



## **Mariner Expands Retirement Focus**

19 November 2007

- New division, Mariner Third-Age Retirement Living, headed by Scott Marinchek

'We are pleased to announce the arrival of Scott Marinchek to head our new Third-Age Retirement Living division,' says Bill Ireland, Executive Chairman of Mariner Financial Limited (ASX:MFI). 'Innovation in the retirement sector is long overdue. By 2057, one in four Australians are forecast to be over 60 years of age. The population is ageing and so are currently available senior living, care and investment alternatives.'

Mariner Third-Age Retirement Living will develop a global portfolio of retirement and aged-care assets and financial services to provide freedom, dignity and choice.

Inspired by the French term 'Troisième Âge', Third-Age living is the concept of lifelong learning, self-development and fulfilment. 'People work hard during their earlier years and deserve greater, not fewer choices in later years,' says Scott Marinchek, Executive Partner, Third-Age Retirement Living. 'Market research confirms strong and growing demand for fresh individual, family and community retirement alternatives.'

'Governments promote the concept of 'ageing in place' yet the ageing population lacks attractive options for changing lifestyle requirements such as downsizing from family homes or relocating from urban apartments within their own communities,' says Marinchek.

'The cultural stigma associated with retirement has stifled creative thinking about how to enhance the lifestyles of people with more time to live as they step away from the traditional workforce,' says Marinchek. 'Mariner Third-Age Retirement Living aims to restore choice for people as they decide where and how they wish to live in their retirement.'

### **Scott Marinchek**

Scott Marinchek heads the global Third-Age Retirement Living division. Scott brings more than 23 years experience at Citigroup, Credit Suisse, Merrill Lynch, Salomon Brothers and Zurich Financial Services. Scott has a Bachelor of Science degree in Finance and Entrepreneurial Management from the Wharton School of Business. He is a member of the Australian Institute of Company Directors and the Australian Venture Capital Association.

**Mariner Financial**

Mariner Financial Limited was founded in 2003 to pioneer unique investment products in markets and sectors that demonstrate significant opportunity. Mariner manages over \$1.2 billion in assets, and operates from offices throughout Australia, the United States and Europe with joint venture operations in Asia. Mariner is based in Sydney with international headquarters in London and Boston.

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