

The tools we use to manage portfolios

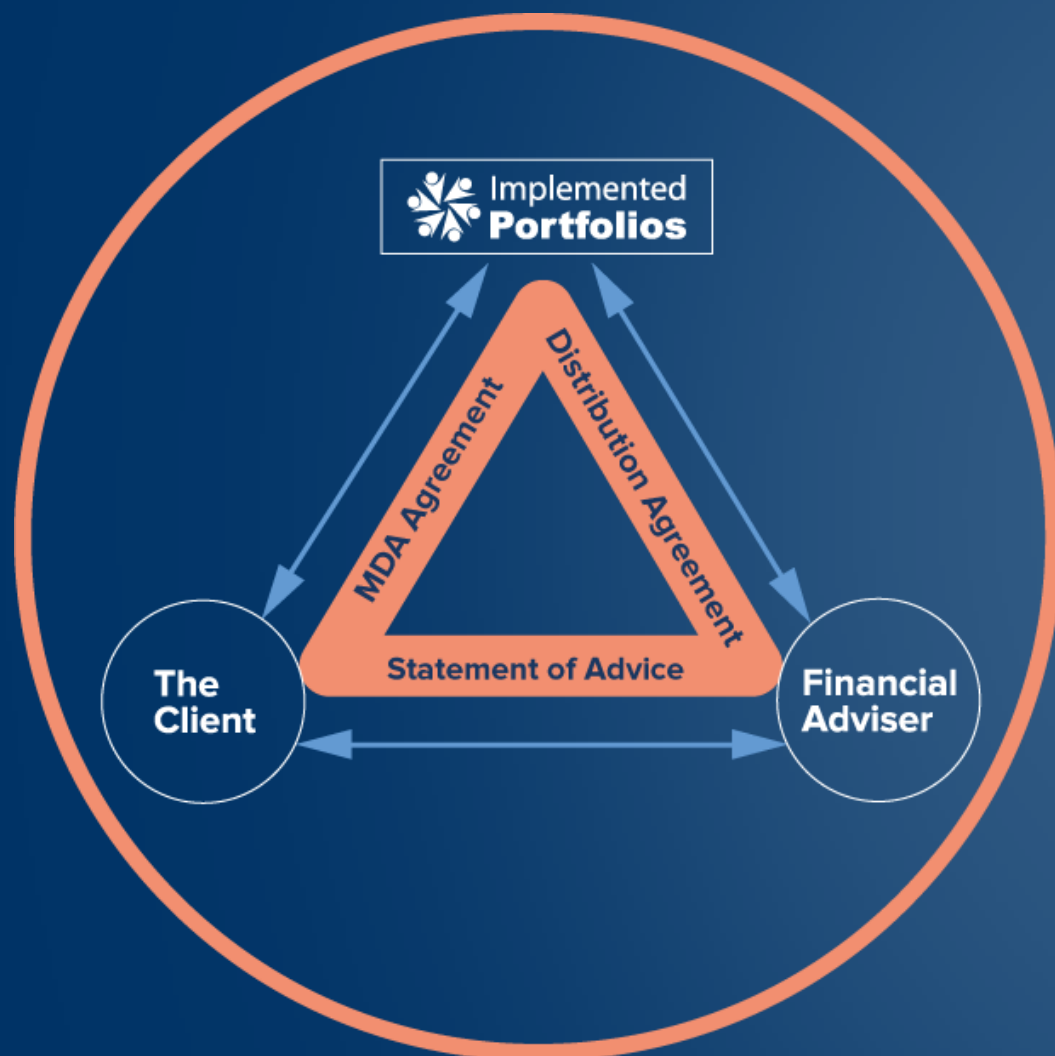


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Implemented Portfolios – MDA Service model



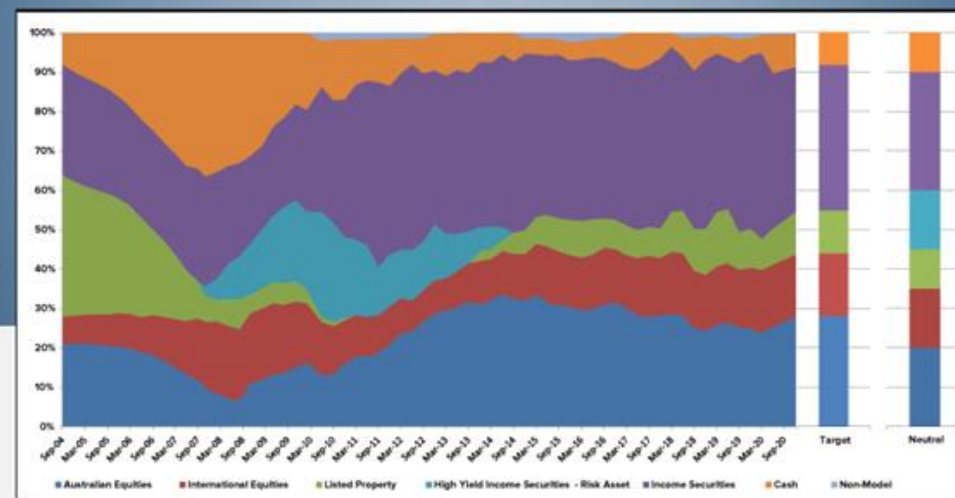
- 1 IPL is a Managed Discretionary Account provider, offering -
- 2 An Individually Managed Account (IMA) service to retail clients (via AFSLs and IFAs);
- 3 Several non-custodial IMA services (Super and Non-Super) via designated investor directed portfolio service (IDPS) platforms (they are currently Netwealth and BT Panorama)
- 4 A single MIS portfolio via a life insurance bond structure offered by Centuria Life.
- 5 Provided with DAA based Investment Models constructed with ETFs, Australian and Global shares and defensive securities
 - By providing advisers with a world class, technology enabled, individually managed accounts (IMA) service, we are freeing up precious business hours, streamlining the advice process and allowing both advisers and clients to focus on their financial values and goals.

Technology

netwealth

Implemented
Portfolios

Dynamic Asset Allocation



ETF Models

- 1
- 2
- 3
- 4
- 5

Direct Equity Models Joseph Palmer & Sons

- 3A
- 4A
- 5A

Implementing an IMA within a model portfolio

- **Model mandates vs individual customization**
- **“Do it with/for you” – consultative service proposition**
- **Technology enabled**

Choose timeline to implementation



Optimise after tax returns



Take into account clients' individual preferences



In-Specie holdings in & correlate or reserve, Include /exclude



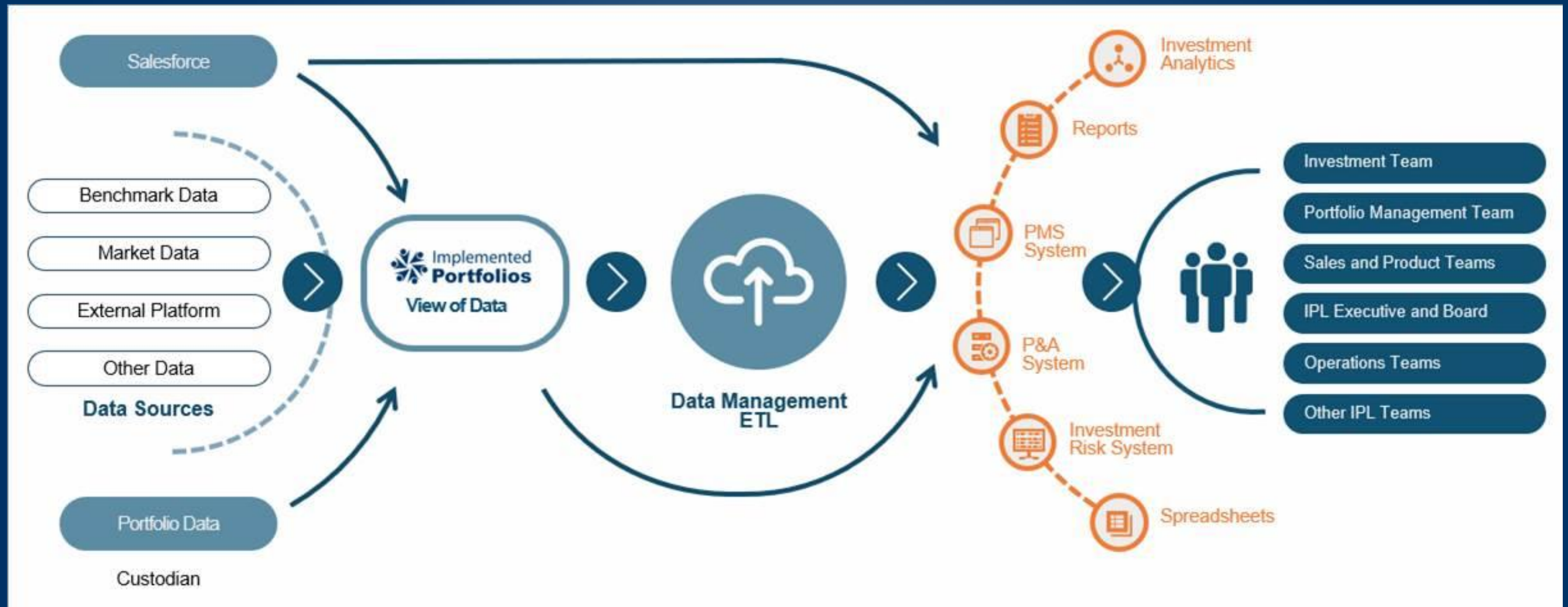
Treat new money differently to old



Implementation – trading & execution expertise

- ✓ **IP controlled across all admin/custody platforms**
- ✓ **Specialist in ETFs – portfolio construction and execution**
- ✓ **Value-add in outsourcing conversation**
- ✓ **Deep market relationships globally**

Technology stack and data flow



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