

**Pyne Gould Corporation Limited**

**2009 Annual Meeting**

**CEO Speech notes**

I wish to talk briefly to you about the future; and the core objectives for the PGC Group over the next 12-24 months.

Despite the tribulations of this year, the inherent quality of PGC's client base and the consolidation opportunities available in the financial sector means that PGC post capital raising is very favourably placed.

We are fortunate in that we now have choices in a market where choice is constrained.

How we exercise our choices will be weighed against the overriding imperative to deliver shareholder value: in particular restoring value to longstanding shareholders and generating growth and enhanced returns to all shareholders, new and old.

I will briefly summarise the Group's current position in terms of business activities before outlining our core objectives. In doing so I will also take the opportunity to introduce the key executives who will be responsible for delivering those objectives.

In MARAC there are 4 business units:

Consumer Division which is largely Vehicle Financing – where we have a strong market position and Chris Flood, who has very capably led this division will speak about our prospects.

[Chris Flood, General Manager Consumer]

Secondly, the Commercial Division which is mainly concerned with Plant & Equipment financing; this business provides us with a springboard into the valuable SME market. David Battersby is responsible for our strategy in this area.

[David Battersby, General Manager Commercial]

Thirdly, we have a Property Division which as announced previously, we wish to discontinue other than to support the needs of our core clients. The existing loans are all considered and we intend to exit or manage down these loans.

Finally, there is the liability side of MARAC's balance sheet – Funding the book is a vitally important part of MARAC's business. We are fortunate to have recently appointed Craig Stephen as Chief Investment Officer with responsibility for all forms of capital raising.

[Craig Stephen, Chief Investment Officer]

Turning now to Perpetual Trust there are 3 main activities:

- Estate and Wills
- Corporate Trust
- Financial Advisory Services

We are proud of the strong base amongst our traditional services in Perpetual Trust and we wish, in particular, to expand the Financial Advisory Services. Louise Edwards is the CEO of Perpetual Trust.

[Louise Edwards, CEO Perpetual Trust]

The newest part of the Group is Perpetual Asset Management and our aim is to develop specialist funds capability targeting the investment needs of sophisticated investors. John Duncan has extensive experience in this area and is the CEO:

[John Duncan, CEO Perpetual Asset Management Limited]

Finally, we have our shareholding in PGG Wrightson. We regard this as a legacy position and our intention is to manage this investment to maximise value.

Sean Kam who spoke to you previously completes our executive team and is our newly appointed CFO and apart from the obvious aspects of his role is charged with being merciless in driving financial performance from his colleagues.

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Our future is squarely in the Financial Services sector and within this sector our objective is to occupy market positions where we have expertise and advantages and where we understand and can manage the risks.

Over the next 12-24 months, shareholders can expect to see PGC concentrate its focus on 3 core areas:

1. Banking Under MARAC
  - Our strategy is based on consolidating market leadership in Vehicle and Plant & Equipment finance and through this developing a strong presence in lending to small businesses;
  - We aim also to regain our investment grade rating; and
  - Within the timeframe have a clear pathway to becoming a registered bank.
  
2. Perpetual Trust (Trust & Retirement Services)
  - In addition to continuing our traditional trustee services;
  - We wish to emerge as a leading provider of Retirement Financial Planning Services to mainstream New Zealanders.
  
3. Perpetual Asset Management
  - Within the timeframe to have 3 to 4 funds up and running targeting the needs of sophisticated investors;
  - Be recognised as the best in the market in managing specialist funds;
  - In particular, to have Torchlight firmly established as New Zealand's largest fund investor in real estate and financial sector credit [as signalled in our Offer Document]. Pleasing to see Torchlight off to a flying start. Syndicated loan to SCF and work is underway with respect to real estate starting with the Ex MARAC loans.

Your executives are very conscious of the responsibility to deliver results following the successful completion of our capital raising and we are well positioned to maximise opportunities.

We are grateful for your support and are determined to deliver results.

I look forward to updating you on progress towards achieving the goals outlined.