

Fixed Interest

Products and services



Invest for income

Morgans offers an extensive range of fixed interest products and services to help you achieve your investment objectives.

Your adviser will help you incorporate fixed interest investments into your broader wealth management strategy.

To support the smooth operation of your investment and trading activities, we recommend that you open a 'linked' cash management account (CMA). This account will provide you with an administratively simple way to settle all Australian Securities Exchange (ASX) transactions and will become your settlement and income hub. We offer a range of CMAs from some of Australia's best-known banks and all pay competitive interest rates. Your CMA gives you ready access to your money, the ability to settle all of your share trading activity, to have dividend and interest payments credited directly to your account and make regular payments simply. Your adviser will handle all the paperwork as well as ongoing transactional instructions, freeing you of the administrative burden. Having established your cash hub, you can then focus on your investment strategy.

Understand the benefits of diversification

One of the most important aspects of successful investing is diversification within your portfolio and fixed interest investments are an important part of this equation. They not only enhance portfolio income, but can also reduce portfolio risk.

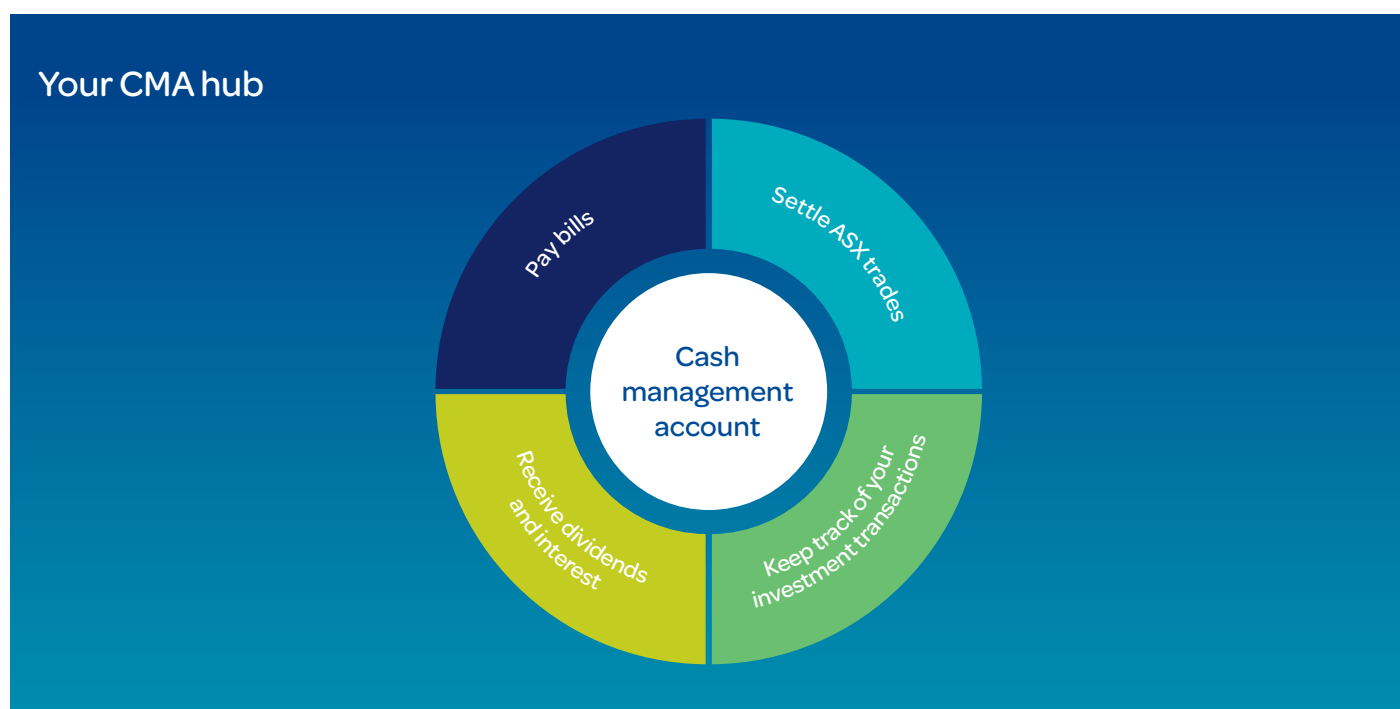
A critical component of a diversification and risk management strategy is to hold a mix of securities within this part of your portfolio. The broad range of ASX-listed debt and hybrid investments along with lower risk deposit products allow investors to build diversified and tailored portfolios that suit their specific objectives and risk profile.

Term deposits

Providing enhanced returns on surplus and longer-term cash balances is the foundation to building a dedicated income portfolio. Morgans has preferential relationships with a host of leading banks and other authorised deposit-taking institutions (ADIs). Funds can be swept from your 'at-call' account and invested for the term and interest rate that best suits your needs.

ASX-listed debt and hybrid investments

As a major participant in the Australian listed fixed interest securities market, we can offer you expert advice as well as an extensive range of new investment opportunities from many of Australia's largest banks and industrial companies. ASX-listed bond and hybrid investments deliver higher levels of income, paid regularly; many also offer the benefits of franking.



Your adviser can build a tailored income portfolio for you, which unlike managed fund alternatives, can be constructed to take into account your specific objectives and risk profile. Meeting all of these objectives while capturing specific tax benefits is often very difficult to do with traditional managed fund alternatives.

Specialist listed investment trusts (LITs)

LITs provide investors with access to fixed interest opportunities normally only available to institutional investors. This may be due to the specialist skills required to manage certain security types or the investment scale required to access a particular market. This relatively new fixed interest category allows investors to further diversify their portfolio, reducing risk while providing attractive returns.

Government bonds

The inclusion of exchange-traded Australian Government bonds within a portfolio provides you with the safety and certainty of a government-backed investment. These securities provide investors with all the economic benefits of owning Australian Government bonds with the convenience and simplicity of the ASX platform. Government bonds provide a safe haven in times of uncertainty and generally deliver positive returns in periods when other asset classes fall in price. They can be traded in the same manner as any other listed securities.

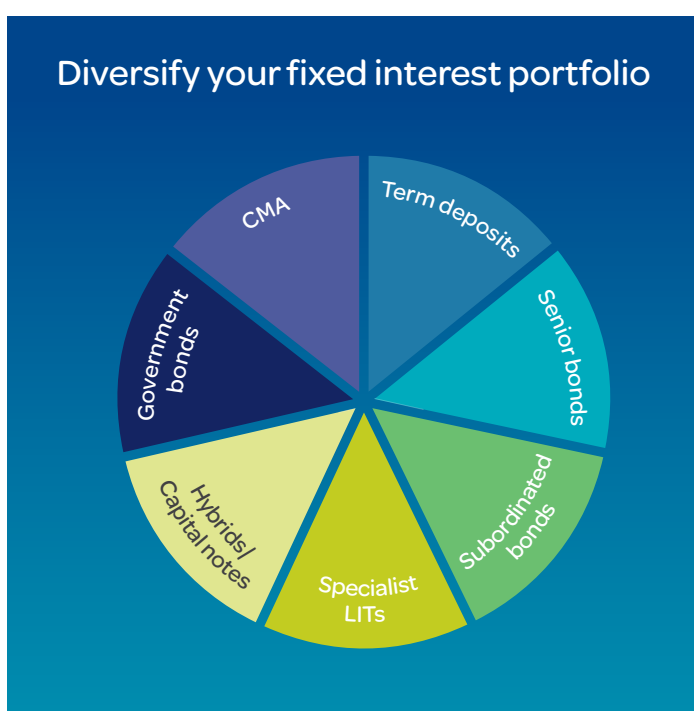
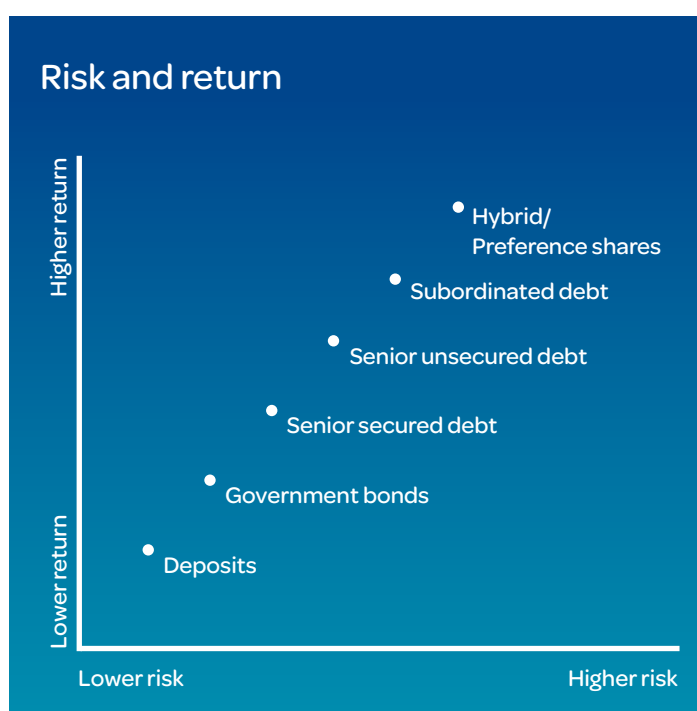
Investors wanting to protect their portfolio against rising inflation can also access ASX-listed exchange-traded indexed bonds. Indexed bond values adjust over time in line with changes in the inflation rate thus preserving their real value; this adds another interesting dimension to the portfolio diversification equation.

Foreign currency deposits

Investors can also incorporate a view on the value of the AUD against other major currencies by allocating a portion of their portfolio to foreign currency deposits. Subject to some product restrictions, Morgans offers bank deposits in USD, GBP, HKD, EUR and JPY.

Exchange-traded bonds (XTBs)

XTBs provide investors with direct ASX-listed exposure to a range of fixed and floating rate senior ranking corporate bonds. XTBs offer all the economic benefits of owning bonds issued by some of Australia's largest companies such as BHP, Qantas, Lend Lease and Telstra, to name a few.



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