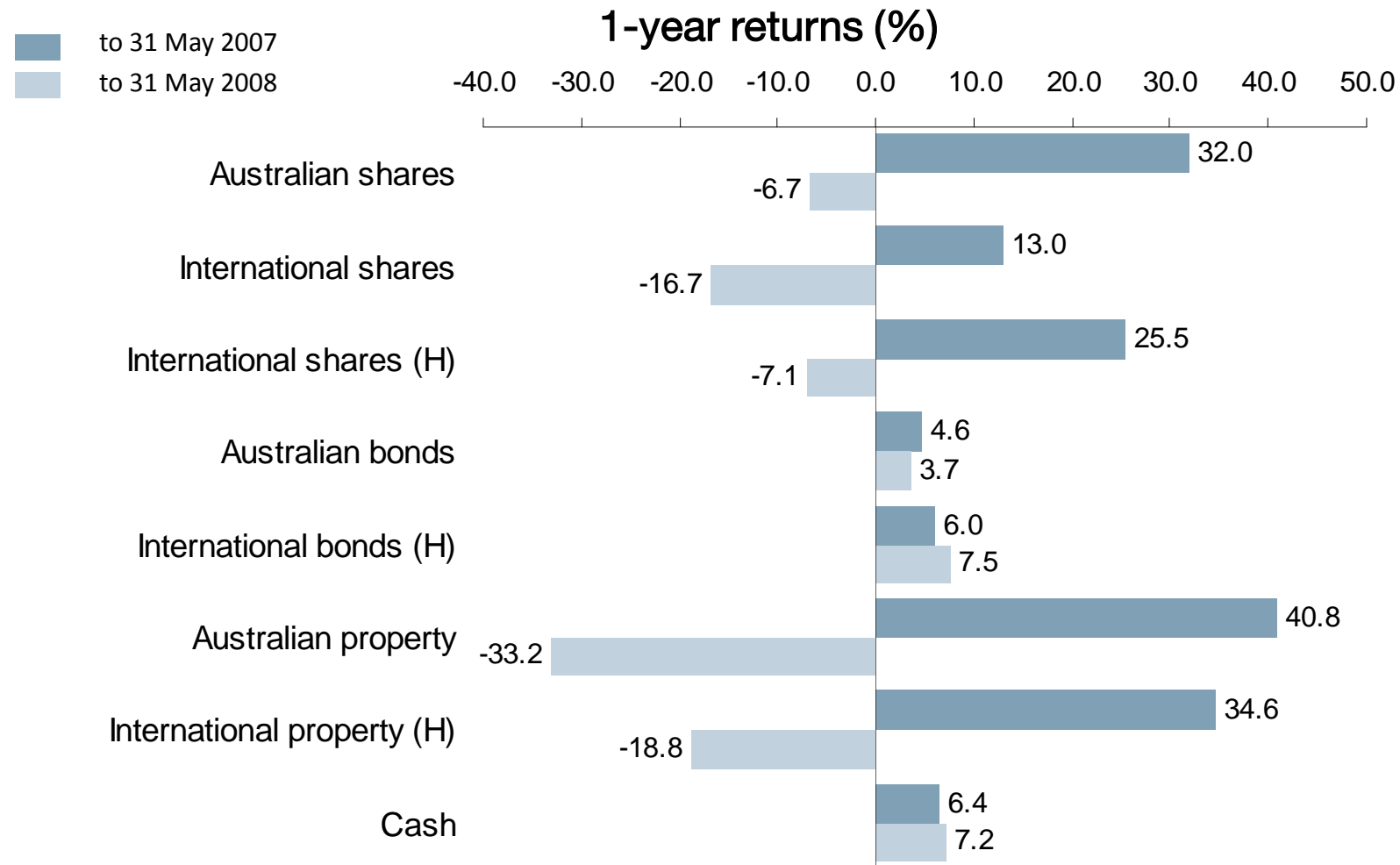


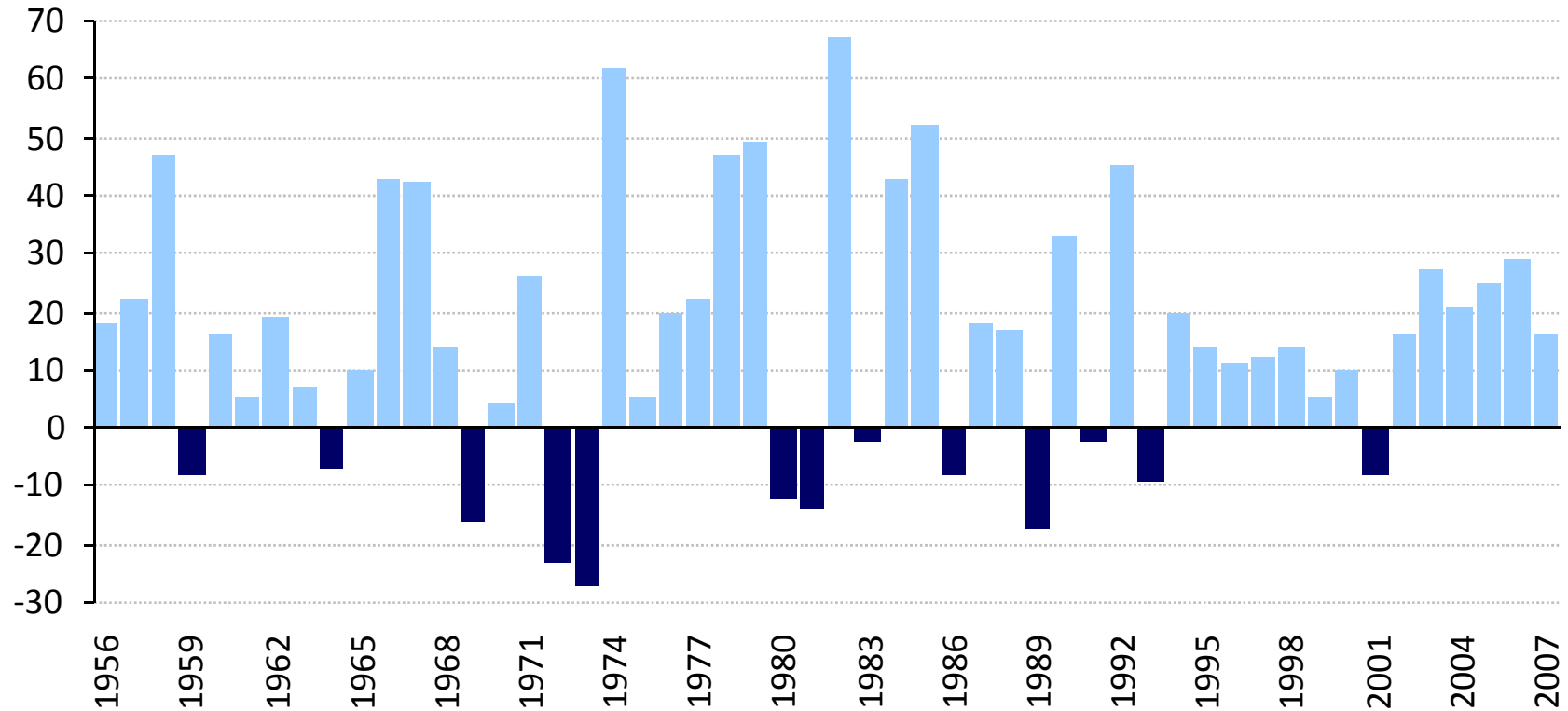
# Growth assets delivered strong returns last year, however, most affected by volatility this year...



Source: Bloomberg market benchmark returns

# Volatility can hurt returns in the short term...

Annual returns of Australian shares (%)  
– All Ords / ASX S&P Accumulation Index (since 1956)

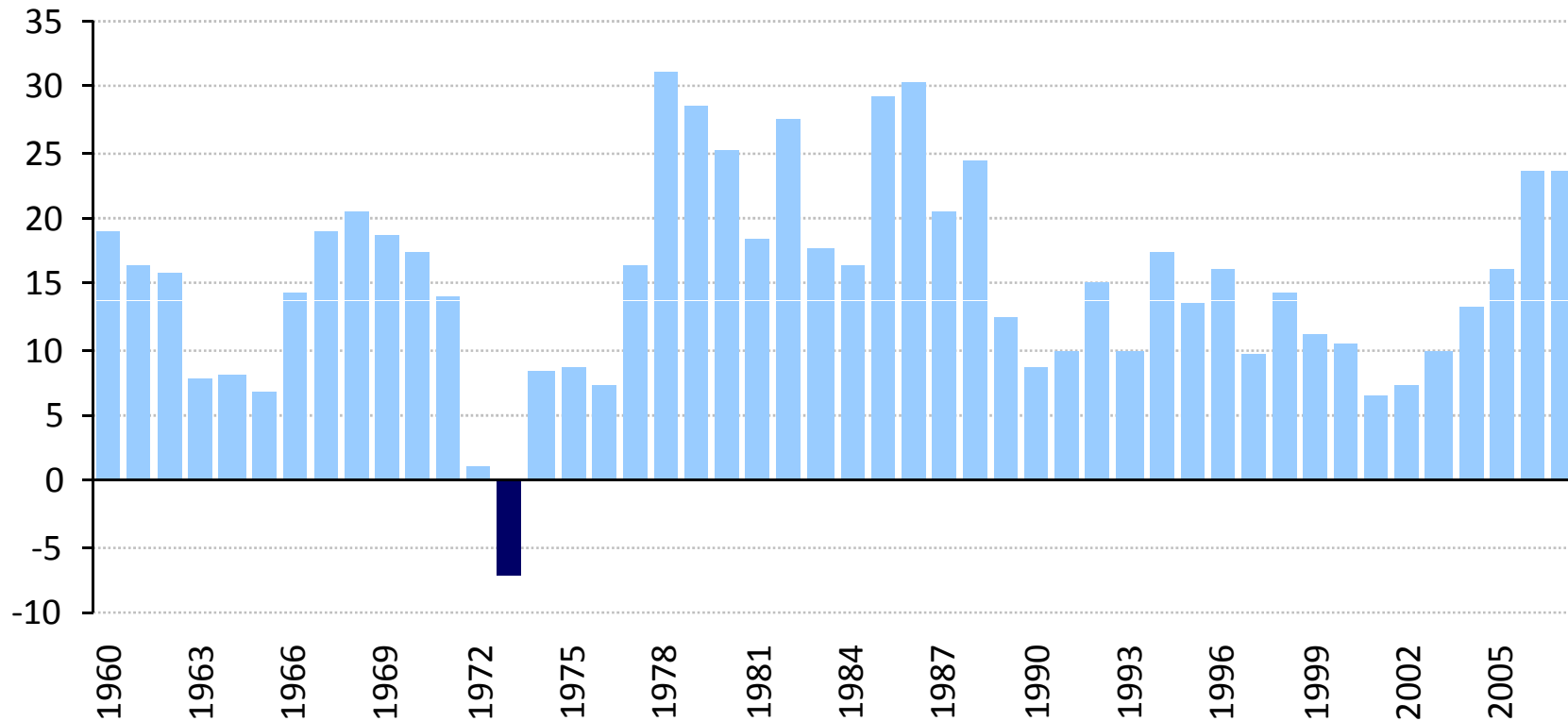


Source: Standard & Poor's

Westmount Securities

## ... but it's a different picture over the longer term

Rolling 5 year returns of Australian shares (% annualised)  
– All Ords / ASX S&P Accumulation Index (since 1960)

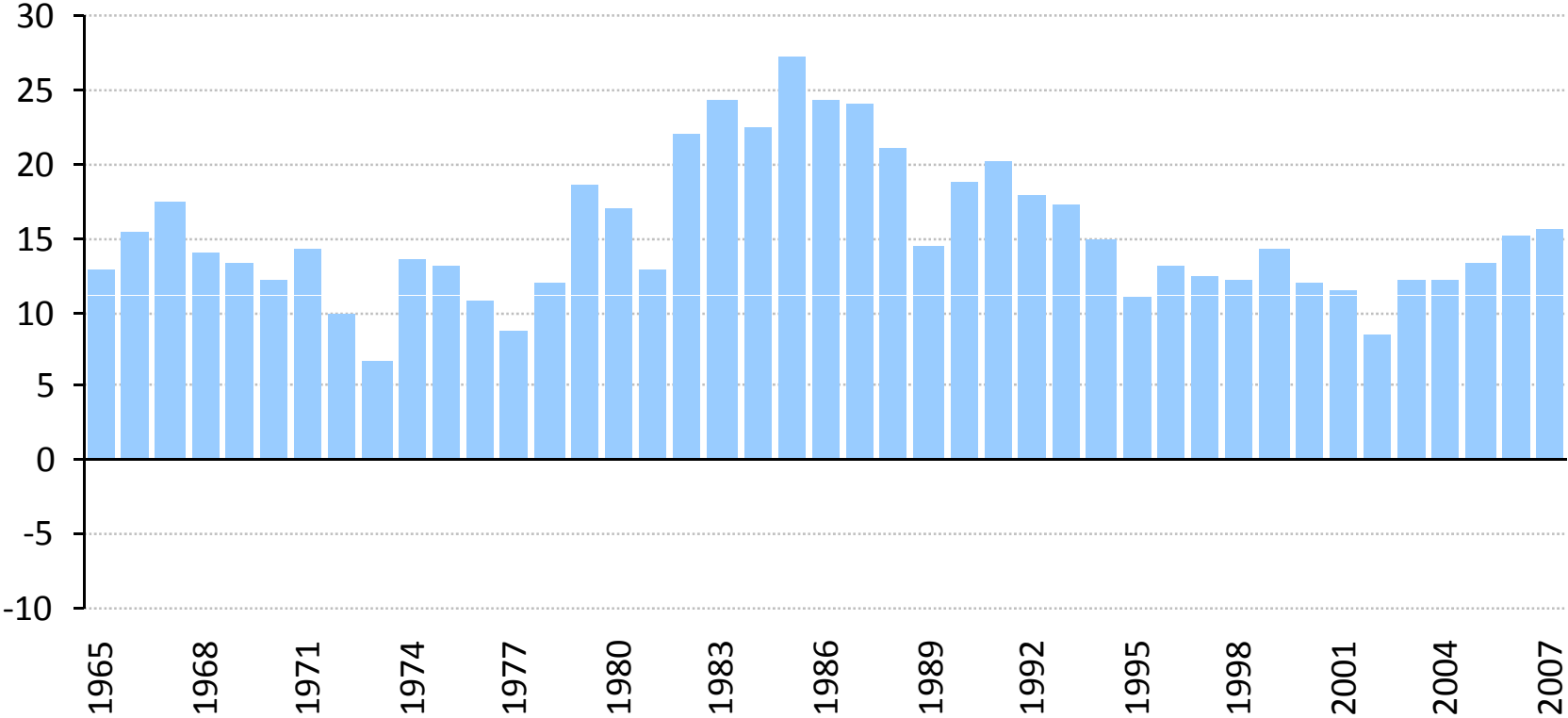


Source: Standard & Poor's

Westmount Securities

# And the longer the better!

Rolling 10 year returns of Australian shares (% annualised)  
– All Ords / S&P Accumulation Index (since 1965)



Source: Standard & Poor's

**Don't panic – invest for  
the long-term**

# It's easy to get caught up in short-term market movements. Keep the end goal in sight.

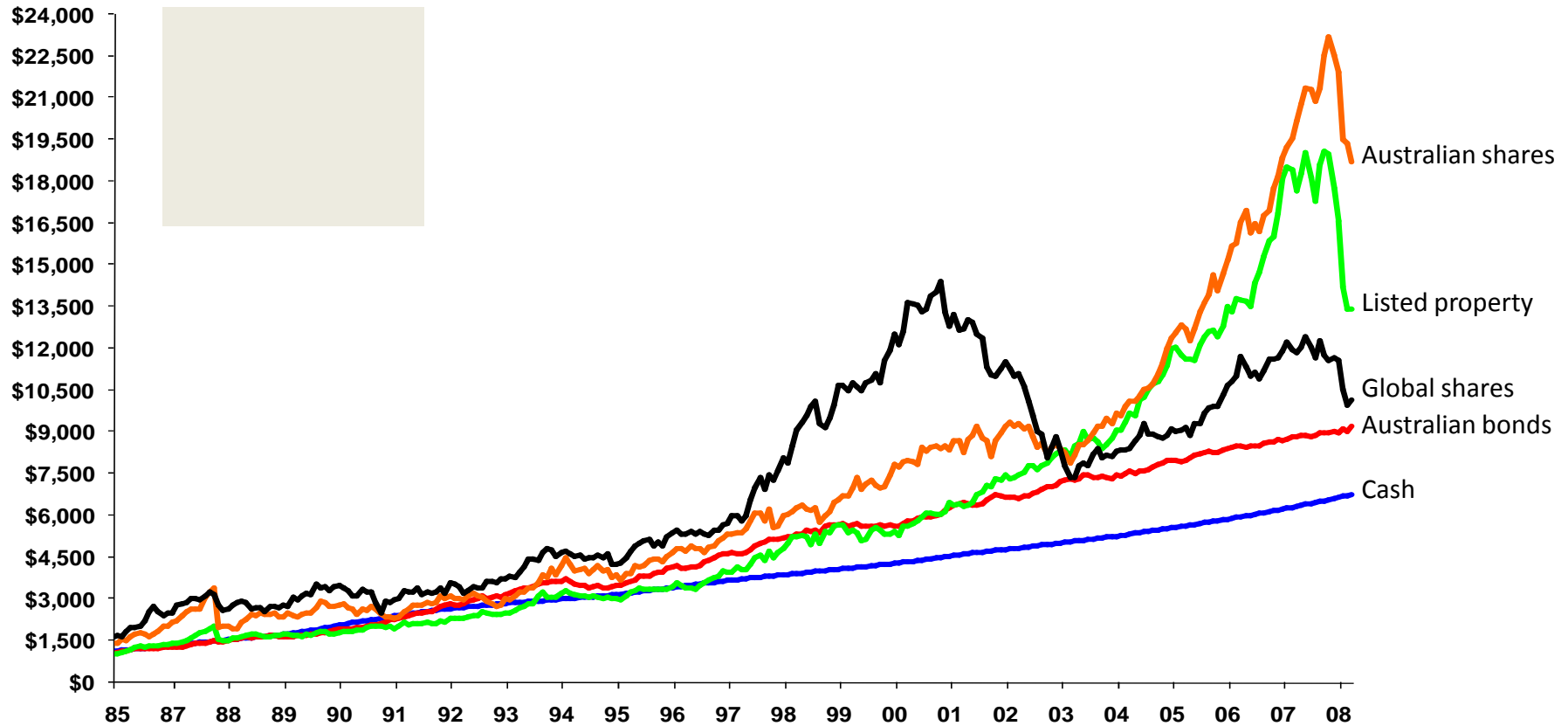
## Impact of major market events on global shares since 1990



Source: BT Financial Group, Datastream. Global shares measured by the MSCI World (Price) Index to 31 January 2008

# Long-term asset class performance

31 March 2008



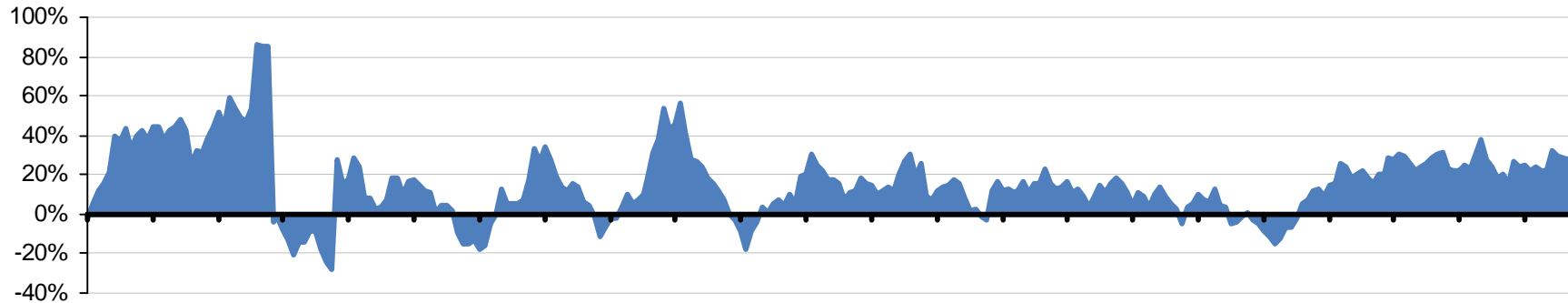
Note: Accumulated returns based on \$1,000 invested in December 1984

Source: S&P/ASX 300 Accumulation Index, MSCI World ex-Australia (net dividends) Index in A\$, S&P/ASX 300 Property Index, UBS Composite 0+ years index, Citigroup World Government Bond, Unhedged in A\$

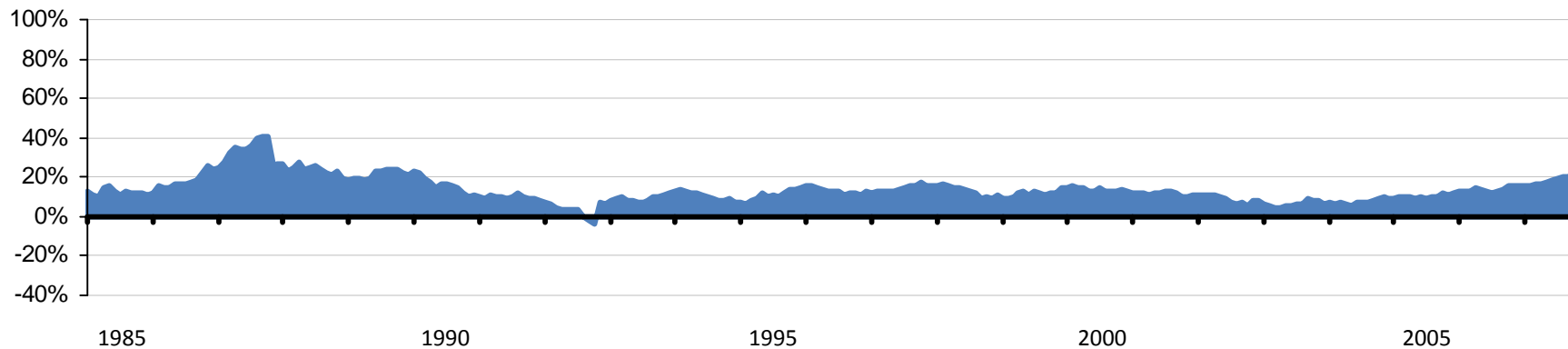
**Understand risk**

# All investing involves a trade-off between risk and return

Australian shares, one year returns - *Greater volatility over the short-term*



Australian shares, five year returns - *Reduced volatility over the long-term*

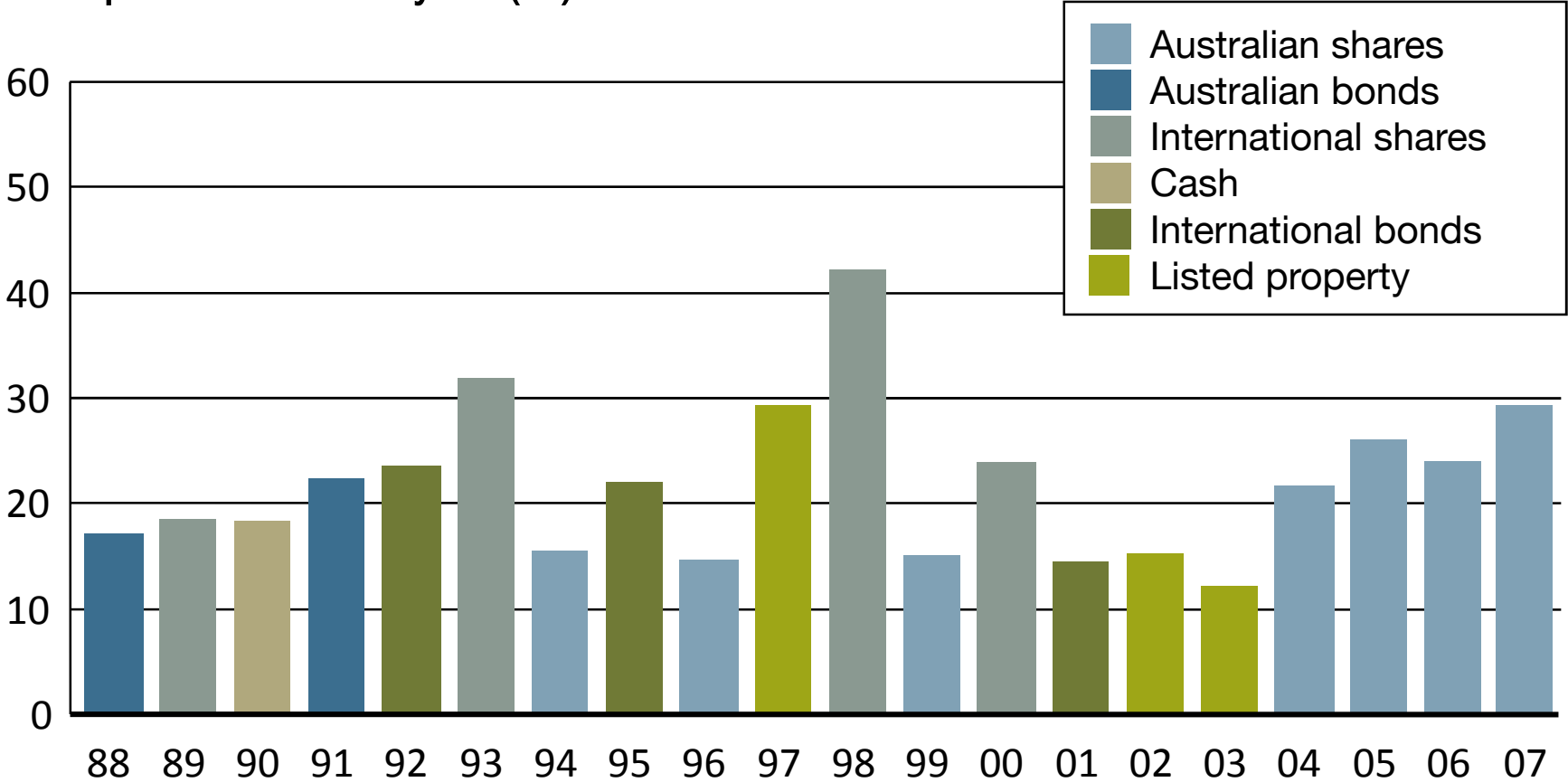


Source: Datastream. S&P/ASX 200 Accumulation Index annualised returns to 30 November 2007 shown

**Diversify your  
investments**

# Every asset class has its day in the sun

Best performer each year (%)



Source: MSCI World ex-Australia index. Net Dividends reinvested in A\$, S&P/ASX 300 Property Trusts Accum. Index, S&P/ASX 300 ex-LPT Accum. Index, UBS Composite Bond Index (all matures), UBS Bank Bill Index. Figures are as at 30 June 2007.

**Avoid chasing returns**

## Can you pick the winner in 2008?

One-year returns to 30 June 2007 (%)

Australian	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>Cash</b>	6.61	5.15	4.96	5.34	5.96	4.62	4.85	5.20	5.49	5.80	6.42	?
<b>Fixed interest</b>	16.81	10.88	3.33	6.18	7.44	6.23	9.71	2.43	7.76	6.79	3.99	?
<b>Property</b>	29.21	9.74	3.96	15.62	13.91	15.24	12.17	17.21	18.40	17.42	26.32	?
<b>Shares</b>	27.16	1.63	15.13	18.49	9.11	-4.54	-1.61	21.73	26.03	23.08	29.21	?
International	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008
<b>Fixed interest</b>	9.13	26.19	-2.57	13.73	14.54	3.14	-2.46	1.71	-1.66	1.52	-9.93	?
<b>Shares</b>	28.56	42.16	8.17	23.81	-6.01	-23.50	-18.53	19.37	0.06	20.97	7.77	?

Best performing asset class for each year is highlighted. Indices: Liquids Index (Cash), UBS Composite 0+ years index (Australian Fixed Interest), S&P/ASX 300 Property Index (Australian Listed Property), S&P/ASX 300 Accumulation Index (Australian Shares), Citigroup World Government Bond Index unhedged in \$A (International Fixed Interest), MSCI World ex-Aust (net divs) Index in \$A (International Shares)