

Diversa Overview

AIOFP Conference
Gold Coast
21 October 2011

**Diverse resources from
an experienced group
of experts: dedicated
to delivering innovative
solutions to clients in the
financial services industry.**

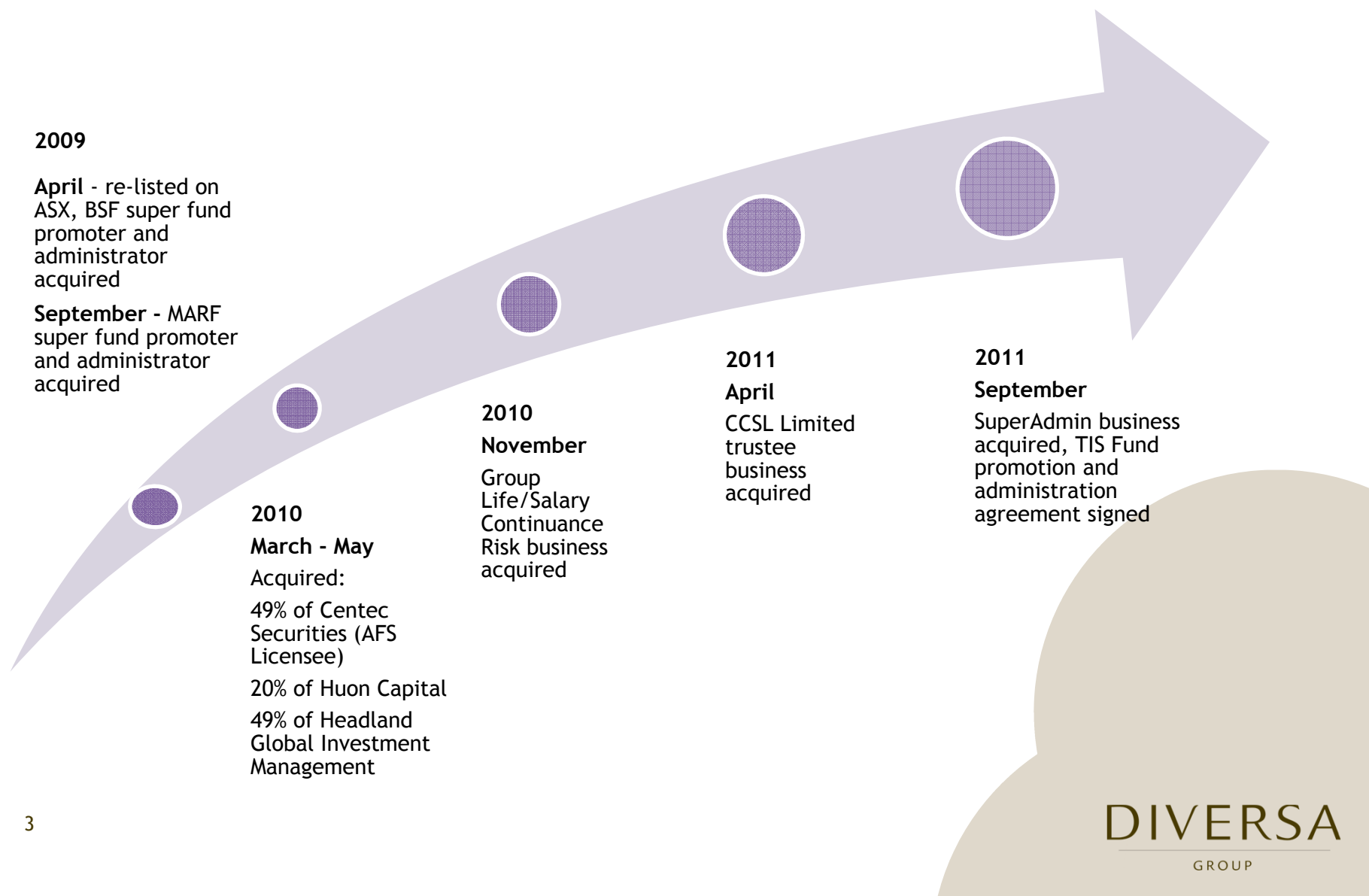
**Fresh thinking in
financial services.**

DIVERSA
GROUP

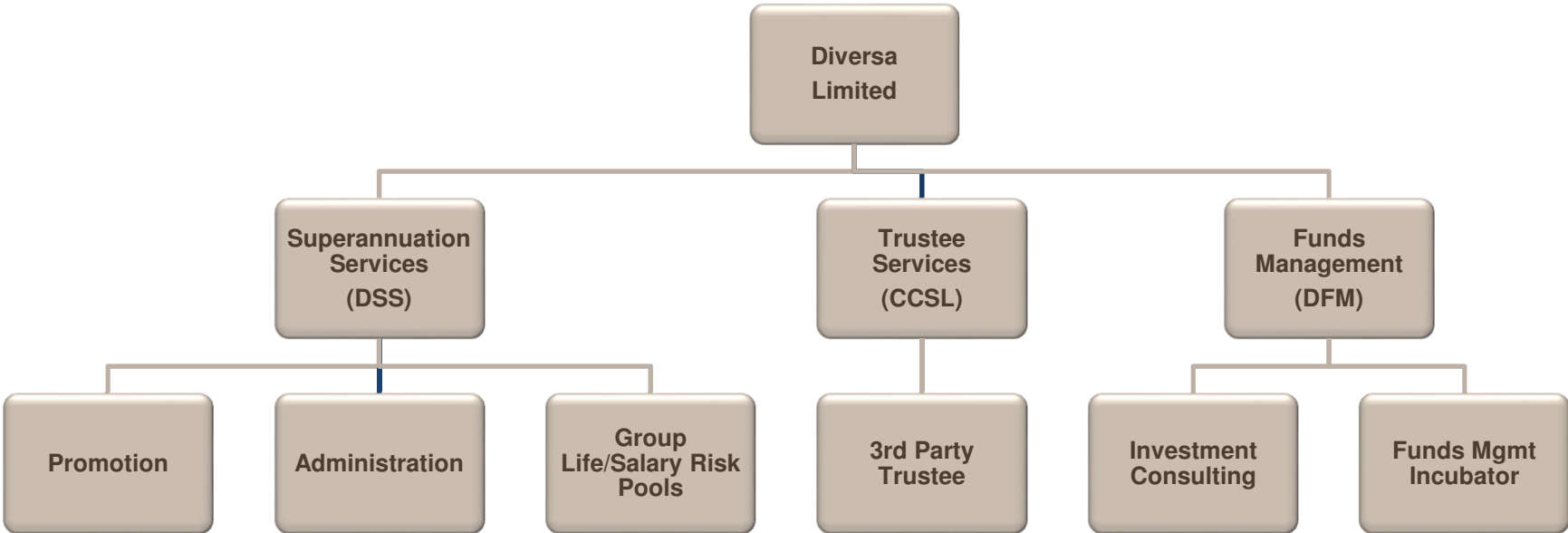
Our purpose and vision

- **Purpose**
 - Facilitate or offer IFA's valuable superannuation, insurance and investment products and services that enhance an IFA's ability to prosper in a post FOFA environment
 - differentiated and innovative products and services,
 - wholesale pricing,
 - shift margin - an ability for IFA's to participate in parts of the value chain that they had not traditionally participated in and,
 - growing scale benefits
- **Vision**
 - A valuable “manufacturing” partner to IFA's enabling them to offer their clients financial advice throughout the course of their lives.

Implementing our vision - the building blocks



Diversa Structure and Market Offering



Diversa Promoted Corporate Superannuation

- Bundled product solution for:
- Managed Australian Retirement Fund
- Bookmakers Superannuation Fund

White Label Retail or Employer Superannuation

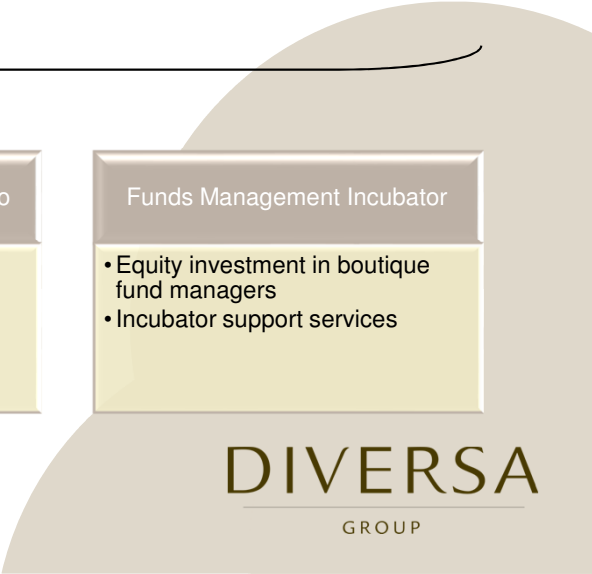
- Bundled product solutions for Advisors and promoters

Individual Superannuation Products or Services offered to Business Partners

- Administration
- Promotion and Product Mgmt
- Trustee Services
- Group Life/Salary Risk
- Investment Consulting

Funds Management Incubator

- Equity investment in boutique fund managers
- Incubator support services



Summary

- An IFA focussed “manufacturing” partner dedicated to enhancing an IFA’s value proposition post FOFA
 - Moving from build stage to progressively offering product and service solutions to IFA’s in conjunction with dealer groups
- Committed to partnering with IFA’s to establish other solutions in the future
 - Retail Simple Super
 - Corporate Super
 - Small APRA Funds

www.diversa.com.au

End of Presentation