

Perpetual Private

Your one-stop managed accounts solution

How Perpetual Private helps you give your clients what they want

Trust is earned.

Perpetual 

What are managed accounts?

Managed accounts are a professionally managed investment structure offering investors access to a widely diversified portfolio of assets. The investor has beneficial ownership of the assets in the portfolio, improving tax-effectiveness and allowing greater customisation.



Managed accounts

An all-round better idea

The FUA in managed accounts is growing rapidly – up 50% in the past three years.¹ Why? Because for advisers like you, they tick multiple boxes:



They're a modern, contemporary solution for your clients – offering high transparency, tax efficiency, and wide diversification across asset classes and structures (managed funds, ETFs, and direct equities).



When markets present new risks or opportunities, you can respond – fast – to preserve or deploy capital across your client base.



They create business efficiencies. You can develop high quality investment portfolios for multiple clients with diverse needs – but do it at scale.

According to Netwealth research², more than 75% of advisers agree that managed accounts improve business efficiency. By delivering portfolios more efficiently, they free you to spend time on advice relationships – capturing new clients and serving existing ones.

“For many advice firms the benefits of managed accounts have largely evolved around improvements in back-office efficiency and access to specialist managers and consultants. However, there is a growing consensus that managed accounts improve the customer experience as well.”

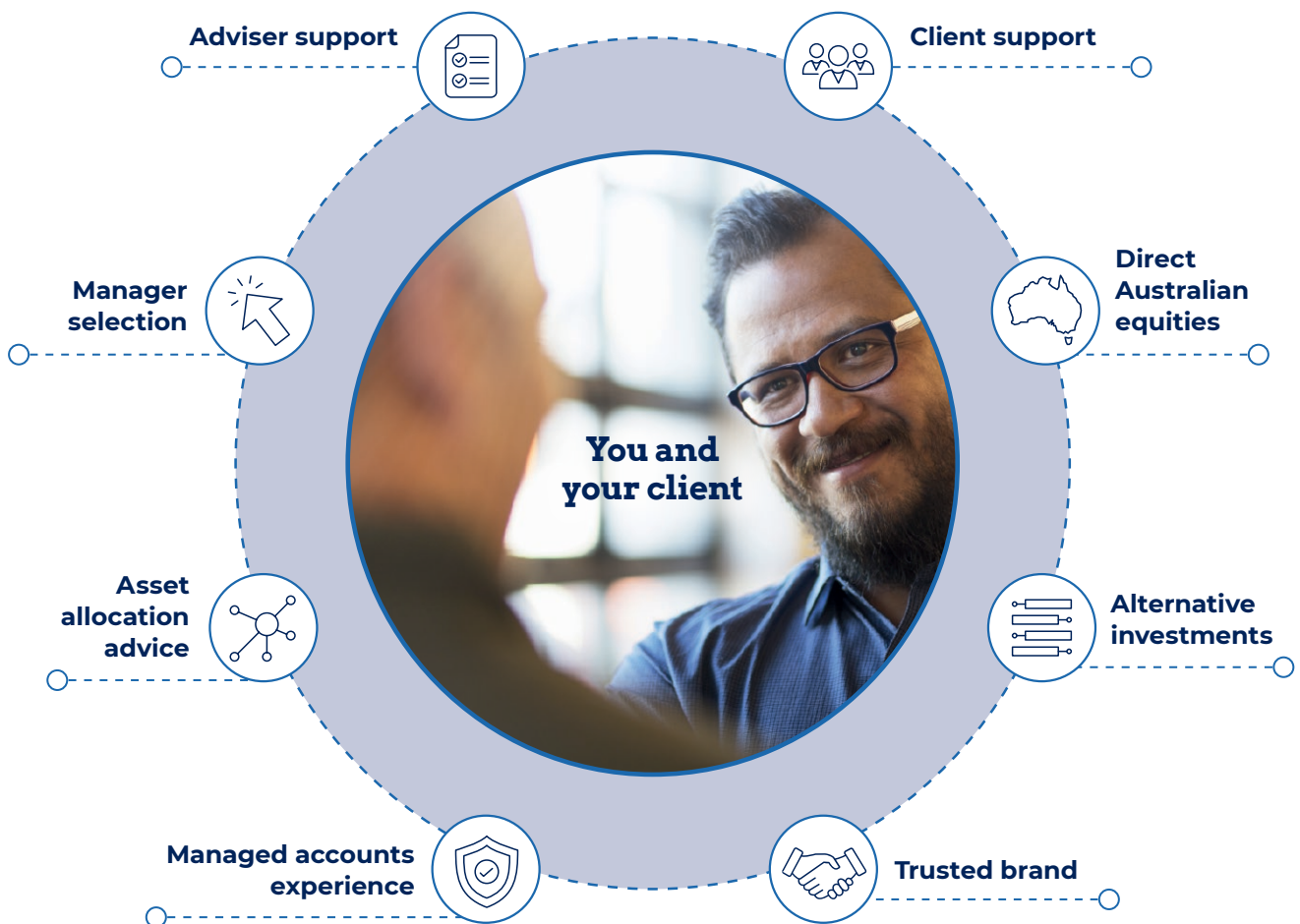
Netwealth AdviceTech Report, 2021

¹ Source: www.rainmaker.com.au/media-release/managed-accounts-market-reaches-175-billion

² Netwealth AdviceTech 2021 report.

Why Perpetual Private?

Flexibility, support and broad expertise tailored to your needs



"If you're an advisory business looking for the practice efficiency and investment rigour of managed accounts, Perpetual Private offers you a solution built on a decade of experience and a real understanding of advisers' needs."

Kyle Lidbury,
Head of Investment Research, Perpetual Private

What makes our Managed Accounts offering different?

Two specialist in-house investment teams

We have one team managing direct Australian equities and one constructing multi-asset, multi-manager portfolios. Our scale and relationships mean you and your clients can access institutional-grade investments cost-effectively.

Partnership with a trusted brand

Perpetual Private is part of the Perpetual Group, an ASX-listed, diversified financial services company which has been part of Australia's financial landscape since 1886 when it was established as a trustee company. That trustee culture of putting clients first is what makes Perpetual unique.

Strong portfolio governance

Our well-resourced teams have the skills and experience to research, select and optimise the mix of investments in each portfolio and adjust that mix strategically over time using our robust process.

Alternative investments

Perpetual Private's alternatives capability – developed over fifteen years – adds an extra layer of flexibility when it comes to capturing superior returns via assets less correlated to equity and bond markets.

Managed accounts experience

As an adviser licensee that has been running client portfolios for over a decade, we understand the ongoing needs of advice practices and can offer you the operational, investment and communication support. The result? You get a quality managed accounts product to offer your clients – with the option to white label – and day-to-day help to optimise how it works for your practice.

Adviser and client support

To keep you and your clients informed about the portfolios' performance, outlook, and the overall investment environment, Perpetual Private provides regular reporting, event-driven investment insights and extensive Quarterly Market Updates.

Direct Australian equities

Transparent and efficient

Direct investment in Australian equities will be an attractive investment option for many of your clients. They can invest in household names and thanks to the managed accounts structure, capture the benefits of owning their shares individually.

Our direct equities portfolios are managed using Perpetual Private's time-tested investment philosophy – we seek to 'protect, then grow' – and build portfolios based on the core principles of **quality, value** and **active management**.

Most importantly, our actively managed, low turnover portfolios are fully supported by client-ready communications that gives full transparency on portfolio decisions and outcomes.



Portfolio options

To help you meet the needs of your different client segments we have developed three distinct but complementary direct Australian equities model portfolios:

Model portfolio	Core 	Wealth Accumulator 	Responsible Investment 
Overview	Our best ideas from the top 100 stocks on the ASX	For added growth	For additional ethical and ESG criteria
Portfolio structure	15 to 25 quality and resilient large-cap stocks, well diversified and selected on bottom-up criteria.	75% of stocks are selected from the Core portfolio and 25% allocated to small cap companies to provide higher return potential.	Stocks are assessed from the top 300 companies on the ASX and must pass additional ethical and ESG criteria.*
Who is it designed for?	Clients who want growth but are sensitive to market falls.	Long-term investors who can accept short-term volatility in pursuit of potential higher returns.	Clients who are conscious of the social and ethical implications of where their money is invested and are less benchmark-conscious.

* Refer to Perpetual Private's Responsible Investment Policy at the following link for more information: <https://www.perpetual.com.au/perpetual-private-responsible-investment-policy>

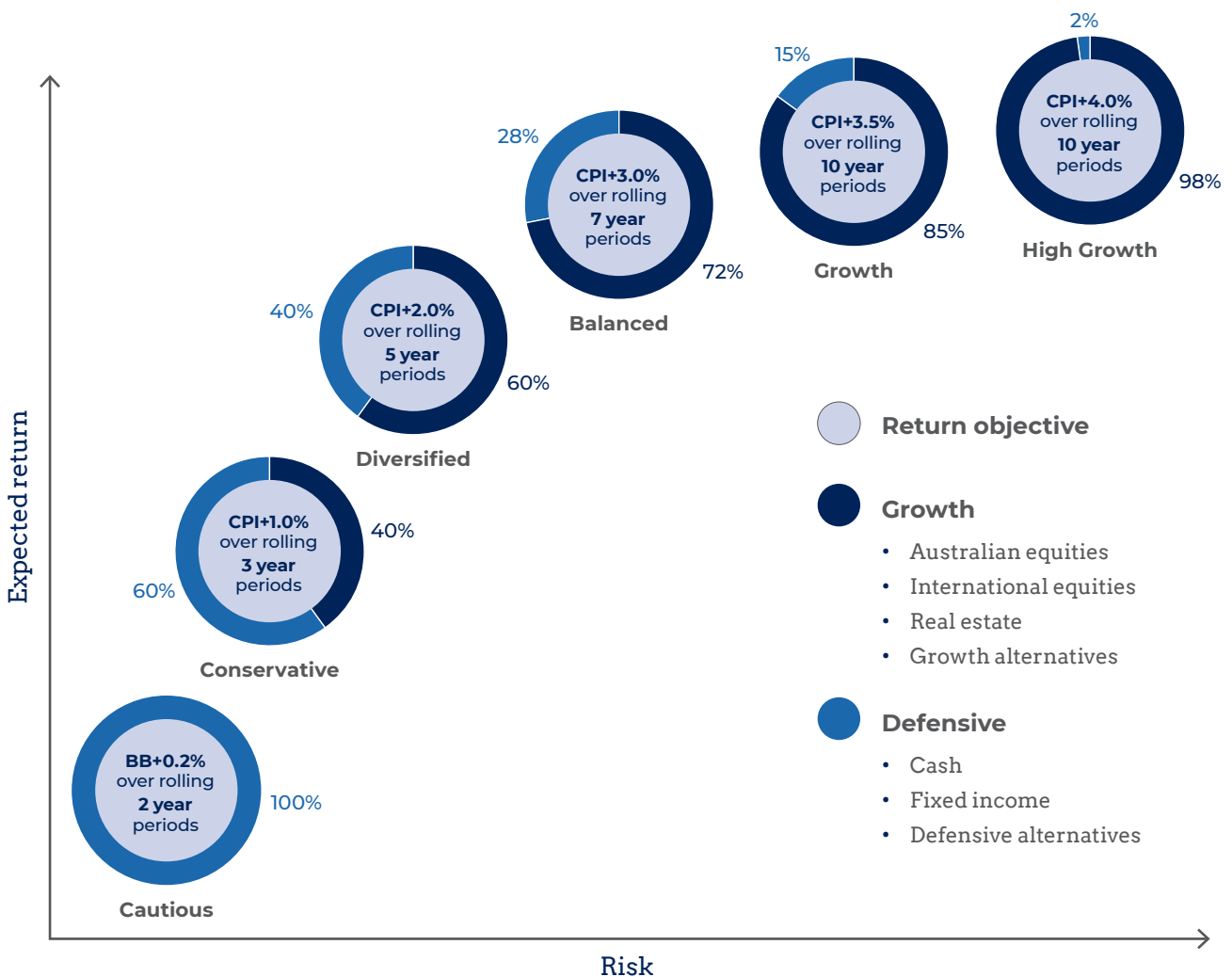
Multi-asset portfolios

Diversification, simplicity, performance

Designed with the aim of delivering superior risk-adjusted returns, Perpetual Private’s wide range of multi-manager, multi-asset portfolios seeks to support your clients’ risk-return needs. Crucially, they give your clients all the benefits of professionally managed portfolios in a simple structure that reduces stress for them (and the admin burden for you).

Multi-manager multi-asset portfolios

Overview



For illustrative purposes only. Source: Perpetual Private Investment Research Team.

Our robust multi-manager approach

Our multi-asset portfolios are widely diversified across asset classes, securities and regions. The portfolios are constructed and optimised using our rigorous investment process.



Step 1

Formulate the asset allocation

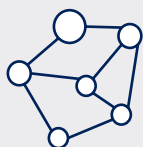
Establish the investment guidelines with a long-term strategic view on appropriate asset allocation ranges. We aim to optimise the risk-and-return position of each portfolio given its investment objective.



Step 2

Choose the specialist investment managers

Identify specialist investment managers within each asset class that meet our selection criteria.



Step 3

Blend the managers' investment styles

Design a combination of specialist investment managers with complementary investment styles.



Step 4

Monitor the portfolios

Regularly review the investment approach of the portfolio, including specialist investment manager selection and allocations to each asset class.



Step 5

Implement change

If monitoring identifies the need for manager change, these shifts are implemented according to steps 1-3.



Position your practice for the future

Today, even the best advisers are stretched thin, working in a highly competitive, highly regulated advice market, where clients need personalisation and wide diversification, and expect efficiency and transparency.

Our extensive experience means Perpetual Private Managed Accounts can help you deliver on those needs. Because we're part of a financial services group with a fiduciary heritage dating back to the 1880s, you know we'll be there for you over the long term. Our business scale and research resources also means you get the constant flow of market and performance information you and your clients need.

If you'd like to know how our Managed Accounts solution can be tailored for your clients and your practice, please contact the Perpetual Private Investment Research Team at pcresearch@perpetual.com.au or:



Kyle Lidbury

Head of Investment Research

Kyle.Lidbury@perpetual.com.au



Amanda Chow

Head of Managed Accounts

Amanda.Chow@perpetual.com.au

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Past performance is not indicative of future performance.

The Perpetual Group issues a Financial Services Guide (FSG) which contains important information in relation to the financial products and services offered by the Perpetual Group. To view the Perpetual Group's FSG please visit www.perpetual.com.au. This document is dated October 2022. 578313 1022

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