

HUB²⁴

More Power to You

Platform enhancements
supporting customer needs
across their wealth lifecycle



New HUB24 disclosure documents coming 10 November 2023

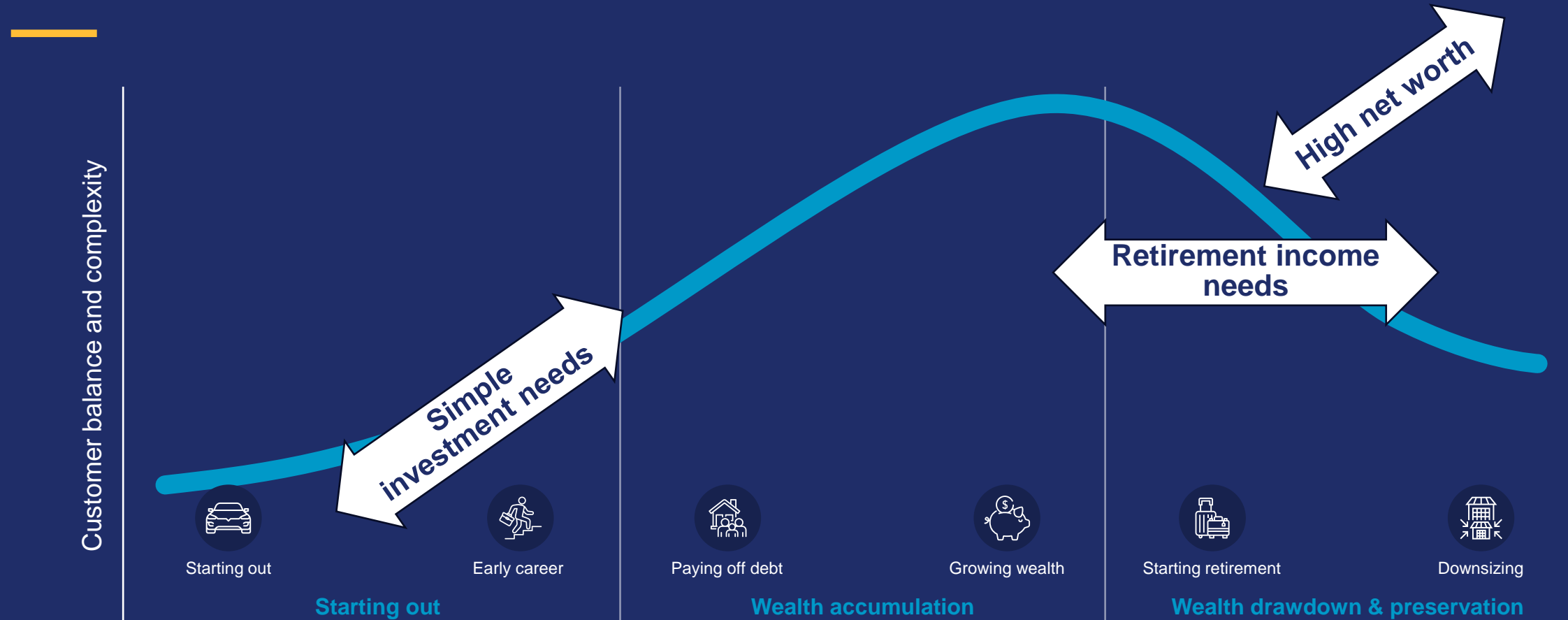
In response to your feedback, we're delivering more innovative solutions that provide advisers and their clients with choice, flexibility and value to help them achieve their wealth accumulation and retirement needs.

Key changes include:

- **New investment menu** for clients with lower balances and simple investment needs
- **a longevity solution** for those approaching or are already in retirement phase
- **more options to cater for the needs of high-net-worth clients**

We have outlined these changes for advisers on 17 October 2023, and will be communicating more detail on 8 November, prior to the issuing of the SEN / MEN for clients on 10 November.

We're supporting customer needs across their wealth lifecycle



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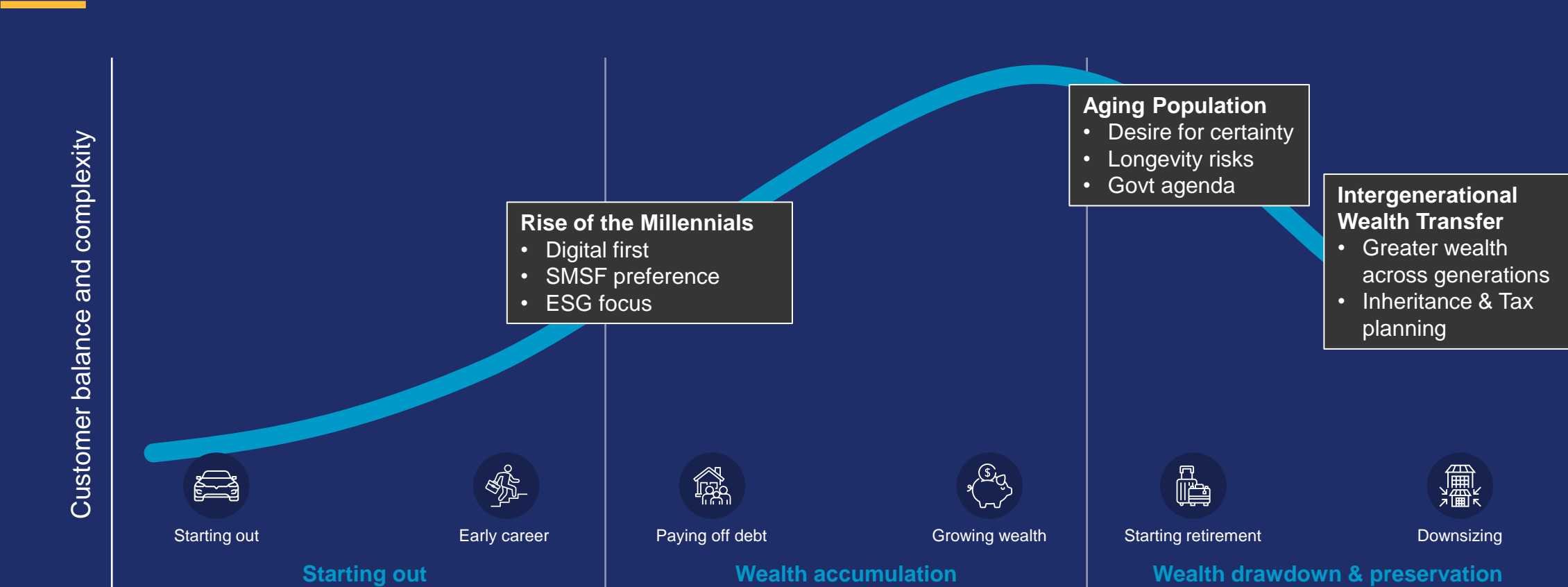
CLASS

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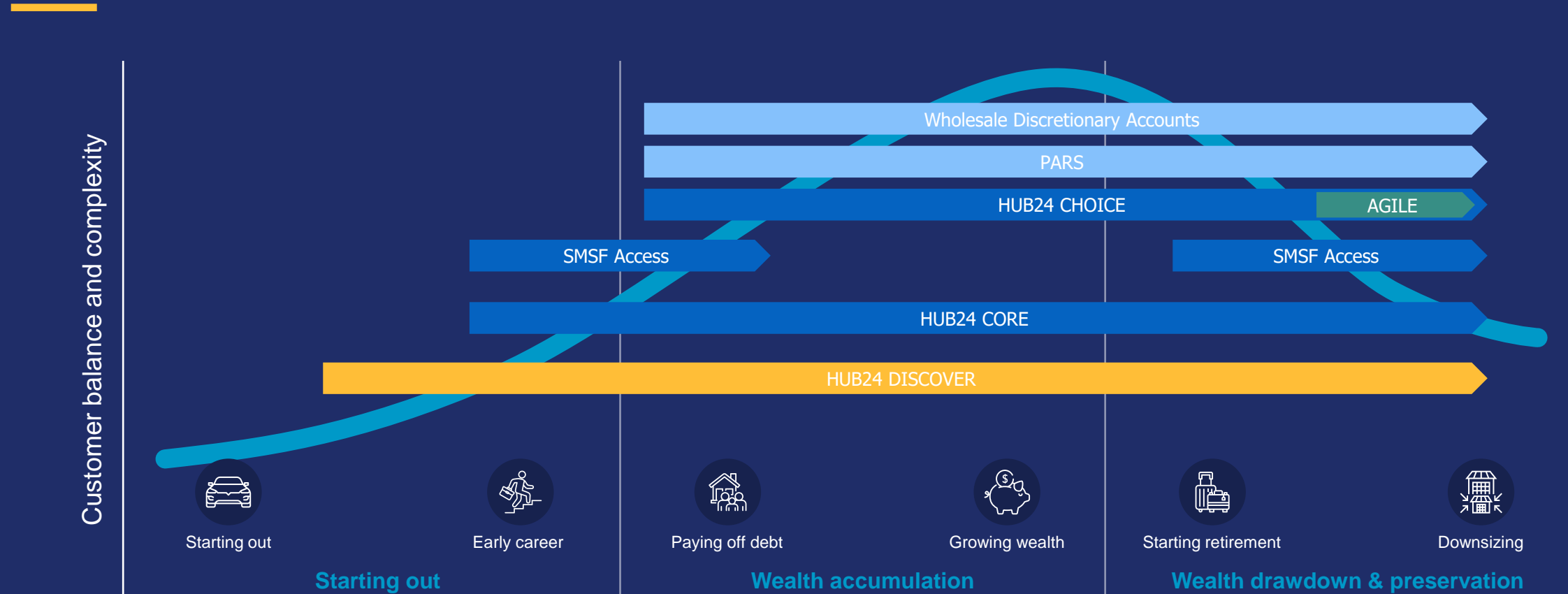
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Industry trends shaping the future of advice



We're supporting customer needs across their wealth lifecycle



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Introducing the new HUB24 Discover menu

Select range of managed portfolios

We've collaborated with leading managers to deliver a selection of passive, active and ESG portfolios designed to support the needs of clients with simple investment needs.

Simplified fee structure

The HUB24 Discover menu offers value with no administration fee, no minimum fee, and no account keeping fee.¹

Portability to support wealth journey

As client needs evolve, they can easily transition to our Core and Choice menus and access the benefits of a wider range of investment options while retaining the same account and underlying investments, where applicable.

AZ Sestante • Betashares • Blackrock iShares • Elston • Lonsec • Morningstar • Vanguard • Zenith

1. Investment management fees in respect of managed portfolios continue to apply. Please refer to PDS which, once available, can be accessed via the product website or via AdviserHUB.

Complements our existing HUB24 investment menus

Discover

A new cost-effective streamlined menu consisting of a select range of managed portfolios. Aimed to suit clients with simple investment needs, featuring no admin or account keeping fees.



Core

Access to a wider range of Managed Portfolios, and Term Deposits, with a low minimum administration fee suited to growing balances.

Choice

Access to the HUB24 full suite* of investment options, allowing flexibility and choice suiting clients with larger balances and more complex needs.

*There may be some exceptions, such as products which are specific to certain Advice Licensees and their advisers only.

Investment menus available

Discover

- Managed Portfolios (Selected)
- Cash

Group insurance options are available across the range



Core

- Managed Portfolios (Broader menu)
- Term Deposits
- Cash

Choice

- Managed Portfolios (Comprehensive menu)
- Managed Funds
- Australian Listed Securities
- International Listed Securities
- Term Deposits
- Cash

Note: Insurance and Margin Lending applicable for all menus

Meet the managers

- AZ Sestante
- Betashares
- Blackrock iShares
- Elston
- Lonsec
- Morningstar
- Vanguard
- Zenith

Fig. 2: Discover Investment Management fees¹


Fee set	A	B	C
First \$100,000	0.40%	0.45%	0.50%
\$100,001 to \$500,000	0.30%	0.35%	0.40%
\$500,001 +	0.20%	0.25%	0.30%

¹ Investment Management fees above are inclusive of GST and net of RITC. Refer to the relevant product PDS for applicable fees and costs including underlying costs.

PASSIVE


Blackrock iShares (ETFs)	Fee set: A
iShares Enhanced Strategic Balanced Portfolio (D)	
iShares Enhanced Strategic Growth Portfolio (D)	
iShares Enhanced Strategic Aggressive Portfolio (D)	
iShares Enhanced Strategic All Growth Portfolio (D)	
iShares ESG Growth Portfolio (D) 	

Vanguard (ETFs)	Fee set: A
Vanguard Diversified Conservative Model Portfolio (D)	
Vanguard Diversified Balanced Model Portfolio (D)	
Vanguard Diversified Growth Model Portfolio (D)	
Vanguard Diversified High Growth Model Portfolio (D)	

Betashares (ETFs)	Fee set: B
Betashares Dynamic Moderate ETF Portfolio (D)	
Betashares Dynamic Balanced ETF Portfolio (D)	
Betashares Dynamic Growth ETF Portfolio (D)	
Betashares Dynamic High Growth ETF Portfolio (D)	
Betashares Ethical Diversified Growth Portfolio (D) 	

AZ Sestante (Funds & ETFs)	Fee set: C
Sestante Dynamic Moderately Conservative Portfolio (D)	
Sestante Dynamic Balanced Portfolio (D)	
Sestante Dynamic Assertive Portfolio (D)	
Sestante Dynamic Aggressive Portfolio (D)	

Elston (Funds & ETFs)	Fee set: C
Elston Discover 50 Portfolio (D)	
Elston Discover 70 Portfolio (D)	
Elston Discover 85 Portfolio (D)	
Elston Discover 97 Portfolio (D)	

Lonsec (Funds & ETFs)	Fee set: C
Lonsec Discover Income – Balanced (D)	
Lonsec Discover Accumulation - Balanced (D)	
Lonsec Discover Accumulation – Growth (D)	
Lonsec Discover Accumulation – High Growth (D)	
Lonsec Discover Sustainable – Balanced (D) 	

Morningstar (Funds & ETFs)	Fee set: C
Morningstar Medalist Core Moderate Portfolio (D)	
Morningstar Medalist Core Balanced Portfolio (D)	
Morningstar Medalist Core Growth Portfolio (D)	
Morningstar Medalist Core High Growth Portfolio (D)	

Zenith (ETFs)	Fee set: C
Zenith Dynamic ETF Moderate Portfolio (D)	
Zenith Dynamic ETF Balanced Portfolio (D)	
Zenith Dynamic ETF Growth Portfolio (D)	
Zenith Dynamic ETF High Growth Portfolio (D)	

ACTIVE

Breakdown of fees

Menu details	Discover	Core	Choice
Administration fee	N/A	See Fig. 2	
Account keeping fee	N/A	\$180	\$360
Maximum fee	N/A	IDPS: \$3,050, Super: \$3,250	IDPS: \$3,050, Super: \$3,250
Cash management fee	Up to 1.75% p.a.		
International Security fee	0.10% (if applicable)		
Minimum fee	N/A	\$150 p.a.	\$350 p.a.
Transaction fees and costs	Standard – refer to applicable disclosure document		
Family Fee Grouping	X	✓	✓
Investment Management fee	See Fig. 1	Single fee per option	Single fee per option
Minimum Investment	\$10,000	\$20,000	\$20,000

Fig. 1: Discover Investment Management fees*

Fee set	A	B	C
First \$100,000	0.40%	0.45%	0.50%
\$100,001 to \$500,000	0.30%	0.35%	0.40%
\$500,001 +	0.20%	0.25%	0.30%

*In addition to the Investment Management Fees, the underlying costs (ICR) for the Discover menu portfolios range from 15-70bps.

Fig. 2: Choice and Core Administration fees

Product	IDPS	Super
First \$250,000	0.34%	0.36%
\$250,001 - \$500,000	0.24%	0.26%
\$500,001 - \$1m	0.14%	0.16%
More than \$1m	0.06%	0.06%

Breakdown of fees

MANAGED PORTFOLIO OPTIONS' FEES AND COSTS

The below table includes the investment management fee, underlying investment management fees and costs, underlying performance-related fees, and transactional and operational costs for each Managed Portfolio option. Please note this is not a complete summary of all the fees and costs for each Managed Portfolio option and does not include the cash management fees. Please refer to the 'Fees and costs summary' table above for further detail.

You should read all the information about fees and costs in relation to the HUB24 Managed Portfolio Service because it is important to understand their impact on your investment. For a detailed explanation on the fees and costs that may apply to you if you invest in the Managed Portfolio Options', please refer to the 'Additional explanation of fees and costs' and this 'Managed Portfolio options' fees and costs' section of this Managed Portfolios Booklet.

The material may change between the time when you read this document and the day when you acquire the product.

Managed Portfolio Option	Code	Investment Management Fee	Underlying investment management fees and cost	Underlying performance-related fees	Transactional and operational costs	
Sestante Dynamic Moderately Conservative Portfolio (D)	AZS030	Value of Managed Portfolio option	Fee Rate	0.4903%	0.0085%	0.0565%
Sestante Dynamic Balanced Portfolio (D)	AZS031	First \$100,000	0.50%	0.5030%	0.0125%	0.0591%
Sestante Dynamic Assertive Portfolio (D)	AZS032	\$100,001 - \$500,000	0.40%	0.4958%	0.0147%	0.0599%
Sestante Dynamic Aggressive Portfolio (D)	AZS033	More than \$500,000	0.30%	0.5329%	0.0210%	0.0638%
Betashares Dynamic Moderate Portfolio (D)	BTA040	Value of Managed Portfolio option	Fee Rate	0.1817%	0.0000%	0.0155%
Betashares Dynamic Balanced Portfolio (D)	BTA041	First \$100,000	0.45%	0.1728%	0.0000%	0.0156%
Betashares Dynamic Growth Portfolio (D)	BTA042	\$100,001 - \$500,000	0.35%	0.1592%	0.0000%	0.0157%
Betashares Dynamic High Growth Portfolio (D)	BTA043	More than \$500,000	0.25%	0.1451%	0.0000%	0.0158%
Betashares Ethical Growth Portfolio (D)	BTA044			0.5292%	0.0000%	0.0182%
iShares Enhanced Strategic Balanced Portfolio (D)	BLK022	Value of Managed Portfolio option	Fee Rate	0.2348%	0.0000%	0.0560%
iShares Enhanced Strategic Growth Portfolio (D)	BLK023	First \$100,000	0.40%	0.2428%	0.0000%	0.0567%
iShares Enhanced Strategic Aggressive Portfolio (D)	BLK024	\$100,001 - \$500,000	0.30%	0.2455%	0.0000%	0.0581%
iShares Enhanced Strategic All Growth Portfolio (D)	BLK025	More than \$500,000	0.20%	0.2433%	0.0000%	0.0582%
iShares ESG Growth Portfolio (D)	BLK026			0.1671%	0.0000%	0.0578%
Elston Discover 50 Portfolio (D)	ELP020	Value of Managed Portfolio option	Fee Rate	0.5309%	0.0974%	0.0929%
Elston Discover 70 Portfolio (D)	ELP021	First \$100,000	0.50%	0.5178%	0.1474%	0.1036%
Elston Discover 85 Portfolio (D)	ELP022	\$100,001 - \$500,000	0.40%	0.5140%	0.1745%	0.1101%
Elston Discover 97 Portfolio (D)	ELP023	More than \$500,000	0.30%	0.4673%	0.2059%	0.1140%
Lonsec Discover Accumulation - Balanced (D)	LRP020	Value of Managed Portfolio option	Fee Rate	0.4308%	0.0007%	0.0571%
Lonsec Discover Accumulation - Growth (D)	LRP021	First \$100,000	0.50%	0.4383%	0.0005%	0.0546%
Lonsec Discover Accumulation - High Growth (D)	LRP022	\$100,001 - \$500,000	0.40%	0.4216%	0.0000%	0.0516%
Lonsec Discover Income - Balanced (D)	LRP023	More than \$500,000	0.30%	0.4667%	0.0007%	0.0586%
Lonsec Discover Sustainable - Balanced (D)	LRP024			0.4599%	0.0000%	0.0493%

Breakdown of fees

MANAGED PORTFOLIO OPTIONS' FEES AND COSTS

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Managed Portfolio Option	Code	Investment Management Fee	Underlying investment management fees and cost	Underlying performance-related fees	Transactional and operational costs
		Value of Managed Portfolio option	Fee Rate		
Morningstar Medalist Core Moderate Portfolio (D)	IBB030	First \$100,000	0.3816%	0.0000%	0.0738%
Morningstar Medalist Core Balanced Portfolio (D)	IBB031	\$100,001 - \$500,000	0.4878%	0.0000%	0.0807%
Morningstar Medalist Core Growth Portfolio (D)	IBB032	More than \$500,000	0.40%	0.0721%	0.0845%
Morningstar Medalist Core High Growth Portfolio (D)	IBB033		0.30%	0.0950%	0.0889%
		Value of Managed Portfolio option	Fee Rate		
Vanguard Diversified Conservative Model Portfolio (D)	VIA001	First \$100,000	0.1828%	0.0000%	0.0156%
Vanguard Diversified Balanced Model Portfolio (D)	VIA002	\$100,001 - \$500,000	0.1846%	0.0000%	0.0157%
Vanguard Diversified Growth Model Portfolio (D)	VIA003	More than \$500,000	0.30%	0.0000%	0.0159%
Vanguard Diversified High Growth Model Portfolio (D)	VIA004		0.20%	0.0000%	0.0160%
		Value of Managed Portfolio option	Fee Rate		
Zenith Dynamic ETF Moderate Portfolio (D)	ZEN007	First \$100,000	0.2442%	0.0000%	0.0452%
Zenith Dynamic ETF Balanced Portfolio (D)	ZEN008	\$100,001 - \$500,000	0.50%	0.0000%	0.0455%
Zenith Dynamic ETF Growth Portfolio (D)	ZEN009	More than \$500,000	0.40%	0.0000%	0.0461%
Zenith Dynamic ETF High Growth Portfolio (D)	ZEN010		0.30%	0.3359%	0.0476%

New longevity product available on HUB24

Introducing Allianz Retire+ AGILE

Retirement needs

We know there's a growing need for innovative solutions that provide access to sustainable retirement income.

Collaboration

HUB24 has collaborated with Allianz Retire+ to launch AGILE (Allianz Guarantee Income For Life) on HUB24 Invest and HUB24 Super.

Fully integrated

To make it as easy as possible to access this solution for clients, AGILE will be integrated into the HUB24 platform as an investment option available within HUB24 Super or HUB24 Invest.

The issuer of AGILE (Allianz Guarantee Income for Life) is Allianz Australia Life Limited ABN 27 076 066 785, AFSL 296559 (**Allianz**). Allianz is a registered life insurance company. An investment in AGILE will be allocated to one of the Allianz statutory funds. The word "guarantee" refers to an assurance that certain conditions or contractual promises will be fulfilled by Allianz from the available assets of the statutory fund in relation to the product terms. This includes the "guaranteed" lifetime income payments which will be paid from the available assets of the statutory fund. No entity within the HUB24 group guarantees any payments under AGILE. Please refer to the AGILE Product Disclosure Statement and Target Market Determination for AGILE for further information.

Introducing Allianz Guaranteed Income for Life (AGILE)

Target Market

- + Retirees and pre-retirees between 50 and 80 years old
- + Seeking guaranteed lifetime income
- + Seeking flexibility to access capital if required
- + Have access to additional capital and income outside of the AGILE investment

Research Approvals



AGILE Benefits



Growth with capital protection

Continue to grow retirement income with safeguards against market losses



Guaranteed Lifetime Income

Choice of fixed or rising guaranteed income options



Flexibility

Ability to decide when you start the lifetime income and access to capital throughout retirement



Integrated

Integrated into an Account-Based Pension or Super Fund to provide a safe and secure lifetime income

Broadening our range of features and services

We listened to your feedback, and have introduced a range of investment options and features to support the needs of high net worth clients and those with more complex investment needs.

Unlisted domestic fixed income securities



Continue to meet the HNW needs of your Wholesale clients by broadening their investments available on HUB24

Direct foreign currency



Add value for your clients through exposure to 11 foreign currencies from February 2024, including:
USD, GBP, CAD, DKK, EUR, HKD, JPY, NOK, SGD, SEK, SHF

Ability to pass on foreign currency interest



Non-resident access to HUB24 Invest



Empower your non-resident clients with access to HUB24 Invest, coming soon. Refer to disclosure documents for any exceptions which apply.

Administration, account keeping and expense recovery fee updates

We've reviewed our product offers and our fees to ensure we remain competitive and continue to deliver value. Key changes include:

Updates to published percentage based tiered administration fees

Changes to Account Keeping Fees applicable to the Core Menu and Choice Menu

Updates to our HUB24 Super Expense Recovery fee rates

Administration, account keeping and expense recovery fee updates

We've reviewed our product offers and our fees to ensure we remain competitive and continue to deliver value.

- Reduction in tiered percentage administration fees set out in the Retail HUB24 Super and Invest disclosure documents only.
- Updates to the account keeping fee applicable to the Core Menu and Choice Menu.
- Changes to Expense Recovery Fee rate and calculation methods
 - Reduction in the Expense Recovery Fee rate from 0.035% to 0.025%, and removal of the fee cap for HUB24 Super. There is no change to the Expense Recovery fee rate for HUB24 Invest.
 - Change to the calculation methodology for the Expense Recovery Fee for HUB24 Super and HUB24 Invest. The Expense Recovery fee will be calculated on a daily weighted average of total account balance during the preceding quarter & deducted quarterly in arrears.

	HUB24 Invest (current rates)	HUB24 Invest (new rates)	HUB24 Super (current rates)	HUB24 Super (new rates)
Administration Fee				
First \$250,000	0.48%	0.34%	0.56%	0.36%
\$250,001 - \$500,000	0.38%	0.24%	0.46%	0.26%
\$500,001 - \$1,000,000	0.22%	0.14%	0.30%	0.16%
More than \$1,000,000	0.11%	0.06%	0.11%	0.06%
Minimum fee				
Core Menu	\$150	No change, \$150	\$150	No change, \$150
Choice Menu	\$350	No change, \$350	\$350	No change, \$350
Maximum Fee				
Core and Choice Menu	\$3,050	No change, \$3,050	\$3,050	No change, \$3,250
Account Keeping Fee				
Core menu	\$0	\$180	\$0	\$180
Choice Menu	\$180	\$360	\$180	\$360
Expense Recovery Fee	0.010% ¹	0.010%¹	0.035% ²	0.025%³

Other product disclosure and feature updates

- **A new dedicated insurance guide:** which will include specific information regarding the insurance options available through HUB24 Super.
- **Pay anyone:** Providing advisers and their clients with further flexibility with managing payments through HUB24 Invest.

10 November

We will communicate changes to all HUB24 clients

Important information

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