

ASX Code: AEF

Date: 20 December 2010

## Appointment of Stephen Charles Newnham to the Board

The Board of AEI is pleased to announce the appointment of Steve Newnham to the Board.

In preparation for the retirement of James Thier from the Board, the Board Nominations Committee conducted a search for a director with very high expertise in the distribution of funds management products as well as a strong commitment to ethics. Steve Newnham was the outstanding candidate from this search and has therefore been appointed to the Board as of today.

Steve has over 20 years experience in the distribution and marketing aspects of the industry. For the last six years Steve has consulted to Lonsec Limited on the marketing and distribution of their research and stockbroking services. He was also involved in the co-ordination of sales and client service strategies, particularly in NSW, assisting in the cementing of Lonsec's place in the market. Prior to that, Steve was head of distribution at Zurich Financial Services for four years, involved in investment, life and general insurance products and services. During this time he was also chairman of a financial planning dealer group of about 180 advisers, director of a wrap platform and director of an adviser administration and back office services business. Steve spent 13 years at BT including time as the executive vice president responsible for the national distribution of BT's retail products through a period of significant growth and market success for BT.

In addition, Steve has had significant involvement with community and social justice issues, where he has worked on homeless shelter support schemes, indigenous fellowship programmes, environmental and drought relief projects and mental health awareness initiatives.

The Board is very pleased to advise shareholders and other stakeholders of this appointment believing that Steve has very relevant experience that will prove valuable to our company immediately as we face unprecedented external challenges. The Board further believes that Steve will add significant value as a director.

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### **Company Background**

Australian Ethical is a funds manager that specialises exclusively in ethical funds management. It offers managed investment schemes and corresponding superannuation strategies (for accumulation and pension accounts). The Australian Ethical Charter is the foundation of the investment process. It aims to avoid harmful investments and actively seeks investments that benefit society and the environment. Uniquely, the company's constitution requires that 10% of profit is donated to charitable and conservation initiatives.