





full extent of the upswing," Johnston says.

"To an extent it's a perennial problem. Historically there has always been this issue that investors underperform the asset classes they're in because of the timing of flows. Because planners are dealing with clients day-to-day, they're aware of this issue."

Kurt Jeston, division director in Macquarie Securities Group, says ongoing market volatility means planners are looking for investment solutions that allow them to "weather the storm during these more turbulent times".

"In particular, they are looking to offer their clients exposure to investments offering higher growth potential; however, they have also highlighted their shift in appetite towards more transparent and simple structures," he says.

Thirty five per cent of planners intend to use more direct equities over the coming year, while only seven per cent are planning to decrease their use.

Almost 30 per cent plan to increase their use of capital protected products versus only nine per cent planning a decrease.

"We're working with a number of planners who are keen to give their clients access to equities following recent market falls, but are concerned about ongoing volatility," Jeston says.

"So we're developing investment solutions in conjunction with these advisers that provide this exposure for their clients but with features that help to mitigate the risks in the current market." ■