



MEDIA RELEASE

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KEYINVEST SIGNS JOINT VENTURE WITH MONEY ADVISERS

Financial services and retirement living company KeyInvest has entered into a joint venture with leading mortgage and finance broker, Money Advisers.

The joint venture will form a new force in residential and commercial property finance as one of the largest finance companies in South Australia.

The new mortgage and finance broking entity will continue to trade as Money Advisers and will have its head office at 81 The Parade, Norwood, together with branch offices across South Australia, the Northern Territory and Queensland.

The combined team has over 50 consultants who specialise in sourcing finance options for owner/occupiers, investors, commercial transactions and commercial leasing.

Over the past 12 months alone nearly \$500 million of property finance has been arranged by the two companies, with a mortgage book value now in excess of \$1 billion.

KeyInvest will continue to trade under the KeyInvest brand for all its other financial and retirement living services.

Established in 1999, Money Advisers has built a solid reputation as an independent property loan and commercial financing specialist. Led by Chris Burns, Money Advisers has an enviable reputation as a mortgage solutions provider.

The vast majority of new clients are gained from referrals and word of mouth, reflecting the exceptional customer service Money Advisers offers to clients.

“This joint venture brings together two experienced financial service providers with proven track records,” Money Advisers Chief Executive Mr Chris Burns said.

“The new business has the backing of highly experienced management, strong business networks and a team of dedicated mortgage consultants located in three states.

“It’s a strong strategic fit for both of our businesses and our clients.

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“We plan to grow our existing operations in the Northern Territory and Queensland while building on our strong presence in South Australia.”

Mr Ian Campbell, Managing Director of KeyInvest, said both companies had similar business philosophies and high customer service standards.

“By dealing with over 30 banks and financial institutions, and with access to over 600 products, our highly trained consultants are ideally placed to provide the best solutions for our clients,” Mr Campbell said.

“In the current economic climate, choosing the right financial option can potentially save a client thousands of dollars in bank fees and repayments over the life of the loan.

“We therefore see strong prospects for our new joint venture company in meeting this need.”

In addition to its mortgage business KeyInvest, which has a history of providing financial services dating back to 1878, has approximately \$200 million in funds under management and owns a growing portfolio of retirement villages in South Australia.

The joint venture is the latest corporate move by KeyInvest, which last month announced the acquisition of four retirement villages in the inner eastern suburbs of Adelaide.

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