

Wilson Group Limited

Annual Presentation Results for the year ended
30 June 2015

31 August 2015



WILSON GROUP
LIMITED

Agenda



- > Group Overview
- > Group FY2015 Financials
- > Year in Review
 - * Pinnacle
 - * Wilson Group and Priority Funds
 - * Sale of Securities business
- > Group Priorities for FY2016

Group Overview



- > The Group has evolved to deliver investment excellence through funds management, directly and indirectly:
 - * 75% owned Pinnacle. Pinnacle develops and supports new boutique funds management businesses. It has shareholdings of between 22.5% and 49.9% in each of seven affiliated fund managers who together have \$16.1 billion in funds under management. In FY2015 gross revenues from boutiques were \$72.9 million and Pinnacle Segment NPAT (100%) was \$7.4 million
 - * 100% owned Wilson Group Priority Funds.

Group Overview



- > Market capitalisation of \$115 million (as at 27 August 2015)
- > Gross client FUM of \$16.1 billion
- > Net tangible assets of \$44.5 million as at 30 June 2015
- > Cash and liquids following the sale of Securities business of \$12.9 million (excluding Pinnacle and Securities business), plus a further \$6 million received post-balance date
- > Receivable of \$12 million from Pinnacle to Wilson Group
- > FY15 a transformative year with the sale of the Securities business
- > Next Financial to be managed to its conclusion in the 2016 financial year.

Wilson Group overview



Group FY2015 Financials on an adjusted basis



- > Adjusted NPAT* of \$4.8 million equal to prior year NPAT of \$4.8 million
- > Adjusted earnings per share* 4.5 cents versus 4.7 cents per share
- > Interim dividend of 1.6 cents per share for 1H15. No final dividend for 30 June 2015. Special fully franked dividend per share of 2.25 cents.
- > Pinnacle segment NPAT \$7.4 million ↑ 25 % from \$5.9 million
- > Pinnacle's share of the Boutiques' NPAT of \$11.9 million ↑ 42% from \$8.4 million
- > Pinnacle FUM of \$16.1 billion ↑ 31 % from \$ 12.3 billion

*Before individually significant items; non-IFRS measure

Impact of sale of Securities business and de-recognition of Deferred Tax Assets



- > Statutory loss on held-for-sale classification of \$4.4 million, including transaction costs of \$1.85 million.
- > Cash consideration of \$4.0 million received on 1 July 2015
- > De-recognition of DTA of \$9.4 million
- > Group statutory loss attributable to shareholders of \$9.0 million

Group FY2015 Financials



Composition of Group Results (\$million)	1H2015	2H2015	FY2015	FY2014
Pinnacle ¹	4.2	3.2	7.4	5.9
Principal Investments	(0.3)	0.4	0.1	1.2
Priority Funds	(0.1)	(0.2)	(0.3)	(0.4)
Next Financial	(0.4)	(0.3)	(0.7)	(0.4)
Wilson HTM (pre consolidation of Wilson Group Priority Core Fund)	(0.8)	(0.1)	(0.9)	0.4
Consolidation of Wilson HTM Priority Core Fund ²	0.0	0.0	0.0	2.3
Wilson HTM	(0.8)	(0.1)	(0.9)	2.7
Group Overhead (unallocated)	(1.0)	(1.2)	(2.2)	(2.3)
Tax benefit from continuing operations before significant items ³	0.6	0.6	1.2	0.9
Adjusted profit from continuing operations	3.0	2.5	5.5	7.2
Operating result of discontinued operation - Securities business ⁴	0.5	0.4	0.9	1.2
Minority Interests	(0.9)	(0.7)	(1.6)	(3.6)
Profit before significant items	2.6	2.3	4.8	4.8
Loss on held-for-sale classification of discontinued operation ⁴	0.0	(4.4)	(4.4)	0.0
Derecognition of deferred tax assets ³	0.0	(9.4)	(9.4)	0.0
Profit / (loss) attributable to shareholders	2.6	(11.6)	(9.0)	4.8

1 Includes share of Pinnacle Boutiques profit after tax 5.2 6.7 11.9 8.4

2 Relates to profit before tax attributable to non-controlling interests in the Wilson Group Priority Core Fund required to be

3 Included in income tax (expense) / benefit from continuing operations

4 Included in Profit/(loss) from discontinued operations in statement of comprehensive income

Group Balance Sheet



As at:	30 June 2015	30 June 2014
	\$ million	\$ million

Assets

Cash and cash equivalents	13.6	20.6
Financial assets at fair value through profit or loss	6.2	5.7
Trade and other receivables	3.2	5.6
Derivative financial assets	0.1	0.4
Loans to investors	0.0	4.0
Other current assets	3.9	0.0
Deferred tax assets	0.0	12.3
Investments accounted for using the equity method	19.4	19.4
Other non-current assets	0.5	7.0
Assets classified as held for sale	17.1	0.0
Total Assets	64.0	75.0

Excludes \$10.6 million in cash of Securities business classified as held for sale

Principal Investments

Next instalment loans now repaid

De-recognition of DTA following sale of Securities

Securities business classified as discontinued operation and held for sale

Liabilities

Trade and other payables	5.1	9.0
Borrowings	0.0	3.2
Derivative financial liabilities	0.0	0.4
Other current liabilities	2.0	4.0
Deferred tax liabilities	0.0	0.0
Non-current liabilities	0.2	4.0
Liabilities classified as held for sale	12.2	0.0
Total liabilities	19.5	20.6

Securities business classified as discontinued operation and held for sale

Net assets	44.5	54.4
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Pinnacle FY15



HYPERION
ASSET MANAGEMENT

RESOLUTION
CAPITAL

PALISADE

Plato
INVESTMENT MANAGEMENT

SOLARIS
investment management

SIGMA
FUNDS MANAGEMENT™

ANTIPODES
GLOBAL INVESTMENT PARTNERS

- > Continued sustained growth in Pinnacle
- > Pinnacle segment (100%) NPAT \$7.4 million ↑ 25 % from \$5.9 million
- > Pinnacle share of boutiques NPAT \$11.9 million ↑ 42 % from \$8.4 million
- > Boutique gross revenues \$72.9 million ↑ 31 % from \$55.7 million
- > Aggregate FUM of boutiques \$16.1 billion ↑ 31 % from \$12.3 billion

Extract from Pinnacle statutory financials



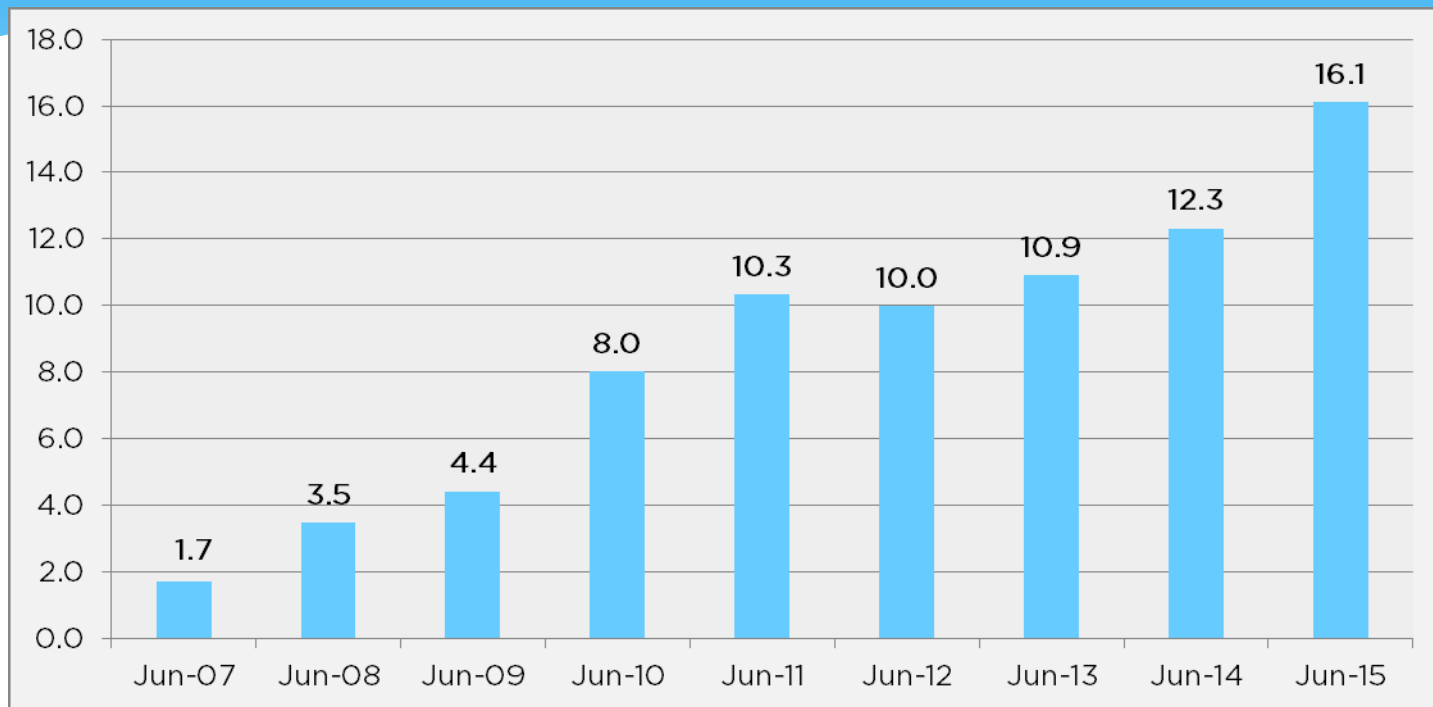
Pinnacle
INVESTMENT MANAGEMENT

		FY2015	FY2014
Pinnacle Boutiques (100% aggregate basis)			
FUM (\$billion)		16.1	12.3
Revenue (\$million)		72.9	55.7
Net profit before tax		38.9	26.2
Tax expense		(11.4)	(8.2)
Net profit after tax		27.5	18.0
Pinnacle			
Revenue		5.9	4.3
Expenses		(10.3)	(6.2)
Share of Pinnacle Boutiques net profit after tax		11.9	8.4
Pinnacle Group statutory result [#]		7.5	6.5
# 100% of Pinnacle (The Group had a 75.01% interest as at 30 June 2015).			

Pinnacle funds under management (\$ billion)



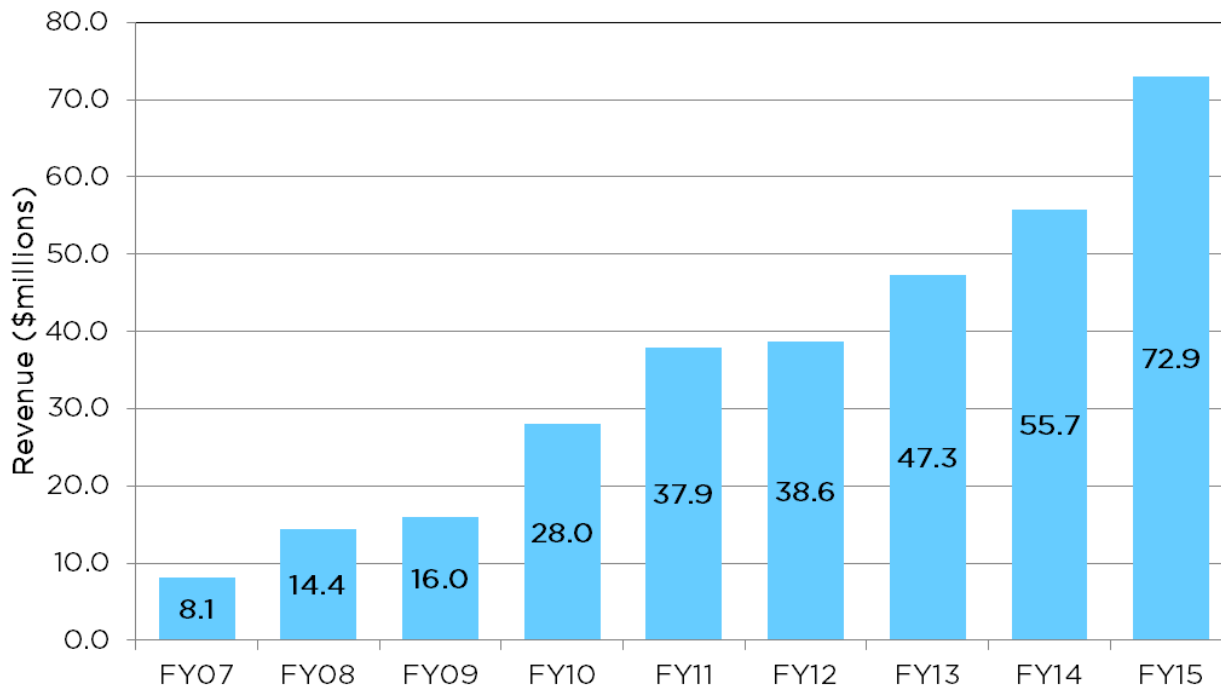
Pinnacle
INVESTMENT MANAGEMENT



Pinnacle Boutiques Gross Revenue



Pinnacle
INVESTMENT MANAGEMENT



Pinnacle Strategy FY16



- > Continue to provide high quality distribution, Responsible Entity and infrastructure services
- > Support its affiliated fund managers in their maintenance of high standards
- > Remain focused on investing to enable continued strong performance and FUM growth
- > Continue to grow retail FUM
- > Continue to assess selected third party distribution and new boutique opportunities

Wilson Group Priority Funds*



	1 Year %	2 Year % p.a.	3 Year % p.a.	5 Year % p.a.	7 Year % p.a.	Since Inception * % p.a.
Wilson Group Priority Growth Fund	6.34	4.91	5.92	3.84	7	14.25
S&P/ASX Small Ords Accum Index	0.44	6.59	2.46	1.35	-2.31	2.07
Excess Return	5.9	-1.68	3.46	2.49	9.31	12.18

	1 Year %	2 Year % p.a.	3 Year % p.a.	5 Year % p.a.	Since Inception* % p.a.
Wilson Group Priority Core Fund	6.98	12.04	18.27	13.7	12.59
All Ordinaries Accumulation Index	5.67	11.5	14.47	9.36	8.1
Excess Return	1.31	0.54	3.8	4.34	4.49

* As at 30 June 2015

Cash and Principal Investments



- > Cash and Principal Investments of \$12.9 million (excluding Pinnacle and the Securities business).
- > A further \$4.0 million received upon sale of the Securities business and \$2 million repayment of Pinnacle loan.
- > PI includes:
 - * \$4.8 million in Priority Core Fund
 - * \$2.7 million XJO Put Option short position.

Next Financial Limited



- > Next Financial ceased offering new products in late 2010
- > The instalment book reached maturity during FY15, declining from \$3.9 million at 30 June 2014 to a \$nil balance at 30 June 2015
- > NLBT of \$0.7 million
- > Next Financial's operations to be finalised in FY16

Priorities for FY16



- > Support Pinnacle to grow value for shareholders
- > Grow FUM in Wilson Group Priority Funds
- > Finalise Next Financial's operations
- > Further reduction of corporate overhead
- > Capital management and payment of dividends

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- * The returns for Wilson Group Priority Growth Fund ARSN 117 083 762 (**Growth Fund**) and Wilson Group Priority Core Fund ARSN 144 032 431 (**Core Fund**) are stated as at 30 June 2015 (net of fees). The Growth Fund inception date is 4/7/2005 and the Core Fund inception date is 22/6/2010. Past performance is not a reliable indicator of future performance. Returns are net of management fees (1.25% p.a. for the Growth Fund and 1.5% p.a. for the Core Fund) and net of any performance fees (20% for the Growth Fund and 15% for the Core Fund) and assume distributions are reinvested. Returns do not include tax or entry fees of 0-2% or ongoing adviser service fees of 0-1% p.a. as these fees are not charged unless an investor agrees to pay them to an adviser. The Growth Fund's risk/return profile is High Growth and the Core Fund's is Growth. The S&P/ASX Small Ordinaries Accumulation Index and the All Ordinaries Accumulation Index assume 100% reinvestment of dividends. Interests in the Growth Fund and Core Fund are issued by Pinnacle Fund Services Limited ABN 29 082 494 362 AFSL 238371. The information provided is without reference to your objectives, financial situation or needs. Refer to the Wilson Group Priority Fund's Product Disclosure Statement available at www.wilsongrouplimited.com.au before making a decision.