QUESTIONS TO ASK YOUR FIXED INCOME MANAGER

Please complete and email back to your BetaShares Account Manager or info@betashares.com.au

1. Investment strategy and asset allocation outcomes

What are the fund's investment objectives?

In terms of the three objectives of fixed income in asset allocation, which does the fund's strategy focus on?

Do these objectives match my client's needs and complement their overall portfolio?

2. Fund outcomes

Has the fund outperformed its benchmark after fees?

How and why did the fund under/over perform?

How correlated was the fund's performance to equities? Is my client paying fees for "equity beta" in their defensive building block?

What were the fund's spreads during February / March 2020?

3. Future expectations

What are the fund's current characteristics?

- YTM
- Sector allocation
- Duration
- Credit quality
- Correlation with risk assets

What net-of-fee returns can my client expect in a lower rate environment?

Is the client's overall portfolio protected against inflation or deflation?