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The Manager  
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**Wilson HTM**  
INVESTMENT GROUP

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## **WILSON HTM INVESTMENT GROUP LTD (ASX: WIG) – GUIDANCE UPGRADED**

This is an update to the release issued to the market with the interim result on 13 February 2013.

WIG advises shareholders that stronger performance in its funds management businesses, Wilson HTM Priority Core and Priority Growth Funds and its 79.3% owned Pinnacle Investment Management Limited, is expected to underpin an improved financial result for the six months to 30 June 2013.

The expectation for this period is a range of a Loss after Tax of \$0.5 million to a Profit after Tax of \$0.8 million attributable to WIG shareholders. This compares with previous expectations announced to the market that WIG would record a “lower loss” in the half year to 30 June 2013 than the reported Net Loss after Tax of \$2.3 million recorded in the first half.

If this improved outcome is achieved, the full year FY13 guidance would be in the range of a Loss after Tax of \$1.5 million to \$2.8 million attributable to WIG shareholders

WIG’s final result remains subject to market conditions including those that prevail on 30 June 2013.

The liquidity position of WIG remains carefully managed with no corporate debt. This notwithstanding, the Group anticipates reducing its unused banking facilities.

WIG’s expectation of the 2014 financial year being profitable is unchanged.

Yours sincerely,

Karen Penrose  
Company Secretary  
Wilson HTM Investment Group Ltd



**FOR MORE INFORMATION PLEASE CONTACT:**

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**ABOUT WILSON HTM INVESTMENT GROUP**

Wilson HTM Investment Group Ltd (**ASX: WIG**) is a listed financial services company. The firm was established in 1895 to provide stockbroking to its individual and company clients. From those beginnings, WIG has evolved to broaden its activities to:

- wealth management advisory for private investors including, portfolio advice, stockbroking and financial planning;
- strategic advice capability specializing in emerging companies;
- in-house research team focusing on emerging and small cap companies with access to broader research and capability via a strategic partnership with Deutsche Bank, who owns 19.80% of WIG's issued capital;
- institutional distribution;
- unique Australian equities fund offering via the Priority Growth Fund, which exclusively invests in the stocks researched by WIG, and the Priority Core Fund; and
- establishing Hyperion in 1996 and expanding the funds management activities to form Pinnacle Investment Management Limited in 2006.

Wilson HTM has offices in Brisbane, Sydney, Melbourne as well as Dalby, Gold Coast and Hervey Bay and has funds under management as at 31 May 2013 totalling \$1.4 billion.

Today, WIG owns 79.3% of Pinnacle Investment Management Limited, which in turn holds equity interests of between 25% and 49.9% in six boutique fund managers.

Pinnacle provides distribution services, business support and responsible entity services to these managers as well as to external managers. As at 31 May 2013, Pinnacle's funds under management totalled \$11.3 billion.

In 2013, Pinnacle's funds won the following major industry awards:

**Money Management/Lonsec**

- Hyperion Asset Management Ltd was named 'Fund Manager of the Year' and also won two main Australian Equities Awards - Australian Equities (Broad Cap) and Australian Equities (Small Cap); and
- Plato Investment Management Ltd was awarded the Retirement Product Innovation Award for its Plato Australian Shares Income Fund.

**Morningstar**

- Hyperion Asset Management Ltd was named Domestic Equity Category winner; and
- Resolution Capital Ltd was named Listed Property Category winner.