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Pinnacle expands retail distribution with the Appointment of Adam Bullpitt as Associate Director, Distribution

25 June 2009

Pinnacle Investment Management today announced the appointment of Adam Bullpitt as Associate Director, Distribution, based in the Company's Melbourne office.

Previously, Adam worked as a Business Development Manager at Vanguard Investments for 3 years where he was responsible for adviser distribution in Victoria and Western Australia. Adam was also instrumental in the development of Vanguard's highly successful adviser education series and portfolio construction workshops. Prior to Vanguard, Adam worked at Citicorp and Credit Suisse Asset Management.

As Associate Director, Distribution, Adam will be responsible for building and maintaining relationships with dealer groups and financial advisers on behalf of Pinnacle's boutique investment management firms and investment partners. Pinnacle now has seven boutiques under its umbrella - Solaris Investment Management, Resolution Capital, Plato Investment Management, Hyperion Asset Management, Palisade Investment Partners, Pinnacle Private Equity and Plenary Investment Management. Pinnacle was also recently appointed as the Australian retail distribution partner for Capital International, one of the world's leading global equity managers. The Capital International global equities funds offered in partnership with Pinnacle have already attracted over \$500m from investors.

Pinnacle Director of Distribution Andrew Chambers said "We are absolutely delighted that Adam is joining us to head-up our adviser distribution based in Melbourne. Melbourne is home to many important adviser relationships and we are excited to have a person of Adam's integrity, skills and experience join the team."

"Adam has a proven track record as a distribution expert as well as strong skills in technical education and portfolio construction. We believe he is ideally suited to deliver service excellence to the adviser market."

Pinnacle Investment Management Ltd
ABN 66 109 659 109

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“Before Adam decided to join us we spent a great deal of time talking about the future of investment distribution in Australia. Like me, Adam is a firm believer that the “multi-affiliate” approach is the right distribution model to maximise asset management success and deliver valuable outcomes for clients.”

“Pinnacle has been able to attract the very best investment managers in the country through a unique business framework of supported independence. Advisers want a clear value proposition from their investment managers. It is my belief that the Pinnacle multi-affiliate approach is the best model to achieve asset management success. I am very excited about the role.” Adam said.

Adam’s academic qualifications include a Bachelor of Commerce from the University of New South Wales.

Adam’s appointment follows that of Scott Thomas who joined Pinnacle in the Sydney office as a Associate, Distribution. Scott previously worked with Macquarie in the Retail and Institutional Distribution teams.

These two appointments along with a soon to be announced Business Development Manager joining the Sydney office reinforce Pinnacle’s commitment to fully servicing retail and institutional channels for its leading investment management firms.

ABOUT PINNACLE INVESTMENT MANAGEMENT

Pinnacle Investment Management (Pinnacle) was launched by Wilson HTM Investment Group (ASX: WIG) and Ian Macoun in 2006 as a business support and equity holding company to bring to Australian investors the skills of the highest quality investment management firms.

Pinnacle’s mission is to create and grow Australia’s premier ‘house of boutiques’. This strategy involves supporting the development and growth of the highest quality investment management businesses, capable of managing significant funds under management across a range of asset classes and investment styles.

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Boutiques currently under the Pinnacle umbrella 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 is also the Australian retail distribution partner for Capital International, one of the world's leading global equity managers.

Pinnacle's philosophy is to provide boutique fund managers with the infrastructure services and resources to allow them to focus on delivering investment outperformance. Pinnacle, and the boutique managers which it supports and in which it owns equity, 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 investment managers, institutional clients, asset consultants and research houses.

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