



Wellington

About Wellington Capital

Wellington Capital is an unlisted public company and is a merchant bank with four core areas of expertise all with a property and finance focus:

- funds management;
- investments;
- corporate finance;
- property services.

Board

Wellington Capital is led by founder and managing director Jenny Hutson.

Jenny is joined on the board by fellow directors Robert Pitt and Mary-Anne Greaves. The Board has extensive business and funds management experience. In addition, Wellington Capital has a team of 21 experienced professionals well versed in all aspects of funds management with offices in Brisbane and Sydney.

Funds management and investment experience

Wellington Capital has total assets under management of \$644 million comprising \$134 million in retail funds and \$510 million in wholesale assets under management.

Jenny has 14 years experience in funds management, the last three having involved the establishment of Wellington Capital's funds management and investment business.

Wellington Capital is differentiated by its innovative style and access to capital, which enables it to be faster and more creative in designing suitable solutions. Wellington Capital's experienced team focuses exclusively on finance and property based transactions, and offers clients and investors proven expertise in de-risking opportunities and innovatively structuring transactions.

Reputation

Wellington Capital has a reputation for high standards of client service, innovation and devising successful commercial solutions to complex issues.

Our growth has been fuelled by strong, long standing relationships which have been built on trust, a commitment to delivering commercial advice and focusing on helping clients and investors achieve their long term corporate and growth aspirations.

Wellington Capital received the Australian Business Award for Enterprise in Finance in 2007.

In addition, Jenny Hutson was named Queensland Businesswoman of the Year in 2007 and Owner/Manager of the Year for the Australian Institute of Management in 2007.

Wellington Capital Limited

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Jenny Hutson B.Com LLB FAIM FAICD – Age 40 Managing Director

Jenny Hutson is the managing director and founder of Wellington Capital Limited, a merchant bank. Wellington Capital has been corporate adviser on over \$1.5 billion in projects in the last 3 years and has led the establishment and expansion of the group's funds management business. Jenny has led the team on each of these projects.

Jenny also chairs Wellington Funds Management the manager of the Wellington Property Securities Fund. Jenny was previously a partner for 10 years in the corporate division of McCullough Robertson Lawyers, which has 35 partners, over 400 staff, and is a top 20 Australian law firm. Jenny headed the Corporate Advisory practice.

Jenny, in her position as Managing Director of Wellington Capital, has recently been involved in the following transactions:

- \$46 million equity placement to professional and institutional investors;
- Mezzanine Debt - Drift residential apartments, Casuarina Beach, New South Wales;
- Equity Investment – land acquisition and industrial development at Eagle Farm, Brisbane;
- Equity investment and debt through Bank of New Zealand and Australia for NOW Industrial Business Park;
- Equity investment – retail development, Toowoomba, Queensland; and
- Equity and debt funding for the acquisition of a Queen Street property in Brisbane.

Qualifications and Memberships

Managing Director, Wellington Capital Limited
 Bachelor of Commerce and Laws, University of Queensland
 Solicitor, Supreme Court of Queensland
 Director, Big River Timbers Limited
 Director, Royal Children's Hospital Foundation
 Member, Companies Committees of the Law Council of Australia
 Member, National Advisory Board, Year of the Surf Lifesaver
 Member, Queensland Law Society
 Fellow, Emmanuel College, University of Queensland

Wellington Capital Limited

Australian Business Award for Enterprise in Finance 2007



Jenny Hutson

Australian Institute of Management
Owner/Manager of the Year 2007



Jenny Hutson

Queensland Business Review
Queensland Businesswoman of the Year 2007





Robert Pitt CPA FCIS MAICD – Age 64 Finance Director

Robert Pitt is the Finance Director of Wellington Capital. He is a Certified Practising Accountant and a fellow of the Chartered Institute of Secretaries and has been extensively in the property and financial services industry for the last 25 years.

Robert has primary responsibility for the Wellington group's \$644 million in assets under management and investment portfolio and heads the Wellington finance team.

The Wellington finance team is responsible for a broad range of reporting requirements based on Wellington's prudential and financial requirements and provides ongoing analytical support to the business.

Robert provides financial compliance and strategic business support to the Wellington Group by planning and driving financial strategic growth initiatives, the benefit of which is passed on to Wellington's investors. His key responsibilities include:

- overseeing the financial and management reporting functions;
- managing the statutory reporting requirements for the group;
- preparation of the annual budget and ongoing analysis;
- preparation of forecasts and cashflow;
- provision of analytical support for key business decisions including feasibility studies; and
- driving and recommending continuous improvement around financial controls and processes.

Robert has extensive experience in financial management, financial control, balance sheet risk and management.

Robert is also a director of Wellington Funds Management and Rimcorp Property Limited.

He has previously been an executive director of the CUA Friendly Society Limited and CUA Health Fund, and has held senior positions with Coca Cola Amatil, Brambles, Pfizer Corporation and Bendigo Bank.

Qualifications

Certified Practising Accountant

Fellow of the Chartered Institute of Secretaries

Member, Australian Institute of Company Directors



Mary-Anne Greaves LLB ACIS – Age 43 Director

Mary-Anne Greaves is Director of Wellington Capital and is responsible for Wellington Capital compliance functions.

Mary-Anne is a lawyer and has a particular focus in the property and finance industries. She is also a real estate agent and she has 16 years of experience in finance and property in various roles with Bendigo Bank Limited and Northern Building Society Limited and 6 years as a corporate lawyer specialising in licensing, compliance and capital raising issues for funds management businesses.

Mary-Anne has led numerous due diligence assignments and has a strong interest in the area of corporate governance and compliance. Mary-Anne is a Chartered Secretary and is an Associate of Chartered Secretaries Australia.

Mary-Anne ensures compliance with the Wellington Capital group's compliance and regulatory requirements.

Her experience includes:

- responsibility for managing and coordinating the group's compliance obligations as well as providing legal support to the business;
- responsibility for coordination of the group's statutory and contractual compliance obligations;
- commercial and legal due diligence in relation to commercial, industrial and residential projects from a finance and property perspective;
- project managing capital raising projects by listed and unlisted companies including due diligence in respect of the transactions; and
- providing advice to companies and their directors in relation to their obligations under the Corporations Act and the ASX Listing Rules.

Qualifications and Memberships

Bachelor of Laws, University of New England

Solicitor, Supreme Court of Queensland

Chartered Secretary

Licensed Real Estate Agent – Queensland

Member, Queensland Law Society

Member, Real Estate Institute of Queensland

Associate, Chartered Secretaries and Administrators and Chartered Secretaries Australia



Wellington



Craig Wallace B.Com MBA FCPA FAICD – Age 55 Independent Director

Formerly a director of KPMG Corporate Finance and now principal of The Alternative Advisory Firm, Craig has over 25 years experience in investment banking and corporate advice, dealing with transactions involving property, construction, tourism and accommodation as well as other industries.

Craig is currently a director of Anthony Morton Group Funds Management Limited and has joint responsibility for the approval and management of in excess of \$300 million in funds which have been invested in a number of large and prominent building and construction projects.

Craig's expertise involves corporate restructures, divestments, acquisitions and financing with the objective of improving returns on assets.

He was formerly a director of ASX listed SunnyCove Management Limited. Those communities are strata titled investments owned by independent landlords seeking rental yield returns and capital gain.

Craig is a director of a number of Australian Financial Services Licensees, and has been responsible manager for others.

Qualifications

Bachelor of Commerce

Diploma of Advanced Accounting

Master of Business Administration

Fellow of the Australian Society of Certified Practising Accountants

Fellow Australian Institute of Company Directors