

Media Release

Thursday 5 March 2020

First State Super appoints Matt Willis to Head Business Development

First State Super has appointed Matt Willis as its new Head of Business Development. Matt joins the \$105bn industry fund from Vanguard where he was Head of Institutional.

As Head of Business Development, Matt will oversee the implementation of the fund's organic growth strategy to increase scale and drive down costs for members.

First State Super's Group Executive Member Growth, Peter Chun commented: "To achieve our strategic goals we need to drive organic growth with well-defined propositions for our members and employers. We need to leverage our digital capability to deliver seamless service experiences and build our brand and profile within the community. Matt's insight and leadership will be instrumental in helping us oversee our most important business relationships and support our ambitious growth targets into the future."

Matt Willis commented: "I have always wanted to work for organisations that have clear purpose and are driven to do the right thing by investors and members. First State Super has been an organisation that I have long admired and I am excited to be joining a fund that is committed to delivering the best outcome to members in super, retirement and advice."

Prior to joining Vanguard in 2008, Matt spent five years with Skandia as a Business Development Manager. He also worked in the United Kingdom for five years with Mellon Funds Management and Goldman Sachs.

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Media enquiries: Michael Baldwin, Head of Communications & Community

michael_baldwin@firststatesuper.com.au 0438 007 100

Note to editors:

First State Super

First State Super is one of Australia's largest industry funds providing superannuation, advice and retirement solutions to those who teach, nurse, care, respond and help others in our communities.

We aim to deliver strong long-term returns and keep our fees low, so members can retire with more. We have a diverse range of investment options and we provide members with access to advice about their super and the investment options available to them.

The way we invest benefits members as well as the communities in which they live work and retire. With more than \$105bn in assets we often invest directly in assets that create jobs and benefit communities.



We believe in the value of advice and the difference it can make to our members retirement outcomes and are proud to offer members access to our over 220 qualified financial planners across a broad regional network. We also host over 300 free seminars across Australia each year - some in the workplace and others in community-based locations.

We have achieved the highest platinum performance rating from SuperRatings for the past decade. ChantWest, another independent rating agency has awarded us their highest 5-star rating.

We're dedicated to helping our members to 'Feel future ready'.

first & foremost for you