



News Release

28 November 2011

GUARDIAN DELIVERS BUSINESS ACQUISITION AND SUCCESSION PLANNING SUPPORT

Guardian Advice's aspiration to grow its network to 200 advisers in three years has been enhanced by the successful execution of a number of recent business acquisitions and succession transactions.

The offer was developed following the appointment of Ian Anderson in March, who was tasked with developing a means to support retiring advisers, to help growth-oriented practices in enhancing their practice value, and increase Guardian's network to 200 advisers.

The offer will see Guardian:

- Retaining and investing in existing practices
- Building the value of existing practices
- Supporting the aspirations of advisers by underpinning the retirement strategies of senior practice principals
- Supporting the growth strategies of multi-adviser practices with younger advisers who are shareholders

Guardian Advice head Simon Harris said: "Australia's advice landscape is highly competitive, and with the changes surrounding FoFA, many advisers have been uncertain about their future.

"Guardian's solution gives advisers choice, and offers them a dedicated business partner with managerial skills and board-level support, which will help them to run a professional multi-adviser practice."

Features of the Service

The solution includes the following components:

- Proactive identification of appropriate succession strategies for practices.
- A standardised succession and purchasing execution process, including legal documentation.
- Finance for advisers to use when acquiring new client registers or buying equity in an existing practice.
- An equity partnership model to support larger practice's strategic goals and succession plans.

Since the inception of the business acquisition and succession planning strategy, Guardian has executed four transactions and is currently assessing several further opportunities.

"This is another important component in Guardian's strategy to support its advisers doing business their way," Mr Harris said.

Simon Harris is available for interview.

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Media Contact: To interview Simon Harris, please contact Helen Han on: 0457 535 639.



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