



**WASHINGTON H SOUL PATTINSON  
AND COMPANY LIMITED**

ABN: 49 000 002 728

Level 1, 160 Pitt Street Mall Sydney NSW 2000 Australia

GPO Box 479, Sydney NSW 2001 T: (02) 9232 7166 F: (02) 9235 1747

**By Facsimile**

5 October 2017

The Company Secretary  
Pacific Smiles Limited  
Level 1, 6 Molly Morgan Drive,  
Green Hills NSW 2323

Facsimile: (02) 4930 2099

Dear Ms. Ryan

**Notice of Initial Substantial Holder**

We enclose Corporations Act 2001 Form 604, Notice of change of interests of substantial holder, lodged today with the Australian Securities Exchange.

Yours faithfully

I.D. Bloodworth  
Company Secretary

# Form 604

Corporations Act 2001  
Section 671B

## Notice of change of interests of substantial holder

To Company Name/Scheme Pacific Smiles Limited (ASX: PSQ)

ACN/ARSN ACN 103 087 449

### 1. Details of substantial holder(1)

Name Washington H. Soul Pattinson and Company Limited (WHSP)

ACN/ARSN (if applicable) ACN 000 002 728

There was a change in the interests of the substantial holder on 29/09/2017

The previous notice was given to the company on 06/04/2017

The previous notice was dated 06/04/2017

### 2. Previous and present voting power

The total number of votes attached to all the voting shares in the company or voting interests in the scheme that the substantial holder or an associate (2) had a relevant interest (3) in when last required, and when now required, to give a substantial holding notice to the company or scheme, are as follows:

| Class of securities (4) | Previous notice |                  | Present notice |                  |
|-------------------------|-----------------|------------------|----------------|------------------|
|                         | Person's votes  | Voting power (5) | Person's votes | Voting power (5) |
| Ordinary Shares         | 7,637,148       | 5.02%            | 9,258,788      | 6.09%            |
|                         |                 |                  |                |                  |

### 3. Changes in relevant interests

Particulars of each change in, or change in the nature of, a relevant interest of the substantial holder or an associate in voting securities of the company or scheme, since the substantial holder was last required to give a substantial holding notice to the company are as follows:

| Date of change | Person whose relevant interest changed   | Nature of change (6) | Consideration given in relation to change (7) | Class and number of securities affected |           | Person's votes affected |
|----------------|--|----------------------|---|---|-----------|-------------------------|
| 09/03/2017     | WHSP (relevant interest due to holding voting power of more than 20% in Pengana Capital Group Limited (PCG)) | Purchase             | \$2,318,050                                   | Ordinary Shares                         | 1,186,134 | 1,186,134               |
| 19/09/2017     | WHSP as above  | Purchase             | \$833,206                                     | Ordinary Shares                         | 489,045   | 489,045                 |
| 22/09/2017     | WHSP as above  | Purchase             | \$6,738                                       | Ordinary Shares                         | 3,864     | 3,864                   |
| 25/09/2017     | WHSP as above  | Purchase             | \$12,252                                      | Ordinary Shares                         | 7,026     | 7,026                   |
| 29/09/2017     | WHSP as above  | Purchase             | \$2,023,511                                   | Ordinary Shares                         | 1,121,705 | 1,121,705               |

#### 4. Present relevant interests

Particulars of each relevant interest of the substantial holder in voting securities after the change are as follows:

| Holder of relevant interest | Registered holder of securities  | Person entitled to be registered as holder (8) | Nature of relevant interest (6)  | Class and number of securities | Person's votes |
|-----------------------------|----------------------------------|--|--|--------------------------------|----------------|
| WHSP                        | BNP Paribas Nominees Pty Limited |  | Relevant interest due to WHSP holding voting power of more than 20% in PCG | Ordinary Shares<br>9,258,788   | 9,258,788      |

#### 5. Changes in association

The persons who have become associates (2) of, ceased to be associates of, or have changed the nature of their association (9) with, the substantial holder in relation to voting interests in the company or scheme are as follows:

| Name and ACN/ARSN (if applicable) | Nature of association |
|-----------------------------------|-----------------------|
|                                   |                       |
|                                   |                       |

#### 6. Addresses

The addresses of persons named in this form are as follows:

| Name | Address   |
|------|---|
| WHSP | Level 1, 160 Pitt Street Mall, Sydney NSW 2000  |
| PCG  | Level 12, 167 Macquarie Street, Sydney NSW 2000 |
|      |   |
|      |   |

#### Signature

print name Ian David Bloodworth capacity Company Secretary

sign here



date 05/10/2017

#### DIRECTIONS

- (1) If there are a number of substantial holders with similar or related relevant interests (eg. a corporation and its related corporations, or the manager and trustee of an equity trust), the names could be included in an annexure to the form. If the relevant interests of a group of persons are essentially similar, they may be referred to throughout the form as a specifically named group if the membership of each group, with the names and addresses of members is clearly set out in paragraph 6 of the form.
- (2) See the definition of "associate" in section 9 of the Corporations Act 2001.
- (3) See the definition of "relevant interest" in sections 608 and 671B(7) of the Corporations Act 2001.
- (4) The voting shares of a company constitute one class unless divided into separate classes.
- (5) The person's votes divided by the total votes in the body corporate or scheme multiplied by 100.
- (6) Include details of:
  - (a) any relevant agreement or other circumstances because of which the change in relevant interest occurred. If subsection 671B(4) applies, a copy of any document setting out the terms of any relevant agreement, and a statement by the person giving full and accurate details of any contract, scheme or arrangement, must accompany this form, together with a written statement certifying this contract, scheme or arrangement; and
  - (b) any qualification of the power of a person to exercise, control the exercise of, or influence the exercise of, the voting powers or disposal of the securities to which the relevant interest relates (indicating clearly the particular securities to which the qualification applies).

See the definition of "relevant agreement" in section 9 of the Corporations Act 2001.

- (7) Details of the consideration must include any and all benefits, money and other, that any person from whom a relevant interest was acquired has, or may, become entitled to receive in relation to that acquisition. Details must be included even if the benefit is conditional on the happening or not of a contingency. Details must be included of any benefit paid on behalf of the substantial holder or its associate in relation to the acquisitions, even if they are not paid directly to the person from whom the relevant interest was acquired.
  - (8) If the substantial holder is unable to determine the identify of the person (eg. if the relevant interest arises because of an option) write "unknown".
  - (9) Give details, if appropriate, of the present association and any change in that association since the last substantial holding notice.
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