



Media Release

Austbrokers announces major hirings to boost capabilities and underpin future growth

Appoints Sunil Vohra as COO and Keith Mclvor as Chief Broking Officer

Austbrokers Holdings Ltd (AUB) today announces the appointment of Sunil Vohra as Chief Operating Officer and Keith Mclvor as Chief Broking Officer.

The new appointments come as part of Austbrokers CEO, Mark Searles strategic growth plans. The additional executive competencies will enhance Austbrokers current business expertise and further leverage the tremendous opportunities in the market.

Mark Searles states, "I am extremely pleased to have secured Keith's and Sunil's services. Keith is a marquee appointment for us and testament to the company's growth and our confidence in future opportunities. Keith and I have been in discussions for an extended period and I know Keith chose us over a number of other opportunities. I am delighted to be bringing in someone of Keith's calibre into the Austbrokers Executive team, given his experience and success in Insurance Broking."

Keith Mclvor, previously CEO of Wesfarmers insurance broking company, OAMPS will be joining the Austbrokers in the newly created role of Chief Broking Officer. In his new role, beginning 29th July, Keith will work closely with the existing management team and Austbrokers partner businesses to build the Austbrokers franchise with insurers, underwriters and other key stakeholders. He will also assist in growth by bringing his 25 years of broking, distribution and leadership skills to the organisation.

Keith Mclvor comments, "I am really excited about joining Austbrokers given its professionalism, leading market position and future opportunities. I am a strong believer in the Austbrokers equity model and the culture created within owner driver broking companies. I'm looking forward to the new challenge of working with the Austbrokers team, its partners and stakeholders in order to execute the next phase of growth and success."

The second major appointment is that of Sunil Vohra to the newly-created position of Chief Operating Officer. Sunil is currently National Operations Manager at leading insurer CGU and will assume his new role at Austbrokers at the beginning of September.

Commenting on the new appointment Mark Searles says, "Sunil brings to Austbrokers a real skill in driving strategy execution and is the best exponent of delivery competencies I've

worked with. He will be a tremendous asset in our drive to optimise our “owner-driver” operating model and to deliver value added services to our partners.”

Sunil Vohra has previously worked with several global financial service firms on strategy execution. He has consulted to and led major change initiatives for ANZ Banking Group in Australia and prior to that the Royal Bank of Scotland, Lloyds Banking Group and Royal & Sun Alliance Insurance in the UK.

Sunil comments, "The role of COO for Austbrokers is a wonderful opportunity to join a proven business and work with the partner network to achieve further benefits from the Austbrokers operating model. I have worked with Mark previously in enabling growth strategies and I understand his desire to continue to build Austbrokers into the pre-eminent equity based broking network. I am really looking forward to working within the Austbrokers team to maximise the opportunities ahead."

As COO at Austbrokers, Sunil will also assume responsibility for the Marketing function within Austbrokers Holdings which will be led by the new Marketing & Communications Manager, Meg Hurley from the first week of August. Meg brings to Austbrokers extensive marketing experience, having previously been Sales and Marketing Manager at Iveco and prior to that, Sales and Marketing Manager at Ansvar Insurance.