

# Managed Account

Product Disclosure  
Statement

29 January 2025

## Part 2 – Managed Models Booklet Sovereign Financial Group

SFG Moderate Managed Model - MACC000724

SFG Balanced Managed Model - MACC000725

SFG Growth Managed Model - MACC000726



**SOVEREIGN**  
FINANCIAL GROUP

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## General information only

The information provided in the Managed Account disclosure documents is general information only and is not intended to imply any recommendation or opinion about a financial product. This information does not take into account your personal objectives, financial situation or needs. You should consider whether the information is appropriate for you in light of your personal objectives, financial situation and needs, and you should consider consulting a financial adviser before making a decision about whether to invest in the Managed Account or any of the models.

## Contact details

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## Important Information

This Managed Models Booklet is Part 2 of the product disclosure statement for the Netwealth Managed Account Service (ARSN 633 923 887) ('PDS'). It has been prepared and issued by Netwealth Investments Limited (ABN 85 090 569 109, AFS Licence No. 230975) ('Netwealth', 'we', 'us' or 'our') in our capacity as the responsible entity of the Netwealth Managed Account Service ('Managed Account') which is a registered managed investment scheme (ARSN 633 923 887).

The PDS in relation to the Managed Account issued by Netwealth is made up of two parts:

- a document titled 'Part 1 – General Information'; and
- this 'Part 2 – Managed Models Booklet' document.

The PDS also incorporates information from the Managed Account Guide for the Managed Account ('Managed Account Guide'). The PDS should be read together with the Managed Account Guide (together, the 'Managed Account disclosure documents'). Part 1 of the PDS sets out some important terms which are also used in this document.

This document describes the Sovereign Financial Group Managed Models ('models') for which Netwealth has appointed Evidentia Group Pty Ltd (ABN 39 626 048 520) ('Evidentia'), a corporate authorised representative of Evidentia Financial Services Pty Ltd (ABN 97 664 546 525, AFS Licence No. 546217) as the Model Manager. It also contains information about the fees and other costs you may be charged if you invest in any of these models. There is a different 'Part 2 – Managed Models Booklet' for each suite of Managed Models in the Managed Account.

If you received any of the Managed Account disclosure documents electronically, we will provide a paper copy free upon request. If obtaining an electronic copy, please ensure you have a complete copy of each of the other Managed Account disclosure documents that are relevant to you.

The information in this document about Evidentia and the models is based on information provided to us by Evidentia and:

- Evidentia and its related bodies corporate have not authorised or caused the issue of the Managed Account disclosure documents, or been involved in the preparation of them, other than providing information about Evidentia and information about the models;
- we have not independently verified the information provided by Evidentia and, to the extent permitted by law, take no responsibility for it; and
- Evidentia and each of its related bodies corporate expressly disclaim and take no responsibility for any part of the Managed Account disclosure documents other than in respect of any part of this document to which they have expressly given their consent.

We may choose not to implement the advice provided by Evidentia in relation to the investment portfolio for the Sovereign Financial Group models where we believe that doing so may breach relevant law or result in an outcome that is not consistent with the investment mandate of the Sovereign Financial Group models. We may adjust the investment portfolios of the Sovereign Financial Group models in our absolute discretion.

An investment in the Managed Account is not a deposit with, or other liability of, Evidentia or any of its related bodies corporate. An investment in the Managed Account is subject to risk including possible delays in repayment and loss of income or principal invested (see 'Key risks' in Part 1 of the PDS). Netwealth, Evidentia and its related bodies corporate do not guarantee the performance of the Managed Account, the repayment of capital from the Managed Account or any particular rate of return.

Evidentia has given and not withdrawn its consent:

- to be named in this document in the form and context in which it is named;
- to any statements made by, or attributable to, Evidentia in the form and context in which those statements appear; and
- to the inclusion of the information about Evidentia and the models in the form and context in which such information appears.

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<sup>1</sup> The documents described on this page are available free of charge, on [Managed Accounts forms and documents page](#) of the Netwealth website, in printed form by calling Freecall 1800 888 223 or from your Nominated Financial Adviser.

## Investors who may use these Managed Models

Netwealth has established the models described in this document by arrangement with the Model Manager for the exclusive use of clients of certain advisers or adviser groups.

To invest in these models, you must have a Nominated Financial Adviser on your platform account who has been approved by Netwealth to use these models. To find out if these models are available to you, you can ask your financial adviser, contact Netwealth or log into your platform account and go to 'Compare funds & models.'

If you cease to have a Nominated Financial Adviser who has been approved by Netwealth to use these models<sup>2</sup> you may cease to have access to these models. If this occurs, we will suspend rebalances and, as platform operator, we will seek your instructions regarding the investments held in the models. See the section titled "What happens when you no longer have access to a model in your managed account?" in the Managed Account Guide for further information about the fees and costs that will cease to apply in these circumstances.

## About the Model Manager

Evidentia is a boutique asset consultant that works with select private wealth practices to design, build, implement and manage tailored investment models. Evidentia has an investment team with experience across all major asset classes.

### Investment strategy and process

Evidentia describes its investment philosophy as encompassing the following principles:

**Evidence-based investing** – Evidentia believes making investment decisions based on fundamental analysis and empirical evidence rather than a short-term focus delivers better long-term investment outcomes.

**Higher returns require acceptance of higher risk** – Evidentia believes over time, investors achieve higher returns for accepting higher risk. A higher allocation to growth assets, such as shares, may result in higher expected returns over the long run.

**Valuation is important** – Evidentia believes markets can experience inefficiency and mispricing and that the entry price of an investment is a key determinant of long-term returns and the risk of financial loss. Evidentia adopts a dynamic asset allocation approach that considers the relative valuations of asset classes and sub-asset classes, fund managers, and underlying securities.

**Risk management is multi-dimensional** – Evidentia invests in an environment of uncertainty where economic, geo-political and market developments can materially change the investment landscape. Evidentia seeks to create portfolios that are robust to a range of environmental scenarios and assess risk from a broad set of metrics that consider liquidity, country, sector, style, credit, environmental, social and governance risks.

**Diversification** – Diversification is spreading investments across and within different asset classes domestically and abroad. Evidentia believes diversification cannot eliminate the risk of loss, but it is an important tool for managing risk.

**Simplicity and transparency** – Evidentia believes the security of investors' wealth is paramount and will only invest in the highest quality underlying fund managers and securities and will not accept overly complex investments.

**Fees and taxes matter** – Evidentia believes investing and allocating fees to active fund managers is appropriate if — with a high degree of conviction — investors will benefit from paying a higher fee. Where appropriate, Evidentia will also utilise low-cost passive fund managers and considers the tax consequences of underlying portfolio strategies.

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<sup>2</sup> For example, if your Nominated Financial Adviser is removed by you or by us, or moves to another AFS licensee who is not authorised by us to use these models.

## Model Profiles

### SFG Moderate Managed Model (MACC000724)

Investment objective and timeframe	The model aims to outperform the Morningstar Australia Moderate Target Allocation NR, after fees and costs, over rolling 2-year periods.																																				
Investment strategy	<p>The model invests in a range of asset classes including Australian equities, international equities, property, alternatives, fixed interest, and cash.</p> <p>The asset allocations will be dynamically managed depending on market conditions and correlations, however, it is expected that over a full economic cycle, growth assets will average approximately 30% while defensive assets will average approximately 70%.</p>																																				
Investment category	Diversified																																				
Asset allocation ranges	<table><thead><tr><th>Asset class</th><th>Minimum allocation (%)</th><th>Neutral allocation (%)</th><th>Maximum allocation (%)</th></tr></thead><tbody><tr><td>Australian equities</td><td>0</td><td>11</td><td>40</td></tr><tr><td>International equities</td><td>0</td><td>14.5</td><td>40</td></tr><tr><td>Australian property</td><td>0</td><td>0</td><td>25</td></tr><tr><td>International property</td><td>0</td><td>4.5</td><td>25</td></tr><tr><td>Alternatives</td><td>0</td><td>0</td><td>30</td></tr><tr><td>Australian fixed interest</td><td>0</td><td>34</td><td>80</td></tr><tr><td>International fixed interest</td><td>0</td><td>16.5</td><td>80</td></tr><tr><td>Cash</td><td>0</td><td>19.5</td><td>50</td></tr></tbody></table>	Asset class	Minimum allocation (%)	Neutral allocation (%)	Maximum allocation (%)	Australian equities	0	11	40	International equities	0	14.5	40	Australian property	0	0	25	International property	0	4.5	25	Alternatives	0	0	30	Australian fixed interest	0	34	80	International fixed interest	0	16.5	80	Cash	0	19.5	50
Asset class	Minimum allocation (%)	Neutral allocation (%)	Maximum allocation (%)																																		
Australian equities	0	11	40																																		
International equities	0	14.5	40																																		
Australian property	0	0	25																																		
International property	0	4.5	25																																		
Alternatives	0	0	30																																		
Australian fixed interest	0	34	80																																		
International fixed interest	0	16.5	80																																		
Cash	0	19.5	50																																		
Investment universe	Managed funds, Australian listed exchange traded funds ('ETFs'), Australian listed shares within the S&P/ASX200 index, and cash. The model typically holds 18 investments.																																				
Income setting	Accumulate income (Note that different combinations of this model income setting and your individual income instruction (as defined in Part 1 of the PDS) can impact cash holdings, rebalancing, and transaction costs. More information about income settings is available in the 'Managed Account income instruction' section of the Managed Account Guide).																																				
Minimum investment amount	\$100,000																																				

## SFG Balanced Managed Model (MACC000725)

Investment objective and timeframe	The model aims to outperform the Morningstar Australia Balanced Target Allocation NR , after fees and costs, over rolling 3-year periods.																																				
Investment strategy	<p>The model invests in a range of asset classes including Australian equities, international equities, property, alternatives, fixed interest, and cash.</p> <p>The asset allocations will be dynamically managed depending on market conditions and correlations, however, it is expected that over a full economic cycle, growth assets will average approximately 50% while defensive assets will average approximately 50%.</p>																																				
Investment category	Diversified																																				
Asset allocation ranges	<table> <thead> <tr> <th>Asset class</th> <th>Minimum allocation (%)</th> <th>Neutral allocation (%)</th> <th>Maximum allocation (%)</th> </tr> </thead> <tbody> <tr> <td>Australian equities</td> <td>5</td> <td>19.5</td> <td>50</td> </tr> <tr> <td>International equities</td> <td>10</td> <td>25.5</td> <td>50</td> </tr> <tr> <td>Australian property</td> <td>0</td> <td>0</td> <td>25</td> </tr> <tr> <td>International property</td> <td>0</td> <td>5</td> <td>25</td> </tr> <tr> <td>Alternatives</td> <td>0</td> <td>0</td> <td>30</td> </tr> <tr> <td>Australian fixed interest</td> <td>0</td> <td>24</td> <td>65</td> </tr> <tr> <td>International fixed interest</td> <td>0</td> <td>15</td> <td>65</td> </tr> <tr> <td>Cash</td> <td>0</td> <td>11</td> <td>40</td> </tr> </tbody> </table>	Asset class	Minimum allocation (%)	Neutral allocation (%)	Maximum allocation (%)	Australian equities	5	19.5	50	International equities	10	25.5	50	Australian property	0	0	25	International property	0	5	25	Alternatives	0	0	30	Australian fixed interest	0	24	65	International fixed interest	0	15	65	Cash	0	11	40
Asset class	Minimum allocation (%)	Neutral allocation (%)	Maximum allocation (%)																																		
Australian equities	5	19.5	50																																		
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Australian property	0	0	25																																		
International property	0	5	25																																		
Alternatives	0	0	30																																		
Australian fixed interest	0	24	65																																		
International fixed interest	0	15	65																																		
Cash	0	11	40																																		
Investment universe	Managed funds, Australian listed ETFs, Australian listed shares within the S&P/ASX200 index, and cash. The model typically holds 20 investments.																																				
Income setting	Accumulate income (Note that different combinations of this model income setting and your individual income instruction (as defined in Part 1 of the PDS) can impact cash holdings, rebalancing, and transaction costs. More information about income settings is available in the 'Managed Account income instruction' section of the Managed Account Guide).																																				
Minimum investment amount	\$75,000																																				

## SFG Growth Managed Model (MACC000726)

Investment objective and timeframe	The model aims to outperform the Morningstar Australia Growth Target Allocation NR, after fees and costs, over rolling 5-year periods.																																				
Investment strategy	<p>The model invests in a range of asset classes including Australian equities, international equities, property, alternatives, fixed interest, and cash.</p> <p>The asset allocations will be dynamically managed depending on market conditions and correlations, however, it is expected that over a full economic cycle, growth assets will average approximately 70% while defensive assets will average approximately 30%.</p>																																				
Investment Category	Diversified																																				
Asset allocation ranges	<table border="1"> <thead> <tr> <th style="text-align: left;">Asset class</th> <th style="text-align: center;">Minimum allocation (%)</th> <th style="text-align: center;">Neutral allocation (%)</th> <th style="text-align: center;">Maximum allocation (%)</th> </tr> </thead> <tbody> <tr> <td>Australian equities</td> <td style="text-align: center;">15</td> <td style="text-align: center;">29.5</td> <td style="text-align: center;">60</td> </tr> <tr> <td>International equities</td> <td style="text-align: center;">20</td> <td style="text-align: center;">34.5</td> <td style="text-align: center;">60</td> </tr> <tr> <td>Australian property</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">25</td> </tr> <tr> <td>International property</td> <td style="text-align: center;">0</td> <td style="text-align: center;">6</td> <td style="text-align: center;">25</td> </tr> <tr> <td>Alternatives</td> <td style="text-align: center;">0</td> <td style="text-align: center;">0</td> <td style="text-align: center;">30</td> </tr> <tr> <td>Australian fixed interest</td> <td style="text-align: center;">0</td> <td style="text-align: center;">13.5</td> <td style="text-align: center;">45</td> </tr> <tr> <td>International fixed interest</td> <td style="text-align: center;">0</td> <td style="text-align: center;">8.5</td> <td style="text-align: center;">45</td> </tr> <tr> <td>Cash</td> <td style="text-align: center;">0</td> <td style="text-align: center;">8</td> <td style="text-align: center;">35</td> </tr> </tbody> </table>	Asset class	Minimum allocation (%)	Neutral allocation (%)	Maximum allocation (%)	Australian equities	15	29.5	60	International equities	20	34.5	60	Australian property	0	0	25	International property	0	6	25	Alternatives	0	0	30	Australian fixed interest	0	13.5	45	International fixed interest	0	8.5	45	Cash	0	8	35
Asset class	Minimum allocation (%)	Neutral allocation (%)	Maximum allocation (%)																																		
Australian equities	15	29.5	60																																		
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Australian property	0	0	25																																		
International property	0	6	25																																		
Alternatives	0	0	30																																		
Australian fixed interest	0	13.5	45																																		
International fixed interest	0	8.5	45																																		
Cash	0	8	35																																		
Investment universe	Managed funds, Australian listed ETFs, Australian listed shares within the S&P/ASX200 index, and cash. The model typically holds 22 investments.																																				
Income setting	<p>Accumulate income</p> <p>(Note that different combinations of this model income setting and your individual income instruction (as defined in Part 1 of the PDS) can impact cash holdings, rebalancing, and transaction costs. More information about income settings is available in the 'Managed Account income instruction' section of the Managed Account Guide).</p>																																				
Minimum investment amount	\$75,000																																				

## Fees and other costs

### Did you know?

**Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns.**

**For example, total annual fees and costs of 2% of your investment balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000).**

**You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs.**

**You may be able to negotiate to pay lower fees. Ask the fund or your financial adviser.**

### To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC)** Moneysmart website ([www.moneysmart.gov.au](http://www.moneysmart.gov.au)) has a managed funds fee calculator to help you check out different fee options.

This section shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the assets of the managed investment scheme as a whole.

Information about taxes is set out on page 16 of Part 1 of the PDS.

You should read all the information about fees and costs because it is important to understand their impact on your investment.

Fees and costs for particular models are shown from page 12 in this document.

## Fees and costs summary

### Netwealth Managed Account Service

Type of fee or cost	Amount	How and when paid
<b>Ongoing annual fees and costs</b>		
<b>Management fees and costs<sup>3</sup></b>	<b>Investment management fee</b>	Calculated daily and deducted monthly in arrears from your managed account cash account. <sup>6</sup>
The fees and costs for managing your investment <sup>4,5</sup>	An investment management fee is payable for each model. The fee ranges from 0.2662% to 0.286% p.a. of the value of your investment in the model/s and depends on the model/s you select.  PLUS  <b>Interest retained on the cash account</b>  Estimated to range from 0.0275% to 0.0311% p.a. of the value of your investment in the model/s and depends on the model/s you select, the amount of cash held in the Managed Account for all investors, and the interest earned on the pooled cash account.  PLUS  <b>Indirect costs</b>  Estimated to range from 0.5247% to 0.5856% p.a. of the value of your investment in the model/s and depends on the model/s you select.	We retain our share of the interest (from the total interest paid by the bank) at the end of each month, before any interest is credited to your managed account cash account. <sup>6</sup> It is not deducted from your managed account cash account.  Indirect costs are costs that are not deducted from your managed account cash account, but which reduce the return from the underlying investments in your selected model.  In the case of underlying investments held in your managed account such as managed funds, indirect costs are reflected in the unit price of the relevant managed fund.
<b>Performance fees<sup>7</sup></b>	<b>Underlying performance fees</b>	In the case of underlying investments held in your selected model, the underlying performance fees are reflected in the unit price of the relevant investment. These underlying performance fees are not deducted from your managed account cash account.
Amounts deducted from your investment in relation to the performance of Netwealth Managed Account Service	Estimated to range from 0% to 0.0419% p.a. of the value of your investment in the model/s and depends on the model/s you select.	

<sup>3</sup> For more information on the various fees and costs described in this section, and how they are calculated, see 'Management fees and costs' under 'Additional explanation of fees and costs' in this document.

<sup>4</sup> None of these fees and costs includes amounts payable to an adviser.

<sup>5</sup> The relevant fees and costs for each model is set out in the 'Additional explanation of fees and costs' in this document.

<sup>6</sup> The amount of this fee or cost may be negotiated. For more information, see 'Negotiation of fees or costs' under 'Additional explanation of fees and costs' in this document.

<sup>7</sup> For more information, see 'Underlying performance fees' under 'Additional explanation of fees and costs' in this document.

Type of fee or cost	Amount	How and when paid
<b>Transaction costs<sup>8</sup></b> The costs incurred by the scheme when buying or selling assets	<b>Managed Account transaction fee – listed securities</b> 0.150% of the value of each sale and each purchase of Australian listed securities and/or international securities.  PLUS <b>Underlying transaction costs</b> Estimated to range from 0.0423% to 0.0626% p.a. of the value of your investment in the model/s and depends on the model/s you select.	The 'Managed Account transaction fee – listed securities' is deducted from your managed account cash account at the time of the trade. <sup>9</sup>  Underlying transaction costs are not deducted from your managed account cash account. Rather, they are deducted from the investments held in your selected model. In the case of investments in your managed account such as managed funds, the underlying transaction costs are reflected in the unit price of the relevant managed fund.
<b>Member activity related fees and costs (fees for services or when your money moves in or out of Netwealth Managed Account Service)<sup>10</sup></b>		
<b>Establishment fee</b> The fee to open your investment	Nil	Not applicable
<b>Contribution fee<sup>11</sup></b> The fee on each amount contributed to your investment	Nil <sup>12</sup>	Not applicable
<b>Buy-sell spread</b> An amount deducted from your investment representing costs incurred in transactions by Netwealth Managed Account Service	Nil <sup>12</sup>	Not applicable
<b>Withdrawal fee<sup>11</sup></b> The fee on each amount you take out of your investment	Nil <sup>12</sup>	Not applicable
<b>Exit fee<sup>11</sup></b> The fee to close your investment	Nil <sup>12</sup>	Not applicable
<b>Switching fee</b> The fee for changing models	Nil <sup>12</sup>	Not applicable

<sup>8</sup> For more information, see 'Transaction costs' under 'Additional explanation of fees and costs' in this document.

<sup>9</sup> The amount of this fee or cost may be negotiated. For more information, see 'Negotiation of fees or costs' under 'Additional explanation of fees and costs' in this document.

<sup>10</sup> See 'Additional explanation of fees and costs' in this document for other additional service fees, special request fees and incidental fees and costs that may apply.

<sup>11</sup> None of these fees and costs includes amounts payable to an adviser.

<sup>12</sup> We do not charge a contribution fee, buy-sell spread, withdrawal fee, exit fee or switching fee when you move your investments in and out of the Managed Account. However, if you make additional investment(s) or withdrawal(s) from your managed account, transaction costs may be incurred. See 'Transaction costs' under 'Additional explanation of fees and costs' in this document for more information.

## Example of annual fees and costs - SFG Growth Managed Model

This table gives an example of how the ongoing annual fees and costs in SFG Growth Managed Model can affect your investment over a 1-year period. You should use this table to compare this product with other managed accounts.

EXAMPLE – SFG Growth Managed Model		Balance of \$50,000 with a contribution of \$5,000 during year <sup>13</sup>
Contribution Fees	Nil	For every additional \$5,000 you put in, you will be charged <b>\$0</b>
<b>PLUS</b>	Investment management fee of 0.286% p.a.	<b>And</b> , for every \$50,000 you have in the SFG Growth Managed Model you will be charged or have deducted from your investment <b>\$451.35</b> each year
Management fees and costs <sup>14</sup>	+ Interest retained on the cash account of 0.0311% p.a.	
	+ Indirect costs of 0.5856% p.a.	
<b>PLUS</b>	Underlying performance fee of 0.0419% p.a.	
Performance fees <sup>15</sup>		<b>And</b> , you will be charged or have deducted from your investment <b>\$20.95</b> in performance fees each year
<b>PLUS</b>	Transaction fees of 0.036% p.a. relating to the purchase of Australian listed securities.	<b>And</b> , you will be charged or have deducted from your investment <b>\$49.30</b> in transaction costs
Transaction costs <sup>16</sup>	+ Underlying transaction costs of 0.0626% p.a.	
<b>EQUALS</b>		If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees and costs of:  <b>\$521.60*</b>
Cost of the SFG Growth Managed Model		<b>What it costs you will depend on the models you choose and the fees you negotiate.</b>

\* **Note:** This example is illustrative only and assumes you have chosen the SFG Growth Managed Model. Fees and costs vary depending on the model you choose. The allocation to underlying investments may change depending on market movements and decisions made by the Model Manager. The 'Additional explanation of fees and costs' in this document includes estimated ongoing annual fees and costs for each model.

<sup>13</sup> This example assumes that there is a constant balance of \$50,000 throughout the year with \$5,000 invested at the end of the year.

<sup>14</sup> See 'Management fees and costs' under 'Additional explanation of fees and costs' in this document for more information on how these fees are calculated.

<sup>15</sup> See 'Performance fees' under 'Additional explanation of fees and costs' in this document for more information on how these fees are calculated.

<sup>16</sup> See 'Transaction costs' under 'Additional explanation of fees and costs' in this document for more information on how these fees are calculated. And, if you leave the Managed Account, additional transaction costs may apply depending on the assets you hold, see 'Transaction costs' under 'Additional explanation of fees and cost' in this document for more information.

## Cost of product for 1 year

The cost of product gives a summary calculation of how ongoing annual fees and costs can affect your investment over a 1-year period for all investment options. It is calculated in the manner shown in the Example of annual fees and costs.

The cost of product assumes a balance of \$50,000 at the beginning of the year with a contribution of \$5,000 during the year. (Additional fees such as an establishment fee or an exit fee may apply; refer to the Fees and costs summary for the relevant option).

You should use this figure to help compare this product with other products offered by managed investment schemes.

Managed Model	Model Code	Cost of Product
SFG Moderate Managed Model	MACC000724	\$446.45
SFG Balanced Managed Model	MACC000725	\$465.25
SFG Growth Managed Model	MACC000726	\$521.60

## Additional explanation of fees and costs

The following table provides additional information about the fees and costs for each of the models in the Managed Account offered under this Part 2 – Managed Models Booklet.

Managed Model	Model Code	Management fees and costs			Performance fees	Transaction costs		Risk band
		Investment management fee (p.a.)	Interest retained on the cash account (estimate p.a.)	Indirect costs (estimate p.a.)	Underlying performance fee (estimate p.a.)	Transaction fees (estimate p.a.)	Underlying transaction costs (estimate p.a.)	
SFG Moderate Managed Model	MACC000724	0.2662%	0.0303%	0.5247%	Nil	0.0294%	0.0423%	4 - Medium
SFG Balanced Managed Model	MACC000725	0.2745%	0.0275%	0.5393%	Nil	0.0341%	0.0551%	5 - Medium to high
SFG Growth Managed Model	MACC000726	0.2860%	0.0311%	0.5856%	0.0419%	0.0360%	0.0626%	6 - High

## Additional explanation of fees and costs (continued)

### Management fees and costs

#### Investment management fee

The investment management fee described in the table above is deducted from your managed account cash account and paid to us. The investment management fee is calculated based on the fee rates for the models you select and the amount you hold in those models.

#### Interest retained on the cash account

All investors' cash held in the Managed Account is pooled in one or more interest-bearing accounts with an Australian bank ('**pooled cash account**'). Each month we retain part or all of the interest earned on the pooled cash account. The interest retained is the difference between the amount of interest earned on the pooled cash account and the amount of interest we credit to investors' cash accounts and depends on the amount of cash held in the Managed Account and the models in which you invest. We set the amount of interest we retain so that the rate of interest credited to each investor's managed account cash account is equal to the current declared interest rates available on our website. The rate is variable and, as at the date of this document, is no less than 0.80% p.a. below the average target cash rate set by the Reserve Bank of Australia for the month (which is often referred to as the official cash rate ('**Official Cash Rate**')).<sup>17</sup>

The amount of interest we retain is deducted from the interest earned on the pooled cash account before interest is allocated to investors at the declared rate. This amount is not deducted out of your managed account cash account.

#### Indirect costs

Indirect costs are an estimate of the costs incurred on the underlying investments in a model and are set out in the table above under the 'Additional explanation of fees and cost' heading. Indirect costs are not charged by us in relation to the model/s and are deducted from the underlying investments in your selected model/s. In the case of underlying investments such as managed funds, indirect costs are reflected in the unit price of the relevant managed fund and may include (but are not limited to) management fees charged by the issuer of the underlying investments and certain recoverable expenses (such as legal, accounting, custody and regulatory compliance expenses).

#### Other fees and costs

We are entitled to recover certain expenses payable in relation to the operation of the Managed Account from your managed account. These expenses include, but are not limited to, audit fees, legal fees, accountancy fees, custody fees and fees or levies imposed by regulators. We do not currently intend to deduct any such operating expenses from your managed account, and we will provide investors with 30 days' notice prior to doing so.

### Performance fees

#### Underlying performance fees

In the case of underlying investments such as managed funds, the performance fees (if any) charged by the underlying fund managers are reflected in the unit price of the relevant funds. These fees are not deducted by us out of the assets of the Managed Account.

The total estimated annual performance fees charged by the underlying fund managers for each model, which are based on their average performance fee for the last 5 years, are set out in the table above under the 'Additional explanation of fees and cost' heading.

### Transaction costs

#### Transaction fees

##### Managed Account transaction fee – listed securities

Investments are bought and sold in your managed account when a rebalance occurs. When listed securities are bought or sold in your managed account, we charge the Managed Account transaction fee – listed securities of 0.15% of the value of each sale and each purchase. This fee is deducted from your managed account cash account at the time of the trade and is an additional cost to you.

<sup>17</sup> The interest rate cannot be less than 0% p.a. even if the Official Cash Rate is less than 0.80% p.a. At the date of this document, the Official Cash Rate is 4.35% p.a. and the rate of interest is currently 3.55% p.a.

## Underlying transaction costs

### Buy-sell spread on underlying managed funds

Buy-sell spreads are incurred when purchasing and redeeming interests in managed funds. The responsible entity of the relevant fund is usually entitled to charge an amount to the member for the cost of purchasing or selling the managed fund's assets. These costs are an additional cost incurred at the time of the transaction and are usually reflected in the difference between the application price and withdrawal price of an interest in the managed fund. This is called the 'buy-sell spread'. Buy-sell spreads are generally used to fairly distribute the costs of buying and selling assets between those joining (in the case of buy costs), those leaving (in the case of sell costs) and the other investors in the managed fund. Buy-sell spread estimates for each model are included in the 'Underlying transaction costs' column as set out in the table above under the 'Additional explanation of fees and cost' heading.

### Other underlying transactional and operational costs

Some underlying investments may incur additional transactional and operational costs which may reduce the value of your investment. These costs arise from trading activities and may include brokerage on investments made by the underlying managed fund, buy-sell spreads incurred by the underlying managed fund, settlement costs, clearing costs and stamp duty on an investment transaction. In the case of investments in your selected model/s such as managed funds, the underlying transactional and operational costs are reflected in the unit price of the relevant managed fund. Other underlying transaction and operational cost estimates for each model are included in the 'Underlying transaction costs' column as set out in the table above under the 'Additional explanation of fees and cost' heading.

## Other costs

### Foreign exchange conversion costs

The exchange rates used for any purchase, sale, income receipt, corporate action, or any other foreign currency requirement in relation to international securities are the exchange rates provided to us by the third parties through which the conversion is settled.

## Estimated fees and costs

The estimates of fees and costs for each model are set out in the table above under the 'Additional explanation of fees and cost' heading. Generally, these estimates are based on the applicable model's holdings, fees, costs and transactions that have occurred for the model over a previous financial year. Where the model was not available over the previous financial year, the estimated fees and costs are based on the assets held in the model at its commencement or at a point in time. Future estimates may differ from past estimates.

## Negotiation of fees or costs

We may, at our discretion, negotiate the amount of the fees or costs where indicated in the above 'Fees and costs summary' table. You should contact us for further information regarding this.

Your Nominated Financial Adviser (if you have one) may negotiate the fees or costs. By using a financial adviser, you provide us with certain efficiencies which may be reflected in the negotiated fees or costs. If you change or remove your Nominated Financial Adviser, you may lose access to those negotiated fees or costs and the fees or costs set out in this document will subsequently apply to your managed account. Your financial adviser can provide you with more information about any negotiated fee or cost arrangements that they have agreed with us.

## GST on fees and costs

All fees and costs referred to in this document include GST (where applicable). We may be entitled to claim a reduced input tax credit ('RITC') on the GST payable on certain fees. If the Government changes the rate of GST or RITC or the method of determining the RITC, fees and costs deducted from your managed account may change.

## Changes to fees and costs we charge

Until you are notified otherwise, the fees and costs applying to the Managed Account will remain as set out in this document. We cannot charge more than the maximum fees permitted under the constitution of the Managed Account, which are:

- a management fee of up to 3% per annum of the gross value of the investments in your managed account; and
- a transaction fee of up to the greater of \$200 or 2% of the value of any transaction in your managed account.

We are also able to recover all expenses we incur in relation to the proper performance of our duties in respect of the Managed Account. We may, at our discretion, either waive or defer payment of any fees or costs payable to us. We will give at least 30 days' prior notice to investors of any proposed increase in fees or introduction of new fees for the Managed Account.

## Other payments and benefits paid or received by Netwealth

### Payments from Model Managers

We may receive an ongoing fee from a Model Manager for each model managed by them that is available in the Managed Account. As of the date of this document, this ongoing fee may be up to \$22,000 p.a. per model. This fee is for services in connection with making each model available. This is paid to us from the Model Manager's own resources and is not an additional cost to you. The fee is retained by us.

### Payments to Model Managers

If we appoint a Model Manager (and we are not ourselves the Model Manager), we may pay the Model Manager a component of the investment management fee (which may be up to 100% of the investment management fee) received by us in relation to each model they manage, for the ongoing provision of investment expertise and advice regarding the investments of the model.

## Are our related parties paid fees?

Our related parties may perform various functions and services in relation to the Managed Account, subject to meeting any applicable requirements of the relevant law regarding transactions with related parties. Related parties may receive benefits from organisations, such as fund managers, including the opportunity to subscribe for securities. This is not done in competition with our clients or in a way that would adversely affect our clients. In all dealings in relation to the Managed Account, we deal with related parties on arm's length terms. Fees paid to our related parties in connection with the Managed Account are paid at no more than commercial rates.

Netwealth, as platform operator of Netwealth Wealth Accelerator and administrator of Netwealth Super Accelerator, receives administration fees based on amounts invested in the Managed Account through the relevant platform service. You should refer to the disclosure documents for the relevant platform service.