

## **New clients highlight strong confidence in NZX Wealth Technologies**

**16 December 2024** – NZX Wealth Technologies (NZXWT) is celebrating a successful year marked by a wave of new client onboardings and robust pipeline growth.

NZXWT commenced 2024 with the successful delivery of two onboarding projects for both Fisher Funds, and Strategic Financial Planning. The latter project for Strategic Financial Planning included API integration to OMNIMAX, which was a key driver behind the migration to NZXWT. In the months following, the company has onboarded five independent advice businesses and commenced migration projects with four additional clients, surpassing \$16 billion in Funds Under Administration (FUA). This milestone underscores the market's confidence in NZXWT's ability to deliver quality operational, custody, reporting, and development services to support the growing needs to deliver operational efficiency, digital transformation and regulatory demands faced by financial advisers and investment managers.

NZXWT CEO, Lisa Turnbull notes, *"Our ongoing success is a testament to the dedication and expertise of our team. We're proud to welcome new clients to our platform and thrilled to receive positive feedback about our onboarding team and process. As the pipeline continues to grow, we're confident that NZX Wealth Technologies will continue to deliver unparalleled service and innovation to an expanding client base."*

## **New clients highlight growing confidence in NZXWT's platform**

In the latter half of 2024, NZXWT has onboarded several new advice businesses, expanding its client base. The company is now providing platform and custody services to Alvarium/Newton Ross, CP Wealth, and a Whakatane based advice firm. Following on from these client onboarding projects, NZXWT has delivered yet another successful onboarding project for two advice businesses, DecisionMakers, and Kingshield Investments. NZXWT's dedicated implementation team provided both adviser groups with a full historical data migration from their former platform provider, Apex, providing a robust onboarding experience, further reinforcing NZXWT's capabilities in this space. Colin Austin, DecisionMakers Director, shared his insights on the decision to partner with NZXWT.

"We were presenting NZXWT with some unique challenges; the DecisionMakers Group includes multiple companies within one organisation, more than 450 clients across two other platforms, and over 25 years of historic client data to be imported. During our due diligence process, we realised that one of NZXWT's strengths is their flexibility to meet our unique needs. Our second



realisation was that most other financial adviser providers (FAPs) also have their own unique complexities and specific functionality requirements, and NZX Wealth Technologies has a proven track record for implementing sophisticated bespoke solutions to meet those needs. Migrating to NZXWT has enabled us to provide better client outcomes which is our key priority.”

Similarly, Christchurch-based boutique firm Distinction Wealth has partnered with NZXWT to support its growth in the high-net-worth and private wealth sectors across the South Island. Distinction Wealth Director and Adviser, David Lloyd says that the business chose NZXWT as a key business partner to provide platform and custody services to clients, alongside Mapua Wealth who provide investment research and model portfolios.

These migrations mark a key step forward for each respective business, creating key operational efficiencies for staff and enhancing their client experience.

### **Future pipeline set for growth**

Fortitude Financial, also based in Christchurch, is among the four businesses currently undergoing migration, targeting a launch in early 2025. Tim Gibb, Adviser and Director at Fortitude Financial, explained their decision to partner with NZXWT, *“After an exhaustive review, it became clear that NZX Wealth Technologies was the ideal fit for our current and future business needs. Their innovation and partnership-driven approach align perfectly with our goals of growth and operational efficiency, enabling us to spend more time serving our clients.”*

The remaining newly contracted advice businesses, based in Auckland, Waikato, and Christchurch, are transitioning from a variety of platforms after thorough review processes. With the numbers of clients steadily increasing, NZXWT is witnessing significant momentum in the market and is poised for continued success.

Lisa Turnbull says that with more key signings over the coming months and a strong pipeline, they are forecasting continued growth in 2025. *“Being NZ owned and focused, as well as providing modern, open platform technology with a collaborative approach to software development and wealth administration services remain key drivers behind why advice businesses are choosing to partner with NZXWT. We look forward to continuing to build momentum and further solidifying our strong market position.”*



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**About NZX Wealth Technologies**

NZX Wealth Technologies is one of the fastest growing platforms in the New Zealand market with more than \$16 billion in funds under administration. NZX Wealth Technologies supports wealth and investment managers and advisers to administer investment portfolios for thousands of investors. It is 100% owned by NZX Limited (NZX), New Zealand's stock exchange. With the best people, best technology, strong governance and a risk framework instilled and supported by NZX, NZX Wealth Technologies is confident it offers the most comprehensive features-rich custodial investment platform available in New Zealand. By helping advisers and fund managers grow their clients' wealth, NZX Wealth Technologies helps make New Zealand's financial markets more dynamic and foster New Zealand's overall financial wellbeing.

<https://www.nzxwt.com/>

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