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XTB appoints Chief Investment Officer

Newly created role reflects ongoing growth and evolution of XTB business

Fixed income innovator XTB today announced the appointment of Ian Martin as Chief Investment Officer. The newly created role reflects the ongoing evolution of the XTB business and growing demand for customised XTB (Exchange-Traded Bond unit) solutions.

The announcement follows a period of strong growth for XTB, which saw it double its funds under management in the past six months, reaching \$200m.

In his new role, Mr Martin will work closely with dealer groups, platforms, asset consultants and research houses, with a focus on delivering customised fixed income solutions.

Mr Martin is also an Executive Director and co-founder of the Australian Corporate Bond Company (ACBC), which launched XTBs to market in 2015.

Mr Martin has over 30 years' experience in fixed income markets globally. His previous roles include Head of Rates, Australia and New Zealand for Deutsche Bank and Head of Trading Fixed Income for General Re Financial Products. He was a member of the Australian Financial Markets Association (AFMA) Market Governance Committee, a board member of Yieldbroker and a member of Deutsche Bank's Global Rates Executive Committee.

Commenting on the appointment, Richard Murphy, XTB co-founder and CEO said the new role reflected the ongoing evolution of the business and growing demand for customised fixed income solutions.

“Ian’s appointment to CIO is a pivotal milestone for the business. He has deep expertise in fixed income markets, home and abroad, and a proven track record of developing fixed income solutions in the institutional market. This will enable us to respond to the growing market demand for tailored fixed income model portfolios and Separately Managed Account (SMA) solutions,” Mr Murphy said.

“Incorporating both qualitative and quantitative techniques, Ian has already successfully designed a range of fixed income model portfolios. His portfolios seek to

optimise defined-outcomes for end-clients and are resonating strongly across the market.”

Mr Martin said he was “passionate about fixed income innovation and ensuring all Australian investors have access to the right fixed income opportunities.”

“Advisers and their clients continue to recognise the importance of fixed income in a well-balanced portfolio and I am looking forward to continuing to innovate the way in which they can access this important asset class.”

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About XTB and the Australian Corporate Bond Company

Australian Corporate Bond Company (ACBC) is the Securities Manager of XTBs quoted on the ASX.

Established in 2013 to develop the XTB fixed income investment opportunity, ACBC’s directors and key executives have extensive skills and experience in investment banking, broking, trading, funds management, investment product manufacturing and exchange operations. Working with banks, brokers and market makers, ACBC selects the underlying corporate bonds whose returns will be made available to investors via XTBs on ASX.

ACBC was recognised as “Best Disrupter” at the 2016 Afinitation Melbourne Showcase, for its work in developing the Australian corporate bond market. Afinitation is a network that supports the development and growth of FinTech in Australia.

ACBC’s full role and that of the Responsible Entity are detailed in the XTB Product Disclosure Statements (PDS) available at www.xtbs.com.au.