

Media Release

BT WRAP TO PROVIDE MERRILL LYNCH'S INVESTMENT WRAP PLATFORM

Tuesday, 4 August 2009

Chris Freeman, Head of BT Wrap, today announced they have signed a 3-year agreement with Merrill Lynch to provide a badged platform investment solution.

Freeman said the Merrill Lynch-badged version of BT Investment Wrap will provide Merrill Lynch financial advisers with access to more than 700 managed funds and support their domestic wealth management strategy.

"We are extremely proud to be selected to provide this investment and administrative solution to the fast growing Merrill Lynch group of financial advisers," Freeman said.

"While recent market volatility has seen many investors divert their investments to cash, we are now beginning to see these flows return to the other asset classes.

"BT Wrap's 'open architecture' platform means Merrill Lynch financial advisers will have access to one of the most extensive investment menus in the market, and will be well equipped to structure their client's portfolio to meet this demand."

Freeman said the Merrill Lynch signing was the seventh agreement BT Wrap has signed this year, showing BT Wrap's continued growth in the white label space as a result of its customer focus and commitment to innovation.

"Our scale means we can continue to invest back into our product and provide a platform solution that makes it easier for advisers to manage all of their client's finances through the one investment administration service – and this is reflected in our growth," he said.

"BT Wrap is one of Australia's largest platform providers and this partnership brings together our market leading platform with one of the world's leading financial management and advisory companies."

Chris Selby, Head of Merrill Lynch Global Wealth Management for Australia and New Zealand, said BT Wrap would significantly enhance the range of Australian investment products and services available to the firm's high net worth (HNW) client base.

"BT Wrap complements our existing global open architecture platform and gives us the opportunity to offer clients a vast array of Australian domiciled managed funds in addition to this international offering," he said.

"We expect significant interest from our advisers in the full suite of managed fund options for our HNW client portfolios."

Freeman added the BT Wrap team were looking forward to a collaborative relationship with Merrill Lynch to ensure they continued to innovate their platform offering and meet changing investor needs.



Media Release continued

About BT Wrap: BT Wrap sits within the Super & Investment Solutions unit of BT Financial Group. BT Wrap's \$32 billion platform business attracts one in every five investment dollars coming into the Australian platform market and was voted the industry's "Most Popular Primary Platform" in the 2008 Wealth Insights Adviser Trends report.

For further information contact Kate Gorman, Media Relations BT Financial Group, 0402 348 820 / kate.gorman@btfinancialgroup.com

