

25 February 2016

### By Electronic Lodgement

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

Dear Sir/Madam

### Wilson Group Limited (ASX: WIG) 2016 Interim Results

- > Profit before tax from continuing operations attributable to shareholders of \$2.1 million up 40% from \$1.5 million in prior corresponding period (**PCP**).
- > Diluted earnings per share from continuing operations of 1.8 cents down 5% from 1.9 cents (tax effect) in PCP.
- > Fully franked interim dividend per share of 1.4 cents down 12.5% from 1.6 cents in PCP.
- > Pinnacle NPAT \$4.7 million up 12% from \$4.2 million in PCP.
- > Pinnacle's share of Boutiques NPAT \$8.0 million up 54% from \$5.2 million in PCP.
- > Pinnacle funds under management (**FUM**) of \$18.9 billion up 17.4% from \$16.1 billion at 30 June 2015.
- > Consolidated Group cash (including Pinnacle) and Principal Investments of \$21.6 million up 9% from \$19.8 million at 30 June 2015.

Wilson Group Limited is pleased to advise shareholders that the profit before tax from continuing operations attributable to shareholders is \$2.1 million for the six months to 31 December 2015 compared with \$1.5 million for the prior corresponding period.

# Composition of Group Results

As previously advised to shareholders, the first half result contained a number of expenses and write offs which relate to exiting the Wilson HTM Securities and Next businesses. These are not expected to recur in the second half although under the Share Sale Agreement for the Wilson HTM Securities business there are contingent gains or losses.

For the 2016 financial year to January 2016, Wilson Group Priority Funds has seen strong performance with Priority Growth up 23.3% with 21.6% alpha and Priority Core up 7.3% with 12.8% alpha. In accordance with Accounting Standards, the 1H2016 interim results do not



include any accrual for performance fees. Had performance fees been accrued, the Group's after tax profit would have been greater by \$0.7 million.

Composition of Group Results (\$m)	1H2O16	1H2O15
Pinnacle*	4.7	4.2
Principal Investments	0.5	(0.3)
Priority Funds	(0.2)	(0.1)
Next Financial	(0.4)	(0.4)
Wilson Group	(0.1)	(0.8)
Group Overhead (unallocated)	(1.3)	(1.0)
Profit before tax (PBT) from continuing operations	3.3	2.4
Minority Interests	(1.2)	(0.9)
PBT from continuing operations attributable to shareholders	2.1	1.5
Tax (expense)/benefit from continuing operations	(0.1)	0.6
NPAT from continuing operations attributable to shareholders	2.0	2.1
(Loss)/profit from discontinued operation - Securities business	(0.3)	0.5
Profit attributable to shareholders	1.8	2.6
* Includes share of Pinnacle Boutiques profit after tax	8.0	5.2

### Pinnacle's Results

The Pinnacle NPAT of \$4.7 million for 1H2016 was up 12% on the \$4.2 million NPAT earned by Pinnacle in 1H2015, due to increased boutiques' revenue and the associated increase in Pinnacle's share of boutiques' profits, which resulted from strong investment outperformance and higher FUM. This increased revenue was offset to some extent by the costs of the Pinnacle parent company investing in support of future growth initiatives.

Aggregate FUM of the Pinnacle boutiques is reported as \$18.9 billion at 31 December 2015, compared with \$14.5 billion at 31 December 2014, and \$16.1 billion as at 30 June 2015. However, aggregate FUM was down to \$18.0 billion at 31 January 2016 as a result of the fall in equity market values between 31 December 2015 and 31 January 2016, with the ASX 200 index down 7.9% since the close on 31 December 2015.

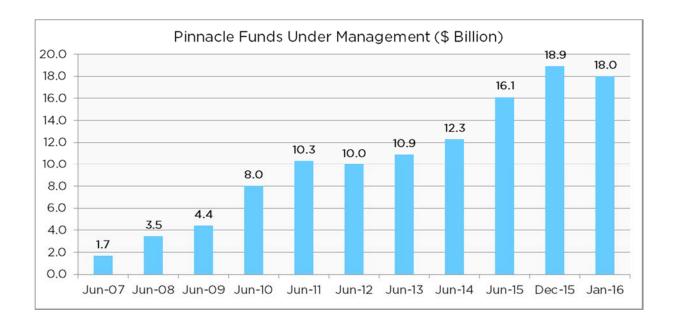
In relation to the future outlook, markets remain volatile, and this affects FUM levels. Other variables impacting Pinnacle's profitability include the level of performance fees and the ongoing investment in resourcing future growth opportunities. It is therefore (consistent with past practice) not appropriate to forecast results for the full year.



	1HFY16	1HFY15
Pinnacle Boutiques (100% aggregate basis)		
FUM (\$billion)	18.9	14.5
Revenue (\$million)	48.0	31.8
Net profit before tax	25.1	16.4
Tax expense	(7.4)	(4.9)
Net profit after tax	17.7	11.5
Pinnacle		
Revenue	2.9	2.7
Expenses*	(6.2)	(3.7)
Share of Pinnacle Boutiques net profit after tax	8.0	5.2
Pinnacle Group statutory result **	4.7	4.2

<sup>\*</sup>flat when compared with 2HFY15

<sup>\*\*100%</sup> of Pinnacle (The Group had a 75.01% interest as at 31 December 2015).



<sup>\*</sup>Funds under management shown as the aggregation of 100% of Pinnacle Boutiques



## Wilson Group

The Wilson Group segment includes Wilson Group Priority Funds, Principal Investments and Next Financial Limited (the operations of which are being finalised). Previously it included the Securities business which is classified as a discontinued operation.

## Wilson Group Priority Funds

The Wilson Group Priority Growth Fund is an actively managed portfolio of primarily small and mid-capitalised Australian companies with strong long-term capital growth and outperformance potential. With a return of 15.7% per annum and out-performance of 13.6% per annum since its inception in July 2005, it has provided long-term returns to investors.

The Wilson Group Priority Core Fund combines a selection of quality ASX 100 stocks with an allocation of small capitalised company stocks. The Priority Core Fund became eligible for an independent investment rating in 2013 and was subsequently awarded the highest 5 star rating available from Morningstar. Since its inception on 22 June 2010, the Priority Core Fund has outperformed its benchmark, the All Ordinaries Accumulation Index, by 12.7% per annum, with alpha of 6.4% per annum.

# **Principal Investments**

Principal Investments primarily comprises holdings in Priority Funds.

## **Next Financial**

Next Financial's operations will be finalised in the 2016 financial year, with likely ongoing costs post-closure in the order of \$0.1 million per annum.

### Capital

Net Tangible Assets were \$45.3 million, in comparison to \$44.5 million as at 30 June 2015.

Consolidated Group cash and Principal Investments (including Pinnacle) was \$21.6 million up 9% from \$19.8 million at 30 June 2015.

The Group continues to have no corporate borrowings.

### Dividend

The Board has resolved to declare a fully franked interim dividend of 1.4 cents per share to shareholders recorded on the register at 17 March 2016 and payable on 31 March 2016.

### Board

Mr Alan Watson assumed the role of Chairman on 23 October 2015. During 2016, the Company will add directors with appropriate skills and qualifications.



# Priorities for 2H2O16

- > Supporting Pinnacle's growth
- > Growing profitability of Priority Funds
- > Reduction of corporate overheads

Please do not hesitate to contact me if you require any further information.

Yours faithfully

Eleanor Padman Company Secretary

Gleans Padran

<u>eleanor.padman@wilsongrouplimited.com.au</u>

+61 2 8247 3165