

Mr. Jeremy Cooper
Panel Chair,
Super System Review
GPO Box 9827
MELBOURNE VIC 3001

18th February, 2010

Mr. Cooper,

RE: Super Review: Phase Three -Call for Submissions.

There is good reason for senior Australians to explore the options provided through equity release in order to meet the challenge of funding their retirement and the family home is now an intrinsic part of the planning process.

The strategies for equity release are diverse. For some retirees they are an effective means to supplement income or to provide access to capital. For others, they can be a tool to help manage market volatility. For frail retirees with poor health, it can provide them with choices for accessing the care they need and provides the ability to pay the aged care fees.

When used effectively, equity release can help a retiree to access the significant wealth they have accumulated in an illiquid asset in order to more effectively live the life that they choose, beyond their working years.

Importantly, the availability of equity release through an efficient and ethical market, may assist Government to develop Retirement Income policies that are fair and which take proper account of the financial capacity of senior Australians in order that taxpayer support is directed to those who are most in need.

On behalf of the Senior Australian's Equity Release Association (SEQUAL), I am pleased to respond to your invitation to provide a submission to assist the panel for the review into the governance, efficiency, structure and operation of Australia's superannuation system.

Regards,



Kevin Conlon M.App.Fin.
Chief Executive -SEQUAL