

Media Release

11 December 2023

Tailored Evergreen managed accounts launch on BT Panorama

Two managed account product suites managed by Evergreen are now available on BT Panorama, tailored to the needs of two separate advice practices who are seeking efficiency to drive further business growth.

Currently there are 372 managed portfolios on BT Panorama, with the addition of 76 products in 2023 so far. Funds under administration in managed accounts comprise 15% of total FUA of \$104bn on the platform.¹

Jason Brown, Head of Distribution at BT, said: “It’s fantastic to be part of the growth story of our clients. While each advice practice is unique, what they do have in common is they are both thriving and seeking further efficiencies by making the most of product innovations. We aim to be advisers’ platform provider of choice, and are pleased that, together with investment manager Evergreen, we have launched managed accounts that suit the needs of their business and client base.”

Gild Group

Gild Wealth is the financial planning arm of rapidly expanding professional services business, The Gild Group. Originating from Melbourne, the Gild Group has expanded interstate and has offices in NSW and Queensland. The firm takes a multi-disciplinary approach, providing financial advice as well as accounting and legal services, and advice on research and development incentives and grants. Gild Wealth’s revenue has increased by around 20% annually over the last two years.

The new Gild Wealth managed portfolios on BT Panorama include growth and conservative options, and are in addition to the existing managed accounts that Evergreen already manage for the Gild Group.

David Page, Director of the Gild Group, said the business recognised many years ago that the “old-style” model portfolios provided poor outcomes for clients and advisers, due to the time lags in implementation, labour-intensive production of advice documents and processes relating to compliance.

Mr Page said: “Over the last couple of years we have managed to grow Gild Wealth significantly without adding staff. This can only be achieved through efficiency gains, and managed accounts have been a key driver of that. In addition, our reporting to clients is more accurate and meaningful. We are able to manage risk and make strategic tilts quickly and efficiently.”

Thornton

Across two decades, South Australian advice practice, Thornton, has grown to manage \$1bn in funds for over 1,500 clients.

The True managed portfolio options, developed for Thornton, include growth, balanced and low growth diversified portfolios.

¹ As of 31 October 2023. Managed accounts FUA excludes Adviser Portfolios.

Rowan Fielke, Managing Director and Co-Founder of Thornton, believes the firm's transition to managed account solutions is boosting operational efficiencies and business growth, and building stronger client relationships by giving them the best of breed solutions in wealth management.

Mr Fielke added that the enhanced efficiencies of these portfolio options allow Thornton to continually meet the evolving needs of clients by providing dynamic portfolio management to improve transparency, relationships and overall experience with the firm and the platform.

He said: "Our tailored managed account solutions with BT Panorama have been strategically designed to enhance our operational efficiencies, foster innovation and create sustainable business growth, and we look forward to continuing to run our successful client portfolios on this platform."

Evergreen

Evergreen partnered with both advice practices to build their product suites, employing their deep in-house qualitative and quantitative expertise, which includes exclusive tools such as stress and scenario testing to assist advice practices with their decisions.

Founder and Director, Angela Ashton, said: "We work closely with financial advisers to ensure the tailored investment solutions deliver flexibility, efficiency and an enhanced client experience."

Ms Ashton continued: "Evergreen prides itself on the depth and quality of its resources, and all of these are targeted at just one thing: helping advisory firms build resilient portfolios."

With an experienced investment team and asset allocation committee, the investment manager has developed a strong approach to dynamic asset allocation. In addition, the firm has developed sophisticated in-house tools in areas such as style analysis, stress and scenario testing, as well as attribution analysis.

"We're proud to be partnering with two high quality financial advice practices in Gild Group and Thornton, as well as BT Panorama, to deliver investment solutions we know will make a difference to both the end client and those businesses," Ms Ashton said.

Evergreen has total funds under management exceeding \$1.5bn.

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