



## PRESS RELEASE

### **CAPITAL INTERNATIONAL AND PINNACLE INVESTMENT MANAGEMENT FORM RETAIL DISTRIBUTION PARTNERSHIP**

2 April, 2009

Pinnacle Investment Management announced today that it has entered into a definitive agreement with Capital International, one of the world's most respected investment management firms, to distribute global equities funds to Australian retail investors.

Under the agreement, Pinnacle, in conjunction with its largest shareholder, Wilson HTM Investment Group, will establish and administer the Capital International Global Equities Fund and the Capital International Global Equities Fund (Hedged). Pinnacle said it expects the funds to be available to Australian investors by April 14.

**The agreement combines Pinnacle's distribution and administrative strengths with Capital's unparalleled global research and equity management experience.**

The Capital Group Companies, Inc. (CGC) is one of the oldest major investment firms in the world. Since its founding in 1931, Capital has focused exclusively on investment management. Capital has been conducting global research and investing internationally for more than 50 years.

Capital International and Pinnacle share many attributes that both consider crucial to investing success – employee ownership, a long-term approach and a depth of experience of their associates.

This agreement benefits investors by allowing Pinnacle and Capital to each focus on their individual strengths. Pinnacle will undertake the distribution and administration of the funds, allowing Capital's investment professionals to focus exclusively on producing superior long-term investment returns.

**Pinnacle Managing Director Ian Macoun said: 'Capital and Pinnacle have established what will be a very long term partnership, ensuring longevity and sustainability of service to Australian investors.'**

Capital International has worked with investors in Australia for over two decades, building up a trusted name that is well-known for their long-term approach, research-driven investment process and unique method of managing portfolios. Throughout this time, Capital International has provided superior long term investment results for investors who have wanted to invest in global equity markets.

Capital's ownership model ensures that investment professionals remain with the firm for many years, helping to eliminate the 'investment manager risk' which is of concern to many investors and their advisers.

Equally, the people who comprise Pinnacle's team have been known to, and have successfully served the investment needs of, Australian investors and their advisors, for many years. The career details of these people are attached.



## **ABOUT PINNACLE INVESTMENT MANAGEMENT**

Pinnacle Investment Management (Pinnacle) was launched by Wilson HTM Investment Group (ASX: WIG) and Ian Macoun in 2006 as a distribution and business support company for the development of high quality investment management businesses.

Pinnacle's mission is to provide Australian investors with the investment services of Specialist Investment Management firms of the highest standard. This strategy involves supporting the highest quality specialist investment management operations across a range of asset classes and investment styles.

Investment management firms currently supported by Pinnacle are: Solaris Investment Management Limited (a 'style neutral' Australian equities manager), Plato Investment Management Limited (a quantitative Australian equities manager), Resolution Capital Limited (a listed real estate securities manager, both domestic and global), Hyperion Asset Management Limited (a growth style Australian equities manager), Palisade Investment Partners (an unlisted infrastructure manager), and the newly formed Pinnacle Private Equity (an Australian 'mid-market' private equity manager).

Pinnacle's business model ensures a very strong alignment between investment managers and their investors, and a genuine long term focus.

Pinnacle's philosophy is to provide investment managers with the infrastructure and business support to allow them to focus on delivering fund outperformance. Pinnacle, and the specialist investment managers which it supports, draw upon Wilson HTM Investment Group's infrastructure and services but operate independently. This is pursuant to Pinnacle's philosophy that 'supported independence' is an important ingredient for maximum success in investment management, and in recognition of the needs and preferences of investors, investment managers, asset consultants and research houses.

## **ABOUT CAPITAL INTERNATIONAL**

The Capital Group Companies, Inc. (CGC) is one of the oldest major investment firms in the world, founded in 1931. CGC is the parent of a number of organisational entities, all of which directly or indirectly provide global investment management services and are all 100% owned by CGC. The company only provides investment management services.

Capital International is unique in many ways, most of all in the way they are organized and in their investment process and products. These key points include:

- **Independent, privately-owned organisation** – The Capital Group Companies is employee-owned with a sole focus on investment management and a primary goal of providing long-term superior results.
- **Long-term investment philosophy:** Capital's investment professionals look for investment opportunities that can be core holdings for years, not months.
- **Global research** – Capital has a long history of fundamental global investment research. Capital's analysts are based around the world and follow their industries on a global basis.
- **A unique and stable way of managing assets.** The Multiple Portfolio Manager System (MPMS), which has been in place for over 40 years, is one of the most significant distinguishing characteristics of the way Capital manages client assets. The Multiple Portfolio Manager System's blend of individual decision-making within team framework helps temper investment volatility, provides continuity of management and, most importantly, helps produce consistency of results over different market cycles.
- **Seasoned investment professionals** – The portfolio managers at Capital have an average of 25 years of investment experience.

The Capital Group manages over A\$1,400 billion in assets (as of December 31, 2008). Most recently, Capital International's global equities investment services have been distributed in Australia primarily through alliances with MLC/Capital National Alliance (now nabInvest) and with Credit Suisse Asset Management (Australia), with CSAM primarily focused on the retail market.

With the recent news that Aberdeen Asset Management intends to terminate Capital International as the investment sub-advisor some time after their acquisition of CSAM Australia, Capital has decided to work with Pinnacle to establish and distribute their global equity investment services to the retail market.

Capital International are strongly committed to Australia and are seeking to set up an enduring, long term partnership which will promote the Capital International brand to Australian retail investors and provide investors with the assurance of long term continuity of access to Capital International's services as a global equities investment manager.



## **ABOUT IAN MACOUN, ADRIAN WHITTINGHAM, ANDREW FINDLAY AND ANDREW CHAMBERS**

**Ian Macoun** has broad investment, financial and business experience including fifteen years as CEO / Chief Investment Officer of a number of investment management firms.

Ian's career prior to the establishment of Pinnacle included the establishment of a substantial new "boutique" funds management firm (Perennial Investment Partners), building a major new investment corporation (Queensland Investment Corporation), and the reconstruction of a major Australian bank's investment operation (Westpac Investment Management).

His early experience, in more than 10 years at Queensland Treasury, included involvement with many major Australian and International financial market participants.

**Andrew Chambers** is dedicated to building and maintaining strong relationships with investors, consultants, institutions and retail distributors on behalf of Pinnacle's investment management affiliates.

Before joining Pinnacle, Andrew worked for 7 years as Vice President of Business Development servicing consultant, wholesale and retail channels in Australia and New Zealand for one of the world's largest multi-affiliate investment management firms, Legg Mason, Inc. (formerly Citigroup Asset Management). Andrew also had responsibilities in Asia and was instrumental in rolling out the first global Separately Managed Account (SMA) program in the region through Citibank in Hong Kong and Singapore.

Prior to Legg Mason, he spent 3 years studying and working in London, during which time he worked in treasury roles with a number of publicly listed industrial companies including British Telecommunications and Rexam.

**Adrian Whittingham** is dedicated to building and maintaining strong relationships with investors, consultants, institutions and retail distributors on behalf of Pinnacle's investment management affiliates.

Before joining Pinnacle, Adrian was Director, Head of Retail Sales with Schroder Investment Management in Sydney, from 2002 to April 2008. At Schroders Adrian was responsible for leading the businesses direction and engagement with Researchers, Consultants, Dealer Groups and Private Clients. Prior to Schroders, Adrian spent 8 years at Zurich in Product, Research and Business Development roles.

**Andrew Findlay** is dedicated to building and maintaining strong relationships with investors, consultants, institutions and retail distributors on behalf of Pinnacle's investment management affiliates.

Before joining Pinnacle, Andrew was a Division Director with Macquarie's Banking & Financial Services Group, where he was responsible for establishing the Macquarie Professional Series, a range of world-class, specialist investment managers. Prior to Macquarie Andrew worked in a variety of financial marketing roles with Deutsche Bank in Australia and with UBS in Zurich and London.

