

Wilson HTM
Investment Group

Private Wealth
Management



Wilson HTM
INVESTMENT GROUP

Our Mission

Creating prosperity for our clients, people and community

Our Values

- Making money for our clients and loving it
- Growing our people
- Our word is our bond
- We are prepared to swim against the tide
- Leadership in community contribution
- We plan to win

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Introduction

Wilson HTM Investment Group (Wilson HTM) is one of Australia's leading wealth management firms with over 115 years heritage in the financial services industry.

Wilson HTM is a diversified full service provider of specialist wealth management services incorporating Stockbroking, Financial Planning, Corporate Advisory, Research, Institutional Investment and specialist Funds Management.

In addition to its own research team and corporate department, Wilson HTM also gains access to global research and select corporate offerings through its strategic alliance with Deutsche Bank.

Wilson HTM is an ASX listed company with over 300 staff in offices throughout Australia.



Wilson HTM - specialists in investment strategy for High Net Worth clients.

Our History

When Edward Holmes repurchased a seat on the Brisbane Stock Exchange on 11 April 1895, he commenced over 115 years of uninterrupted stockbroking service across Australia from the antecedent firms of Wilson HTM Investment Group.

Our transformation



115 years of history

A few years after...

Edward Holmes and Henry Monteith also set up in business. Both Edward and Henry had sons who also became stockbrokers; James Harvey Holmes and Robert Henry Monteith respectively. Unfortunately Robert passed away in France in 1918, so Henry Monteith's mantle passed to his son-in-law, Bill Wilson.

J Harvey Holmes (as Edward Holmes's firm was known) eventually merged with two other family firms; Tynan & Co and Lynch & McCarthy; to form Holmes Tynan McCarthy Ltd in 1986. On the other side, Bill Wilson's business had in turn passed to Bob and John Wilson in the form of the pioneering Wilson & Co. The two firms merged in 1989 to form Wilson HTM Ltd.

Today the company has been transformed from a small family business to an integrated investment group based on the investment management philosophies of client outperformance or 'alpha'. Listing on the ASX in 2007 was an important step in this journey. However, even as it looks to the future as a listed company, Wilson HTM Investment Group's mission to 'create prosperity for clients, people and community' is as constant today as it was over a century ago.



1999

- Sydney office established

2002

- Acquired BNP Paribas Asset Management

2004

- WHTM Asset Management re-structured into Hyperion Asset Management

2005

- Total Funds Under Management (FUM) passed AU\$1 billion
- Announced DB strategic relationship
- Wilson HTM Priority Growth Fund launched



2008

- New Pinnacle boutique Solaris Investment Management established
- FUM exceeds AU\$5.3 billion
- Palisade announces acquisition of Perpetual Infrastructure Fund

2007

- Listed on the ASX in June 2007
- FUM exceeds AU\$3.7 billion
- Pinnacle partners with Resolution Capital
- Palisade Investment Partners established
- New premises opened in Sydney and Melbourne

2006

- Pinnacle Investment Management launched
- WHTM receives CFO Award for Secondary Market Deal of the Year
- Plato Investment Management established
- FUM exceeds AU\$2 billion



Wilson HTM Private Wealth Management

Specialist Investment Strategies for Astute Investors.

A dedicated and personalised wealth management service providing you with access to some of Australia's leading investment, research and financial planning professionals.

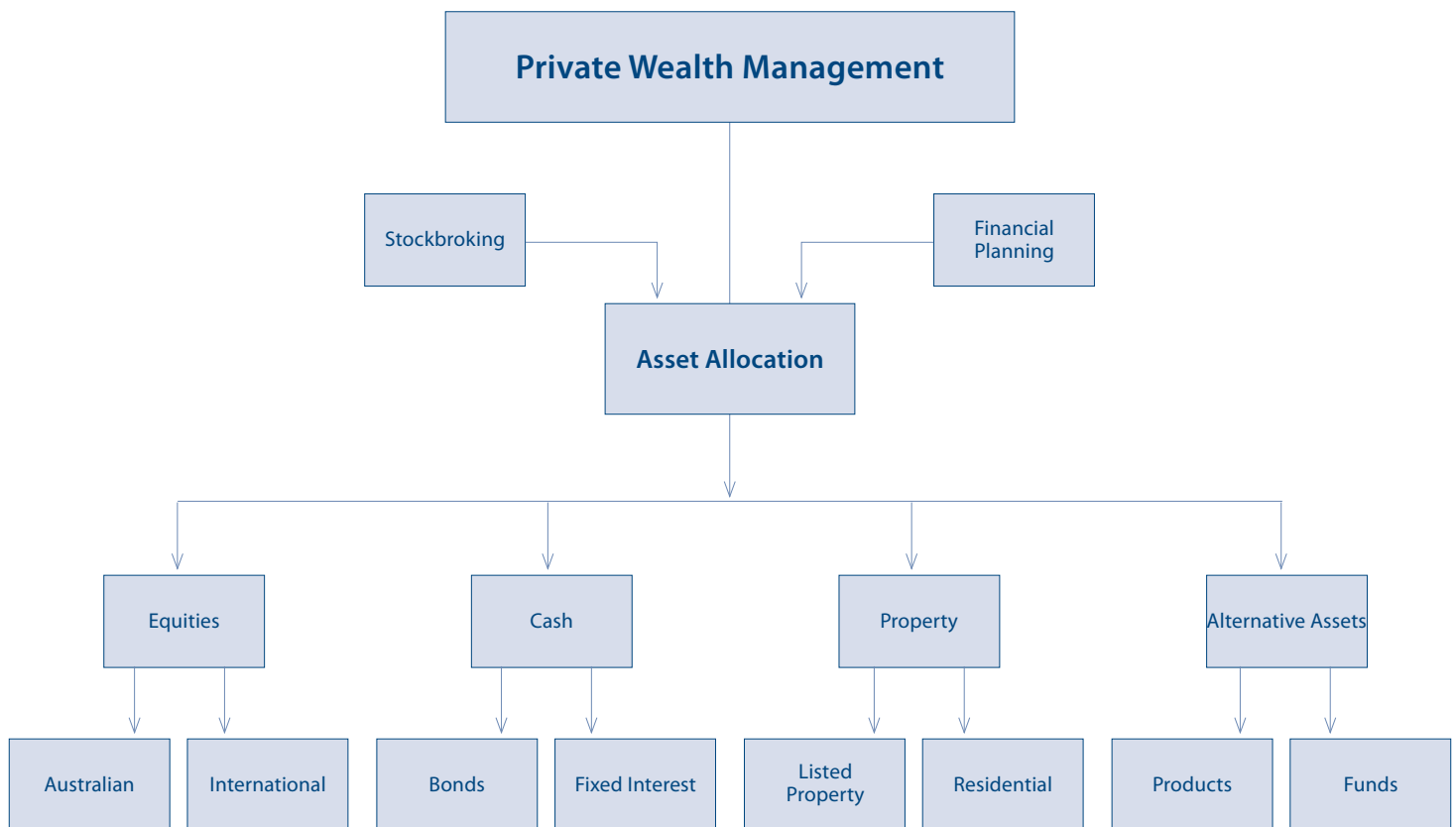
As a client you benefit from;

- > Solid reputation of creating wealth for clients since 1895
- > Over 100 highly qualified and experienced professional Advisers
- > Ability to recommend investments in any asset class
- > Focus on investment strategies and structures that deliver investment performance
- > Service and integrity



Wilson HTM - specialists in investment strategy for Self Managed Super Funds.

Wealth Management Services



The best investment strategy is the one that makes sense to you, and meets your financial goals.

Securing Your Financial Future

Wilson HTM Investment Group's Advisers can help secure your financial future by creating a personalised wealth management strategy.

Financial Planning and Advisory at Wilson HTM

Planning ahead is always the most important factor in succeeding through investment.

If you have a particular financial goal to reach, are providing for your family, planning for retirement or would like to know how you can improve your financial position, your Wilson HTM Financial Adviser will ensure that you are informed of the choices and decisions you can make to achieve your goals. Financial Planning Services include;

- > Stockbroking & Financial Planning
- > Wealth Creation Strategies
- > Investment Structuring
- > Asset Allocation
- > Superannuation
- > Gearing Strategies
- > Retirement and Estate Planning
- > Tax Effective Investment Advice
- > Risk Insurance Advice



Wilson HTM - specialists in investment strategy for Financial Planning.



Wilson HTM - specialists in investment strategy for Australian Equities.

Stockbroking and Investment Advisory at Wilson HTM

Full Service Stockbroking has been our 'cornerstone service' throughout our history. Our equities investment service gives you complete autonomy to create and manage your own share portfolio with as much professional advice and support as you require.

Your Wilson HTM Adviser will assist you with all aspects of buying and selling shares, and structuring your equity portfolio. As a client you have ready access to capital raisings that may not be available to the general public, derivatives and overseas share investments.

As a client you will gain access to Wilson HTM equity research capabilities. With one of the largest teams dedicated to Mid-Cap research in Australia our highly credentialed research analysts have the ability to identify investment opportunities that will

add value to your investment portfolio.

The key benefits of our Investment Advisory and Stockbroking Services include;

- > **Tailored Investment Strategies**
- > **Personalised Share Portfolio**
- > **Proactive Advice**
- > **A Dedicated Investment Adviser**
- > **Quality Research on over 250 Companies**
- > **Access to Capital Raisings**

A personalised approach to building a successful financial future for you and your family.

Wilson HTM Private Portfolio Service

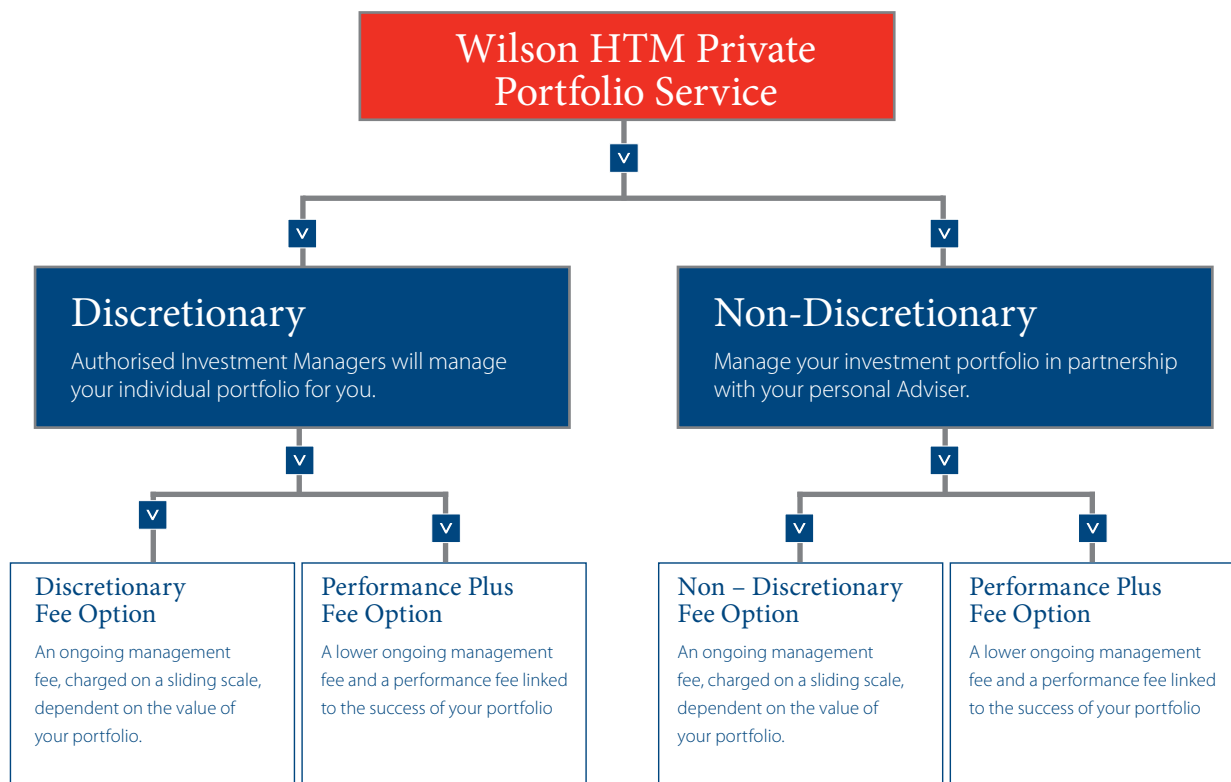
Our premium service for clients who do not have the time to manage their own direct equities portfolio.

The benefits of the Wilson HTM Private Portfolio Service include personal ownership of all assets allowing you access to shareholder discount programs, share top-up plans, bonuses and rights issues. Other benefits include;

- > **Your Own Dedicated Investment Adviser supported by a Team of Experienced Staff**
- > **Comprehensive Tax and Investment Reporting**
- > **A Tax-Deductible Management Fee**
- > **Freedom from Investment Paperwork**
- > **Option for Comprehensive Financial Planning Service**
- > **Pro-Active Investment and Tax Planning**

The Wilson HTM Private Portfolio service comes with a number of options all designed to fit with your choice of approach.

The Discretionary approach is suitable if you do not have the time to directly manage your equities portfolio. A Non Discretionary approach is suitable if you would like to be involved in every investment decision. Each approach has two similar fee options.



Simple Steps to Getting Started

> Step 1

Contact us

Contact us on 1300 651 577 for your nearest office.

> Step 2

Identifying your goals

The relationship begins with a discussion with your personal Adviser to determine what you want to achieve. This lets your Adviser know your expectations so that he or she can make the right decisions to secure your financial future.

> Step 3

Understanding your preferred approach

We understand that everyone is unique. That is why we take the time to work with you. The level of involvement in your account is flexible so that you can let us make all the investment decisions for you, or you can make all decisions with your Adviser.

> Step 4

Finding an Investment Service that will work for you

Wilson HTM Investment Group has a number of options to choose from when starting your investment portfolio, giving you the freedom to tailor your investments to suit your time horizon and lifestyle goals.

For more information about any of our products or services, please visit www.wilsonhtm.com.au or contact us on 1300 651 577 for your nearest office.



For your nearest office call 1300 651 577
www.wilsonhtm.com.au

Brisbane

Address: GPO Box 240 Brisbane QLD 4001

Phone: (07) 3212 1333

Sydney

Address: PO Box R596 Royal Exchange Sydney NSW 1225

Phone: (02) 8247 6600

Melbourne

Address: GPO Box 1631 Melbourne VIC 3001

Phone: (03) 9640 3888

Select Regional Offices

Wilson HTM Investment Group Ltd ABN: 22 100 325 184

Wilson HTM Ltd ABN: 68 010 529 665

Market Participant of the ASX Limited,
Principal member of the Financial Planning Association of Australia

Principal member of the Stockbrokers Association of Australia
AFSL and ACL Number 238375



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