

# HNW Planning Managed Account Service Investment Mandate



Investment Mandate issuer:  
Mason Stevens Limited  
ABN 91 141 447 207 AFSL 351578

Investment Sub-Adviser:  
HNW Planning Pty Limited  
ABN 42 083 745 055

Date Issued: June 2022

## Contents

About the relevant parties .....	2
Investment Guide .....	3
Risks of investing.....	14

Mason Stevens has appointed HNW Planning Pty Limited ABN 42 083 745 055 as Investment Sub-Adviser on the Investment Options outlined in this Investment Mandate.



**HNW**  
PLANNING

### Important Information

This Investment Mandate is issued by Mason Stevens Limited ABN 91 141 447 207 AFSL 351578 (Mason Stevens) as the Managed Discretionary Account (MDA) Provider of the MDA Service. Mason Stevens has appointed HNW Planning Pty Limited (HNW) ABN 42 083 745 055 AFSL 225216, as Investment Sub-Adviser on the Investment Options outlined in this document.

In this document, **MDA** refers to a Managed Account provided by Mason Stevens which follows the investment strategy and parameters of the Investment Options as defined in the Investment Guide section of this document.

This document is produced without consideration of the investment goals, needs or financial circumstances of any person who may read it. If you are a retail investor, you must obtain personal advice from a licensed financial adviser on whether a particular Investment Options is appropriate for you given your personal goals, needs and financial circumstances.

Investment involves risk, potentially resulting in (but not limited to) delays in payment of withdrawal proceeds and the loss of income and capital invested. Past performance is not necessarily indicative of future performance. Mason Stevens, HNW and their respective directors, officers, employees, subcontractors and associates do not assure or guarantee the capital value of your investments will be maintained, or the investment performance of any investments acquired through this MDA Service.

Where there are references to data provided by third parties, none of Mason Stevens, nor HNW has control over that data and nor do they accept any responsibility for verifying or updating that data. Mason Stevens, HNW and their respective directors, officers, employees and associates may from time to time hold interests in investments of, or earn fees and other benefits from, corporations or investment vehicles which may be held in your Investment Options.

HNW consent to statements in this document attributable to them or referring to them, and have not withdrawn their consent. HNW have confirmed the statements attributable to them or referring to them are not misleading or deceptive at the time of issue.

All amounts in this document are in Australian dollars and all fees are inclusive of GST net the effect of any reduced input tax credits. This document should be read in conjunction with the Mason Stevens Financial Services Guide (FSG), the Mason Stevens Global Investment Service Guide (Guide) including the Mason Stevens MDA Service Terms (which together form the Investment Mandate).

The FSG contains information on Mason Stevens and the MDA Service and is available at [masonstevens.com.au/fsg](http://masonstevens.com.au/fsg). This document is incorporated by reference into the Guide which contains important information on the fees and costs you pay when you establish an account and use the MDA Service. It also contains information on how to operate your account and how to contribute into your account once it is opened as well as the risks of investing. It is available at [masonstevens.com.au/investorguide](http://masonstevens.com.au/investorguide). If you are unable to access the online information, your adviser or Mason Stevens can provide the information free of charge.

### Contact Details

**Mason Stevens Limited**  
GPO Box 5003  
Sydney NSW 2001  
T: 1300 988 878  
E: [wealth@masonstevens.com.au](mailto:wealth@masonstevens.com.au)  
W: [masonstevens.com.au](http://masonstevens.com.au)

**HNW Planning Pty Limited**  
Suite 17c, 8-12 Karalta Rd  
Erina NSW 2250  
T: (02) 4365 2554 or 1300 558 692  
E: [info@hnwplanning.com.au](mailto:info@hnwplanning.com.au)  
W: [hnwplanning.com.au](http://hnwplanning.com.au)



## 1.1 HNW Planning

HNW Planning is a privately owned and operated company which was established in 1999 and was granted an Australian Financial Services License (AFSL) in 2001. Acting as Investment Sub-Adviser for a range of investment portfolios is part of HNW's service offering to clients, and leverages HNW's existing investment experience, governance framework, and risk management structures. Extending and directing technology and services to support MDAs is a natural progression for HNW.

HNW's culture is one that focuses on intimacy, independence of thinking, focus on strategy, use of direct investments when appropriate, and a commitment to doing more for each client.

HNW has been actively and steadily more involved in investment markets for the groups' clients since its inception in 2001, and was an early adopter of professionally guided portfolios of direct equities. HNW chooses to complement its in house knowledge and experience by accessing external specialists when appropriate.

HNW is responsible for advising the MDA Provider on the management and performance of the Investment Options available for investment through the Investment Mandate.

The Investment Committee's purpose is to:

- » assess the performance and forecasts of domestic and global investment markets;
- » assess political, economic and demographic influences on domestic and global investment markets;
- » provide guidance on selected investments, asset classes and/or investment managers within the Investment Options; and
- » provide guidance on perceived investment risks and actions seeking to address these investment risks. The establishment and management of the Investment Options are supervised by an experienced Investment Committee comprising the following members:

### Robert Cumming

Robert has been a Financial Adviser since 1996. He is the Sole Director, Responsible Manager, Investment Committee Chair, and an Authorised Representative of HNW Planning.

During his career, Robert has worked for a bank and two multinational food manufacturers including an extended period in Japan.

Robert is a member of the SMSF Association and is an SMSF Specialist Adviser. He is also an Accredited Property Investment Advisor through the Property Investors Association of Australia.

Robert holds a Bachelor of Agricultural Economics (Hons) as well as a Diploma of Financial Planning.

### Graham Fox

Graham has 20 years financial services experience and has worked for a number of private corporate and banking institutions including Genesys Wealth Advisers, Standard & Poor's Australia, Westpac Private Bank, Gold Link Capital, Challenger Financial Services Group and Deutsche Funds Management.

Graham's knowledge and skills are broad and span product research, model portfolio construction, asset allocation, performance, attribution, effective market exposure, risk management and execution over most of the traditional asset classes; both, listed and unlisted, as well as alternative assets involving infrastructure, commodities, foreign exchange, managed futures and hedge funds.

Graham has a Diploma of Financial Services and a Diploma of Financial Planning. He is a member of the Australian Financial Advisers' Association and is an Authorised Representative of HNW.

### Gary Walker

Gary has over 20 years financial services experience and has worked for a number of private, corporate and banking institutions including licenced as an adviser with Professional Investment Services and AMP, plus working for Westpac Financial Planning, BT Financial Group and Anne Street Partners.

Gary's knowledge and skills are broad and span financial advice, product research, model portfolio construction, asset allocation, performance, attribution, risk management and execution over most of the traditional asset classes; both, listed and unlisted, as well as alternative assets involving infrastructure, commodities, managed futures and hedge funds. Gary has served on Investment Committees with other Australian Financial Services Licensees.

Gary has a Diploma of Financial Services and a Diploma of Management.



## 2.1 Investment Options

The following pages contain descriptions for each of the Investment Options that are available through this Investment Mandate.

With advice from your financial adviser you may choose to invest in one or more of the following Investment Options:

- » HNW Defensive 10/90 Investment Option
- » HNW Growth 90/10 Investment Option
- » HNW Secure Investment Investment Option

## 2.2 Managed Portfolios

The following pages contain descriptions for each of the Managed Portfolios that are available through this Investment Mandate.

With advice from your financial adviser you may choose to invest in one or more of the following Managed Portfolios:

- » HNW UK Equities GBP ETF Managed Portfolio
- » HNW International Growth Assets GBP ETF Managed Portfolio
- » HNW High Discretion GBP ETF Managed Portfolio
- » HNW Defensive Investments GBP ETF Managed Portfolio

## 2.3 Investment Process

### Investment philosophy

HNW aims to identify positive return against benchmark through blending two or three complementary, professionally managed portfolios with a focus on maintaining cost or identifying tactical opportunities through the managed portfolios using our “core first/opportunity second” philosophy.

The investment process is designed to reduce single manager and sector risk, and allow greater access to investments.

HNW believe underlying investment and transaction costs need to be considered in making investment decisions and will focus on making investment change decision with a focus on:

- » The long-term SAA with a time horizon of greater than three years
- » TAA with a time horizon of one year
- » Exploiting opportunities
- » Investment selection

HNW’s investment philosophy is a “core first / opportunity second” approach with the core of the portfolios in long term investments, but can move where opportunities are presented for gain over the short term such as mispricings in the market or favourable rebate agreements..



## Portfolio construction

With a rigorous and data driven investment process combined with a structure Investment Committee process HNW aim to identify sources of additional opportunities for return whilst keeping costs at a minimum.

The investment process is designed to capitalise on the large amount of data aggregated into HNW's proprietary software systems to identify where the investment committee should focus additional research to select investment strategies and holdings depending on their growth prospects and/or creditworthiness relative to market conditions with a clear focus on forward drivers rather than historical influences.

SAA investment decisions taken are founded primarily on proprietary research, external consultants (Aberdeen), and market sentiment. The Investment Committee utilises the data aggregation within HNW's software to make long term investment strategic decisions with a lens that the SAA is a greater than three year investment horizon.

TAA investment decisions are guided by the investment parameters of each portfolio and are decisions taken that are founded primarily through proprietary research, external consultants, and market sentiment. The Investment Committee utilises the data aggregation within HNW's software to make medium term investment tactical decisions with a lens that the TAA is a greater than one year investment horizon.

The TAA will look at short term economic forecasts to determine if there is a need to move tactically, considering transaction costs, for a period shorter than 12 months. The purpose of TAA is to exploit short-term market dislocations. The investment universe of TAA consists of 38 markets across equity, credit, rates, property, currency and commodity asset classes.

The Tactical Asset Allocation is reviewed monthly and will consider the SAA updates and may make tactical investment decisions that guide reject opportunities.

Decisions on security selection are made in accordance with SAA, TAA and HNW's investment philosophy, and will be supported by HNW's proprietary software, market intelligence and opportunities that are presented to the Investment Committee from a variety of sources. All investments must be able to provide a minimum of monthly liquidity and preferably daily liquidity with a preference but not a requirement for listed assets.

When making decisions on security selection the Investment Committee must also consider the transactional cost to ensure the additional return forecast, on a risk adjusted basis, will not be negatively impacted against not taking advantage and remaining invested in the core investments.

HNW's software will maintain a watch list on opportunities and provide alerts where an opportunity should be researched further based on the watching criteria for opportunity.

In making Investment Selection decisions the Investment Committee must unanimously agree to enter an investment, but a majority decision is required to exit an investment. Should a suitable alternate investment not be available to replace an exited investment the investment committee is permitted to leave these funds in at call cash for a period of up to three months even if outside SAA or TAA guidelines.



## 2.4 Portfolio Parameters

### HNW DEFENSIVE 10/90 INVESTMENT OPTION

Feature	Description
<b>Portfolio Name</b>	HNW Defensive 10/90 Investment Option
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Produce total returns of CPI + 1% p.a. over a rolling 5-year period, subject to a likelihood of no more than 1 negative return year, on average, every 10-years.
<b>Investment Strategy and Approach</b>	Diversified portfolio exposure across asset classes with a focus on reducing overall cost. Focus on capital stability and income.
<b>Benchmark Return</b>	CPI + 1%
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	5
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
Australian Equities	0%-15% <span style="float: right;">5%</span>
International Equities	0%-15% <span style="float: right;">5%</span>
Australian Fixed Income	0%-10% <span style="float: right;">22.5%</span>
International Fixed Income	0%-10% <span style="float: right;">15%</span>
Alternatives & Other	0%-40% <span style="float: right;">15%</span>
Property	0%-20% <span style="float: right;">0%</span>
Infrastructure	0%-20% <span style="float: right;">0%</span>
Cash (minimum 2% cash)	2%-50% <span style="float: right;">37.5%</span>
<b>Investment universe</b>	Australian equities, international equities, ETFs, listed managed funds, LICs, LITs, managed funds and cash.
<b>Maximum single security or fund weighting</b>	98%
<b>Minimum suggested timeframe</b>	3 years
<b>Minimum initial investment \$</b>	\$50,000
<b>Minimum additional investment \$</b>	\$25,000
<b>Minimum withdrawal</b>	\$25,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	Nil
<b>Indirect Cost Ratio</b>	0.33%
<b>Performance fee</b>	Nil



## HNW GROWTH 90/10 INVESTMENT OPTION

Feature	Description
<b>Portfolio Name</b>	HNW Growth 90/10 Investment Option
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Produce total returns of CPI + 3.5% p.a. over a rolling 5-year period, subject to a likelihood of no more than 1 negative return year, on average, every 5-years.
<b>Investment Strategy and Approach</b>	Diversified portfolio exposure across asset classes with the goal of reducing overall cost. Focus on delivering greater returns on a risk adjusted basis.
<b>Benchmark Return</b>	CPI + 3.5%
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	5
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
Australian Equities	20%-50% <span style="float: right;">35%</span>
International Equities	20%-50% <span style="float: right;">35%</span>
Australian Fixed Income	0%-10% <span style="float: right;">4%</span>
International Fixed Income	0%-10% <span style="float: right;">4%</span>
Alternatives & Other	0%-15% <span style="float: right;">13%</span>
Property	0%-20% <span style="float: right;">6%</span>
Infrastructure	0%-10% <span style="float: right;">0%</span>
Cash (minimum 2% cash)	2%-20% <span style="float: right;">3%</span>
<b>Investment universe</b>	Australian equities, international equities, ETFs, listed managed funds, LICs, LITs, managed funds and cash.
<b>Maximum single security or fund weighting</b>	98%
<b>Minimum suggested timeframe</b>	3 years
<b>Minimum initial investment \$</b>	\$50,000
<b>Minimum additional investment \$</b>	\$25,000
<b>Minimum withdrawal</b>	\$25,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	Nil
<b>Indirect Cost Ratio</b>	0.33%
<b>Performance fee</b>	Nil



## HNW SECURE INVESTMENT INVESTMENT OPTION

Feature	Description
<b>Portfolio Name</b>	HNW Secure Investment Investment Option
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Produce total returns of CPI + 3.5% p.a. over a rolling 5-year period, subject to a likelihood of no more than 1 negative return year, on average, every 5-years.
<b>Investment Strategy and Approach</b>	Diversified portfolio exposure across asset classes with the goal of reducing overall cost. Focus on capital stability and income.
<b>Benchmark Return</b>	CPI + 2%
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	5
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
Australian Equities	0%-10% <span style="float: right;">5%</span>
International Equities	0%-10% <span style="float: right;">5%</span>
Australian Fixed Income	10%-40% <span style="float: right;">22.5%</span>
International Fixed Income	5%-35% <span style="float: right;">15%</span>
Alternatives & Other	0%-40% <span style="float: right;">15%</span>
Property	0%-20% <span style="float: right;">0%</span>
Infrastructure	0%-10% <span style="float: right;">0%</span>
Cash (minimum 2% cash)	2%-50% <span style="float: right;">37.5%</span>
<b>Investment universe</b>	Fixed income securities, ETFs, listed managed funds, LICs, LITs, managed funds and cash.
<b>Maximum single security or fund weighting</b>	98%
<b>Minimum suggested timeframe</b>	3 years
<b>Minimum initial investment \$</b>	\$50,000
<b>Minimum additional investment \$</b>	\$25,000
<b>Minimum withdrawal</b>	\$25,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	Nil
<b>Indirect Cost Ratio</b>	0.48%
<b>Performance fee</b>	Nil



## HNW UK EQUITIES GBP ETF MANAGED PORTFOLIO

Feature	Description									
<b>Portfolio Name</b>	HNW UK Equities GBP ETF Managed Portfolio									
<b>Investment Sub-Advisor</b>	HNW Planning									
<b>Inception Date</b>	March 2022									
<b>Investment objective</b>	Outperform the MSCI UK Index in GBP terms after fees, over rolling five year periods.									
<b>Investment Strategy and Approach</b>	Provide exposure to UK equities predominately through exposure to ETFs.									
<b>Benchmark Return</b>	MSCI UK Net Total Return Index (GBP)									
<b>Minimum number of securities</b>	1									
<b>Maximum number of securities</b>	15									
<b>Asset allocation</b>	<table border="1"> <thead> <tr> <th></th> <th>Allocation range</th> <th>Target Weight</th> </tr> </thead> <tbody> <tr> <td>International Equities</td> <td>70%-98%</td> <td>90%</td> </tr> <tr> <td>Cash (minimum 2% cash)</td> <td>2%-30%</td> <td>10%</td> </tr> </tbody> </table>		Allocation range	Target Weight	International Equities	70%-98%	90%	Cash (minimum 2% cash)	2%-30%	10%
	Allocation range	Target Weight								
International Equities	70%-98%	90%								
Cash (minimum 2% cash)	2%-30%	10%								
<b>Investment universe</b>	ETFs, listed managed funds, managed funds and cash.									
<b>Maximum single security or fund weighting</b>	50%									
<b>Minimum suggested timeframe</b>	5 years									
<b>Minimum initial investment \$</b>	\$25,000									
<b>Minimum additional investment \$</b>	\$10,000									
<b>Minimum withdrawal</b>	\$10,000									
<b>Rebalance frequency</b>	Sub-adviser discretion									
<b>Investment manager fee</b>	0.44%									
<b>Indirect Cost Ratio</b>	Nil									
<b>Performance fee</b>	Nil									





## HNW INTERNATIONAL GROWTH ASSETS GBP ETF MANAGED PORTFOLIO

Feature	Description
<b>Portfolio Name</b>	HNW International Growth Assets GBP ETF Managed Portfolio
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Outperform the MSCI World Ex-UK Index (GBP) in GBP terms after fees, over rolling five year periods.
<b>Investment Strategy and Approach</b>	Provide exposure to non-UK equities predominately through the use of ETFs.
<b>Benchmark Return</b>	MSCI ex UK Net Total Return Index (GBP)
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	15
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
Australian Equities	0% - 30% <span style="float: right;">0%</span>
International Equities	70% - 98% <span style="float: right;">95%</span>
Australian Fixed Income	0% - 10% <span style="float: right;">0%</span>
International Fixed Income	0% - 10% <span style="float: right;">0%</span>
Property	0% - 10% <span style="float: right;">0%</span>
Infrastructure	0% - 10% <span style="float: right;">0%</span>
Alternatives	0% - 10% <span style="float: right;">0%</span>
Cash	2%-10% <span style="float: right;">5%</span>
<b>Investment universe</b>	ETFs, listed managed funds, managed funds and cash.
<b>Maximum single security or fund weighting</b>	50%
<b>Minimum suggested timeframe</b>	5 years
<b>Minimum initial investment \$</b>	\$25,000
<b>Minimum additional investment \$</b>	\$10,000
<b>Minimum withdrawal</b>	\$10,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	0.44%
<b>Indirect Cost Ratio</b>	Nil
<b>Performance fee</b>	Nil



## HNW HIGH DISCRETION GBP ETF MANAGED PORTFOLIO

Feature	Description
<b>Portfolio Name</b>	HNW High Discretion GBP ETF Managed Portfolio
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Outperform the United Kingdom's (UK) CPI Index + 3.5% after fees, over rolling five year periods.
<b>Investment Strategy and Approach</b>	Provide diversified exposure predominately through the use of ETFs.
<b>Benchmark Return</b>	UK CPI +3.5% (GBP)
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	15
<b>Asset allocation</b>	<b>Allocation range</b> <b>Target Weight</b>
International Equities	25%-75% 45%
International Fixed Income	20%-80% 50%
Property	0%-20% 0%
Infrastructure	0%-20% 0%
Alternatives	0%-20% 0%
Cash (minimum 2% cash)	2%-10% 5%
<b>Investment universe</b>	ETFs, listed managed funds, managed funds and cash.
<b>Maximum single security or fund weighting</b>	50%
<b>Minimum suggested timeframe</b>	5 years
<b>Minimum initial investment \$</b>	\$25,000
<b>Minimum additional investment \$</b>	\$10,000
<b>Minimum withdrawal</b>	\$10,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	0.44%
<b>Indirect Cost Ratio</b>	Nil
<b>Performance fee</b>	Nil



## HNW DEFENSIVE INVESTMENTS GBP ETF MANAGED PORTFOLIO

Feature	Description
<b>Portfolio Name</b>	HNW Defensive Investments GBP ETF Managed Portfolio
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Outperform the United Kingdom's (UK) CPI Index + 1.0% after fees, over rolling five year periods.
<b>Investment Strategy and Approach</b>	Diversified exposure with a defensive focus predominately through the use of ETFs.
<b>Benchmark Return</b>	UK CPI Index + 1.0%
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	15
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
International Equities	0%-20% <span style="float: right;">12.5%</span>
International Fixed Income	0%-98% <span style="float: right;">77.%</span>
Property	0%-20% <span style="float: right;">0%</span>
Infrastructure	0%-20% <span style="float: right;">0%</span>
Alternatives	0%-20% <span style="float: right;">0%</span>
Cash (minimum 2% cash)	2%-20% <span style="float: right;">10%</span>
<b>Investment universe</b>	ETFs, listed managed funds, managed funds and cash.
<b>Maximum single security or fund weighting</b>	50%
<b>Minimum suggested timeframe</b>	5 years
<b>Minimum initial investment \$</b>	\$25,000
<b>Minimum additional investment \$</b>	\$10,000
<b>Minimum withdrawal</b>	\$10,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	0.44%
<b>Indirect Cost Ratio</b>	Nil
<b>Performance fee</b>	Nil



## HNW DEFENSIVE 10/90 MANAGED PORTFOLIO

Feature	Description
<b>Portfolio Name</b>	HNW Defensive 10/90 Managed Portfolio
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Providing excess returns at a lower cost and to take advantage of on and off market short term opportunities where available.
<b>Investment Strategy and Approach</b>	Diversified portfolio exposure across asset classes with the goal of reducing overall cost. Focus on capital stability and income.
<b>Benchmark Return</b>	CPI + 1%
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	15
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
Australian Equities	0%-10% <span style="float: right;">5%</span>
International Equities	0%-10% <span style="float: right;">5%</span>
Australian Fixed Income	10%-40% <span style="float: right;">22.5%</span>
International Fixed Income	5%-35% <span style="float: right;">15%</span>
Property	0%-15% <span style="float: right;">0%</span>
Infrastructure	0%-10% <span style="float: right;">0%</span>
Alternatives	0%-40% <span style="float: right;">15%</span>
Cash (minimum 2% cash)	2%-50% <span style="float: right;">37.5%</span>
<b>Investment universe</b>	Australian equities, international equities, ETFs, listed managed funds, LICs, LITs, managed funds and cash.
<b>Maximum single security or fund weighting</b>	50%
<b>Minimum suggested timeframe</b>	5 years
<b>Minimum initial investment \$</b>	\$25,000
<b>Minimum additional investment \$</b>	\$10,000
<b>Minimum withdrawal</b>	\$10,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	0.44%
<b>Indirect Cost Ratio</b>	Nil
<b>Performance fee</b>	Nil



## HNW GROWTH 90/10 MANAGED PORTFOLIO

Feature	Description
<b>Portfolio Name</b>	HNW Growth 90/10 Managed Portfolio
<b>Investment Sub-Advisor</b>	HNW Planning
<b>Inception Date</b>	March 2022
<b>Investment objective</b>	Aim to enhance risk-adjusted returns over time through dynamic asset class tilts and actively monitoring and seeking out opportunities to be exploited
<b>Investment Strategy and Approach</b>	Diversified portfolio exposure across asset classes with the goal of reducing overall cost. Focus on delivering greater returns on a risk adjusted basis.
<b>Benchmark Return</b>	CPI + 3.5%
<b>Minimum number of securities</b>	1
<b>Maximum number of securities</b>	15
<b>Asset allocation</b>	<b>Allocation range</b> <span style="float: right;"><b>Target Weight</b></span>
Australian Equities	20%-50% <span style="float: right;">35%</span>
International Equities	20%-50% <span style="float: right;">35%</span>
Australian Fixed Income	0%-10% <span style="float: right;">4%</span>
International Fixed Income	0%-10% <span style="float: right;">4%</span>
Property	0%-20% <span style="float: right;">6%</span>
Infrastructure	0%-10% <span style="float: right;">13%</span>
Alternatives	0%-15% <span style="float: right;">0%</span>
Cash (minimum 2% cash)	2%-20% <span style="float: right;">3%</span>
<b>Investment universe</b>	Australian equities, international equities, ETFs, listed managed funds, LICs, LITs, managed funds and cash.
<b>Maximum single security or fund weighting</b>	50%
<b>Minimum suggested timeframe</b>	5 years
<b>Minimum initial investment \$</b>	\$25,000
<b>Minimum additional investment \$</b>	\$10,000
<b>Minimum withdrawal</b>	\$10,000
<b>Rebalance frequency</b>	Sub-adviser discretion
<b>Investment manager fee</b>	0.44%
<b>Indirect Cost Ratio</b>	Nil
<b>Performance fee</b>	Nil



Before you make an investment decision, it is important that you understand the risks that can affect your investment. You must be prepared for the risk that your investment does not meet your investment objectives or you lose money on your investment.

Specific investment risks apply to all investments that may have an effect on the value of your MDA. The risks of investing by following the strategy and parameters of the Investment Option may include, but are not limited to, the following factors:

- » Market risk – Unexpected conditions (i.e. economic, technological or political) can have a negative impact on the returns of all investments within a particular market. General movements in local and international stock markets, prevailing and anticipated economic conditions, investor sentiment, interest rates and exchange rates could all affect the value of listed securities and the investment returns.
- » Company or security specific risk – Risks which could affect the value of a specific security, such as a fall in the profit performance of a company, may impact adversely on its share price and may also affect the interest rate it has to pay to borrow funds, which in turn, can affect the value of its debt securities.
- » Currency risk – If the Investment Option's investments in international assets are unhedged, a rise in the Australian dollar relative to other currencies will negatively impact investment values and returns. Currency markets can be extremely volatile and are subject to a range of unpredictable forces. It is not the Investment Sub-Adviser's intention to hedge the foreign currency exposure of the Investment Option arising from investments in overseas markets.
- » Interest rate risk – Changes in interest rates can influence the value and returns of investment in the Investment Option.
- » Credit risk – Any change in the market perception of the creditworthiness of a security or the credit rating of the issuer of the security may affect the security's value.
- » Investment Sub-Adviser risk – This is the risk that the Investment Sub-Adviser may not achieve its stated investment objectives or that changes in the investment team may impact on the performance of the Investment Sub-Adviser.
- » Liquidity risk – The risk that the Investment Option may experience difficulty in realising its assets.
- » Time horizon risk – There is no assurance that in any time period, particularly in the short term, an Investment Option will achieve its investment objectives. Many of the underlying assets may be volatile particularly over the short term. The Investment Option is suitable for long term investors and is not designed for short term investment.
- » Income risk – The level of income generated on the Investment Option's investments can fall as well as rise and the tax status of such income can change.
- » Asset risk – Asset risk is the risk that a particular asset or asset class in which the Investment Option invests may fall in value, which may have an impact on the value of the Investment Option.
- » Diversification/Concentration risk – If your Investment Option is concentrated into one investment or sector, a fall in that investment or sector may have a significant adverse effect on your total MDA. Diversification is used as a strategy aimed at reducing the impact that volatility in one investment or sector will have on the performance of your overall Investment Option. The Investment Option will have a relatively higher concentration over time of listed securities but it is not possible to advise in advance the levels of concentration or diversification of issuers, types of investments or industry sectors.
- » Inflation risk – Your investment may not keep pace with inflation. Broadly, this could mean that prices may increase more than the value of your investments following the Investment Option and if this risk eventuates, you would not be able to buy as much with the value of your investments in the future as you could now.
- » Investment risk – All investments have an inherent level of risk. The general expectation is that a high risk investment offers a higher expected return on investment. Investment risk may result in performance less than you expect or the loss of all of the capital invested or reduction in or no income and possible delays in repayment. Whilst it is the intention of the Investment Sub-Adviser to implement strategies designed to minimise potential losses, there can be no assurance that these strategies will be successful.
- » Specific portfolio risk – The Investment Sub-Adviser's investment approach may result in an Investment Option that differs substantially from an industry benchmark and hence your MDA which follows that Investment Option might have investment returns which also differ substantially from industry benchmark returns.
- » Third party risk – The MDA Provider uses information and services provided by third parties such as subcustodians and other service providers. Procedures are in place to address risks associated with outsourcing, such as having comprehensive service agreements with service providers. If a service provider advises of an error, it is corrected and if material, it will generally be communicated to you or your advisor (or both).
- » Systems and technology risk – The MDA Provider relies on the integrity and reliability of the trading and administration systems used to manage your managed account. To minimise potential risks, established systems operated by experienced system providers are used. The system providers must have backup arrangements and business continuity plans. In the event that the systems fail there may be delays in processing transactions or in accessing your investment capital and investment returns may differ from those that would have been achieved.

Please note that the risks identified are not meant to be exhaustive as it is not possible to identify every risk factor associated with investing. The appropriate level of risk for you will depend on various factors including your age, investment timeframe, other investments you may hold, and your level of risk tolerance. Investors who have concerns regarding any of the above risk factors, or any other applicable risks, are encouraged to contact their financial adviser.