Integrating Managed Accounts into advice software

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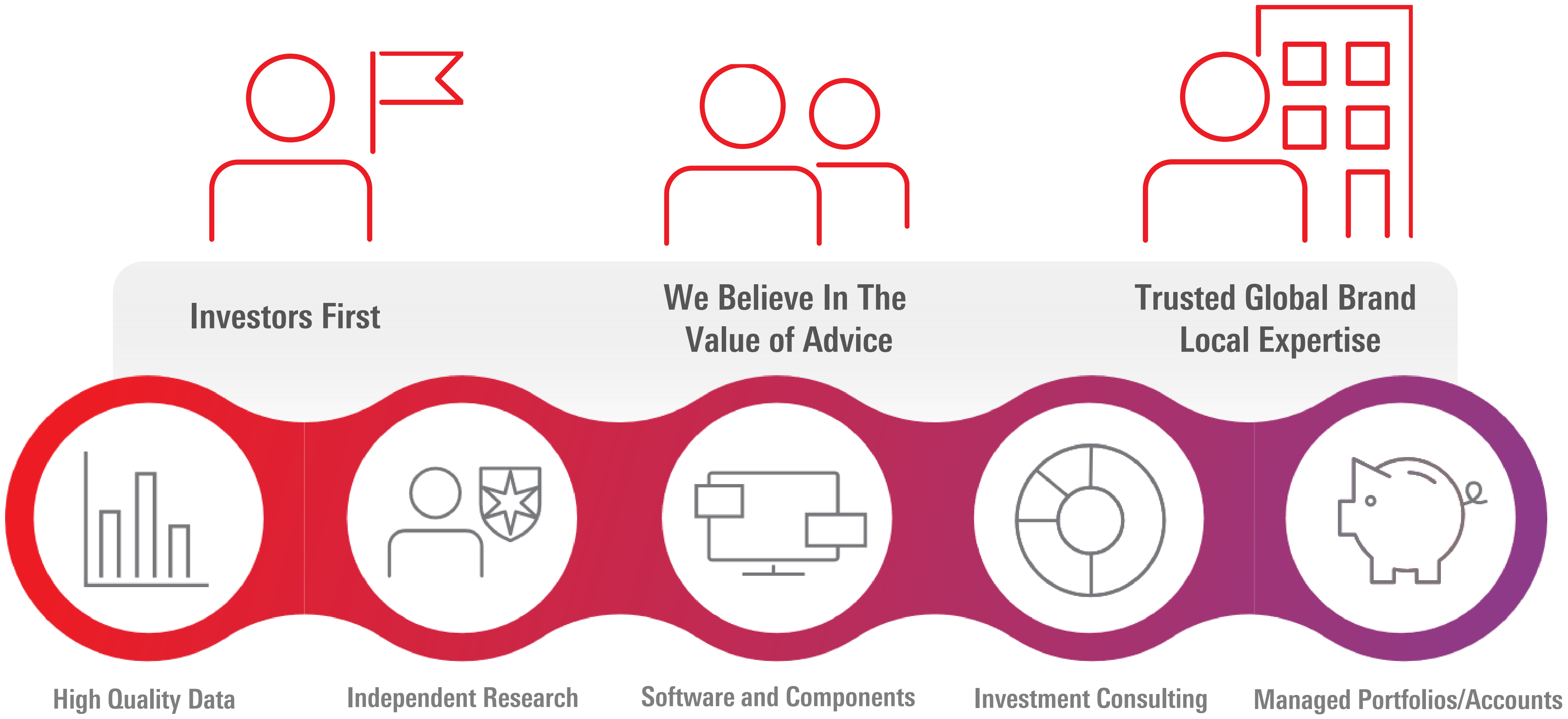


Landscape

- FUM in Managed Accounts – circa $111bn*
- Uplift in Managed Accounts use from 16% in 2012 to > 44% in 2021~
- Multi-sector portfolio uplift largely being driven by MA use
- MA offerings proliferate APL's - overwhelming choice
- Efficiency & scale challenge
- In-house vs Outsourced MA portfolio management

* Source: iMAP 14 Sept 2021
~Source: Investment Trends May 2021

Challenges in Delivery of MA Advice

Key Advice Issue	Common Advice Questions
1. Research and Selection Managed account users assign responsibility to a professional, but still have choice to make	How can I view research on the managed accounts on offer and choose the right one(s) for my clients? How do I differentiate, select and blend MA's in portfolios?
2. Level of Detail Headline SMA vs Underlying Portfolio	How can I see the account at a sleeve level (as a default) but also view at the detailed level (as needed)? How do I view holdings where there may be crossover with clients 'unadvised or non-MA holdings'?
3. Investor Preferences Deviations from Models – ESG, exclusions, large holdings	How can I analyse the holdings and execute exceptions/preferences?
4. Asset Allocation Variances Advice SAA vs Manager TAA + Market movement over time	How can I show the client where the SAA differs from the TAA?
5. Fees Customised Fee & discount arrangements	How do I manage fees on a per platform per account basis?
6. Compliance Complying with FASEA Standard 5, 6 & BID	How do I prove that I've aligned my advice to BID and comply with the standards?

Empowering Investor Success = Client Best Interest

Know Your Client (KYC)

- CRM & Fact Find
- Client Portal
- Portfolio & Insurance Data Feeds
- Risk Profiling
- Behavioural Finance
- Advice Generation & engagement

Know Your Business (KYB)

- Adviser Dashboards
- Business & Client Reporting
- Adviser Onboarding & Oversight
- Revenue Management

Know Your Product (KYP)

- Investment Data
- Product Fees & Features Research
- Investment Research & Ratings
- Portfolio Analysis

Know Your Obligations (KYO)

- Record Keeping
- Compliance Document Generation
- Advice Templates
- Compliance Dashboards

A suite of integrated solutions for advisers and licensees

AFSL Oversight & Revenue Management

AFSL Dashboards allow you to monitor business metrics & network risk. **PayLogic** helps manage revenue and payments to advisers & third parties.

APL Monitoring & Portfolio Reporting

With **Morningstar Direct** you can build portfolios, analyse investments and produce tailored reporting for advisers and investment committees.

AFSL APL & Portfolio Construction Support

Our **Manager Selection** team supports APL, model portfolio & managed account construction & reporting, as an integral part of your Investment Committee.

Independent Research & Data

Adviser Research Centre provides easy access to Morningstar's renowned independent research and data – across equities, funds, ETFs and more.

Financial Planning Software

AdviserLogic is an easy-to-use software platform that empowers advisers to run an efficient business, deliver great advice and engage with clients.

Risk Profiling

FinaMetrica helps create lifetime partnerships by specifically matching client's risk tolerance to tailored investment solutions.

The advice workflow – AdviserLogic end to end capability

Easy to Use **CRM** and **Fact Find** enables seamless capture and update of your clients' full position and communication.

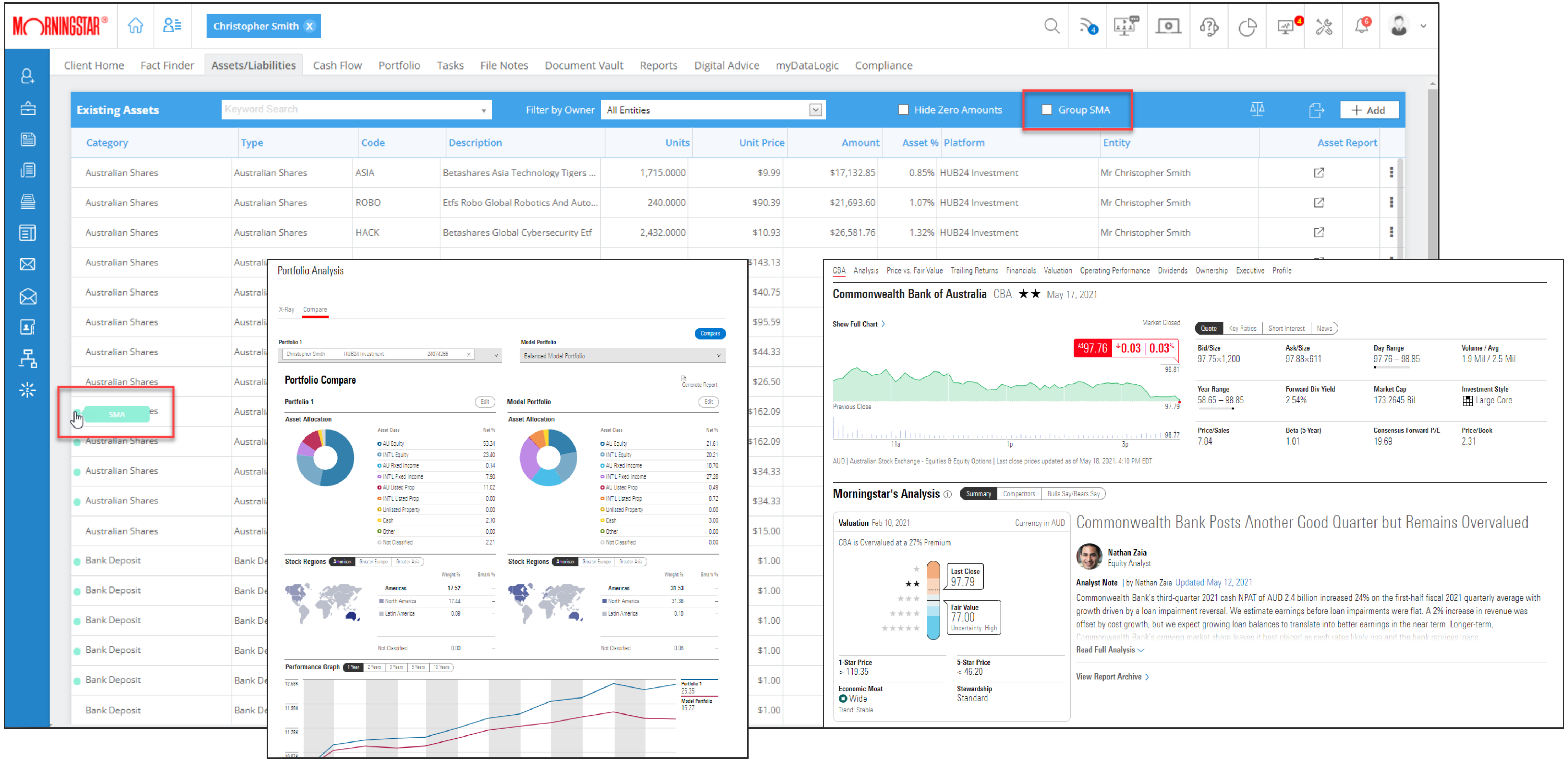
Full electronic office capability with actionable insights through **Dashboards, Segmentation** reporting and **Compliance** tracking.

Research analysis, reporting and **Cashflow** modelling to Demonstrate Value of your Advice.

Portfolio Review reporting and benchmarking and **Fee Disclosure** capability to manage ongoing service agreements.

Digital Advice guided journey, linking clients Goals & Objectives and integrated product comparison delivered through a dynamic SoA Designer.

A more seamless research & financial planning experience



Enhanced product research to support more informed recommendations

Advice Tools

SUPER

Super Research

Compare Super Fund Features

SUPER

Super Fees

Compare Super Fund Fees

INSURANCE

Needs Analysis

INSURANCE

Quoting & Research

NON-SUPER

Platform Research

Compare Platform Features

NON-SUPER

Platform Fees

Compare Platform Fees

Investment Fees & Costs Details: HUB24 Investment

Description	Proportion	Investment Fees & Costs	Investment Fees & Costs Amount $4,458.40
Hearts and Minds Investments Ltd	2.02%	0%	$0
Betashares Asia Technology Tigers Etf	1.52%	0.67%	$114.79
Etfs Robo Global Robotics And Automation Etf	1.93%	0.69%	$149.69
Betashares Global Cybersecurity Etf	2.36%	0.67%	$178.1
Magellan Infrastructure Fund	4.5%	1.21%	$613.38
Ishares Global 100 Aud Hedged Etf	4.6%	0.43%	$222.8
Ishares Edge Msci World Multifactor Etf	5.18%	0.35%	$204.24
Vanguard Australian Property Securities Index Etf	9.79%	0.23%	$253.71
Vanguard International Fixed Interest Index (Hedged) Etf - ...	8.04%	0.2%	$181.13
Russell Invest Aust Responsible Inv Etf - Russell Investme...	[illegible]	0.45%	$238.5
Vaneck Global Clean Energy Etf		0.65%	$161.08
Betashares Climate Change Innovation Etf		0.65%	$168.28
Bennelong Australian Equities Portfolio		0.699%	$1,083
DNR Capital Australian Equities Socially Res		0.56%	$889.69

Bennelong Australian Equities Portfolio

Code	Fund Name	Weight (%)
CSL	CSL Limited	11.28
JHX	James Hardie Industries Plc	7.54
IEL	IDP Education Limited	7.04
ALL	Aristocrat Leisure Limited	6.65
ARB	ARB Corporation Limited	6.54
DMP	Domino's Pizza Enterprises Limited	5.89

Recently Saved Research Parameters

Name	Module
Advice Tools Scenario	Needs Analysi

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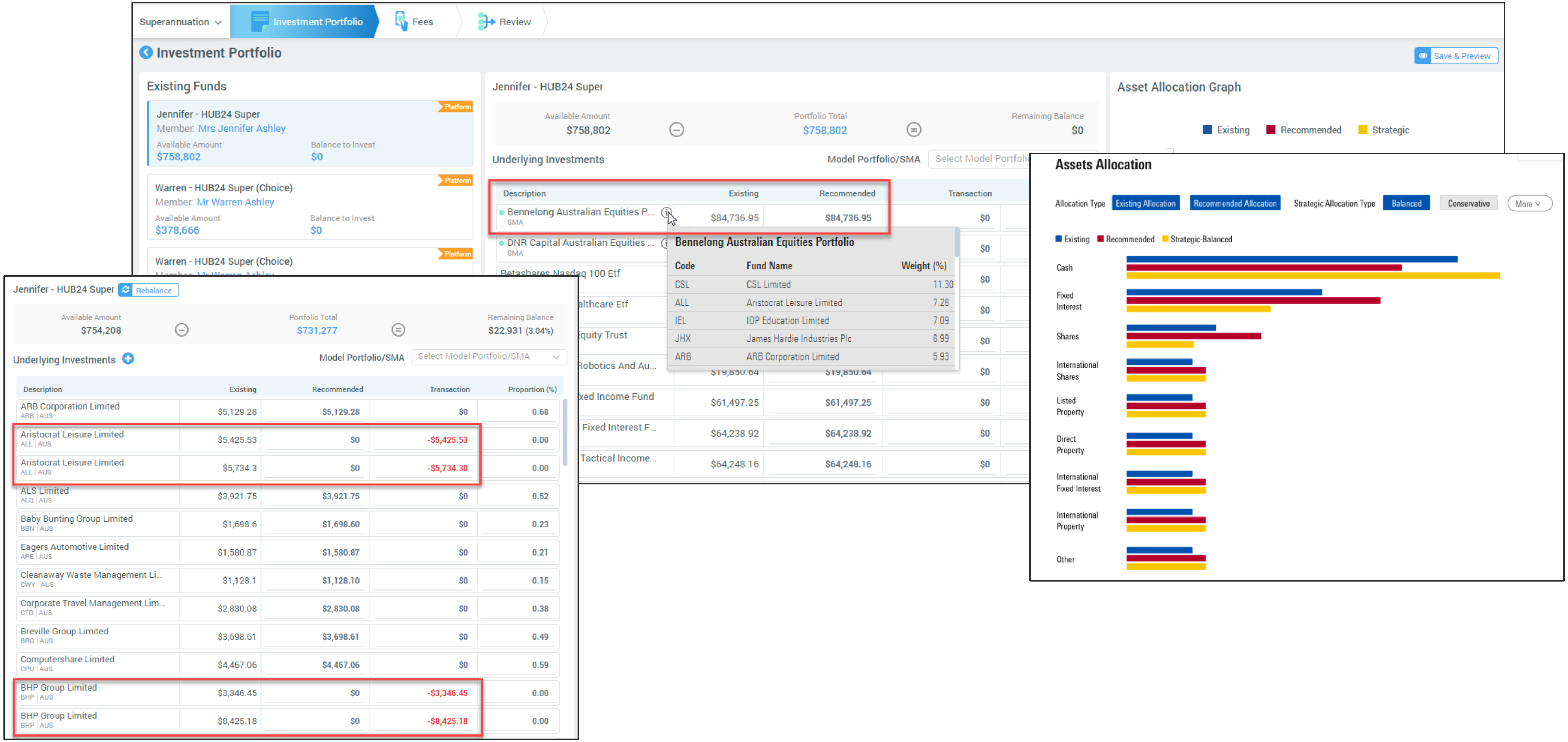
Holding analysis, selection and exceptions



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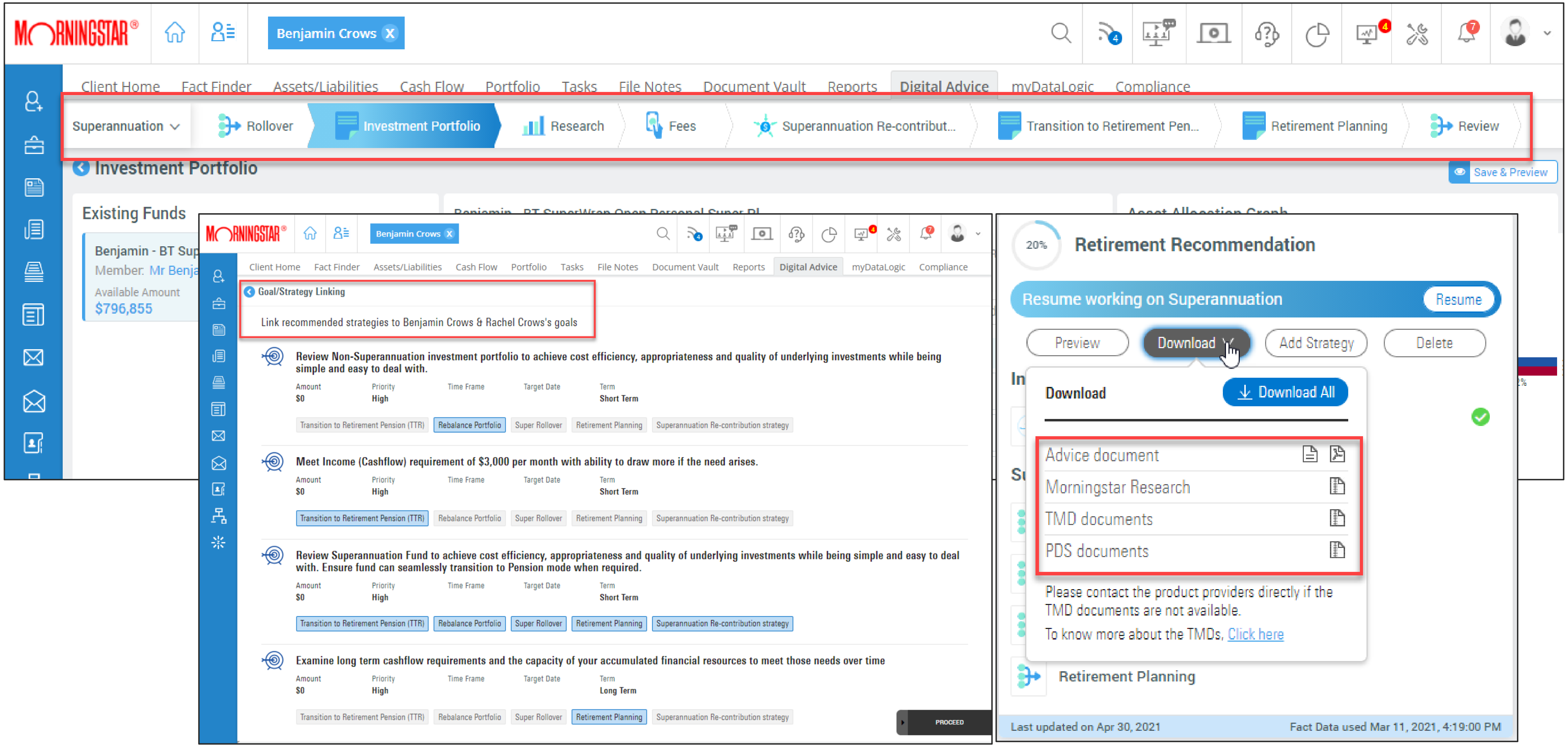
Streamlined & compliant advice delivery



Review management & reporting

Review Meeting Management

30 days | 1/3 advisers selected

Client Name	Review Due By	Status
Ms Samantha Star	18/02/2021 Scheduled today	SCHEDULED
Morningstar Consulting Services	01/05/2021 215 days since overdue	PENDING
		INVITED
		PENDING

Your Portfolio | Valuation

Both the overall balance of your account(s) and the amount of each underlying investment which form the account, is reflected below.

Chris

	Code	Units	Un
HUB24 Investment			
ALS Limited		492.00	
Amcor Plc - Cdi 1:1 Foreign Exempt Nyse		302.00	
ARB Corporation Limited		196.00	
Aristocrat Leisure Limited		230.00	
Aussie Broadband Limited		942.00	
Baby Bunting Group Limited		576.00	
Betashares Asia Technology Tigers Etf		1,715.00	
Betashares Climate Change Innovation Etf		1,726.00	
Betashares Global Cybersecurity Etf		2,432.00	
BHP Group Limited		350.00	
BHP Group Limited		168.00	
Breville Group Limited		98.00	
Breville Group Limited		205.00	
Cap Note 3-Bbsw+2.80% Perp Non-Cum Red T-12-22		600.00	
Cap Note 3-Bbsw+3.20% Perp Non-Cum Red T-09-25		600.00	
Cap Note 3-Bbsw+3.70% Perp Non-Cum Red T-04-			

Your Portfolio | Performance

Detailed Performance - 29 November 2020 to 28 November 2021

Performance - Chris

Investments	Market Value at Start	Market Value at End	Income	Income and Growth	Return
HUB24 Investment					
Betashares Climate Change Innovation Etf	-	$25,890	$0	$3,859	17.52%
Betashares Global Cybersecurity Etf	-	$26,582	$0	$6,609	33.09%
Etfs Robo Global Robotics And Automation Etf	-	$21,694	$0	$1,828	9.20%
Ishares Edge Msci World Multifactor Etf	-	$58,354	$247	$7,944	15.68%
Ishares Global 100 Aud Hedged Etf	-	$51,813	$0	$2,389	4.83%
REA Group Ltd	-	$4,376	$18	$724	13.25%
REA Group Ltd	-	$1,621	$6	$196	12.41%

- Dashboard notifications
- Practice workflow management and segmentation
- Comprehensive investment reporting

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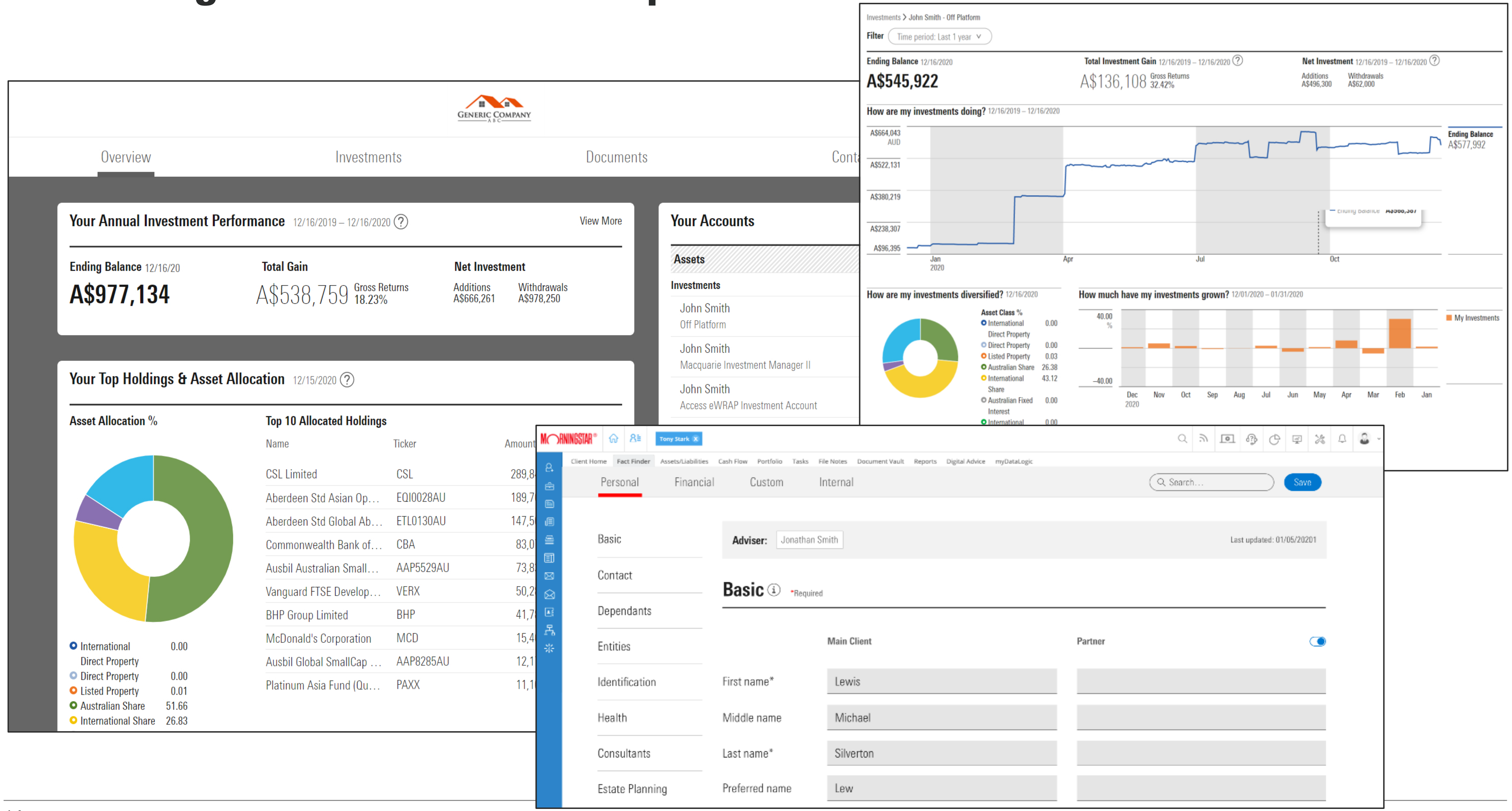
Enhancing the adviser-client experience



Licensee and Adviser solutions

KEY PROCESSES

- Licensee Management, Analytics & Compliance
- Engage & Discover
- Analyse & Develop
- Advice Delivery
- Ongoing Review & Management
- Practice Management & Compliance

SOLUTIONS FOR LICENSEES

Adviser Management	Dashboards	Revenue Management

SOLUTIONS FOR ADVISERS

CRM & Workflows	Client Wealth Portal	Digital Fact Find
Risk Profiling	Cash Flow Modelling	Scenario Comparison
Product Research & Comparison	Advice Document Generation	Investment Reporting
Secure Record Keeping	Practice Insights	Compliance & Disclosure

Integrations

Data Feeds
Investment & Insurance data feeds from over 30 providers

Direct Integrations
with Xeppo, myProsperity, MailChimp

Zapier Connectivity
with 3000+ apps – Office 365, Outlook, Google, Salesforce, Calendly…

Questions?