



IMAP Conference

Engaging with Family Office and HNW clients

Michael Karagianis
Head of Family Offices and Wealth Partnerships
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About JANA



PURPOSE

To improve the lives of millions of Australians through superior investment outcomes for our clients.



OWNERSHIP

JANA is fully owned by our senior staff members. We have been proactive with staff retention & the alignment of staff with our business.



RESEARCH

Genuine global research platform. We understand what market-leading Wholesale investors are seeking. Conduct over **3,000 investment manager** meetings per year.



HISTORY

Established **1987**.
Now with over **30** years of delivering investment advice. Advice & research is at the core of our business.



STAFF

Over 100 investment professionals & 40 administration and support staff. Depth & quality of team – the majority of whom have dual research & consulting responsibilities.



CLIENTS

Market-leading asset consultant with unparalleled breadth across approximately **85 clients**.



MARKET LEADER

Total funds under advice **\$1.3tn** and Implemented Investments of **\$14bn**
Circa \$7bn under advice and management via advisers and private wealth groups



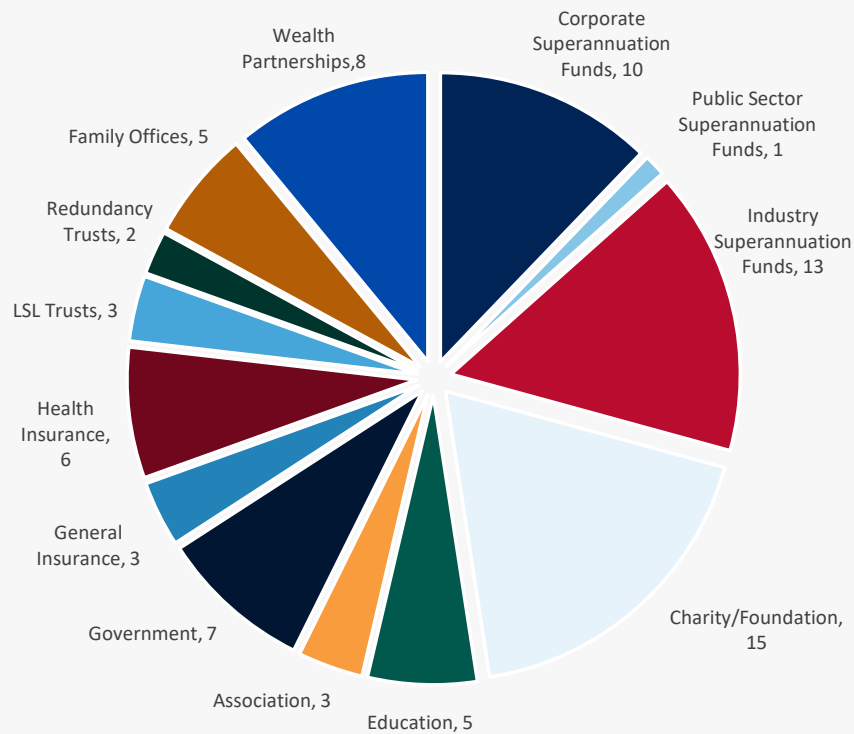
SUSTAINABILITY FOCUSED

Environmental, Social and Governance (ESG) integration in investment processes and enacted ESG Policy and Corporate Responsibility Policy

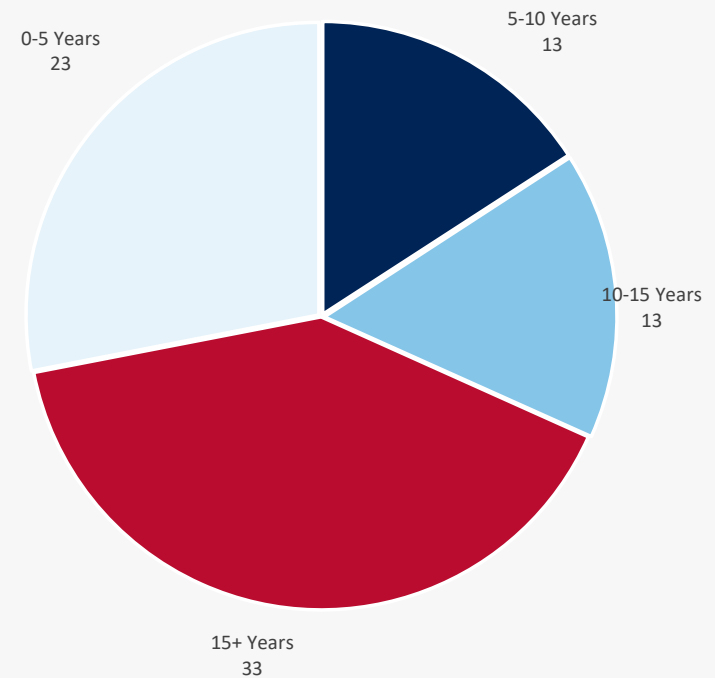
More than 100 Australian based consultants & analysts conducting global research with an Australian client lens

A wide industry cross section of JANA's clients

No. of Clients by Sector



No. of Clients by Tenure



Family office services

INVESTMENT CONSULTING



A range of consulting services available to Family Office clients including:

- Support for or management of tailored portfolio strategies
- Membership of / or advice to Investment Committees
- Manager Selection & Research advice
- Risk management advice & Cash flow modelling
- Investment Governance input
- Implementation and Operational Advice
- Portfolio Performance Reporting

IMPLEMENTED SOLUTIONS



A range of JANA Investment Trusts (JANITs) available for exclusive investment:

- Covering a wide range of asset classes and themes available for wholesale client use only
- Multi manager trusts incorporating JANA's best ideas on manager selection
- Takes advantage of JANA's purchasing power with fund managers
- Wholesale pricing
- Rebates available for scale
- Available for direct investment or via platforms
- Fund Reporting

Family Office Services to Intermediaries

JANA offers consulting services and support to Intermediaries engaging with Family Offices e.g. Private Wealth practices, Multi Family Offices, Family Office Advisers. Services include:



Tier 1 – General Client Services

- Access to JANA Asset Allocation and Manager Research
- Access to JANA's Sector & Capital Markets research
- Portfolio Construction support
- Responsible Investment Research
- Access to Portfolio Risk Analysis
- Access to JANA negotiated fund manager rebates
- Access to wholesale client only research and deals / strategies
- Access to wholesale JANA Investment Trusts (JANITs) with scaled rebates
- Support in developing family office engagement proposition



Tier 2 – Individual Client Services

- Individual Family Office portfolio analysis and recommendations (provided through Adviser)
- Implementation and Operational support to Adviser
- JANA Consultant attendance with Adviser at Family Office client meetings

Appendix

Partnering with Private Wealth Advisors

Flexible engagement model

MANAGED ACCOUNTS



Construction and maintenance of tailored managed account portfolios

- Flexible engagement options
- Advice to Investment Committees
- Asset Allocation input
- Manager Selection & Research input
- Risk management input
- Investment Governance input
- Portfolio Reporting
- Implementation and operational support if required

INVESTMENT CONSULTING



Support for or management of tailored model portfolios and solutions

- Membership of or advice to Investment Committees
- Asset Allocation input
- Manager Selection & Research input
- Risk management input
- Investment Governance input
- Performance Reporting

Flexible menu of services to select from



- Tailored Managed Account Portfolios
- Tailored Model Portfolios
- Asset Allocation Advice (SAA/LTAA and DAA)
- Investment Policy reviews
- Access to JANA's Sector & Capital Markets research
- Manager Research
- Portfolio Construction Advice
- Risk Management Advice
- Investment Committee Membership
- Investment Policy Reviews and Advice
- Investment Governance Advice
- Responsible Investment Research & Policy development
- Tailored Portfolio Reporting
- Managed Account Implementation and Operational support
- Access to JANA negotiated fund manager rebates & deal flow
- Access to wholesale client only research and deals / strategies (e.g. JANITs)

Key Features



What is a JANIT?

- JANA Investment Trusts (JANITs) leverage JANA's scale, expertise and a blend of leading investment managers to deliver superior investment solutions.
- Each trust is appointed with highly experienced fund managers to ensure that the fund is structured to meet its investment objectives.



Investments Held

- Each of the Trusts can hold investments via fund manager mandates and/or other internal or external manager unitised trusts to achieve its investment objective
- The Trusts listed in the IM cover a wide range of different sectors including: shares (Australian, global and emerging markets), debt, property, infrastructure and alternatives, with the majority of the Trusts being multi-investment manager single sector trusts that use an active investment approach.



Who invests in a JANIT

- JANA Investment Trust investors include:
- Clients wishing to access funds and instruments that only institutions could access in the past
 - Wholesale clients who want to invest into long-term returning investments to supplement their mainstream investments
 - Investors wishing to potentially access wholesale fee rates and potential rebates based on FuM invested
 - Investors interested in gaining access to bespoke product types and sectors such as Real Estate Infrastructure, private equities.

JANA Implemented Trusts (JANITs)

JANA Investment Trusts (JANITs)

						
Australian Shares	Global Shares	Property	Alternatives	Fixed Interest	Liquidity	Diversified
• Small Cap • Core • High Alpha • Socially Responsible (SR) • Passive	• Enhanced Index (Hedged & Unhedged) • High Alpha (Hedged & Unhedged) • Emerging Markets • Social Responsible (Hedged & Unhedged) • Passive (Hedged & Unhedged)	• Global Listed Property • Real Estate Trust*	• Alternatives Trust • Diversified Infrastructure Trust*	• Diversified Fixed Income • Short – Maturity Diversified Debt • Multi-sector Credit	• Cash	• Moderate Trust

* Direct Asset Trusts shown in red

Flexibility to Provide a Tailored Portfolio Solution

Wholesale clients only / Wholesale fees

JANA Best Idea Managers

Contact Us



Michael Karagianis

Head of Family Offices and
Wealth Partnerships

Level 9, 255 George Street
Sydney NSW 2000

M: +61 434 070 557
E: michael.karagianis@jana.com.au



John Ryan

Business Development –
Wealth Partnerships

Level 18, 140 William Street
Melbourne VIC 3000

M: +61 438 579 719
E: john.ryan@jana.com.au

Disclaimer

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MELBOURNE OFFICE

Level 18, 140 William St, Melbourne VIC 3000

 (03) 9602 5400

SYDNEY OFFICE

Level 9, 255 George St, Sydney NSW 2000

 (02) 9221 4066