



16 July 2012

Zenith Wins Westpac Research Services Contract

Zenith Investment Partners (Zenith) has announced it has been awarded the contract to provide investment fund research services to **BT Financial Group, the wealth management division of the Westpac Group.**

The contract win is regarded as a significant achievement for **Zenith** who will replace the outgoing Standard & Poor's as the Westpac Group's external investment fund research provider from October 1, 2012.

In response to the announcement, **David Smythe, Joint Founder and Director of Zenith** said, *"We are delighted to have secured the Westpac contract, one of the leading wealth management businesses in the Australian financial services market. The Zenith team is looking forward to working in close co-operation with Piers Bolger (Head of Research & Strategy, BT Financial Group), his internal research team, and the broader investment advisory businesses aligned with BT Financial Group. We are confident Zenith can provide the Westpac Group with the range of investment fund research services they require to effectively meet the needs of their extensive and diverse client base. Our business has proven over the past ten years to be a strong, stable research organisation. The research team and broader business has continued to grow steadily, especially in recent years in a difficult investment environment. This gives us further confidence that we are well positioned and appropriately resourced to service the investment and research needs of BT Financial Group."*

Piers Bolger, Head of Research & Strategy for BT Financial Group said *"We look forward to working closely with Zenith. The research framework of Zenith complements our internal investment research philosophy and process, and provides a strong platform to meet the needs of our Adviser community."*

About Zenith

Zenith Investment Partners (Zenith) is Australia's leading, independently owned investment research provider dedicated to the delivery of premium investment research solutions for financial advisers and their clients. Established in 2002, Zenith is 100% owned by Directors and staff. Today the group employs fourteen dedicated investment analysts with over one hundred years cumulative investment research experience, across a broad range of research and investment based roles and organisations. Zenith's unique 'advice' based research solutions are designed in consultation with each adviser client to match their specific business requirements.

About Westpac

Westpac Banking Corporation (Westpac) was founded in 1817 and was the first bank established in Australia. Westpac Group has branches and controlled entities throughout Australia, New Zealand and the near Pacific region and maintains offices in key financial centers around the world including London, New York, Hong Kong and Singapore. BT Financial Group Australia (BTFG) is Westpac's wealth and insurance business. Operations include private banking and financial planning, investment, superannuation and retirement products, investment platforms and insurance.

Ends

Issued by Zenith Investment Partners

Media Enquiries: Mr. Joe Perri
Joe Perri & Associates Pty Ltd
Telephone/Fax: +61 3 9324 0362
Mobile: +61 412 112 545
Email: jperri@joeperry.com.au

For queries in relation to BT Financial Group contact:
Sara Rich
Senior Media Relations Manager | BT Financial Group
Telephone: +61 2 8253 2735

This email contains confidential and/or privileged information. If you are not the intended recipient (or have received this email in error) please notify the sender immediately and destroy this email. Any unauthorised copying, disclosure or distribution of the material in this email is strictly forbidden. If you do not wish to receive these updates, please [reply to this email](#), typing "unsubscribe" into the subject box.