



## **NZX Wealth Technologies appointment reflects growth trajectory**

**28 October 2020** – NZX Wealth Technologies (NZXWT) has appointed Natalia Roum in the newly-established role of Business Development Manager, to support the business' continued rapid growth.

Funds Under Administration with NZXWT is up more than 48% for the year to 30 September 2020 to \$3.3 billion and, with Saturn Advice's move to the platform this month along with the onboarding of Hobson Wealth Partners scheduled for later in 2020, FUA is expected to exceed \$6 billion by year-end.

CEO of NZXWT, Lisa Turnbull, says Natalia brings a depth of finance and insurance sector experience from New Zealand and Russia – including a track record in partnership and business development roles.

“As we expand our team and scale-up for our rapidly-expanding customer base, we see new opportunities for growth from a solid pipeline of businesses interested in using our market-leading platform.”

NZXWT has grown its capability in recent months, adding new talent in the areas of Production Support, Operations, and Product Strategy following several high-profile business wins. JBWere and Saturn Advice joined Craigs Investment Partners on the NZXWT new platform this year and Hobson Wealth Partners is scheduled to transition before the end of 2020.

Natalia Roum will lead sales and marketing initiatives, with a focus on further driving brand exposure for NZXWT among New Zealand investment advisers, as well as working with prospective clients.

Prior to joining the NZXWT team, Natalia worked in several partnership and development manager roles for various companies including AMP, ANZ, BNZ, and Ando Insurance. Her experience spans 12 years in New Zealand financial services, with an additional six years in Russia. Natalia also has expertise in sales and commercial relationship development in the financial sector. She has a Commerce degree from Moscow University, a Diploma in Marketing from Auckland University, and leadership training from the Saïd Business School, University of Oxford.

Natalia says she is thrilled to be joining the NZX Wealth Technologies team during such an exciting period of rapid growth.

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### **For further information, please contact:**

Media – David Glendining 027 301 9248

Investors – Graham Law 029 494 2223

### **About NZX:**

For more than 150 years we have been creating opportunities for Kiwis to grow their personal wealth and helping businesses prosper. As New Zealand's Exchange, we are proud of our record in supporting the growth and global ambitions of local companies.

NZX operates New Zealand's equity, debt, funds, derivatives and energy markets. To support the growth of our markets, we provide trading, clearing, settlement, depository and data services for our customers. We also own Smartshares, New Zealand's only issuer of listed Exchange Traded Funds (ETFs), and KiwiSaver provider SuperLife. Our NZX Wealth Technologies subsidiary is an online asset management platform. Learn more about us at: [www.nzx.com](http://www.nzx.com)