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PRESS RELEASE

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## **Milliman appoints new Head of Retail Distribution**

### **Milliman has followed the success of its new SmartShield Managed Account Solutions in Australia, with the appointment of a new Distribution lead**

SYDNEY – March 23, 2021 – Durand Oliver joins Milliman's Australian office as Head of Distribution. Mr Oliver has more than 20 years' experience in financial services in Australia and will play a key role as Milliman continues to expand its presence in providing investment solutions for the retail market.

"We are very pleased to have someone of Durand's calibre join us to lead the national distribution strategy. Durand brings extensive local retail investment experience with him to Milliman and will play a pivotal role in the expansion of this area of the business" said Principal and Head of Investment Solutions Asia-Pacific, Victor Huang.

"Prior to Covid-19, Financial planners were already facing a raft of challenges in the wake of the Royal Commission, with regulatory requirements such as Best Interest Duty drawing a focus on the fees and benefits of investment solutions for clients. Our SmartShield Managed Accounts have armed advisers with an investment solution for their clients at an important time.

"This new appointment further demonstrates our commitment to providing advisers with simple and affordable solutions that leverage decades of institutional expertise to help Australians achieve their retirement goals.

"The solutions are designed to fit within existing processes and provide a level of certainty that was previously lacking." said Mr Huang.

Mr Oliver has previously held a number of roles at Netwealth and HUB24 and was most recently State Distribution Manager for independent platform provider and investment administrator, XPLORE Wealth.



“I’m delighted to be joining the Milliman team here in Australia in this important role and at such a critical time of growth for the business and the SmartShield Managed Account solutions. I believe that we are well positioned to take advantage of the many opportunities ahead of us and look forward to working closely, with the team,” Mr Oliver said.

For more information, visit <https://advice.milliman.com/smartshield>

**About Milliman**

Milliman is among the world's largest providers of actuarial and related products and services. The firm has consulting practices in healthcare, property & casualty insurance, life insurance and financial services, and employee benefits. Founded in 1947, Milliman is an independent firm with offices in major cities around the globe. For further information, visit <https://au.milliman.com/>.

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