

MEDIA RELEASE

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DISTRIBUTION TEAM REALIGNS TO MAXIMISE BUSINESS OPPORTUNITIES

Challenger today announced the appointment of Lauren Gibson in the newly created role of National Partnership Development Manager within its Mortgage Management Business. Ms Gibson is currently Distribution State Manager for Victoria.

In her new role, Ms Gibson will partner with Challenger's distribution state managers to maximise the growing number of niche and premium market opportunities that Challenger is identifying with its third party mortgage distribution partners.

General Manager Distribution, Mortgage Management, Steve Weston said:

"Opportunities to open up a new client market by being able to tailor a product or pricing model, or introduce operational enhancements within a business are often missed.

"In her new role, Lauren will work with our state managers to help our business partners both further their businesses and provide better outcomes for their clients.

"Lauren has a very deep knowledge of the mortgage industry. As a longstanding Victorian state council member with the MIAA, she brings considerable expertise to the role and a strong understanding of the needs of our business partners as well as broader developments within the industry."

Ms Gibson's role as Victorian State Manager will be filled by Melinda Batt, who moves from a relationship management role within the division.

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