

28th March 2018

Australian Securities Exchange (**ASX**)  
Level 40, Central Park  
152-158 St George's Terrace  
Perth WA 6000

## Commonwealth Bank update

### Global Head of Productivity & Optimisation appointed

Intiger Group Limited (**Intiger** or the **Company**) (**ASX:IAM**) is pleased to provide this update on:

1. The Commonwealth Bank engagement (Commonwealth Financial Planning, Count Limited, Financial Wisdom Limited) initially announced to the market on February 2, 2018
2. The recruitment of a Global Head of Productivity & Optimisation.

#### Commonwealth Bank background:

- On Feb 2<sup>nd</sup> 2018 Intiger Asset Management Pty Ltd (**Intiger**) advised the market that it had entered into a Letter of Intent ('**LoI**') with *Commonwealth Financial Planning*, and Deeds of Agreement ('**DoA**') with *Financial Wisdom* and *Count Financial* ('**the Licensees**').
- Over approximately the last 20 months the Company has worked closely with the CBA to agree and prepare for the programs which were announced on February 2, 2018.
- Each of the 3 licensees are subsidiaries of the Commonwealth Bank of Australia.
  1. **Commonwealth Financial Planning:** provides financial planning services throughout Commonwealth Banks branch network of over 1,000 Branches.
  2. **Count Financial:** operates Australia's largest network of accountant-based professional advisers, with almost 300 accounting firms nationwide.
  3. **Financial Wisdom:** operates and facilitates a network of financial advisers who own their businesses.

#### Commonwealth Bank update:

- Intiger is working towards increased engagement of the Financial Wisdom & Count networks.
- Sufficient capacity will be maintained to accommodate the demand of Commonwealth Financial Planning.
- Engagement between the Company & the Licensees continues to gain traction with all parties working towards a mutually beneficial outcome.

- Production has begun & is anticipated to increase over the coming period subject to the satisfaction of all parties.
- There is an agreed price schedule which will afford the Company a commercially viable profit margin on services delivered during the program.

## **Intiger appoints Global Head of Productivity & Optimisation:**

The Company is pleased to announce the appointment of experienced financial planning professional Mr George Jaja to the role of **Global Head of Productivity & Optimisation**.

Mr Jaja has circa 15 years wealth management experience & has held pivotal management & advisory roles across the industries most respected tier 1 institutions including:

- Commonwealth Bank of Australia: Count Limited, Financial Wisdom Limited, Commonwealth Financial Planning
- National Australia Bank's MLC
- AMP Financial Planning
- Genesys Wealth Advisers
- Colonial First State

In appointing Mr Jaja, Intiger continues to demonstrate its aggressive appetite for growth & an ability to attract the industry's finest & most respected professionals.

In his most recent role Mr Jaja was instrumental in driving major change programs at Commonwealth Bank Wealth Management including:

- Design and development of cross licensee financial planning productivity & quality enhancing software
- Process excellence & the creation of a scalable, high quality advice platform
- Business development & growth across a plethora of advice areas including Self-Managed Super Funds, Aged Care, and Estate Planning
- Embedding legislative reforms across core components of the CBA advice network
- Senior management leadership & delivery of core bank policies, procedures & infrastructure across CBA's primary financial planning licensee networks

Mr Jaja is highly qualified & holds both a Bachelor Engineering (Chem) from Sydney University and Advanced Diploma in Financial Services (Financial Planning), as well as being an active member of the SMSF Association Australia.

## **Global Head of Productivity & Optimisation**

As Head of Production and Optimisation, Mr Jaja's responsibilities will include driving the ongoing optimisation & extrapolation of Intiger's production engine as well as the continued development & cross industry uptake of the Companies market leading Artificial Intelligence (A.I.) software BOOM2.

Commenting on his appointment, George said;

*'The financial planning profession is facing a watershed moment as rising costs & falling fees drive dramatic widespread & immediate change.*



# Intiger Group Limited

ASX: IAM

*Practitioners & licensees across the industry are urgently searching for a proven solution that addresses these near overwhelming forces & restores the viability of their businesses.*

*Only Intiger has developed a proven scalable solution that simultaneously resolves these challenges & ensures the survival of the industry'.*

Intiger Managing director, Mark Fisher said

*'The known, violent cost & productivity pressures facing the financial planning profession will not abate. As practitioners & licensees across the industry are recognising – the demand for immediate change is now upon them.*

*Intiger is the sole proven solution at the centre of this dramatic once in a generation perfect industry storm.*

*With proven tier 1 licensee engagements, national Practitioner uptake & the addition of highly respected & experienced leaders such as George Jaja to our team Intiger stands as the future of Australian financial planning'.*

- ENDS -

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\* a statement of opinion only

## **About Intiger Group Limited**

The business of **Intiger Group Limited (ASX: IAM)**, was founded by experienced investment banking and financial services executive Mark Fisher and operates an Australian software development house dedicated to supporting professional Financial Planners to meet the needs of their clients. Intiger does this by reducing the back office and operational costs within the Australian financial planning industry. Working with Australian Financial Services Licensees and their advisers, the Intiger Group has developed and launched proprietary software platform LiLLY, which has been designed to digitise and automate core components of the financial planning process including the production of automated statements of advice. In conjunction with LiLLY, the Intiger Group has presented the online practice management system KLIP which tracks key performance indicators of a financial planning practice and delivers oversight and control to both licensors and financial planning practices nationally.