



# my choices MY FUTURE

## A helping hand when starting out

For many Australians in their late teens and early twenties the thought of investing rarely comes to mind. Some would like to start investing, however with little to no savings it is often difficult to get started. But with a helping hand, a little income and the right advice, it is possible to start investing and accumulating wealth now.



### Introducing Fiona, Jack and Edith

At 20, Fiona is in her second year of a teaching degree at University. Although she receives some financial assistance from her parents, Fiona recently started working part-time at a local supermarket to build up her savings.

With \$4,000 in savings and \$450 left over each month, she would like to start investing but doesn't feel as though she has enough to get started. Jack and Edith are Fiona's grandparents. After receiving good financial advice over the past two decades, they retired years ago and are financially secure. They are encouraged by their eldest grandchild's plan to invest and would like to help, but are unsure how.

### the challenge

Goals	
Fiona	<ul style="list-style-type: none"> <li>&gt; Invest \$2,000 of savings and start accumulating wealth</li> <li>&gt; Purchase property by age 30</li> </ul>
Jack & Edith	<ul style="list-style-type: none"> <li>&gt; Assist grandchildren financially</li> <li>&gt; Purchase property by age 30</li> </ul>

Their resources	
Income	<ul style="list-style-type: none"> <li>&gt; Fiona - Gross salary of \$12,500 a year</li> <li>&gt; Jack and Edith - Allocation Pension \$50,000</li> <li>&gt; Jack and Edith - Investment income \$3,850</li> </ul>
Assets	<ul style="list-style-type: none"> <li>&gt; Fiona - \$4,000 in savings</li> <li>&gt; Jack and Edith - Family home \$700,000</li> <li>&gt; Jack and Edith - Superannuation \$830,000</li> <li>&gt; Jack and Edith - Investment portfolio \$110,000</li> </ul>
Liabilities	<ul style="list-style-type: none"> <li>&gt; Fiona - Nil</li> <li>&gt; Jack and Edith - Nil</li> </ul>





# the strategy

Jack and Edith visit their financial adviser to see what options are available to them. Their financial adviser suggests they offer \$20,000 of their investment portfolio as third party security, allowing Fiona to borrow \$15,000. Together with her initial planned investment of \$2,000 (leaving a \$2,000 cash reserve), Fiona now has \$17,000 available to invest in a managed fund.

As Fiona expects to have \$450 left over each month, their adviser also recommends she start a regular gearing plan of \$500, by contributing \$250 of her own money and borrowing the remaining \$250. This would leave Fiona with \$200 a month to cover the ongoing interest expense of her margin loan.

Adopting this strategy allows Jack and Edith to help Fiona get started with a larger lump sum. And if her managed fund performs well over time, Fiona could release her grandparent's third party security and rely on her own investments to secure the margin loan.

# the result

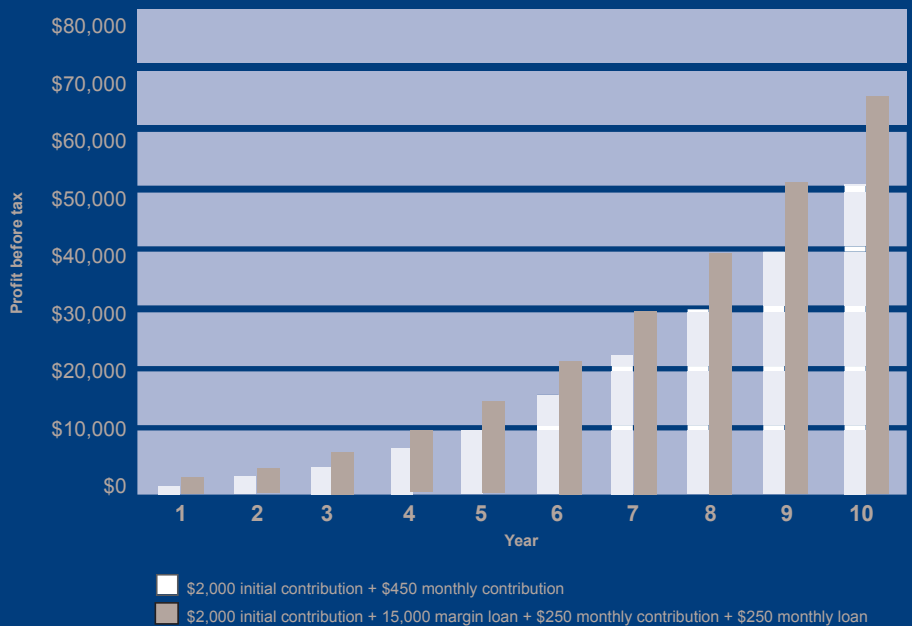
**Assumptions:** The graph compares the potential return on Fiona's investment portfolio with and without a margin loan.

> The calculations show the profit before capital gains tax of each strategy after loan and interest costs have been paid.

> It assumes an average annual capital growth rate of 8.50%, an income yield of 3.50% with all income reinvested, distributions are 80% franked, a company tax rate of 30%, a marginal tax rate of 16.5% including Medicare levy of 1.5%, an average annual margin loan interest rate of 9.15%, an initial margin loan gearing level of approximately 40%, brokerage and any other fees are excluded.

> While capital gains tax implications have been ignored, they should be considered before investing.

> This example is for illustrative purposes only.



## Getting the right advice

As with any financial strategy, using a margin loan to borrow and invest is not without its risks.

One of the key risks of using a margin loan is that just as it can multiply your gains when you invest successfully, it can also multiply your losses if your investments fall in value.

That's why it's important to get the right advice to ensure a margin loan is appropriate for your particular situation. Your financial adviser can help you construct a personalised investment strategy that takes advantage of the benefits while minimising the risks.

If Fiona had invested her \$2,000 and combined it with a \$450 per month regular savings plan, her portfolio would have grown to a value of \$104,667 after ten years. After deducting her contributions (initial and ongoing), and allowing for tax on the investment income, the profit on her portfolio would have been \$50,314 before capital gains tax.

However, Fiona decided to follow the financial adviser's strategy and accept her grandparent's offer which allowed her to invest more initially. By using a margin loan and combining it with a regular gearing plan, Fiona's portfolio grew to \$162,194 after ten years.

After allowing for her contributions (initial and ongoing), the margin loan, investment income, interest paid and income tax, the profit on her portfolio was \$65,300 before capital gains tax. The difference in the profit outcomes of both strategies was almost \$15,000 or 30% at the end of the ten year period.

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