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## BT Panorama: one of Australia's fastest growing platforms surpasses \$10 billion

- One of Australia's fastest growing platforms, up 113.4% in FUA Mar – Dec 2017<sup>[1]</sup>
- SMSF assets account for over 40% of total FUA on the platform
- More than 3,500 advisers and 21,750 investors registered

BT has announced its flagship platform, BT Panorama, has passed \$10 billion in funds under administration (FUA) securing its place as one of the fastest growing platforms in the market, while continuing to differentiate from heritage platforms.

Mr Brad Cooper, BT Financial Group CEO said BT Panorama continues to gain momentum with clients, advisers and accountants, particularly since the completion of the advised offer in March 2017 which included integration with superannuation and insurance.

Since March 2017, BT Panorama has:

- Grown funds under administration by 138%, or \$5.4 billion
- Experienced strong growth in the independent financial adviser (IFA) market including a 279% increase in new active accounts
- Doubled the number of IFA registered advisers (up 108%), with a 128% increase in FUA from IFA practices

“While we're extremely proud of what BT Panorama has achieved to date, we continue to listen to and act on the valuable feedback we're receiving from investors and advisers,” said Mr Cooper.

“We have more enhancements coming this year including new reporting features, a cash management account and annuities; further strengthening Panorama's offer,” he said.

BT Panorama has seen continued growth in SMSF assets, now contributing over 40 per cent of total FUA on BT Panorama (\$4.2 billion). This is largely driven by the efficiencies it offers clients to manage their SMSF including enabling the adviser, accountant and trustee to have a shared view of a portfolio in real-time.

### Investment Choice

BT Panorama offers a full range of investment options including cash, term deposits, direct shares, ETFs, hybrids, more than 500 managed funds and over 50 managed accounts.

There has been strong take up for BT's managed accounts offer recently as advisers look to more efficiently meet their clients' needs, reduce paperwork, drive business efficiencies and spend more time providing holistic advice.

BT Panorama has the most comprehensive managed accounts offer on a single platform. The managed accounts offer provides an off-the-shelf solution with more than 50 different investment manager portfolios and the ability to facilitate licensee constructed managed portfolios. In addition, BT Panorama's tailored portfolio functionality provides a toolkit to support the efficient delivery of managed discretionary account (MDA) arrangements, with either licensees or approved third parties operating as the MDA provider.

### Mobile app

The growth in mobile digital demand continues with 82 per cent of customers and 30 per cent of advisers using the BT Panorama mobile app. The app gives customers an instant view of their holdings plus transactional ability and advisers' flexibility to be able to respond to client queries and manage portfolios.

BT has consistently been the number one platform provider in Australia<sup>[2]</sup> for over nine years and now has more than \$115 billion on BT Panorama, BT Wrap and Asgard platforms.

Ends.

### Important Information

This information does not take into account your personal objectives, financial situation or needs and so you should consider its appropriateness, having regard to your personal objectives, financial situation and needs having regard to these factors before acting on it. BT Portfolio Services Ltd ABN 73 095 055 208 AFSL 233715 operates Panorama Investments and administers Panorama Super.

<sup>[1]</sup> Strategic Insights data, December 2017, BT Panorama ranked second fastest growing platform March – December 2017

<sup>[2]</sup> Strategic Insights data, based on FUA rankings, December 2017

### For media enquiries contact

Sharon Rockell

MB: 0420 598 994

Lisa Parrett

MB: 0432 933 796

