

## **Pinnacle Correspondent Services Announces Strategic Alliance With HighView Financial Group**

Pinnacle Correspondent Services, a division of Canaccord Capital Corporation (“Canaccord”), today announced that it has entered a multi-year strategic arrangement with HighView Financial Group (“HighView”) to provide integrated managed asset solutions to Canadian wealth management firms including investment dealers, mutual fund dealers and multi-family offices.

“With the continued aging demographics of the Canadian population, our investment dealer clients are seeking an increasing range of managed asset solutions for their affluent clients” says David Tasker, Vice President of Pinnacle Correspondent Services. “We believe that the experienced team of HighView Financial Group, through its competency based operating business model, provides a unique opportunity for Pinnacle to deliver an integrated suite of tailored managed asset solutions including Separately Managed Accounts, Multi-Manager Investment Funds and Advisor Managed Accounts to our clients.”

“We are excited about the opportunity of providing our managed asset services to Pinnacle’s clients.” says Mark Barnicutt, President & CEO, of HighView Financial Group. “In our experience, one of the greatest challenges facing investment dealers in the delivery of managed asset solutions to their clients is the access to a robust, flexible and open technology platform and operational support structure that provides for easy access to client portfolio information together with accurate and timely value-added client portfolio reporting. Over the past several years, Pinnacle, through its ownership by Canaccord, has invested in the successful delivery of such a platform to its investment dealer clients, and we’re proud to be affiliated with them.”

### **About Pinnacle Correspondent Services**

Pinnacle, through its leverage of Canaccord's investment in infrastructure and technology, provides leading edge support solutions to Canada's wealth management industry. From custodial to the administration of separately managed account programs and full correspondent services, Pinnacle employs the expertise of approximately 500 operations staff from offices in major centres across Canada and internationally to bring superior, flexible solutions to its clients. For more information about Pinnacle, visit [www.pcsc.ca](http://www.pcsc.ca).

### **About Canaccord Capital Inc.**

Through its principal subsidiaries, Canaccord Capital Inc. (TSX & AIM: CCI) is a leading independent, full service investment dealer in Canada with capital markets operations in the United Kingdom and the United States of America. Canaccord is publicly traded on both the Toronto Stock Exchange and AIM, a market operated by the London Stock Exchange. Canaccord has operations in two of the principal segments of the securities industry: private client services and capital markets. Together, these operations offer a wide range of complementary investment products, brokerage services

and investment banking services to Canaccord's private, institutional and corporate clients. Canaccord has approximately 1,689 employees worldwide in 30 offices, including 23 Private Client Services offices located across Canada. Canaccord Adams, the international capital markets division, has operations in Toronto, London, Boston, Vancouver, New York, Calgary, Montreal, San Francisco, Houston and Barbados.

**About HighView Financial Group**

HighView Financial Group is a professional services firm that provides advisory and outsourced business services to Canadian wealth management firms. Our mission is to facilitate independence in the Canadian Wealth Management industry through the integration of strategy, support and capital for managed asset firms and offerings. For more information about HighView Financial Group, visit [www.highviewfin.com](http://www.highviewfin.com).

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