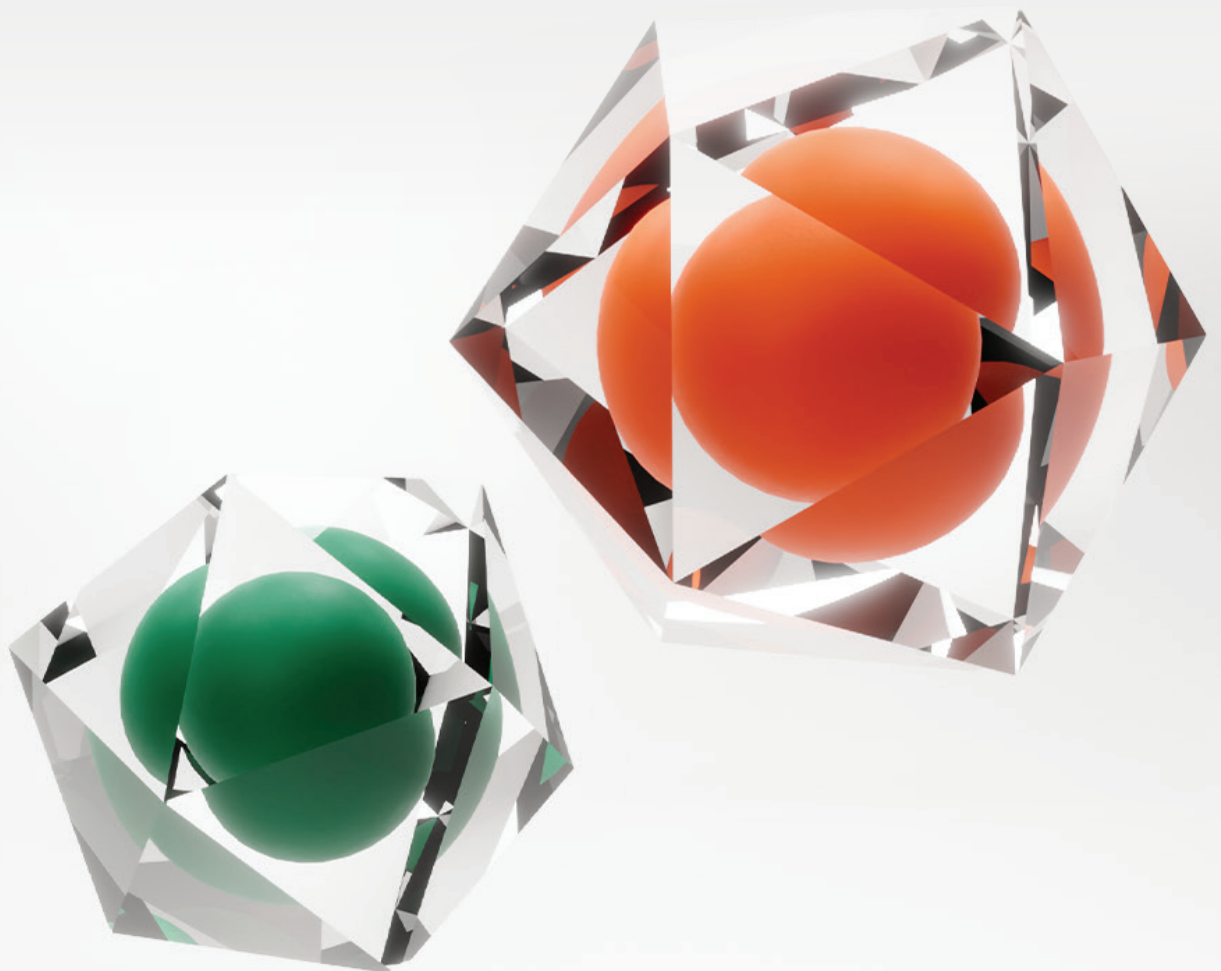




# Betashares Managed Accounts



## **Betashares Adviser Services**

1300 487 577 (within Australia)  
+61 2 9290 6888 (outside Australia)  
[info@betashares.com.au](mailto:info@betashares.com.au)

# Unlock efficiencies within your practice and deliver more value to your clients with Betashares' cost-effective range of portfolio management solutions.

Betashares Managed Accounts cover a range of risk profiles and can easily be matched to the profiles of your clients.

We offer Dynamic Managed Accounts and Ethical Managed Accounts, which are available on a broad range of platforms.

Our Dynamic Managed Accounts are constructed using a range of exchange traded funds, whilst our Ethical Managed Accounts utilise Betashares' market-leading range of ethical ETFs and direct holdings of ethically-screened Australian equities.

## Benefits for you and your clients

### Lower portfolio costs

Betashares Managed Accounts can increase efficiency in your practice, and reduce costs in client portfolios. Total portfolio fees are typically lower than the costs of traditional portfolios and active model managers.

### Comprehensive service

Our high-quality reporting delivers transparency for clients and lightens your administrative load. Reporting and expert resources include:

- Monthly factsheets and detailed quarterly reports
- Client-friendly quarterly emails
- Personalised service from our dedicated nationwide Adviser Services team
- Access to Betashares' Portfolio Management team, investment specialists and Chief Economist.

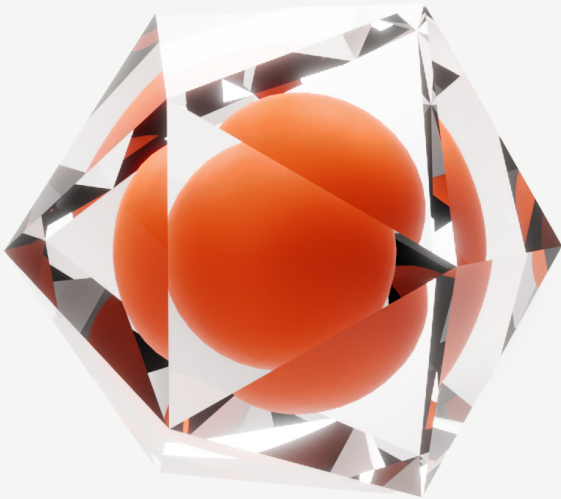
## Eligible advisers utilising Betashares Managed Accounts in their practice also have access to our **Business Acceleration Services**<sup>1</sup>.

Our Business Acceleration Services provide advisers with a range of useful tools and resources to help you to run a more efficient practice, grow your business and deliver better client outcomes.

<sup>1</sup> Contact your Betashares Account Manager to discuss your eligibility for Business Acceleration Services.







## Dynamic Managed Accounts

Focus on getting the big decisions right across the major asset classes, with the aim of reducing complexity and delivering more predictable outcomes for your clients.

Constructed using a range of exchange traded funds across major asset classes, including Australian and international equities, listed property, bonds, cash and commodities.

Rebalanced quarterly, providing the flexibility to make adjustments to asset allocation with the goal of providing enhanced risk-adjusted returns over time.

\*Risk profiles based on the APRA/FSC/ASFA Standard Risk Measure. This is not a complete assessment of all applicable forms of investment risk. Investors should still ensure they are comfortable with risks and potential losses associated with their chosen investment option.

## Risk profiles

Risk aim (estimated)\*

- Defensive
- Growth



### Conservative

< 1 negative annual return over 20 years



### Moderate

< 2 negative annual returns over 20 years



### Balanced

< 3 negative annual returns over 20 years



### Growth

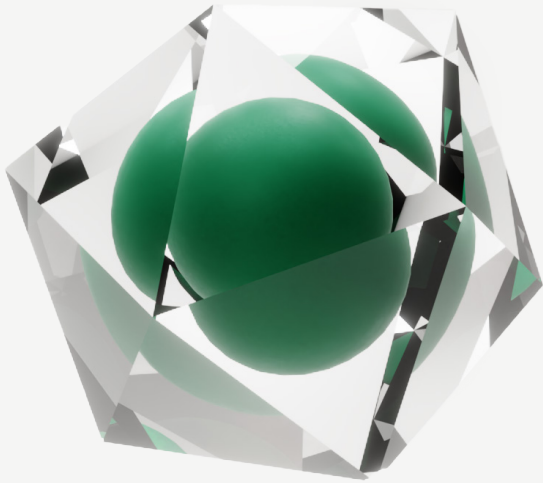
< 4 negative annual returns over 20 years



### High growth

< 6 negative annual returns over 20 years





# Ethical Managed Accounts

A convenient way for your clients to invest in a true-to-label multi-asset class ethically-screened portfolio that aligns with their values.

Constructed using Betashares' market-leading range of ethical ETFs, as well as direct holdings of ethically-screened Australian equities.

The underlying ETFs and stocks meet some of the most stringent screening criteria in the market.

Certified by the Responsible Investment Association Australasia (RIAA)<sup>2</sup>.



CERTIFIED BY RIAA

\*Risk profiles based on the APRA/FSC/ASFA Standard Risk Measure.

\*This is not a complete assessment of all applicable forms of investment risk. Investors should still ensure they are comfortable with risks and potential losses associated with their chosen investment option.

<sup>2</sup>The Betashares Ethical Model Portfolios have been certified by the Responsible Investment Association Australasia according to the strict operational and disclosure practices required under the Responsible Investment Certification Program. See [www.responsiblereturns.com.au](http://www.responsiblereturns.com.au) for details.

The Responsible Investment Certification Program does not constitute financial product advice. Neither the Certification Symbol nor RIAA recommends to any person that any financial product is a suitable investment or that returns are guaranteed. Appropriate professional advice should be sought prior to making an investment decision. RIAA does not hold an Australian Financial Services Licence.

## Risk profiles

Risk aim (estimated)\*

- Defensive
- Growth



**Australian  
Sustainability  
Leaders**



**Balanced**

< 3 negative annual returns over 20 years



**Growth**

< 4 negative annual returns over 20 years



**High growth**

< 6 negative annual returns over 20 years

# How Managed Accounts can support your business

Advisers' use of managed accounts has grown significantly over the last decade **with over 50%** of advisers now using managed accounts in their practice. Managed accounts have been shown to save financial advisers or their support staff an average of **17 hours per week** in back-office tasks<sup>3</sup>.

Benefits include:



## Increased efficiency

Reduced time spent on portfolio construction and maintenance, resulting in efficiencies within administration and compliance.



## More time for clients

Regain time to focus on your clients' goals and education, as well as strategic and holistic advice.



## Transparency

Managed accounts provide transparent portfolio reporting for clients who increasingly want a greater degree of insight into their investments.

## Betashares Managed Accounts can have various applications within your practice, including:

### Outsourcing portfolio management and implementation

Add depth and continuity to your practice, allowing you to focus on providing more holistic advice.

### A solution for specific client segments

Cater to various client segments and their investment requirements, allowing you to focus on clients with more bespoke needs.

### A "Core & Satellite" approach

Consider using Betashares Managed Accounts as the low-cost core component of your clients' portfolios. Alternatively, you consider using our managed accounts for your clients' whole portfolio.

### Retail super

Betashares Managed Accounts can be a cost-comparable alternative to industry or retail super fund options.

<sup>3</sup> State Street Global Advisers and Investment Trends, SPDR ETFs/Investment Trends 2023 Managed Accounts Report. Based on survey of 632 financial advisers carried out between November 2022 and January 2023.

# Platform availability

**Betashares currently ranks 1st for managed account availability across platforms\***

\*Source: Rainmaker Information Managed Account Model Portfolios 2022

	Praemium	Macquarie Wrap	HUB24	Netwealth	CFS	AMP North	BT Panorama
Betashares Dynamic Managed Accounts	✓	✓	✓	✓	✓	✓	✓
Betashares Ethical Managed Accounts	✓	✓	✓	✓			

Betashares Dynamic Managed Accounts are also available on Mason Stevens, OneVue and HarbourWrap.



## Contact us

To find out how the Betashares Managed Account range can support your practice, contact our Adviser Services team on 1300 487 577 or your local Betashares account manager.

### Betashares Adviser Services

- ☎ 1300 487 577 (within Australia)
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- ✉ [info@betashares.com.au](mailto:info@betashares.com.au)

Discover more

## Betashares Practice Development

Tools and insights to help you run a more efficient practice and deliver better client outcomes.



### 'Practice Makes Perfect' video series



### Adviser Resources



   @Betashares

  /Betashares

The Betashares Managed Accounts carry different levels of risk depending on the underlying mix of assets that make up each portfolio. Risks include: the investment objective may not be achieved, market risk, currency risk with international investments, and interest rate and counterparty default risk with bond investments.

This information is for the use of licensed financial advisers. It must not be distributed to retail clients.

Betashares Capital Limited (ACN 139 566 868 / AFS Licence 341181) ("Betashares"), the issuer of the Betashares Funds, has prepared this information. This is general information only and does not constitute personal financial advice. We have not taken the individual circumstances, financial objectives or needs of any investor into account when preparing this information. Betashares Managed Accounts can be accessed via various investment platforms. Investors should consider their circumstances,

the offer document and Target Market Determination ('TMD') issued by the relevant platform operator, and the relevant Product Disclosure Statement ("PDS") and TMD for any underlying investment, and obtain professional financial and tax advice before making any investment decision. PDSs and TMDs for Betashares Funds are available at [www.betashares.com.au](http://www.betashares.com.au).

This information is not a recommendation or offer to make any investment or to adopt any particular investment strategy. Betashares Managed Accounts, including investments in underlying investment funds, are subject to investment risk, investment value may go down as well as up, and investors may not get back the full amount originally invested. Actual investment outcomes may differ from those contemplated in the Betashares Managed Accounts.

To the extent permitted by law Betashares accepts no liability for any errors or omissions in, or loss from reliance on, this information.