

Media Release

18 September 2025

BT launches 'Focus' a low-cost investment menu *including global investment manager Vanguard*

BT has announced its new 'Focus' investment menu on BT Panorama, leveraging its managed accounts capability, and partnering with global investment manager, Vanguard Investments Australia Ltd.

Focus is designed to help financial advisers deliver a scalable, cost-effective platform solution for clients with simpler investment needs - including those starting their wealth journey, throughout retirement, or navigating intergenerational wealth transfer.

With a transparent fee structure Focus offers a competitive new menu without compromising on service, flexibility or digital capability.

Fast facts

- ✓ 4 x Vanguard passive diversified portfolios with investment management fee of 0.325% p.a.
- ✓ 7 x active single sector managed funds from 7 different investment managers providing exposure to Australian Shares, International Shares and Fixed Income
- ✓ \$60 annual account-based administration fee
- ✓ 0.15% annual asset-based administration fee up to balances of \$1million (excluding the transaction cash account)
- ✓ Competitive with major super funds
- ✓ Available on BT Panorama from 1 October 2025

BT's Chief Product Officer, Annabelle Kline said Focus is another step in our strategy to expand our offer and deliver simpler, cost-effective, scalable solutions that meet the evolving needs of advisers and their clients.

"The new menu is competitive with major industry super funds and other platform offers in market, and complements BT Panorama's existing Compact and Full menus, giving advisers a broader range of options," said Ms Kline.

Focus includes a curated selection of managed portfolio and funds, with Vanguard's Diversified Portfolio at its core. Together, Focus and these portfolios offer broad diversification across asset classes, providing more choice to advisers and their customers to manage their investments and superannuation.

"Our new menu was created in response to strong demand from advisers to support the intergenerational wealth transfer and serve clients with simpler investment needs. It enables advisers to serve a broader range of clients profitably, while reinforcing BT Panorama's position as a flexible, future-ready platform," said Ms Kline.

Rachel White, Head of Financial Adviser Services at Vanguard Australia added "We are pleased to be able to make our Diversified Portfolios available to many more Australians through this collaboration with BT. These investment solutions are designed to deliver simplicity, scale and value, backed by our global investment capability."

"BT Panorama's platform strength combined with Vanguard's investment expertise offers advisers a compelling solution to meet a wide range of client needs. And because our portfolios are also available on BT's Compact and Full menus, advisers can confidently support clients as their investment needs change."

BT Panorama: New features coming in the last quarter of 2025

BT is introducing a range of enhancements to its Panorama platform from October 2025, aimed at improving efficiency and security for advisers and their clients.

Advisers will be able to perform multi-account rebalances across adviser portfolios - streamlining workflows and saving time across multiple client accounts.

Security upgrades are also being rolled out, including a more efficient identification process for inbound calls from clients, advisers and support staff.

Electronic Identity Verification (eIDV) will be available on both web and mobile, allowing clients to complete ID verification after onboarding. Advisers will also be able to track reidentification timelines to help manage compliance obligations.

BT also continues to expand its broad managed accounts offer with new investment managers and managed portfolios being added.

-ENDS-

For media enquiries contact

Kate Skokan

Corporate Affairs Lead

+61 403 149 919

kate.skokan@westpac.com.au

About BT Financial Group and BT Panorama

BT is one of Australia's leading wealth management brands. BT is part of Westpac Group and has a 50-year history in providing wealth management services, including investment solutions, and supporting financial advisers. BT has been Australia's market leading platform provider by market share for 10 years, with a vision to enable quality financial advice to thrive.

About Vanguard Investments Australia

With over AUD \$17.29 trillion in assets under management globally as of 31 August 2025, including AUD \$5.79 trillion in ETFs, Vanguard is one of the world's largest global investment management companies. In Australia, Vanguard has been serving financial advisers, retail clients and institutional investors for nearly 30 years.