

10th January 2024

### **iExtend expands distribution team in Victoria and Tasmania**

iExtend has appointed Voula Makris to a newly created role of a Distribution Manager for Victoria and Tasmania, further expanding the national distribution team and responding to the strong momentum coming from Victoria and Tasmania last year.

Makris' expertise, strong relationships and depth of experience in the advice market are key factors in her appointment to iExtend, where she will be joining industry veteran Ian Knight.

Makris joins iExtend from Integrity Life where she was a Senior Business Development Manager, and prior to that spent 12 years as Business Development Manager for CommInsure. She has also worked in business development roles at Colonial First State and AMP.

According to iExtend's Head of Distribution, Protip Dasgupta, the growth of the distribution team is a further indicator of the demand for the iExtend solution and the anticipated growth in 2024.

"iExtend is starting the year in a great position. We are further energised by the appointment of Voula and the expansion of our distribution coverage in Victoria and now Tasmania."

iExtend has been building momentum in the market over the past two years and this growth is expected to accelerate following the anticipated issue of its retail licence (AFSL) in the first quarter of 2024.

"This year represents a significant opportunity to move our business forward" said Dasgupta. "We are ready and excited to continue our conversations with advisers across Australia at industry events, PD days, conferences, and one-on-ones to demonstrate how we can help provide another option to cancellation by extending the life of life insurance where possible, and provide an alternate client retention strategy."