

Media Release: 6 March 2006



## **XPLAN TO PROVIDE FINANCIAL PLANNING SOLUTION TO GENESYS WEALTH ADVISERS**

Following the recent announcement of exceptional 2005 financial results for XPLAN, XPLAN today entered into a 4 year (with option for 2 year extension) agreement with Genesys Group Limited, a wholly owned subsidiary of Challenger Financial Services Limited, for provision of software for its adviser technology platform.

XPLAN's reputation as a provider of enterprise solutions for decentralised advisory networks is further entrenched by the selection of XPLAN by Genesys.

"Following a strategic review over 9 months, a formal tender process and extensive input from advisers, XPLAN was chosen as the best fit and partner for our long-term strategy of delivering efficiency to our member firms", said Paul Campbell, COO, Genesys.

Andrew Walsh, XPLAN's General Manager and co-founder adds, "operational efficiency is at the heart of what advisers seek today and the months in pilot with Genesys has quantified these genuine savings for member firms. Significant efficiencies have been proven in areas including datafeed automation from brokers and fund managers, integration with other Genesys technology components, and most importantly Statement of Advice (SOA) production time."

XPLAN will be deployed to Genesys member firms during the remainder of 2006, as a 100% web-based solution. "In addition to functional efficiencies, web-deployment means significant reductions in costs, infrastructure requirements and workload for end users, while allowing Genesys to retain control and functionality at the member firm and dealer levels", said Paul Campbell.

### **ABOUT XPLAN**

XPLAN Technology is an independent software company dedicated to providing financial planning professionals with leading-edge enterprise solutions to professionally and efficiently meet the needs of their clients.

XPLAN Technology was acquired by IRESS Market Technology (ASX:IRE) in March 2003. IRESS is an independent publicly listed Australian Financial Information and Technology Company, providing stock market database systems, specialist's software and online investment research. IRESS designs, develops markets and supports Australia's premier share market information system, and serves professional investors across Australia, New Zealand, and Canada.

### **ABOUT GENESYS**

Genesys has a network of over 400 wealth advisers across Australia.

Genesys was created when two of Australia's most established and respected financial planning firms, Garrisons and Associated Planners, merged in 2004.

Challenger Financial Services Group is the parent company of Genesys Wealth Advisers. Challenger is an Australian publicly listed financial services company. It has a market capitalisation of around A\$2 billion and forms part of the S&P/ASX 100.

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