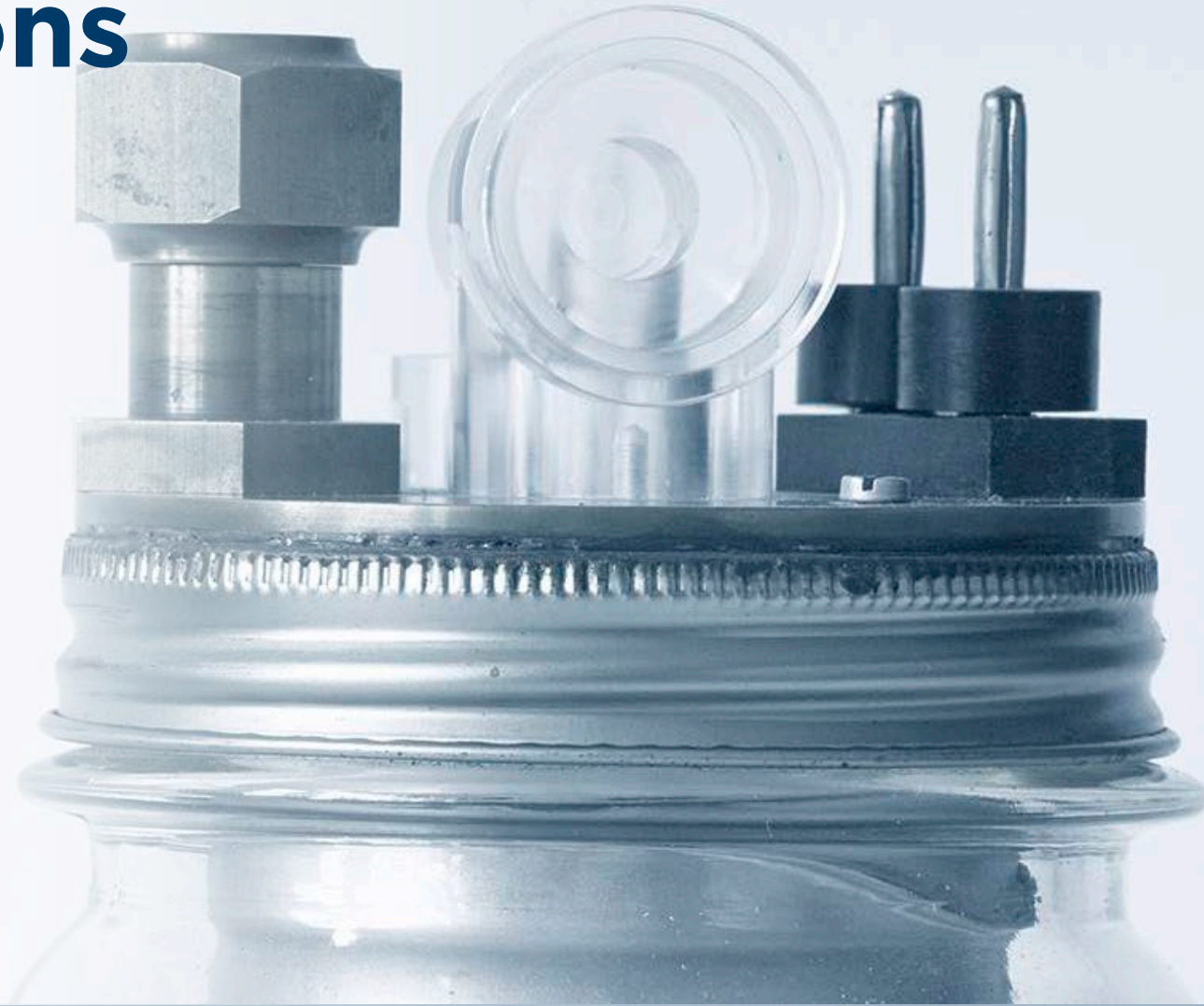


OUR ASPIRATION:
Sustainably
DOUBLING
our constant
currency revenue
every 5-6 years.

COVID-19 has accelerated placement of hospital hardware and given us the opportunity to advance our longer-term plans.



Questions





Thank you



Ventia Services Group Limited / ASX: VSL

Dean Banks
Group Chief Executive Officer



ASX CEO Connect

DEAN BANKS – GROUP CHIEF EXECUTIVE OFFICER
21 JUNE 2022

CY21 PERFORMANCE HIGHLIGHTS

Successfully transitioned to life as a listed entity

- Safety performance improved with 28% reduction in TRIFR¹
- Outperformance on key prospectus forecasts
- Work in hand up 28% to \$16.8b after securing \$8.2b of work
- Dividend of 1.47 cents per share, fully franked, for the 43 days since IPO, paid 6 April
- Investment grade balance sheet post refinancing
- Navigated COVID-19 (including labour availability) with minimal business impact
- Absolute emissions reduction of 10% achieved
- Strategy to Redefine Service Excellence launched

1. TRIFR – Total recordable injury frequency rate – calculated as the total number of recordable injuries, divided by hours worked in millions.



KEY CY21 FINANCIAL RESULTS HAVE OUTPERFORMED PROSPECTUS

Pro forma CY21 as at 31 December 2021¹

TOTAL REVENUE

\$4,557.4m

▼ 1% CY20
▲ 1% ON PROSPECTUS

EBITDA

\$379.9m

▲ 7% CY20
▲ 4% ON PROSPECTUS

EBITDA MARGIN

8.3%

▲ 0.6 PPTS ON CY20
▲ 0.2 PPTS ON PROSPECTUS

NPATA

\$146.8m

▲ 23% CY20
▲ 5% ON PROSPECTUS

CASH CONVERSION RATIO

84.9%

▼ 2.1 PPTS CY20
▲ 0.2 PPTS ON PROSPECTUS

WORK IN HAND

\$16.8b

▲ 28% ON CY20
▲ 8% ON PROSPECTUS
(31 July 21)

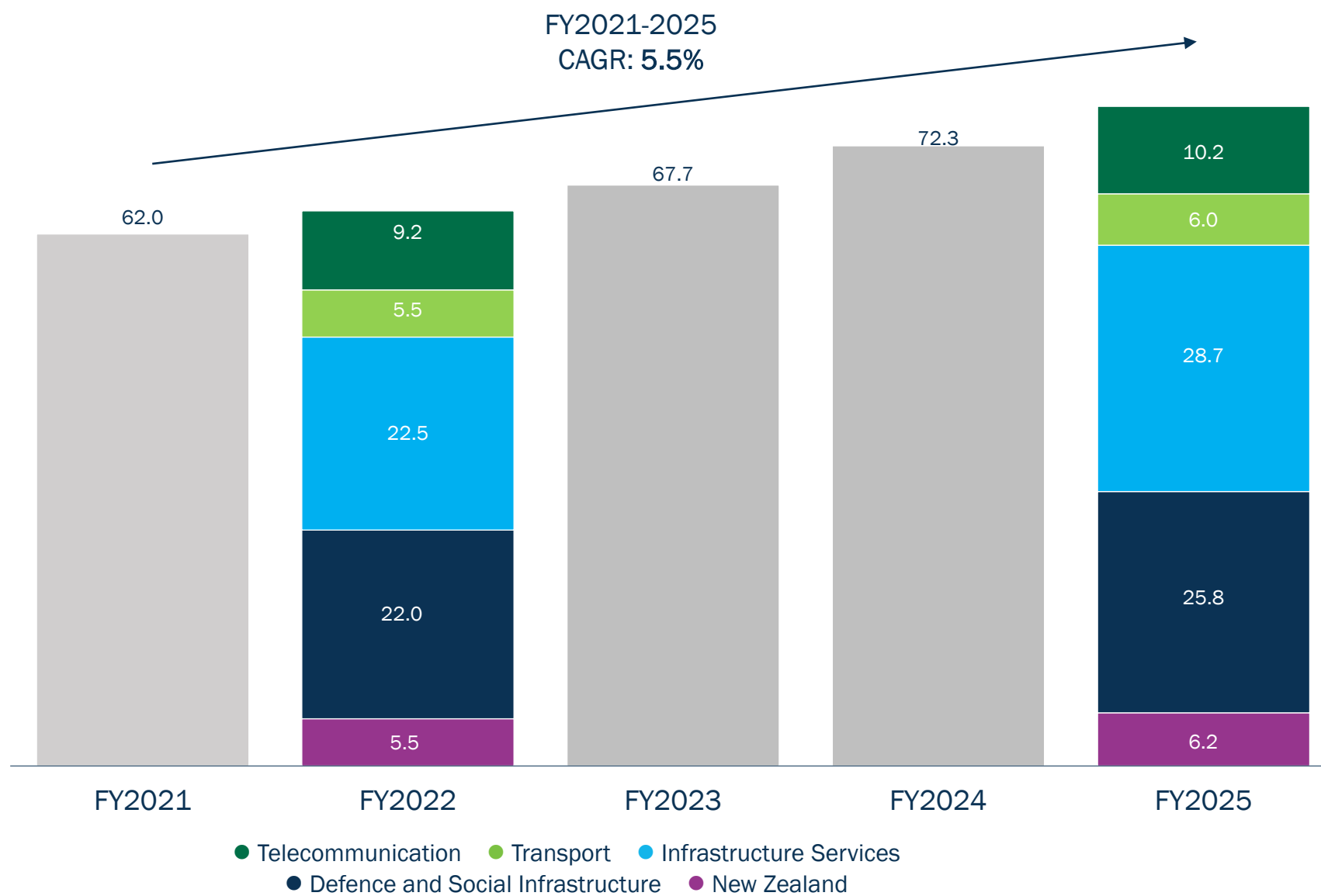
1. Pro forma results are non-IFRS measures that are used by Management to assess the performance of the business. They have been calculated from the statutory measures by adjusting the results for the financial impact of the Broadspectrum acquisition, the IPO and related refinancing. Refer to Page 23-24 of the FY21 investor presentation for statutory to Pro forma NPATA reconciliation and Pro forma consolidated statement of profit or loss



For when it's **essential**.

TRENDS SHAPING VENTIA'S GROWTH

Estimated Addressable Market Size across Australia And New Zealand (\$b)^{1,2,3}



1. BIS Oxford Economics (2021). Refers to the financial years ended 30 June.
 2. Refer to the prospectus for further information on the methodology BIS Oxford Economics used to estimate the addressable market.
 3. Numbers presented in current prices (nominal value).

Supporting forecasted growth Demand Drivers



Size and growth of asset base



Outsourcing rates



Population growth



Technology adoption and automation



Decarbonisation and environmental regulation

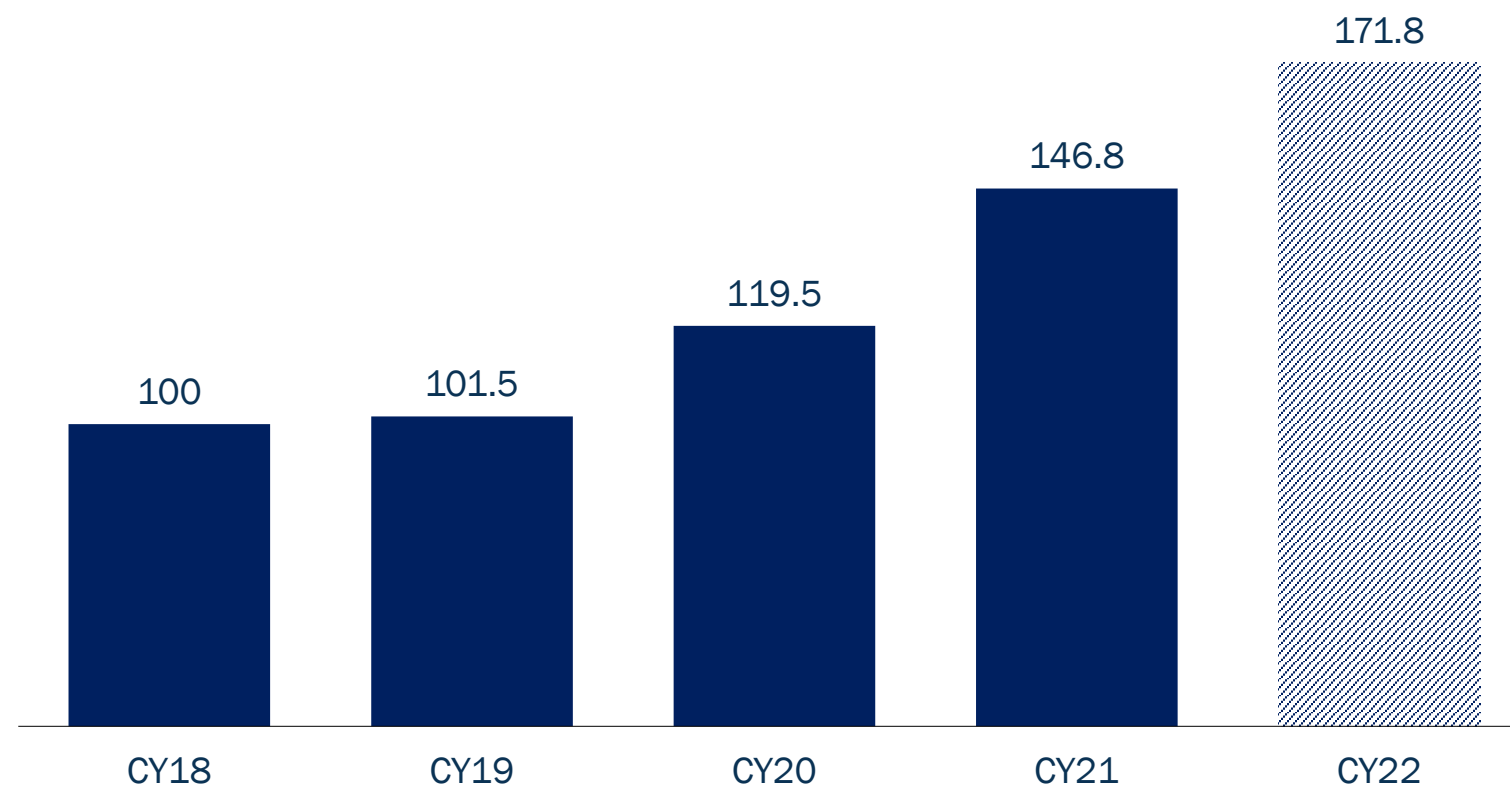
Recent contract awards

- Austin Health - Facilities Management, \$202m revenue over 10yrs
- Transpower New Zealand – NZ grid services, \$300m revenue over 5yrs
- TfNSW - Western and Sydney Harbour Tunnel, \$450m revenue over 15yrs
- Whole of Australian Govt – Property Services, \$270m revenue over 2yrs
- SA Government - Across Government Facilities Management Arrangement (AGFMA), 1.4b revenue over 5.6yrs
- Chevron Australia – Maintenance Contract, 1.0b revenue over 10yrs
- NBN Co (N2P) – fibre upgrade, \$400m revenue over 2yrs

DELIVERING DIVIDEND PAYOUT RATIO OF 75% FOR SHAREHOLDERS

Cash performance supporting our dividend program

Pro forma NPATA (\$ millions)



Dividends

- Final dividend to 31 December 2021 of 1.47 cents per share (75% of pro forma pro rata NPATA) for the period from 19 Nov – 31 Dec 2021
- Paid 6 April 2022, fully franked
- Future target payout ratio of 60-80% of NPATA

OUR COMMITMENT TO SUSTAINABILITY

OUR ESG TARGETS

ENVIRONMENT

- Committed to Science Based Targets initiative to set emission reduction and net zero targets
- 100% renewable energy by 2030
- 100% EV and hybrid fleet by 2030

SOCIAL

- Aligned to HESTA 40:40 Vision commitment
- 40% female participation in senior management and all employees
- Retain Reconciliation Australia's Elevate RAP status

GOVERNANCE

- Compliance with the ASX Corporate Governance Principles and Recommendations
- All significant suppliers compliant with our Supplier Code of Conduct
- Maintain and improve systems and processes to prevent modern slavery within our diverse businesses & supply chains

SUMMARY AND CY22 OUTLOOK

- Strongly positioned for success in CY22 and beyond
- CY22 key pro forma prospectus forecasts reaffirmed:
 - NPATA guidance of \$171.8m
 - Total revenue of \$4,942.6m
 - EBITDA of \$408.6m
 - Cash conversion of 91.4%
- Positioned to capitalise on favourable market conditions
- Differentiating through our strategy to Redefine Service Excellence



QUESTIONS?



DISCLAIMER

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Information, including forecast financial information, in this presentation should not be considered as a recommendation in relation to holding, purchasing or selling shares, securities or other instruments in VNT or any other entity. Due care and attention has been used in the preparation of forecast information. However, actual results may vary from forecasts and any variation may be materially positive or negative. Forecasts by their very nature are subject to uncertainty and contingencies, many of which are outside the control of VNT. Past performance is not a reliable indication of future performance.



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Smartgroup Corporation Limited / ASX: SIQ

Tim Looi
Chief Executive Officer

The logo for Smartgroup Corporation is displayed within a purple rounded rectangle. The word "smart" is in white lowercase letters, "group" is in a lighter purple lowercase font, and "corporation" is in white lowercase letters below it.

smart
group
corporation



CEO Connect

ASX: SIQ

21 June 2022

Our investment proposition

Smartgroup's investment proposition is underpinned by a capital light business model, generating strong cash flows and dividends



~380,000

Salary Packaging
customers



~63,000

Novated
Leases



~25,000

Fleet Vehicles
Managed



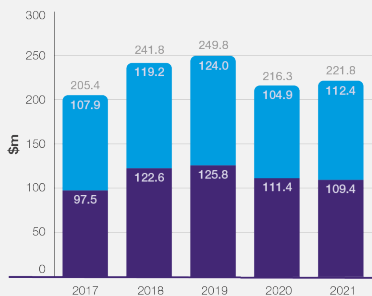
~700

Full Time
Equivalents

- ✓ Premium established player with scale in a proven industry
- ✓ Proven and resilient earnings, with high cash flow conversion, solid returns and fully franked dividends
- ✓ Robust capital light business model supported by a strong balance sheet
- ✓ Diversified customer base operating in attractive sectors
- ✓ Strong long-term contractual relationships with key clients
- ✓ Growth strategy and enhanced operational efficiencies through digital investment

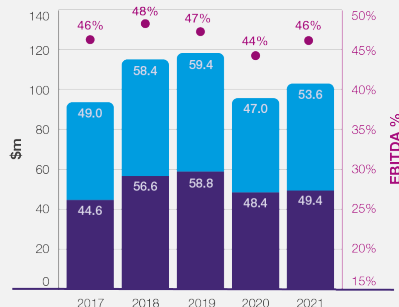
We deliver strong EBITDA margins and dividends to shareholders

Revenue



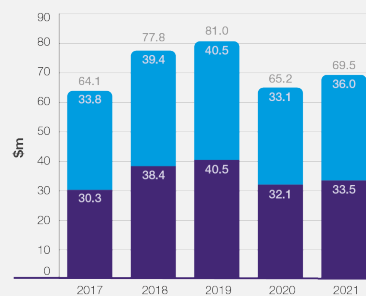
● H1
● H2

EBITDA¹



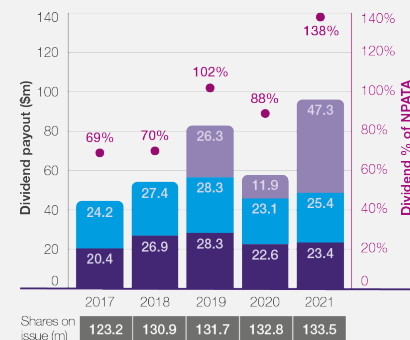
● H1 ● H2 ● EBITDA margin

NPATA¹



● H1
● H2

Dividend (fully franked)²



● H1 ● H2 ● Special ● Dividend % of NPATA

Shares on issue (m)
2017: 123.2, 2018: 130.9, 2019: 131.7, 2020: 132.8, 2021: 133.5

- Adjusted to reflect one-off impact on adoption of AASB 16 Leases from January 2018. Impact is to increase 2018 EBITDA by \$1.6m in each of H1 and H2 and reduce 2018 NPATA by \$0.1m in each of H1 and H2.
- In addition to the \$11.9m 2020 special dividend, a \$7.3m 2021 special dividend was declared in February 2021 in relation to profits earned by group companies in 2020. This \$7.3m is classified as an interim special dividend within the 2021 Annual Report.

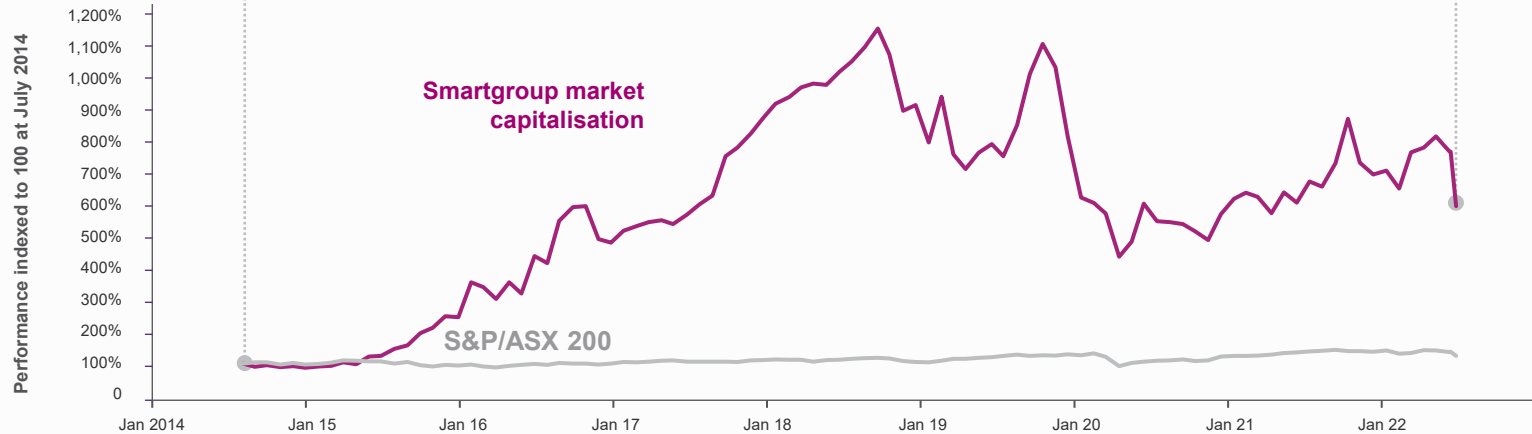
Shareholder returns

Since listing in 2014, Smartgroup has paid ~\$388m in fully franked dividends (~\$166m franking value)

~\$160M SIQ Market Cap | 2 July 2014



~\$0.9B SIQ Market Cap | 16 June 2022



Source: Macquarie

Current market cap is ~5.4x IPO market cap and share price is ~4.1x IPO issue price
Total Shareholder Return >550% since IPO, including franking value

What we do

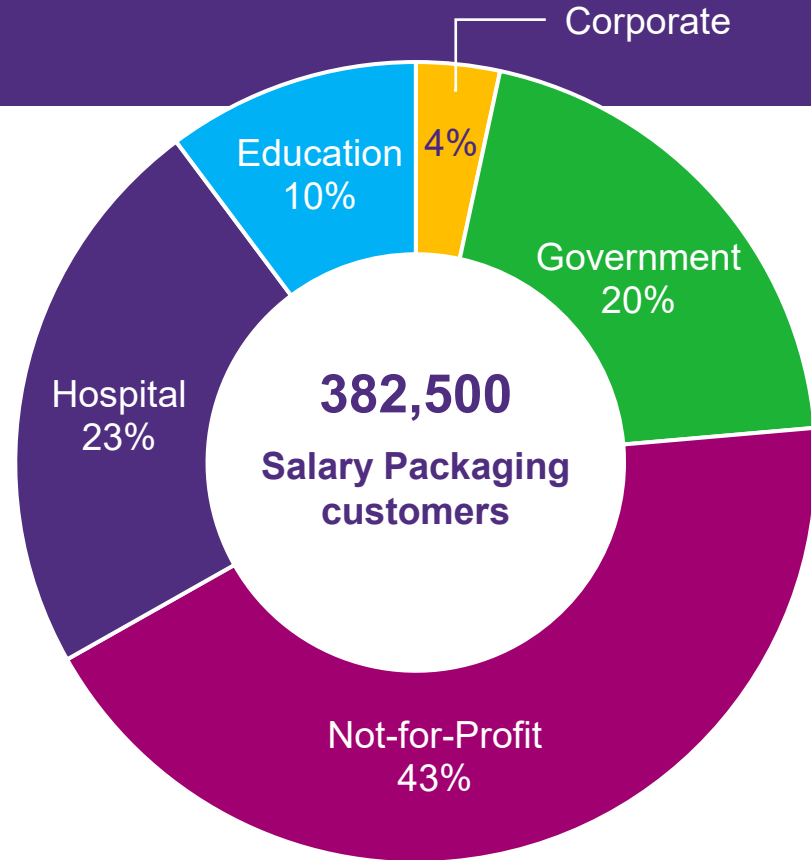
At Smartgroup, we simplify salary packaging, fleet management and a range of other employee benefit services for organisations across Australia



Who we serve

Our employer clients and employee customers

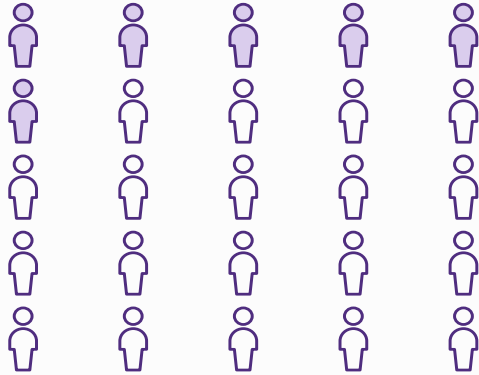
- **Not-for-Profit** – charities, disability and aged care providers
- **Hospital** – public and private
- **Government** – local, state and federal
- **Corporate** – small, medium and large
- **Education** – schools, universities, state departments and dioceses





Significant organic growth opportunities from existing clients

Addressable market

c.1.2-1.5m¹ employees
within existing client base





 = 60,000 employees (potential customers)
 Smartgroup customers

Addressable market

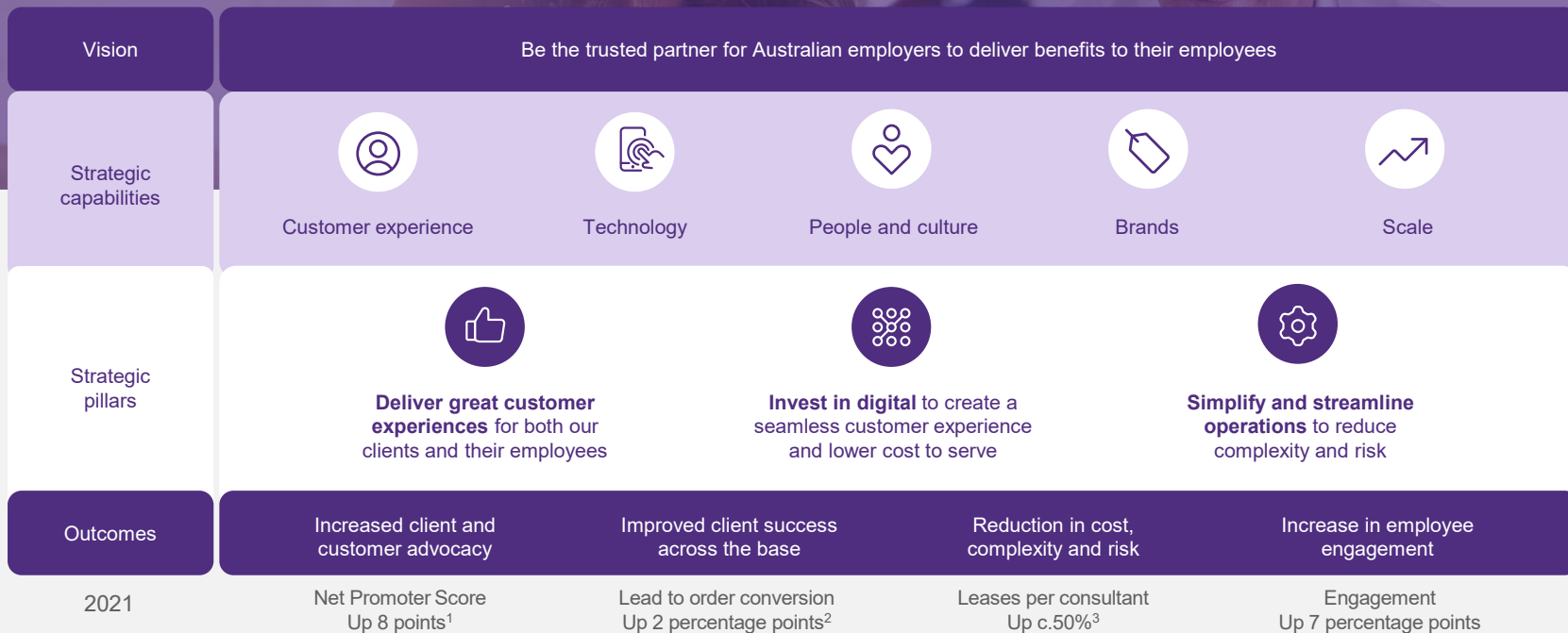
c.0.9-1.2m² total cars owned
by those employees



 = 60,000 cars (potential Smartgroup novated vehicles)
 Smartgroup novated vehicles

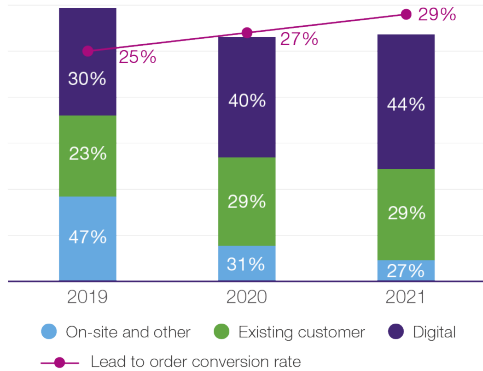
1. Number of employees within existing client base is a Smartgroup management estimate based on publicly available data and data provided by current clients.
2. Number of cars owned by those employees is a Smartgroup management estimate derived with input from ABS 3101.0 National, state and territory population Sept 2020, ABS Motor Vehicle Census Australia 2020, and VFACTS private vehicle sales data.

Smart Future Program Launched May 2021



Increased focus on **digital engagement** and **improved experiences** have led to **growth** in digital novated leads and better lead **conversion**

Novated leads by channel and conversion rates



Lead to order conversion rate increasing 4 percentage points from 2019¹

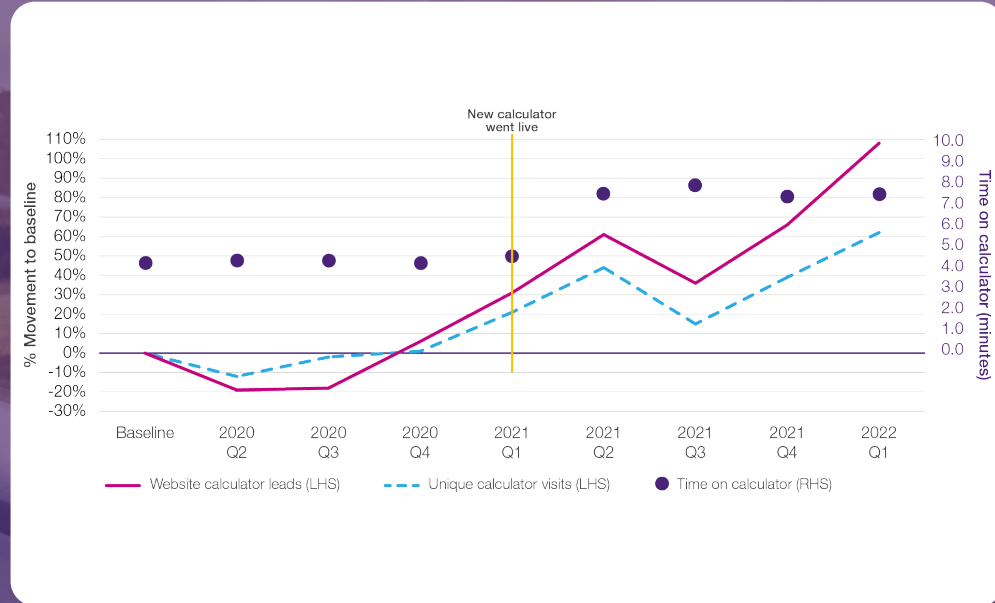
Novated leasing leads have reduced from 2019 with **restricted on-site access**

Increased focus on **digital engagement** throughout late 2020 and 2021 has seen digital leads **grow significantly**, both in total and as a proportion of total leads

Improved customer journeys and customer experience training saw **lead conversion increase** across most channels

Leads expected to **further increase** as on-site client activity restrictions ease

New Smartleasing vehicle calculator has seen sustained improvement in customer engagement and leads

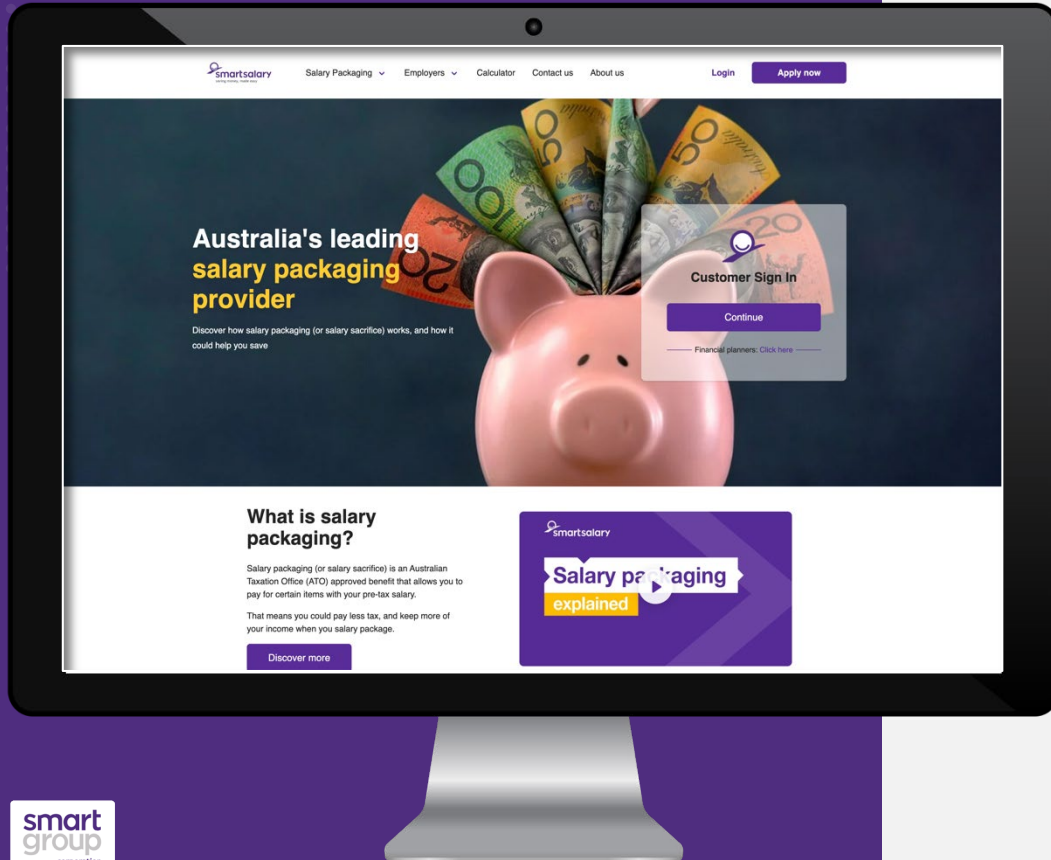


c.40%+ increase in **calculator traffic** and c.60%+ increase in **calculator leasing leads**¹

c.80% increase in the time customers spend **interacting** with calculator/self-educating¹

Increased calculator visit to **lead conversion worth c.\$3m+ in vehicle order revenue p.a.**²

1. Baseline period is 12 months prior to mid-March 2021 go-live of new Smartleasing calculator.
 2. Assuming historic lead to vehicle order conversion.



We will launch new digital assets promoting education and digitising interactions

New Smartsalary website

- ✓ Simpler
- ✓ Better user experience
- ✓ Improved data analytics

Customers will be able to engage with Smartgroup for novated leasing digitally 24/7

New vehicle sales portal

- ✓ Digitising customer education and interactions
- ✓ End-to-end sales process when all development phases are complete



A capital light
and resilient
business
generating solid
cash flows and
dividends

Solid performance with minimal corporate debt and **strong cash generation**

Resilient income generated from clients operating in **defensive sectors**

Strong **long term contractual arrangements** with clients

Growth strategy and enhanced operational efficiencies through **digital investments** already showing success

Large addressable market being targeted to broaden service offering uptake

Proven **capital and income returns** delivered for shareholders over the long term

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