



Axis

MAGAZINE January 2009 | Financial food for thought

Also inside:

Controlling the uncontrollable

Why good advice is 'worth its weight in gold'

Navigating your way through the turbulence

Understanding the changing investment landscape

Asgard

Axis

Financial food for thought

Issue 18 | January 2009

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Asgard Capital Management Ltd ABN 92 009 279 592,
Australian Financial Services Licence Number 240695,
Investor Services 1800 998 185.

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From time to time we provide you with marketing information on products and services which may be supplied by us, our related companies or by other suppliers which may be of interest to you. If you do not wish to receive such information in future, please contact Asgard Investor Services on 1800 998 185 or write to us at PO Box 7490, Cloisters Square, PERTH WA 6850.



A year like no other

2008 was an eventful year for investors, with unprecedented market turbulence and global events changing the investment landscape as we have always known it.

In the midst of the media frenzy about market turbulence it's important to keep in mind your individual investment goals and not make decisions based purely on market movements. The value of advice has never been more relevant and our article 'Why good advice is worth its weight in gold' provides useful tips about how your financial adviser can really help you ride out this current difficult period by ensuring your investments continue to meet your needs.

Despite the rocky year, 2009 should be a time to look forward and consider reviewing your current investment options with the new opportunities on the horizon. Our article 'Controlling the uncontrollable' looks at why Australia is better placed than most other countries to deal with the current global economic situation and what this means for you as an investor.



Bettina Pidcock

*Head of Marketing, Brand & Communications
Superannuation and Investment Solutions*

Through these challenging times, we have continued to invest in the future of our business to ensure we deliver the quality of products and services you have come to expect. Following the merger between St. George and Westpac, which took effect on the 1 December 2008, we are now part of Australia's leading wealth management business. This cements our role as a leading investment platform dedicated to giving investors the confidence to take control of their financial future. ■



Market review and

The US sub-prime crisis that began in August 2007 reached a crescendo in 2008, setting the scene for an extraordinary and volatile year in global financial markets and the world economy. But what does 2009 have in store for us?

In the fallout, annual investment returns were the worst in recent years, while the global economy fell into recession for the first time since 1990/91. However, the worst appears to be behind us and 2009 looks set to see some optimism restored, with markets expected to show positive, albeit modest, returns.

Market summary

The chart on the following page shows asset class performance over the past three, six and 12 months to 31 December 2008.



Felix Stephen
Senior Strategist
St. George Investment Solutions

Economic overview

The evidence to date shows the global economy has slowed sharply under the impact of the credit crisis. The US, UK, Europe and Japan all fell into recession by the end of 2008. Emerging economies have also weakened, perhaps somewhat more sharply than had been anticipated. China's growth slowed to an annualised rate of 9.9% in September quarter 2008, still very high relative to developed economies, but weak compared to its own peak growth rate of 12.2% the previous September. For Australia, growth also slowed sharply, with the economy growing by a mere 0.1% in September quarter 2008.

Inflation concerns have disappeared and deflation is now the threat to the global economy. US consumer prices registered the biggest fall ever in November – a drop of 1.7%. Weakening global demand has placed downward pressure on commodity prices, which has flowed through to lower food and energy prices. This comes less than six months after most central banks around the world were still concerned that inflation would spiral out of control.



outlook

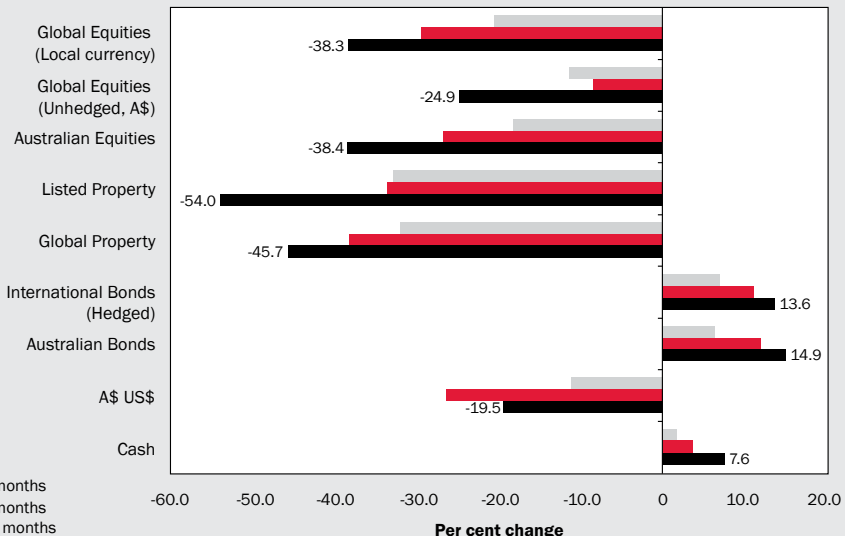
Economic outlook

The outlook for 2009 is cautiously optimistic. Global central banks and governments have been quick to act to try to stem the fallout from the US sub-prime crisis. Interest rates are at or near historical lows, and central bankers continue to vow to do whatever is necessary to restore confidence in the financial system. Government stimulus plans are in place and are constantly

being expanded. The impact of these measures will begin to be felt by the middle of 2009.

We anticipate global growth to climb to around 2.0% in 2009. Emerging economies will be the key drivers of growth, growing at 3.7% for the year. Advanced economies are expected to lag behind, contracting at -0.7%. For Australia, growth is expected to be a modest 1.3%.

Asset class performance to 31 December 2008



Source:DataStream, 31 December 2008

Growth assets performed poorly during the past 12 months, as the global financial crisis deepened.



Market outlook for 2009

Australian shares

We anticipate the ASX 200 Australian equity market index trading a range of 3,400 to 4,300, with a fair amount of volatility during the first six months of 2009 and then a 4,300 to 5,000 range during the latter six months, with a strong possibility that the index could move into the 5,100 to 5,900 trading range some time early to mid 2010.

International shares

We expect the US S&P 500 market to trade in a range between 800 and 1,100 over the next six months and the eventual upside breakout to trade in a 1,100 to 1,450 range. A similar pattern is likely to be established in most major global equity markets. On a regional basis, we expect European stocks, to outperform the US. The weaker Pound Sterling is likely to support UK stocks relative to European stocks while Japanese stocks should move in tandem with the US market initially and then gather upward momentum with economic growth traction being gained in the Asian emerging economies. Emerging market countries with financial flexibility and policy credibility such as China and Mexico should perform well, while Central Europe, Korea, India and Indonesia are likely to lag.

Diversified listed property trusts

We believe that the global listed property market offers relatively good value to investors in the short term from a relative distribution yield point of view. However, we are concerned that the subdued economic outlook and the increased cost of capital will have a negative impact on the asset class. While an equity market rally will no doubt be supportive of listed property securities, declining direct property values and the increased cost associated with rolling over existing credit facilities will eventually have a heavy negative impact on the asset class.

Global property securities should offer better value relative to domestic listed property through the efficient diversification and country allocation benefiting from the uneven economic growth and earnings outlook across the world.

International bonds

We are negative on sovereign global bonds and expect the US bellwether 10-year note to reach around the 4.0% to 4.25% levels during the sell-off and suspect that this may occur during the



second half of 2009. The rise in yields of around 2.0% to 2.25% from present levels is consistent with similar moves in the past. Most global bond markets are likely to suffer when safe haven capital flows that have been parked in Government bonds are reversed, particularly when financial institutions add risks to their asset base or banks recommence extending credit to their customers.

Australian bonds

Australian bonds, like global sovereign bonds are vulnerable to a sharp sell-off sometime during the second half of 2009. We expect the Australian 10 year bond to reach the 5.0% to 5.50% level during this sell-off. We expect the bond curve to 'bear steepen' while the spread to 10-year US Treasuries is likely to narrow from the present 2.0% level to around 1.5%.

Alternative assets

Broadly, absolute return, multi-strategies, market neutral equity strategies, equity long/short, global infrastructure, convertible arbitrage, credit long/short and fixed income arbitrage etc would fall within this category. These strategies have the capacity to deliver 'alpha' that is not usually correlated to other major asset classes and are excellent risk diversifiers.

Commodities

We remain positive on commodities in the medium to long term and believe that once global economic growth gains some traction and growth visibility emerges from the prevailing doom and gloom, commodity prices should accelerate higher. We believe that prevailing commodity prices are a good entry point to this asset class or if already invested, it is an asset class that should be reweighted higher.

On specific sectors, agriculture and livestock should perform well in the short term to be joined by energy and industrial materials in the medium to long term.

Currencies

Broad weakness in the US Dollar would imply that the Australian Dollar is most likely to increase in value against the US Dollar and even against the Euro and the Japanese Yen. We expect the Australian Dollar to depreciate modestly against the Pound Sterling from current levels. It is likely that the Australian Dollar will remain modestly strong against emerging market currencies in the early part of 2009 and then gradually depreciate against them as the emerging economies gather strength. ■

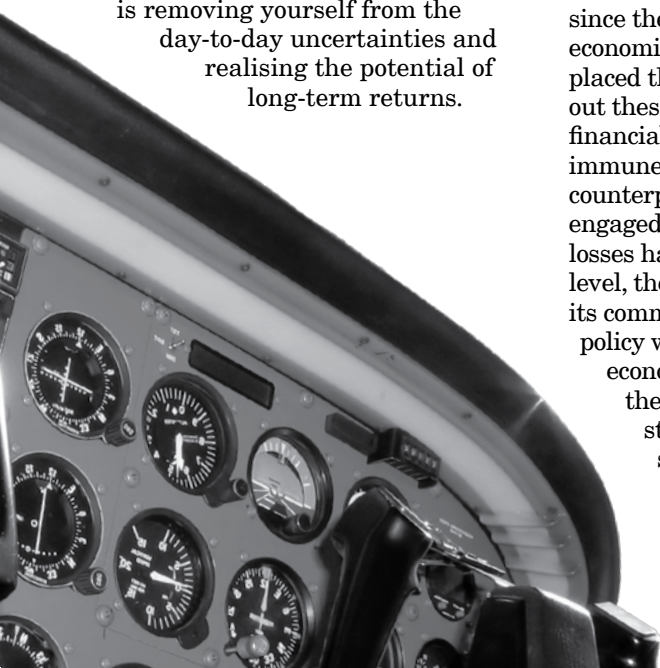
Controlling the uncontrollable

While investment markets remain uncertain and volatile, you might begin asking yourself questions like “Am I going to lose more money?” or “Should I cash in my investments and put my money in the bank?” Whilst this is a natural reaction, in reality it may be more rewarding to take a more systematic and disciplined approach to investing.

There is an element of risk in all investments, meaning there is no definitive answer to these questions. The key to successful investing is removing yourself from the day-to-day uncertainties and realising the potential of long-term returns.

Australia's outlook

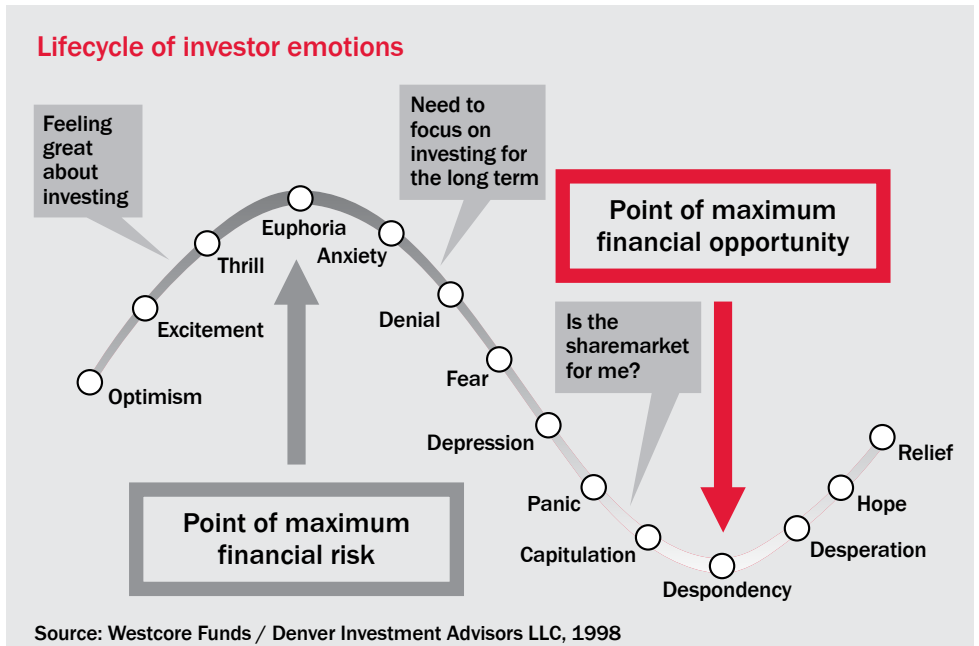
It's widely acknowledged that the current global financial crisis is the most dramatic the world has experienced since the 1930s. But importantly, many economists agree that Australia is better placed than most other countries to ride out these challenges. Whilst Australian financial institutions are not completely immune to the risky lending that their counterparts in the US or Europe have engaged in, Australian major banks' loan losses have remained low. At a policy level, the Reserve Bank has demonstrated its commitment to use monetary policy where required to maintain economic activity and jobs. With the Government and central bank stimulus packages expected to stabilise the markets somewhat, we should hopefully see an improvement in sharemarkets throughout 2009.



The life-cycle of investor emotions

When markets are roaring ahead, the appeal of sharemarket investment is obvious. But, when markets hit uncertain times, investors quickly develop concern about the effects of short-term fluctuations on their investment. This is often referred to as the lifecycle of investor emotions.

It is perfectly natural to be going through a rollercoaster of emotions at the moment. By understanding these cycles you could be better prepared to understand what you are experiencing, and how to handle your investment approach during these times.



The great bargain hunt

History shows that both Bull and Bear markets will always occur. But for investors with long-term goals, Bear markets provide a great opportunity to identify undervalued stocks and pick up a bargain. However, there is a significant difference between a short-term volatile investment that



What are Bull and Bear markets?

A “Bear” market is when investments are dropping, accompanied by widespread pessimism.

A “Bull” market is a period in which investment markets rise faster than the historical average. Bull markets can happen as a result of economic recovery, and economic boom, or positive investor sentiment.

The use of bull and bear to describe markets, comes from the way animals attack their opponents. A bull thrusts its horns up into the air while a bear swipes its paws down. These actions are metaphors for the movement of the market. If the trend is up, it’s a bull market. If the trend is down, it’s a bear market.

may achieve sound long-term gains, and a truly poor quality asset that will always have a detrimental effect on your investment.

In today’s market you will find the prices of investment assets have fallen substantially. In some cases, even high quality companies with solid business foundations and a bright future have significantly fallen in value, when they are still vastly superior to weaker companies.

But it’s still dangerous to try and time the market. Even professionals with many years of experience don’t get it right all the time. You should always consider your own risk profile and investment objectives, and talk to your financial adviser before going in search of opportunities.

The alternatives

There’s a general rule with investing - the more risk you take, the higher your potential return, but also the higher your potential loss. Risk and return are directly correlated. However, you can take steps to manage your exposure to risk and still grow your investment over time.

For example, holding a cash deposit account may help you sleep at night but it is never going to generate higher returns than other asset classes over time. In fact, over the last 20 years, cash has only outperformed other asset classes once. So without some exposure to the sharemarket you risk missing out on major global and local



developments which drive growth. It's important to focus less on the market's fluctuations and more on your needs.

The key is diversification – spreading your money across different asset classes, such as shares, fixed interest, property and cash, to manage risk. If one particular asset class suffers

significant losses, your exposure will be minimised, therefore limiting the impact on the rest of your investments.

You should ensure you have a diversified portfolio that is designed to meet your individual investment goals within risk boundaries you are comfortable with.

Diversified investing with multi-manager funds

Multi-manager funds offer a single point of access to a variety of investment managers – making them a simple, cost-effective way to diversify your portfolio.

Diversification has always been a mantra for successful investors. Don't put all your eggs in one basket, hedge your bets, spread the risk – there's a number of clichés to describe the fact that investing in a small number of similar assets can be a risky strategy.

The global financial crisis has demonstrated how important it is to diversify your investments, manage risk and reduce your dependence on any single investment, or type of investments.

Just how diversified do you need to be?

No one asset class or sector alone is guaranteed to generate superior performance over time. But spreading your investment across different

investment styles, industries, geography and companies, reduces your exposure to downside risks. That way you are better placed to protect your investment against volatility, offering the potential for sustainable long-term returns.

The benefits of multi-manager investing

- Access the world's best managers cost-effectively, and without having to do the research yourself.
- A broad range of options to suit investors with different timeframes and goals.
- Effective risk management through diversification and the blending of complementary investment styles.
- Quality manager selection, backed by a rigorous and scientific selection process.
- A team of experienced and dedicated professionals looking after your investment.

Asgard offers a range of multi-manager funds on its platforms. Speak to your financial adviser to find out if one could be appropriate for you.

A lifetime of investing

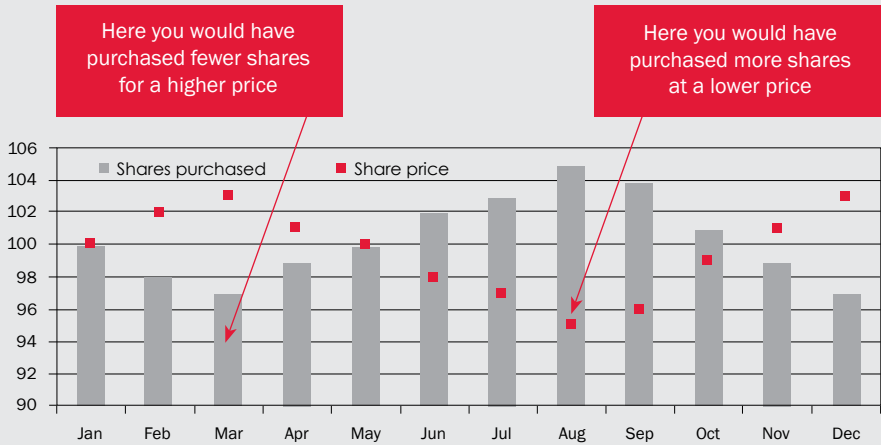
All working Australians are actually serious investors, whether they realise it or not, thanks to compulsory superannuation. The long-term benefits gained from patient growth investing far outweigh the market ups and downs.

At the moment you may not be confident about investing more money into your superannuation or

other investments. But by investing regularly, you can actually help reduce the risk of investing at poor times in volatile markets.

Regular payments into any investment spread the risk of investing at a time that may normally make you nervous, but could provide the best long-term returns. These regular payments mean you buy more units when prices are falling and less when prices are rising.

The advantage of low-cost shares by investing regularly



Hypothetical months for illustrative purposes.

Source: St.George Investment Solutions. By taking this approach to investing you are essentially *averaging down* the price you pay per unit of the investment.

You are also less tempted to try and time the markets to buy when you think prices are at their lowest, and then sell when prices are at their peak. Remember, staying out of the markets can prove just as costly as not picking the very best time to invest.

You're a long time retired

You may soon be approaching a time when you will need a regular income from your investments, so your life stage and investment time horizon are critical factors in deciding what level of risk you should be exposed to.

If you have just retired, or are just about to, the recent market volatility will probably have you more worried than most. Virtually all super funds recorded losses over the last year, but these losses come after several years of strong growth. It's important to remember that retirement itself lasts many years – you could be retired for 20 or even 30 years. Now is the time

to focus on how best to manage your money throughout this time and plan past the current challenges.

Your adviser can help you get the right balance between secure investments that pay for your retirement and more risky long-term growth investments designed to protect your capital from inflation and taxation.

Whether you're a long-term investor who's willing to take risks or someone who's approaching retirement and concerned that the recent falls mean your portfolio is no longer able to meet your financial objectives, make reviewing your financial situation with your adviser the very next thing you do. ■

The sharemarket is a long-term investment

While 19.5% of Australian sharemarket investors lost money after a year, all were better off after 5 and 10-year periods

Investments over:



Source: St.George Investment Solutions. Benchmark based on the annualised return of the S&P/ASX 200 Accumulation Index (the S&P/ASX 200 Accumulation Index was introduced in March 2000, prior to this ASX All Ordinaries Accumulation Index has been used and rebased as a proxy for the index values) over one, five and 10 years on all eligible time periods to December 2008.



Why good advice is 'worth its weight in gold'

There's no doubt that the finance industry is both complicated and fast-changing. Just look at the recent global market activity and how uncertainty and panic can quickly rear their ugly heads, and have a significant effect on your investments. These difficult times underline the real value that a good financial plan and adviser can add. And for those without either, this only brings to light an often costly reminder that it's always best to seek help from an expert.

Just as you would act when faced with a medical concern or legal difficulty, now more than ever you should be seeking assistance from an expert who can really understand your financial situation and help you to develop a strategy that's right for your short, medium and long-term goals.

How do you value advice?

The value of advice can only be measured in terms of what it can actually do for you. But in the current market conditions, you may be wondering whether the advice you seek is sound advice. The fact remains, you can't buy advice from a shelf; it's intangible and individual to you, and for that reason it's difficult to appreciate value or worth before you actually receive it. However, if someone had the recipe for a more financially

secure future, I'm sure you'd be happy to pay for it, particularly in this current period of market volatility.

While many people are tempted to look after their own finances and risk a variety of potential pitfalls and missed opportunities, the right financial adviser has the ability to provide excellent value for money, offering guidance, discipline and tax-effective planning strategies that reap far better rewards compared to the costs involved.

A financial adviser can help you to:

- identify your financial goals and objectives,
- design a portfolio based on your risk profile,
- diversify your investment and superannuation portfolio.



Are you missing out?

Contrary to popular belief, financial advice is not just for those on high incomes, near retirement or with lots of assets. It's suitable for all, and is tailored to an individual's particular requirements. Whether you need help with the latest multi-strategy hedge fund product or straight forward advice on budgeting, financial advice is not just about which investment to choose. A comprehensive financial plan will realign all aspects of your wealth. It can include:

- saving money,
- protecting against risk,
- managing your debts,
- growing your assets,
- reducing your tax liabilities,
- planning for your retirement,
- planning inheritance, and
- finding out about your entitlements to different government benefits.

What to expect

By taking the time to understand your needs, current financial situation, goals and how you feel about investment risk and return, only a financial adviser can devise a tailored plan that's right for you.

Typically, you will need to review your financial plan when your circumstances change, eg you have children, change jobs or you're nearing retirement. There may also be other

impacts outside of your control such as turbulent markets or new legislation, but rest assured your financial adviser will work with you to help you make the right decisions.

Don't delay, act today

Looking forward to 2009, is it time you thought about how a financial plan might help increase your wealth and meet your financial goals? With financial products becoming more complex and the industry more uncertain, even the most financially astute investor can miss out on opportunities and strategic solutions. By working with your financial adviser, you too could begin realising your financial goals and objectives.

Remember, although good comprehensive financial advice has a cost, some things are worth investing in. ■

Review your financial health for 2009 by completing the checklist provided on page 22.





It's all in your best interest

Several fund managers have recently decided to temporarily close their property and/or mortgage funds to new investment or amend their withdrawal procedures. But why has this occurred and what impact will it have for you?

If you are one of the many investors who have been affected by these changes, it's important that you understand what these mean, why these funds have changed and what, if any, action you need to take.

away from mortgage and property funds into bank deposits.

These large outflows of money have forced the fund managers to take action to protect the long-term future of the funds and all their investors.

What has changed?

It's unfortunate that in times of a market downturn, many investors tend to make emotional rather than logical investment decisions.

In an attempt to stabilise the financial system, the Federal Government recently announced it will guarantee deposits up to \$1 million in all Australian licensed and regulated deposit-taking institutions. However, as a result of this announcement, many investors have begun to move their investments



Does a guarantee help you sleep at night?

Why aren't the fund managers allowing investors to withdraw money?

Mortgage and property funds generally have liquidity (money held in cash) of up to 15%, which is normally used to pay withdrawals to investors. However, to meet the unusually high level of withdrawal requests at the moment, fund managers would need to sell some of the illiquid assets in the funds, such as property and mortgages, which could potentially jeopardise the future stability of the fund.

With any investment, you always aim to sell when the value is high to generate the best possible returns. Limiting withdrawals to a level at which they can currently meet payments helps protect the long-term future of the fund and therefore the long-term financial futures of investors.

What happens to my investments in the future?

As the market continues to change and fund managers make further announcements about the accessibility of their funds we will keep you and your adviser updated with the latest information. ■

On 10 December 2008, Asgard launched a new cash investment option that is covered by the Government's Deposit Guarantee. Available on our eWRAP, Elements and Managed Profiles and Separately Managed Profiles investment menus, the Money Market Investment Guaranteed Account (MMI Guaranteed) could provide you with peace of mind that your investments are covered by the Government Deposit Guarantee.

Interest rate applying to MMI Guaranteed Account

The rate of interest paid on MMI Guaranteed Account is currently 0.70% pa less than the rate paid on the existing MMI Account. This 0.70% pa is applied to the total balance held within MMI Guaranteed Account, and is used to pay the deposit guarantee fee to the Reserve Bank of Australia.*

For the latest interest rates, please speak to your financial adviser.

For more information

To find out more about whether the MMI Guaranteed Account is suitable for you, speak to your financial adviser, who will be able to provide you with a copy of the Product Disclosure Statement. ■

* The Government Deposit Guarantee only applies to the account holder, which is Asgard (as Trustee), and Asgard will hold the benefit of the Guarantee on trust for relevant investors. The MMI Guaranteed Account will be offered by St. George Bank Limited. Before deciding to invest, you should consider the Product Disclosure Statement for the product, which is expected to become available within the next few weeks.



Our new insurance partnership with AIG Life

We're pleased to announce a new partnership arrangement with AIG Life (American International Assurance Company (Australia) Limited), a leading insurance provider in the Australian marketplace. In our new alliance, AIG Life will be the insurance provider for investors in the Asgard Personal Protection Package and the Asgard Employee Super Account¹.

About AIG Life

AIG Life is an insurance specialist, and is Australia's largest group insurer², providing group insurance cover to over 2.875 million Australians, and is currently in a group-arrangement partnership with 14 major financial service organisations. It is a member of the world-leading organisation, American International Group, Inc (AIG), which began operations nearly 90 years ago in Shanghai, China.

AIG Life is a well-capitalised, locally incorporated and regulated company, and its highly-regarded status in the insurance industry is due to its depth of experience, industry leading technology, excellent claims management and a solid commitment to customer service.

Continuous cover throughout

You don't need to do anything as part of the transition of cover from TOWER Australia (TOWER Australia Limited) to AIG Life.

Any insurance you hold today through the Asgard Personal Protection Package or the Asgard Employee Super Account will transition from TOWER Australia to AIG Life on 1 February 2009.

Most importantly for you, cover is continuous, which means there is no interruption to your existing cover and all terms and conditions remain the same. Until 31 January 2009, any requests for an increase in cover or claims currently in process will be assessed and processed as normal by TOWER Australia.

As an additional benefit, many investors will enjoy a premium rate reduction from 1 February 2009.

Type of Cover	Rate Reduction	
	Asgard Personal Protection Package	Asgard Employee Super Account
Life	10%	-
Life and Total & Permanent Disability (TPD)	10%	-
TPD Only	10%	-
Salary Continuance Insurance (2 year benefit period)	25%	10%
Trauma	10%	-
Critical Trauma	10%	-

IMPORTANT INFORMATION

In deciding whether to take out, or to continue to hold, insurance, you should consider the relevant Product Disclosure Statement for the Asgard Personal Protection Package or the Asgard Employee Super Account, issued by Asgard Capital Management Ltd ABN 92 009 279 592 (Asgard). AIG Life is the trading name of American International Assurance Company (Australia) Limited ABN 79 004 837 861, AFSL 230043. Copies can be obtained from Asgard or a financial adviser.

Risks don't change with economic changes - seek financial advice

It may be some time since you evaluated your insurance cover. Many Australians are actually underinsured, placing them, their families and their wealth at risk. Rice Warner Actuaries' research³ found that 60% of families with dependants would run out of money within one year of the death of the primary income earner. Large debts, like mortgages, remain consistent regardless of what's happening in the economic climate. But taking out cover, such as life insurance (sometimes referred to as 'Death Cover'), can help those left behind meet the ongoing costs of a mortgage and daily living expenses.

Working out the best type of cover and how much you need can be challenging, so it's important to speak to your financial adviser to assess your individual situation, and help you calculate how much cover is adequate to support you and your family. ■

¹ If your employer-sponsored super has a special arrangement and currently has cover with an insurer other than TOWER, this change of insurer does not apply to your account.

² Source: 2008 Rainmaker Group Insurance Review, based on number of lives insured

³ Rice Warner Actuaries, "A Nation Exposed", 2005

Helping you achieve the best

It's our business to provide financial advisers with leading-edge products and services so that they're equipped to offer you quality financial solutions and advice. We believe we meet these goals and our recent accolades suggest others agree.

Asgard eWRAP and Asgard Elements

Brandmanagement – Top three platform, rated by financial advisers

In a survey of 1,400 advisers, Asgard Elements was identified as one of Australia's top three investment platforms, with a quality product offering and competitive pricing.

AFR Smart Investor Blue Ribbon Award – Best Investment Platform 2008

Asgard eWRAP was awarded investment platform of the year, offering access to cash, over 300 managed investments and most shares listed on the ASX.



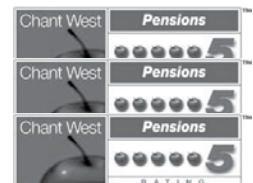
Chant West Personal Super 2009 Award – 4 and 5 Apples

Asgard eWRAP and Asgard Super Account were both awarded 4 Apples (high quality), and Asgard Elements Super Account received 5 Apples (highest quality).



Chant West Overall Pension Fund 2009 Award – 5 Apples

Asgard eWRAP, Asgard Elements and Asgard Allocated Pension all achieved the highest possible rating in the overall pension fund award.





Asgard Employee Super Account

SuperRatings 2009 Award – Gold

The wide range of flexible investment options available through Asgard Employee Super and our online comprehensive education package were identified as key reasons behind this year's prestigious award.

The Heron Partnership 2008/09 Award – 5 Heron Quality Stars

Asgard Employee Super Account was judged to be of "outstanding quality" in the corporate superannuation market and awarded with the highest possible quality star rating.



The Heron Partnership 2008/09 Award – 5 Heron Quality Stars

Asgard Employee Super Account achieved a top percentile ranking for investment performance and was again awarded the highest possible quality star rating.



Selecting Super Quality Rating 2008 – AAA rating (highest possible)

Asgard Employee Super Account received an AAA rating and was judged "an exceptional quality super fund", based on independent research from the Rainmaker Group.



Chant West Corporate Super 2009 Award – 5 Apples (highest quality)

Asgard Employee Super achieved the highest possible Chant West rating for both small and medium super plans. ■





Are you financially healthy?

Do you want to take control of your finances – but you’re unsure where to start? This checklist will help you determine whether you need to see a financial adviser for a review.

1. Have you reviewed your wealth creation, investments and retirement planning strategies in the past year?
 Yes No
2. Will you consider using your existing assets to build future wealth for your family and yourself?
 Yes No
 Don't know
3. Have you reviewed your personal insurance policies in the past year?
 Yes No
4. In the event that you are unable to work, will you or your family have access to money straight away?
 Yes No
 Don't know
5. Should something happen to you, are your financial affairs structured to provide for your family's ongoing needs and lifestyle?
 Yes No
 Don't know
6. Are your current investments tax-effective?
 Yes No
 Don't know





7. Will your current savings and investments be sufficient to support your needs and lifestyle in retirement?

Yes No

Don't know

8. Do you know how to reduce your debt quickly?

Yes No

9. Did you know that you might be able to work part-time and use your superannuation money before retirement?

Yes No

If you answered no or I don't know to any of the above questions it could be time to see your financial adviser for a review. ■



Asgard

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