

connect

Spring 2020

How did interest rates get so low?

How did interest rates get so low?

We are operating in a world where interest rates are now very low both overseas and here in Australia. Key drivers include:

- The state of the economy – rates get cut during a recession or economic downturn to encourage borrowing.
- Very low rates of growth – the RBA has been cutting rates since 2019 to encourage borrowing by reducing its cost and in doing so grow business investment and consumer spending across the economy.

- High debt levels – economic growth has been supported by taking on large amounts of debt. Central banks cannot raise rates excessively without sparking a financial crisis from borrowers defaulting.

Given this backdrop, deflation is a larger risk. Deflation refers to a situation where the prices of goods and services are falling over time. This means the amount of goods and services your dollar can buy will increase over time. As a result, consumers tend to consume less today and lock in weaker demand for the economy. It also punishes borrowers who benefit from inflation over time especially if their debts are fixed rate in nature. If your mortgage has a fixed rate and there is inflation, typically your wage rises to offset the costs of inflation. The cost of that mortgage for the period it is fixed, will fall each year as your wage increases even if the increase is just related to inflation.

How do you shelter your assets in the current climate?

In a world where deflation is a greater risk, there are assets that have, historically, done well in this kind of scenario. The major one is government bonds. It is important to note as well that the return on any investment you hold will, hopefully, keep up with the any rises in your standard of living costs.

For bonds the total return for a bond will be its yield minus inflation or deflation over the period it is held. If we assume a bond yield of 2% and inflation/deflation of 2%, the return would be:

Bond yield	2%
- deflation	- (-2%)
= Total return	4%
Bond yield	2%
- inflation	- (2%)
= Total return	0%

While in an inflationary period the purchasing power of your bond is static, during deflation it actually adds further value. This illustration highlights how useful bonds can be in a deflationary setting compared to other alternatives.

What risks lie in the future and using gold as a diversifier

Unlike the global financial crisis, the coronavirus pandemic has been marked by the sheer scale of government spending taking us to the equivalent of World War II deficits in a matter of months. This raises the prospect of an economic recovery and inflation sooner than we might have expected if the stimulus spending had been of a similar scale to past downturns. In addition, there are several geopolitical risks lurking on the horizon such as poor US-China relations that could threaten rising inflation.

***requiredfinancial**
services
wealth... protection... advice

Required Financial Services
194 Gladstone Street
South Melbourne VIC 3205
T 03 9695 5600
F 03 9695 5670

E anthonyd@required.com.au
W required.com.au

Gold is a potential solution to these risks because it:

- Acts as a safe haven in times of crisis, often rallying when geopolitical tensions rise
- Act as an inflation hedge. Gold has a limited supply and has historically held its value particularly in periods where ordinary currencies are eroded by inflation.
- Act as a diversifier. Gold has performed well in moving differently to either share or bond prices while also appreciating over time. This has helped reduce overall portfolio risk.

Gold is not without its risks, however, it is a volatile asset class and the value of gold can fluctuate substantially. In addition, it has historically gone through long periods of losing value before beginning to recover. In US dollar terms for instance, gold peaked at US\$631 in February 1980. It then proceeded to fall 58% over the next 21 years, hitting a low of US\$264 in April 2001. It did not fully recover to its 1980 peak until September 2006. That is a period of **over 25 years** until it broke even. For context, shares have not seen a similar “walking in the desert” moment. Since January 1958, the longest it has ever taken for the Australian share market to regain its value on a price basis

has been approximately 12 years (from October 2007 to July 2019). If you reinvested dividends received it was even less (approximately seven years). This gives you a sense of how much pain there has been in holding gold for prolonged periods. Hence it needs to be combined with other assets in a diversified portfolio.

How is gold best used as an investment?

While gold has value as a diversifier it can test your convictions with long periods of underperformance as a “buy and hold” investment. This is why our preference is to limit the exposure to gold and combine it with other asset classes. As well as considering risks such as deflation and inflation when constructing your overall asset allocation to make your investments as robust as possible to different kinds of risks and maximise the chances of you reaching your investment goals over time.

Speak to your financial adviser to find out more about your investment options.

Source: IOOF Research

Top tips when preparing your Will

Preparing a Will can be complicated, especially if you have a complex family structure. Here are some tips to consider when writing a Will.



Make a list of your assets and beneficiaries

Your list of assets should include property, life insurance, super and valuables. Then, list all your beneficiaries including those who are financially dependent on you and those who you would simply like to leave an inheritance.

Start with super

Your super doesn’t automatically get distributed as outlined in your Will. If you do want it to form part of your Will you need to tell your superannuation fund that you want your super beneficiary to be your ‘legal personal representative’. This person is the executor of your Will.

Choose your executor

An important role of the executor is to communicate with your beneficiaries and distribute your assets according to your wishes (as outlined in your Will).

An executor should be someone who can be trusted and reliable.

Or, you can nominate a professional executor to manage the administration of your Will on your behalf.

Keep your Will in a safe place

Tell your executor and family members where they can locate your original, signed and witnessed Will. Keep it with other important documents such as your birth certificate, super and insurance information.

Check the details

Make sure you include the names, contact details and the relationship each of your beneficiaries has with you clearly in your Will.

When including an organisation in your Will, such as a charity, it is essential to get the name correct. If an organisation is incorrectly

described, it may not receive the benefit or there may be significant legal costs incurred before it does.

Review your Will

Your Will should be reviewed whenever your personal circumstances or ownership of assets changes.

Look out for rules in your State – for example, in South Australia, marriage

revokes a Will unless that Will was prepared in contemplation of marriage.

Get professional advice

Writing a Will isn't straight forward. Consult a solicitor, estate planner or trustee company that specialises in estate planning to make sure you get it right.

Source: Australian Executor Trustees

Make technology work for you

Are you a new technology pioneer, or a proud 'technophobe'? Wherever you sit on the digital spectrum, the transformative power of technology is undeniable. What's important is how you harness it.

From energy to communications and beyond, there are a myriad of ways that technology can help you simplify your life, save money and lessen your impact on the environment.

If you are thinking about investing in household technology to help you if you've started working from home for the first time - doing your research can help you both spend and save safely and wisely.



Powered by solar

With rising power costs and no clear resolution from energy policy-makers in sight, installing a solar and battery storage system is an attractive idea for many households.

From a purely financial perspective, a solar and storage system will set you back thousands of dollars so before making a decision it's a good idea to see if the investment will pay itself back over time. According to Solar Choice research, payback times from state to state can vary because of factors such as available sunshine hours, cost of the system, cost of grid electricity, any feed-in tariffs and the amount of power the household consumes.¹

Solar and battery payback period for each capital city

City	Average payback period (years)
Perth	7.3
Brisbane	8.2
Adelaide	8.4
Sydney	9
Melbourne	9.6
Hobart	11.4
Canberra	12.7

While the future is looking bright for solar, it's still a good idea to do the maths before making any decisions.

Get (house) smart

The 'Internet of Things', that is, the connectivity of everyday objects to the internet, is becoming increasingly ubiquitous. Smart homes started out with connected lighting and air conditioning and expanded to include a number of home appliances such as fridges, audio devices and home security. According to analysis by McKinsey & Company, such devices now number 29 million in the US alone², and the market for these smart home options continues to expand - a space to watch.

¹ 'Banking on Solar and batteries', Choice, 16 June 2017.

² 'There's no place like (a connected) home', McKinsey & Company.

Self-employed? Don't leave your business at risk.

What would you do if you became sick or injured and were unable to keep your business running? It's not something that is often thought about, but it is important to take a moment to consider it.

Did you know that 1 in 2 Australian men and women will be diagnosed with cancer before the age of 85¹? And that heart, stroke and blood vessel (cardiovascular) diseases kill 1 Australian every 12 minutes²?

These alarming statistics may make you think twice about covering yourself, and your business, for the unexpected.

If you were unable to work for 12 months, would your business survive? A serious illness is debilitating and may require extended leave to recover. Are you aware of the total cost of all your business expenses every month? How would you pay for these expenses if something were to happen to you? It's something that every business owner should consider.

Many life insurance companies offer business insurance solutions which are designed specifically for the self-employed or business owner. This type of insurance includes business expenses insurance which covers the fixed expenses of a business or practice that still need to be paid, even if the life insured cannot work due to injury or sickness.

Business expenses that you need to consider may include, but are not limited to:

- Accounting and auditing fees
- Regular advertising costs, postage, printing and stationery
- Electricity, heating, gas, water, telephone and cleaning costs

- Security costs
- Net costs of a locum
- Rent, property rates and taxes

If you become disabled, and depending on the type of policy you purchase, the benefit may be paid monthly over a period of 12 months. This period may be able to be extended if at the end of the 12 months the life insured remains totally disabled.

The type of policy you choose and the amount of cover that you need depends on you and your business needs.

Some people think that their income protection insurance is enough to cover themselves and their business. The trouble is, income protection covers around 75% of your earnings derived through your business after expenses, which will help to cover your normal living expenses, but all the bills of the business also keep coming in. Premises and equipment leases, utilities and administration staff must continue to be paid. The advantage of combining a business insurance policy with an income protection policy is that as well as receiving an income stream from your income protection policy, your net business expenses will also be paid. It's a small price to pay for peace of mind.

Source: AIA Australia

- 1 Australian Institute of Health and Welfare 2019. Cancer in Australia: In brief 2019. Cancer series no. 122. Cat no. CAN 126. Canberra: AIHW
- 2 Australian Bureau of Statistics 2018, Causes of Death 2017, ABS cat. no. 3303.0, September

One Australian ...

Every
12
minutes



will die from ...



Heart disease



A stroke



Cardiovascular disease

Required Financial Services Pty Ltd are Authorised Representatives of Consultum Financial Advisers Pty Ltd. ABN 65 006 373 995 | AFSL 230323.

The information in the newsletter contains factual information and general financial product advice only. It has been prepared without taking into account any person's individual investment objectives, financial situation or particular needs. A person should not act on this information without first talking to a financial adviser. This information is given in good faith based on information believed to be accurate and reliable at the time of publication, including the continuance of present laws and Consultum's interpretation of them. Consultum does not undertake to notify recipients of changes in the law or its interpretation. Forecasts and other representations about future matters are based on economic and other factors. These factors can change and this can affect the future outcomes. This newsletter contains some general tax information. While your Consultum financial adviser can advise you on the tax implications of any recommended strategy, we are not accountants or tax advisers and are unable to provide tax advice as such. We therefore recommend you consult your accountant to ensure that you understand the tax implications for you of any recommended strategies. While all care has been taken in preparing this newsletter, Consultum gives no warranty of accuracy or reliability, accepts no responsibility for any errors or omissions, including by reason of negligence, and shall not be liable for any loss or damage whether direct, indirect or consequential arising out of, or in connection with, any use of, or reliance on, the information contained in this newsletter.