

Media release

12 November 2012

BT's WRAP CAPITAL PROTECTION BRINGS CONFIDENCE BACK TO AUSTRALIAN INVESTORS AND RETIREES

Today BT Financial Group announced a capital protection product that allows Australians the opportunity to generate growth in their retirement or investment portfolio whilst preserving a minimum outcome at the end of an agreed term.

BT Financial Group has spent over two years working with advisers and investors to build a new style of capital protection that allows investors to protect their investment and also gives them flexibility and choice in how much of their portfolio they want protected and for how long. Investors also have the ability to make withdrawals or switch off the protection at any point.

"Clients have been crying out for retirement products that preserve capital when markets fall but still provide opportunity for growth on the upside," said Rodney Greenhalgh, head of retirement at BT Financial Group.

"Since the GFC we have seen a flight to safety as retirees who saw no alternative turned away from market exposure and changed their portfolios to cash investments."

Over half (53%) of Australian pre-retirees aged 50-64 are holding cash to protect themselves against a capital loss and 47% are only holding cash as a temporary strategy until the markets improve.* This is clearly understandable but it may mean that they miss out on opportunities to grow when markets perform well.

Wrap Capital Protection provides comfort to risk adverse clients who want and need the opportunity for growth without the risk of eroding their original investment.

Mr Greenhalgh who is responsible for driving, implementing and executing the Group's retirement strategy said "We have designed this in collaboration with investors and advisers every step of the way. What we have built is a unique capital protection product that gives investors a known minimum outcome with the opportunity for growth without the restriction of being locked-in."

Wrap Capital Protection is available today on over 80 managed funds with more to be added over coming months. Clients interested in BT's Wrap Capital Protection should contact their financial adviser.

*Lonergan Research Pty Ltd surveyed over 1000 Australians between the ages of 50-64 in September 2012.

BT Financial Group

For media enquiries contact

ADVANCE

Ascalon
Capital Managers

Asgard

Bank of Melbourne
Financial Planning
Insurance
Private

BankSA
Financial Planning
Insurance

BT

Lisa Parrett

Media Relations Manager
BT Financial Group

Licensee Select

Magnitude

RAMS
HOME LOANS
Insurance

securitor

st.george
Financial Planning
Insurance
Private Clients

Westpac
Financial Planning
Insurance
Private Bank

Ph: 02 8253 2363

0432 738 321

lisa.parrett@btfinancialgroup.com

Page 1 of 1