

IMAP Conference

Oct 2019

Retirement Income

Portfolios



The intelligent alternative

Who Are ETF Securities

The intelligent alternative



- Founded by Australian philanthropist Graham Tuckwell in 2003
- Second oldest ETF Provider
- Only independent
- GOLD = First gold ETF in the world
- 15 products across different exposures



Future Present



Yield



International



Australian



Commodities

Retirement Income – New Paradigm

Sustaining And Protecting Quality Of Life

Two of the most important aspects for a retiree's income

- **Dependability**
- **Protecting capital**

Growth

Balanced

Conservative

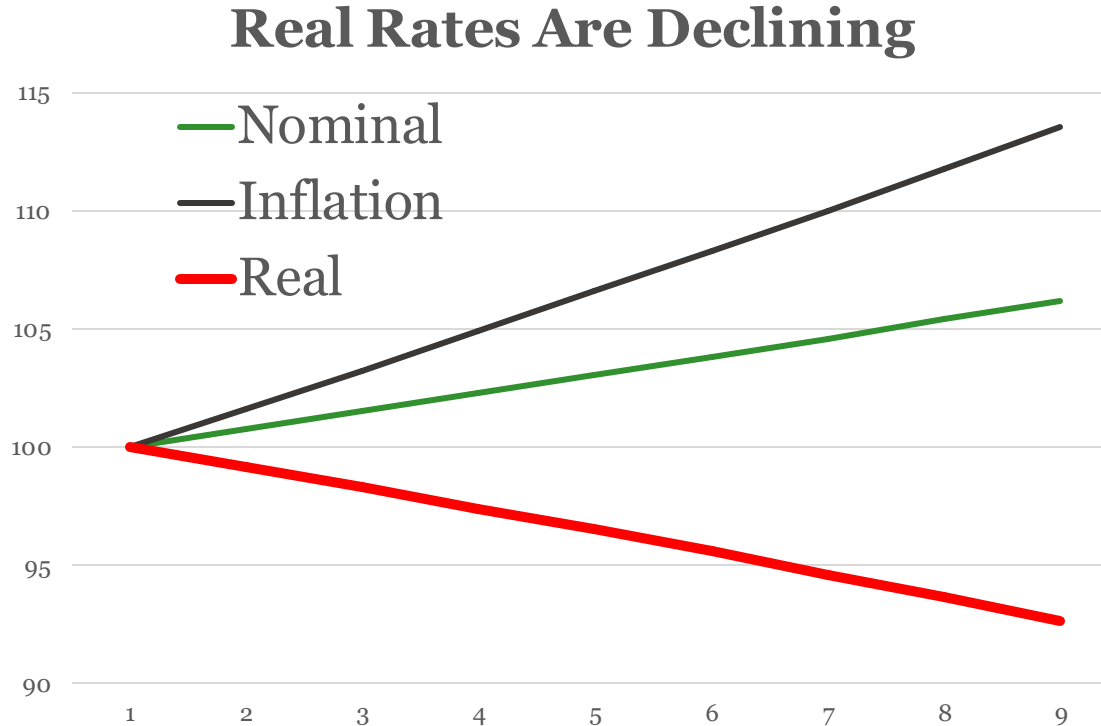
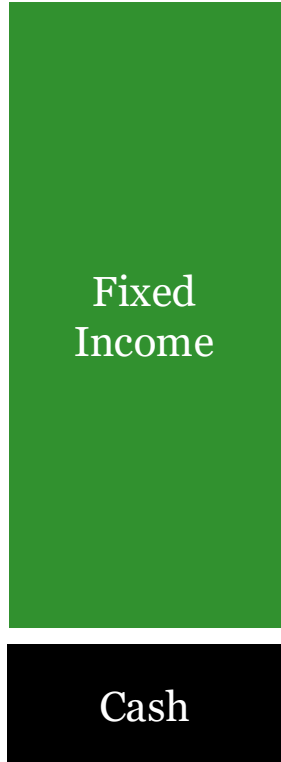
However

- “**Conservative**” sometimes = **Too** conservative

- **Professional Planner/Adviser dilemma**
 - Risk/Reward balance is changing
 - Higher equity allocations focused on yield
 - Higher focus on international yield

Retirement Income – New Paradigm

Traditional “Conservative” Portfolios May Not Achieve The Two Aims



Retirement Income – New Paradigm

Portfolios will also have to be more diversified internationally

Typical



New Requirement



Retirement Income – New Paradigm

Growth of MAs - Developing For More Precise Solutions

ETF Code	ETF Name	Focus	Allocation
ZYAU	ETFS S&P/ASX 300 High Yield Plus ETF	Australian Yield	30%
ZYUS	ETFS S&P 500 High Yield Low Volatility ETF	US Yield	30%
CORE	ETFS Global Core Infrastructure ETF	Global Infrastructure	25%
GOLD	ETFS Physical Gold	Portfolio Defence	15%

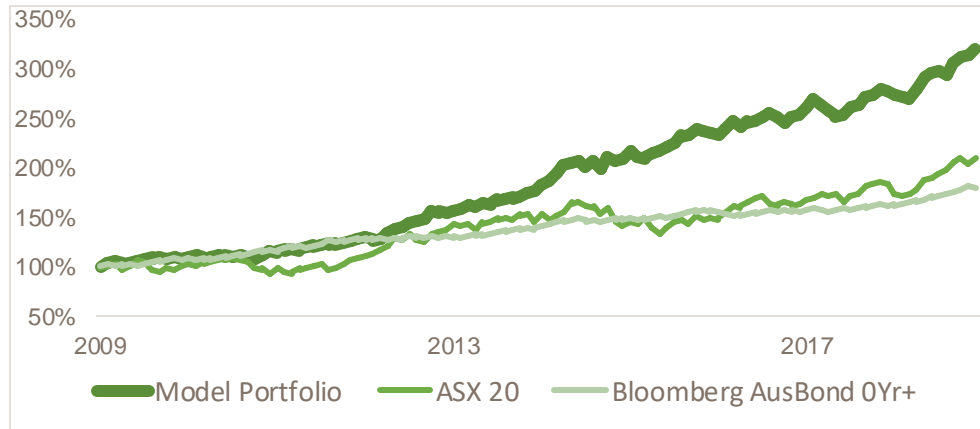
Retirement Income – New Paradigm

Growth of MAs - Developing For More Precise Solutions

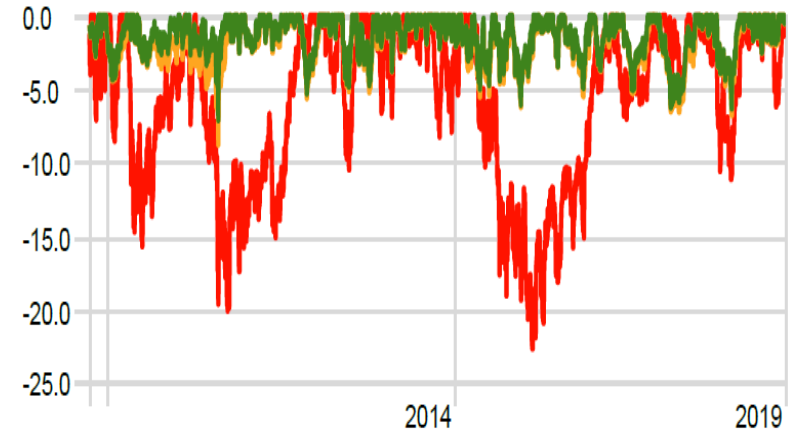
(annualised)	Total Return	Price Return	Yield	Volatility
Model (30% ZYUS, 30% ZYAU, 25% CORE, 15% GOLD)*	12.3%	8.9%	3.2%	7.1%
ASX 20	7.6%	2.5%	4.9%	12.1%
Bloomberg AusBond 0Yr+	6.0%	0.1%	5.9%	2.7%

* returns before management fee

Price Performance



Drawdown



Disclaimer

This document is communicated by ETFS Management (AUS) Limited (“ETFS”) (Australian Financial Services Licence Number 466778). This document may not be reproduced, distributed or published by any recipient for any purpose. Under no circumstances is this document to be used or considered as an offer to sell, or a solicitation of an offer to buy, any securities, investments or other financial instruments and any investments should only be made on the basis of the relevant product disclosure statement which should be considered by any potential investor including any risks identified therein.

This document does not take into account your personal needs and financial circumstances. You should seek independent financial, legal, tax and other relevant advice having regard to your particular circumstances. Although we use reasonable efforts to obtain reliable, comprehensive information, we make no representation and give no warranty that it is accurate or complete.

Investments in any product issued by ETFS are subject to investment risk, including possible delays in repayment and loss of income and principal invested. Neither ETFS, ETFS Capital Limited nor any other member of the ETFS Capital Group guarantees the performance of any products issued by ETFS or the repayment of capital or any particular rate of return therefrom.

The value or return of an investment will fluctuate and investor may lose some or all of their investment. Past performance is not an indication of future performance.