



Wilson HTM
INVESTMENT GROUP

Level 38 Riparian Plaza
71 Eagle Street
Brisbane Qld 4000

GPO Box 240
Brisbane Qld 4001
Telephone **07 3212 1333**
Facsimile **07 3212 1399**
www.wilsonhtm.com.au

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The Manager
Company Announcements Office
ASX Ltd
Exchange Centre
Level 6, 20 Bridge Street
SYDNEY NSW 2000

Dear Sir/Madam,

Strategic Direction Update

In response to speculation in today's Australian Financial Review, Wilson HTM Investment Group Ltd (**Wilson HTM**) advises that it is engaged in an ongoing dialogue with Shaw Stockbroking Limited (**Shaw**) as part of a continuing review of Wilson HTM's future strategy regarding its securities business. Preliminary due diligence is being undertaken under appropriate confidentiality arrangements.

Shareholders should note that there is no certainty that any agreement or transaction between Wilson HTM and Shaw Stockbroking will be reached as a result of these discussions. The Board will submit any such agreement or transaction to shareholders for their approval prior to implementation.

Yours faithfully

Don Mackenzie
Company Secretary
Wilson HTM Investment Group Ltd

FOR MORE INFORMATION PLEASE CONTACT:

Sandy Grant

Managing Director

Wilson HTM Investment Group Ltd

Ph: (07) 3212 1004

ABOUT WILSON HTM INVESTMENT GROUP (ASX:WIG)

Wilson HTM Investment Group Ltd (**WIG**) is a listed financial services company. The firm was established in 1895 to provide stockbroking to its individual and company clients. From those beginnings, WIG has evolved to broaden its activities to:

- wealth management advisory for private investors including, portfolio advice, stockbroking and financial planning;
- strategic advice capability specialising in emerging companies;
- in-house research team focusing on emerging and small cap companies with access to broader research and capability via a strategic partnership with Deutsche Bank, who owns 19.80% of WIG's issued capital;
- institutional advice, trading and distribution;
- unique Australian equities fund offering via the Priority Growth Fund, which exclusively invests in the stocks researched by WIG, and the Priority Core Fund; and
- establishing Hyperion Asset Management Ltd in 1997 and expanding the funds management activities to form Pinnacle Investment Management Limited in 2006.

Wilson HTM has offices in Brisbane, Sydney, Melbourne as well as Dalby, Gold Coast and Hervey Bay, and has funds under management as at 30 June 2014 totaling \$1.5 billion.

Today, WIG owns 79.3% of Pinnacle Investment Management Limited (Pinnacle), which in turn holds equity interests of between 25% and 49.9% in six boutique fund managers.

Pinnacle provides distribution services, business support and responsible entity services to these managers as well as to external managers. As at 30 June 2014, Pinnacle's funds under management totaled \$12.3 billion.

During 2013, Pinnacle Boutiques won the following major industry awards:

Money Management/Lonsec

- Hyperion Asset Management Ltd was named 'Fund Manager of the Year' and was also awarded two main Australian Equities Awards – 'Australian Equities (Broad Cap)' and 'Australian Equities (Small Cap)'; and
- Plato Investment Management Ltd was awarded the Retirement Product Innovation Award for its Plato Australian Shares Income Fund.

Morningstar

- Hyperion Asset Management Ltd was named Domestic Equity Category winner; and
- Resolution Capital Ltd was named Listed Property Category winner.