



Level 35, 60 Margaret Street
Sydney, NSW 2000

PO Box R1313
Royal Exchange NSW 1225
www.pinnacleinvestment.com.au

9 November 2017

By electronic lodgement

The Manager
Company Announcements Office
ASX Ltd
20 Bridge Street
SYDNEY NSW 2000

Pinnacle Investment Management Group Limited – Presentation

Pinnacle Investment Management Group Limited is pleased to attach a copy of a presentation that will be given to investors and analysts at a Rapid Insights conference to be hosted at Wilsons Advisory today.

For further information, please contact 1300 651 577.

Yours faithfully

A handwritten signature in black ink, appearing to be "CK", written in a cursive style.

Calvin Kwok
Company Secretary

calvin.kwok@pinnacleinvestment.com.au
+61 2 8970 7718



Pinnacle
INVESTMENT MANAGEMENT

Pinnacle Investment Management Group Limited (PNI)

Alan Watson and Ian Macoun

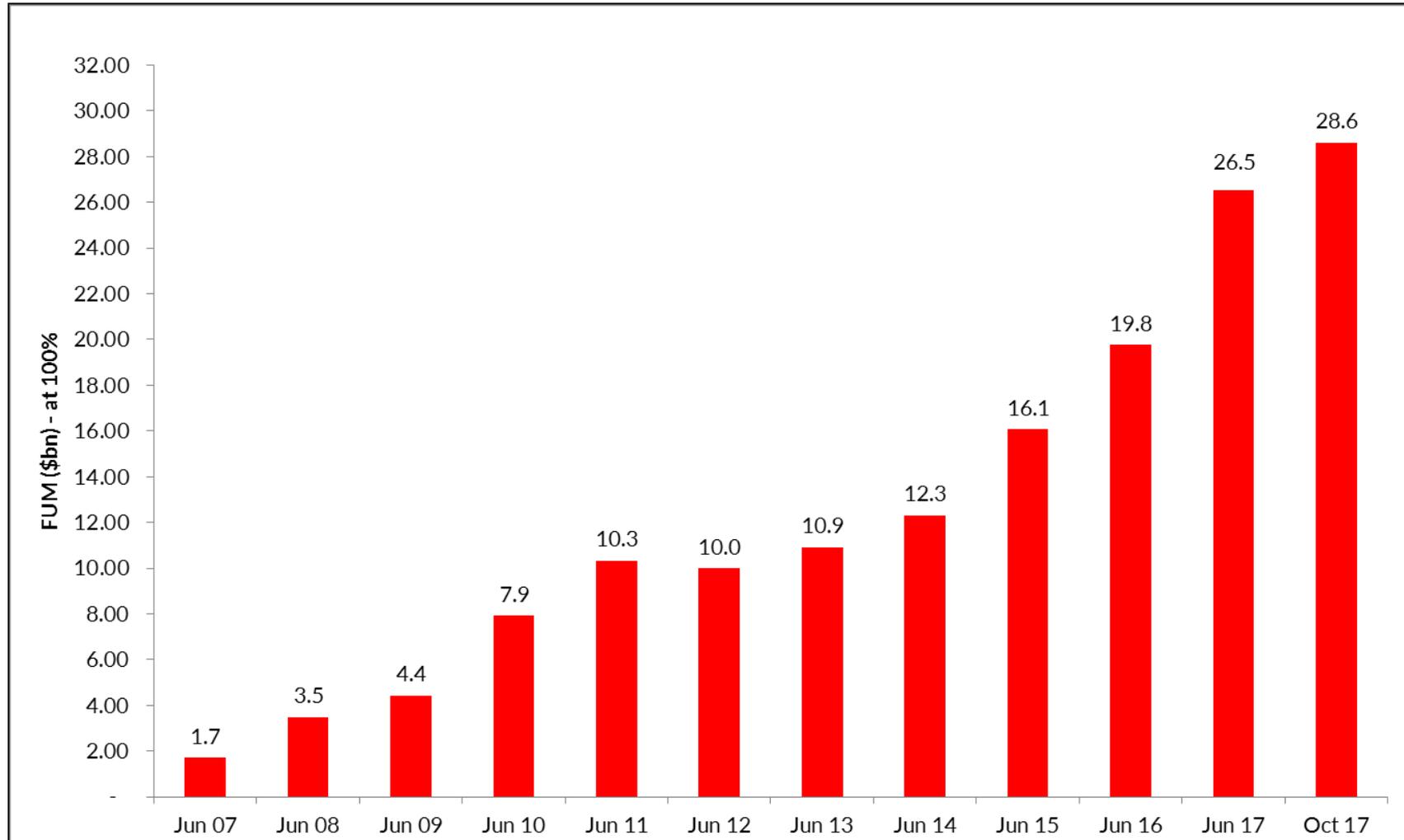
Wilson's Advisory – Rapid Insights Conference
9 November 2017

- Annual Results Presentation just over 2 months ago.
- Updating on FUM, Investment Performance, and Industry Awards
- Discussion of Medium Term Focus to maximise profits and company value

- FUM at 31 October 2017 \$28.6 billion (up \$2.1 billion or 7.8% on \$26.5 billion at 30 June 2017).
- These numbers exclude Metrics Credit FUM of in excess of \$2.5 billion, and exclude the Metrics Credit LIT which raised \$516m during October 2017.

Note: Metrics Credit FUM are not included in our FUM numbers as Pinnacle does not own equity in Metrics Credit. Pinnacle does, however receive a share of Metrics Credit revenue – including \$795k for the LIT raising.

- Spheria LIC raising currently under way. Maximum raise would be \$250m.
- Retail inflows: average monthly Retail Net Inflows (excluding LIC/LITs) YTD have exceeded the average for FY17.
- Total Net Inflows: institutional flows, by their nature, are 'lumpy'/variable month to month but our expectation is that Total Net Inflows during the 6 months to 31 December will also exceed the average monthly rate of such Inflows during FY17.



Morningstar Fund Manager of the Year Awards, 2016:

- Hyperion – Australian Fund Manager of the Year
- Hyperion – Domestic Equities Category Winner, Australia
- Hyperion – Domestic Equities Small Caps Category Winner, Australia

Lonsec/Money Management Fund Manager of the Year 2017:

- Antipodes Partners – Equities (Long Short) Category Winner
- Antipodes Partners – Global Equities (Broad Cap) Category Winner
- Antipodes Partners – Emerging Manager Category Winner
- Antipodes Partners – Overall Fund Manager of the Year Finalist
- Spheria Asset Management – Emerging Manager Finalist

Hedge Funds Rock & The Alternative Australian Investment Awards 2017:

- Pinnacle – Best Investor supporting Australian managers

2017 Professional Planner | Zenith Fund Awards:

- Pinnacle – Distributor of the Year (second consecutive year)
- Resolution Capital – Global REIT Category Winner (fourth consecutive year)
- Antipodes Partners – International Equities – Alternative Strategies Category Winner (second consecutive year)
- Antipodes Partners – International Equities – Global Category Winner
- Antipodes Partners – Overall Fund Manager of the Year

The Professional Planner | Zenith Fund Awards are determined using proprietary methodologies. Fund Awards were issued October 6, 2017 and are solely statements of opinion and do not represent recommendations to purchase, hold or sell any securities or make any other investment decisions. Fund Awards are current for 12 months from the date awarded and are subject to change at any time. Fund Awards for previous years are referenced for historical purposes only.

Continuing Strong Investment Performance of Affiliates



100% of Pinnacle Affiliated Investment Manager strategies and products (with a track record exceeding 5 years) **have outperformed** their benchmarks over the 5 years to 31 October 2017

	5Y	10Y	Inception	Inception Date
Pinnacle Investment Management				
Hyperion Asset Management – Gross Performance				
Hyperion Australian Growth Companies Fund	14.72%	6.76%	12.35%	01/10/2002
Outperformance	4.54%	3.71%	3.09%	
Hyperion Small Growth Companies Fund	17.88%	11.72%	17.45%	01/10/2002
Outperformance	11.83%	13.07%	10.16%	
Hyperion Australian Equities Composite	14.42%	6.71%	13.50%	01/11/1996
Outperformance	4.24%	3.66%	4.49%	
Plato Asset Management – Gross Performance				
Plato Australian Shares Core Fund	11.95%		6.39%	30/10/2006
Outperformance	1.77%		1.07%	
Plato Australian Shares Equity Income Fund – Class A	13.43%		14.17%	09/09/2011
Outperformance	1.46%		4.09%	
Solaris Investment Management – Gross Performance				
Solaris Core Australian Equity Fund	13.01%		6.45%	09/01/2008
Outperformance	2.71%		2.17%	
Solaris High Alpha Australian Equity Fund	13.55%		7.33%	04/02/2008
Outperformance	3.25%		2.62%	
Resolution Capital – Gross Performance				
Resolution Capital Core Plus Property Securities Fund	13.65%		8.47%	30/09/2008
Outperformance	1.61%		2.80%	
Resolution Capital Global Property Securities Fund	13.27%		12.27%	30/09/2008
Outperformance	3.01%		4.70%	
Palisade Investment Partners – Gross Performance				
Palisade Diversified Infrastructure Fund	14.50%		10.46%	01/08/2008
Palisade Australian Social Infrastructure Fund	15.53%		16.61%	31/05/2011

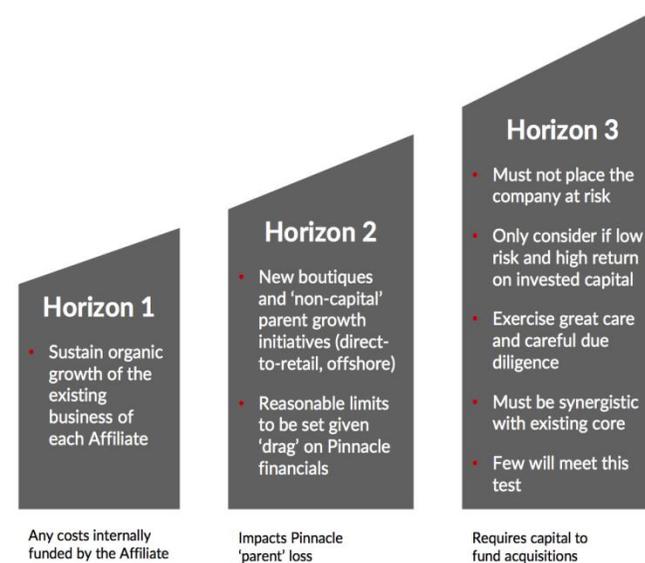
Affiliates' investment performance to 31 October 2017

	1Y	3Y	5Y	Inception	Inception Date
Pinnacle Investment Management					
Hyperion Asset Management – Gross Performance					
Hyperion Australian Growth Companies Fund	10.89%	9.31%	14.72%	12.35%	01/10/2002
Outperformance	-5.03%	2.28%	4.54%	3.09%	
Hyperion Small Growth Companies Fund	7.91%	12.50%	17.88%	17.45%	01/10/2002
Outperformance	-6.67%	2.02%	11.83%	10.16%	
Hyperion Australian Equities Composite	10.59%	9.13%	14.42%	13.50%	01/11/1996
Outperformance	-5.33%	2.10%	4.24%	4.49%	
Hyperion Global Growth Companies Fund (CLASS B UNITS)	27.54%	22.80%		20.49%	22/05/2014
Outperformance	5.03%	9.01%		6.44%	
Plato Asset Management – Gross Performance					
Plato Australian Shares Core Fund	17.51%	8.17%	11.95%	6.39%	30/10/2006
Outperformance	1.59%	1.14%	1.77%	1.07%	
Plato Australian Shares Equity Income Fund – Class A	16.44%	8.78%	13.43%	14.17%	09/09/2011
Outperformance	-1.39%	0.23%	1.46%	4.09%	
Plato Global Shares Income Fund	19.03%			7.35%	30/11/2015
Outperformance	-2.97%			-1.58%	
Solaris Investment Management – Gross Performance					
Solaris Core Australian Equity Fund	19.21%	9.41%	13.01%	6.45%	09/01/2008
Outperformance	3.08%	2.47%	2.71%	2.17%	
Solaris High Alpha Australian Equity Fund	20.93%	9.86%	13.55%	7.33%	04/02/2008
Outperformance	4.80%	2.92%	3.25%	2.62%	
Solaris Total Return Fund (including franking credits)	20.58%	10.72%		11.25%	13/01/2014
Outperformance	2.75%	2.18%		1.98%	

Affiliates' investment performance to 31 October 2017

	1Y	3Y	5Y	Inception	Inception Date
Pinnacle Investment Management					
Resolution Capital – Gross Performance					
Resolution Capital Core Plus Property Securities Fund	8.84%	12.21%	13.65%	8.47%	30/09/2008
Outperformance	2.64%	2.08%	1.61%	2.80%	
Resolution Capital Global Property Securities Fund	11.75%	9.73%	13.27%	12.27%	30/09/2008
Outperformance	4.83%	3.24%	3.01%	4.70%	
Palisade Investment Partners – Gross Performance					
Palisade Diversified Infrastructure Fund	10.05%	12.88%	14.50%	10.46%	01/08/2008
Palisade Australian Social Infrastructure Fund	9.98%	14.74%	15.53%	16.61%	31/05/2011
Antipodes Partners – Gross Performance					
Global Fund	19.24%			39.77%	01/07/2015
Outperformance	-3.03%			16.69%	
Global Long Only	26.14%			43.53%	01/07/2015
Outperformance	3.87%			20.46%	
Asia Fund	25.31%			35.93%	01/07/2015
Outperformance	-4.14%			11.10%	
Spheria Asset Management – Gross Performance					
Microcap Fund	14.62%			34.64%	16/05/2016
Outperformance	0.04%			16.22%	
Smaller Companies Fund	14.19%			15.47%	11/07/2016
Outperformance	-0.39%			2.75%	
Opportunities Fund	19.06%			18.67%	11/07/2016
Outperformance	0.90%			0.52%	

- We have built Pinnacle to date by taking a Medium Term approach
 - Make decisions and release information when it is reliable and representative of 'real' or genuine trends
 - Selection process, quality control
 - Hyperion, Plato, Solaris, and Spheria = Horizon 2
 - Resolution Capital, Palisade, Antipodes = combination of Horizon 2 and Horizon 3



- How does 'Horizon 2' add value in the Medium Term?
 - Investment in growth initiatives that don't require additional capital to be raised
 - Reasonable limits to be set given short-term 'drag' on Pinnacle parent P&L
 - In addition to growing boutique revenue and profits, also creates additional revenue streams for Pinnacle parent – both, in the medium term
- This results in:
 - Adding new boutiques
 - Accessing new channels (e.g. direct-to-retail)
 - Adding expertise to support non-traditional AUM growth (e.g. LICs, LITs)
 - Geographic expansion of distribution platform (e.g. offshore, regional areas)
 - Establishing new “platforms” that can be leveraged by our boutiques (e.g. UCITS, Cayman)

Horizon 2 examples undertaken in last 12 months:

- Seeded Two Trees Global Macro Fund on 1 November 2017 with \$5m
 - Promising discussions with early-stage investors
- Established Dublin-domiciled UCITS fund platform
 - UCITS fund format preferred by European and Asian buyers
 - Antipodes Global Fund – UCITS launched on 7 July 2017 with US\$125m cornerstone investment
- Opened distribution office in London, UK
 - Initial sales hire commences Q1, 2018; additional hiring underway
 - Co-located with Antipodes Partners
- Expanded into New Zealand
 - NZ is a small but fast-growing marketplace with attractive competitive dynamics
 - Hired experienced NZ distribution professional

- Ongoing expansion of domestic distribution platform
 - Adding marketing 'capital markets' expertise to accelerate launch of listed offerings (e.g. LICs, LITs, EQMFs)
 - Continued expansion of 'internal wholesale' (phone-based) team to broaden geographic reach
- Continued investment in direct-to-retail capability
 - Online applications process now live

Criteria

- Must not place the Company at risk
- Only consider if low risk and high return on capital
- Exercise great care and careful due diligence
- Must be synergistic with existing core
- Few will meet this test

Status

- No (pure) Horizon 3 investments made yet – have explored a number of:
 - existing profitable investment management firms that we could help
 - distribution/retail businesses that may be synergistic

- Maintain current momentum and investment to deliver medium term growth
- Maintain culture – attract exceptional individuals to our business
- Continue to deliver growth within existing affiliates
- Continue to assess high quality new affiliate opportunities
- Calendar
 - AGM – 23 November 2017 Sydney
 - H1 FY18 results – expected 23 February 2018