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Equity Trustees appoints US representative

Equity Trustees has opened the door for a smooth and easy path for US fund managers aspirations to enter the European and Australian markets by appointing a resource on the ground in the United States of America.

Robert Harrison will connect US-based fund managers with Equity Trustees' expertise in offices in Australia and UK to service funds launching into the European, UK, Australian and Asia-Pacific markets.

"This is part of our global strategy to service fund managers no matter where they are in the world," said Harvey Kalman, Executive General Manager, Corporate Trustee and Fund Services, Equity Trustees.

Equity Trustees provides independent Responsible Entity, Management Company and Authorised Corporate Director services in Australia, Europe and the UK. It currently services more than 100 leading international investment and wealth managers, with more than A\$80 billion in assets under management.

"Our move to expand offshore and into the UK, with an office in London means we have the expertise and people on the ground to provide seamless service," Mr Kalman said.

"We can be the partner US fund managers need to diversify their client base in the markets in the UK, Europe or the Asia Pacific, and diversify their income in the process. We are the clear choice for US fund managers with global aspirations."

Mr Harrison is an Australian citizen and US permanent resident based in New York with a comprehensive CV demonstrating global leadership experience in Asset Management. Most recently he was regional Head of North America at BNP Paribas Investment Partners, President and CEO, Fischer Francis Tress and Watts, a BNPPIP partner; and Global Head of BNPPIP Fixed Income (Institutional). He was also a member of the BNP Paribas Group Executive Committee (Americas) and BNPPIP Institutional Management Committee; Chair of the BNPPIP USA Innovation Taskforce. During his tenure, Mr Harrison held directorships in Australia, Hong Kong, Japan, USA, Canada and UK.

Before then, he was CEO of BNPPIP Australia, a Member of BNP Paribas (Australia) Executive Committee and BNPPIP APAC Management Committee, and served as a Trustee and Investment Committee Chair for BNPP Pension Plan. In previous roles he was Head of Business development at Westpac Investment Management in Sydney, Vice President at Bankers Trust Sydney and New York, and Vice President Saudi International Bank, New York.

"Whatever the requirement, all fund managers can benefit from an independent outsourced fund governance solution which frees up fund managers to do what they do best – focus on building the business and managing investments. Mr Harrison is an exceptional resource to link US-based funds managers with global opportunities, backed by Equity Trustees' world-leading capability in this highly specialised area of expertise," Mr Kalman concluded.

Media Release



Equity Trustees was established in 1888 for the purpose of providing independent and impartial Trustee and Executor services to help families throughout Australia protect their wealth. As Australia's leading specialist trustee company, we offer a diverse range of services to individuals, families and corporate clients including asset management, estate planning, philanthropic services and Responsible Entity (RE) services for fund managers.

Equity Trustees Limited (Equity Trustees) (ABN 46 004 031 298), AFSL 240975, is a subsidiary of EQT Holdings Limited (ABN 22 607 797 615). EQT Holdings Limited is a publicly listed company on the Australian Securities Exchange (ASX: EQT) with offices in Melbourne, Bendigo, Sydney, Brisbane, Perth and London.

Media inquiries:

Alicia Kokocinski
Senior Manager – Marketing & Communications
03 8623 5396 / 0403 172 024
akokocinski@eqt.com.au