

Media Release

MATTHEW ENGLUND APPOINTED HEAD OF DEALER GROUPS

TUESDAY, 21 SEPTEMBER 2010

Mark Spiers, BT Financial Group's General Manager of Advice, today announced the appointment of Matthew Englund to Head of Dealer Groups, which incorporates Securitor and Magnitude, following the resignation of Neil Younger.

Matthew most recently headed up the Practice Management team in Advice since the merger between Westpac and St.George.

"In this role, he has led the development and delivery of high quality dealer group services to Westpac Financial Planning, St.George Financial Planning, Securitor and Magnitude," Mr Spiers said.

"More recently, Matthew has led our program of work to respond to the Future of Financial Advice reforms and provided valued input into our discussions with Government on a number of key regulatory proposals."

Mr Spiers said Matthew has more than 15 years' experience in the financial services industry, including senior roles with Asgard Wealth Solutions and Colonial First State, and brings to the role significant experience and insights into the unique challenges and opportunities for our dealer groups.

"He will lead the development and implementation of our strategy to attract, develop and retain practices and advisers, which is key to the wealth distribution strategy for BT Financial Group," he said.

"Over the past two years Matthew has been instrumental in our journey that saw significant investment in BT's research team, high-advocacy from advisers for technical support and a decisive response to regulatory change.

"He is perfectly placed to deliver on our growth strategy and our dealer group proposition which is about supporting and partnering with advisers who are passionate about the value of advice, by helping them to choose the right path to grow their practices into sustainable, profitable businesses," he added.

Mr Spiers thanked Neil for his key role in BT's Advice team - championing the need for advisers to articulate their value proposition, advocating for the industry and constantly seeking improvements to the client experience.

Warren Dunne, National Head of Operations, Advice has been appointed Acting Head of Practice Management while BT Financial Group recruit to fill this position.

Appointments are effective immediately.

For further information contact:

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