Much more than efficiency:
Managed Accounts, you and your clients

Perpetual Private

IMAP
MANAGED ACCOUNT
AWARD FINALIST
AUSTRALIAN EQUITIES

IMAP
MANAGED ACCOUNT
AWARD FINALIST
MULTI ASSET

Trust is earned.

Perpetual

Why Managed Accounts?

Trim costs, grow your client base

By driving efficiencies in your practice and your client interactions, Managed Accounts make your advice more affordable to a growing cohort of mass affluent clients.

Diversity and simplicity

With Managed Accounts you can offer your clients the personalisation benefits of very wide diversification whilst releasing them from the stress of constant investment decision making.

Tax effectiveness

Beneficial ownership means you can optimise your clients' tax position – there's no 'inherited' CGT and portfolios can be shaped for your clients' unique tax situation.

Scale that works for you and your client

You can build bespoke portfolios – at scale – to meets the needs of multiple clients. When markets throw up new risks or opportunities, you can respond – fast – to preserve or deploy capital across your client base.

Practice efficiency that goes to your bottom line

75.7% of advice firms say Managed Accounts improve business efficiency (Netwealth AdviceTech 2021 report).

Nurture more engaged clients

Managed accounts deliver transparency and simplify reporting. They free up time to spend with clients and better meet the needs of next-Gen digital native clients. Over 35% of advisers believe Managed Accounts boost client engagement (Netwealth AdviceTech 2021 report).

Why partner with Perpetual Private?

Cost-effective access to institutional-quality investments

Our scale and long-term relationships means we can access favourable pricing from best-in-class specialist managers around the globe.

Advice market expertise

Our experience as an investment house and adviser licensee means we understand the needs of advisers and are committed to growing and strengthening the advice sector.

Ongoing investment support

You gain access to all of Perpetual Private's investment insights and client comms including market updates, performance commentary, and research papers.

Broad investment capability

Large in-house investment capability includes a dedicated Direct Equities team and expert Multi-Manager team covering all asset classes.

Trusted brand with diverse capabilities

Perpetual Private is part of an ASX-listed, diversified financial services company, with a global footprint and origins dating back to 1886.

Fiduciary heritage

Born as a trustee company and working closely with clients in the Philanthropy and Native Title space, Perpetual Private's culture is all about the clients' best interests.

Perpetual Private Managed Accounts

Everything you need

Adviser support

Including Fund Manager presentations, option to white label, and a dedicated investment specialist team.

Manager selection

Our best ideas can be accessed via multi-manager model portfolios or implemented solutions. Perpetual Private's scale and relationships can give us access to local and offshore specialist managers at significantly reduced fees, providing you cost-saving opportunities whilst having access to institutional-quality investments.

You and your client

Australian equities

Direct, tax-effective Australian equities managed by a dedicated research team across three portfolios: Core, Wealth Accumulator (small cap tilt) and Responsible Investment.

Asset allocation advice

Using our capital market assumptions, the team undertakes modelling and risk budgeting to define and set asset allocation and risk profiles including Cautious, Conservative, Diversified, Balanced, Growth and High Growth.

Alternatives

Add low-correlation returns to client portfolios via two fund-of-fund alternatives options: Perpetual Private's Growth Opportunities Fund and Income Opportunities Fund. Perpetual Private Managed Accounts also offer access to wholesale alternative offers.

Client support

Perpetual Private keeps your clients in touch via comprehensive reporting, portfolio transparency, and Quarterly Market Updates.

Building our Managed Accounts partnership

Mutual discovery

The discovery process is all about building an **understanding** of:

- your business
- current investment methodology
- client segments

Then we:

- **Share** the Perpetual Private investment philosophy and process
- **Outline** the Perpetual Private Managed Accounts offer
- **Agree** on how to shape our partnership

Build the structure

We discuss and agree on portfolios -

Strategies:

- Direct Equities and/or Multi-manager
- Alternatives
- ESG and Responsible Investing

Investment parameters:

- Asset allocation
- Risk profiles
- Objectives
- Liquidity
- Fee budget / fee rebates

Set up

Perpetual Private engage with platforms on your behalf and manage your portfolios through the platform approval process.

Perpetual Private manages all investment information for disclosure documents and works through the establishment agreements with all relevant parties.

Implementation

Perpetual Private **supplies**:

- Advice process support, e.g., Statement of Advice investments content
- Support with onboarding and transition to managed accounts
- Marketing collateral
- In-depth comms on investment theses, stock information, plus underlying manager fund profiles

Ongoing support

Reporting:

- Portfolio performance and commentary

Communications:

- Monthly Market Chat
- Quarterly Market Update
- Detailed corporate actions
- Commentary on portfolio changes

Operations:

- Perpetual Private submit trade instructions to the platform

Oversight & Governance:

- Perpetual Private monitor and rebalance portfolios
- Quarterly investment forum with adviser group

Perpetual Private Investment Research Team

Overview

Kyle Lidbury
Head of Investment Research
(10/21)

Multi-manager Research

- **Lydia Kav** — Head of Manager Research (1/26)
- **David Blunt** — Portfolio Manager (7/13)
- **Hugo Agudo** — Portfolio Manager Fixed Income (6/21)
- **Eddie Lee** — Senior Research Analyst (0/11)
- **David Cohen** — Senior Research Analyst (0/23)
- **Adam Elliott** — Portfolio Analyst (1/7)
- **Gregory Kynoch** — Research Analyst (8/11)

Direct Equities Research

- **Stephen Kench** — Head of Direct Equities (12/27)
- **Daniel Nelson** — Portfolio Manager (10/15)
- **Stella McMullen** — Portfolio Manager (15/15)
- **Vacant** — Senior Research Analyst
- **Damen Kloeckner** — Research Analyst (4/8)

Investment Operations

- **Mylee Trinh** — Investment Implementation Manager (5/11)
- **Jing Liu** — Quantitative Analyst (2/8)
- **Ryan Lester** — Reporting Analyst (2/2)

Investment Directors

- **Andrew Garrett** — Investment Director (3/18)
- **Emily Barlow** — Investment Director – Aged Care (1/10)

Managed Accounts

- **Amanda Chow** — Head of Managed Accounts (0/17)
- **Jai Sartori** — Investment Associate (1/1)

(Years at Perpetual/Years experience)

Depth and expertise

- **Perpetual Private Investment Committee**
  (6 members including 2 independent members)
- **Perpetual Private Investment Research**
  (Manager research, 7
  Direct Equities, 5
  Other investment specialists, 8)
  - **Asset consultant**
    Cambridge Associates
    (Over 100 analysts/ researchers across the globe)
  - **External Research Houses**
  - **External Managers**
    (Quarterly meetings with leading market managers globally)

The Perpetual Private investment philosophy: We seek to protect, then grow

Our trustee heritage - working in our clients' 'best interests' - means we develop investment portfolios focused on **clients**' needs.

We take a **long-term approach** to investing. It's more tax-efficient, reduces transaction costs and allows time for assets purchased at a discount to move towards their underlying value.

We manage client portfolios **prudently** - and focus on providing downside protection.

We believe **quality investments** will outperform in the long run. Quality provides downside protection in tough times and higher return potential when markets have momentum.

We can structure a **sustainable and ethical** portfolio that aligns with client values ***and*** aims to achieve attractive long-term returns.

Our investment principles underpin our philosophy

Active management

We believe markets are often inefficient and as a result **active management** can deliver excess risk-adjusted returns over time.

Comprehensive research

All investment managers need intellectual honesty, humility and a thorough process for **understanding** an investment opportunity. We enshrine these principles in our asset management teams and demand them from external managers.

Genuine diversification

We believe superior risk-adjusted returns come from strategic **asset allocation** and **intelligent diversification** across asset classes, strategies and managers.

Value

For both traditional and alternative asset classes, acquisition price – **valuation** - is a core driver of returns. Disciplined capital allocation is the key to superior long-term returns.

Perpetual Private portfolio options

Overview

Portfolios can be white-labelled with your business name, or tailored to your requirements.

Multi-asset – Risk profiles
(including and excluding Alternatives)

Cautious (100/0)*	**Conservative** (60/40)*	**Diversified** (40/60)*
Balanced (28/72)*	**Growth** (15/85)*	**High Growth** (2/98)*

*(Defensive % / Growth %)

Implemented Portfolios – Sectors

Australian Share	**International Share**
Fixed Income	**Real Estate**

Direct Equities

Wealth Accumulator portfolio
Benchmark: S&P/ASX300

Responsible Investment portfolio
Benchmark: S&P/ASX300

Core portfolio
Benchmark: S&P/ASX100

Alternatives

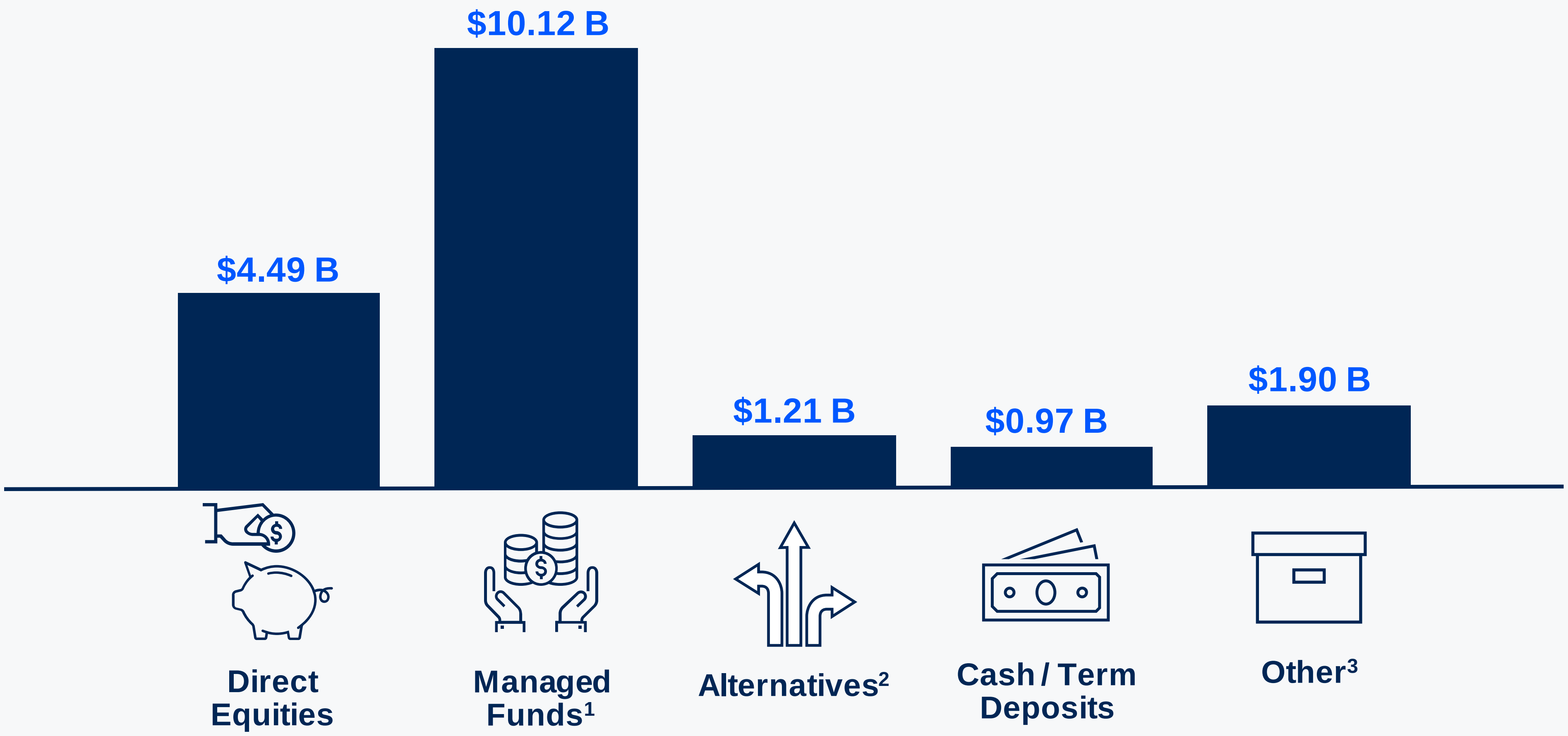
Perpetual Growth Opportunities Fund

Perpetual Income Opportunities Fund

Access to wholesale alternative offers

Perpetual Private Investment Research Team

Funds Under Advice



As at 31 March 2022.

[1]Excludes all client Alternatives exposure.

[2] Comprised of the Perpetual Income and Growth Opportunities funds and the Alternatives portion of Perpetual's Select Diversified Funds.

[3]Comprised of client property, other assets and investment holdings held on external platforms.

Direct Equities portfolios
Overview

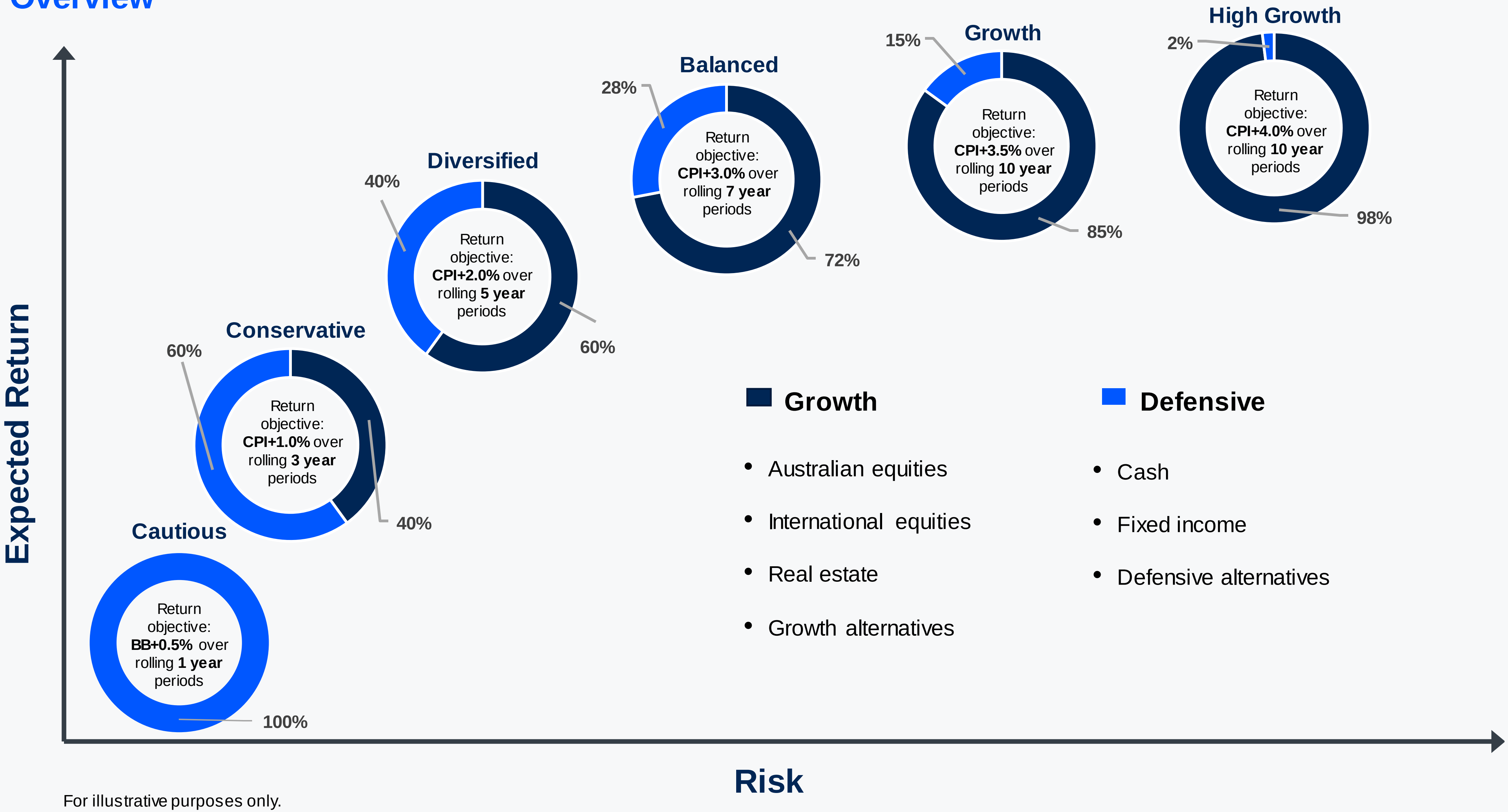
	Core	Wealth Accumulator	Responsible Investment
Portfolio description	Represents our best combination of ASX100 stock ideas diversified across industries.	Provides up to 25% exposure to small-cap holdings from outside the ASX100.	Companies are evaluated and scored across additional ethical and ESG criteria. [1]
Benchmark and investable universe	S&P/ASX100	S&P/ASX300	S&P/ASX300
Number of holdings	15-25 stocks	20-30 stocks	20-30 stocks
Objective	Aims to outperform the S&P/ASX100 over rolling 5-year periods.	Aims to outperform the S&P/ASX300 over rolling 5-year periods.	Aims to outperform the S&P/ASX300 over rolling 5-year periods.
Who is it designed for?	For clients looking for moderate growth opportunities but are sensitive to large declines in portfolio values.	For clients with a longer-term view and an ability to accept short-term volatility in pursuit of potential higher returns.	For clients conscious of the social and ethical implications of where their money is invested and are seeking long-term capital growth with reduced short-term volatility.
Inception date	30/06/2010	30/09/2011	30/06/2015
Portfolio manager	Stephen Kench, CFA	Stella McMullen, CFA	Daniel Nelson, CFA

[1]Ethical screen: A company is excluded from the universe if it generates 5% or more of revenue from: Alcohol, Tobacco, Gambling, Armaments, Fossil fuel production, Nuclear power, Genetic Engineering, Pornography. ESG screen: Highly risky activities or poor behaviours receive negative scores and positive scores are awarded to ESG-positive activities and risk management techniques. An aggregated non-negative score passes.

Refer to Perpetual Private's Responsible Investment Policy (July 2022) at the following link for more information: http://www.perpetual.com.au/perpetual-private-responsible-investment-policy

Multi-manager multi-asset portfolios

Overview



For illustrative purposes only.
Source: Perpetual Private Investment Research Team.

Adviser support and client communications
Keeping you informed

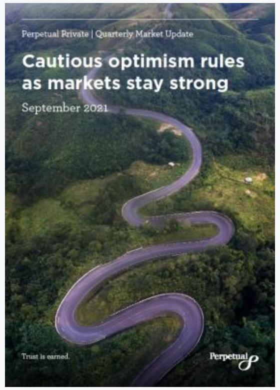
Our suite of adviser support and client material include:

- **The Monthly Market Chat** Market outlook and investment update by the Perpetual Private Investment Research Team
- **Fund manager presentations** Regular presentations by fund managers
- **Strategic asset allocation** Annual portfolio 'health check' shared with advisers
- **Quarterly Market Update** Newsletter and short video covering market and asset class outlook and performance

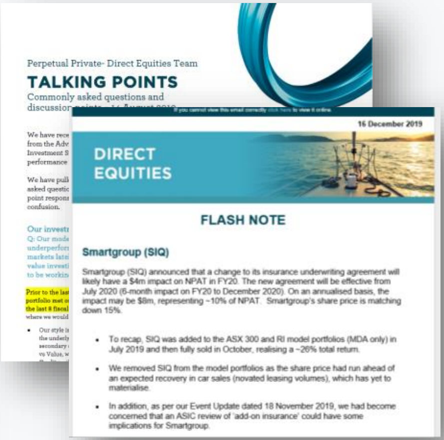
For our Direct Equities portfolios:

- **Stock (company) updates** Annual company overview, half-yearly event updates, and Flash Notes
- **Ad-hoc research notes** Market-moving trends, macro events, and frequently asked client queries
- **Talking Points** Research notes addressing investment themes

Quarterly Market Update
June 2021 video update



Quarterly Market Update
September 2021 Report



For illustrative purposes only.

Want to know more?

Contact us about Perpetual Private's Managed Account solutions

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Disclaimer/important information

For more information about the IMAP Managed Account Industry Awards 2022, please visit: https://imap.asn.au/imap-awards-2022

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