INTEGRATED MANAGED ACCOUNT PORTFOLIO SERVICE

Frequently Asked Questions
For Adviser Use Only

WHAT IS THE INTEGRATED MANAGED ACCOUNT PORTFOLIO SERVICE

The Integrated Managed Account Portfolio Service (MAPS) is a solution developed and tailored for Fitzpatricks Private Wealth (FPW) that is designed to facilitate the Adviser investment outsource solution. It supports ease of doing business and seeks to address adviser business and client needs for a tailored portfolio service.

The FPW Advice proposition has been developed to assist advisers in building a business model centred on understanding client needs and meeting these objectives.

Features of MAPS include:

- A customised solution for FPW incorporating a tailored service for Retail, Wholesale, Super and Pension clients within a single administration solution.
- A service offering that will incorporate managed account portfolio assets and personal assets with a pricing structure to reflect our clients' needs.
- A flexible offering that allows for adviser and client choice to reflect best interest requirements.

WHAT DOES MAPS DELIVER?

- MAPS delivers a 'best in class' managed account service.
- MAPS delivers an end to end solution for FPW advisers and clients.
- MAPS will integrate into the FPW best practice advice approach utilising a modern reporting and administration system.
- MAPS provides a contemporary implemented investment portfolio solution with the flexibility for clients to also have their personal assets in one central platform.
- MAPS has highly competitive administration fees.
- MAPS allows for continued excellence in portfolio construction and risk management.

WHAT IS THE MAPS STRUCTURE?

The structure delivers professionally managed Investment Portfolios outlined as follows:

Atrium Investment Management as Manager

- A leading manager of diversified investment solutions with responsibility for a range of diversified and single sector portfolios designed for Advisers and clients.

Perpetual as Responsible Entity

- The responsible entity and issuer of the managed account service.
- A trusted partner – Responsible entity of the Atrium Evolution Series – Diversified Fund and the Atrium Separately Managed Account.

HUB24 as Administrator & Custodian

- Award winning managed account technology applied to the Integrated Managed Account Portfolio Service.
- Fully integrated solution within the HUB24 platform.
- HUB24 leverage the custodial expertise of BNP Paribas and HSBC.

HOW DO I GET ACCESS TO HUB24 AND WHEN DO I GET MY LOG IN DETAILS?

- We have simplified the process for you. All FPW advisers are currently registered with HUB24.
- You will receive your HUB24 welcome email shortly after launch, which activates your log-in details.

WHAT SUPPORT WILL BE PROVIDED BY HUB24?

- Once you have activated your account, you will receive a "Welcome Email" which triggers the HUB24 Nurturing Program.
- HUB24's Nurturing Program involves:
  - Face to face training and support for Advisers and your Support team.
  - Hand holding through your first 5 applications.
  - A series of training videos and webinars which will be rolled out in the first 5 weeks.
  - Support through training you and your staff on MAPS and the HUB24 portal.

DO I HAVE TO USE MAPS?

- No. As part of the best interest duty to the client, you have choice and the Fitzpatricks APL is broad, allowing you to use the most suitable product for the client situation.

WILL THE CURRENT MDA CONTINUE?

- No. The current FPW MDA will be phased out and replaced with MAPS.
- The transition project has commenced, and you will receive further communication leading up to the phase-out date, currently scheduled for the fourth quarter of 2018.
- In preparation for transition, FPW will provide a check-list of the steps to help you and your clients through the process.
- A member of the project team will then contact you with further information specific to the transition requirements and the process for your existing MDA clients.

WHAT ARE THE INVESTMENT OPTIONS AVAILABLE WITHIN MAPS?

The following investment options will be available via a MAPS Investment Portfolio within HUB24.

MANAGED ACCOUNTS

SINGLE SECTOR	RISK TARGETED	DIVERSIFIED OPPORTUNITIES
Australian Equities	RTA 5	Moderately Conservative
Private Markets	RTA 7	Balanced
	RTA 9	Growth

The MAPS Investment Portfolios will be available as a cost effective solution through a HUB24 CORE account. Other investment options that are available through a HUB24 CORE account include Term Deposits and the Atrium Evolution Series – Diversified Fund.

ARE THERE CHANGES TO THE ALTERNATIVES PORTFOLIO?

With MAPS you will notice a change to the way your clients are given exposure to liquid alternatives within the Risk Targeted portfolios. Rather than investing in the Atrium Alternatives Fund, your clients will be invested in each of the underlying alternatives managers, meaning those managers will each be listed as a separate line item on your client's portfolio reports. We believe this will provide you and your clients with a better understanding of the diversification benefits of these alternatives managers.

HOW DOES MAPS FIT WITHIN THE HUB24 PLATFORM SERVICE?

It was important that we selected a managed account service provider that provided our advice network with a broad platform administration service. HUB24 offers a wide choice of investments including:

- 900+ managed funds.
- ASX listed shares.
- Listed global equities.

If you have clients wishing to hold these broader investments, they are able to through a HUB24 CHOICE account which is offered at competitive commercial rates as noted in the below table.

Please ensure products are used appropriately and are on the FPW APL.

WHAT ARE THE FEES FOR CORE AND CHOICE SERVICES?

FAMILY GROUP PORTFOLIO SIZE ($)	CORE MENU (%)	ACCUMULATED FEE ($)	CHOICE MENU (%)	ACCUMULATED FEE ($)
0-250K	0.15	375	0.22	730
250-500K	0.10	625	0.12	1,030
500K-1m	0.00	625	0.12	1,630
1m-2.4m	0.00	625	0.05	2,330
2.4m +	0.00		0.00	
Min admin fee		150		300
Account fee		0		180
Expense Recoveries + ORFA levy	0.045 (Super/Pension only)		0.045 (Super/Pension only)	

NB: listed equities have additional costs and you should refer to HUB24 IDPS guide or Super PDS, as applicable.

CAN I HAVE A FAMILY GROUP ACCESS CORE AND CHOICE AND HAVE FEE DISCOUNTING APPLY?

Yes. If you have accounts that wish to invest outside of the MAPS service or the CORE menu, additional accounts can be established. Importantly, all these entities within the family group (up to six) will be aggregated with respect to fees, and consolidated reporting will be easily generated across both services and all family entities.

CAN I RECEIVE DATAFEEDS INTO FITZPATRICKS XPLAN SITE?

Yes. Once you have registered with HUB24 and received your adviser code, you will need to contact **adviser.services@ftz.com.au** who will take you through the steps to activate your data-feeds.

Fitzpatricks Private Wealth

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