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Equity Trustees adds to business development team

Equity Trustees Ltd (EQT) has further strengthened its distribution team with the appointment of Craig Mills to the newly-created position of Regional Manager - Business Development - NSW/WA.

The new role both adds resources to NSW business development for the funds management operations, and strengthens EQT's focus on WA.

In the role, Mr Mills will be responsible for distributing EQT co-branded investment products to financial planners and other intermediaries in NSW as well as building distribution activities for the important WA market.

Mr Mills was previously with AXA, where he worked as a business development manager and his 10 years industry experience includes working at Asgard Wealth Solutions and Zurich.

Rowena Cole, EQT's National Sales and Distribution Manager, says that increased business and recognition of further opportunities has led to an increase in EQT's business development resources.

"Craig's appointment is in line with a strategic decision to strengthen our business development team to further expand our ability to manage key accounts and increase our level of contact with adviser and dealer groups in NSW and WA.

"It also takes into account our desire to further support the key platforms and dealer group menus where we already have strong representation.

"A particular area of focus for Craig will be the WA financial planning industry which we believe has significant growth potential for the range of co-branded products we offer.

"With over 10 years of experience and industry knowledge, Craig will be a valuable addition to our team," Ms Cole said.

About EQT Funds Management: Established in 2000, EQT's funds management model is based on a number of alliances with leading investment managers - SG Hiscock & Company, Intrinsic Value Investments, LaSalle Investment Management, PIMCO, and Marvin & Palmer & Associates. Equity Trustees acts as the responsible entity for each of the funds and also undertakes distribution to the retail and IDPS markets for co-branded products.

Equity Trustees Limited

Australian Financial Services Licence No 240975 ABN 46 004 031 298

Level 2, 575 Bourke Street Melbourne Victoria 3000 Telephone (03) 8623 5000 Facsimile (03) 8623 5200 Email equity@eqt.com.au

Website www.eqt.com.au



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For further information, please contact:

Rowena Cole

Phone: 03 8623 5000

Email: rcole@eqt.com.au

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