



**Wilson HTM**  
INVESTMENT GROUP

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The Manager  
ASX Limited  
20 Bridge Street  
Sydney NSW 2000

### **Wilson HTM Investment Group Ltd (ASX : WIG) – Key changes to executive and board**

- Mr David Groth steps down as CEO of Wilson HTM
- Mr Steven Wilson appointed Group Managing Director
- Mr Steven Skala AO appointed Non-Executive Chairman
- Mr Andrew Coppin appointed Head of Private Wealth Management

Wilson HTM Investment Group Ltd (Group) announces that, effective immediately, Mr Steven Wilson has been appointed Group Managing Director following Mr David Groth stepping down from the position of Chief Executive Officer. Mr Groth, who has worked for Wilson HTM for over 17 years, has made the decision for family reasons. He will be moving to Brisbane and taking a client facing role as Director, Corporate Finance within the firm.

Mr Steven Skala AO, a current Non-Executive Director, has been appointed Non-Executive Chairman of the Group in place of Mr Wilson, who has been Executive Chairman of the Group since 2004.

“The Board and I are grateful for the contribution David has made to the Wilson HTM business, particularly in more recent times as CEO. During this time under David’s leadership, the Next Financial business has been stabilised, the Deutsche Bank relationship strengthened and we have seen improvement in the business’ financial performance. We are also fortunate that David’s extensive experience will be retained and fully utilised in continuing to grow and service the needs of our Corporate Finance clients” Mr Steven Wilson said.

Mr Steven Skala AO, who has been a Board member since 2002, brings a wealth and depth of knowledge from his considerable governance experience and his background as a corporate lawyer, investment banker and investor. He is currently Vice Chairman, Australia and New Zealand of Deutsche Bank AG. His long term involvement and understanding of the Group will also enable a smooth transition into the role of Non-Executive Chairman.

In a separate development, Wilson HTM is pleased to announce that Mr Andrew Coppin has joined the firm as Head of Private Wealth Management.



Mr Coppin joins Wilson HTM as the Company seeks to grow and extend its Private Wealth Management division, in particular growing funds under management, extending the business' national footprint and improving client service capabilities. Andrew brings over 16 years experience in the Wealth Management industry to the role having worked for a mix of international and Australian firms - Merrill Lynch, Bell Potter and Patersons.

In commenting on his own move to Managing Director, Mr Steven Wilson said "As Executive Chairman over the past seven years, I have maintained an active involvement in the Group's operations and strategy, especially our Funds Management business. My focus, as I step into the role, will be to consolidate on the recent improvements and work with our professional managers and team to grow the business across all its areas of Private Clients, Capital Markets and Funds Management."

Yours sincerely

A handwritten signature in blue ink that reads "M. Brady".

Michelle Brady  
Company Secretary

**For More Information Please Contact:**

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Wilson HTM Investment Group  
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### **About Wilson HTM Investment Group**

Wilson HTM Investment Group (ASX:WIG) is a listed financial services company with over 115 years experience providing individual and institutional clients with wealth and investment management services.

Established in 1895 to offer stockbroking services, the business has transformed and grown its services in more recent years to now include:

- Capital Markets comprising institutional broking, corporate finance and research;
- Private Wealth Management comprising financial advisory and planning, stockbroking and funds management services;
- Speciality Funds that actively manage Australian Equity funds: Wilson HTM Priority Growth and Priority Core Funds;
- Pinnacle Investment Management is a house of 7 boutique institutional funds management businesses with \$9.4 billion in funds under management at 31 December 2010.

Currently, WIG has total funds under management of \$11.7 billion (31 December 2010) and provides investment management services to clients through its offices in Brisbane, Sydney, Melbourne and a number of regional centres.

WIG, which was listed on the ASX in June 2007, has a strategic relationship with its largest shareholder Deutsche Bank (19.55% shareholding) yet remains one of only a few independent investment companies in Australia.

## Profiles

**Mr Steven M Skala AO**  
**BA, LLB(Hons) (Qld.), BCL(Oxon).**  
**Non-Executive Chairman**

Mr Steven Skala AO joined the Wilson HTM Investment Group Board in 2002. Since 2004, he has been Vice Chairman, Australia and New Zealand of Deutsche Bank AG and has undertaken various senior roles for its investment banking, markets and private wealth management businesses. He is a former commercial and corporate lawyer. Between 1982 and 1985, he was a partner of Morris Fletcher and Cross (now Minter Ellison). Between 1985 and 2004 he was a partner of Arnold Bloch Leibler and was head of its Corporate and Commercial Practice for several years.

### **Current Company Directorships:**

Vice-Chairman, Australia & New Zealand, Deutsche Bank AG  
Director, Deutsche Australia Limited  
Director (formerly Chairman), Hexima Limited  
Director, Australian Broadcasting Corporation  
Vice President, Walter and Eliza Hall Institute of Medical Research  
Director, The Centre for Independent Studies  
Deputy Chairman, The General Sir John Monash Foundation

**Mr Steven M Wilson**  
**B Com, LLB (UQ), Hon PhD (QUT & Griffith), FAICD, SF Fin, MSAA.**  
**Managing Director**

Mr Steven Wilson joined the Wilson HTM Investment Group Board as one of the inaugural members in 2002 and was appointed Executive Chairman in 2004.

Steven has over 30 years of professional investment experience, including 4 years with Cazenove & Co. in London. Steven has been with WIG since 1984. During this time, he has held a number of senior positions including Head of Research, Institutional Sales, Corporate Finance, Investment Management, Managing Director and Executive Chairman.

### **Current Company Directorships:**

Chairman, South Bank Corporation  
Chairman, Barambah Wines Pty Ltd  
Director, Pinnacle Investment Management Limited  
Director, The Centre for Independent Studies  
Director (formerly Chairman), National Trust St John's Cathedral Completion Fund,  
Fund Raising Board  
Trustee, University of Queensland Rugby Union Foundation



**Mr Andrew Coppin**  
**MSDIA**  
**Head of Private Wealth Management**

Mr Andrew Coppin has over 18 years professional experience in the area of Wealth Management and Stockbroking. Having commenced his career at McIntosh /Merrill Lynch in the area of Private Banking and high net wealth portfolio management he went on to extend his advisory career into executive management roles in some of Australia's leading Stockbroking and Wealth Management groups including Bell Potter, Patersons Securities and most recently in his own boutique advisory firm, Coppin and Partners.