



Zenith Client Base Continues to Grow With Addition of New Accounts

Wednesday October 24, 2012. The recent addition of BT Financial Group to the Zenith Investment Partners (Zenith) client list has not slowed the growth of the Melbourne based research house as a further six adviser practices have recently appointed Zenith research provider.

The new clients are –

Financial Foundations Australia Pty Ltd – head quartered in the outer Melbourne suburb of Dandenong, FFA was established in 1983 and is one of the largest boutique financial planning practices in Australia.

Robert Lipman & Associates – formerly the wealth advisory division of Investec Bank (Australia) Ltd the company has an impeccable track record of providing sophisticated portfolio management and financial advice to HNW clients, SMEs, associations, charitable trusts and foundations.

Premium Wealth Management affiliated businesses - **SWU** and **Matthews Steer**.

Commenting on the growth and new account successes, John Nicoll, Zenith Head of Sales and Marketing, said “the two key areas driving interest from advisers at the moment is our Alternatives team and our model portfolio reporting service. This provides advisers with a very detailed analysis of their portfolios, whether they are running the models themselves, or if Zenith is.

Zenith’s Alternatives team is the largest in the Australian market and has unearthed several excellent long/short funds over the past few years that have significantly lowered the volatility of client portfolios whilst delivering excellent outperformance in a very difficult market.”

Asked how the business was coping with the increased demand Nicoll said “Zenith has been preparing for the client growth for some time now. In addition, we have recently employed two more research staff and will be moving to larger premises in the next few weeks”.

Nicoll also mentioned that further new client announcements will be made shortly.

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