MEDIA RELEASE

CLEARVIEW APPOINTS NEW HEAD OF DISTRIBUTION STRATEGY

28 February 2018: Listed diversified financial services company, ClearView has appointed Kathryn Williamson to the newly-created position of Head of Distribution Strategy with responsibility for expanding the group's relationships in the independent financial adviser (**IFA**) market and driving deeper adviser engagement.

Ms Williamson, formerly ClearView State Manager for NSW/ACT, will focus on building support for ClearView's market-leading life insurance and wealth management solutions through a range of distribution initiatives.

She will work closely with the group's product, operations and marketing teams to help shape its product design and service offering, and ensure effective adviser communication.

She will continue reporting to General Manager Distribution, Christopher Blaxland-Walker.

"For the past four years, Kathryn has excelled as state manager NSW/ACT, building and managing a high calibre team and taking our flagship life insurance product, LifeSolutions, to the IFA market. She is ideally-positioned and qualified to help drive and execute ClearView's ongoing distribution strategy," Mr Blaxland-Walker said.

"As a business, we are focused on expanding our presence in the IFA market and continuing to grow our market share in both life insurance and wealth management. The business continues to grow rapidly, making it critical to have an experienced and dedicated person to focus on distribution strategy."

LifeSolutions is currently on 374 Approved Product Lists (**APLs**) and the group's wealth management platforms, WealthFoundations and WealthSolutions, are on 31 APLs.

Ms Williamson said ClearView was actively rethinking the way it engaged with financial advisers and licensees given that the way clients were communicating and engaging with advisers was evolving.

"A key focus for ClearView this year is helping practices adapt to change by being more efficient and productive," she said.

"Many practices are struggling to deal with the regulatory and compliance burden, not to mention increasing uncertainty about the future, so it's imperative for us to help them understand, prepare and adapt to change."

"Consistently delivering competitive, client-centric solutions is just a ticket to the game. We're committed to supporting advisers through education and training, technology and greater automation, and practice management support."

ClearView is actively recruiting for a State Manager for NSW/ACT.

For more information, please contact:

Leng Ohlsson
Head of Marketing and Corporate Affairs
P: (02) 8095 1539
M: 0409 509 516
E: leng.ohlsson@clearview.com.au

About ClearView

ClearView Wealth Limited is an ASX-listed diversified financial services company that specialises in life insurance, wealth management and financial advice solutions.

As at 31 December 2017, the group had $209.9 million in inforce premium, $2.73 billion in funds under management and 246 financial advisers.

www.clearview.com.au