

MEDIA RELEASE

New hire marks greater institutional focus for State Super Financial Services

Sydney, 20 March 2014: Leading public sector financial advice specialist, State Super Financial Services (SSFS), today announced the appointment of James Panaretos to its newly created role of General Manager of Business Development.

In line with SSFS' strategic aim of providing specialist financial advice to public sector members of superannuation funds, Mr Panaretos will be responsible for providing leadership across institutional sales and relationship management. Reporting directly to Michael Monaghan, Managing Director of SSFS, he will focus on developing relationships with corporate and institutional partners to provide financial advice services to their members, thereby allowing them to focus on their core business of managing members' superannuation.

Speaking about the appointment, Mr Monaghan said that the new role was created to support the growth of the overall business and is in line with SSFS' long-term strategic plan to broaden its offering to institutional and corporate clients.

"James brings a wealth of knowledge and expertise to this new role and we are pleased to welcome him to the senior executive team. His ability to form relationships across the institutional market will be pivotal as we look to focus on fostering such relationships with key prospects.

"This appointment is a crucial next step in the evolution of our business. It signals our ongoing commitment to growth and to building on State Super Financial Services' imperative of making public sector financial advice more accessible," said Mr Monaghan.

With a career spanning over a decade in business development, Mr Panaretos brings extensive experience in the institutional market to the SSFS team. Prior to his appointment, he was the Principal and Business Development Manager for Mercer Investments where he was responsible for institutional sales and relationship management across its consulting advice and multi-manager solutions. He has also held senior positions in institutional sales and business development at BT Funds Management and Russell Investment Group.

Mr Panaretos, who is due to start with SSFS in April, said of his appointment: "I am looking forward to working closely with such a highly respected team and providing executive direction around SSFS' focus on developing partnerships to drive growth in key markets. My experience to date has given me the skills and experience necessary to deliver on SSFS' growth initiatives, and it's very exciting to be working with a like-minded organisation where I can really add value to their strategic agenda."

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For more information or to arrange an interview, please contact:

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About State Super Financial Services:

State Super Financial Services (SSFS) is a leading financial planning and advice provider. It has over 55,000 clients and more than \$13bn in funds under management as at January 2014. SSFS provides specialised advice, services and implementation solutions, particularly in the area of public sector retirement financial advice to members of Defined Benefit Schemes. SSFS has 142 professional financial planners working from 18 offices across Australia with a regular presence in 44 other sites across NSW, the ACT, Victoria, Queensland and Western Australia.

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