



MEDIA RELEASE

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Sunsuper and Vanguard enter strategic alliance

One of Australia's biggest super and retirement businesses, Sunsuper, has entered into a strategic alliance with one of the world's largest and most respected investment management companies, the Vanguard Group.

The alliance will see the two companies share expertise and resources for the ultimate benefit of their customers.

Sunsuper's chief executive officer Scott Hartley said, as the world's largest mutual investment manager, Vanguard shared common business values with Sunsuper, not least of which was its philosophy of putting customers first.

He said the shared beliefs would allow both companies to maximise the benefits of the alliance.

"This alliance represents a fantastic opportunity for Sunsuper," Mr Hartley said. "Both Sunsuper's members and staff are set to benefit from the expertise and the \$3 trillion global investment scale Vanguard brings to the alliance. It will give Sunsuper direct access to Vanguard's investment management expertise plus the ability to draw on a broad range of functions, including member services, product development, digital and technological development, and economic and market insights."

Mr Hartley said the company would also utilise Vanguard's vast experience in servicing large US-based corporate clients in their 401(K) business for the ultimate benefit of Sunsuper's own business customers.

"Our aim is to extract as much value from the relationship as we can in order to pass the benefits of Vanguard's world-class expertise on to our customers in the form of new and improved products and services," Mr Hartley said.

As part of the arrangement, and after a period of extensive due diligence, Sunsuper will also direct mandates for passive investment management to Vanguard as appropriate and subject to favourable market conditions.

Vanguard Australia Managing Director, John James, said: "We are excited to partner with Sunsuper in providing access to our regional and global investment capability for the benefit of Sunsuper's members."

"Sunsuper will also work closely with us in accessing our experience of having served customers in the 401(k) world in the US for the past 33 years. Vanguard is recognised as an industry leader in terms of member engagement, record-keeping and support services to corporate sponsors of defined contribution plans.



"This is an exciting alliance that brings Vanguard's global scale to Sunsuper and we look forward to working with the Sunsuper team to delivering world-class benefits to their members."

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