

MEDIA RELEASE

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NAB Private Wealth tops private banking awards

NAB Private Wealth was honoured last night at the Australian Private Banking Council 2011 Awards ceremony in Sydney.

Private bankers from National Australia Bank won the categories of Outstanding Relationship Manager, Outstanding New Relationship Manager and Industry Thought Leader. In addition NAB Private Wealth itself was named runner-up in the category of Outstanding Institution (\$10-\$30m).

Leigh O'Neill was named Outstanding Relationship Manager, Vera Ou-Young was named Outstanding New Relationship Manager and NAB Private Wealth's Executive General Manager Angela Mentis was presented with the Outstanding Industry Thought Leader award for a second time.

NAB Private Wealth topped the awards table winning more categories than any other private bank.

Speaking after the ceremony Angela Mentis said, "This honour from the Australian Private Banking Council reflects the dedication of all our relationship managers and our commitment to placing the client at the centre of everything we do.

"Winning both the Outstanding Relationship Manager and Outstanding New Relationship manager categories rewards the work we have done to enhance the capabilities and service levels available from private banks across Australia."

NAB Private Wealth's emphasis over the last three years has been to introduce a more holistic, European style of private banking to Australia, an effort reflected in Ms Mentis winning the Outstanding Industry Thought Leader award, which she also won in 2009.

"We have focused on developing talented individuals from a range of professions, providing them with a breadth and depth of banking and wealth management skills. We have done this by establishing a dedicated Development & Capability function to up-skill our managers, as well as introducing industry leading professionals to mentor our people.

"NAB Private Wealth now has significant expertise in the European style of holistic private wealth management having recruited talented individuals from international private banks, including Michael Parsons (Deutsche Bank), Anna McCreery (Credit Suisse), Leigh O'Neill (Coutts) and Ingrid van Dijken Robinson (Union Bancaire Privée)," added Mentis.

NAB Private Wealth winner of the Outstanding Wealth/Investment Advisor Award 2010, Catherine Robson, was a finalist in this year's awards.

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