

TOWER Investments – Press Release (For immediate release)

11 December 2009

TOWER Expanding Financial Adviser Network

Default KiwiSaver provider and FundSource Fund Manager of the Year TOWER Investments has announced the launch of an active expansion programme for its TOWER Financial Advisory Services personal financial advice network.

“The timing is exactly right to apply a proactive growth policy for expanding the distribution footprint of TOWER Financial Advisory Services throughout New Zealand,” said TOWER Investments CEO Sam Stubbs.

“We are now looking to recruit new financial advisers on KiwiSaver, investment, insurance and financial planning to put this policy into effect across 2010.”

“TOWER as a group has come out of the 2009 financial year in a very strong position for TOWER Investments to undertake timely expansion of its branded financial adviser force.”

“TOWER Investments has had its leading funds management brand confirmed by a string of awards received this year from INFNZ, Workplace Savings NZ, and FundSource in recognition of its superior asset management capabilities and investor communications skills.”

“With adviser regulation laws on track to come into effect just a year away from now, TOWER Investments is actively working towards developing a Qualifying Financial Entity (QFE) and requires additional financial advisers who match the high quality status of the TOWER brand in the New Zealand marketplace.”

“As KiwiSaver member account balances continue to grow there will be ever-increasing consumer demand for competent professional financial advice and TOWER Investments intends to be in the forefront of meeting that demand with its enlarged TOWER Financial Advisory Services franchise.”

“Default KiwiSaver provider TOWER investments is a lead generating machine for financial advisers seeking to expand their client bases.”

“Whereas some other financial advice providers are currently struggling with brand perception and ownership change issues, in some cases driven from overseas, New Zealand owned and controlled TOWER Investments is totally focused on its growth strategy in this country without any distractions or diversions.”

Awards received by TOWER Investments in the 2009 Calendar Year

April:

INFNZ New Zealand Bond Manager of the Year Award

December:

FundSource Fund Manager of the Year

FundSource International Equity Fund of the Year (TOWER Global Gateway)

FundSource Diversified Balanced Fund of the Year (TOWER Multi Sector Fund)

Workplace Savings NZ Investment Statement of the Year (TOWER KiwiPlan)

Workplace Savings NZ Best Other Workplace Savings or KiwiSaver Communication (TOWER Cash 4 Schools)

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