

Matthew Oates

Senior Leader, Pricing & Commercial - AMP Super

Skills & experience

Superannuation pricing and commercial strategy leader with over 13 years of experience across consulting and corporate roles, managing pricing for approximately \$60 billion in assets. Matthew can support you in communication and influence, critical thinking, problem solving, initiative and drive, and commercial acumen.

Matthew Oates is a qualified actuary and commercial leader who serves as Senior Leader of Pricing & Commercial at AMP Super. He leads a team responsible for managing the pricing of AMP Super's approximately \$60 billion superannuation business, spanning both accumulation and retirement offerings, while also developing business cases for strategic growth opportunities across the organisation.

Matthew's career spans over 13 years in financial services, working across both superannuation and life insurance in consulting and corporate roles. Prior to joining AMP in 2018, he worked at Suncorp Life in the Valuation team and at Towers Watson (now WTW) in the Retirement consulting team. His current role combines technical pricing expertise with commercial acumen, balancing analytical rigor with strategic business thinking across competitive positioning, regulatory environment, member outcomes, and business sustainability.

Matthew is passionate about giving back to the profession and helping actuaries earlier in their career journey. He deeply values the support and guidance he has received from colleagues and mentors throughout his own career and wants to ensure this support remains available for others. His approach to mentoring draws on his experience navigating both consulting and corporate environments and transitioning into commercial leadership roles.

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