

Managed Account Model Portfolio Guide

23 March 2023



Important information

This document is part of the OneVue Managed Account Product Disclosure Statement (PDS). This document must be read together with the PDS, which contains essential information about the OneVue Managed Account (Managed Account).

None of the Investment Managers named herein or any of their associates and subsidiaries has prepared this document or is responsible for its contents.

No one described in this document assures or guarantees the success of your investment, any particular Model Portfolio, the repayment of capital or a particular rate of return.

Nothing in this document should be taken as the provision of personal financial advice by either the Responsible Entity, any Investment Manager named herein, or any of their representatives, associates or subsidiaries, because none of these parties are aware of your investment objectives, financial position or particular needs. No action should be taken without your consideration of your particular financial circumstances and investment objectives.

The performance of each Model Portfolio is dependent on the performance of the underlying investments in the selected Model Portfolios which can fall as well as rise in value, resulting in capital losses or capital profits. Investors should not take past performance as an indication of future performance. The general market and economic conditions that existed in the past could be different in the future and these differences could have significant impact on investment returns.

All of the Investment Managers have given and have not withdrawn their written consent to being named in this document as the Portfolio Manager in respect of the Model Portfolios included in this Managed Account Model Portfolio Guide in the form and context in which they are included. Investment Managers do not make any other statements in this document.

The Investment Managers are responsible for managing the Model Portfolios in accordance with the key investment parameters set out in this Managed Account Model Portfolio Guide. They do not hold any assets on your behalf nor are they responsible for executing trading in the underlying investments.

The Investment Managers are the owners of all intellectual property in the selection process used to determine each Model Portfolio and that intellectual property must not be disclosed or used other than for the purpose of obtaining advice on, or for the administration, monitoring, management, and the satisfaction of legal obligations in respect of, the investor's account.

From time to time new Model Portfolios and Investment Managers will be added. You can find this information on the website shown below.

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Managed Account Model Portfolios choice at a glance

NAME	MODEL PORTFOLIO TYPE	BENCHMARK
BetaShares Dynamic Conservative ETF Managed Portfolio	Exchange Traded Funds (ETFs)	Morningstar Aus Multisector Conservative TR AUD Index
BetaShares Dynamic Moderate ETF Managed Portfolio	Exchange Traded Funds (ETFs)	Morningstar Aus Multisector Moderate TR AUD Index
BetaShares Dynamic Balanced ETF Managed Portfolio	Exchange Traded Funds (ETFs)	Morningstar Aus Multisector Balanced TR AUD Index
BetaShares Dynamic Growth ETF Managed Portfolio	Exchange Traded Funds (ETFs)	Morningstar Aus Multisector Growth TR AUD Index
BetaShares Dynamic High Growth ETF Managed Portfolio	Exchange Traded Funds (ETFs)	Morningstar Aus Multisector Aggressive TR AUD Index
DNR Capital Australian Equities High Conviction	Australian shares	S&P/ASX 200 Accumulation Index
DNR Capital Australian Equities Income	Australian shares	S&P/ASX 200 Industrials Accumulation Index
DNR Capital Australian Listed Property Trust	Australian Shares Listed Property Trusts	S&P/ASX 200 A-REIT Accumulation Index
DNR Capital Australian Equities Socially Responsible	Australian shares	S&P/ASX 200 Accumulation Index
Fat Prophets Concentrated Australian Share Portfolio	Australian shares	S&P/ASX 200 Accumulation Index
Fat Prophets Australian Share Income Portfolio	Australian shares	S&P/ASX 200 Industrials Accumulation Index
Fat Prophets Small & Mid Cap Portfolio	Australian shares	S&P/ASX Small Ordinaries Accumulation
JBWere Intermediary Income	Australian shares	S&P/ASX 200 Accumulation Index
JBWere Listed Fixed Income	Australian securities	Benchmark unaware
PPM Global Equities Growth	International shares	MSCI World Developed ex Australia (AUD)
Proactive Portfolios Balanced	Multi-Sector ASX Listed Securities	Composite Index (refer to Model Portfolio profiles)
Proactive Portfolios Conservative	Multi-Sector ASX Listed Securities	Composite Index (refer to Model Portfolio profiles)
Proactive Portfolios Growth	Multi-Sector ASX Listed Securities	Composite Index (refer to Model Portfolio profiles)
Proactive Portfolios High Growth	Multi- Sector ASX Listed Securities	Composite Index (refer to Model Portfolio profiles)
Proactive Portfolios Income	Multi- Sector ASX Listed Securities	Custodian Cash Rate
Ralton Australian Shares	Australian shares	S&P/ASX 300 Accumulation Index
Ralton High Yield Australian Shares	Australian shares	S&P/ASX 300 Accumulation Index
Ralton Leaders	Australian shares	S&P/ASX 100 Accumulation Index
Ralton Smaller Companies	Australian shares	S&P/ASX Small Ordinaries Accumulation Index

NAME	MODEL PORTFOLIO TYPE	BENCHMARK
SG Hiscock 20	Australian shares	S&P/ASX 300 Accumulation Index
Watershed Australian Share	Australian shares	ASX 200 Accumulation Index
Watershed Income	Cash	UBS Bank Bill Index
Watershed Emerging Leaders	ASX-listed Bonds, Fixed Interest ETFs, Hybrid and Debt Securities	ASX Small Ordinaries Accumulation Index
Watershed International Share	Australian shares	MSCI World Index (excluding Australia)
Watershed Balanced	Multi-Sector Listed Securities and unlisted funds	Morningstar Moderate Target Risk
Watershed Conservative	Multi-Sector Listed Securities and unlisted funds	Morningstar Conservative Target Risk
Watershed Growth	Multi-Sector Listed Securities and unlisted funds	Morningstar Moderately Aggressive Risk
Watershed High Growth	Multi-Sector Listed Securities and unlisted funds	Morningstar Aggressive Target Risk

Investment managers



BetaShares Capital Ltd is a leading manager of ETFs and other Funds traded on the Australian Securities Exchange (ASX). Founded in 2009, BetaShares aim is to provide intelligent investment solutions to help Australian investors meet their financial objectives.

With over 60 products available, BetaShares currently offers the broadest range of exchange traded products in the market, all of which can be bought and sold via the ASX. BetaShares offers investors simple, liquid and cost-effective access to Australian and global equities, cash and fixed income, currencies, commodities, and active and alternative strategies.

As at 30 June 2020, BetaShares manages over \$11.8 billion in assets.

BetaShares is owned and managed by its Australian-based management team along with a strategic shareholding from Mirae Asset Global Investment Group, one of Asia's largest asset management firms.



DNR Capital is an Australian investment management company that delivers client-focused, quality, investment solutions to institutions, advisers and individual investors.

Founded in 2001, DNR Capital specialises in the delivery of individually and separately managed accounts in the Australian market and aims to deliver investment out-performance to investors.

DNR Capital is a signatory to the Principles for Responsible Investment ('PRI').



Fat Prophets was founded in 2000 by Sydney stockbroker Angus Geddes. The company has since grown to become an internationally recognised and trusted financial services brand. From modest beginnings in Australia, Fat Prophets has expanded its foot print to include offices in Sydney, London and Auckland.

Over this period Fat Prophets has established a long term track record in stock selection and portfolio management coupled with a strong commitment to transparency and accountability in all areas of its business.

Fat Prophets believes that long term returns can be achieved by combining a value driven fundamental assessment of a stock's future prospects, with underlying trends and a top down appraisal of key macro-economic factors. Underpinning this is a strong contrarian approach to stock selection and a fundamental bias towards value.



JBWere provides a wide range of advisory and wealth management services to a substantial and diversified client base.

It seeks to be the adviser of choice for clients throughout Australasia and, through its financial networks, provide leading capabilities that extend to financial markets globally.

JBWere provides extensive services, across every major asset class, to many private clients throughout Australia and New Zealand.

The principles of integrity and dedicated client service, astute market knowledge and a commitment to excellence are ingrained in the firm's culture. These values, combined with quality research and investment products, make JBWere a trusted partner for many investors.



Founded in 1995, **Private Portfolio Managers Pty Limited (PPM)**, is a privately owned boutique investment manager with a well-established track record of constructing concentrated Australian and Global equity portfolios for our clients and their financial advisers. Our investment objective is to grow our clients' portfolios over the long term using a disciplined & well researched investment process which seeks protection of capital with risk assessed tax effective returns. PPM offers Individually Managed Account (IMA) and Separately Managed Account (SMA) investment solutions across a number of broad investment strategies including balanced, income and growth style portfolios.



Established in 2009, **Proactive Portfolios Pty Ltd** (Proactive) specialises in the delivery of multi-asset class, multi-sector SMAs, and Managed Fund Model SMAs for financial advisers and their clients. Proactive is focused on investment portfolio solutions that meet the following needs:

- Growing wealth and income faster than inflation in the long term.
- Managing short term capital instability caused by investment markets.



Ralton Asset Management Limited is a boutique investment manager owned and operated by experienced investment professionals. It is a highly focused value manager with an investment philosophy and research-driven investment approach that has been developed over many years. And as one of Australia's only managers specialising in separately managed accounts, Ralton is able to combine active portfolio management with the best features of direct share ownership. The end result is a highly transparent and tax efficient investment portfolio professionally managed by Ralton.



SG Hiscock (SGH) was founded by Stephen Hiscock and 5 other principals in August 2001 and is 100% owned by staff and associates. The principals were formerly employed at National Asset Management (NAM), a subsidiary of National Australia Bank Limited. SGH has a range of funds and a mix of wholesale clients in Australia as well as a number of high net worth and retail clients.



FUNDS MANAGEMENT

portfolio solutions to financial advisers. WFM leverages the expertise of a highly credentialed investment team to form a global thematic view that determines asset class and sector allocations. Our investment committee structure differs for each SMA and is chaired by an individual with niche expertise and a proven track record for managing portfolios within that asset class. With a research process that is both rigorous and thorough we have been able to deliver strong historical returns across our full suite of SMA's.

Watershed Funds Management (WFM) is a specialist Separately Managed Account (SMA) Provider and has been a pioneer in the delivery of these

An investment in a Watershed SMA provides professional and active investment management with full transparency of holdings, transactions and structure. Watershed seeks to form a collaborative relationship with advisers, actively communicating portfolio strategy in the current market environment so that advisers are better equipped to communicate with their clients.

Model Portfolios

BetaShares Dynamic Conservative ETF Managed Portfolio `

Benchmark	Morningstar Aus Multisector Conservative	e TR AUD Index				
Investment universe	The portfolio invests across a diversified ra assets. The portfolio may also invest in alt funds using a "best of breed" approach th	ernative assets and cash. The po	rtfolio will access its asset class e			
Investment objectives	The investment objective is to achieve a return of CPI + 1.50% per annum, before fees, over the long-term through dynamic asset class tilts. The portfolio aims to achieve its objective through exposure to a diversified range of asset classes using relevant exchange traded products (including ETFs). Although the portfolio is largely targeting a CPI + 1.50% p.a. outcome, comparison of its returns against the Morningstar Aus Multisector Conservative TR AUD Index is considered adequate for the purpose of assessing the portfolio's relative performance.					
Investment strategy	A diversified portfolio with actively managed asset allocation using passive exchange traded funds across both growth asset classes, such as Australian and international equities, and defensive oriented asset classes, such as cash, Australian and international fixed interest securities, and alternatives. The portfolio gains exposure to these asset classes and investment strategies through exclusive use of ASX-traded ETFs and other exchange-traded products.					
Designed for investors who	 The portfolio is designed for investors seeking: access to a low-cost, diversified, risk-based portfolio managed within a risk-controlled framework; a return above inflation but with a low tolerance for risk and are therefore willing to accept lower returns for a lower level of risk; a portfolio diversified across a range of different asset classes; and a portfolio where the asset allocation is actively managed based on changes in market valuations. 					
Number of shares	Typically, 7-14 investments					
Single share limits	N/A					
Asset allocation ranges		Minimum	Maximum	Expected long-term average position		
	Australian Shares	2.5%	20%	10%		
	Global Shares	2.5%	20%	10%		
	AREITS	0%	15%	0%		
	Growth Assets	5%	35%	20%		
	Australian Fixed Interest	10%	60%	35%		
	Global Fixed Interest	5%	35%	20%		
	Alternatives (Defensive – Gold)	0%	15%	0%		
	Cash	5%	45%	25%		

	*The portfolio manager does not t indicative expected long-term ave	arget a particular asset allocation. The rage asset position.	long-term asset allocation rep	presents the portfolio manager's
Defensive vs Growth Asset Allocation Range		Minimum	Maximum 35%	Expected long-term average position 20%
	Growth Assets	5%		
	Defensive Assets	65%	95%	80%
Minimum investment horizon	5 years			
Standard Risk Measure	Low			
Investment management fee	0.09%p.a.			
Indirect Cost Ratio	0.20%p.a.			
Minimum investment	None			

BetaShares Dynamic Moderate ETF Managed Portfolio

Benchmark	Morningstar Aus Multisector Moderate TR AUD Index					
Investment universe	·	alternative assets and cash. The	portfolio will access its asset clas	frastructure securities, and fixed interes s exposures via Australian exchange trad		
Investment objectives	The investment objective is to achieve a return of CPI + 2.25% per annum, before fees, over the long-term through dynamic asset class tilts. The portfolio aims to achieve its objective through exposure to a diversified range of asset classes using relevant exchange traded products (including ETFs). Although the portfolio is largely targeting a CPI +2.25% p.a. outcome, a comparison of its returns against the Morningstar Aus Multisector Moderate TR AUD Index is considered adequate for the purpose of assessing the portfolio's relative performance.					
Investment strategy	A diversified portfolio with actively managed asset allocation using passive exchange traded funds across both growth asset classes, such as Australian and international equities, and defensive oriented asset classes, such as cash, Australian and international fixed interest securities, and alternatives. The portfolio gains exposure to these asset classes and investment strategies through exclusive use of ASX-traded ETFs and other exchange-traded products.					
Designed for investors who	The portfolio is designed for investors	seeking:				
	 access to a low-cost, diversified, risk-based portfolio managed within a risk controlled framework; 					
	a modest return above inflation but with a low to medium tolerance for risk and are therefore willing to accept some volatility in their portfolio in order to achieve their long-term objective;					
	a portfolio diversified across a range of different asset classes; and					
	 a portfolio where the asset allocation is actively managed based on changes in market valuations. 					
Number of shares	Typically, 7-14 investments					
Single share limits	N/A					
Asset allocation ranges		Minimum	Maximum	Expected long-term average position		
	Australian Shares	5%	35%	17.5%		
	Global Shares	5%	35%	17.5%		
	AREITS	0%	15%	0%		
	Growth Assets	20%	50%	35%		
	Australian Fixed Interest	15%	55%	32.5%		
	Global Fixed Interest	5%	30%	17.5%		
	Alternatives (Defensive – Gold)	0%	15%	0%		
	Cash	5%	35%	15%		

Defensive vs Growth Asset Allocation Range		Minimum	Maximum	Expected long-term average position
	Growth Assets	20%	50%	35%
	Defensive Assets	50%	80%	65%
Minimum investment horizon	5 years			
Standard Risk Measure	Low to Medium			
Investment management fee	0.09%p.a.			
Indirect Cost Ratio	0.20%p.a.			
Minimum investment	N/A			

BetaShares Dynamic Balanced ETF Managed Portfolio

Benchmark	Morningstar Aus Multisector Balanced TR AUD Index				
Investment universe	The portfolio invests across a diversified range of Australian shares, international shares, property and infrastructure securities, and fixed interest assets. The portfolio may also invest in alternative assets and cash. The portfolio will access its asset class exposures via Australian exchange traded funds using a "best of breed" approach that includes funds from BetaShares as well as other providers.				
Investment objectives	The investment objective is to achieve a r portfolio aims to achieve its objective thr ETFs). Although the portfolio is largely tar Balanced TR AUD Index is considered ade	ough exposure to a diversified rar geting a CPI + 3.25% p.a. outcome	nge of asset classes using releva e, comparison of its returns aga	nt exchange traded products (including inst the Morningstar Aus Multisector	
Investment strategy	A diversified portfolio with actively mana Australian and international equities, and alternatives. The portfolio gains exposure exchange-traded products.	I defensive oriented asset classes,	such as cash, Australian and in	ternational fixed interest securities, and	
Designed for investors who	The portfolio is designed for investors see	eking:			
	 access to a low-cost, diversified, risk 	-based portfolio managed within a	a risk controlled framework;		
	• a modest return above inflation but with a medium tolerance for risk and are therefore willing to accept some volatility in their portfolio in order to achieve their long-term objective;				
	 a portfolio diversified across a range 	of different asset classes; and			
	a portfolio where the asset allocation is actively managed based on changes in market valuations.				
Number of shares	Typically, 7-14 investments				
Single share limits	N/A				
Asset allocation ranges		Minimum	Maximum	Expected long-term average position	
	Australian Shares	7.5%	40%	22.5%	
	Global Shares	7.5%	40%	25%	
	AREITS	0%	15%	2.5%	
	Growth Assets	25%	75%	50%	
	Australian Fixed Interest	10%	45%	25%	
	Global Fixed Interest	5%	30%	15%	
	Alternatives (Defensive – Gold)	0%	20%	0%	
	Cash	0%	30%	10%	
	Defensive Assets	25%	75%	50%	
	*The portfolio manager does not target indicative expected long-term average	•	e long-term asset allocation r	epresents the portfolio manager's	

Defensive vs Growth Asset Allocation Range		Minimum	Maximum	Expected long-term average position
	Growth Assets	25%	75%	50%
	Defensive Assets	25%	75%	50%
Minimum investment horizon	5 Years			
Standard Risk Measure	Medium			
Investment management fee	0.09%p.a.			
Indirect Cost Ratio	0.20%p.a.			
Minimum investment	N/A			

BetaShares Dynamic Growth ETF Managed Portfolio

Benchmark	Morningstar Aus Multisector Growth TR AUD Index						
Investment universe	assets. The portfolio may also invest in a	The portfolio invests across a diversified range of Australian shares, international shares, property and infrastructure securities, and fixed interest assets. The portfolio may also invest in alternative assets and cash. The portfolio will access its asset class exposures via Australian exchange traded funds using a "best of breed" approach that includes funds from BetaShares as well as other providers.					
Investment objectives	The investment objective is to achieve a portfolio aims to achieve its objective the ETFs). Although the portfolio is largely to Growth TR AUD Index is considered adec	rough exposure to a diversified rang argeting a CPI + 4.00% p.a. outcome	ge of asset classes using relevan e, comparison of its returns agai	t exchange traded products (including nst the Morningstar Aus Multisector			
Investment strategy	Australian and international equities, and	A diversified portfolio with actively managed asset allocation using passive exchange traded funds across both growth asset classes, such as Australian and international equities, and defensive oriented asset classes, such as cash, Australian and international fixed interest securities, and alternatives. The portfolio gains exposure to these asset classes and investment strategies through exclusive use of ASX-traded ETFs and other exchange-traded products.					
Designed for investors who	The portfolio is designed for investors se	eking:					
	 access to a low-cost, diversified, risk 	k-based portfolio managed within a	risk-controlled framework;				
	a high return above inflation but with a medium to high tolerance for risk and are therefore willing to accept a high level of volatility in their portfolio in order to achieve their long-term objective;						
	a portfolio diversified across a range of different asset classes; and						
	 a portfolio where the asset allocation is actively managed based on changes in market valuations. 						
Number of shares	Typically, 7-14 investments						
Single share limits	N/A						
Asset allocation ranges		Minimum	Maximum	Expected long-term average position			
	Australian Shares	15%	50%	31.5%			
	Global Shares	15%	50%	35%			
	AREITS	0%	20%	3.5%			
	Growth Assets	45%	95%	70%			
	Australian Fixed Interest	2.5%	35%	17.5%			
	Global Fixed Interest	0%	20%	7.5%			
	Alternatives (Defensive – Gold)	0%	20%	0%			
	Cash	0%	15%	5%			
	Defensive Assets	5%	55%	30%			

	*The portfolio manager does not t indicative expected long-term ave	arget a particular asset allocation. Th rage asset position.	e long-term asset allocation r	epresents the portfolio manager's
Defensive vs Growth Asset Allocation Range		Minimum	Maximum	Expected long-term average position
	Growth Assets	45%	95%	70%
	Defensive Assets	5%	55%	30%
Minimum investment horizon	5 years			
Standard Risk Measure	Medium to High			
Investment management fee	0.09%p.a.			
Indirect Cost Ratio	0.20%p.a.			
Minimum investment	None			

BetaShares Dynamic High Growth ETF Managed Portfolio

Benchmark	Morningstar Aus Multisector Aggressive TR AUD Index				
Investment universe	The portfolio invests across a diversified range of Australian shares, international shares, property and infrastructure securities, and fixed interest assets. The portfolio may also invest in alternative assets and cash. The portfolio will access its asset class exposures via Australian exchange traded funds using a "best of breed" approach that includes funds from BetaShares as well as other providers.				
Investment objectives	The investment objective is to achieve a return of CPI + 5.50% per annum, before fees, over the long-term through dynamic asset class tilts. The portfolio aims to achieve its objective through exposure to a diversified range of asset classes using relevant exchange traded products (including ETFs). Although the portfolio is largely targeting a CPI + 5.50% p.a. outcome, comparison of its returns against the Morningstar Aus Multisector Aggressive TR AUD Index is considered adequate for the purpose of assessing the portfolio's relative performance.				
Investment strategy	A diversified portfolio with actively managed asset allocation using passive exchange traded funds across both growth asset classes, such as Australian and international equities, and defensive oriented asset classes, such as cash, Australian and international fixed interest securities, and alternatives. The portfolio gains exposure to these asset classes and investment strategies through exclusive use of ASX-traded ETFs and other exchange-traded products.				
Designed for investors who	The portfolio is designed for investors seeking:				
	 access to a low-cost, diversified, risk-based portfolio managed within a risk controlled framework; 				
	a high return above inflation but with a high tolerance for risk and are therefore willing to accept a high degree of volatility in their portfolio is order to achieve their long-term objective;				
	a portfolio diversified across a range of different asset classes; and				
	a portfolio where the asset allocation is actively managed based on changes in market valuations.				
Number of shares	Typically, 7-14 investments				
Single share limits	N/A				
Asset allocation ranges		Minimum	Maximum	Expected long-term average position	
	Australian Shares	20%	60%	40.5%	
	Global Shares	25%	65%	45%	
	AREITS	0%	25%	4.5%	
	Growth Assets	65%	100%	90%	
	Australian Fixed Interest	0%	20%	7.5%	
	Global Fixed Interest	0%	15%	0%	
	Alternatives (Defensive – Gold)	0%	20%	0%	
	Cash	0%	15%	2.5%	
	Defensive Assets	0%	35%	10%	

Defensive vs Growth Asset Allocation Range		Minimum	Maximum	Expected long-term average position
	Growth Assets	65%	100%	90%
	Defensive Assets	0%	35%	10%
Minimum investment horizon	5 years			
Standard Risk Measure	High			
Investment management fee	0.09%p.a.			
Indirect Cost Ratio	0.19%p.a.			
Minimum investment	None			

DNR Capital Australian Equities High Conviction

Benchmark	S&P/ASX 200 Accumulation Index		
Investment universe	ASX listed securities with a focus on the S&P/ASX 200 Accumulation Index, and		
	 Cash and short term money 	market securities.	
Investment objective	To outperform the S&P/ASX 200	Accumulation Index by 4% p.a. (before fees) over a rolling three year period.	
Investment strategy	The model portfolio has an inves focuses on buying quality compa	stment style best described as style neutral. The security selection process has a strong bottom-up discipline and anies at reasonable prices.	
	Company research focuses on quality and valuation. DNR Capital uses a five point 'quality web' in which five quality factors are reviewed. The key criteria are as follows:		
	 Earnings strength as detern Balance sheet strength as d A management score which management teams with a An ESG score derived from 	ntify superior positioning, competitive advantage and ability to sustain returns. In incided by quantitative data scores based on factors such as a security's return on equity (ROE). It is a subjective measure based on experience and extensive company meetings with weight given to those history of good allocation of capital. The DNR Capital socially responsible assessment which utilises data from an external service provider as well as its d is made to tail risks that could impact valuation.	
	Where the security passes this quality assessment then a range of valuation methodologies are used to identify value having regard for the industry and circumstances of the business.		
	Having identified securities with attractive quality and value characteristics, consideration is given to risk characteristics such as the security and sector correlations of investments.		
	The portfolio construction process is also influenced by a top-down economic appraisal. A range of economic indicators are reviewed regularly and these measures are used to formulate an economic overview which provides a backdrop to investment decision making and influences portfolio construction.		
Designed for investors who	Have a long-term investment objective focused on achieving growth, with less focus on generating excess income. The investor is prepared to accept higher volatility in pursuit of higher growth.		
Number of shares	15 - 30		
Asset allocation ranges	ASX listed securities	80 – 98%	
	Cash	2* - 20%	
	* Cash may fall below this level but will be restored on rebalancing		
Defensive vs Growth asset	2-20% Defensive		
allocation range	80-98% Growth		
Single share limits	15% maximum		

Minimum investment horizon	5 years
Standard Risk Measure	Very High
Investment Management fee	0.80% p.a.
Minimum investment	\$25,000

DNR Capital Australian Equities Income

•				
Benchmark	S&P/ASX 200 Industrials Accumulation Index			
Investment universe	ASX listed securities with a focus on the S&P/ASX 200 Industrials Index;			
	Cash and short term money market securities.			
Investment objective	The investment objective is to outperform the S&P/ASX 200 Industrials Accumulation Index and deliver higher levels of income than the S&P/ASX 200 Industrials Accumulation Index over a rolling three-year period.			
Investment strategy	The model portfolio also has a preference for companies that have high and sustainable dividend capability, strong profit to cash conversion, and relatively assured earnings growth. Companies that generate franking credits predominate.			
	The model portfolios style is best described as style neutral. The security selection process has a strong bottom-up discipline and focuses on buying quality companies at reasonable prices.			
	Company research focuses on quality and valuation. DNR Capital uses a five point 'quality web' in which five quality factors are reviewed. The key criteria are as follows:			
	 Industry positioning to identify superior positioning, competitive advantage and ability to sustain returns. Earnings strength as determined by quantitative data scores based on factors such as a security's return on equity (ROE). Balance sheet strength as determined by quantitative data scores based on factors such as a security's net debt to equity ratio. A management score which is a subjective measure based on experience and extensive company meetings with weight given to those management teams with a history of good allocation of capital. An ESG score derived from the DNR Capital socially responsible assessment which utilises data from an external service provider as well as its own assessment. Key regard is made to tail risks that could impact valuation. 			
	The focus on yield is on the portfolio as a whole. DNR Capital focuses on a growing, sustainable dividend yield above the market.			
	Where the security passes this quality assessment then a range of valuation methodologies are used to identify value having regard for the industry and circumstances of the business.			
	Having identified securities with attractive quality and value characteristics, consideration is given to risk characteristics such as the security and sector correlations of investments.			
	The portfolio construction process is also influenced by a top-down economic appraisal. A range of economic indicators are reviewed regularly and these measures are used to formulate an economic overview which provides a backdrop to investment decision making and influences portfolio construction.			
Designed for investors who	Seek a greater level of income than the S&P/ASX 200 Industrials Accumulation Index and who can make use of franking credits.			
Number of shares	15 - 30			
Asset allocation ranges	ASX listed securities 80 – 98%			
	Cash 2* - 20%			
	* Cash may fall below this level but will be restored on rebalancing			
Defensive vs Growth Asset Allocation	2-20% Defensive			

Range	80-98% Growth
Single share limits	15% maximum
Minimum investment horizon	5 years
Standard Risk Measure	Very High
Investment Management fee	0.80% p.a.
Minimum investment	\$25,000

DNR Capital Australian Listed Property Trust

Benchmark	S&P/ASX 200 A-REIT Accumulation Index		
Investment universe	ASX listed securities with a focus on S&P/ASX 200 A-REITs; and		
	Cash and short term money market s	securities.	
Investment objectives	The investment objective is to outperform	n the S&P/ASX 200 A-REIT Accumulation Index by 4% p.a. over a rolling 3 year period.	
Investment strategy	DNR Capital believes that patient capital will prosper as quality LPT's will exhibit superior dividend and capital growth and thus outperform as the market ascribes them a premium.		
	The investment process uses a combination favour stocks with the following characte	on of 'bottom up' stock selection with a 'top down' overlay. The bottom up stock selection process will ristics:	
	• Strong underlying assets – DNR Capital believe higher quality assets will outperform through the business cycle both in terms of capital appreciation and yield growth.		
	• Low to medium debt levels – DNR Capital invests in securities where the debt profile is appropriate given the quantum and nature of cash flow produced from the underlying portfolio.		
	High quality management with a strong track record of delivering asset and share price performance.		
	Stable portfolio investment strategy - DNR Capital believes a changing asset mix can be a signal of problems or poor management.		
	• DNR Capital follows a range of economic indicators that are reviewed regularly from a top down portfolio perspective. These measures are used to formulate an economic overview which provides a backdrop to investment decision making and influences portfolio construction.		
Designed for investors who	Seek an active but disciplined exposure to	o Australian Listed Property Trusts over the medium to long term.	
Number of shares	4 - 8		
Asset allocation ranges	ASX listed securities	80 – 98%	
	Cash	2* – 20%	
	* Cash may fall below this level but will be	e restored on rebalancing	
Defensive vs Growth Asset Allocation	2-20% Defensive		
Range	80-98% Growth		
Single Share limits	35% maximum		
Minimum investment horizon	5 years		
Standard Risk Measure	Very High		
Investment management fee	0.968% p.a.		
Minimum investment			

DNR Capital Australian Listed Property Trust

Benchmark	S&P/ASX 200 Accumulation Index		
Investment universe	 ASX listed securities with a focus on the S&P/ASX 200 Accumulation Index and Cash and short term money market securities. The portfolio does not invest in those companies that are judged to have direct involvement in pornography, gaming, armaments or tobacco. 		
Investment objectives	The investment objective is to outperform the S&P/ASX 200 Accumulation Index by 4% p.a. (before fees) over a rolling three year period.		
	The model portfolio has an investment style best described as style neutral, focusing on environmental, social and corporate governance issues. The security selection process has a strong bottom-up discipline and focuses on buying quality companies at reasonable prices.		
	Company research focuses on quality and valuation. DNR Capital uses a five point 'quality web' in which five quality factors are reviewed. The key criteria are as follows:		
Investment strategy	 Industry positioning to identify superior positioning, competitive advantage and ability to sustain returns. Earnings strength as determined by quantitative data scores based on factors such as a security's return on equity (ROE). Balance sheet strength as determined by quantitative data scores based on factors such as a security's net debt to equity ratio. A management score which is a subjective measure based on experience and extensive company meetings with weight given to those management teams with a history of good allocation of capital. An ESG score derived from the DNR Capital socially responsible assessment which utilises data from an external service provider as well as its own assessment. The portfolio is an actively managed portfolio that adopts a negative screening strategy, combined with an ESG ratings assessment. ESG integration and company engagement, to deliver responsible investment. The portfolio's negative screen precludes the portfolio from owning 		
	 Pornography – core business of production, distribution and sale of pornography. Gaming – core business of owning or operating a gaming related business or manufacture and supply of gaming equipment and systems. Armaments – involved in the development and production of biological and chemical weapons, depleted uranium ammunition/armour, anti-personnel mines or cluster munitions/sub-munitions and their key components. Tobacco – involved in the production of tobacco, manufacture of nicotine alternatives and tobacco-based products. 		
	Where the security passes this assessment then a range of valuation methodologies are used to identify value having regard for the industry and circumstances of the business. Having identified securities with attractive quality and value characteristics, consideration is given to risk characteristics such as the security and sector correlations of investments.		
	 The portfolio construction process is also influenced by a top-down economic appraisal. A range of economic indicators are reviewed regularly and these measures are used to formulate an economic overview which provides a backdrop to investment decision making and influences portfolio construction. 		
Designed for investors who	Want a competitive return but do not want their portfolio invested in companies that are judged to have a direct involvement in pornography, gaming, armaments and tobacco, or who want to ensure that their money is invested in companies that try to make a positive difference.		
Number of shares	15 - 30		

Asset allocation ranges	ASX listed securities	80 – 98%
	Cash	2* - 20%
	* Cash may fall below this le	evel but will be restored on rebalancing
Single Share limits	15% maximum	
Minimum investment horizon	5 years	
Investment management fee	0.80% pa	
Minimum investment	\$25,000	

Fat Prophets Concentrated Australian Share Portfolio

Benchmark	S&P/ASX 200 Accumulation Index		
Investment universe	Australian ASX listed shares		
Investment objectives	The portfolio seeks to outperform the total return of the S&P/ASX 200 Accumulation Index over the medium to long term		
Investment strategy	An actively managed concentrated portfolio of Australian listed equities consisting of the investment managers "top picks" as determined by their expected future total return. The manager has a "value" bias but will also invest in growth stocks at a reasonable price.		
Designed for investors who	 Seek long term returns from a concentrated portfolio of equities made up of mainly medium to large Australian companies listed on the ASX Are considering investing for at least three to five years Accept the risk of fluctuations in the value of their investment and that capital preservation is not guaranteed, particularly for periods shorter than the stated minimum investment horizon 		
	Understand the portfolio will be actively managed		
Number of shares	10 – 30		
Asset allocation ranges	Australian Equities 75 – 98% Cash 2 – 25%		
Single share limits	Either 20% or the weighting of the security in the All Ordinaries Index plus 10% whichever is less		
Minimum investment horizon	5 years		
Standard Risk Measure	Very High		
Investment management fee	\$0 - 250,000 1.25%		
	\$250,001 - \$500,000 1.00%		
	\$500,001 - \$1,000,000 0.75%		
	\$1,000,001 - \$2,000,000 0.50%		
	\$2,000,000 - \$5,000,000		
	\$5,000,000+		
Minimum investment	\$25,000		

Fat Prophets Australian Share Income Portfolio

Benchmark	S&P/ASX 200 Industrial Accumulation Index	
Investment universe	Australian ASX listed shares	
Investment objectives	The portfolio seeks to outperform the total return of the S&P/ASX 200 Industrial Accumulation Index over the medium to long term	
Investment strategy	An actively managed well diversified portfolio of Australian listed equities made up of companies with sound balance sheets that the investment manager considers capable of generating an above average income in a sustainable manner, ideally with a high level of franking credit attached.	
Designed for investors who	 Are looking for exposure to a diversified portfolio of shares Seek income with the possibility of some growth in capital over the medium to long term Accept the risk of potential fluctuations in income and capital 	
Number of shares	10 - 40	
Asset allocation ranges	Australian Equities 75 – 98% Cash 2 – 25%	
Single share limits	Either 20% or the weighting of the security in the All Ordinaries Index plus 10% whichever is less	
Minimum investment horizon	5 years	
Standard Risk Measure	Very High	
Investment management fee	\$0 - 250,000	
Minimum investment	\$25,000	

Fat Prophets Small & Mid Cap Portfolio

S&P/ASX Small Ordinaries Accumulation Index	
Australian ASX listed shares	
The portfolio seeks to outperform the total return of the S&P/ASX Small Ordinaries Accumulation Index	
An actively managed well diversified portfolio of Australian listed equities containing small to mid-sized companies, which the Investment Manager believes offer superior scope for total return over the medium to long term without undue risk	
Seek exposure to small to medium sized companies listed on the Australian Stock Exchange	
Are looking for a medium to long term investment	
 Accept the higher volatility and risk of significant price fluctuations associated with investing in companies with either a small or mid-sized market capitalisation 	
10 - 40	
Australian Equities 75 – 98% Cash 2 – 25%	
Either 20% or the weighting of the security in the All Ordinaries Index plus 10% whichever is less	
5 years	
Very High	
\$0 - 250,000	
\$250,001 - \$500,000 1.00%	
\$500,001 - \$1,000,000 0.75%	
\$1,000,001 - \$2,000,000 0.50%	
\$2,000,000 - \$5,000,000	
\$5,000,000+ 0.25%	
\$25,000	

JBWere Intermediary Income

Benchmark	S&P/ASX 200 Accumulation Index		
Investment universe	Selected shares researched by JBWere listed in the S&P/ASX 200 Accumulation Index.		
Investment objectives	 To enhance the value of investment capital by generating combined capital and income returns that exceed the rate of inflation over the longer term (5 years plus). 		
	• To produce a consistent income stream, with a dividend yield greater than that of the S&P/ASX 200 Accumulation Index.		
	• To deliver enhanced after-tax returns relative to the benchmark by maintaining a franking level higher than the S&P/ASX 200 Accumulation Index and implementing a low turnover of portfolio Shares.		
Investment strategy	Share selection and portfolio construction aims to be defensive in nature, aiming to deliver a low-beta exposure (Beta<1) to the Australian market (that is a portfolio which is less volatile than the benchmark).		
	Reflecting the defensive nature and focus on delivering a consistent income stream, the portfolio is likely to have a greater component of income relative to capital gain in comparison to the S&P/ASX 200 Accumulation Index.		
Designed for investors who	Want access to consistent income streams with a portfolio yield greater than the benchmark.		
Number of shares	15 - 25		
Asset allocation ranges	ASX listed securities 90 – 98%		
	Cash 2* - 10%		
	* Cash may fall below this level but will be restored on rebalancing		
Defensive vs Growth Asset Allocation	0 – 10% Defensive		
Range	90-100% Growth		
Single share limits	Individual share holdings limited to 10% of company's issued capital.		
Minimum investment horizon	At least 5 years		
Standard Risk Measure	High		
Investment management fee	0.55% p.a.		
Minimum investment	\$25,000		

JBWere Listed Fixed Income

Benchmark	Benchmark Unaware		
Investment universe	Listed ASX securities		
	Selected ASX-listed bonds, hybrids and convertible notes/bonds researched by JBWere.		
	While the portfolio aims to be fully invested at all times, a short-term allocation to cash may occur.		
Investment objectives	Within the investable universe of ASX-listed fixed income instruments, to construct a relatively defensive portfolio that aims to:		
	 have a capital preservation focus and one exhibiting a low level of capital and earnings volatility 		
	 adequately reward the investor for the credit, market and liquidity risk assumed 		
	provide a steady and secure income stream		
	 provide a solid absolute return that represents a premium to rates earned on term deposits 		
	 be liquid enough to ensure sufficient investing flexibility. 		
	be liquid enough to ensure sufficient investing hexibility.		
Investment strategy	To ensure the best opportunity to meet the portfolio's objectives JBWere focuses on the following investment selection criteria:		
	investment grade credit quality		
	the expected level and reliability of coupon payments		
	adequacy of the trading margin		
	the liquidity of the issue		
	 the visibility of maturity or a value enhancing event (step-up, reset) that would likely trigger capital appreciation. 		
	Reflective of its focus as a defensive investment the portfolio is not expected to be a heavily-traded portfolio. Moreover, the general approach is to hold instruments to maturity; however, portfolio changes will be made in response to developments including:		
	changes in JBWere's tactical view		
	adverse changes in the credit quality of individual issuers or instruments		
	• redemptions		
	compelling relative value opportunities.		
Designed for investors who	Are looking for a well-researched, transparent and defensive-orientated fixed income portfolio.		
Number of instruments	Typically 8-20		
Asset allocation ranges	Bonds 0 - 100%		
Asset anotation ranges	Hybrids 0 - 100%		
	Convertible notes/bonds 0 – 25%		
	Cash 2* - 15%		
	* Cash may fall below this level but will be restored on rebalancing		

Defensive vs Growth Asset Allocation Range	90-100% Defensive 0-10% Growth	
Single instrument limits	Maximum 15% of the portfolio's total exposure to a single instrument.	
Minimum investment horizon	3 - 5 years	
Standard Risk Measure	Medium	
Investment management fee	0.55% p.a.	
Minimum investment	\$25,000	

PPM Global Equities Growth

Benchmark	MSCI World Developed ex Australia (AUD)		
Investment universe	Securities listed on the major global equity markets (US, UK, Europe, Japan and Hong Kong and other developed OECD countries).		
Investment objectives	PPM Global Equities Growth SMA seeks to achieve a total return of 10%-12% over a long term cycle.		
Investment strategy	PPM Global Equities Growth Model is an actively managed, concentrated portfolio of global equities. The investment strategy is to identify global companies and industries that will benefit from emerging investment themes that offer superior earnings growth prospects over a 5 year term. The SMA is constructed without consideration for index weighting and with a strong focus on preserving capital and effectively managing tax outcomes.		
Designed for investors who	The PPM Global Equities Growth SMA is designed for investors who:		
	Require exposure to a portfolio of quality global companies;		
	Seek long term investment growth in a tax effective manner; and		
	Have long-term investment horizon of at least five years and accept the risk of price fluctuations during that period.		
Risks	In addition to the risks outlined in the Service Guide, the following risks should be considered for investing in this international portfolio:		
	• Currency risk – The offshore investments held in the portfolio are exposed to risks associated with movements in foreign exchange rates. The portfolio will not be hedged. Therefore, investors will be subject to the impact of movements in foreign currency exchange rates.		
	 Concentration risk – The portfolio is a relatively concentrated portfolio of generally between 20-25 companies. The portfolio could be exposed to a particular sector that may be subject to problems or demand/supply imbalances. On some occasions, the portfolio could hold a substantial position in a particular company (as much as 10%). As a consequence, the portfolio's return may experience greater volatility than broad market indices. Performance of the portfolio therefore may differ from and could underperform or outperform broad cap equity benchmarks over time. 		
Number of shares	20-25 securities		
Single share limits	10% of portfolio		
Asset allocation ranges	Global Equities (ex Australia): 70-98% Cash: 2-30%		
Minimum investment horizon	5 years plus		
Investment management fee	0.85% p.a.		
Minimum investment	\$50,000		

Proactive Portfolios Balanced

Benchmark	A composite index comprising:		
	35% S&P ASX 200 accumulation Index		
	20% MSCI World (ex Australia) accumulation index		
	10% S&P ASX 200 AREITS accumulation index		
	35% Custodian Cash Rate		
Investment universe	ASX listed securities and cash (no derivatives or IPOs)		
Investment objective	To provide returns from a diversified portfolio that exceed the multi-sector balanced benchmark consistently over rolling 5 year periods.		
Investment strategy	The portfolio invests in securities listed on the ASX as well as Cash, diversified across the following asset classes:		
	 Australian equities – via a direct portfolio of shares and Exchange Traded Funds using inputs from leading Australian Equities researchers and fund managers 		
	• International equities – via a portfolio of Exchange Traded Funds and Listed Investment Companies, which invest in international markets		
	Property Securities - via Exchange Traded Funds, which invest in property securities		
	Cash & Fixed interest		
	Significant shifts in asset allocation will be made based on where to find the best value over a three to five-year time period		
Designed for investors who	Want to achieve sound medium to longer term returns and value added with moderate year to year volatility in returns		
Number of securities	Minimum 15		
Asset allocation ranges	ASX listed securities 0 – 55%		
	International shares 0 – 40%		
	Property securities 0 – 25%		
	Cash and fixed interest 20 – 100%		
Defensive vs Growth Asset	20-100% Defensive		
Allocation Range	0-80% Growth		
Single share limits	Maximum of 10% of portfolio in any single share		
Minimum investment horizon	5 years		
Standard Risk Measure	Medium to High		
Investment Management fee	0.68% p.a.		
Indirect Cost Ratio	0.16% p.a.		
Minimum investment	\$25,000		

Proactive Portfolios Conservative

A composite index comprising:		
15% S&P ASX 200 accumulation Index		
 10% MSCI World (ex Australia)) accumulation index	
 10% S&P ASX 200 AREITS accu 	imulation index	
• 65% Custodian Cash Rate		
ASX listed securities and cash (no derivatives or IPOs)		
To provide competitive total returns from income and growth from a portfolio of assets which are diversified across Australian and International shares, Property Securities and Cash and Fixed Interest. The aim is to outperform the multi-sector conservative benchmark consistently over rolling 5 year periods.		
The portfolio invests in securities listed on the ASX as well as Fixed Interest and Cash to provide asset allocation to the following asset classes:		
 Australian equities – via a direct portfolio of shares and Exchange Traded Funds using inputs from an Expert Investment Panel including leading researchers and fund managers 		
International equities – via a portfolio International equities – via a portfolio of specialist Exchange Traded Funds		
Property Securities - via a portfolio of specialist Exchange Traded Funds		
Cash & Fixed interest.		
significant shifts in asset allocation horizon. The operating ranges for a	r asset classes is then managed using the Proactive Portfolios Asset Allocation Process. From time to time will be made based on the assessment of where to find the best value using a three to five-year planning asset allocation are very wide and allow for very low or very high allocations to equities to allow the best interests of investors where market prices have moved to extreme levels.	
Want to achieve moderate medium to longer term returns with lower year to year volatility in returns		
Minimum 15		
Australian shares	0 – 25%	
International shares	0 – 15%	
Property securities	0 – 20%	
Cash and fixed interest	40 – 100%	
40-100% Defensive		
0-60% Growth		
Maximum of 10% of portfolio in any single share		
5 years		
	 15% S&P ASX 200 accumulation 10% MSCI World (ex Australia) 10% S&P ASX 200 AREITS accurate to the second of the secon	

Standard Risk Measure	Medium
Investment Management fee	0.68% p.a.
Indirect Cost Ratio	0.09% p.a.
Minimum investment	\$25,000

Proactive Portfolios Growth

Benchmark	A composite index comprising:			
	40% S&P ASX 200 accumulation Index			
	25% MSCI World (ex Australia) accumulation index			
	 10% S&P ASX 200 AREITS accur 	nulation index		
	• 25% Custodian Cash Rate			
Investment universe	ASX listed securities and cash (no de	erivatives or IPOs)		
Investment objective	To provide returns from a diversified portfolio that exceed the multi-sector growth benchmark consistently over rolling 5 year periods.			
Investment strategy	The portfolio invests in securities lis	The portfolio invests in securities listed on the ASX as well as Cash, diversified across the following asset classes:		
	• Australian equities – via a direct portfolio of shares and Exchange Traded Funds using inputs from leading Australian Equities researchers and fund managers			
	International equities – via a portfolio of Exchange Traded Funds and Listed Investment Companies, which invest in international markets			
	Property Securities - via Exchange Traded Funds, which invest in property securities			
	Cash & Fixed interest			
	Significant shifts in asset allocation	will be made based on where to find the best value over a three to five-year time period.		
Designed for investors who	Want to achieve sound medium to I	onger term returns with some growth and value added but subject to more significant year to year volatility		
Number of securities	Minimum 15	Minimum 15		
Asset allocation ranges	ASX listed securities	0 – 60%		
	International shares	0 – 45%		
	Property securities	0 – 25%		
	Cash and fixed interest	5 – 100%		
Defensive vs Growth Asset	5-100% Defensive			
Allocation Range	0-95% Growth			
Single share limits	Maximum of 15% of portfolio in any single share			
Minimum investment horizon	5 years			
Standard Risk Measure	High	High		
Investment Management fee	0.68% p.a.			
Indirect Cost Ratio	0.20% p.a.	0.20% p.a.		
Minimum investment	\$25,000			

Proactive Portfolios High Growth

Benchmark	A composite index comprising:		
	45% S&P ASX 200 accumulation Index		
	35% MSCI World (ex Australia) accumulation index		
	10% S&P ASX 200 AREITS accumulation index		
	10% Custodian Cash Rate		
Investment universe	ASX listed securities and cash (no derivatives or IPOs)		
Investment objective	To provide returns from a diversified portfolio that exceed the multi-sector high growth benchmark consistently over rolling 5 year periods.		
Investment strategy	The portfolio invests in securities listed on the ASX as well as Cash, diversified across the following asset classes:		
-	Australian equities – via a direct portfolio of shares and Exchange Traded Funds using inputs from leading Australian Equities researchers and fund managers		
	 International equities – via a portfolio of Exchange Traded Funds and Listed Investment Companies, which invest in international markets 		
	 Property Securities - via Exchange Traded Funds, which invest in property securities 		
	Cash & Fixed interest.		
	Significant shifts in asset allocation will be made based on where to find the best value over a three to five-year time period.		
Designed for investors who	Want to achieve more growth oriented medium to longer term returns and value added but subject to higher year to year volatility		
Number of securities	Minimum 15		
Asset allocation ranges	ASX listed securities 0 – 70%		
	International shares 0 – 55%		
	Property securities 0 – 25%		
	Cash and fixed interest 2– 100%		
	* Cash may fall below this level but will be restored on rebalancing		
Defensive vs Growth Asset	2-100% Defensive		
Allocation Range	0-98% Growth		
Single share limits	Maximum of 15% of portfolio in any single share		
Minimum investment horizon	5 years		
Standard Risk Measure	Very High		
Investment Management fee	0.68% p.a.		
Indirect Cost Ratio	0.25% p.a.		
Minimum investment	\$25,000		

Proactive Portfolios Income

Benchmark	Custodian Cash Rate			
Investment universe	ASX listed securities and cash (no derivatives or IPOs)			
Investment objective	To protect the capital value of the assets and consistently add value over the short term cash rate where possible.			
Investment strategy	The portfolio invests primarily in ASX.	cash and fixed interest securities but it may allocate up to 10% of the assets to Australian shares listed on the		
		ties will be via a direct portfolio of shares using inputs from an Expert Investment Panel including leading the combining the inputs using the Proactive Portfolios Portfolio Construction Process.		
	The asset allocation between Cash and Fixed Interest and Australian equities is managed using the Proactive Portfolios Asset Allocation Process. From time to time shifts in asset allocation will be made based on the assessment of where to find the best value using a three to five year planning horizon to allow the best overall strategy to be used in the interests of investors where market prices have moved to extreme levels.			
Designed for investors who	Want to achieve firstly preserved capital value and then earn sound medium to longer term returns with low year to year volatility in returns			
Number of securities	Minimum 3			
Asset allocation ranges	Australian shares Cash and fixed interest	0 – 10% 90 – 100%		
Defensive vs Growth Asset Allocation	90-100% Defensive 0-10% Growth			
Single share limits	Maximum of 30% of portfolio in a	any single share		
Minimum investment horizon	1-5 years			
Standard Risk Measure	Low to Medium			
Investment Management fee	0.68% p.a.			
Indirect Cost Ratio	0.03% p.a.			
Minimum investment	\$25,000	\$25,000		

Ralton Australian Shares

S&P/ASX 300 Accumulation Index		
 Companies that are listed or are about to be listed on the ASX at the time of purchase. Hybrid debt, convertible securities and other types of securities are allowable if listed on the ASX and issued by a qualifying company. Note: Excluded investments include: derivatives, unlisted securities and foreign listed securities. 		
To provide investors with long-term capital growth from a concentrated portfolio of ASX listed securities, and some tax-effective income. To maximise total investment returns from its universe of shares over periods of 5 years or longer regardless of the overall level and direction of the market, while at the same time seeking to minimise the risk of investment capital loss.		
To invest in quality companies that are assessed as likely to provide investors with attractive long term returns, and at the time of purchase are listed, or are about to be listed, on the ASX.		
 Seek long term capital growth from a concentrated portfolio of ASX listed securities, with some tax-effective income. Expect consistent above market returns. Have a long term investment horizon of at least five years and accept the risk of significant price fluctuations. 		
Generally 20 - 35		
ASX listed securities $90 - 98\%$ Cash $2^* - 10\%$ * Cash may fall below this level but will be restored on rebalancing		
2-10% Defensive 90-98% Growth		
Limited to 10% of a company's issued capital.		
At least 5 years		
Very High		
0.75% p.a.		
\$25,000		

Ralton High Yield Australian Shares

Benchmark	S&P/ASX 300 Accumulation Index		
Investment universe	 ASX listed companies that are either Included in the S&P/ASX 300 Index, or one of the largest 300 companies by market capitalisation. Hybrid debt, convertible securities and other types of securities are allowable if listed on the ASX and issued by a qualifying company. Note: Excluded investments include: derivatives, unlisted securities and foreign listed securities. 		
Investment objectives	To provide investors with a tax-efficient and growing cash dividend yield and long-term capital growth. To maximise total investment returns from its universe of shares over periods of 5 years or longer regardless of the overall level and direction of the market, while at the same time seeking to minimise the risk of investment capital loss.		
Investment strategy	To invest in quality ASX listed companies that are assessed as likely to provide investors with attractive long-term returns (capital growth plus above average yield and franking), and at the time of purchase are either included in the S&P/ASX 300 Index or are one of Australia's largest 300 companies based on market capitalisation.		
Designed for investors who	 Seek tax-efficient cash dividend yields, and long-term capital growth from a concentrated portfolio of ASX listed securities. Seek total returns, independent of the overall level and direction of the market. Have a long term investment horizon of at least five years and accept the risk of significant price fluctuations. 		
Number of shares	Generally 20 - 35		
Asset allocation ranges	ASX listed securities $90 - 98\%$ Cash $2* - 10\%$ * Cash may fall below this level but will be restored on rebalancing		
Defensive vs Growth Asset Allocation Range	2-10% Defensive 90-98% Growth		
Single share limits	Limited to 10% of a company's issued capital.		
Minimum investment horizon	At least 5 years		
Standard Risk Measure	Very High		
Investment management fee	0.75% p.a.		
Minimum investment	\$25,000		

Ralton Leaders

Benchmark	S&P/ ASX 100 Accumulation Index			
Investment universe	ASX listed companies that are either:			
investment universe	included in the S&P/ASX 100 Index, or			
	• in the top 100 by market capitalisation			
	 Hybrid debt, convertible securities and other types of securities are allowable if listed on the ASX and issued by a qualifying company. 			
	Note: Excluded investments include: derivatives, unlisted securities and foreign listed securities.			
	<u> </u>			
Investment objectives	To provide investors with long-term capital growth and tax-effective income from a portfolio of blue-chip ASX listed securities.			
	The portfolio aims to deliver returns that are consistently above the S&P/ASX 100 Accumulation Index over a three to five year period.			
Investment strategy	To invest in quality larger capitalisation companies that are assessed as likely to provide investors with attractive long-term returns relative to the Index, and at the time of purchase are either included in the S&P/ASX 100 Index or are one of Australia's largest 100 companies based on market capitalisation.			
Designed for investors who	Seek long-term capital growth and tax-effective income from a portfolio of larger and more liquid ASX listed securities; Seek longer-term above market returns; and Have a long-term investment horizon of at least three to five years and accept the risk of significant price fluctuations.			
Number of shares	Generally 25 - 40			
Asset allocation ranges	ASX listed securities 90 – 98%			
	Cash 2* - 10%			
	* Cash may fall below this level but will be restored on rebalancing			
Defensive vs Growth Asset Allocation	2-10% Defensive			
Range	90-98% Growth			
Single share limits	Limited to 10% of a company's issued capital.			
Minimum investment horizon	7 years			
Standard Risk Measure	Very High			
Investment management fee	0.65% p.a.			
Minimum investment	\$25,000			

Ralton Smaller Companies

Benchmark	S&P/ ASX Small Ordinaries Accumulation Index		
Investment universe	 Companies that are listed or are about to be listed on the ASX, and are not included in the S&P/ASX 50 Index at the time of purchase. Hybrid debt, convertible securities and other types of securities are allowable if listed on the ASX and issued by a qualifying company. Note: Excluded investments include: derivatives, unlisted securities and foreign listed securities. 		
Investment objectives	To provide investors with long-term capital growth from a concentrated portfolio of smaller capitalisation ASX listed securities and some tax-effective income. To maximise total investment returns from its universe of shares over periods of 5 years or longer regardless of the overall level and direction the market, while at the same time seeking to minimise the risk of investment capital loss.		
Investment strategy	To invest in quality smaller capitalisation companies that are assessed as likely to provide investors with attractive long-term returns, and at the time of purchase are listed, or about to be listed, on the ASX and not included in the S&P/ASX 100 Index.		
Designed for investors who	 Seek long-term capital growth from a concentrated portfolio of ASX listed securities chosen from smaller ASX capitalisation shares, with so tax-effective income; Seek total returns, independent of the overall level and direction of the market; and Have a long-term investment horizon of at least five years and accept the risk of significant price fluctuations. 		
Number of shares	Generally 25 - 40		
Asset allocation ranges	ASX listed securities $85-98\%$ Cash $2^*-15\%$ * Cash may fall below this level but will be restored on rebalancing		
Defensive vs Growth Asset Allocation Range	2-15% Defensive 85-98% Growth		
Single share limits	Limited to 10% of a company's issued capital.		
Minimum investment horizon	At least 5 years		
Standard Risk Measure	Very High		
Investment management fee	0.85% p.a.		
Minimum investment	\$25,000		

SG Hiscock 20

Benchmark	S&P/ASX 300 Accumulation Index				
Investment universe	All shares listed on the ASX				
	IPO's that will be listed on the ASX.				
	Note: Excluded investments include	e derivatives.			
Investment objectives	To provide long term capital growth and a growing income stream in excess of the S&P/ASX 300 Accumulation Index (after fees) over rolling five year periods.				
Investment strategy	SGH invests in a portfolio of approx	ximately 20 shares that are listed, or due to be listed within the next six months on the ASX.			
	Between 80% and 100% exposure t	to ASX listed securities.			
	Generally, no more than 15% of the market value of the portfolio shall be held in any one company, but 10% at initial purchase. Generally, no more than 10% of the issued capital of a company shall be held.				
Designed for investors who	Seek exposure to a concentrated portfolio of high-quality shares listed on the ASX.				
	Are willing to accept volatile returns over the short term in order to achieve the longer term objectives.				
Number of shares	15 - 25				
Asset allocation ranges	ASX listed securities	80 – 98%			
	Cash	2* - 20%			
	* Cash may fall below this level but	will be restored on rebalancing			
Defensive vs Growth Asset Allocation	2-20% Defensive				
Range	80-98% Growth				
Share limits	N/A				
Minimum investment horizon	5 years				
Standard Risk Measure	Very High				
Investment management fee	0.935% p.a.				
Minimum investment	\$25,000				

Watershed Australian Share

Benchmark	ASX 200 Accumulation Index				
Investment universe	Cash				
	• S&P/ASX 200				
	ASX-listed Exchange Traded Funds (ETFs)				
Investment objectives	The main objective of the Australian Share Portfolio is to provide market-leading returns over the medium to long term from a concentrated portfolio of Australian "blue chip" shares, aiming to deliver an investment return (after fees) that outperforms the S&P/ASX200 Accumulation Index over a rolling three-year period.				
Investment strategy	The manager believes that macro-economic cycles drive the majority of share price performance, both short and long term. Recognising that economic cycles have major implications on the volatility of corporate earnings across industries, it seeks to exploit these cycles to achieve higher than index returns over time.				
	Rigorous fundamental analysis is undertaken on businesses to ensure that the portfolio holds high quality investments and companies, shifting the allocation between asset classes and sectors (early, mid or late cycle cyclicals and defensive sectors) given the current and expected economic environment.				
	Watershed also believe that short term market sentiment often creates divergence between valuations and market pricing and looks to exploit this by actively managing overall market exposure and cash weight.				
Designed for investors who	Seek a concentrated portfolio of Australian shares offering medium to long term capital growth and some tax-effective income from their investments.				
Number of shares	15 - 25				
Asset allocation ranges	ASX listed securities 80 – 98%				
	Cash 2* - 30%				
	* Cash may fall below this level but will be restored on rebalancing				
Single share limits	Index weight +6%				
Minimum investment horizon	At least 5 years				
Standard Risk Measure	Very High				
Investment management fee	0.66% p.a.				
Minimum investment	\$25,000				

Watershed Income

Benchmark	UBS Bank Bill Index			
Investment universe	Cash			
	ASX-listed Corporate Bonds Exchange Traded Funds (ETFs)			
	ASX-listed Fixed Interest ETFs			
	ASX Hybrid and Debt Securities			
Investment objectives	To generate an income return of 2% above the official cash rate (after fees) from a concentrated portfolio of listed bond, hybrid and debt securities. The portfolio should be viewed as defensive with some capital volatility and is not expected to generate any long term capital growth.			
Investment strategy	Hybrid securities are higher-yielding investments, generally paying regular income to investors via a defined margin above the prevailing bank bill rate. They are particularly attractive to investors seeking superior yields than available from a cash account or term deposit in a low interest rate environment.			
	The portfolio has a bias towards listed bond exposure and highly rated floating or variable rate securities to minimise interest rate risk, and investment grade issuers.			
	The Investment Committee undertakes the following steps when constructing the portfolio:			
	1. Review the current macro environment looking at where positioning in the interest rate cycle and other factors such as global credit spreads			
	2. Evaluate key details of the issue to ensure it meets the investment criteria evaluating factors such as yield, credit quality of issuer, conversion details, franking, maturity date			
	3. Undertake thorough analysis to isolate the securities that offer the best risk/return profiles			
	4. Construct the portfolio then constantly monitor and formally review on a weekly and monthly basis.			
Designed for investors who	Seek higher yields than cash and term deposits and are comfortable with some capital volatility.			
Number of shares	Typically between –15-30			
Asset allocation ranges	No restrictions within investment universe			
Single share limits	Maximum of 15% of portfolio value			
Minimum investment horizon	3-5 years			
Standard Risk Measure	Medium			
Investment management fee	0.44% p.a.			
Minimum investment	\$25,000			

Watershed Emerging Leaders

Benchmark	ASX Small Ordinaries Accumulation Index				
Investment universe	ASX ex-100 but greater than 100M in Market Capitalisation				
Investment objectives	To outperform the Small Ordinaries	To outperform the Small Ordinaries Accumulation Index over the medium to longer term (three to five years) by 2-3%			
Investment strategy	The SMA strategy is to identify, and i	invest in, mispriced listed companies using a fundamental "bottom-up" stock picking approach.			
	Watershed recognises that investment markets are regularly inefficient with regard to the appropriate market pricing of securities, particularly within the market for smaller to mid-cap listed companies. Generally, companies outside the S&P/ASX 100 are not as comprehensively researched as the larger companies. Further, given that many of these smaller companies are typically at the earlier stages of their growth cycle (i.e. emerging growth companies), they are often not fully understood nor appropriately priced by the market relative to their true growth prospects.				
	Watershed's investment philosophy recognises the existence of pricing inefficiencies, and is focused on conducting in-depth research to identify, appropriately value, and invest in undervalued companies. All investments must offer a clear path (i.e. catalyst) for a positive re-rating to occur, and thereby support favourable investment outcomes.				
Designed for investors who	Are seeking capital growth with a me	Are seeking capital growth with a medium to longer term investment horizon (3-5 years).			
Number of shares	15-30				
Asset allocation ranges	Biotechnology stocks	Not included			
	Financials	0% - 30%			
	Retail	0% - 25%			
	Telecommunications	0% - 20%			
	Information technology	0% - 20%			
	Healthcare	0% - 15%			
	Media	0% - 15%			
	Materials	0% - 15%			
	Resources	0% -10%			
Single share limits	8%				
Minimum investment horizon	3-5 years				
Standard Risk Measure	Very High	Very High			
Investment management fee	0.66% p.a.				
Minimum investment	\$25,000				

Watershed International Share

Benchmark	MSCI World Index (excluding Australia)	
Investment universe	Medium to Large Cap Listed International Shares and securities included in the MSCI World Index (excluding Australia) and listed on major International stock exchanges. The international stock exchanges currently offered for investment are listed in the 'Global Market Fees' schedule available on the Secure Portal.	
Investment objectives	The objective of the Watershed International Share Portfolio is to provide attractive investment returns over the medium to long-term while reducing the risk of permanent capital loss. The portfolio aims to outperform the MSCI World Index (excluding Australia) over a rolling three-yea period by 2 - 3% per annum.	
Investment strategy	The portfolio consists of investments in high-quality global securities and businesses whose shares are listed on major global stock exchanges.	
	The Watershed philosophy for international equity investing is to invest only in businesses with a competitive advantage that operate in industries with high barriers to entry and that are managed by highly regarded managers. Furthermore, these businesses must deliver high returns on shareholders' equity with low gearing, and have a long track record of growth in sales, earnings and dividends.	
	Watershed may also invest in high growth, non-dividend paying businesses if these businesses are dominant players and disrupters in their industries. However, investment in these types of businesses is the exception rather than the rule and exposure to these businesses is limited to no more than 15% of the portfolio.	
Designed for investors who	Seek long term capital growth and portfolio diversification	
	 Have a longer-term investment horizon of at least five years and accept the risk of price fluctuations 	
Number of shares	15 - 25	
Asset allocation ranges	International Shares: 80-100% Cash: 0-20%	
Single share limits	No individual stock is to exceed 15% of the portfolio	
Minimum investment horizon	At least 5 years	
Standard Risk Measure	Very High	
Investment management fee	0.66% p.a.	
Minimum investment	\$25,000	

Watershed Balanced

Benchmark	Morningstar Moderate Target Risk				
Investment universe	The portfolio will invest in a range of Separately Managed Accounts (both ASX Listed and Internationally Listed) and managed funds				
Investment objectives	To generate a return 2-3% over th	ne benchmark over a 5 year perio	od.		
Investment strategy			set classes. Taking a top-down macro-ed lysis the manager seeks to isolate the c	conomic approach to asset allocation and optimum allocation to both asset class	
	The international equities component will be invested in SMAs that will target 50% in Exchange Traded Funds and 50% in direct securities. The manager may use up to 100% of the international allocation in either.				
	The operating ranges for asset allo for investors in all market environ		low or high allocations to asset classes	so as to provide the optimum outcome	
Designed for investors who	Want to achieve sound medium to longer term returns whilst taking on moderate risk.				
Asset allocation ranges		Min	Max	Target	
	Cash	2%*	60%	5%	
	Fixed Income	0%	60%	35%	
	Alternative Assets	0%	15%	0%	
	Defensive Assets	20%	80%	40%	
	Listed Property	0%	10%	5%	
	Australian Equities	10%	80%	30%	
	International Equities	0%	60%	25%	
	Growth Assets	20%	80%	60%	
	* Cash may fall below this level but will be restored on rebalancing				
Minimum investment horizon	At least 5 years				
Standard Risk Measure	Medium to High	Medium to High			
Investment management fee	0.55% p.a.				
Indirect Cost Ratio	0.07% p.a.				
Minimum investment	\$150,000				

Watershed Conservative

Benchmark	Morningstar Conservative Target Risk				
Investment universe	The portfolio will invest in a range of Separately Managed Accounts (both ASX Listed and Internationally Listed) and managed funds				
Investment objectives	To generate a return 2% over the be	enchmark over a 5 year period.			
Investment strategy	The portfolio invests in SMA's and managed funds covering all asset classes. Taking a top-down macro-economic approach to asset allocation and stock selection combined with bottom-up fundamental share analysis the manager seeks to isolate the optimum allocation to both asset class and individual share holdings.				
	The international equities compone	ent will be invested in an SMA that	t comprises Exchange Traded Funds.		
	The operating ranges for asset allocation are broad and allow for low or high allocations to asset classes so as to provide the optimum outcome for investors in all market environments.				
Designed for investors who	Want to achieve sound medium to l	longer term returns with moderat	e to minimal risk.		
Asset allocation ranges		Min	Max	Target	
	Cash	2%*	80%	10%	
	Fixed Income	0%	80%	45%	
	Alternative Assets	0%	15%	5%	
	Defensive Assets	40%	80%	60%	
	Listed Property	0%	10%	5%	
	Australian Equities	0%	60%	25%	
	International Equities	0%	40%	10%	
	Growth Assets	20%	60%	40%	
	* Cash may fall below this level but will be restored on rebalancing				
Minimum investment horizon	At least 5 years				
Standard Risk Measure	Medium				
nvestment management fee	0.55% p.a.				
ndirect Cost Ratio	0.04% p.a.				
Minimum investment	\$150,000				

Watershed Growth

Benchmark	Morningstar Moderately Aggressive Risk						
Investment universe	The portfolio will invest in a range of Separately Managed Accounts (both ASX Listed and Internationally Listed) and managed funds						
Investment objectives	To generate a return 3% over the benchmark over a 5 year period.						
Investment strategy	The portfolio invests in SMA's and managed funds covering all asset classes. Taking a top-down macro-economic approach to asset allocation and stock selection combined with bottom-up fundamental share analysis the manager seeks to isolate the optimum allocation to both asset class and individual share holdings. The international equities component will be invested in SMAs that will target 50% in Exchange Traded Funds and 50% in direct securities. The manager may use up to 100% of the international allocation in either.						
	The operating ranges for asset allocation are broad and allow for low or high allocations to asset classes so as to provide the optimum outcome for investors in all market environments.						
Designed for investors who	Want to achieve higher medium to lo	nger term returns whilst comforta	ble taking on higher than moderate	risk levels.			
Asset allocation ranges		Min	Max	Target			
	Cash	2%*	30%	2%			
	Fixed Income	0%	40%	18%			
	Alternative Assets	0%	15%	0%			
	Defensive Assets	10%	70%	20%			
	Listed Property	0%	10%	5%			
	Australian Equities	15%	90%	40%			
	International Equities	0%	75%	35%			
	Growth Assets	30%	90%	80%			
	* Cash may fall below this level but will be restored on rebalancing						
Ainimum investment horizon	At least 5 years						
itandard Risk Measure	High						
nvestment management fee	0.55% pa						
	0.09% p.a. of the investment value of the Managed Account Model Portfolios.						
ndirect Cost Ratio	0.09% p.a. of the investment value of	the Managed Account Model Port	ttolios.				

Watershed High Growth

Benchmark	Morningstar Aggressive Target Risk						
Investment universe	The portfolio will invest in a range of Separately Managed Accounts (both ASX Listed and Internationally Listed) and managed funds						
Investment objectives	To generate a return 5% over the benchmark over a 5 year period.						
Investment strategy	The portfolio invests in SMA's and managed funds covering all asset classes. Taking a top-down macro-economic approach to asset allocation and stock selection combined with bottom-up fundamental share analysis the manager seeks to isolate the optimum allocation to both asset class and individual share holdings.						
	The operating ranges for asset allocation are broad and allow for low or high allocations to asset classes so as to provide the optimum outcome for investors in all market environments.						
Designed for investors who	Want to achieve higher medium to	longer term returns whilst comfo	rtable taking on high levels of risk.				
Asset allocation ranges		Min	Max	Target			
	Cash	2%*	40%	2%			
	Fixed Income	0%	40%	8%			
	Alternative Assets	0%	15%	0%			
	Defensive Assets	2%	60%	10%			
	Listed Property	0%	10%	5%			
	Australian Equities	20%	88%	45%			
	International Equities	10%	78%	40%			
	Growth Assets	40%	98%	90%			
	* Cash may fall below this level but will be restored on rebalancing						
Minimum investment horizon	At least 5 years						
Standard Risk Measure	Very High						
Investment management fee	0.55% pa						
Indirect Cost Ratio	0.12% p.a. of the investment value of the Managed Account Model Portfolios.						
Minimum investment	\$150,000						



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