



PINNACLE INVESTMENT MANAGEMENT GROUP LIMITED (PNI)

Wilsons Rapid Insights Melbourne

Ian Macoun – Managing Director and CEO

Andrew Chambers – Executive Director, Head of Institutional and International Distribution

Dan Longan – CFO

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Pinnacle Investment Management Group Limited (PNI)

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Latest Update

Ian Macoun, Managing Director

- Total Affiliate FUM (at 100%) at 30 September 2022 of \$80.5 billion – down \$3.2 billion or 4% from \$83.7 billion at 30 June 2022
- Total net outflows for the three months to 30 September 2022 of \$1.2 billion:
 - \$0.2 billion retail net inflows
 - \$0.2 billion offshore net inflows
 - \$1.6 billion domestic institutional net outflows
- For the three months to 30 September 2022:
 - The S&P/ASX 300 Index was down 1.3%
 - The MSCI World Index was down 7.3%

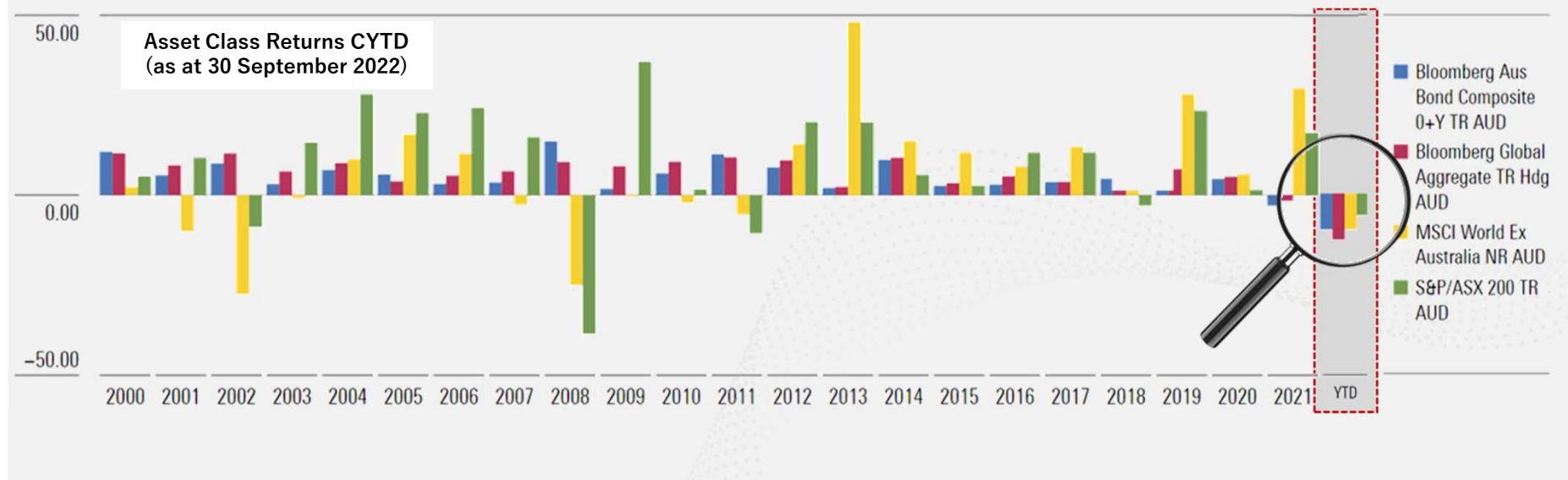


- Whilst headline flows have been negative, there have been modest positive net inflows from both retail and offshore channels, with negligible impact on overall management fee revenues in aggregate
 - Lower market levels have impacted management fee revenues during the three months to 30th September in strategies exposed to movements in listed equities markets
 - During the three months to 30 September, there has been continued ‘recycling’ of domestic institutional FUM, with the outflows again skewed towards older, lower margin domestic business and the inflows into higher margin strategies including international markets
 - Domestic institutional flows in local asset classes continue to be impacted by regulatory-driven portfolio changes but we remain encouraged by our recent flows and future pipeline in global equities and private markets strategies
 - International flows and search activity remain positive across North America, Europe, Japan and New Zealand
 - Maintained positive retail flows in Q1 FY23 despite economic uncertainty, challenging market conditions and poor investor confidence
 - Most Affiliates and strategies continue to deliver performance to expectations or better; short-term ‘style headwinds’ in a couple of Affiliates
- 

- **Global uncertainty around inflation, rates, earnings and liquidity driving defensive institutional investor behaviour**
- **Institutional flows and search activity in public markets asset classes mixed**
 - Asset owners increasing cash holdings in anticipation of further market dislocation and capital/collateral calls
 - Search activity in global value and emerging market equities domestically and offshore remains steady
 - Capacity-constrained high conviction managers and low-risk quant solutions are still in demand
 - Some mandate outflows in Australian equities, real estate securities and public credit because of asset allocation rebalancing and regulatory-driven portfolio construction changes
- **Institutional flows and search activity in real assets and alternatives remains sound**
 - Private credit viewed as attractive given defensive, floating rate and premium yield characteristics
 - Private infrastructure seen as providing defensive qualities, inflation-linked earnings and a tangible way of playing energy transition and environmental impact
 - Real estate viewed as moderately attractive however real estate securities being used as liquidity mechanism for short-term portfolio re-balancing
 - Appetite for private equity and private agriculture remain resilient, particularly from international investors
 - Volatility in rates and equity markets has increased interest in absolute return strategies such as global macro, long short credit and market neutral equities
- We continue to see near-term, institutional portfolio rebalancing and de-risking (regulatory and market driven) however our pipeline remains strong and diversified – onshore and offshore

Maintained positive retail flows in Q1 FY23 despite economic uncertainty, challenging market conditions and poor investor confidence.

- Weak retail market conditions have stalled retail net inflows with \$0.2bn net inflows in Q1 FY23. As a result of AMP's super simplification program that began in 2018, \$197m was redeemed (as one-off) from two of our Affiliates during September
- Positive Q1 FY23 contributions from 8 Affiliates – Resolution Capital, Hyperion, Metrics, Firetrail, Plato, Spheria, Five V and Langdon
- It has been a challenging year for Australian investors with major asset classes delivering double digit losses CYTD
- Bonds and equities both negative at the same time in Australia as well as globally
- Rising interest in uncorrelated assets, alternatives and private markets strategies



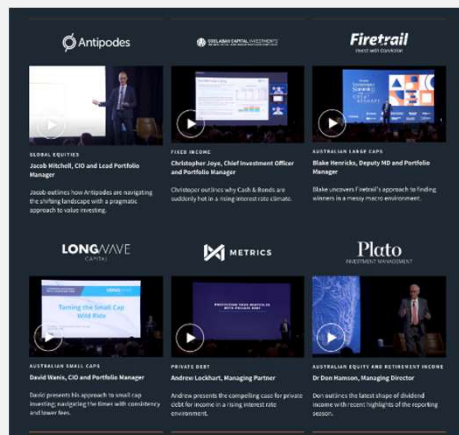
Ever-changing client preferences and advice landscape requires a nimble, efficient and adaptive distribution platform to deliver success

- The retail distribution team continues to maintain high activity and engagement with clients and prospects. The team is well positioned for a rebound in investor confidence and to participate in any future flows
- The advice industry has gone through dramatic change in just over 3 years - where the total number of licenced advisers has been slashed by more than 30% from 23,590 in Dec 2019 to 16,374 in June 2022
- Pinnacle's distribution success has been built on using consultative practices and focusing on client outcomes to build strong direct relationships with advisers. Sales-enablement is a core objective of the marketing engine, which also delivers broad-based initiatives and activities to widen and deepen our relationships with advisers, brokers, researchers, and consultants
- Successful execution of the above strategy has significantly expanded Pinnacle's audience reach (85% growth to over 17,000 advisers in the three years to 30 June 2022)
- 10,673 advisers actively investing with PNI Affiliate(s) across major platforms as at 30 June 2022¹ (+656 new advisers in the six months to 30 June 2022)
- Strategic hires have been made across mid-level sales roles to grow and expand our footprint across newer client segments (e.g., Family Offices, Industry Associations, etc.)

¹ Source: Pinnacle and third-party investment platforms. Aggregated adviser numbers calculated from third party platform reports

Affiliate reach continues to be enhanced by leading multi-affiliate sales and marketing platform

- Multi-affiliate network effect enables unique cross-selling opportunities and powerful organic Affiliate growth
- Realisation of cost efficiencies in Affiliate marketing through group synergies (Affiliate reach expanded at significantly lower cost than stand-alone fund managers)
- Successful industry partnerships, forging closer ties with decision-makers
- Embedded, replicable, go-to-market strategy for new products and Affiliates (Aikya Emerging Markets, ASX: RCAP, ASX: S3GO, Langdon, Metrics MREP, Palisade Impact, Plato Net Zero)
- Experiencing strong client engagement - in-person annual Pinnacle Investment Summit held across Australia in August/September. Largest in-person attendance since event began in 2017
- Continuing R&D into proprietary digital content platform utilised in 2022 - providing additional lead generation levers for sales



Best investment ideas from leading boutiques



Nick Waters – Investing in Australian Water Rights



Lonsec Research

- Antipodes Global Fund – Long - Recommended
- Firetrail Absolute Return Fund - Highly Recommended
- Firetrail Australian High Conviction Fund - Highly Recommended
- Hyperion Australian Growth Companies Fund - Highly Recommended
- **Hyperion Global Growth Companies Fund (Managed Fund) (ASX:HYGG) - Highly Recommended**
- Longwave Australian Small Companies Fund – Recommended
- Metrics Direct Income Fund – Recommended
- Plato Australian Shares Income Fund – Highly Recommended
- **Resolution Capital Global Property Securities Fund (Managed Fund) (ASX:RCAP) - Highly Recommended**
- Resolution Capital Real Assets Fund – Highly Recommended
- Smarter Money Fund - Recommended
- Smarter Money Higher Income Fund - Recommended
- Smarter Money Long-Short Credit Fund - Recommended
- Solaris Australian Equity Income Fund – Highly Recommended
- Solaris Australian Equity Long Short Fund - Highly Recommended
- Solaris Core Australian Equity Fund - Highly Recommended
- Spheria Australian Microcap Fund – Recommended
- Spheria Australian Smaller Companies Fund – Recommended
- Spheria Opportunities Fund – Recommended

Morningstar

- Antipodes Global Fund – Long – Bronze
- Antipodes Global Shares (Quoted Managed Fund) – Bronze
- Firetrail Australian High Conviction Fund – Bronze
- Hyperion Australian Growth Companies Fund – Silver
- **Hyperion Global Growth Companies Fund (Managed Fund) (ASX:HYGG) – Bronze**
- **Resolution Capital Global Property Securities Fund (Managed Fund) (ASX:RCAP) – Gold**
- Solaris Core Australian Equity Fund (Performance Alignment) – Gold
- Solaris Core Australian Equity Fund – Silver

Zenith

- Aikya Emerging Markets Opportunities Fund - Highly Recommended
- Antipodes Global Fund – Long – Highly Recommended
- Firetrail Absolute Return Fund - Highly Recommended
- Firetrail Australian High Conviction Fund - Highly Recommended
- **Firetrail S3 Global Opportunities Fund (Managed Fund) (ASX:S3GO) - Recommended**
- **Hyperion Global Growth Companies Fund (Managed Fund) (ASX:HYGG) - Highly Recommended**
- Metrics Direct Income Fund - Highly Recommended
- Plato Australian Shares Income Fund - Recommended
- **Resolution Capital Global Property Securities Fund (Managed Fund) (ASX:RCAP) – High Recommended**
- Resolution Capital Real Assets Fund - Recommended
- Smarter Money Fund - Recommended
- Smarter Money Higher Income Fund - Recommended
- Smarter Money Long-Short Credit Fund – Recommended
- Solaris Australian Equity Income Fund - Recommended
- Solaris Australian Equity Long Short Fund - Highly Recommended
- Solaris Core Australian Equity Fund (Performance Alignment) – Highly Recommended
- Solaris Core Australian Equity Fund - Highly Recommended
- Spheria Australian Microcap Fund – Recommended
- Spheria Australian Smaller Companies Fund – Highly Recommended
- Spheria Opportunities Fund – Recommended

Consultant Models

- Research house aligned consultants
- Independent consultants
- Platform models
- Private wealth models

New offerings launched with strong ratings

- Aikya Emerging Markets Opportunities Fund
- **Firetrail S3 Global Opportunities Fund (Managed Fund) (ASX:S3GO)**
- **Hyperion Global Growth Companies Fund (Managed Fund) (ASX:HYGG)**
- Longwave Australian Small Companies Fund
- Plato Global Net Zero Hedge Fund (rated “Very Strong” by Foresight Analytics)
- **Resolution Capital Global Property Securities Fund (Managed Fund) (ASX:RCAP)**

¹Sample of current Affiliate strategy ratings from major Research Houses as at 23 October 2022.

Client engagement has never been stronger

YoY engagement growth across marketing platforms:

Email Clicks

▲ 75%

LinkedIn Followers

▲ 25%

Event Attendance Rate

▲ 10%

Website Visits

▲ 10%

- More clients consumed Pinnacle & Affiliate content year on year:
 - Mix of content delivery is breaking through the clutter (short form, long form, in person, audio, visual)
 - New funds, informative market updates, awards news providing ongoing fresh updates to clients
 - Continued use of A/B testing is optimising marketing performance
 - Active ETF launches are attracting a larger audience base

- **\$3.8bn¹ of exchange listed FUM in nine listed vehicles spanning most asset classes across > 85 000 underlying investors**
- **Committed to listed fund market with expanded product offering and distribution resources**

Active ETFs

- ~60 Active ETFs in Australia (of the 260 total ETFs), making up ~10% of FUM and flows in the sector.
- Increased choice of Active ETFs is resulting in wider adoption by investment advisers (notably at brokerage firms) and consulting practices with listed fund model portfolios.
- Passive ETF adoption is structural and changes investor behaviour of how they access funds, acting as catalyst for greater adoption of active ETFs
- Pinnacle suite of active ETFs well positioned for various market cycles:
 - Value (Antipodes) and Growth (Hyperion) in global equities with scale and ratings
 - Fixed income and income producing GREITs (Coolabah and Resolution Capital)
 - Sustainable investing - Firetrail S3 Global (ASX:S3GO) launched in October 2022

LICs / LITs

- LIC industry NTA discounts have widened, notably in global equities and global credit
 - PL8, SEC, MXT and MOT have best in class discounts/premiums in their categories
- LIC IPO market remains “closed” with no new IPOs in CY22
 - Opportunities remain to raise additional capital for established LICs

¹ Does not include the total fund size (excludes the unlisted assets) of the Hyperion Global Growth Companies Fund (Managed Fund) (ASX: HYGG), the Resolution Capital Global Property Securities Fund (Managed Fund) or any Affiliate (such as Coolabah) assets raised with third party 'Exchange Traded Products' (ETPs) such as BetaShares Active Australian Hybrids Fund (ASX: HBRD) or The Switzer Higher Yield Fund (Chi-X: SHYF). Otherwise, there are 11 ETPs (in aggregate) including third party solutions with total funds under management across Affiliates of \$8.3bn as at 30 September 2022

² ASX and CBOE monthly investment report September 2022

Continuing strong investment performance of Affiliates to 30 September 2022

83% of Pinnacle Affiliates' strategies and products (with a track record exceeding 5 years) have outperformed their benchmarks over the 5 years to 30 September 2022

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Pinnacle Investment Management	5Y (p.a.)	10Y (p.a.)	Inception (p.a.)	Inception date
Hyperion Asset Management – Gross Performance				
Hyperion Australian Growth Companies Fund	9.96%	12.01%	11.54%	1/10/2002
Outperformance	3.13%	3.63%	3.07%	
Hyperion Small Growth Companies Fund	9.64%	13.78%	15.38%	1/10/2002
Outperformance	5.56%	9.20%	9.19%	
Hyperion Broad Cap Composite	11.10%	12.40%	12.78%	1/11/1996
Outperformance	4.27%	4.03%	4.33%	
Hyperion Growth Companies Fund (Managed Fund)***	16.45%		17.34%	1/06/2014
Outperformance	6.31%		6.07%	
Plato Investment Management – Gross Performance				
Plato Australian Shares Equity Income Fund – Class A	10.02%	11.65%	12.03%	9/9/2011
Outperformance	1.76%	1.67%	3.02%	
Plato Global Shares Income Fund	3.87%		4.49%	30/11/2015
Outperformance	-5.78%		-4.40%	
Solaris Investment Management – Gross Performance				
Solaris Core Australian Equity Fund	6.65%	9.65%	6.23%	9/01/2008
Outperformance	-0.11%	1.24%	1.38%	
Solaris Total Return Fund (including franking credits)	8.45%		9.22%	13/01/2014
Outperformance	0.20%		0.94%	
Solaris Australian Equity Long Short Fund	9.34%		9.54%	1/03/2017
Outperformance	2.58%		3.07%	
Solaris Australian Equity Income Fund	9.16%		9.17%	12/12/2016
Outperformance	0.91%		0.80%	
Resolution Capital – Gross Performance				
Resolution Capital Real Assets Fund	6.49%	10.62%	7.81%	30/09/2008
Outperformance	3.41%	2.60%	3.04%	
Resolution Capital Global Property Securities Fund	2.15%	7.62%	8.53%	30/09/2008
Outperformance	2.65%	2.74%	3.89%	
Resolution Capital Core Plus Property Securities Fund – Series II	4.91%	9.24%	8.32%	31/08/1994
Outperformance	1.83%	1.22%	1.26%	
Resolution Capital Global Property Securities Fund – Series II	1.29%	5.99%	3.30%	30/04/2006
Outperformance	1.79%	0.88%	-0.46%	
Resolution Capital Global Property Securities Fund (Unhedged) – Series II	6.09%	10.32%	11.50%	30/11/2011
Outperformance	2.91%	2.38%	2.40%	
Palisade Investment Partners – Gross Performance				
Palisade Diversified Infrastructure Fund	8.16%	10.06%	4.85%	1/08/2008
Palisade Australian Social Infrastructure Fund	10.90%	13.09%	14.05%	31/05/2011
Antipodes Partners – Gross Performance				
Antipodes Global Fund	5.22%		8.26%	1/07/2015
Outperformance	-3.46%		-0.07%	
Antipodes Global Fund – Long	6.65%		9.38%	1/07/2015
Outperformance	-2.04%		1.05%	
Antipodes Asia Fund	1.82%		5.07%	1/07/2015
Outperformance	-0.98%		0.98%	
Spheria Asset Management – Gross Performance				
Spheria Australian Microcap Fund	13.72%		16.02%	16/05/2016
Outperformance	9.65%		11.04%	
Spheria Australian Smaller Companies Fund	8.53%		9.43%	11/07/2016
Outperformance	4.45%		5.15%	
Spheria Opportunities Fund	8.65%		9.79%	11/07/2016
Outperformance	1.82%		2.47%	
Metrics Credit Partners – Gross Performance				
Metrics Credit Partners Diversified Australian Senior Loan Fund	4.94%		5.15%	4/06/2013
Outperformance	3.96%		3.56%	
Metrics Credit Partners Secured Private Debt Fund	7.85%		7.92%	26/11/2015
Outperformance	6.87%		6.68%	
Coolabah Capital Investments – Gross Performance				
Smarter Money (Active Cash) Fund Assisted	2.15%	3.45%	3.80%	20/02/2012
Outperformance	1.38%	1.97%	2.18%	
Smarter Money Higher Income Fund Assisted	2.57%	–	3.35%	8/10/2014
Outperformance	1.80%	–	2.18%	
Smarter Money Long Short Credit Fund Assisted	4.46%	–	4.48%	31/08/2017
Outperformance	3.69%	–	3.70%	
Coolabah Active Composite Bond Strategy	2.05%	–	2.19%	7/03/2017
Outperformance	1.30%	–	1.21%	
Coolabah Long-Short Active Credit Alpha Strategy	5.34%	–	5.46%	14/02/2017
Outperformance	1.07%	–	1.11%	

Affiliates' investment performance

30 September 2022

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	1Y	3Y (p.a.)	5Y (p.a.)	10Y (p.a.)	Inception (p.a.)	Inception date
Pinnacle Investment Management						
Hyperion Asset Management – Gross Performance						
Hyperion Australian Growth Companies Fund	-31.07%	5.86%	9.96%	12.01%	11.54%	1/10/2002
Outperformance	-23.07%	3.14%	3.13%	3.63%	3.07%	
Hyperion Small Growth Companies Fund	-34.24%	4.42%	9.64%	13.78%	15.38%	1/10/2002
Outperformance	-11.68%	5.21%	5.56%	9.20%	9.19%	
Hyperion Broad Cap Composite	-29.84%	7.24%	11.10%	12.40%	12.78%	1/11/1996
Outperformance	-21.84%	4.52%	4.27%	4.03%	4.33%	
Hyperion Growth Companies Fund (Managed Fund)***	-31.37%	9.06%	16.45%		17.34%	1/06/2014
Outperformance	-22.09%	2.31%	6.31%		6.07%	
Plato Investment Management – Gross Performance						
Plato Australian Shares Equity Income Fund – Class A	-0.72%	6.04%	10.02%	11.65%	12.03%	9/9/2011
Outperformance	5.51%	2.05%	1.76%	1.67%	3.02%	
Plato Global Shares Income Fund	-8.85%	1.01%	3.87%		4.49%	30/11/2015
Outperformance	0.95%	-5.31%	-5.78%		-4.40%	
Plato Global Macro Equity Fund					-5.37%	24/02/2022
Outperformance					9.82%	
Solaris Investment Management – Gross Performance						
Solaris Core Australian Equity Fund	-6.36%	1.69%	6.65%	9.65%	6.23%	9/01/2008
Outperformance	1.33%	-0.98%	-0.11%	1.24%	1.38%	
Solaris Total Return Fund (including franking credits)	-3.52%	3.09%	8.45%		9.22%	13/01/2014
Outperformance	2.70%	-0.90%	0.20%		0.94%	
Solaris Australian Equity Long Short Fund	-0.79%	1.94%	9.34%		9.54%	1/03/2017
Outperformance	6.90%	-0.73%	2.58%		3.07%	
Solaris Australian Equity Income Fund	-2.67%	4.42%	9.16%		9.17%	12/12/2016
Outperformance	3.55%	0.43%	0.91%		0.80%	
Resolution Capital – Gross Performance						
Resolution Capital Real Assets Fund	-16.77%	0.23%	6.49%	10.62%	7.81%	30/09/2008
Outperformance	4.36%	4.84%	3.41%	2.60%	3.04%	
Resolution Capital Global Property Securities Fund	-17.31%	-3.67%	2.15%	7.62%	8.53%	30/09/2008
Outperformance	2.39%	2.97%	2.65%	2.74%	3.89%	
Resolution Capital Core Plus Property Securities Fund – Series II	-19.71%	-2.02%	4.91%	9.24%	8.32%	31/08/1994
Outperformance	1.42%	2.59%	1.83%	1.22%	1.26%	
Resolution Capital Global Property Securities Fund – Series II	-17.27%	-4.33%	1.29%	5.99%	3.30%	30/04/2006
Outperformance	2.42%	2.31%	1.79%	0.88%	-0.46%	
Resolution Capital Global Property Securities Fund (Unhedged) – Series II	-10.34%	-1.45%	6.09%	10.32%	11.50%	30/11/2011
Outperformance	2.89%	3.51%	2.91%	2.38%	2.40%	
Resolution Capital Global Listed Infrastructure Fund	-3.04%					30/09/2021
Outperformance	-7.40%					
Palisade Investment Partners – Gross Performance						
Palisade Diversified Infrastructure Fund	7.49%	7.28%	8.16%	10.06%	4.85%	1/08/2008
Palisade Australian Social Infrastructure Fund	12.05%	10.71%	10.90%	13.09%	14.05%	31/05/2011
Antipodes Partners – Gross Performance						
Antipodes Global Fund	-7.73%	3.94%	5.22%		8.26%	1/07/2015
Outperformance	3.13%	-1.48%	-3.46%		-0.07%	
Antipodes Global Fund – Long	-10.16%	4.82%	6.65%		9.38%	1/07/2015
Outperformance	0.71%	-0.59%	-2.04%		1.05%	
Antipodes Asia Fund	-26.04%	-2.34%	1.82%		5.07%	1/07/2015
Outperformance	-6.09%	-2.60%	-0.98%		0.98%	
Spheria Asset Management – Gross Performance						
Spheria Australian Microcap Fund	1.16%	19.89%	13.72%		16.02%	16/05/2016
Outperformance	23.72%	20.68%	9.65%		11.04%	
Spheria Australian Smaller Companies Fund	-15.29%	7.53%	8.53%		9.43%	11/07/2016
Outperformance	7.27%	8.33%	4.45%		5.15%	
Spheria Opportunities Fund	-9.53%	6.36%	8.65%		9.79%	11/07/2016
Outperformance	5.53%	2.49%	1.82%		2.47%	
Spheria Global Microcap Fund	-21.01%	10.19%			10.18%	1/03/2019
Outperformance	1.16%	1.85%			2.93%	

Affiliates' investment performance

30 September 2022

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	1Y	3Y (p.a.)	5Y (p.a.)	10Y (p.a.)	Inception (p.a.)	Inception date
Pinnacle Investment Management						
Firetrail Investments – Gross Performance						
Firetrail Australian High Conviction Fund	-10.21%	4.49%			4.09%	14/03/2018
Outperformance	-2.53%	1.82%			-1.87%	
Firetrail Absolute Return Fund	-13.81%	6.77%			3.97%	14/03/2018
Outperformance	-14.40%	6.37%			3.23%	
Firetrail Australian Small Companies Fund	-25.69%				13.42%	20/02/2020
Outperformance	-3.13%				17.00%	
Metrics Credit Partners – Gross Performance						
Metrics Credit Partners Diversified Australian Senior Loan Fund	5.24%	4.74%	4.94%		5.15%	4/06/2013
Outperformance	4.35%	4.28%	3.96%		3.56%	
Metrics Credit Partners Secured Private Debt Fund	6.37%	7.38%	7.85%		7.92%	26/11/2015
Outperformance	5.49%	6.92%	6.87%		6.68%	
MCP Secured Private Debt Fund II	6.39%	7.19%			7.97%	9/10/2017
Outperformance	5.51%	6.72%			6.99%	
MCP Real Estate Debt Fund	8.37%	8.06%			8.47%	9/10/2017
Outperformance	7.48%	7.60%			7.49%	
MCP Wholesale Investments Trust	6.09%	5.90%			6.20%	9/10/2017
Outperformance	5.47%	5.50%			5.38%	
MCP Credit Trust	19.37%	13.89%			13.52%	26/12/2018
Outperformance	18.48%	13.43%			12.83%	
Metrics Master Income Trust (MXT)*	4.99%	4.85%			5.10%	5/10/2017
Outperformance	4.37%	4.44%			4.28%	
Metrics Income Opportunities Trust (MOT)*	11.25%	8.70%			8.51%	23/04/2019
Outperformance	10.63%	8.29%			7.99%	
Metrics Direct Income Fund*	5.06%				6.21%	1/07/2020
Outperformance	4.43%				5.86%	
Longwave Capital Partners – Gross Performance						
Longwave Australian Small Companies Fund	-12.74%	3.96%			8.17%	1/02/2019
Outperformance	9.82%	4.75%			5.10%	
Coolabah Capital Investments – Gross Performance						
Smarter Money (Active Cash) Fund Assisted	-0.02%	1.44%	2.15%	3.45%	3.80%	20/02/2012
Outperformance	-0.56%	1.11%	1.38%	1.97%	2.18%	
Smarter Money Higher Income Fund Assisted	0.05%	1.91%	2.57%	-	3.35%	8/10/2014
Outperformance	-0.49%	1.58%	1.80%	-	2.18%	
Smarter Money Long Short Credit Fund Assisted	-2.84%	3.01%	4.46%	-	4.48%	31/08/2017
Outperformance	-3.38%	2.67%	3.69%	-	3.70%	
Coolabah Active Composite Bond Strategy	-12.42%	-2.32%	2.05%	-	2.19%	7/03/2017
Outperformance	-1.06%	1.10%	1.30%	-	1.21%	
Coolabah Long-Short Active Credit Alpha Strategy	-2.46%	3.61%	5.34%	-	5.46%	14/02/2017
Outperformance	-6.50%	-0.23%	1.07%	-	1.11%	
BetaShares Active Australian Hybrids Fund (HBRD)	2.16%	3.29%	-	-	4.34%	13/11/2017
Outperformance	-0.88%	0.46%	-	-	1.09%	
Coolabah Long-Short Opportunities Fund	-0.87%	-	-	-	6.14%	
Outperformance	-1.41%	-	-	-	5.88%	
Aikya Investment Management – Gross Performance						
Aikya Global Emerging Markets Fund – Class A	-8.73%				3.03%	5/03/2020
Outperformance	10.51%				6.06%	
Riparian Capital Partners – Gross Performance						
Riparian Water Fund	13.49%				8.21%	1/12/2019
Outperformance	6.49%				1.21%	
Langdon Equity Partners – Gross Performance						
Langdon Global Smaller Companies Fund					-4.05%	28/06/2022
Outperformance					-2.82%	

*Metrics MXT, MOT, and MDIF performance figures are net

*** The fund changed its name from Hyperion Global Growth Companies Fund – Class B to Hyperion Global Growth Companies Fund (Managed Fund) on 5 February 2021 in order to facilitate quotation of the fund on the ASX

Pinnacle Affiliates continue to win major industry awards

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2022 Lonsec and SuperRatings Fund of the Year Awards 2022

- Longwave – Emerging Manager of the Year – Winner
- Spheria – Active Australian Equity Fund of the Year – Finalist
- Resolution Capital – Property and Infrastructure Fund of the Year – Finalist

2022 Zenith Fund Awards

- Metrics – Australian Fixed Interest – Winner
- Resolution Capital – Global REIT – Winner
- Antipodes – International Equities – Alternative Strategies – Finalist
- Spheria – Australian Equities – Small Caps – Finalist

2022 Financial Newswire/SQM Research Fund Manager of the Year Awards

- Spheria – Australian Equities – Small/Mid Cap Winner
- Spheria – Star Managers Winner
- Resolution Capital – Global Equities – Real Estate Finalist

2022 Financial Standard Investment Leadership Awards

- Plato – Australian Equities – Income Focused Winner
- Hyperion – International Equities High Performance Finalist
- Metrics – Fixed Income – Credit Finalist

2021 Australian Alternative Investment Awards:

- Metrics – Best 2021 Private Debt Fund
- Pinnacle – Best 2021 Investor Supporting Australian Alternative Managers

2021 Lonsec & SuperRatings Fund of the Year Awards

- Hyperion – Active Equity Fund Winner

2021 Zenith Fund Awards:

- Metrics – Listed Entities Category Winner
- Firetrail – Alternative Strategies Category Winner
- Spheria – Australian Equities – Small Cap Winner
- Metrics – Australian Fixed Interest Category Finalist
- Pinnacle – Distributor of the Year Finalist

2021 Money Management Fund Manager of the Year:

- Hyperion – Fund Manager Of The Year Winner
- Hyperion – Australian Large Cap Equities Winner
- Hyperion – Australian Small/Mid Cap Equities Winner
- Hyperion – Global Equities Highly Commended

2021 Morningstar Fund Manager of the Year Awards:

- Hyperion – Australian Fund Manager of the Year
- Hyperion – Domestic Equities – Large Cap Category Winner
- Hyperion – Domestic Equities – Small Cap Category Winner
- Hyperion – Global Equities – Category Finalist
- Resolution Capital – Listed Property and Infrastructure – Category Finalist

2020 Zenith Fund Awards:

- Resolution Capital – Global REIT Category Winner (seventh consecutive year)
- Metrics – Listed Investment Companies Category Winner (second consecutive year)
- Firetrail – Alternative Strategies Category Winner
- Pinnacle – Distributor of the Year Finalist
- Antipodes Partners – International Equities – Alternative Strategies Category Finalist

2020 Money Management Fund Manager of the Year:

- Resolution Capital – Global REIT Category Finalist
- Hyperion – Global Equities Category Finalist

2020 Morningstar Fund Manager of the Year Awards:

- Hyperion – Domestic Equities – Large Cap Category Winner
- Hyperion – Domestic Equities – Small Caps Category Finalist
- Hyperion – Australian Fund Manager of the Year Finalist

2020 Australian Alternative Investment Awards:

- Metrics – Best 2020 Alternative Investment Manager Award

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Q&A

Additional information

FY22 Results Presentation

FY22 Highlights

Ian Macoun, Managing Director

FY22 Themes

- Continued profit growth on record FY21
- Diversification delivering resilience
- Ongoing investment for future growth

FY22 – Continued profit growth on record FY21; Diversification delivering resilience; ongoing investment for future growth

1. NPAT, EPS and dividends up 14%, 8% and 22% respectively

2. Continuing increase in base fees despite lower headline net inflows

- Industry-wide pressures have had an impact on net inflows (including in retail in 2H)
- Improving margins on institutional FUM – outflows skewed towards lower margin domestic business; inflows into higher margin asset classes and strategies from local and international investors – e.g., global and emerging market equity, private markets
- Significantly positive contained annual revenue of institutional net flows during FY22
- Continuing growth in FUM with performance fee potential
- Improvement in average base fee rates and client diversity

3. Increasing diversity of asset classes and markets and breadth of performance fees

- Increasing proportion of FUM not exposed to movements in equities markets; highest number of Affiliates produced performance fees though big ones generally didn't fire this year

4. Group-wide, continuing investment in growth initiatives - within both Pinnacle and Affiliates

- Will drive strategic growth over the medium term; however, moderated profits in the short term
- These initiatives create additional capacity, seeding medium-term growth opportunities
- Complemented by careful, but deliberate, acquisitive growth into new asset classes and markets

5. Pinnacle balance sheet is a highly valuable enabler

- Deployed as an accelerator for new Affiliates and strategies – e.g., Palisade Impact, Palisade Real Assets, Riparian Diversified Agriculture, Hyperion Global (new markets), Plato Net Zero and Low Carbon, ResCap Global Listed Infrastructure
- Enables facilitation of succession in Affiliates; Pinnacle is a natural acquirer of additional equity
- ~\$120m in 'dry powder' available

FY22 financial highlights

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Continuing revenue and earnings growth despite market dislocation; Pinnacle is not immune to market factors, but diversified platform provides resilience and growth throughout the cycle

Affiliate FUM / Revenue (100%)			NPAT / EPS			DPS		
Aggregate Affiliate FUM (at 100%) ^{1,2}	\$83.7bn	▼ -6%	NPAT ¹	\$76.4m	▲ +14%	DPS ¹	35.0c	▲ +22%
Aggregate Retail FUM (at 100%) ¹	\$21.1bn	▲ +4%	Diluted EPS ¹	39.5c	▲ +8%	DPR ¹	89%	▲ +13%
Aggregate Affiliate Revenue (at 100%) ¹	\$505.5m	▲ +22%	Basic EPS ¹	40.2c	▲ +5%	Franking	100%	— (unchanged)
Aggregate Affiliate Base Fees (at 100%) ¹	\$447.7m	▲ +36%						
Aggregate Affiliate Performance fees at (100%) ¹	\$57.8m	▼ -33%						
Aggregate Affiliate Performance fee FUM (at 100%) ¹	\$30.2bn	▲ +5%						
Cash / Investments			Inflows			Investment Performance		
Cash	\$38.3m		Retail	\$3.6bn		% strategies outperforming over 5 years		
Investments	\$139.9m		International	\$1.2bn		83%		
			Institutional – domestic	-\$4.2bn				
			Institutional – domestic (ex-‘passive’ FUM outflow)	-\$0.3bn				
			Total net inflows (ex-‘passive’ FUM outflow)	\$4.5bn				
ASX300	-10.4%							
MSCI World	-17.1%							

1. % change relative to 30 June 2021 or FY21
2. Down \$1.8bn, or 2%, excluding the \$3.9bn outflow of the Omega ‘passive’ mandate on very modest fees during August. A further \$0.3bn was withdrawn in later months attributable to this same client from Omega’s pooled funds
















Pinnacle has a diversified Affiliate platform

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Track record of investing to deliver medium-term growth



Executives of both Pinnacle and Pinnacle Affiliates have significant equity interests.
Equity ownership enhances alignment with shareholders.

Seed FUM and working capital		Middle office and fund administration		Technology and other firm infrastructure	
Distribution and client services		RE, compliance, finance, legal		Interface for outsourced services	
<div></div> <div>49.9%</div> <div>\$10.4bn Global & Australian Growth Equities 1998</div>	<div></div> <div>42.6%</div> <div>\$10.1bn⁶ Systematic Equities, Credit and Alternatives 2006</div>	<div></div> <div>37.6%</div> <div>\$3.2bn Private Infrastructure 2007</div>	<div></div> <div>49.5%</div> <div>\$15.3bn Global Real Estate & infrastructure Securities 2007</div>	<div></div> <div>44.5%</div> <div>\$8.2bn Core & L-S Australian Equities 2008</div>	<div></div> <div>25.5%</div> <div>\$9.2bn Global L-S & long only Equities 2015</div>
<div></div> <div>40.0%⁴</div> <div>\$1.4bn Global & Australian Small & Micro-Cap Equities 2016</div>	<div></div> <div>23.5%⁴</div> <div>\$6.5bn High Conviction & L-S Australian & Global Equities 2018</div>	<div></div> <div>35.0%</div> <div>\$10.0bn¹ Private Credit 2011 (2)</div>	<div></div> <div>40.0%⁴</div> <div>\$0.2bn Australian Small Cap Equities 2018</div>	<div></div> <div>40.0%</div> <div>\$0.1bn Water, Agricultural Private Equity 2019</div>	<div></div> <div>35.0%</div> <div>\$7.0bn Alternative Public Credit 2011 (3)</div>
<div></div> <div>32.5%</div> <div>\$0.8bn Global Emerging Market Equities 2019</div>		<div></div> <div>25.0%</div> <div>\$1.3bn Private Equity, Growth Equity & Venture Capital 2013 (5)</div>		<div></div> <div>32.5%</div> <div>\$0bn Global and Canadian Small Cap Equities 2022</div>	

FY22 Highlights:

- 'Horizon 3' acquisition of a 25% interest in Five V Capital:
 - Consistent with strategy of increasing exposure to private capital markets, including private equity
 - High quality investment team with a proven track record of delivering investment excellence
 - Demonstrates flexibility of Pinnacle's model and ability to partner with investment managers across all asset classes
- 'Horizon 2' launch of Langdon Equity Partners:
 - Based in Toronto, Canada
 - Global & Canadian Small Cap equities
 - Pinnacle's first 'Horizon 2' build in North America and Pinnacle's first North American based Affiliate
- Deepened Pinnacle's relationship with Palisade, enhancing the growth of our private capital and sustainability platform – increases Pinnacle's exposure to private markets and diversification away from equities markets, during a time of increased volatility:
 - Pinnacle provided foundation seed capital to Palisade's Impact Fund, which has exceeded its initial \$250m target raise, with more to come. Pinnacle has taken a 5% direct equity interest in Palisade Impact (in addition to the interest it holds indirectly through Palisade)
 - Pinnacle provided foundation seed capital to Palisade's Real Assets affiliate, facilitating the acquisition of its first asset as it builds out its energy transition platform. Pinnacle has taken a 7% direct equity interest in Palisade Real Assets (in addition to the interest it holds indirectly through Palisade). During July 2022, Palisade Real Assets has acquired Eco2 Management Services Limited, a UK-based renewable energy asset management and development company. The acquisition accelerates Palisade Real Assets' energy transition investment ambitions in the United Kingdom and Europe and will underpin a dedicated Bioenergy Platform focused on anaerobic digestion assets and adjacent infrastructure
- Facilitated the integration of Omega and Two Trees into Plato with a joint vision of creating a 'systematic powerhouse' across equities, credit and absolute return

FUM shown for each Affiliate is Gross FUM at 30 June 2022, at 100%

1. AUM of \$12.0bn including leverage, at 30 June 2022. Metrics earns fees on the full AUM figure

2. Founded in 2011. Pinnacle acquired equity in August 2018

3.

Founded in 2011. Pinnacle acquired 25% equity in December 2019 and an additional 10% in September 2021

4.

The percentage represents Pinnacle's total shareholding in the Affiliate. Pinnacle currently holds less than 1% of the voting shares in the Affiliate, however, it has full economic rights in respect of its holding

5.

Founded in 2013. Pinnacle acquired a 25% interest in November 2021 via convertible redeemable preference shares, which convert into ordinary equity in certain situations

6.

FUM for Omega and Two Trees is reported under Plato, following their integration in FY22

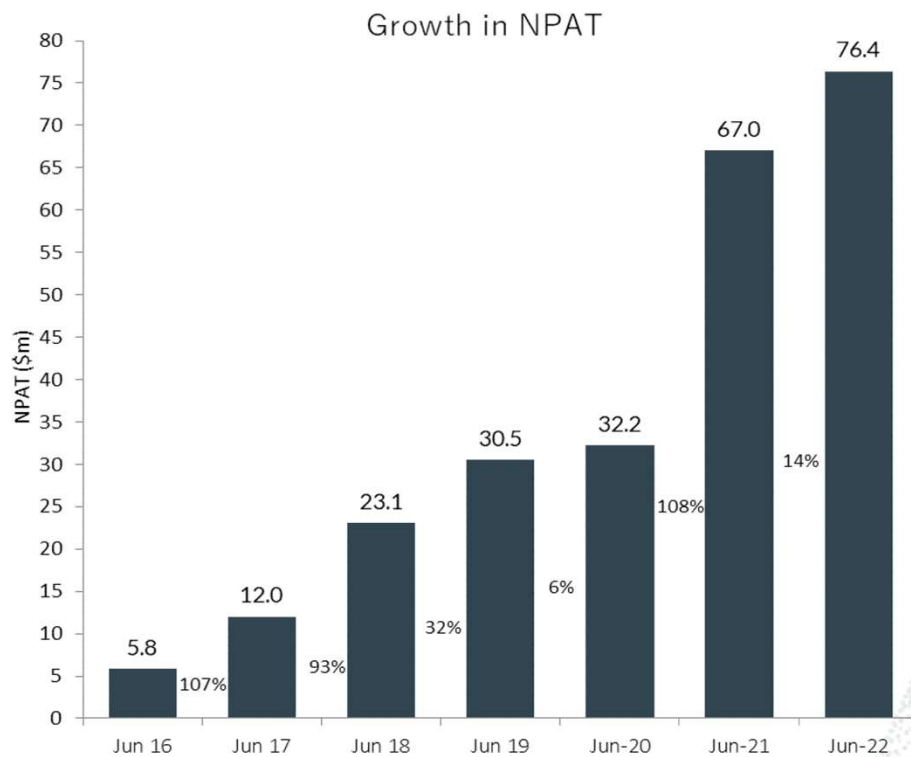
Continued track record of earnings growth

25

The strength of our platform and award-winning brands generates material earnings growth for our shareholders

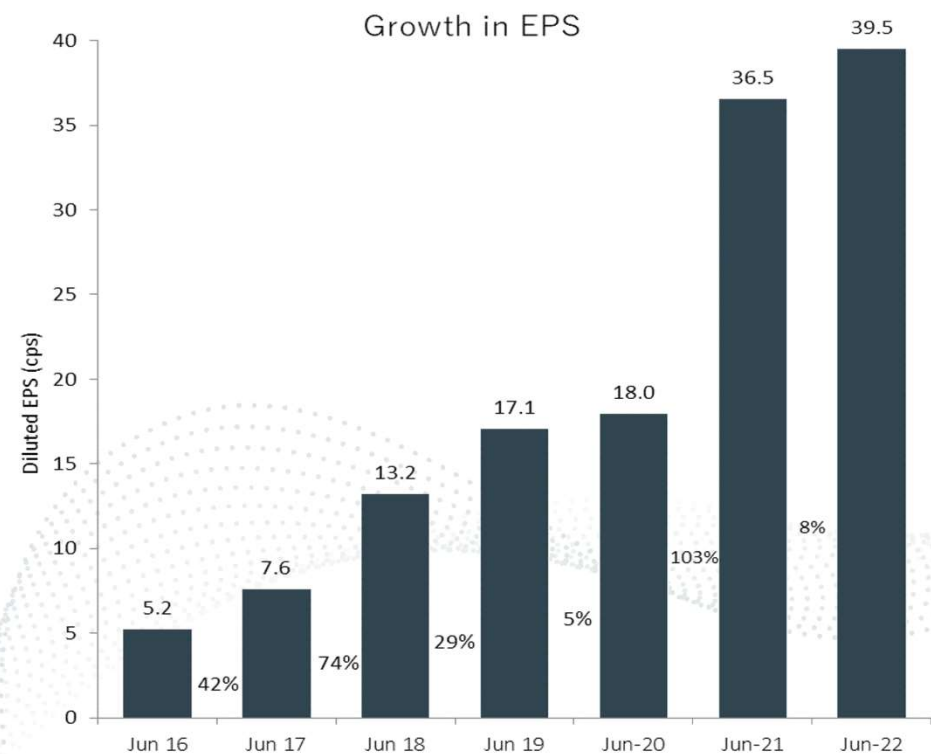
NPAT growth: 2016 - 2022

CAGR (five years): 44.8%



Diluted EPS growth: 2016 - 2022

CAGR (five years): 39.0%

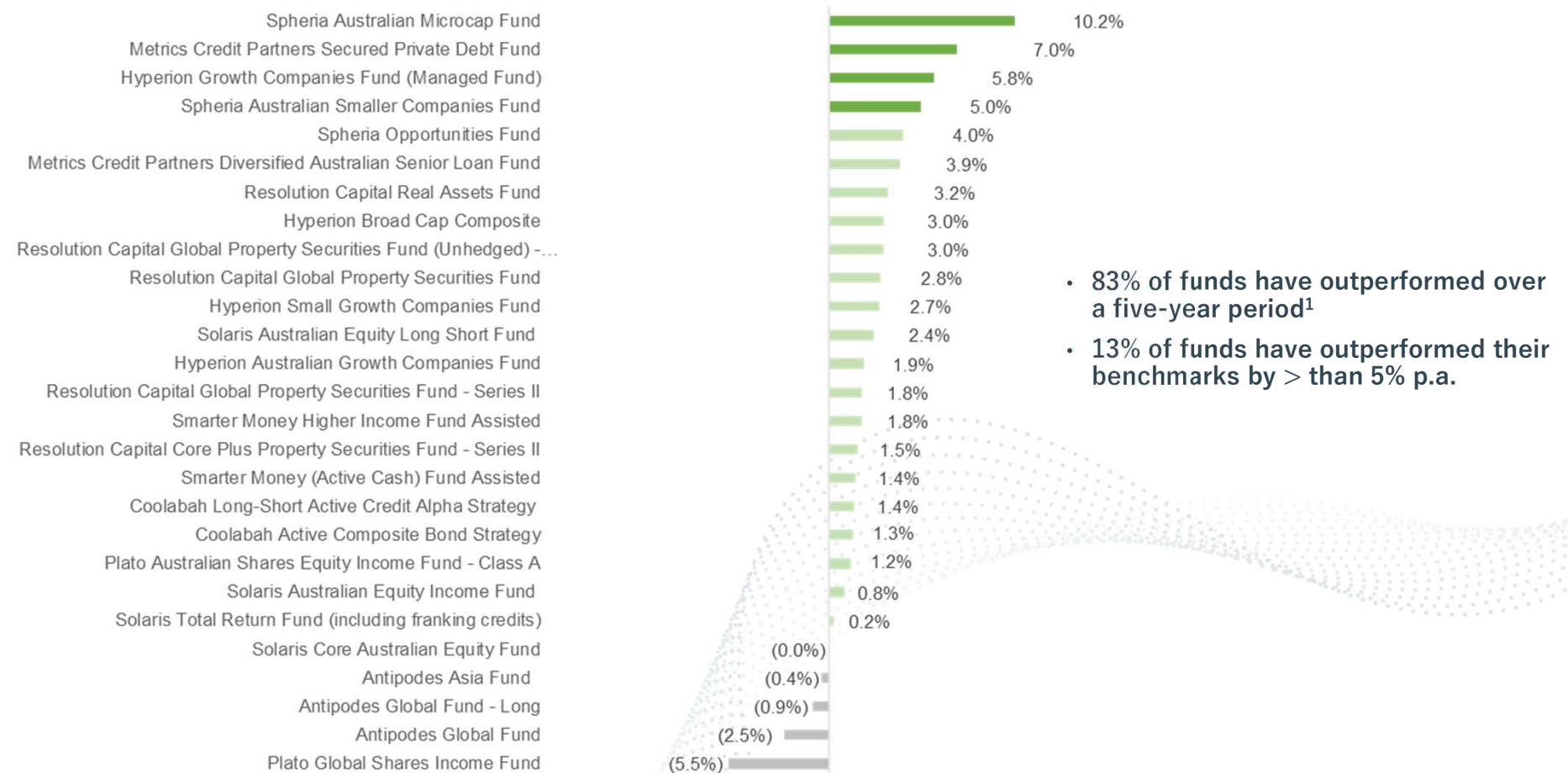


Fully franked dividends have grown at a CAGR of 38.0% over the same five-year period

- Since listing as a 'pure play' funds management business in 2016, Pinnacle has delivered profit growth each year
- Pinnacle Affiliate revenues are linked, in part, to movements in equity markets
- Pinnacle has pursued a deliberate strategy of diversification, incubating new Affiliates and strategies, enhanced by careful acquisitive growth into new asset classes and markets
- This has allowed us to deliver continued growth in profitability throughout market cycles, albeit at lower rates during periods of market turbulence
- Whilst growth in FUM and profitability were suppressed in FY20 and FY22 due to the dislocation in equity markets, Pinnacle has grown strongly, on average, over the 3-year period to 30 June 2022, which encompasses both the COVID-19 'crisis period' and the sell-off in the second half of FY22:
 - NPAT CAGR of 35.8% over the three-year period to 30 June 2022
 - Diluted EPS CAGR of 32.2% over the three-year period to 30 June 2022
 - FUM CAGR of 15.5% over the three-year period to 30 June 2022
- During the three years to 30 June 2022, the S&P/ASX300 declined at a CAGR of 0.1% and the MSCI World grew at a CAGR of 4.5%

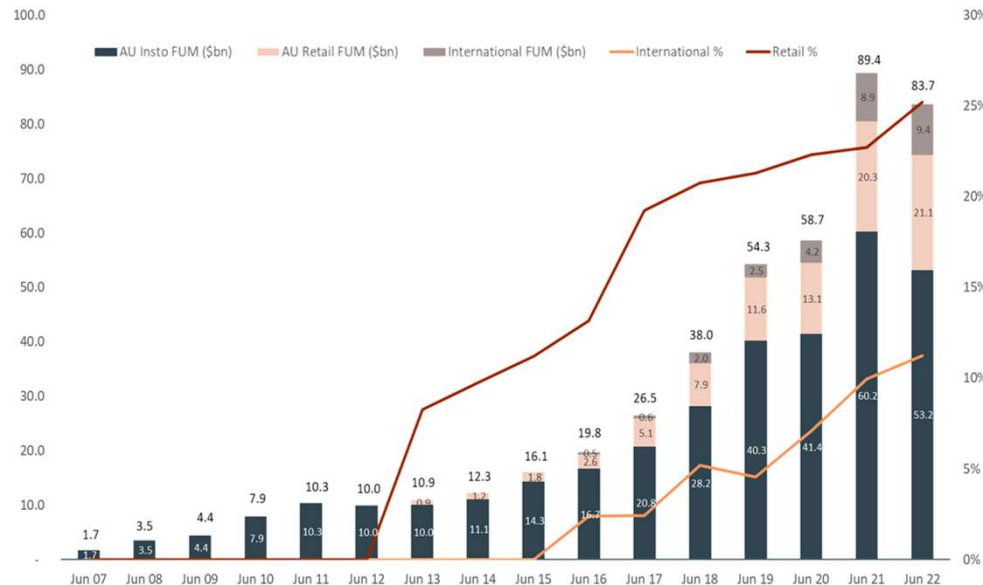
Our industry leading portfolio of high performing Affiliates continues to outperform benchmarks and provides an engine for continued FUM growth and performance fee generation

Affiliate fund outperformance over benchmarks (alpha) – over 5-year period, p.a.



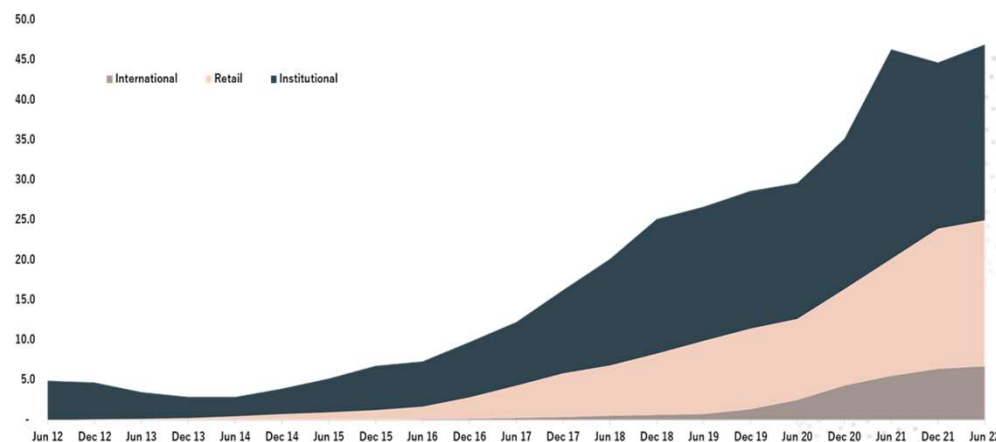
1. Funds with track records exceeding 5 years

Gross FUM (\$bn)¹



- FUM has grown at a CAGR of 23.7% p.a. over the last ten years (22.0% excluding \$6.8bn 'acquired' in July 2018, \$3.0bn 'acquired' in December 2019 and \$1.1bn 'acquired' in December 2021)
- Equities markets were down in FY22:
 - S&P/ASX 300 index down 10.4%
 - MSCI World Index down 17.1%
 - FUM decreases due to market movements/investment performance were \$6.2bn (\$2.8bn of which was retail)
- Increasing proportion of both retail and International FUM drives margin growth
- Run-rate base fee revenues as at the end of June 2022 are higher than the average over FY22

Cumulative net flow history (\$bn)

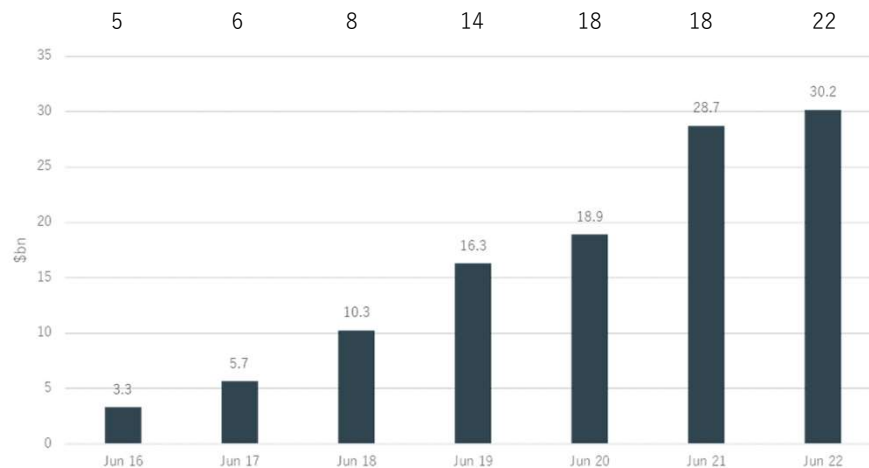


- FUM increases due to net inflows were \$0.6bn (net inflows of \$4.5bn excluding the Omega 'passive' outflow); retail net inflows were \$3.6bn
- 'Acquired' Five V FUM of \$1.1bn in December 2021
- Positive retail flows in 2H amidst market dislocation, albeit significantly lower than record result in 1H
- Institutional pipeline remains strong and diversified – onshore and offshore
- Increasingly diversified client base ~260+ institutional clients (some with whom we have multiple relationships) at 30 June 2022, compared with ~60 at 30 June 2016

1. FUM is 100% of FUM managed by Pinnacle Affiliates. Includes \$6.8bn 'acquired' in July 2018, \$3.0bn 'acquired' in December 2019 and \$1.1bn 'acquired' in December 2021

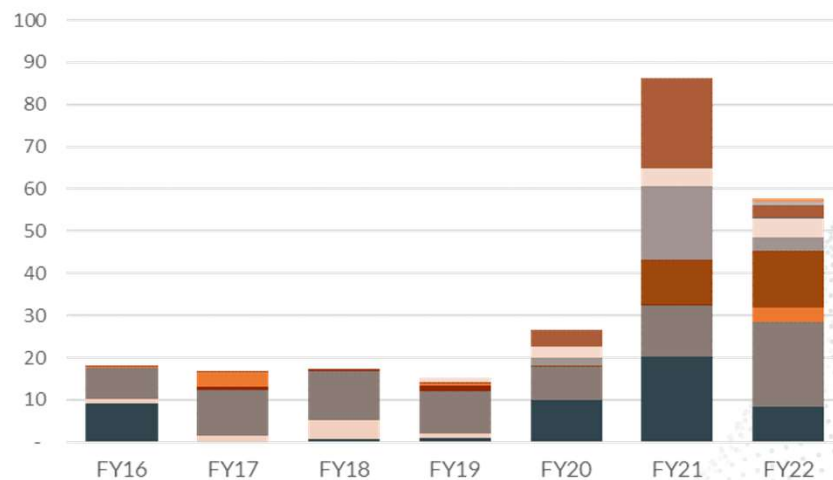
Now 22 strategies (18 in FY21) with the potential to deliver performance fees – driving uncorrelated opportunities, resulting in a diverse base of growth

Closing FUM & number of strategies subject to performance fees



- The volume of FUM with performance fee potential continues to increase
- FUM subject to performance fees as at 30 June 2022 is 5.2% higher than 30 June 2021
- The number and diversity of strategies with significant performance fee potential has increased in recent years (improving the annual reliability of overall performance fee revenue)
- Likelihood of performance fee success is generally not correlated to equity market levels in virtually all cases – based on performance relative to individual hurdles
- Likelihood of performance fees is distinct between individual strategies – indeed, some possibility of inverse correlation

Performance fees (at 100%) by Affiliate



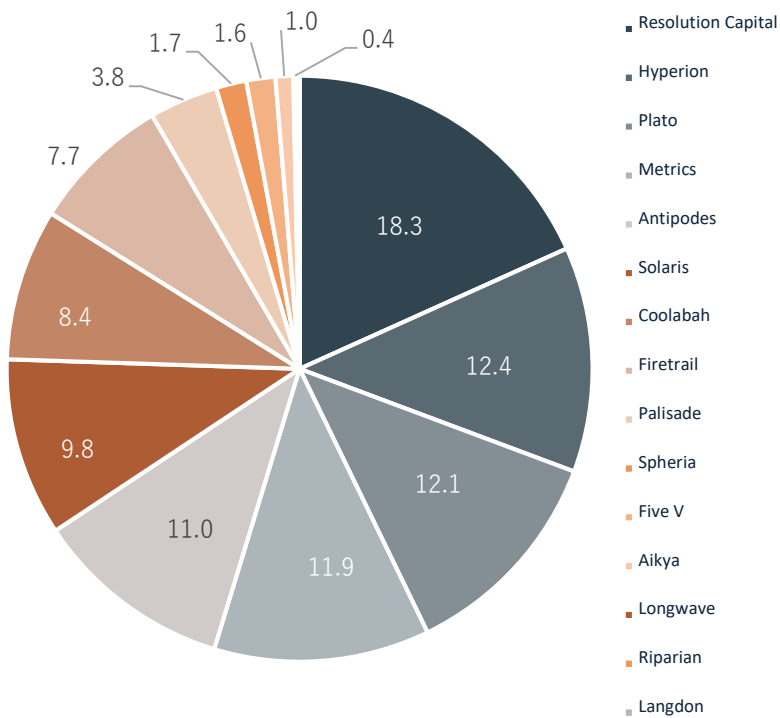
- Ten Affiliates earned performance fees totalling \$57.8m (at 100%; Pinnacle post-tax share \$16.6m) in FY22. In FY21, seven Affiliates earned performance fees totalling \$86.2m (at 100%; Pinnacle share post-tax \$19.5m)
- Performance fees of virtually every strategy are distinct from each other (performance fees are based on individual strategy alpha, not on market gains)
- Of the now 22 strategies that have the potential to deliver significant performance fees, 13 crystallize at least half yearly, with all 22 crystallizing on at least an annual basis

Diversification → increased resilience

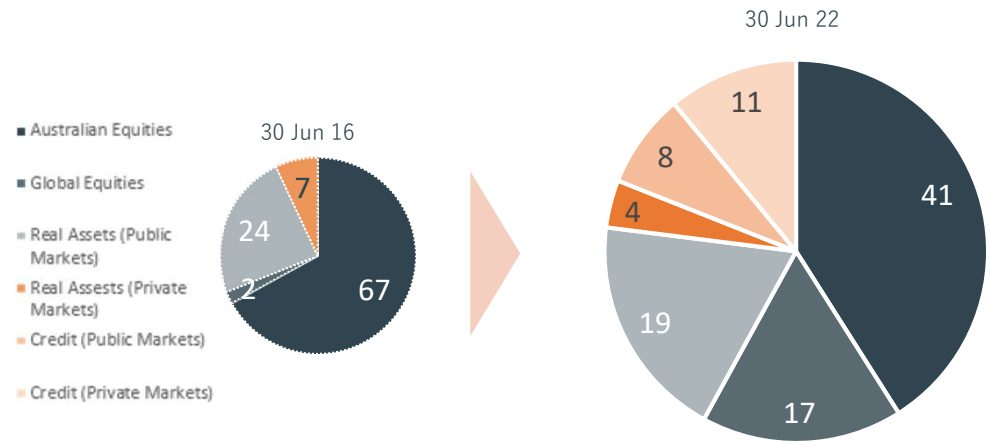
30

A broadly diversified platform in place to move ahead with sustained growth

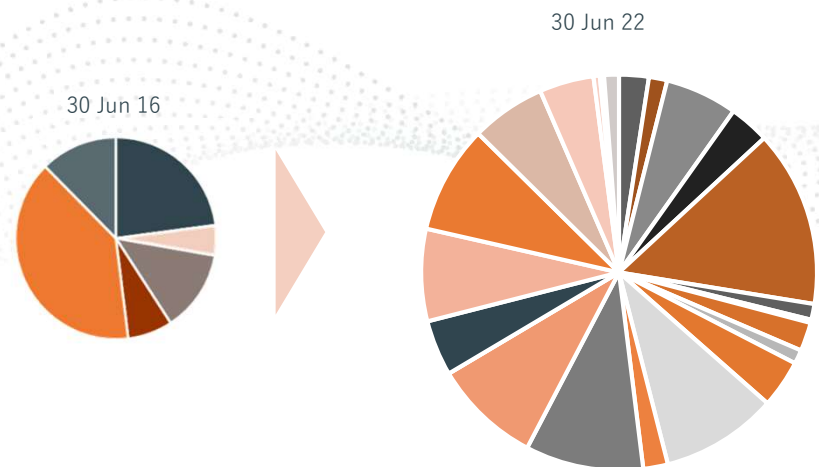
FY22 FUM by Affiliate (%)



FY22 FUM by Asset Class (%)



FY22 FUM subject to performance fees by Strategy





2022 Financial Newswire/SQM Research Fund Manager Awards:

- Spheria – Australian Equities – Small/Mid Cap Finalist
- Spheria – Star Managers Finalist
- Resolution Capital – Global Equities – Real Estate Finalist



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- Hyperion – International Equities High Performance Finalist
- Metrics – Fixed Income – Credit Finalist



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- Firetrail - Alternative Strategies Category Winner (second consecutive year)
- Spheria – Australian Equities – Small Cap Category Winner
- Metrics – Fixed Interest Category Finalist
- Pinnacle – Distributor of the Year Finalist

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Financial Performance

Dan Longan

FY22 financial results

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	FY22 (\$M)	FY21 (\$M)	% Change
PINNACLE			
Revenue 1	46.0	32.5	42%
Expenses 2,3	(43.5)	(31.9)	36%
Write-down of investment in Reminiscent Capital	(1.8)	–	0%
Share of Pinnacle Affiliates net profit after tax	75.7	66.4	14%
Net profit before tax	76.4	67.0	14%
Taxation	–	–	
NPAT from continuing operations	76.4	67.0	14%
Discontinued operations	–	–	0%
NPAT attributable to shareholders⁴	76.4	67.0	14%
<i>NPAT attributable to shareholders –excluding net gains/losses on PI</i>	76.3	64.8	18%
<i>NPAT attributable to shareholders –excluding net gains/losses on PI and Pinnacle net share of Affiliate performance fees</i>	59.7	45.2	32%
Basic earnings per share:			
From continuing operations	40.2	38.2	5%
Total attributable to shareholders	40.2	38.2	5%
Diluted earning per share:			
From continuing operations	39.5	36.5	8%
Total attributable to shareholders	39.5	36.5	8%
Dividends per share:	35.0	28.7	22%

- NPAT attributable to shareholders of \$76.4m (+14% on FY21)
 - Performance fees earned by Pinnacle Affiliates, post-tax, contributed \$16.6m of Pinnacle's NPAT in FY22 (\$19.5m in FY21)
 - Includes full write-down of Pinnacle's investment in Reminiscent Capital in FY22, of \$1.8m
 - Positive net return on Principal Investments (PI) of \$0.1m in FY22 compared with \$2.2m in FY21
 - Includes cost on the CBA facility of \$2.2m in FY22 (\$0.5m in FY21)
- Pinnacle Parent revenues are generally stronger in 2H, when certain 'performance-based' distribution fees crystallize and become payable; due to the broad declines in the market and the lower retail net inflows in 2H FY22, fees were lower than would otherwise have been expected
- Pinnacle and Affiliates continue to actively pursue growth initiatives, recognizing that these will retard profits in the short term
 - The aggregate annual net cost to Pinnacle of these initiatives, within Pinnacle and Affiliates, is approximately \$12m (Pinnacle share, after tax)
- Basic EPS attributable to shareholders of 40.2 cents, +5% from 38.2 cents in PCP
- Diluted EPS attributable to shareholders of 39.5 cents, +8% from 36.5 cents in PCP
- Share of NPAT from Pinnacle Affiliates of \$75.7m, +14% from \$66.4m in PCP
- Fully franked final dividend per share of 17.5 cents (up 3% from the fully franked FY21 final dividend of 17.0 cents), payable on 16 September 2022

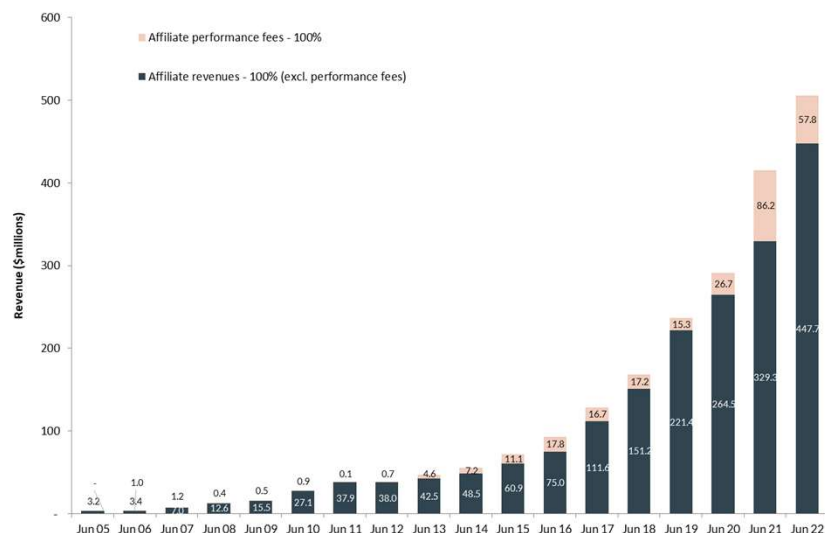
- Includes dividends and distributions received on PI. These were \$3.9m in FY22, compared with \$2.3m in FY21
- Includes interest cost on the CBA facility of \$2.2m in FY22 (\$0.5m in FY21) and amortization of the PL8 offer costs of \$0.9m in FY22 (\$0.9m in FY21)
- Includes mark-to-market and realized gains/losses on PI, net of hedging. These were total net losses of \$3.8m in FY22 (increases 'expenses'), compared with total net losses of \$0.1m in FY21 (increases 'expenses')
- Adjusting for interest expense, net gains on PI and the write-down of Pinnacle's investment in Reminiscent, NPAT increased by 23% compared with FY21

Revenue and margin performance and key drivers

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Continuing improvement in average base rate fees and client diversity, ‘Horizon 2’ investment in growth initiatives moderates profits in the short term, but will drive strategic growth through the cycle

Revenue (Pinnacle and Affiliates)¹



- Total Affiliate revenues¹ (at 100%) were \$505.5m in FY22, including \$57.8m (11%) of performance fees; in FY21, total Affiliate revenues (at 100%) were \$415.5m, including \$86.2m (21%) in performance fees
- This represents growth of 22% in total Affiliate revenues (at 100%), or 36% excluding performance fees
- Average base fee rates have continued to increase over FY22 with FUM ‘cycled’ out of lower fee, domestic institutional and into higher fee, retail and international

Summary results – Affiliates (at 100%)

	FY22 (\$M)	FY21 (\$M)	% Change
PINNACLE AFFILIATES (100% aggregated basis)			
FUM (\$billion) ²	83.7	89.4	-6%
Revenue (\$million)	505.5	415.5	22%
Net profit before tax	264.0	245.4	8%
Tax expense	(70.9)	(65.9)	8%
Net profit after tax (NPAT)	193.1	179.5	8%
Pinnacle share of Affiliates' NPAT	75.7	66.4	14%

- ‘Horizon 2’ spending is continuing in all Affiliates, for example:
 - Firetrail – Small Caps, Global S3
 - Plato – Global Long/Short, Low Carbon and Net Zero
 - Palisade – Real Assets, Impact and Global Infrastructure
 - Res Cap – GLI and Real Assets
 - Metrics – Business Finance and Sustainable Finance
- Impact of unrealised losses on seed capital provided by Affiliates directly towards new initiatives of ~\$13m in aggregate in FY22
- Includes losses from early-stage Affiliates, such as Longwave, Riparian, Aikya and Langdon

¹Affiliate revenues are shown at 100% to indicate trend. Includes Five V revenues from 1st December 2021. Pinnacle owns significant minority stakes in each Affiliate and accounts for its share of Affiliates' NPAT

²Includes \$1.1bn ‘acquired’ in December 2021. FUM shown is 100% of the FUM managed by Pinnacle Affiliates. Pinnacle holds significant minority stakes in each of its Affiliates and does not ‘own’ 100% of the FUM

	30 Jun 2022 (\$M)	30 Jun 2021 (\$M)	Change
CURRENT ASSETS			
Cash and cash equivalents	38.3	96.1	(60%)
Financial assets	139.9	58.9	138%
Total cash and financial assets	178.2	155.0	15%
Other current assets	24.0	18.4	30%
Total current assets	202.2	173.4	17%
NON-CURRENT ASSETS			
Investments in affiliates	325.3	187	74%
Financial assets	3.0	0	100%
Other non-current assets	6.3	5.8	9%
Total non-current assets	334.6	192.8	74%
Total Assets	536.8	366.2	47%
LIABILITIES			
Debt facility	120.1	100.0	20%
Other liabilities	14.5	22.3	35%
Total liabilities	134.6	122.3	(10%)
Net assets	402.2	243.9	65%
Net shareholders' equity	402.2	243.9	65%

- Cash and PI of \$178.2m
 - Includes \$134.2m invested in strategies managed by Pinnacle Affiliates
 - Excludes \$25.1m of cash applied for Affiliate equity recycling loans, working capital loans and additional Affiliate equity purchased
- CBA facility of \$120m fully-drawn (up from \$100m at 30 June 2021) and deployed into liquid funds managed by Affiliates until required
- Total cash and PI, net of the CBA debt facility, was \$58.2 million at 30 June 2022, compared with \$55.0 million at 30 June 2021
- Excludes impact of final dividend of 17.5 cents per share payable on 16 September 2022 and dividends received or to be received from Affiliates since 30 June
- Investments in Affiliates represents the 'equity accounted' value, i.e., investment cost, plus Pinnacle's share of profits, less Pinnacle's share of dividends received. The balance is tested for impairment at each reporting period. Pinnacle's share of Affiliate performance fees that crystallized during FY22 are included in Pinnacle's share of profits and increases the carrying value of the investments; any associated dividends will reduce the carrying value when paid
 - Includes \$75m paid to acquire a 25% interest in Five V capital in November 2021
 - Includes \$32.8m paid to acquire an additional 10% interest in Coolabah in October 2021
- Balance sheet strength provides ~\$120 million of 'dry powder' for future opportunities

Market Update – Institutional and International

Andrew Chambers

- FY22 was characterized by improved institutional margins
 - Outflows were skewed towards lower margin domestic business and inflows into higher margin asset classes from local and international investors, such that the contained annual revenue impact of the net flows has been significantly positive
- International net flows
 - \$1.2bn net flows from 37 countries outside of Australia
 - 5 largest contributors were Luxembourg, New Zealand, Switzerland, United Kingdom, United States
- Australian net flows
 - -\$4.2bn (of which -\$3.9bn¹ in 'passive' FUM was lost from single client on low single digit fees during 1H)
 - -\$0.3bn in Australian net flows excluding passive outflow
 - \$1.3bn² in Australian net flows in 2H
- Notable developments
 - Aikya more than doubled firm assets to over \$800m amidst a bear market for global emerging market equities
 - Antipodes secured \$1bn+ net institutional mandate wins
 - Firetrail Global S3 secured cornerstone mandate from major super fund within 12 months of launch
 - Hyperion Australian equity in high institutional demand
 - Metrics achieved record net inflows
 - Palisade Impact 'start-up' exceeded \$250m target raise with more to come

¹A further \$0.3bn was withdrawn in later months attributable to this same client from Omega's pooled funds

²\$1.4bn in domestic outflows in 1H (ex- 'passive' FUM outflow), mainly due to rebalancing

- Market conditions have provided valuation headwinds for public equities and fixed income inflows throughout FY22
 - Investors sold into equity market strength in 1H but have not been buying into equity market weakness in 2H (markets still not regarded as cheap; concerns around earnings outlook; inflation and rising base discount rates impacting perceptions of value)
 - Investors remained negative on bonds and duration throughout FY22 (although becoming constructive recently given starting yields and expectations of a recession, inflation persistence and falling house prices)
 - Investors remained positive on mid-risk assets such as infrastructure (demand volume was largely met by large infrastructure managers and their co-investors completing public-to-private deals)
- YFYS performance test has had a significant impact on portfolio design and the speed of fund consolidation
 - Super funds have exhibited heightened sensitivity to any active risk against the YFYS regulatory benchmarks and against their strategic asset allocation weights (this has led to wholesale portfolio changes in several instances)
 - Sensitivity more pronounced with funds that had failed or were close to failing the performance test in 2021
 - APRA has 'publicly demanded' that specific underperforming funds urgently pursue mergers with performing funds
 - Super fund consolidation has accelerated for small and mid-sized funds which introduces both opportunities and risks for Affiliate mandate retention, growth and flows

- Concurrent growth of domestic fund insourcing and global fiduciary outsourcing creates risks and opportunities for growth
 - Internalisation remains an ongoing risk to mandate retention
 - The largest and most progressed funds are targeting 50% internalisation which still leaves plenty of opportunity for external managers particularly in global asset classes and hard-to-replicate domains (e.g., asset origination, high active risk)
 - Some funds are outsourcing their internal capabilities
 - Inability of some internal capabilities to meet the new performance test
 - Recognition that certain capabilities are hard to attract and retain talent or replicate internally
 - Strong ongoing growth in Delegated Consulting or Fiduciary Management
 - Trend exists in institutional and wholesale channels in Australia and internationally
- Opportunity to grow market share in global value equities and global emerging market equities given changes to portfolio construction and the peer landscape they operate in
 - Global value peer set has been 'hollowed out' over past 10 years given the style headwind
 - Consultants and investors gravitating towards new, improved and evolved approaches to value investing
 - Several incumbent global emerging market peers are facing performance, succession, and team stability issues which creates an opportunity for a change in leadership

- Sustained pursuit of uncorrelated returns driving demand for infrastructure, real estate, real assets, private credit, private equity, venture capital, agriculture and water
 - Five V Fund IV oversubscribed in their \$550m fundraise in November 2021
 - Metrics private credit achieved record inflows
 - Palisade Impact Infrastructure 'start-up' exceeded \$250m target raise
 - Riparian Water Fund exceeded \$100m of institutional capital
- Increased market demand for 'sustainable' solutions (Impact, ESG, decarbonisation and SRI) across public and private markets
 - Aikya Global Emerging Markets (Fund aligned to Article 9, Sustainable Finance Disclosure Regulation)
 - Firetrail Global S3 strategy
 - Metrics Sustainability-Linked Finance, Impact lending and Ethical Income Fund
 - Palisade Impact Infrastructure (waste management, digital infrastructure and renewables)
 - Palisade Real Assets (UK waste to energy platform)
 - Palisade Renewable Energy Fund
 - Plato Global Net Zero and Low Carbon strategies
 - ResCap Global Listed Infrastructure

- Expansion of our distribution force, investor networks and preferential investment consultant ratings will underpin Australian and international growth
- We remain attuned to the challenges in the domestic institutional market and are leaning harder into those asset classes and Affiliates that can meet these larger investors' evolving needs
- Pipeline remains healthy across Australian and International channels with notable interest in:
 - Global value equities
 - Global emerging markets
 - Private credit
 - Infrastructure & real assets
 - Sustainability-orientated strategies
- Affiliate quality, asset class diversity, style diversity and continuous product innovation ensures that we retain 'all-weather' relevance to investors as their preferences and the market conditions they operate in change through time
 - Rising inflation and base rates – certain Affiliate offerings viewed as better hedges including private credit, alternative public credit, real assets, infrastructure, agriculture and water, global real estate securities, global value equities
 - Decarbonisation – Affiliates offer a broad range of low carbon, decarbonisation, renewable energy or energy transition strategies
 - Growing demand for private markets – current offering encompasses the full spectrum private credit, private equity & venture capital, infrastructure, real estate, real assets, agriculture and water

Market Update – Retail

Ramsin Jajoo

Record 1H retail net inflows achieved on the back of a high-performance operating model. Much lower, albeit still positive, 2H net inflows recorded amid volatile investing conditions and weak investor confidence

- Strong retail net inflows of \$3.6bn achieved in FY22 (vs \$4.2bn PCP)
 - 10,673 advisers actively investing with PNI Affiliate(s) across major platforms as at 30 June 2022¹ (+656 new advisers)
 - 10,017 advisers investing with PNI Affiliate(s) as at 31 December 2021
 - 10,118 advisers investing with PNI Affiliate(s) as at 31 December 2020
 - As a result of good client experience, our top 20 wealth management clients are now invested with 3 or more Affiliates on average and across 5 or more strategies
 - Client focused activities and engagement levels continue to be elevated as both inhouse and external 3rd party initiatives and programs are being ramped up in a post-COVID lockdown period
 - Strong 1H contributions from Hyperion, Metrics, Resolution Capital, Coolabah, Firetrail and Plato. The retail team has successfully built credibility with high-net-worth private wealth firms looking to access specialised, non correlated, private markets investments and has raised capital for Palisade, Palisade Impact, Metrics and Five V
- Products, marketing and services innovation to meet the changing needs of investors
 - We have continued to invest in our retail sales force and business intelligence capability to ensure we are well positioned to execute on sales opportunities
 - Successful participation in the growth of managed accounts, quoted unit products (dual structure) and tech-enabled platform services
 - Progress made towards appointing a platform provider for a Pinnacle and Affiliates investment solution that will better serve retail direct investors and pave the way for increased penetration of this channel
- ‘Business Intelligence’ utilising data insights, analytics, and enhanced digital distribution practices to lift productivity, deliver superior and personalised experiences, growth and measurable ROI

¹ Source: Pinnacle and third-party investment platforms. Aggregated adviser numbers calculated from third party platform reports

Market-leading engagement and communications initiatives have helped drive business resilience through recent market volatility. Now primed for further growth in the ‘return to normal’

- COVID-19 has seen rapid acceleration in the development of multimedia communication capabilities, positioning Pinnacle a leading provider of high-quality thought leadership, investment insights and broader client communications
- Pre-COVID initiatives such as in-person client events have returned, however, these are now being enhanced through the digital engagement learnings of the past 24 months and will continue to enhance distribution efforts into the future
- The ‘network effect’ created by delivering superior insights and content across multiple Affiliates provides regular cross-promotion opportunities across valuable audiences
- Dedicated campaigns devoted to new Pinnacle affiliates and alternative investment offerings to address the current investment landscape
 - Bespoke, large scale events
 - Highly targeted insights & marketing
- Industry partners remain a key pillar of Communications Strategy. Key partnerships include Firstlinks, Livewire, Portfolio Construction Forum and content agreements with various investment platforms and Advisory networks in Australia and New Zealand



- **\$3.7bn¹ of exchange listed FUM in eight listed vehicles spanning most asset classes across > 80,000 underlying investors**
- **Continuing to successfully expand listed offering with new products and additional resources**

Active ETFs

- Broader adoption of active ETFs by brokers, advisers and consulting practices
- Greater research coverage of the sector by research houses
- Provides easy access to flagship Pinnacle strategies for the direct retail investor
- Pinnacle suite of active ETFs receiving ~15% of inflows into the active ETF industry²
 - Hyperion Global (ASX:HYGG) continues to see solid inflows despite weaker performance
 - Resolution Capital Global Property Securities Fund (ASX:RCAP) successfully quoted on 22 February 2022 with strong research ratings and early broker and consultant support
 - Firetrail S3 Global (ASX:S3GO) expected to debut on the ASX in early Q4 2022

LICs / LITs

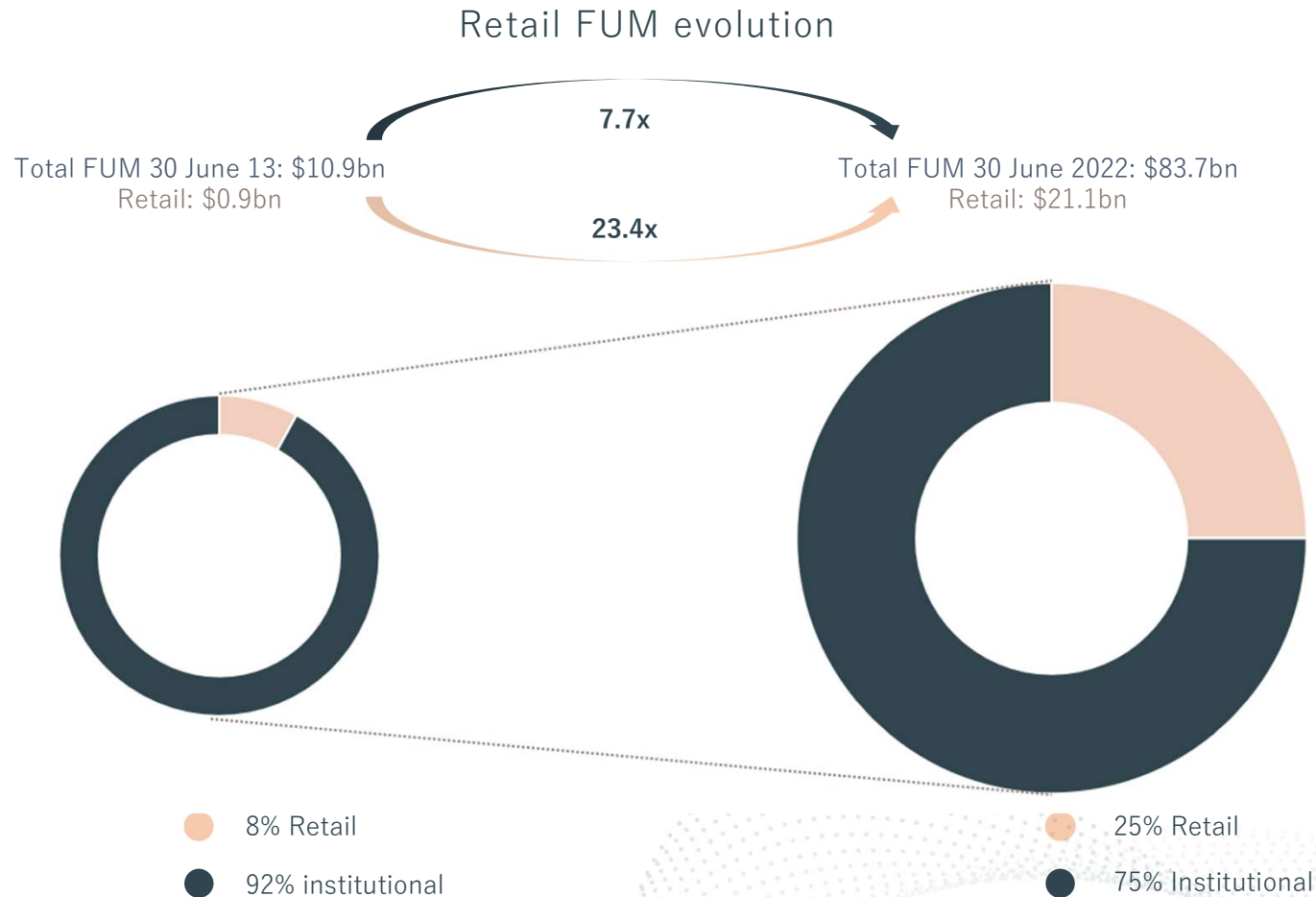
- LIC IPO market remains 'closed' with no new IPOs in FY22
- **PNI LICs/LITs raised \$611m** in FY22 through placements, entitlement offers; and SPPs at PL8, MXT and MOT
 - \$1.8bn of capital raised by existing LIC/LIT industry in FY22³
 - Equivalent to ~33% of all LIC industry inflows
- Vibrant UK LIC market driven by private asset classes, notably infrastructure, indicates potential future direction of Australian LIC market – to 'democratize' access to private asset classes⁴

1 – Does not include the total fund size (excludes the unlisted assets) of the Hyperion Global Growth Companies Fund (Managed Fund) (ASX: HYGG), the Resolution Capital Global Property Securities Fund (Managed Fund) or any Affiliate (such as Coolabah) assets raised with third party 'Exchange Traded Products' (ETPs) such as BetaShares Active Australian Hybrids Fund (ASX: HBRD) or The Switzer Higher Yield Fund (Chi-X: SHYF). Otherwise, there are 10 ETPs (in aggregate) including third party solutions with total funds under management across Affiliates of \$8.3bn as at 30 June 2022

2 – ASX investment products monthly update. Excludes unlisted flows into dual structure ETFs

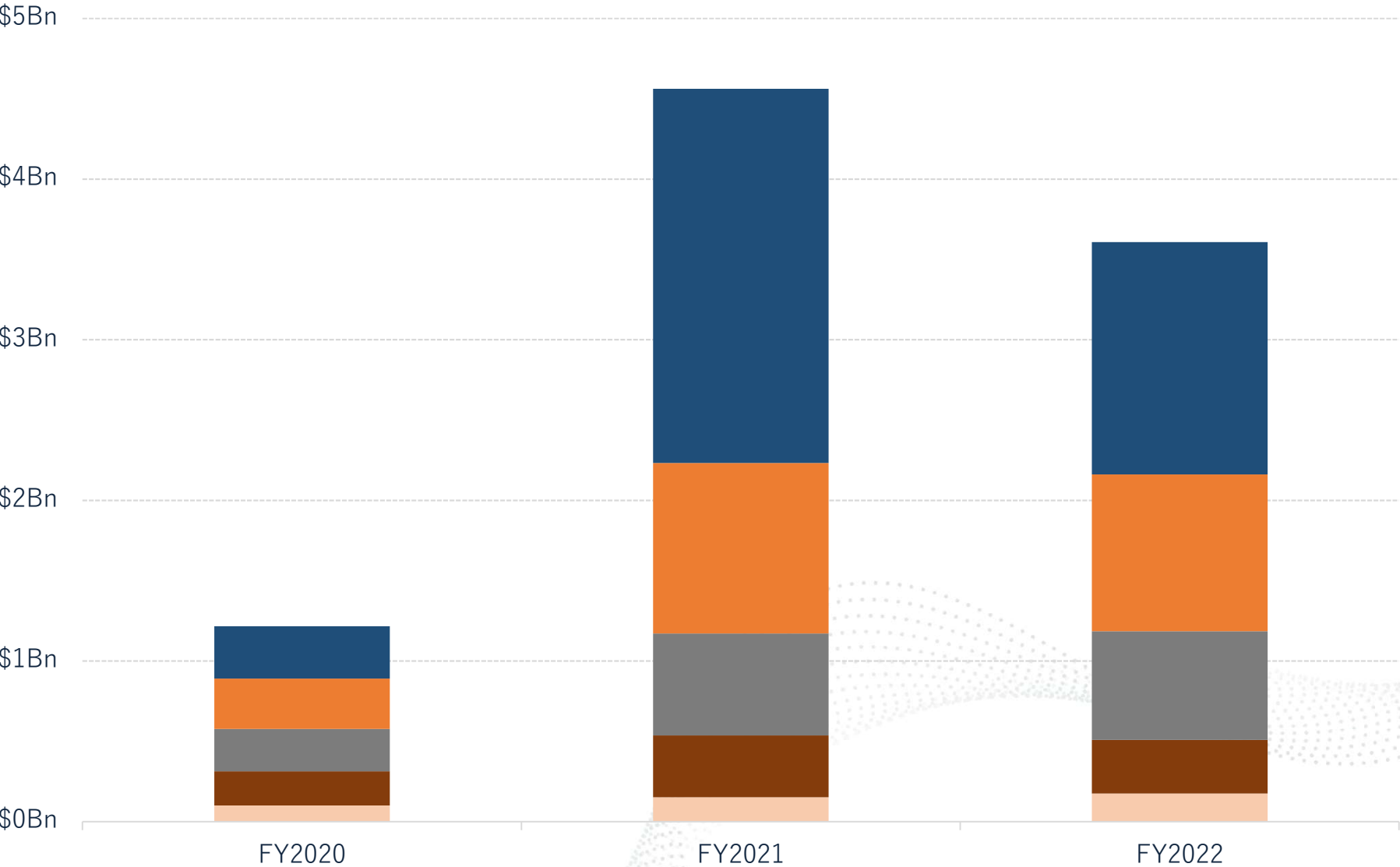
3 – Bell Potter LIC research, ASX

4 – The Association of Investment Companies (AIC)



- Pinnacle has invested significantly in retail distribution and has generated substantial retail FUM in the last 9 years (~\$20bn of retail FUM growth)
- Initiatives include growth of internal and external sales teams, LIC/LITs and exchange traded and quoted funds (open & closed ended)
- Continuing positive retail inflows over 2H FY22, despite industry-wide challenges and market dislocation

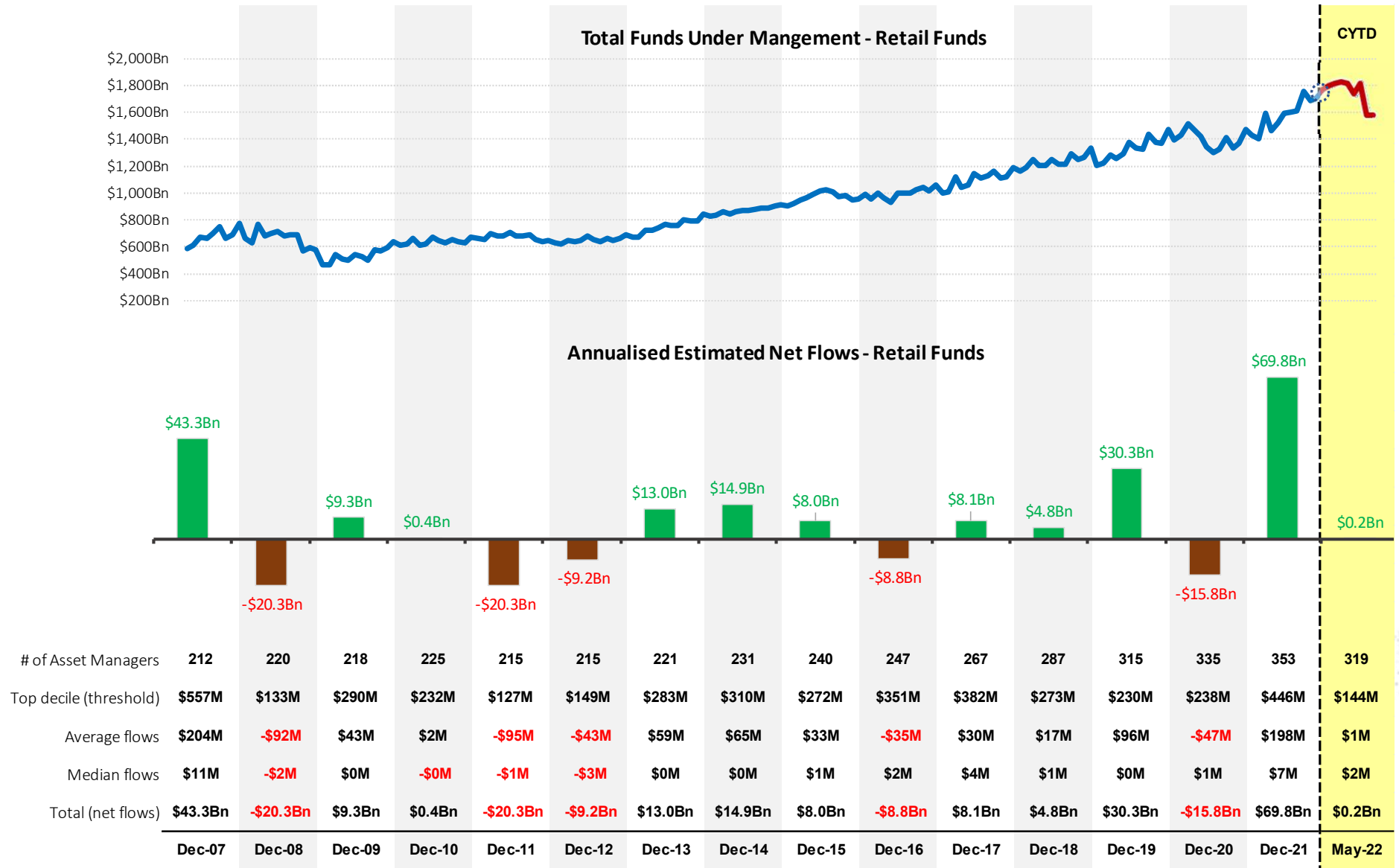
Top 5 contributions from multiple Affiliates and Strategies



Source: Salesforce, Pinnacle Retail

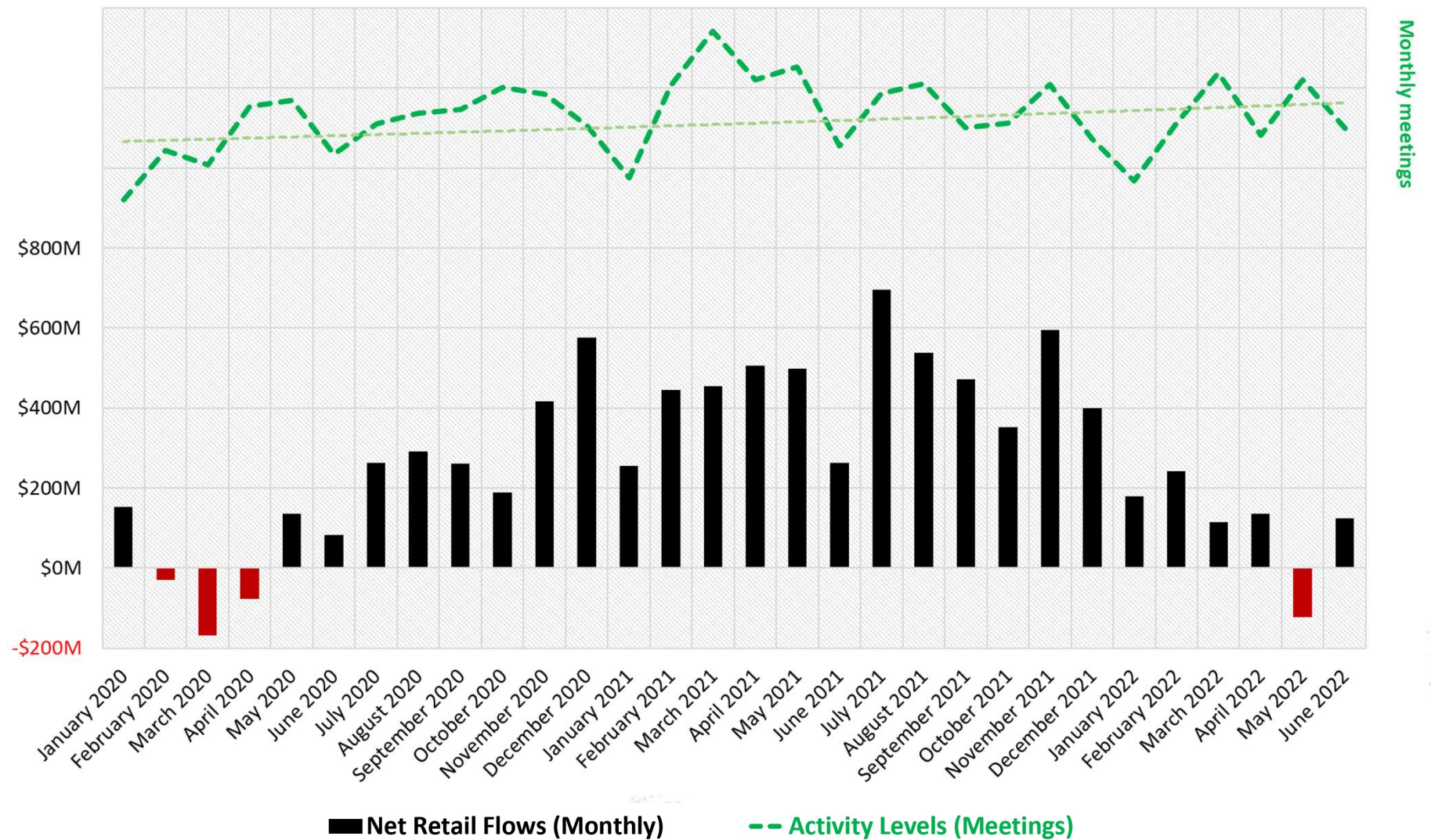
CYTD - Volatile markets, weak confidence & narrower range of winners!

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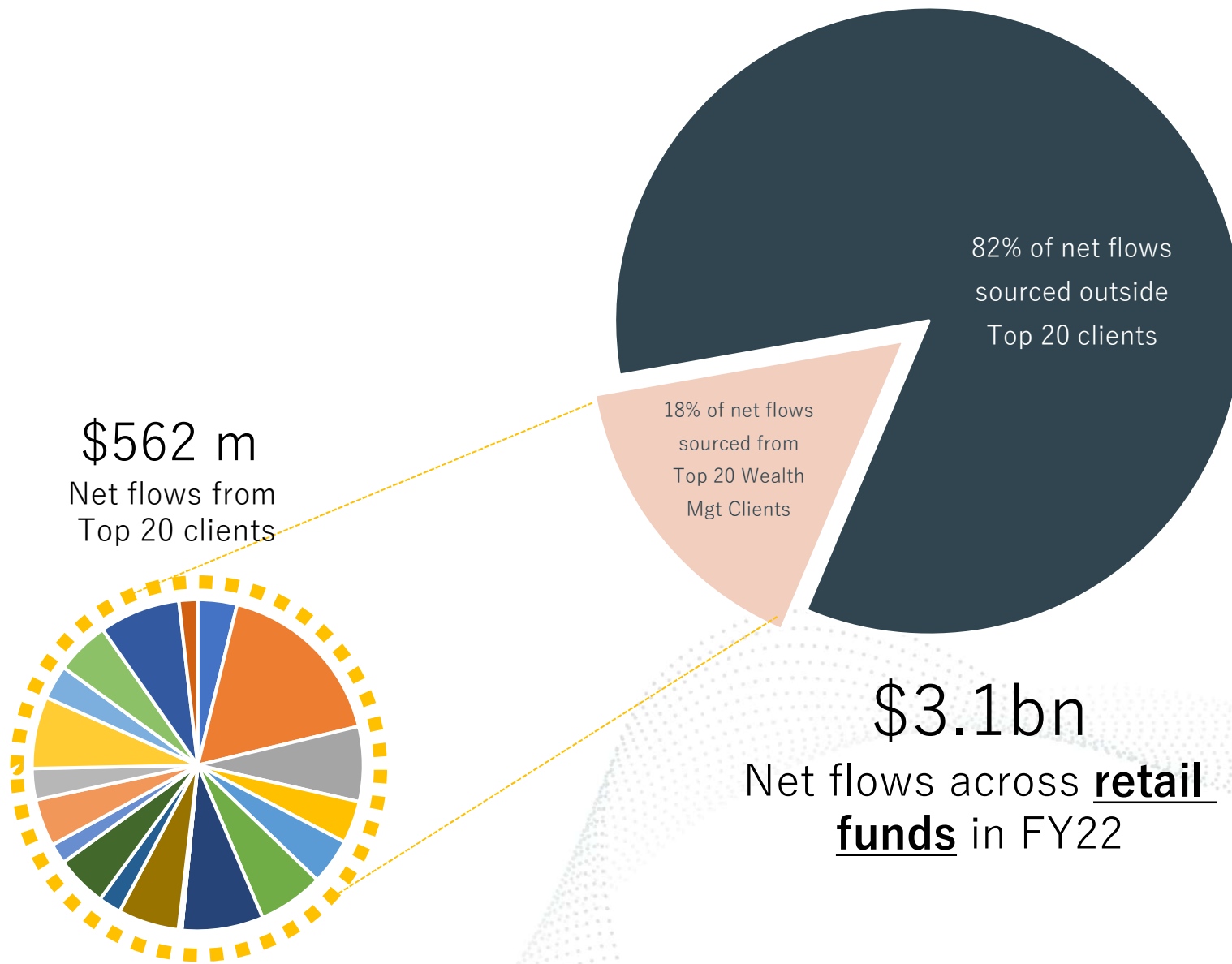


Source: Morningstar Direct, Pinnacle Retail (Data as at 31 May 2022)

Sales activity has remained high – this should drive flows over time



Source: Salesforce, Pinnacle Retail



Lonsec Research

- Antipodes Global Fund – Long - Recommended
- Firetrail Absolute Return Fund - Highly Recommended
- Firetrail Australian High Conviction Fund - Highly Recommended
- Hyperion Australian Growth Companies Fund - Highly Recommended
- Hyperion Global Growth Companies Fund - Highly Recommended
- Resolution Capital Global Property Securities Fund - Highly Recommended
- Resolution Capital Real Assets Fund – Highly Recommended
- Smarter Money Fund - Recommended
- Smarter Money Higher Income Fund - Recommended
- Smarter Money Long-Short Credit Fund - Recommended
- Solaris Australian Equity Long Short Fund - Highly Recommended
- Solaris Core Australian Equity Fund - Highly Recommended
- Spheria Australian Microcap Fund – Recommended
- Longwave Australian Small Companies Fund - Recommended

Morningstar

- Resolution Capital Global Property Securities Fund – Gold
- Solaris Core Australian Equity Fund (Performance Alignment) – Gold
- Hyperion Australian Growth Companies Fund – Silver
- Solaris Core Australian Equity Fund – Silver
- Antipodes Global Fund – Long – Bronze
- Antipodes Global Shares (Quoted Managed Fund) - Bronze
- Firetrail Australian High Conviction Fund - Bronze
- Hyperion Global Growth Companies Fund - Bronze
- Solaris Australian Equity Long Short Fund - Bronze

Zenith

- Antipodes Global Fund – Long - Highly Recommended
- Firetrail Absolute Return Fund - Highly Recommended
- Firetrail Australian High Conviction Fund - Highly Recommended
- Firetrail Australian Small Companies Fund - Recommended
- Hyperion Australian Growth Companies Fund - Highly Recommended
- Hyperion Global Growth Companies Fund - Highly Recommended
- Metrics Direct Income Fund - Highly Recommended
- Plato Australian Shares Income Fund - Recommended
- Resolution Capital Global Property Securities Fund - Highly Recommended
- Resolution Capital Real Assets Fund - Recommended
- Smarter Money Fund - Recommended
- Smarter Money Higher Income Fund - Recommended
- Smarter Money Long-Short Credit Fund - Recommended
- Solaris Australian Equity Long Short Fund - Highly Recommended
- Solaris Core Australian Equity Fund - Highly Recommended
- Spheria Australian Microcap Fund – Recommended
- Spheria Global Microcap Fund - Recommended

Consultant Models

- Research house aligned consultants
- Independent consultants
- Platform models
- Private wealth models

¹Sample of current Affiliate strategy ratings from major research houses as at 2 February 2022. Refer to slide 71 for further disclaimers from the major research houses

Retail platform continuing to enable high performance business development management



21,300+
Advisers



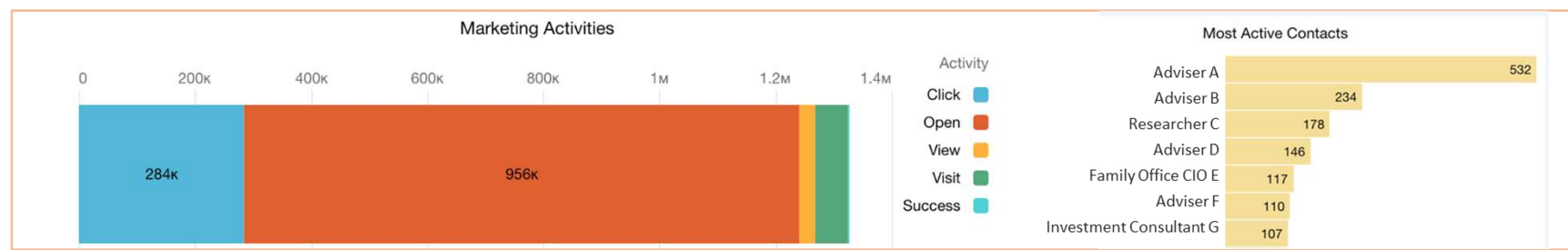
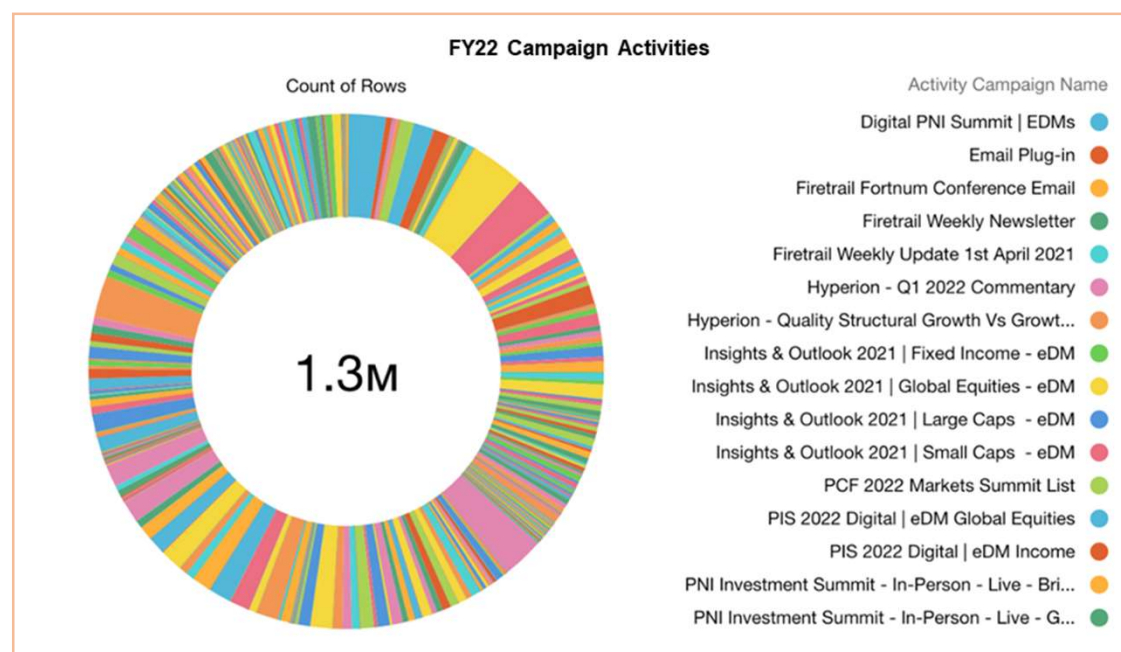
1,050+
Researchers



150+
Consultants



1,000+
Brokers



Source:
Pinnacle,
Salesforce &
Pardot

Growth Agenda

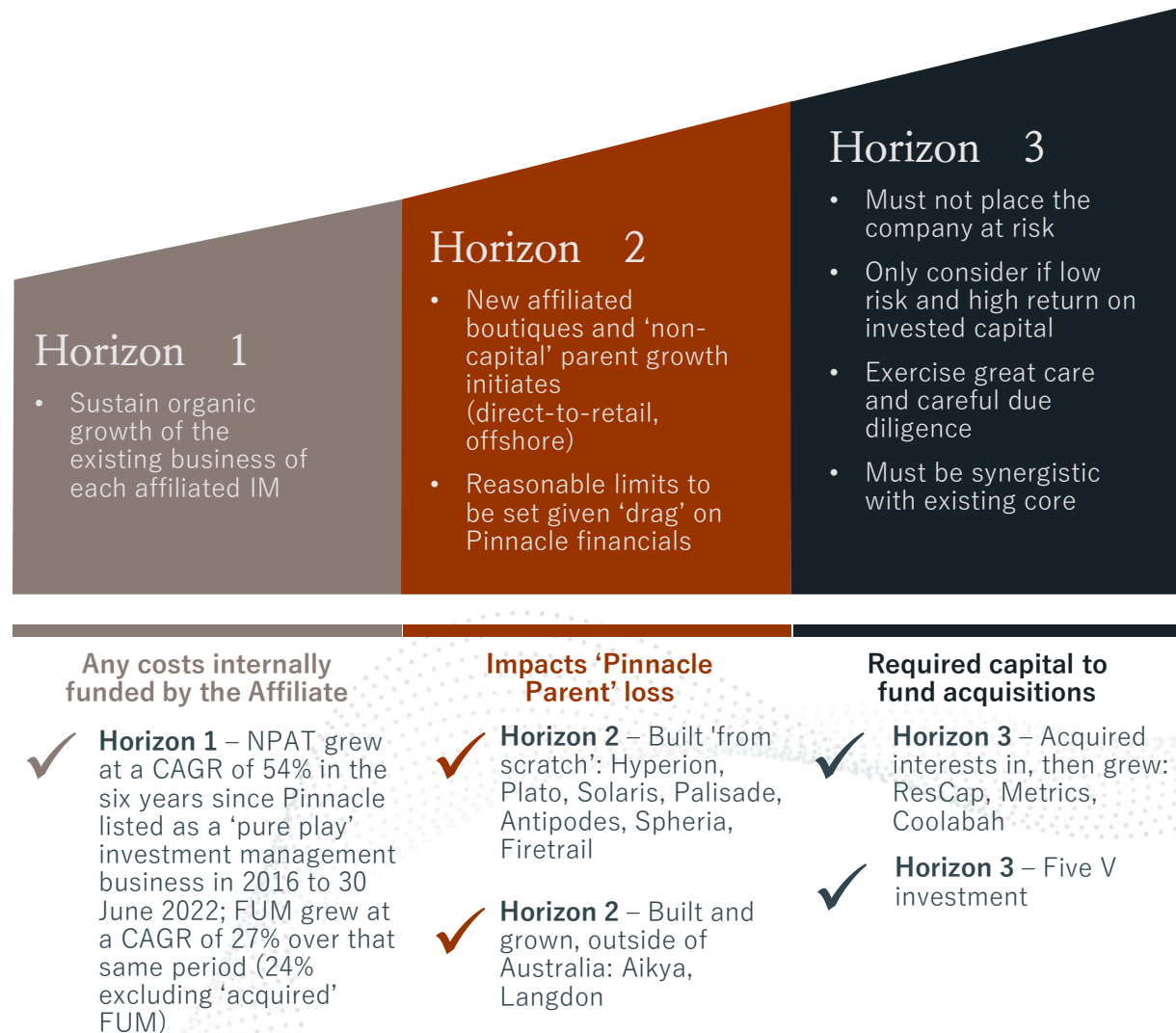
Ian Macoun, Managing Director

Three Horizons of growth





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Prepared for, and seeking, further expansion opportunities – committed to taking advantage of the significant offshore opportunity to evolve into a global multi-affiliate by ‘exporting our model’

- Continue to build Pinnacle by taking a measured approach to growth
- Support the growth of current Affiliates with increased investment in distribution channels (e.g., international and listed markets)
- Invest in / seed new Affiliates and strategies where management teams have a strong track record and growth potential
- Seeking to diversify into asset classes with substantial growth potential
- Offshore opportunities are becoming compelling – ability to ‘export our model’ – delayed somewhat to date by COVID-19
- Disparity between trading multiples for public and private businesses



An excellent platform in place to move ahead with sustained growth

Distribution Platform Expansion	Robust, Flexible, Operating Platform	Start-Up Affiliate Enablement	Existing Affiliate Expansion	Acquisitive Growth
<ul style="list-style-type: none"> Investment in (and continuing to evolve and grow in size and sophistication) our distribution platform Investment in high growth, high margin retail and international channels Adoption of advanced digital marketing tools Listen to clients and move quickly to meet their evolving needs Do not become the market – be ahead of it 	<ul style="list-style-type: none"> Stable / robust, diversified platform enabling strong further growth Continuing investment excellence (strong reputation for such) Widespread industry recognition and support ‘Article of faith’ reputation for performance, quality and capability excellence – significantly improves ‘speed to market’ for new Affiliates 	<ul style="list-style-type: none"> Develop investment capability and support growth Significant opportunity to launch new strategies to further diversify FUM Gaining traction as strategies mature and performance record established <div>     </div>	<ul style="list-style-type: none"> Investment in new strategies adds diversification and further growth Sustainability and Impact strategies Global equities (developed & emerging markets) Alternative Fixed income Private capital (debt & equity) Absolute return (single & multi-asset) 	<ul style="list-style-type: none"> Existing Affiliates are increasingly able to build or buy (with Pinnacle backing) then grow additional new businesses - ‘Affiliates within Affiliates’ Offshore provides a large range of opportunities, carefully ‘exporting our model’

Result: additional growth, corporate stability/robustness, better meeting clients’ evolving and expanding needs

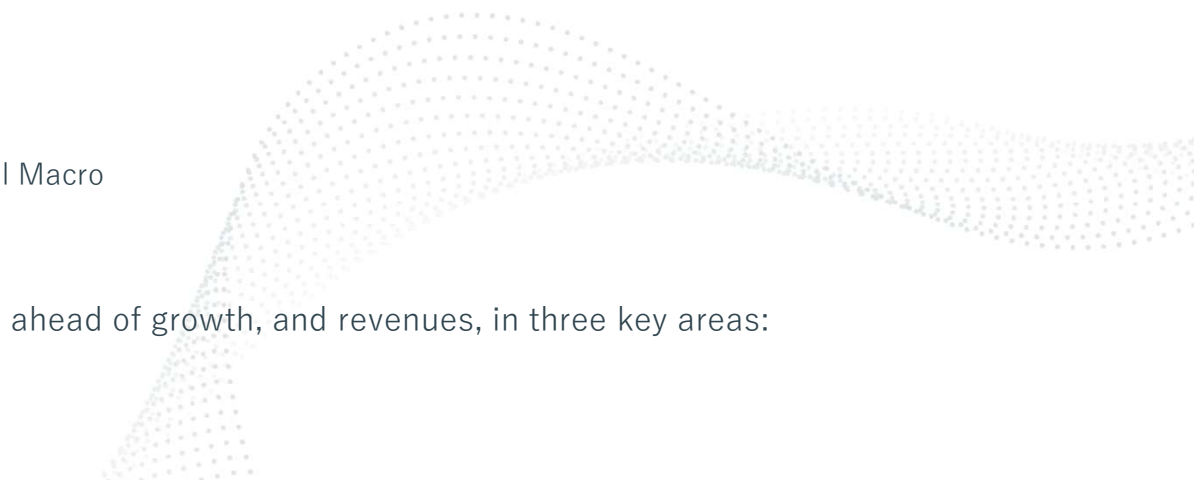
Horizon 2 – Update

Pinnacle and Affiliates continue to actively pursue growth initiatives, recognizing that these will moderate profits in the short term but provide extremely lucrative growth opportunities over the medium term

Examples of previous Horizon 2 initiatives, within Pinnacle, include:

- Supporting start-up Affiliates (Plato, Palisade, Antipodes, Solaris, Spheria, Firetrail)
- Pinnacle Parent growth initiatives (built ‘from scratch’) – institutional distribution, retail distribution, Responsible Entity services, domestic infrastructure

Current Horizon 2 initiatives, within Pinnacle, include:

- Supporting new Affiliates – Pinnacle provides all distribution and infrastructure services for no cost, until Affiliates are profitable. During FY22, Pinnacle supported the following Affiliates in this way:
 - Aikya
 - Langdon
 - Longwave
 - Plato Net Zero/Plato Systematic Global Macro
 - Riparian
 - Pinnacle has deliberately ‘resourced up’ ahead of growth, and revenues, in three key areas:
 - Offshore distribution
 - Offshore infrastructure
 - International expansion
- 

Horizon 2 – Update

Examples of previous Horizon 2 initiatives, within Affiliates, include:

- Hyperion Global, Palisade Renewables, Plato Australian Income, Resolution Capital Global REITS, Solaris Long/Short

Current initiatives, within Affiliates, include:

Affiliate	Initiative
Firetrail	Global S3 Small Caps
Metrics	Real Estate Equity Sustainable Finance Business Finance
Palisade	Impact Real Assets Global Infrastructure
Plato	Global Income Global Net Zero Low Carbon Credit Global Macro
Resolution Capital	Real Assets Global Listed Infrastructure
Riparian	Sustainable Agriculture
Solaris	Equity Income
Spheria	Global

Horizon 2 – Update

- The aggregate annual net cost to Pinnacle of these initiatives, within Pinnacle and Affiliates, is **approximately \$12m** (Pinnacle share, after tax)
- Each initiative is only entered into after careful consideration of the longer-term benefits and with reasonable limits set on both time to success and size of ‘investment’ required, given the drag on profitability
- Past Horizon 2 initiatives have delivered exceptional returns, within Pinnacle itself and through its share of the profits from Affiliate initiatives – to date, contribution to Pinnacle profit has been over 10x the capital outlay (not including any consideration of increased capital value)
- Pinnacle and Affiliates will continue to pursue these initiatives where it is commercially sensible to do so
- Pinnacle and Affiliates also provide seed capital for new strategies (Pinnacle itself hedges a proportion of its direct market exposure). During FY22, given the market conditions, Pinnacle and Affiliates made aggregate losses on these seed commitments of approximately **\$5.7m** (in aggregate, Pinnacle share after tax). These mostly unrealized losses impacted Pinnacle’s NPAT negatively in FY22
- Use of Pinnacle balance sheet is a highly valuable accelerator for new Affiliates and strategies


Horizon 2 – International

Incubations remain a highly attractive investment proposition for Pinnacle. We are looking to incubate more outside of Australia and leverage off the operational infrastructure we have developed in the UK/Europe and in Canada

Aikya (London)

- Commenced 2020
- Highly regarded investment team
- Profitable within 3 years with strong momentum
- Well regarded by several global asset consultants with support and interest coming from investors in UK, Europe, South Africa, North America and Australia
- Aikya Global Emerging Markets Fund is Article 9 SFDR compliant – one of the leaders in sustainability in their space

Langdon Partners (Toronto)

- Commenced 2022
 - Registered with the Ontario Securities Commission in June 22
 - Seeded AUT June 22
 - Canadian onshore vehicles to be launched Q3
 - Go to market strategy in rollout phase
- 

- We have explored many Horizon 3 opportunities with the following characteristics:
 - Strategically attractive and diversifying relative to current Affiliate composition
 - Internationally-based, plus select opportunities in Australia
 - High demand asset classes including Infrastructure, Property, and Hedge Funds, plus Equities and many other asset classes
- We have remained disciplined with quality and valuations
 - **Quality** – While the universe of potential firms is significant, we remain focused on partnering only with founders and teams of the highest quality with the potential for a significant runway of growth
 - **Valuations** – Transaction multiples remain elevated (especially in private markets asset classes and privately held firms). We have noticed slight weakening of valuations in the last quarter
 - This is an important strategic initiative and we are prepared to be patient and judicious with our capital. The hurdle is high for us, but we continue to develop our insight into offshore markets



Corporate Responsibility

Ian Macoun, Managing Director

ESG Working Group

We established a cross-affiliate ESG Working Group to share knowledge and promote industry best practice ESG standards

Women in finance

Women in finance scholarships

We increased annual scholarships to 18 across 4 universities. This is the fourth year of the program, which commenced in 2018 with four scholarships. Seven scholars are currently in active employment in the Group

Climate Strategy

Certified carbon neutral

We are proud to have received carbon neutral certification (for organisations) by Climate Active for the second year running.

Reduced absolute carbon emissions by 28%

Compared to FY20, our carbon emissions reduced from 739.3 tonnes to 531.0 tonnes in FY21.

ESG Charter

We developed the Pinnacle Group ESG Charter to reflect Pinnacle and Affiliates' shared commitment to ensuring that sustainable principles and practices are integrated into the way we conduct business

Community partnerships

Over \$1.3 Million donated

Through partnerships with 14 not for profit (NFP) organisations and workplace giving, the Group supported community initiatives across the country

Human rights

Introduced policies to support human rights

We developed a Human Rights Policy and Supplier Code of Conduct

Partnered with The Freedom Hub

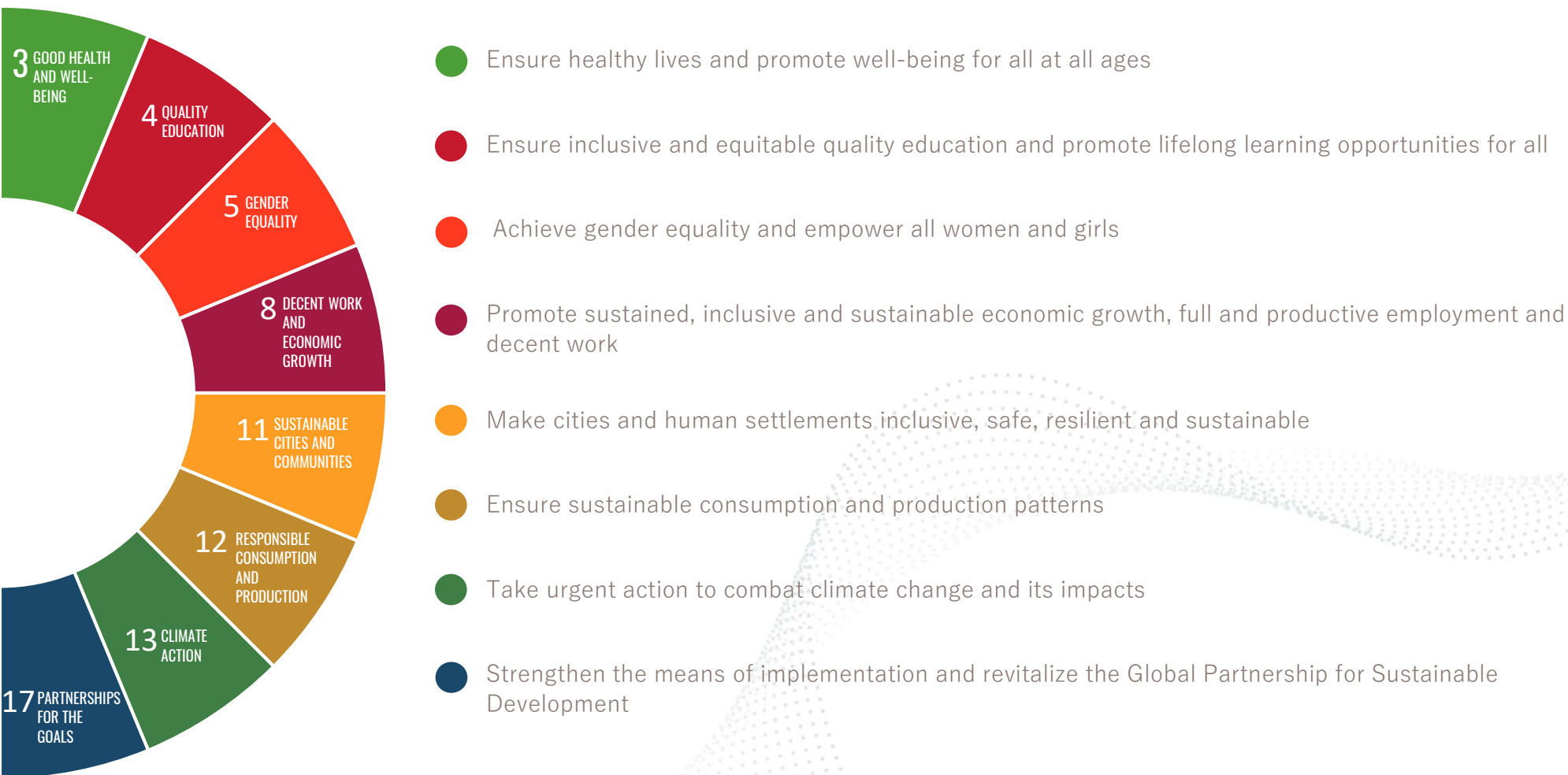
We worked with this inspiring NFP entity to provide bespoke training on modern slavery to our employees and to guide Pinnacle's modern slavery risk assessments

Our contribution to the United Nation's 2030 Agenda

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The United Nations Sustainable Development Goals (SDGs) aim to address the biggest problems human beings face on this planet. We recognise the need for strategies that foster economic development, reduce gender inequalities and transition towards a more sustainable future.

By aligning our operational initiatives with the objectives of the UN SDGs and by supporting the Pinnacle Charitable Foundation to achieve these goals, we can begin to turn global challenges into opportunities. The following highlights the SDGs we sought to contribute to in FY22:



Pinnacle Charitable Foundation

- Pinnacle is passionate about enabling better lives through investment excellence. This belief is strongly reflected in Pinnacle's commitment – together with Affiliates – to the Pinnacle Charitable Foundation
- The Foundation's focus is on growing the reach, sustainability and impact of creative and clever Australian not-for-profit organisations. Partnerships align with the Foundation's six dedicated focus areas, which in turn reflect the Group's sustainability approach and address specific UN Sustainability Development Goals (SDGs) where the Group believes it can make a tangible impact
- Partners are actively sought out and invited to apply for support based around exploring new projects, programs, and services. In each case the aim is to facilitate the delivery of solutions which can be analysed and assessed, scaled and strengthened, with early stage backing often provided
- Financially underpinned by Pinnacle and with access to extensive in-house pro bono services across investment management, portfolio reporting, finance, marketing, compliance and IT, the Foundation operates with low overheads and high impact. Its investment strategy is designed to tolerate significant volatility, given the long-term horizon of the Foundation's corpus and the diversified nature of the investment portfolio. The focus is on longer-term investment strategies which can provide reasonable capital protection, whilst aiming to drive growth over an extended period
- Investments are held in a range of Affiliate strategies which offer Australian and global equity exposure, franking credits, monthly income streams, plus a range of non-equity exposed assets. As part of their broad commitment to the Foundation, all Affiliates donate the equivalent of management fee rebates back to the Foundation, through cash or additional units in investments, and the portfolio is managed on a pro bono basis by the Pinnacle Managing Director

Pinnacle Charitable Foundation

- Total donations by the Foundation in FY2022 were over \$900,000 (an increase of almost 70% from 2021), primarily directed towards 14 not for profit partners. Support was also provided for initiatives aligned with employee volunteering and fundraising
- Affiliates provided a further \$285,000 via direct support to eight jointly funded charity partners (an increase of 24% from 2021)
- In addition, established workplace giving programs across the Group which offer employer matching, resulted in a further \$140,000 being donated to more than 60 charities across Australia. This included support for NSW and Queensland flood relief appeals in March 2022



Pinnacle Charitable Foundation

- A total of 14 not for profit partners - operating across six core focus areas - are delivering long term impact through sustainable change, including 5 new partnerships initiated in FY22:

MENTAL WELLBEING

Together with illness prevention and early intervention



SEXUAL, DOMESTIC AND FAMILY VIOLENCE

Legal support and advocacy for sufferers



DISADVANTAGED CHILDREN AND YOUNG PEOPLE

Providing education and welfare



SPECIALISED MEDICAL RESEARCH

New treatments for children and the elderly



CURRENT ISSUES

Addressing long term social impacts in a COVID-19 world

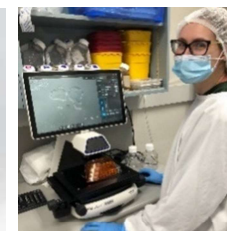


ENVIRONMENTAL SUSTAINABILITY

Water resource management, disaster recovery, and drought mitigation



* Denotes new partnerships initiated in FY22



Conclusion

Ian Macoun, Managing Director

Australia's leading 'multi-affiliate' investment firm

1. Distinguished from competitors by comprising the highest quality investment management firms

2. High quality, experienced, dedicated, passionate investment professionals – strongly focused on performance; with substantial equity in their own business and their interests thus aligned with clients

3. All the advantages, benefits and superior conditions of a 'boutique environment'

4. Plus, high quality shared common 'infrastructure', including major distribution capability (the 'best of both worlds')

5. Importance of succession planning within Affiliates; long term sustainable businesses

Investors want their investment management firms to be long term, enduring and sustainable

Pinnacle's diverse Affiliate portfolio and extensive distribution channels provide stability whilst fostering growth opportunities

Fundamentals in place for organic sales growth and improving the underlying FUM composition

- Highly regarded Affiliates with strong local and international investment consultant and research house ratings
- Diverse stable of Affiliates (asset class, style, strategy, maturity) aims to achieve 'all-weather' relevance to asset owners as the market conditions change through time
- Australian institutional fund consolidation creates risk to mandate retention; however, 'supported' start-ups offer the capacity, fees, alpha potential, operational hygiene and financial viability that mega-funds seek
- Global equities, global emerging markets and private capital asset classes expected to drive ongoing FUM growth
- Retail and international distribution platforms enable us to 'recycle liberated capacity', particularly in Australian equities and global REITs, from domestic institutions into a more diverse and higher margin client base

New Affiliates, strategies, channels and geographies provide new levers for expansion

- Launch of new Affiliates, Affiliates-within-Affiliates and new product extensions create opportunities for expansion
- Retail distribution extending into new investor verticals via private capital asset classes and exchange-traded funds (closed-end and open-end)
- International distribution emerging as an engine of growth following organic, multi-year build-out of global investor networks, strategies and infrastructure
- Northern hemisphere distribution hubs, fiduciary outsourcing and virtual due diligence 'bridging the distance' between Australian-based Pinnacle Affiliates and the world's largest pools of capital

Balance sheet capacity and flexibility is an important enabler of growth

- Balance sheet capacity and flexibility places Pinnacle in a stronger competitive position when negotiating new Affiliate acquisitions
- Seed capital commitments are proving to be an invaluable commercial accelerator for start-ups, particularly in private markets asset classes, where acquisition multiples for established businesses are elevated
- Primary capital investments in private markets firms gives them capacity to accelerate their growth by acquiring complementary platforms/businesses, moving into new market segments and adjacent asset classes
- Balance sheet capacity is an enabler of succession and equity recycling within Affiliates and a source of low risk earnings accretion for Pinnacle

Appendix

Continuing strong investment performance of Affiliates to 30 June 2022

83% of Pinnacle Affiliates' strategies and products (with a track record exceeding 5 years) have outperformed their benchmarks over the 5 years to 30 June 2022

The investment returns for each fund or strategy shown are for information purposes only. Unless otherwise stated, the investment returns have been calculated for the relevant period in AUD (with distributions reinvested) and are gross of applicable fees, costs and taxes. Past performance is not indicative of future performance.

	5Y (p.a.)	10Y (p.a.)	Inception (p.a.)	Inception date
Pinnacle Investment Management – Gross Performance				
Hyperion Asset Management – Gross Performance				
Hyperion Australian Growth Companies Fund	8.83%	12.89%	11.60%	1/10/2002
Outperformance	1.92%	3.65%	3.05%	
Hyperion Small Growth Companies Fund	7.82%	14.54%	15.27%	1/10/2002
Outperformance	2.74%	9.18%	8.96%	
Hyperion Broad Cap Composite	9.87%	13.29%	12.84%	1/11/1996
Outperformance	2.96%	4.05%	4.32%	
Hyperion Growth Companies Fund (Managed Fund)***	16.37%		17.40%	1/06/2014
Outperformance	5.75%		5.82%	
Plato Investment Management – Gross Performance				
Plato Australian Shares Equity Income Fund – Class A	9.46%	12.32%	12.03%	9/9/2011
Outperformance	1.19%	1.45%	1.80%	
Plato Global Shares Income Fund	4.57%		4.78%	30/11/2015
Outperformance	-5.54%		-4.42%	
Solaris Investment Management – Gross Performance				
Solaris Core Australian Equity Fund	6.79%	10.43%	6.30%	9/01/2008
Outperformance	-0.04%	1.14%	1.38%	
Solaris Total Return Fund (including franking credits)	8.48%		9.30%	13/01/2014
Outperformance	0.21%		0.90%	
Solaris Australian Equity Long Short Fund	9.24%		9.48%	1/03/2017
Outperformance	2.41%		2.76%	
Solaris Australian Equity Income Fund	9.07%		9.26%	12/12/2016
Outperformance	0.80%		0.70%	
Resolution Capital – Gross Performance				
Resolution Capital Real Assets Fund	8.15%	12.08%	8.46%	30/09/2008
Outperformance	3.19%	2.58%	3.05%	
Resolution Capital Global Property Securities Fund	4.71%	9.40%	9.55%	30/09/2008
Outperformance	2.78%	2.96%	3.97%	
Resolution Capital Core Plus Property Securities Fund – Series II	6.50%	10.60%	8.63%	31/08/1994
Outperformance	1.54%	1.07%	1.23%	
Resolution Capital Global Property Securities Fund – Series II	3.73%	7.71%	4.04%	30/04/2006
Outperformance	1.80%	0.89%	-0.49%	
Resolution Capital Global Property Securities Fund (Unhedged) – Series II	7.17%	11.34%	12.32%	30/11/2011
Outperformance	2.97%	2.39%	2.41%	
Palisade Investment Partners – Gross Performance				
Palisade Diversified Infrastructure Fund	10.80%	12.50%	10.40%	1/08/2008
Palisade Australian Social Infrastructure Fund	10.90%	12.80%	13.40%	31/05/2011
Antipodes Partners – Gross Performance				
Antipodes Global Fund	6.90%		9.24%	1/07/2015
Outperformance	-2.47%		0.54%	
Antipodes Global Fund – Long	8.43%		10.24%	1/07/2015
Outperformance	-0.94%		1.54%	
Antipodes Asia Fund	4.95%		6.99%	1/07/2015
Outperformance	-0.42%		1.52%	
Sphera Asset Management – Gross Performance				
Sphera Australian Microcap Fund	15.24%		15.92%	16/05/2016
Outperformance	10.17%		10.64%	
Sphera Australian Smaller Companies Fund	10.08%		9.69%	11/07/2016
Outperformance	5.01%		5.14%	
Sphera Opportunities Fund	10.66%		10.54%	11/07/2016
Outperformance	4.03%		3.34%	
Metrics Credit Partners – Gross Performance				
Metrics Credit Partners Diversified Australian Senior Loan Fund	4.84%		5.10%	4/06/2013
Outperformance	3.89%		3.54%	
Metrics Credit Partners Secured Private Debt Fund	7.93%		7.93%	26/11/2015
Outperformance	6.99%		6.73%	
Coolabah Capital Investments – Gross Performance				
Smarter Money (Active Cash) Fund Assisted	2.15%	3.67%	3.81%	20/02/2012
Outperformance	1.39%	2.14%	2.20%	
Smarter Money Higher Income Fund Assisted	2.56%		3.32%	8/10/2014
Outperformance	1.80%		2.17%	
Coolabah Active Composite Bond Strategy	2.16%		2.38%	7/03/2017
Outperformance	1.29%		1.22%	
Coolabah Long-Short Active Credit Alpha Strategy	5.64%		5.73%	14/02/2017
Outperformance	1.38%		1.42%	

Affiliates' investment performance

30 June 2022

The investment returns for each fund or strategy shown are for information purposes only. Unless otherwise stated, the investment returns have been calculated for the relevant period in AUD (with distributions reinvested) and are gross of applicable fees, costs and taxes. Past performance is not indicative of future performance.

	1Y	3Y (p.a.)	5Y (p.a.)	10Y (p.a.)	Inception (p.a.)	Inception date
Pinnacle Investment Management						
Hyperion Asset Management – Gross Performance						
Hyperion Australian Growth Companies Fund	-26.13%	7.07%	8.83%	12.89%	11.60%	1/10/2002
Outperformance	-19.35%	3.63%	1.92%	3.65%	3.05%	
Hyperion Small Growth Companies Fund	-30.51%	3.69%	7.82%	14.54%	15.27%	1/10/2002
Outperformance	-10.99%	3.31%	2.74%	9.18%	8.96%	
Hyperion Broad Cap Composite	-24.86%	8.53%	9.87%	13.29%	12.84%	1/11/1996
Outperformance	-18.09%	5.10%	2.96%	4.05%	4.32%	
Hyperion Growth Companies Fund (Managed Fund)***	-32.32%	8.10%	16.37%		17.40%	1/06/2014
Outperformance	-26.28%	-0.14%	5.75%		5.82%	
Plato Investment Management – Gross Performance						
Plato Australian Shares Equity Income Fund – Class A	-2.35%	5.85%	9.46%	12.32%	12.03%	9/9/2011
Outperformance	2.78%	1.26%	1.19%	1.45%	1.80%	
Plato Global Shares Income Fund	-5.96%	2.30%	4.57%		4.78%	30/11/2015
Outperformance	0.56%	-5.52%	-5.54%		-4.42%	
Plato Global Macro Equity Fund					2.12%	24/02/2022
Outperformance					12.48%	
Solaris Investment Management – Gross Performance						
Solaris Core Australian Equity Fund	-4.14%	2.21%	6.79%	10.43%	6.30%	9/01/2008
Outperformance	2.33%	-1.13%	-0.04%	1.14%	1.38%	
Solaris Total Return Fund (including franking credits)	-1.80%	3.55%	8.48%		9.30%	13/01/2014
Outperformance	3.32%	-1.04%	0.21%		0.90%	
Solaris Australian Equity Long Short Fund	1.82%	2.04%	9.24%		9.48%	1/03/2017
Outperformance	8.29%	-1.30%	2.41%		2.76%	
Solaris Australian Equity Income Fund	-1.73%	4.81%	9.07%		9.26%	12/12/2016
Outperformance	3.39%	0.22%	0.80%		0.70%	
Resolution Capital – Gross Performance						
Resolution Capital Real Assets Fund	-5.80%	2.91%	8.15%	12.08%	8.46%	30/09/2008
Outperformance	5.42%	4.86%	3.19%	2.58%	3.05%	
Resolution Capital Global Property Securities Fund	-6.65%	1.72%	4.71%	9.40%	9.55%	30/09/2008
Outperformance	3.84%	3.08%	2.78%	2.96%	3.97%	
Resolution Capital Core Plus Property Securities Fund – Series II	-10.09%	0.34%	6.50%	10.60%	8.63%	31/08/1994
Outperformance	1.13%	2.29%	1.54%	1.07%	1.23%	
Resolution Capital Global Property Securities Fund – Series II	-6.64%	0.84%	3.73%	7.71%	4.04%	30/04/2006
Outperformance	3.85%	2.20%	1.80%	0.89%	-0.49%	
Resolution Capital Global Property Securities Fund (Unhedged) – Series II	-1.56%	3.17%	7.17%	11.34%	12.32%	30/11/2011
Outperformance	3.93%	3.57%	2.97%	2.39%	2.41%	
Resolution Capital Global Listed Infrastructure Fund					2.70%	30/09/2021
Outperformance					-6.03%	
Palisade Investment Partners – Gross Performance						
Palisade Diversified Infrastructure Fund	10.80%	9.70%	10.80%	12.50%	10.40%	1/08/2008
Palisade Australian Social Infrastructure Fund	11.70%	11.10%	10.90%	12.80%	13.40%	31/05/2011
Antipodes Partners – Gross Performance						
Antipodes Global Fund	-2.02%	5.70%	6.90%		9.24%	1/07/2015
Outperformance	6.00%	-1.23%	-2.47%		0.54%	
Antipodes Global Fund – Long	-5.86%	6.40%	8.43%		10.24%	1/07/2015
Outperformance	2.16%	-0.53%	-0.94%		1.54%	
Antipodes Asia Fund	-21.47%	2.34%	4.95%		6.99%	1/07/2015
Outperformance	-3.33%	-0.47%	-0.42%		1.52%	
Spheria Asset Management – Gross Performance						
Spheria Australian Microcap Fund	10.11%	21.33%	15.24%		15.92%	16/05/2016
Outperformance	29.63%	20.95%	10.17%		10.64%	
Spheria Australian Smaller Companies Fund	-11.14%	7.80%	10.08%		9.69%	11/07/2016
Outperformance	8.38%	7.42%	5.01%		5.14%	
Spheria Opportunities Fund	-2.79%	8.31%	10.66%		10.54%	11/07/2016
Outperformance	11.31%	4.20%	4.03%		3.34%	
Spheria Global Microcap Fund	-18.30%	9.88%			11.06%	1/03/2019
Outperformance	0.36%	0.74%			2.48%	

Affiliates' investment performance

30 June 2022

The investment returns for each fund or strategy shown are for information purposes only. Unless otherwise stated, the investment returns have been calculated for the relevant period in AUD (with distributions reinvested) and are gross of applicable fees, costs and taxes. Past performance is not indicative of future performance.

	1Y	3Y (p.a.)	5Y (p.a.)	10Y (p.a.)	Inception (p.a.)	Inception date
Pinnacle Investment Management						
Firetrail Investments – Gross Performance						
Firetrail Australian High Conviction Fund	-5.72%	5.53%			4.91%	14/03/2018
Outperformance	0.75%	2.19%			-1.31%	
Firetrail Absolute Return Fund	-6.47%	11.09%			5.86%	14/03/2018
Outperformance	-6.64%	10.76%			5.19%	
Firetrail Australian Small Companies Fund	-18.16%				16.41%	20/02/2020
Outperformance	1.36%				20.18%	
Metrics Credit Partners – Gross Performance						
Metrics Credit Partners Diversified Australian Senior Loan Fund	4.58%	4.55%	4.84%		5.10%	4/06/2013
Outperformance	4.29%	4.21%	3.89%		3.54%	
Metrics Credit Partners Secured Private Debt Fund	6.48%	7.50%	7.93%		7.93%	26/11/2015
Outperformance	6.19%	7.16%	6.99%		6.73%	
MCP Secured Private Debt Fund II	6.15%	7.17%			8.01%	9/10/2017
Outperformance	5.86%	6.82%			7.11%	
MCP Real Estate Debt Fund	7.62%	7.96%			8.39%	9/10/2017
Outperformance	7.33%	7.61%			7.49%	
MCP Wholesale Investments Trust	5.49%	5.77%			6.13%	9/10/2017
Outperformance	5.31%	5.43%			5.37%	
MCP Credit Trust	19.79%	14.01%			13.76%	26/12/2018
Outperformance	19.50%	13.66%			13.18%	
Metrics Master Income Trust (MXT)*	4.42%	4.75%			5.04%	5/10/2017
Outperformance	4.23%	4.41%			4.28%	
Metrics Income Opportunities Trust (MOT)*	11.02%	8.73%			8.57%	23/04/2019
Outperformance	10.83%	8.39%			8.15%	
Metrics Direct Income Fund*	4.54%				6.20%	1/07/2020
Outperformance	4.36%				6.03%	
Longwave Capital Partners – Gross Performance						
Longwave Australian Small Companies Fund	-11.96%	5.09%			7.83%	1/02/2019
Outperformance	7.56%	4.71%			4.40%	
Coolabah Capital Investments – Gross Performance						
Smarter Money (Active Cash) Fund Assisted	-0.81%	1.38%	2.15%	3.67%	3.81%	20/02/2012
Outperformance	-0.92%	1.11%	1.39%	2.14%	2.20%	
Smarter Money Higher Income Fund Assisted	-0.94%	1.79%	2.56%		3.32%	8/10/2014
Outperformance	-1.06%	1.52%	1.80%		2.17%	
Smarter Money Long Short Credit Fund Assisted	-4.61%	2.97%			4.39%	31/08/2017
Outperformance	-4.73%	2.70%			3.65%	
Coolabah Active Composite Bond Strategy	-11.91%	-1.42%	2.16%		2.38%	7/03/2017
Outperformance	-1.40%	1.17%	1.29%		1.22%	
Coolabah Long-Short Active Credit Alpha Strategy	-2.18%	4.19%	5.64%		5.73%	14/02/2017
Outperformance	-5.80%	0.42%	1.38%		1.42%	
BetaShares Active Australian Hybrids Fund (HBRD)	-0.64%	2.55%			3.83%	13/11/2017
Outperformance	-3.26%	-0.22%			0.63%	
Coolabah Long-Short Opportunities Fund	-2.72%				6.02%	
Outperformance	-2.83%				5.93%	
Aikya Investment Management – Gross Performance						
Aikya Global Emerging Markets Fund – Class A	-6.38%				3.27%	5/03/2020
Outperformance	12.05%				4.28%	
Riparian Capital Partners – Gross Performance						
Riparian Water Fund	13.13%				7.57%	1/12/2019
Outperformance	6.13%				0.57%	

*Metrics MXT, MOT, and MDIF performance figures are net

*** The fund changed its name from Hyperion Global Growth Companies Fund – Class B to Hyperion Global Growth Companies Fund (Managed Fund) on 5 February 2021 in order to facilitate quotation of the fund on the ASX

FY22 funds under management

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	Pinnacle (total) (\$m)	Hyperion (\$m)	Plato (\$m)	Solaris (\$m)	RCL (\$m)	Palisade (\$m)	Antipodes (\$m)	Spheria (\$m)	Two Trees (\$m)	Firetrail (\$m)	Metrics ⁴ (\$m) ¹	Omega ^{3,5} (\$m) ¹	Longwave (\$m)	Riparian (\$m)	Coolabah (\$m) ²	Aikya (\$m)	Five V ⁶ (\$m)	Langdon (\$m)
FUM History (at 100%)																		
30 Jun 22	83,712	10,405	10,144	8,228	15,291	3,172	9,196	1,408	–	6,466	9,951	–	166	122	7,013	808	1,340	3
31 Dec 21	93,564	13,957	10,893	10,532	19,240	2,706	8,990	1,753	71	7,073	8,594	–	197	94	7,995	354	1,114	
30 Jun 21	89,343	11,887	10,826	11,099	16,372	2,512	9,356	1,736	69	6,587	6,986	4,615	197	28	6,735	340	–	
31 Dec 20	70,460	9,945	6,266	9,971	11,317	2,384	8,542	1,539	63	5,496	5,087	4,424	178	4	5,002	243		
30 Jun 20	58,647	7,847	5,175	8,548	8,979	2,244	7,957	1,210	91	4,110	4,439	4,303	3	3	3,737	2		
31 Dec 19	61,628	7,454	5,790	9,454	9,241	2,257	8,956	1,471	323	4,719	4,325	4,509	3	3	3,123	–		
30 Jun 19	54,276	6,595	5,279	9,089	8,314	2,035	9,071	1,195	245	4,369	3,807	4,273	3	–	–	–		
31 Dec 18	46,741	5,599	4,680	7,606	7,779	2,010	8,149	640	214	3,603	2,771	3,689	–	–	–	–		
30 Jun 18	38,032	6,507	4,918	8,319	8,038	1,847	7,554	702	71	74	–	–	–	–	–	–		
31 Dec 17	32,338	6,056	4,644	6,618	6,552	1,585	6,261	596	26	–	–	–	–	–	–	–		
30 Jun 17	26,526	5,877	4,003	5,135	5,956	1,514	3,830	211	–	–	–	–	–	–	–	–		
31 Dec 16	23,339	5,664	3,536	5,032	5,274	1,456	2,191	186	–	–	–	–	–	–	–	–		
30 Jun 16	19,756	5,633	3,067	4,595	4,576	1,436	449	–	–	–	–	–	–	–	–	–		
30 Jun 15*	15,995	5,474	2,265	2,938	3,980	1,126	212	–	–	–	–	–	–	–	–	–		
30 Jun 14*	12,232	4,886	986	2,537	2,933	890	–	–	–	–	–	–	–	–	–	–		
30 Jun 13*	10,846	4,032	742	2,649	2,694	729	–	–	–	–	–	–	–	–	–	–		
30 Jun 12*	9,790	3,158	332	3,855	1,864	581	–	–	–	–	–	–	–	–	–	–		
30 Jun 11	10,336	3,229	525	4,421	1,758	403	–	–	–	–	–	–	–	–	–	–		
*Pinnacle (total) includes FUM of a former Pinnacle Affiliate																		
Change in FUM – at 100%																		
30 Jun 21 – 30 Jun 22	–6.3%	–12.5%	–6.3%	–25.9%	–6.6%	26.3%	–1.7%	–18.9%	–100.0%	–1.8%	42.4%	–100.0%	–15.8%	340.9%	4.1%	137.8%	0.0%	0.0%
31 Dec 21 – 30 Jun 22	–10.5%	–25.5%	–6.9%	–21.9%	–20.5%	17.3%	2.3%	–19.7%	–100.0%	–8.6%	15.8%	0.0%	–15.9%	30.6%	–12.3%	128.2%	20.2%	0.0%
PNI ownership ³		49.9%	42.6%	44.5%	49.5%	37.6%	25.5%	40.0%	0.0%	23.5%	35.0%	0.0%	40.0%	40.0%	35.0%	32.5%	25.0%	32.5%
PNI effective FUM – 30 Jun 2022	33,015	5,192	4,321	3,661	7,569	1,193	2,345	563	–	1,519	3,483	–	66	49	2,455	263	335	1

¹ Pinnacle acquired equity interests in Metrics and Omega in July 2018. FUM not included prior to that date

² Pinnacle acquired an equity interest in Coolabah in December 2019. FUM not included prior to that date

³ The percentage represents Pinnacle's total shareholding in the Affiliate. In some Affiliates, Pinnacle currently holds less than 1% of the voting shares. However, it has full economic rights in respect of its holdings

⁴ AUM of \$12.0bn including leverage, at 30 June 2022. Metrics earns fees on the full AUM figure

⁵ Following the integration of Omega and Two Trees into Plato, Omega and Two Trees FUM is wholly included within Plato's FUM figure

⁶ Pinnacle acquired an equity interest in Five V in December 2021. FUM not included prior to that date.

Pinnacle Affiliates continue to win major industry awards

2022 Financial Newswire/SQM Research Fund Manager of the Year Awards

- Spheria – Australian Equities – Small/Mid Cap Finalist
- Spheria – Star Managers Finalist
- Resolution Capital – Global Equities – Real Estate Finalist

2022 Financial Standard Investment Leadership Awards

- Plato - Australian Equities - Income Focused Winner
- Hyperion – International Equities High Performance Finalist
- Metrics – Fixed Income – Credit Finalist

2021 Australian Alternative Investment Awards:

- Metrics – Best 2021 Private Debt Fund
- Pinnacle – Best 2021 Investor Supporting Australian Alternative Managers

2021 Lonsec & SuperRatings Fund of the Year Awards

- Hyperion - Active Equity Fund Winner

2021 Zenith Fund Awards:

- Metrics – Listed Entities Category Winner
- Firetrail – Alternative Strategies Category Winner
- Spheria – Australian Equities – Small Cap Winner
- Metrics – Australian Fixed Interest Category Finalist
- Pinnacle – Distributor of the Year Finalist

2021 Money Management Fund Manager of the Year:

- Hyperion – Fund Manager Of The Year Winner
- Hyperion – Australian Large Cap Equities Winner
- Hyperion – Australian Small/Mid Cap Equities Winner
- Hyperion – Global Equities Highly Commended

2021 Morningstar Fund Manager of the Year Awards:

- Hyperion – Australian Fund Manager of the Year
- Hyperion – Domestic Equities – Large Cap Category Winner
- Hyperion – Domestic Equities - Small Cap Category Winner
- Hyperion – Global Equities – Category Finalist
- Resolution Capital - Listed Property and Infrastructure – Category Finalist

2020 Zenith Fund Awards:

- Resolution Capital – Global REIT Category Winner (seventh consecutive year)
- Metrics – Listed Investment Companies Category Winner (second consecutive year)
- Firetrail – Alternative Strategies Category Winner
- Pinnacle – Distributor of the Year Finalist
- Antipodes Partners – International Equities – Alternative Strategies Category Finalist

2020 Money Management Fund Manager of the Year:

- Resolution Capital – Global REIT Category Finalist
- Hyperion – Global Equities Category Finalist

2020 Morningstar Fund Manager of the Year Awards:

- Hyperion – Domestic Equities – Large Cap Category Winner
- Hyperion – Domestic Equities - Small Caps Category Finalist
- Hyperion – Australian Fund Manager of the Year Finalist

2020 Australian Alternative Investment Awards:

- Metrics – Best 2020 Alternative Investment Manager Award

2019 Zenith Fund Awards:

- Pinnacle – Distributor of the Year Winner (fourth consecutive year)
- Resolution Capital – Global REIT Category Winner (sixth consecutive year)
- Metrics – Listed Investment Entities Category Winner
- Solaris Investment Management - Australian Equities – Alternative Strategies Category Winner
- Solaris Investment Management - Australian Equities – Large Cap Category Finalist
- Antipodes Partners – International Equities – Alternative Strategies Category Finalist

2019 Lonsec/Money Management Fund Manager of the Year:

- Solaris – Equities (Long/Short) Category Winner
- Antipodes Partners – Equities (Long/Short) Category Finalist
- Metrics – Listed Products Category Finalist

2019 Australian Alternative Investment Awards:

- Metrics – Best Private Debt Fund Category Winner

The awards referred to above are determined using proprietary methodologies. Awards are solely statements of opinion and do not represent recommendations to purchase, hold or sell any securities or make any other investment decisions. Awards are generally current for 12 months from the date awarded and are subject to change at any time. Awards for previous years are referenced for historical purposes only.

All Pinnacle Affiliates embed ESG into their investment decision making process:

Affiliate	Signatory to PRI	Incorporate ESG into Investment process	Have an ESG policy
Aikya	Yes	Yes	Yes
Antipodes	Yes	Yes	Yes
Coolabah	Yes	Yes	Yes
Firetrail	Yes	Yes	Yes
Five V	(B Corporation)	Yes	Yes
Hyperion	Yes	Yes	Yes
Longwave	Yes	Yes	Yes
Langdon	Yes	Yes	Yes
Metrics	Yes	Yes	Yes
Palisade	Yes	Yes	Yes
Plato	Yes	Yes	Yes
ResCap	Yes	Yes	Yes
Riparian	Yes	Yes	Yes
Solaris	Yes	Yes	Yes
Spheria	Yes	Yes	Yes



Global Emerging Markets Equities

- High quality
- Absolute return
- Concentrated portfolio
- Long term sustainable growth
- Stewardship and Sustainability
- Headquartered in London, UK



Global and Emerging Markets Value Equities (Long Only and Long-Short)

- 'Pragmatic value' investment approach
- Strategies accessible via listed (ASX: AGX1), managed fund and offshore (UCITS, CIT, NZ PIE, Cayman) vehicles
- Founded 2015
- 40+ staff
- Headquartered in Sydney, Australia with offices in London, UK and Toronto, Canada



Australian and Global Credit (Long Only and Long-Short)

- CCI's edge is in generating alpha by exploiting mispricings in liquid, high-grade credit in contrast to traditional fixed-income managers that drive returns through adding more interest rate duration, credit default, and/or illiquidity risk (beta)
- Alpha generation is a function of the world-class analytical insights rendered by CCI's human capital, which comprises 8 portfolio managers, 14 analysts, and numerous other finance, risk, compliance, operations and product staff
- Founded in 2011
- Headquartered in Sydney, Australia, with offices in London, UK, and Melbourne, Australia



Australian, Global, Small Cap & Long-Short Equities

- Deep fundamental research approach consistently applied for 15+ years
- Experts in high conviction investing
- No enduring style bias. Building concentrated portfolios of our best growth and value ideas
- Focused on generating outperformance from stock selection, whilst reducing exposure to unintended macroeconomic or thematic risks
- Headquartered in Sydney, Australia

Australian and New Zealand Private Equity, Growth & Venture Capital

- Focused on growth assets in the attractive small to mid-market
- Specialist knowledge and skills supporting high growth businesses
- Track record of helping to build market leaders across industries
- Collaborative approach – full alignment with investee businesses
- Global investor network of entrepreneurs and family offices
- Flexibility of investment, majority and significant minority partnerships
- Strong focus on ESG as reflected by B-Corporation Certification
- Headquartered in Sydney, Australia



Australian and Global Growth Equities

- Investment process focused on high quality structural growth businesses
- Predictable long-term earnings and low debt
- Concentrated portfolios
- Low portfolio turnover
- Headquartered in Brisbane, Australia





Global and Canadian Small Cap Equities

- Active and Engaged owners of world class smaller companies
- Quality/Growth at a Reasonable Price (Q-GARP)
- Seek to identify and evaluate businesses that can compound intrinsic value at high rates over the long term
- Headquartered in Toronto, Canada



Australian Small Cap Equities

- Investment philosophy centred on the view that quality is the long-term driver of small cap excess returns
- Fundamental understanding determines how value is created or destroyed by companies for shareholders
- Systematic processes provide discipline, repeatability and controls behavioural biases
- Index agnostic and unconstrained
- Headquartered in Sydney, Australia



Private Debt and Commercial Real Estate

- One of Australasia's largest non-bank lenders
- Participation across all loan market segments – leverage finance, project finance, commercial real estate, corporate
- Investment across the capital structure – investment grade debt through to equity, warrants and options
- Further growth across private markets including private equity in commercial real estate
- Deep, active primary and secondary market experience
- Extensive bank, non-bank and borrower networks
- Significant corporate restructuring and workout experience
- Extensive loan distribution experience and networks
- PRI Signatory
- Headquartered in Sydney, Australia, offices in Melbourne, Australia and Auckland, New Zealand



Private Infrastructure, Impact & Real Assets

- Mid-Market focus results in better acquisition multiples and portfolio yield
- Actively involved in operational management and governance of assets; unlocks embedded value
- Owns airports, seaports, portside bulk liquid storage, gas pipelines, solar and wind renewable energy assets, waste management facilities, social infrastructure PPPs
- Unique risk management framework - credit approach to asset selection and financial structuring and VaR approach to portfolio construction
- Recently established Real Assets and Impact Affiliates to consider and pursue investment into adjacent asset classes – Impact commitments have exceeded \$250m target at 30 June 2022
- Establishment of Global Infrastructure capability, based in New York, in 2022
- Headquartered in Sydney, Australia, offices in Melbourne, Australia and New York, USA



Systematic Australian and Global Equities, Credit and Absolute Return

- Australian Accumulation, Low Volatility and Tax-Exempt Equities; Global Income Equities and Global Long-Short Equities; Enhanced Low Carbon and Net-Zero strategies; Global Macro and Credit
- Customised alpha models and portfolio construction for accumulation, retirement and absolute return solutions
- Launched Enhanced Low Carbon and Net-Zero strategies in August 2021
- Successfully integrated the former Two Trees Systematic Global Macro team in June 2022, further building on Plato's multi-strategy suite of quantitative solutions
- Systematic implementation of fundamental ideas
- State of the art technology
- Headquartered in Sydney, Australia



Global Listed Real Assets

- Specialist Real Estate and Infrastructure securities investment manager
- Concentrated portfolios of 'high conviction ideas'
- Multi Portfolio Manager approach
- Sector based research
- Centralised, proprietary research mitigates regional biases
- PRI and UN Global Compact signatory, RIAA member
- >27-year investment track record
- Headquartered in Sydney, Australia, investment office in New York, USA



Australian and New Zealand Private Agriculture, Food & Water

- Real asset backed investments across the food and agriculture sector
- Participation throughout the value chain investing in assets that are critical to the production of essential goods; water, farmland, agricultural infrastructure and agribusinesses.
- Deep agriculture, finance and asset management experience.
- Agriculture sector assets have the potential to generate attractive returns, demonstrate low correlation to traditional asset classes and offer the potential of portfolio diversification
- PRI Signatory and supporter of the Task Force of Climate-Related Financial Disclosures
- Headquartered in Brisbane, Australia, office in New York, USA



Australian Style Neutral Equities

- Analysts empowered as Portfolio Managers
- 100% short term incentives linked to client alpha (no alpha, no bonus)
- Portfolio risk directly aligned with expected stock returns using fundamental analysis
- No style bias
- Headquartered in Brisbane, Australia



Australian and Global Micro-, Small- and Mid-Cap Equities

- Greater potential for long term capital appreciation
- Under-researched stock universe provides fertile ground for higher alpha
- Quality orientation
- Focus on recurring cashflows and valuation
- Conservative balance sheets
- Headquartered in Sydney, Australia

Lonsec Research

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Morningstar Research

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