

## Nexus Partners and Xenium Collaborate to Expand Finance Choices

MELBOURNE, VIC, 11<sup>th</sup> October, 2021 - Xenium Partners, (a subscription-based business servicing accounting practices) and Nexus Partners (a direct to bank referral network) announce their alliance which started on October 1<sup>st</sup>, 2021.

Speaking on the alliance, Nexus Partners Managing Director, Chris Campbell, said the partnership with Xenium provides professional networks with some real points of difference to offer their clients.

“The Xenium platform delivers a range of solutions to help accountants build broader relationships with their clients. Our partnership with Xenium allows us to deliver expertise in the commercial finance and residential mortgage referral space, and provides those professionals in the Xenium network, with broader mortgage fulfilment options for their clients. In developing these solutions, the priority was always on allowing clients to ultimately choose the method of fulfilment that best meets their needs.”

“Mortgage broking has delivered great outcomes for customers over many years, and with market share around 60% the results speak for themselves. But that leaves around 40% of the mortgage market still preferring to deal directly with a lender of their choice. What this partnership delivers is a channel agnostic solution for professionals and their clients, and it allows the professional to provide access to debt solutions and industry expertise that supports the client regardless of their preferred method of fulfilment.”

Nexus Partners provides mortgage referral solutions to over 2000 business professionals nationally. Formed in 2007, the business has grown to become one of the leading providers of mortgage referral and direct to bank lending solutions in Australia.

Xenium Partners provides marketing services, process improvement, finance and property solutions to accounting firms across Australia.

“We’ve been working with Chris and his team for some time to enable Xenium Partners the scope to cover all the bases with respect to client choice. This new alliance ‘fills the gap’ for those clients engaging with Xenium Partner’s accounting practices and provides their professional adviser with access to the industry expertise and all the tools necessary to meet their needs” said Todd O’Neill, Managing Director of Xenium Partners.

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