



Mariner Retirement Solutions: Establishing a base for growth

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Mariner Financial subsidiary company Mariner Retirement Solutions [ASX: MRT] has laid the groundwork for long-term growth by introducing term allocated pensions (TAPs) as part of its "TOTAL SOLUTION" retirement package following the Federal Government's decision to give TAPs the green light last year.

The Managing Director of Mariner Retirement Solutions, Mr Bill Ireland, said there were now signs that financial planners were beginning to appreciate the benefits of TAPs.

Mr Ireland said, "There are now about 15 providers of TAPs, of which Mariner is one of the more innovative. Total sales of TAPs hit \$43.98 million by 31 December 2004, and of that sum nearly half was written in December. The trend is clearly upwards, and all the evidence suggests the first quarter of 2005 will produce stronger results."

The allocated pension and annuity market is now worth about \$36 billion, and Mr Ireland said TAPs had the long-term potential to occupy a similar market share.

Mr Ireland was speaking on the release of Mariner Retirement Solutions' results for the six months to 31 December 2004, that showed a net loss after tax of \$1,745,000 compared with a net loss after tax of \$400,000 in the previous corresponding period.

He said, "The small loss notched by Mariner Retirement Solutions is the result of the costs associated with setting up the investment in TAPs."

"There are promising signs that financial advisers are beginning to understand the changes that the Federal Government introduced with TAPs and are appreciating the advantages this product offers retirees."

Mariner Retirement Solutions aims to cater to the wealth preservation needs of the retiree market by developing a range of specialised financial products that offer long-term income security.

The Lifestyle Bonds were Mariner's first product. This innovative product, which is transferable, is a fixed-term investment in which the investor's capital, as well as the interest, is returned over the life of the bond.

The bonds also offer upside in that those linked to the sharemarket are entitled to a single additional payment based on the level of the S&P/ASX 200 Index.

The Fixed Rate Lifestyle Bonds have just secured a new market entry point following the decision by the investment house Super Members Investment (SMI) to include the bonds in its suite of Australian fixed interest products.

Mr Ireland said this development followed the decision by SMI trustees to appoint Mariner Credit Corporation to their panel of wholesale Australian fixed interest investment managers.

"Mariner is delighted to enter into this partnership with SMI. As an approved investment manager, Mariner will seek to enhance the returns of the Super Members Investment Australian Fixed Interest Fund through investment in our Lifestyle Bonds," he said.

SMI, owned by Industry Fund Services (IFS), has about \$220 million of assets under management. IFS was established in 1994 to provide a range of services and products to industry superannuation funds and their members. IFS is owned and controlled by a number of major industry superannuation funds including ARF, CARE Super, Cbus, HESTA, HOSTPLUS, MTAA Super, STA, TISS and TWUSUPER.

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>.

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