

COLONIAL FIRST STATE MANAGED ACCOUNTS

AVAILABLE SOON VIA FIRSTWRAP

We know how important it is to have access to the right mix of investment options for your clients and your business – that's why we have created a managed account solution available to FirstWrap advisers.

With ASX share managed account portfolios, no brokerage fees, and access to professional portfolio managers, Managed Accounts via FirstWrap provide a cost effective and administratively efficient solution.

Colonial First State has maintained a strong belief in the value of advice and we see managed accounts as a key way that we can provide support and drive efficiencies in your business.

What does this mean for you? More time to spend seeing clients, growing your business and developing strategies, and less time on paperwork and routine administration.



What are Managed Accounts available via FirstWrap?

With advisers looking for greater flexibility and efficiency while reducing risk – such as during trading and settlement – managed accounts are an alternative solution which advisers are increasingly turning to. As an investment option within FirstWrap Plus, sitting alongside the other available investment choices, Managed Accounts via FirstWrap are portfolios of investments managed by professional portfolio managers.

Managed Accounts via FirstWrap allow clients to provide the portfolio manager with full discretion over investment decisions. This reduces the need to prepare Records of Advice (ROAs)

for clients when adjusting a portfolio, providing a streamlined and agile investment process. This is possible as Managed Accounts via FirstWrap operate under a registered Managed Investment Scheme (MIS) structure.

As a non-unitised investment option, investors have beneficial ownership in the underlying securities, not units in a fund. This means greater transparency as the client can see exactly where their money is invested and what decisions have been made on their behalf.

Why Colonial First State Managed Accounts available via FirstWrap?

Advisers can set **clients preferences** at an account level, allowing the benefit of a streamlined business model while retaining the ability to cater for different client requirements (eg, ethical and social considerations, tax or other preferences).

Asset transfer existing listed security holdings on the FirstWrap platform across to a managed account portfolio, retaining the cost base and while not paying any tax (if no change in beneficial ownership) or brokerage cost.

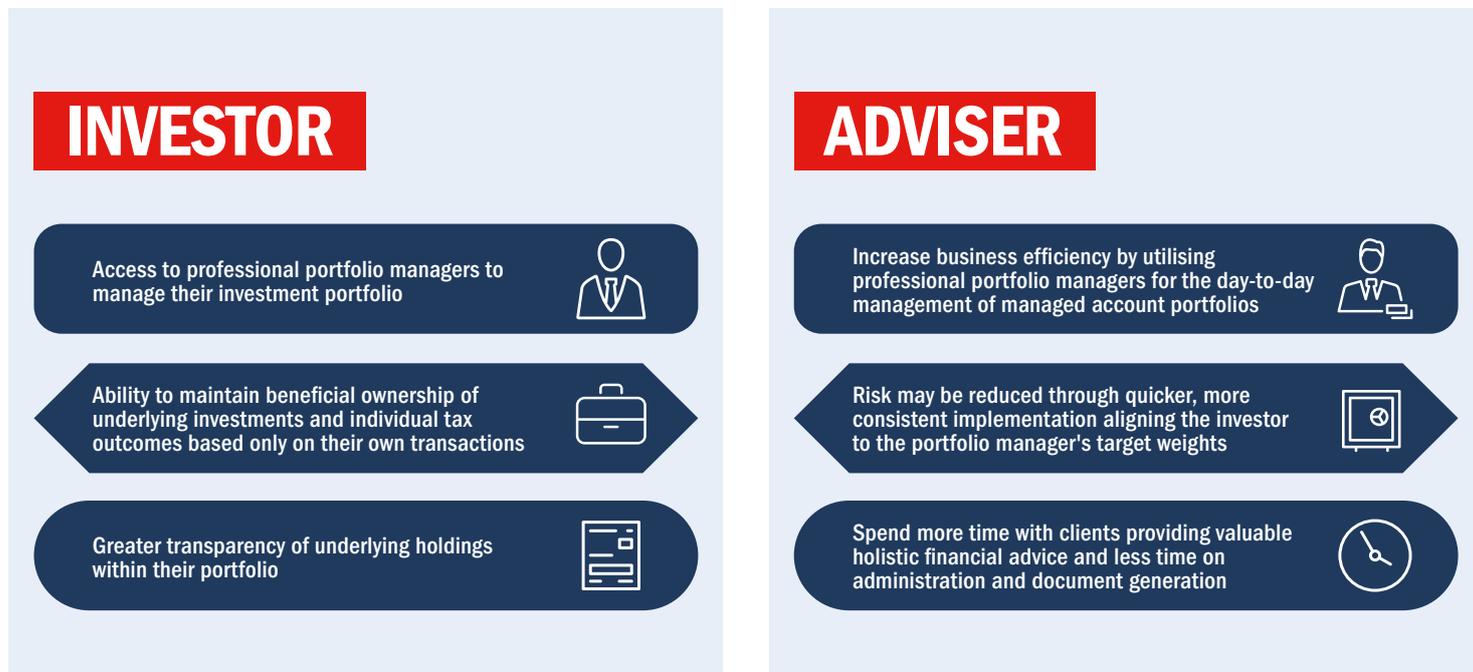
No brokerage is charged to clients when trading within the managed account portfolio.

Floating models mean portfolio manager weightings move in line with the market and transactions are minimised.

The reputation and strength of Colonial First State.

Background on managed accounts ...

While managed accounts have been around since the 1990s, they have had a relatively slow uptake in the Australian market. This has changed significantly over the last two years where we have seen an alignment of the benefits for advisers and investors.



The Colonial First State Managed Accounts on FirstWrap offering is underpinned by the award winning service and administration of the FirstWrap platform, combined with the appointment of leading technology solutions' supplier IRESS, to provide the behind-the-scenes managed account technology.

How do Managed Accounts via FirstWrap work?

Managed Accounts via FirstWrap sit as an investment option available within FirstWrap Plus Super, Pension or Investments accounts, just like listed securities, managed funds and term deposits.

A range of portfolios has been developed by professional portfolio managers. This menu of managed account portfolios is available to all advisers and clients¹ as part of FirstWrap's comprehensive investment menu.

Trading occurs via the new look Trade centre, which has been enhanced for greater ease of use. Managed account portfolios can be selected and traded alongside all other existing assets in a client's account.

Rebalancing

The managed account will be continually monitored and rebalanced to align the client to the portfolio manager's portfolio of investments and target weights. There are no brokerage costs charged to clients when trading within a managed account.

FirstWrap will act on instructions and liaise closely with the portfolio managers and the responsible entity to manage the rebalances and compliance across accounts.

Portfolio implementation and rebalancing, client preferences, order routing and settlement is all managed by FirstWrap utilising IRESS managed account technology.

Floating models

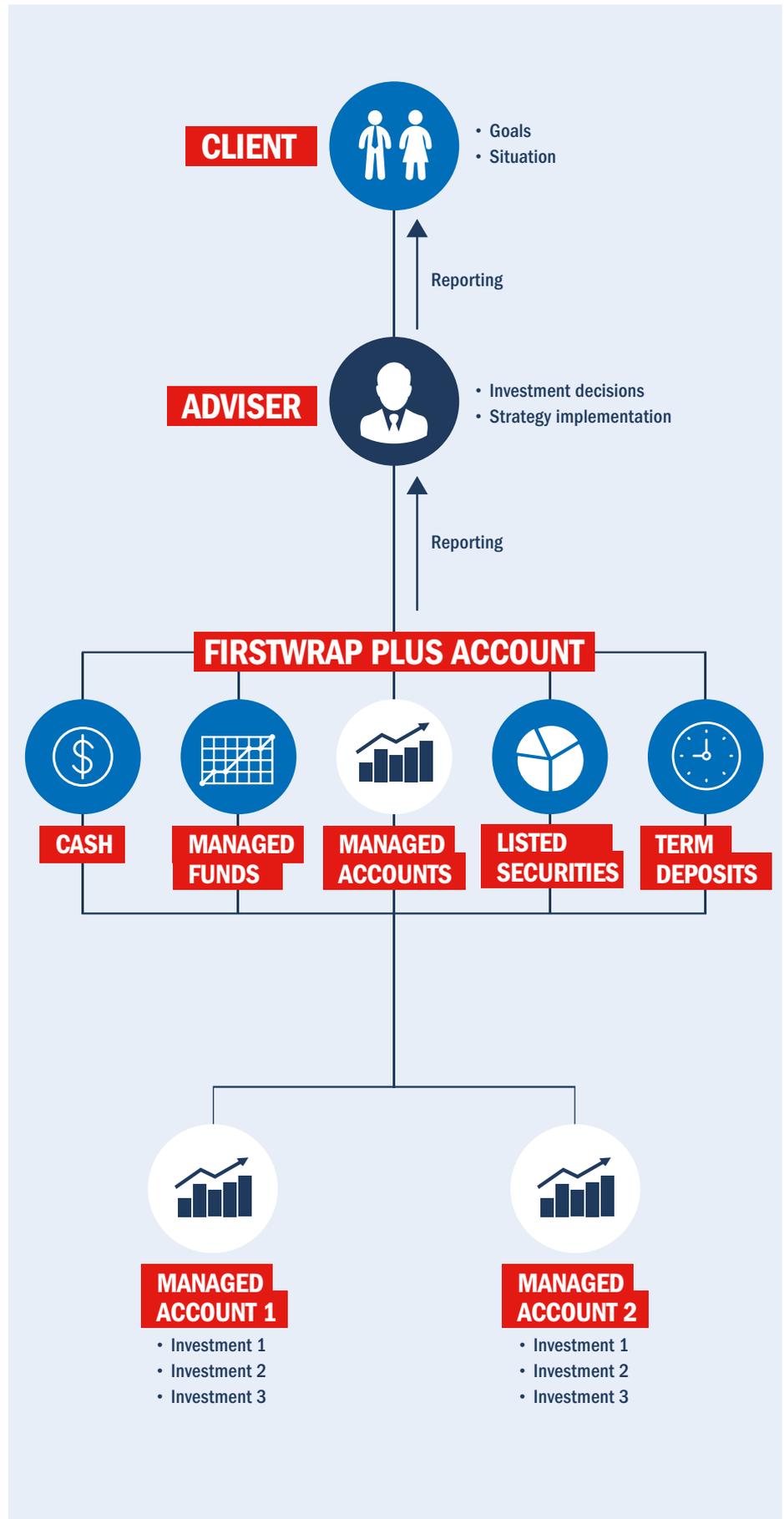
Portfolio manager weightings will move in line with the market, ensuring that while investments will fluctuate as a result of market movement, transactions are minimised.

Client preferences

Advisers can set client preferences at account level within a managed account portfolio to help streamline their business while protecting a client's ethical beliefs or legal obligations and providing greater flexibility in managing individual client tax outcomes.

Looking to build managed accounts into your business model?

Colonial First State can tailor a managed accounts solution for your AFSL business, based on your requirements² such as utilising your own portfolio management capabilities. Speak to your Colonial First State Business Development Manager for more information.



¹ Subject to trustee/operator and label approval

² Tailored licensee solutions may be offered at licensee level at the discretion of Colonial First State and have requirements regarding scale, structure and licensee due diligence.

The benefits are clear

LESS ADMINISTRATION, PREPARING ROAs AND PORTFOLIO MANAGEMENT

MORE TIME TO SPEND WITH CLIENTS AND GROW YOUR BUSINESS

REDUCED RISK WITH THE USE OF PROFESSIONAL PORTFOLIO MANAGERS

INVESTOR RETAINS BENEFICIAL OWNERSHIP

COST EFFICIENCY AND VALUE

GIVES CLIENTS GREATER TRANSPARENCY OF UNDERLYING INVESTMENTS

AN EFFICIENT END-TO-END PROCESS:

- MANAGEMENT
- REBALANCING
- CLIENT PREFERENCES

INVESTMENT REBALANCES AND INSTRUCTIONS BY THE PORTFOLIO MANAGER CAN BE IMPLEMENTED QUICKLY WITHOUT THE NEED FOR CLIENT AUTHORITY

AT A GLANCE

Who can invest?	Available for FirstWrap Plus Super, Pension and Investments clients
Investment options	ASX share managed accounts available
Brokerage	Nil when trading within a managed account
Portfolio managers	Speak to your BDM for a list of portfolio managers
Corporate actions	Acted on at the discretion of the portfolio manager
Distributions/dividends	Credited to the cash allocation within the managed account
Responsible entity	The Trust Company (RE) Services Limited ABN 45 003 278 831 AFSL 235150 (a company within the Perpetual Group)
Structure	Registered MIS

Find out more

To find out more or to speak to us about tailored solutions, please speak to your Business Development Manager

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Taxation considerations are general and based on present taxation laws and may be subject to change. You should seek independent, professional tax advice before making any decision based on this information.

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