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Ex-Macquarie director joins Dalton Nicol Reid

Media Release 7th April 2010 Ex-Macquarie Bank executive director Matt Long has joined boutique asset manager Dalton Nicol Reid as head of strategic development.

Mr Long, who has commenced with Dalton Nicol Reid in the newly created role will be broadening the group's distribution platform and seeking new strategic alliances for the firm.

"We're delighted to have someone of Matt's caliber and experience joining us to help facilitate the next stage in our firm's growth," said Harley Dalton, chief executive officer at Dalton Nicol Reid.

Mr Long previously fulfilled a number of senior regional and global roles in Macquarie's securities and funds management businesses. Mr Long worked in Macquarie's equity derivatives business in Sydney, then moved to Hong Kong in 2001 where he built out Macquarie's structured products and warrants businesses across Asia.

Mr Long also established and managed Macquarie's Singapore equity derivatives business and, more recently, assumed the role of global head of retail funds sales within Macquarie's funds management division and was a member of the group's management committee.

"Independent, client-focused firms like Dalton Nicol Reid are extremely well placed to take advantage of the tectonic shifts currently influencing the Australian asset management and financial advice industries," said Mr Long.

"Dalton Nicol Reid is independent, our investment process is rated by both institutional and retail consultants and our performance is top quartile across one, three and five years. These factors attracted me to the firm and have been driving strong interest from institutions looking for genuine, medium-term alpha and from dealer groups disenchanted with their traditional, big brand managers," said Mr Long.

Mr Long said that the firm was also looking at acquisitions and strategic partnerships to penetrate across and up and down the value chain and expected to announce the first significant deal in the second quarter this year.

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Dalton Nicol Reid is an independent Australian investment manager that delivers client-focused, quality investment solutions to institutions, financial intermediaries and high net worth investors.

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