



Media release

14 October 2009

Perpetual Private Clients has appointed a new State manager in Queensland

Perpetual Private Clients today announced the appointment of Mr Dermot Lindsay as State Manager of its Queensland business.

Perpetual's Group Executive – Private Wealth, Mr John Nesbitt said Dermot's appointment is a great addition to our business and will strengthen our capability in the Queensland market.

"Part of his responsibility will be to grow the business through acquisitions. We are looking to acquire complementary businesses specialising in the high net worth segment of the market, such as the recent acquisition of Grosvenor Financial Services who specialise in providing financial advice to medical, dental and legal professionals. Dermot will also focus on the growing our existing Private Clients advisory team numbers and the development of our Alliance Partner relationships," Mr Nesbitt said.

Dermot joins Perpetual Private Clients with over nine years experience in the financial services industry, having held previous roles as Queensland State Manager for IOOF and most recently Aviva.

Dermot is excited to be working in an advice and services business that offers such a diverse range of services.

"Perpetual is one of few organisations that, in addition to strategic and investment advice, can also prepare wills, administer estates and offer trustee services – allowing us to assist clients through all stages of their life and beyond."

"I also want to build on our insurance offering and, as such we are currently recruiting for a risk insurance specialist to join our Queensland team." Mr Lindsay said.

Dermot takes over this role from Andrew Thomas who has moved to the role of General Manager, Philanthropy for Perpetual Private Wealth. Andrew has been the Queensland State Manager at Perpetual for the past two years and prior to joining Perpetual was Executive Director with Surf Life Saving Foundation, bringing many years of experience in the philanthropic arena.

As at 30 June 2009, Perpetual Private Clients had approximately \$6.8 billion of funds under advice with more than \$1 billion being managed for its philanthropic clients. Perpetual Private Clients in Queensland has more than 740 client relationships and over \$530 million in funds under advice.

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