



Media Contacts

Nicki Bourlioufas
Director, Spot On Content & PR
nicki@spotoncpr.com
+61 411 786 933

Brad Livingstone-Foggo
Head of Marketing
bfoggo@vaneck.com
+61 2 8038 3321
+61 422 794 035

VanEck Strengthens Business Development Team

Sydney, 19 October 2017 – VanEck Australia today announced two new appointments to its business development team to help increase its presence and support the distribution of its exchange traded funds (ETFs).

Campbell Stevens and Julian Moore have this month joined the business development team to help promote its range of ETFs to financial advisers and stock brokers and provide investment solutions and support to VanEck clients.

Stevens joins VanEck from JBWere where he worked as a financial intermediary's analyst. He graduated with a Bachelor of Business, Major in Marketing from Royal Melbourne Institute of Technology. Moore joins from Bell Potter Securities, where he worked as a dealer's assistant. He holds a Bachelor of Commerce from the University of Sydney and is completing a Master of Applied Finance from Macquarie University.

Arian Neiron, Managing Director of VanEck Australia, said: "Campbell and Julian's appointments are part of the expansion of our Australian operations. They will work to strengthen investors' understanding of smart beta products, which are a core part of VanEck's Australian ASX ETF range, and provide optimal ETF investment solutions to our expanding list of clients.

"In just four years of business, VanEck has attracted \$1.1 billion in funds under management (FUM) across its 14 ASX-listed equities and fixed income ETFs. This is in addition to the institutional investments in the firm's offshore ETF range and active strategies. The overall figure is expected to grow with the rising popularity of existing products and the overall growth of the ETF market.

"We expect the Australian ETF market to be valued at between \$70 billion to \$80 billion within five years, as investors continue to be attracted to ETFs due to their liquidity advantages, transparency and lower costs. Smart beta will likely experience similar growth to the global ETP landscape accounting for a quarter of the overall ETP market."

Founded in 1955 and based in New York, VanEck is one of the largest providers of ETFs in the world. It is the fifth largest ETF provider in Australia.

ENDS

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About VanEck

Founded in 1955, VanEck was among the first asset managers helping investors achieve greater diversification through global investing. Today we are recognised for being a pioneer in global markets and for drawing on our experience to offer innovative solutions. We offer these solutions to individual investors and institutions, including endowments, foundations, pension plans and private banks.

VanEck is one of the world's largest exchange traded product issuers. In Australia our range of ETFs (exchange traded funds) offer investors intelligently designed investment strategies that take advantage of targeted market opportunities. With offices in key financial centres and regions including New York, Sydney, Shanghai, Frankfurt, Madrid and Zurich, VanEck offers investors broad investment reach with deep experience.

Further information about VanEck is available at vaneck.com.au

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