

16 November 2022

The Manager ASX Market Announcements Australian Securities Exchange Limited Sydney NSW 2000

Platinum Asset Management Limited (PTM) – 2022 Annual General Meeting Chairman and CEO Address and Presentation Slides

PTM will hold its 2022 Annual General Meeting (AGM) today at 10:00am (AEDT).

Attached are copies of the addresses to be given by the PTM Chairman, Guy Strapp and by the Managing Director and Chief Executive Officer, Andrew Clifford at the AGM today, along with the presentation slides.

<u>Authorised by</u> Joanne Jefferies | Company Secretary

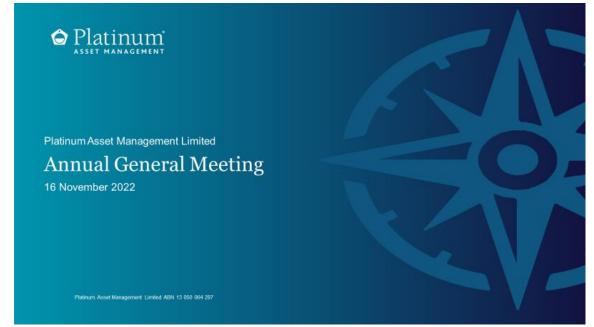
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Platinum Asset Management Limited, 2022 Annual General Meeting – Chairman and Chief Executive Officer's address and presentation slides 16 November 2022 10.00am

Introduction and welcome



Good morning Ladies and Gentleman and welcome to today's Annual General Meeting. My name is Guy Strapp and I am delighted to address you as a Director and the Chairman of Platinum Asset Management Limited.

I am informed by the Group Company Secretary that there is a quorum present, so I declare our 2022 AGM open. The Notice of Meeting dated 14 October 2022 was published on the ASX and sent to Shareholders and I will take the notice as read.

I would like to begin by acknowledging that I am speaking to you today from the lands of the Gadigal people of the Eora nation. I also acknowledge the traditional custodians of the various lands on which each of you join the meeting from today. I hereby pay my respects to their Elders past, present and emerging.

This year we are holding our first hybrid AGM, which provides you, our Shareholders, with the option to either attend in-person or via the online meeting platform. We hope that in doing so, we have been able to encourage broader participation amongst our Shareholders.

Andrew Clifford will provide a formal CEO update directly after my address. He will also provide an informal update on investment performance and global markets in his role as Co-Chief Investment Officer after the formal business of the meeting has been concluded.

Voting

For those Shareholders present in the room you should have received a voting card to enable you to cast your votes. If you have not received your voting card, please see one of the Computershare representatives at the registration desk.

For those Shareholders who have joined us online, in the top right corner you should see four icons. You can toggle between these at any time during the meeting. When you select the vote icon at the top of your screen you will see each of the resolutions that you can cast a vote on. To cast your vote, simply select one of the options. There is no need to hit a submit or enter button as the vote is automatically recorded and you will see a green tick beside each resolution you have voted on. You have the ability to change your vote right up until the time I declare voting closed.

In terms of voting today, all resolutions are being voted on by poll.

Shareholders in the room and online can now cast their votes on the resolutions included in the Notice of Meeting and can do so until the poll is closed. Voting will remain open during the meeting and I will give you a warning when voting is about to close.

Questions

All Shareholders present in the room, online or by phone will have the opportunity to ask questions in respect of the items of business for this meeting.

For those Shareholders in the room, if you would like to ask a question, when we move to question time in relation to the relevant item of business, please raise your hand and a Platinum representative will bring a microphone over to you.

For those attending online you will need to select the Q&A icon at the top right, select the topic your question relates to and then type your question into the box at the bottom of the screen and select send. You are able to submit questions on any item of business at any time during the meeting. However, these will only be answered when we get to the relevant item of business.

If you are attending online and prefer to ask a question verbally, an audio facility is available. To use this service, please follow the instructions provided on the online platform which are detailed below the broadcast. You will be provided with a phone number and meeting ID number to dial on your phone, once joined you will sit in a waiting room. When you are ready to ask a question, please press *9 on your keypad, which indicates that you have a question. When prompted by the Chairman, the operator will unmute your line and ask you to introduce yourself to the meeting and then ask your question.

Lastly, this meeting is being recorded and the recording will be made available on Platinum's website in the following few days.

Before we move to the formal business of the meeting, I would like to share with you my reflections on the past year.

Markets

Markets – to year ended 30 June 2022

- Global equity markets (MSCI AC World Net Index (\$A)) fell by 8%
- Strong first half of the financial year offset by a 16% fall in global equity markets during the second half of the financial year
- Platinum's share price decreased from \$4.91 at the start of the financial year to \$1.74 at the close of the financial year

During the last financial year to 30 June 2022, global equity markets (MSCI AC World Net Index (\$A)) fell by 8%¹. The strong first half of the financial year was more than offset by a 16% fall in global equity markets during the second half of the year, as the prolonged bull market finally came to an end. This fall reflected the impact of a broad raft of geo-political and economic events, including the Russia-Ukraine war, rising inflation and the consequential tightening of monetary policies.

As a global equity manager that is heavily exposed to both rising and falling markets, Platinum's own share price decreased dramatically, closing the 2022 financial year at \$1.74, down from \$4.91 at the start of the financial year. The decrease reflects a range of factors, some of which were within our ability to control (most notably our investment performance for clients) and some of which were not (the impact of general market declines on our FUM based revenue and a broader de-rating of the asset management industry sector by investors).

¹ Source: Factset Research Systems Inc. Past performance is not a reliable indicator of future performance.



In this challenging environment, it is important to consider Platinum's long-term business strategy which is deliver good investment returns for our clients, maintain a strong team and distinctive culture, grow funds under management (FUM) both onshore and offshore, and to ensure we have efficient and scalable infrastructure. This year the Board and the senior leadership team were actively engaged in refining this strategy and are fully aligned and committed to delivering on it.

Andrew Clifford will provide more insight on Platinum's business strategy during his CEO update.

Investment Performance to 30 June 2022

International, Asia, Japan and European Funds outperformed their market indices in FY 2022

PERFORMANCE OF PLATINUM TR TO 30 JUNE 2022	UST FUNDS	1 YEAR	5 YEAR P.A.	10 YEAR P.A.	SINCE INCEPTION P.A.	FUM (A\$B)
International Fund	- Absolute Return	- 5.9%	5.6%	11.2%	11.4%	7.4
(PMs: AC, CS, ND)	- Relative Return	+ 2.1%	-3.8%	- 2.0%	+ 4.4%	
Asia Fund	- Absolute Return	- 14.5%	7.7%	11.8%	13.1%	3.5
(PMs: AC, CR)	- Relative Return	+ 3.6%	+ 2.3%	+ 2.0%	+ 4.1%	0.0
Japan Fund	- Absolute Return	-7.7%	3.7%	14.0%	12.5%	0.5
(PM: JH)	- Relative Return	+ 4.9%	-0.3%	+ 4.1%	+ 9.8%	0.0
European Fund	- Absolute Return	-11.5%	3.2%	9.7%	10.1%	0.4
(PMs: ND, ACa)	- Relative Return	+ 0.9%	-0.7%	+ 0.5%	+ 7.2%	0.4
Brands Fund	- Absolute Return	- 22.8%	6.3%	11.1%	11.4%	0.5
(PM: JH)	- Relative Return	- 14.8%	- 3.0%	- 2.1%	+ 7.5%	0.0
Health Care Fund	- Absolute Return	- 33.7%	7.2%	13.6%	8.9%	0.4
(PM: BO)	- Relative Return	- 37.9%	- 4.5%	- 2.9%	-0.7%	0.4
Global (Long Only) Fund	- Absolute Return	-16.5%	4.1%	11.2%	9.3%	0.2
(PM: CS)	- Relative Return	- 8.4%	- 5.2%	- 2.0%	+ 1.9%	0.2
Technology Fund	- Absolute Return	- 18.8%	8.5%	12.6%	9.2%	0.1
(PMs: AB)	- Relative Return	- 5.6%	- 10.3%	- 8.4%	+ 5.7%	0.1
PORTFOLIO MANAGERS:	molinski IV – Jamia Malsa Arta -Art				Subtotal (ASb) % of Total FuM	13.0

PORTFOLIO MANAGERS: AC = Andrew Ciliford, CS = Clay Smolinski, JH = Jamie Halse, ACa =Adrian Coliga, ND = Nik Dvomak, BO = Bianca Ogden, AB = Alessandro Barbi, CR = Cameron Robertson

Specifically, in relation to investment performance, whilst no-one likes negative returns, Platinum's International, Asia, Japan and European Funds all outperformed their market indices for the financial year ended 30 June 2022. With the sell-off in markets we are starting to see the benefits of Platinum's differentiated investment approach emerge.

Investment Performance to 30 June 2022 - cont'd

Performance of International and Asia flagship funds for FY 2022

PERFORMANCE OF FLAGSHIP 30 JUNE 2022	FUNDS TO	6 months	1 YEAR
International Fund	- Absolute Return	- 5.4%	- 0.9%
(PMs: AC, CS, ND)	- Relative Return	+ 10.2%	+ 2.1%
Asia Fund	- Absolute Return	- 8%	- 14.5%
(PMs: AC, CR)	- Relative Return	+ 3.5%	+ 3.6%



² Source: Platinum and Factset Research Systems Inc. Fund returns are annualised, calculated using the relevant fund's NAV unit price for C Class and represent the combined income and capital returns over the specified period. Fund returns are net of accrued fees and costs, pre-tax, and assume the reinvestment of distributions. Relative returns represent the returns of the relevant fund relative to the fund's nominated index as stated in the Platinum Trust Product Disclosure Statement dated 31 October 2022. Past performance is not a reliable indicator of future performance.

For example, Platinum's flagship International Fund (C Class) returned -5.4% in the six months to 30 June 2022, against the MSCI AC World Net Index (\$A) which returned -15.6% for the same period.

Similarly, Platinum's flagship Asia Fund (C Class) returned -8.0% in the six months to 30 June 2022 with the MSCI AC Asia ex-Japan Net Index (\$A) returning -11.5% for the same period.

However, it is abundantly clear to us that FUM growth, and thus growth in revenues and ultimately Shareholder returns, is largely dependent on us being able to consistently deliver good absolute investment returns.

Andrew Clifford will also spend time during his informal address to discuss investment performance and his outlook for the funds and global markets more generally.





Profit before tax decreased by 37% to \$147 million for the year ended 30 June 2022 and earnings per share were down by 10.7 cents to 17.5 cents per share.

The main contributor to the decrease in profit and earnings per share was the largely unrealised losses on our seed investments. These contributed losses before tax for the 2022 financial year of \$24.1 million as compared to the 2021 financial year when there were gains before tax of \$43.9 million. Underlying profit after tax, excluding gains and losses on seed investments (net of tax), was down by 10.9% to \$118 million.

Total revenue decreased by 6.2% to \$253 million for the year ended 30 June 2022. There was a 7.3% decrease in management fees as a result of the 8.6% decline in average FUM. The decrease in management fees was partially offset by a \$2.7 million increase in performance fees to \$6.7 million.

FUM at 30 June 2022 was \$18.2 billion, a decrease of 23% from the 30 June 2021 closing FUM of \$23.5 billion. The decrease in FUM was the result of negative absolute investment returns and net outflows.

Dividends

Dividend vield Average dividend yield of 6.4% over the past 5 years 12.0% 10.09 8.09 6.4% 6.09 4.0% 2.09 0.0% 2019 2020 2021 2022 2018 Dividend declared in cents per share 32 27 24 24 17

The Board declared a 2022 final fully-franked ordinary dividend of 7 cents per share. This together with the interim fully-franked ordinary dividend of 10 cents per share, took total dividends for the 2022 financial year to 17 cents per share, a yield of 9.8% based on the share price at 30 June 2022. The Company as delivered an average dividend yield of 6.4% over the last 5 years.

Board renewal Board renewal • Kerr Neilson will retire as a Non-Executive Director following the AGM today • Anne Loveridge and Elizabeth Norman are seeking re-election today • Philip Moffitt will be seeking election today

8

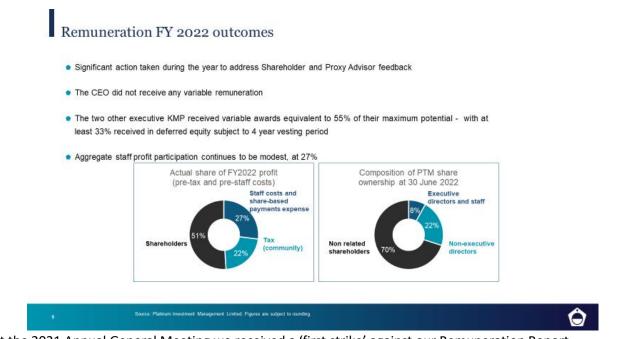
As announced to the market in August 2022, Kerr Neilson will retire as a Non-Executive Director of the Company following the close of the AGM today. On behalf of the Board, I would like to acknowledge Kerr's significant contribution, having served on Platinum's board as a Non-Executive Director since August 2020 and an Executive Director since Platinum's listing in May 2007. As the founder of Platinum in 1994, Kerr has been an instrumental figure within the Australian funds management industry, introducing a generation and beyond of investors to global equities. We have greatly valued your guidance and contribution, and we thank you for your commitment and service. We wish you the very best Kerr.



The Board is reviewing its composition and skill set as part of ordinary succession planning.

A number of resolutions will be put to the meeting today concerning the re-election and election of Directors. Anne Loveridge and Elizabeth Norman are both seeking re-election. Additionally, Philip Moffitt who joined the Board on 17 December 2021 is seeking election. These Directors will each provide a speech later in the meeting in support of their re-election/election.

Remuneration matters



At the 2021 Annual General Meeting we received a 'first strike' against our Remuneration Report expressing dissatisfaction with our remuneration framework and outcomes.

The Board has listened carefully to Shareholder and proxy advisor feedback and has taken significant action to address the concerns raised.

In particular, we included enhanced and more transparent disclosure in this year's Remuneration Report regarding our measurement criteria and related outcomes under the short-term incentive plans for our Executive Directors. The Board also introduced maximum caps on variable awards for our Executive Directors having regard to peer and industry benchmarking information.

Remuneration outcomes for FY22

Supported by the framework changes outlined above, key reward decisions for our Executive Directors for the 2022 financial year were as follows:

- total remuneration received by the Executive Directors fell by 24% on the prior year, driven primarily by a 44% reduction (in aggregate) of cash short-term variable remuneration;
- our CEO, Andrew Clifford, once again did not receive any variable remuneration;
- the other two Executive Directors, Elizabeth Norman and Andrew Stannard each received short term incentive awards equivalent to 55% of their maximum potential, with at least one third received in the form of deferred equity rights vesting after 4 years.

The Board will continue to keep our remuneration framework under review to ensure that it remains appropriate.

LTIP awards FY23

In addition to the resolution on the Remuneration Report, there are also a number of other important resolutions pertaining to remuneration which, as a matter of good governance, will require a Shareholder vote at today's meeting.

With Kerr's gradual transition out of the business over the last few years, the proportion of share ownership by our executive staff is now low relative to that of our peers.

Accordingly, we are seeking Shareholder approval for the grant of performance rights to the Executive Directors under the Platinum Partners' Long-Term Incentive Plan. This plan was approved by Shareholders at last year's Annual General Meeting and to date no awards under the plan have been granted to our Executive Directors.

In recognition of Andrew Clifford's lower fixed compensation in comparison to industry peers, the Board has set the face value of his proposed award at \$1,500,000, which is the equivalent of 2 x the median salary of CEOs in comparable financial services companies.

The face value of the proposed awards for Elizabeth Norman and Andrew Stannard have been set by the Board at \$450,000 each, which equates to 1 x their base salaries for financial year 2022. As the key personnel responsible for driving Platinum's future business growth and profitability, the Board feels that it is important to grant performance rights to our Executive Directors, to retain key talent and ensure that their remuneration is aligned with Shareholder outcomes.

Conclusion

Ladies and Gentlemen, that concludes my update. I thank you for your attention and now invite Andrew Clifford, our CEO to provide an update on Platinum's general business.

CEO Address



Good morning.

When discussing the funds management business, observers often note the endless flow of new savings that require management. But the most notable feature of the industry is that <u>barriers to entry are low</u> and over

time have fallen. Investors can select from a variety of offerings within and across different asset classes, and today the choice is multiples of what would be available 10 or 20 years ago.

In such an environment how does one compete? One approach is to build scale, that may result in advantages in sales, marketing, IT, and operational efficiencies. Organisations such as Blackrock, Fidelity, and Vanguard have in order of 7 to 10 trillion dollars under management. However, if such scale is not available, I can see only one alternative - remain focussed and provide a highly differentiated offering that can attract attention in an extremely crowded marketplace.

Platinum's strategy is to provide a highly differentiated offering.

Business strategy – key elements

- Deliver good investment returns for our clients
- Maintain a strong team and distinctive culture
- Maintain and grow our Australian retail business
- · Capitalise on the attractive and deep offshore institutional opportunity
- Ensure an efficient and scalable infrastructure that prioritises client services

The key elements of our strategy are as follows:

1. Deliver good investment returns for our clients.

I would just like to clarify here that when I refer to clients, I include both the investor in our funds and their advisors, who have a very important role to play in our business.

From the outset we had a view that our investment approach would produce good investment outcomes for our clients. This remains the cornerstone of what we are here to do, and remains our key focus.

Indeed, in my incoming Managing Director's letter in 2018 I wrote, "if we were successful in establishing the investment business we had envisaged, <u>delivering good outcomes must always remain our primary goal</u>. Our observation has been that many others start with similar intentions and achieve initial success, only to give way to the imperative of gathering assets as investment performance declines."

I will come back to the topic of investment performance later in this presentation.

2. Maintain a strong team and distinctive culture.

In funds management it is pretty clear that your employees are your most critical asset, and this is true across all aspects of our business. I will, however, focus on the investment team for the reasons outlined previously.

At Platinum we have long focussed on the development of our investment team, and one aspect of that is how we share decision making amongst our experienced and capable team members. Today we have 12

portfolio managers, and our two key strategies, Global equities (locally the Platinum International Fund) and Asia ex-Japan equities (Platinum Asia Fund) each have three co-PMs. This has benefits with respect to internal debate around ideas, but also in relation to succession planning, something I believe we have done well at Platinum.

There are many aspects of our distinctive culture that I could highlight, but I will again focus on just one. I don't know of a funds management business that doesn't claim to put client interests first. Yet there is such a conflict for the business and the individuals within. The path of least resistance in a bull market is to go with the momentum, build the assets under management, collect the fees, and if it all falls apart at the end, the pain is predominantly felt by the client. Again, from my 2018 letter, I stated "we believed it more important to minimise the risk of loss to clients than achieve the maximum return possible, even if at times this meant our investment returns would lag behind the competition". This is more easily said than done. By following this path, if clients are dissatisfied with missing out on the excitement at the end of a bull market, the consequences are felt by the business and the individuals making these decisions.

3. Maintain and grow our Australian retail business.

Over the last decade we have invested heavily in our engagement with financial advisors and our end clients. Platinum's client base is predominantly retail, that is, mum and dad investors who access our products via self-managed super and discretionary investments. Having always engaged with advisers, we sought to develop our engagement further with the establishment of our team of investment specialists nearly 10 years ago. Today we continue to build upon the production and distribution of timely and engaging investment content via webinars, videos, podcasts, and articles, distributed through a range of mediums including social media, advertising, and external content distributors. We attend key industry events and work with important industry representatives such as the Financial Planners Association. Our annual client roadshow, the next one in March, has been held since 1999 and will see a return to a physical event, with an online stream, allowing us to reach a much wider audience.

We have consistently expanded our product offerings to attract different client groups. In recent years this has included the launch of our quoted managed funds for our two largest strategies, International and Asia ex-Japan equities. We expect to launch a new fund that aims to take advantage of the wide variety of investment opportunities arising from the world's move to decarbonisation in the decades ahead. The fund will be made available to Australian and New Zealand investors via a dual access managed fund structure (subject to regulatory approval) which will allow investors to acquire units either through a traditional managed fund application process or via units quoted on the ASX.

Another issue of increasing importance for clients is ESG. Our approach has long been that material ESG issues are important to any long-term assessment of a potential investment, though today, the market requires that we demonstrate a more explicit consideration of ESG. We have in place today our initial ESG framework, which we will continue to develop and refine.

4. Capitalise on the attractive and deep offshore institutional opportunity.

While we have always had a focus on offshore opportunities, this has stepped up in recent years with the availability of key strategies in our UCITS product for the European market and the establishment of our London office. This was followed by an agreement with AccessAlpha to distribute our strategies into the North American market. Our efforts in both markets were severely hampered by travel restrictions as a result of COVID-19, but since late last year our cycle of travel to meet with clients and prospects has returned to normal.

In October this year we launched our Health Sciences strategy under our UCITS structure for European investors. It is our view that the biotech sector, which has sold off heavily in the last year, will be one of the most prospective for investors in the year ahead. Our healthcare team have a truly global focus in this sector,

which is much broader than many of our peers who tend to be particularly focussed on the US opportunity set. As such we of the view that our product will have particular appeal in Europe.

5. Ensure an efficient and scalable infrastructure that prioritises client service.

Behind the scenes in a funds management operation there is a requirement to process high volumes of transactions and to maintain compliance with an increasingly complex regulatory environment. Errors on either front can be costly and have the potential to cause significant reputational damage. Historically our record on this front has been excellent. Currently we are in the midst of a major upgrade of our operating systems across the business that will provide a strong platform for the business into the future.

Outlook

When one considers the five elements of our strategy, executing well on the last four is necessary for the business to grow in the future, but not sufficient. For the business to return to growth, we must prove the worth of our investment process to both existing and potential clients, and this needs to come in the form of investment returns. Historically our investment approach has provided good outcomes by avoiding the downside of the significant bear markets that have occurred over the last 28 years. It is an approach that should be judged over the full extent of a stock market cycle.

On this front, we are of the view that we are in the early stages of a significant bear market in global equities where we will have the opportunity to prove the worth of our approach. As at the close of business on Tuesday the Platinum International Fund is flat year to date, a period that coincides with the peak in global equity markets, while the market has fallen over 11%.

There is still work to be done here as the bear market unfolds, but the more difficult market environment that we find ourselves should be to our benefit. Once we have clearly demonstrated the success of our approach, it will be then that we can take advantage of the work we have done in providing greater access to our products for all clients and building relationships domestically and offshore, and return the business to growth.

Proxy Results: Resolution 1 – Re-election of Anne Loveridge as a Director

Resolution 1 – Re-election of Anne Loveridge as a Director

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
169,931,463	7,210,520	829,433	1,560,845
94.65%	4.02%	0.46%	0.87%

Proxy Results: Resolution 2 – Re-election of Elizabeth Norman as a Director

Resolution 2 – Re-election of Elizabeth Norman as a Director

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
172,602,054	3,713,763	889,004	1,556,485
96.55%	2.08%	0.50%	0.87%



Proxy Results: Resolution 3 – Election of Philip Moffitt as a Director

Resolution 3 – Election of Philip Moffitt as a Director

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
173,856,634	3,156,798	888,438	1,568,945
96.87%	1.76%	0.50%	0.87%

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Proxy Results: Resolution 4 – Adoption of the Remuneration Report

Resolution 4 – Adoption of the Remuneration Report

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
139,437,751	8,860,869	964,299	1,555,485
92.45%	5.88%	0.64%	1.03%



Proxy Results: Resolution 5 – Grant of Performance Rights under the Platinum Partners' LTIP to the Managing Director and Chief Executive Officer, Andrew Clifford

Resolution 5 – Grant of Performance Rights under the Platinum Partners' LTIP to the Managing Director and Chief Executive Officer, Andrew Clifford

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
135,141,760	14,100,773	869,663	1,555,485
89.10%	9.30%	0.57%	1.03%

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Proxy Results: Resolution 6 – Grant of Performance Rights under the Platinum Partners' LTIP to the Director of Investor Services and Communications, Elizabeth Norman

Resolution 6 – Grant of Performance Rights under the Platinum Partners' LTIP to the Director of Investor Services and Communications, Elizabeth Norman

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
161,569,439	14,803,385	795,753	1,555,485
90.39%	8.29%	0.45%	0.87%

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Proxy Results: Resolution 7 – Grant of Performance Rights under the Platinum Partners' LTIP to the Finance Director, Andrew Stannard

Resolution 7 – Grant of Performance Rights under the Platinum Partners' LTIP to the Finance Director, Andrew Stannard

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
162,866,507	14,289,042	780,033	1,555,485
90.74%	7.96%	0.43%	0.87%

26

Proxy Results: Resolution 8 – Spill resolution (conditional item)

Resolution 8 – Spill resolution (conditional item)

FOR	AGAINST	OPEN-USABLE CHAIR	OPEN-USABLE NON- CHAIR
7,318,264	139,571,598	1,228,189	1,566,945
4.88%	93.25%	0.82%	1.05%

28			٢

Disclaimer

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The Platinum Trust Fund's latest Product Disclosure Statement (the "PDS") provides details about each Fund. You can obtain a copy of the PDS from Platinum's website www.platinum.com.au, or by contacting investor Services on 1300 726 700 (Australian investors only), or 0800 700 726 (New Zealand investors only), or 02 9255 7500, or via invest@platinum.com.au. Each Fund's target market determination is available at <u>www.platinum.com.au/Investing-with-Us/New-Investors</u>.