

## **Mariner announces two new Lifestyle Bonds**

25 March 2004

Market Linked and Fixed Rate Lifestyle Bond options provide additional flexibility for retirees

Emerging financial services group Mariner Financial Limited [ASX: MFI] today announced it has lodged prospectuses for two new versions of its recently launched "Lifestyle Bonds", in line with the group's mission to give retail investors better choice and flexibility in their investment and retirement planning.

Mariner Lifestyle Bonds are a fixed-term investment providing a long-term income stream, designed to help people with their long-term cash flow planning. Investors choose a term of 7, 10, 12 or 15 years to suit their time horizon and investment needs.

The two new Bond offerings are based on the original core Lifestyle Bond (Additional Interest), but include variations on how payment rates are calculated:

- The Mariner Lifestyle Bonds (Market Linked, 10, 12 or 15 years) provide the certainty of a regular cash flow plus a single additional payment based on the level of the Australian stockmarket. The additional market linked payment is calculated by multiplying the original investment amount by an amount representing the increase in the level of the S&P/ASX 200 Index, measured as the average of the end-of-week levels of the Bond at the tenth year. Under the terms of the prospectus, investors receive the additional payment if the Index rises above 3500 (currently around 3400).
- The Mariner Lifestyle Bonds (Fixed Rate) is the most simple version of the Lifestyle Bond family - mirroring the original Lifestyle Bond structure, terms and flexibility, yet without any additional market linked or "triggered" interest payment. Higher rates will be offered under the Fixed Rate Series than under either the Market Linked or Additional Interest Series. The investors' entire principal is progressively returned over the chosen term of the Bond, together with a fixed rate of interest.

Mariner has also lodged a replacement prospectus for its Lifestyle Bond (Additional Interest), originally lodged in December.

Mr Bill Ireland, founder and Managing Director of the Mariner group, said the Bonds offered new alternatives to the many retirees struggling to manage their assets and cash flow requirements.

"Our market research shows the Australian financial services landscape has focused very much on growing investors' wealth during their 'accumulation' phase of working life, but has failed to develop adequate solutions for people trying to manage their finances through retirement," Mr Ireland said.

"Treasurer Costello's recently announced concerns over people's ability to retire with dignity only serves to highlight the needs of this sector. Many people have the assets, but are simply facing income shortfalls as they live longer."

Typical uses of the Bonds include investment as a core retirement investment; as a solution for 'asset rich/income poor' retirees (for example, helping them stay in their family home longer); to construct a complying pension; to fund children's university years; or to extend the life of an allocated pension.

The Mariner Lifestyle Bonds incorporate a number of key features that differentiate them from standard fixed interest investments such as debentures or other bonds. With Mariner Lifestyle Bonds:

- the investor's capital is progressively returned to them over the life of the Bond – together with interest;
- the Bonds are transferable;
- they can be uniquely tailored – investors choose a term of 7, 10, 12 or 15 years to suit their time horizon and investment needs;
- investors aren't locked in – depending on the type of Bond chosen, investors may potentially partake in interest rate rises where end of quarter interest rates are above a 'Trigger Rate', however are protected against falling rates (original Additional Interest Lifestyle Bond). Alternatively, they can partake in equity market rises as the average of the end-of-week levels in tenth year of the investment moves above the S&P/ASX 200 Index level of 3500 (new Market Linked Lifestyle Bond).

Backed by a range of cash flow generating assets, the Bonds have also been designed to offer very market competitive rates.

### Mariner Lifestyle Bonds Family – Summary Features

Type of Bond	Minimum Annual Investment	Investment Term	Bond Interest Rate
Mariner Lifestyle Bonds (Additional Interest)*	\$5,000	7 years 10 years 12 years 15 years	5.25%; Trigger Rate of 6.80% 5.50%; Trigger Rate of 6.80% 5.90%; Trigger Rate of 6.80% 6.20%; Trigger Rate of 6.80%
Mariner Lifestyle Bonds (Market Linked)	\$5,000	7 years** 10 years 12 years 15 years	4.00%; Index Start Value 3500 4.25%; Index Start Value 3500 4.50%; Index Start Value 3500 5.00%; Index Start Value 3500
Mariner Lifestyle Bonds (Fixed Rate)	\$5,000	7 years 10 years 12 years 15 years	6.50% 7.00% 7.25% 7.50%

\* Original bond.

\*\* 7 Year Bond receives 50% of any increase that occurs above the Index Start Value. The Bonds will be distributed through financial planner networks.

## **Note to the editors**

Established in 2003, Mariner Financial Limited is an Australian-owned financial services company listed on the Australian Stock Exchange [ASX: MFI]. Mariner's primary focus is servicing Australia's growing superannuation market by providing uniquely structured investment and retirement income solutions. It also provides strong branding and marketing, education and technical support, and a dedicated distribution capability to its subsidiary company, Mariner Retirement Solutions [ASX: MRT].

For further information, please visit the Mariner website at [www.marinerfunds.com.au](http://www.marinerfunds.com.au).

Or contact:

### **Shed Enterprises**

Sheridan Lee/Simrita Virk

Tel: 02 9247 8533 / 0411 101 492 (SL) or 0405 441 373 (SV)

Email: [shed@ozemail.com.au](mailto:shed@ozemail.com.au); [svirk@shed-ent.com.au](mailto:svirk@shed-ent.com.au)