Managed Accounts Survey August 2016

Released 14th September 2016 by IMAP (the Institute of Managed Account Professionals)

The Managed Accounts market in Australia is substantial and growing quickly. In February 2015, IMAP surveyed the main providers and estimated that the market size exceeded $13 billion in total funds under management/administration (FUM). (IMAP's 2015 press release and 2015 survey results can be found on the IMAP web site using this link http://www.imap.asn.au/latest-news/582-imap-announces-managed-accounts-now-exceed-13bn). Morgan Stanley recently predicted that Managed Accounts would exceed $60 billion by 2020.

In July 2016, IMAP approached 37 organisations active in the managed accounts market to update the information on the market, and received responses from 29 organisations.

The 2016 survey shows that total FUM held in managed accounts now exceeds $30.874 billion.

Breaking this down into the various types of managed accounts:

Type of managed account	Funds under management / admin
MIS / SMA	$ 8.796 billion
MDA	$ 10.223 billion
Other e.g. IMA, IDPS Like	$ 11.855 billion
Total	$ 30.874 billion

A summary of information received from each survey respondent is listed below in alphabetical order, *(please click on your selection from the list to view the response).*

Company

- Accordius Pty Ltd
- Adviser Portfolio Solutions (APS) and Multiport
- Arnhem Investment Management
- Atrium
- Bailey Roberts Group
- BT Financial Group
- Colonial First State
- DNR Capital
- Elston
- Federation Alliance
- Findex
- Hub24
- Implemented Portfolios
- Innova Asset Management
- IOOF
- JB Were
- Linear
- Macquarie Bank Limited
- managedaccounts.com.au
- Mason Stevens Limited
- Melling Capital Management
- MLC Limited
- Onevue
- Netwealth - Investment & Superannuation
- Powerwrap
- Perpetual
- Praemium
- Ventura Investment Management Ltd & Investment Diversity Ltd
- Watershed Group - Dealer Services & Funds Management

The total FUM managed under the various structures that support managed accounts shows that managed accounts are a very significant part of the retail financial services market. Already equivalent to approximately 5% of all the investment assets held on platforms.

The inflow to managed accounts services has been strong through 2015-16 and is likely to continue to grow strongly. The growth since the 2015 survey has been largely in platform based services rather than in “client own name” services, showing the extent to which financial planners and advisers have now adopted managed accounts as a way of delivering their overall advice service. Over 85% of the FUM measured in this survey would also be counted in a survey of the retail IDPS and Superannuation platforms.

This 2016 result is not directly comparable to the total FUM amount measured in the 2015 survey because the survey process this year continues to add new participants. The results also show significant growth for those who have participated in both surveys.

The increase in the FUM in the 2016 survey compared to 2015 is a result of:

- Growth in FUM for participants in both
- New participants who have operated services since at least 2015
- New services introduced since the previous survey was undertaken.

Note: Results to be treated as indicative

Managed Accounts are provided in a variety in legal structures and several organisations can be involved in a single service. This means that there is a risk of overlap between the returns from several organisations.

Every care has been taken to eliminate this overlap, however we cannot rule out this affecting the total reported FUM. Therefore, these results should be used to indicate the best estimate of the FUM managed in Managed Account structures and the relative importance of the major types of service.

About IMAP

www.imap.asn.au

Institute of Managed Account Professionals (IMAP) is the industry organisation for advisers, managers, providers and other businesses actively involved in offering or supporting Managed Accounts.

IMAP provides association members with access to the latest developments in the industry; education and training and access to industry professionals at all levels.

IMAP is the voice of the managed accounts industry and represents its interests to regulators such as ASIC.

IMAP contacts

www.imap.asn.au

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E: toby.potter@imap.asn.au

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P: (02) 8003 4131
E: jane.mcilroy@imap.asn.au

IMAP Directory support
P: (02) 8003 5077
E: support@imap.asn.au

Accordius Pty Ltd click here to go back to the survey participant list

Managed Account Provider name	**Accordius Pty Ltd**
Company contact details	**Hamish Moore**
Primary contact name for product / sales	Hamish Moore
- Contact details (email)	hmoore@accordius.com.au
(phone)	03 8623 3340
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	
Managed Account product structure	IMA
Number of investment managers with portfolios?	1
Number of Managed Accounts portfolios ?	65
Are Dealer Managed Accounts supported ?	*No*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Ad Hoc
Minimum transaction value	Nil
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*No*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
Are Investment Fees for dealers supported	*None*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*No*
Is there full portfolio visibility for advisers / clients	*Yes*

Adviser Portfolio Solutions (APS) and Multiport click here to go back to the survey participant list

Managed Account Provider name	**Adviser Portfolio Solutions (APS) and Multiport**
Company contact details	**Partners Wealth Group (PWG)**
Primary contact name for product / sales	Peter Turbach
- Contact details (email)	Peter@advisersolutions.com.au
(phone)	410220334
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Adviser Portfolio Solutions (APS) and Multiport
Managed Account product structure	MDA
Number of investment managers with portfolios?	1 IC
Number of Managed Accounts portfolios ?	6
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*No*
PORTFOLIO DETAILS	
Rebalance frequency	Monthly
Minimum transaction value	$ 2,000
Managed Accounts can include multiple asset types	-
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*No*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*No*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Arnhem Investment Management click here to go back to the survey participant list

Managed Account Provider name	**Arnhem Investment Management**
Company contact details	**02 9016 3633**
Primary contact name for product / sales	Samuel Stobart
- Contact details (email)	sam.stobart@arnhem.com.au
(phone)	(02) 90163609 & 0423 292 299
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name (s)	1. Arnhem Global Growth and 2. Australia+
Managed Account product structure	SMA only
Number of investment managers with portfolios?	1 PM running both
Number of Managed Accounts portfolios ?	1
Are Dealer Managed Accounts supported ?	Yes
Do you have direct retail investors	Yes
Do you provide portfolios for retail investors through other administrators / platforms	Yes
Do you provide portfolios for Wholesale investors directly	Yes
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	as per platform
Minimum transaction value	$ 25,000
Managed Accounts can include multiple asset types	No
Which of the following investment types can be held in a Managed Account	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes - depending on platform
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	Yes
What proportion of the FUM in your service is managed by a specific advisory business for its clients	25%-50%
Service can be branded by dealer group	Yes
Is there full portfolio visibility for advisers / clients	Yes

Atrium

click here to go back to the survey participant list

Managed Account Provider name	**Atrium**
Company contact details	**Level 6, 4 Martin Place, Sydney NSW 2000, Australia**
Primary contact name for product / sales	Alexander Hone
- Contact details (email)	alex.hone@atriuminvest.com.au
(phone)	(02) 92488000
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Atrium MDA; Atrium Evolution Series - Diversified Fund
Managed Account product structure	MIS / SMA
	MDA
Number of investment managers with portfolios?	23
Number of Managed Accounts portfolios ?	491 entities (833 accounts)
Are Dealer Managed Accounts supported ?	No
Do you have direct retail investors	Yes
Do you provide portfolios for retail investors through other administrators / platforms	Yes
Do you provide portfolios for Wholesale investors directly	Yes
Super / Pension are offered	No
PORTFOLIO DETAILS	
Rebalance frequency	Weekly
Minimum transaction value	N/A
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Term deposits
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	No
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	No
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	No
Is there full portfolio visibility for advisers / clients	Yes

Bailey Roberts Group

click here to go back to the survey participant list

Managed Account Provider name	**Bailey Roberts**
Company contact details	
Primary contact name for product / sales	Ian Bailey
- Contact details (email)	ian@baileyroberts.com.au
(phone)	242201600
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	
Managed Account product structure	IMA
Number of investment managers with portfolios?	1
Number of Managed Accounts portfolios ?	-
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*Yes*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Daily
Minimum transaction value	No limit
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Derivatives
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*N/A*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Admin and asset Management
	Other
Are Investment Fees for dealers supported	*N/A*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	-
Service can be branded by dealer group	*Not offered*
Is there full portfolio visibility for advisers / clients	*Yes*

BT Financial Group

click here to go back to the survey participant list

Managed Account Provider name	**BT Financial Group**
Company contact details	**1800 222 790**
Primary contact name for product / sales	Vik Ahuja
- Contact details (email)	vikram.ahuja@btfinancialgroup.com
(phone)	0478 317 518
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	BT Private Portfolio, BT Aspire Portfolio & BT Elect Portfolio
Managed Account product structure	IMA & SMA
Number of investment managers with portfolios?	2
Number of Managed Accounts portfolios ?	1200
Are Dealer Managed Accounts supported ?	Yes
Do you have direct retail investors	Yes
Do you provide portfolios for retail investors through other administrators / platforms	No
Do you provide portfolios for Wholesale investors directly	Yes
Super / Pension are offered	*SMSF only*
PORTFOLIO DETAILS	
Rebalance frequency	Quarterly for SMA
Minimum transaction value	$ 5,000
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*No*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Colonial First State

click here to go back to the survey participant list

Managed Account Provider name	**Colonial First State**
Company contact details	www.colonialfirststate.com.au
Primary contact name for product / sales	Sue Wallace
- Contact details (email)	sue.wallace@colonialfirststate.com.au
(phone)	0416-118-301
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Varies per customer / white label
Managed Account product structure	MIS / SMA
	MDA
	IDPS Like
	Trustee Direction
Number of investment managers with portfolios?	4
Number of Managed Accounts portfolios ?	> 20
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Varies per Investment Manager, can be any frequency and/or automated and is configurable
Minimum transaction value	$500 Listed / $10 MF's - configurable
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Term deposits
	Cash
Non model investments can be held in same client account as a Managed Account	Currently the same asset cannot be held both inside and outside the Managed Account but an account can hold different investments outside the managed account but in the same client account
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Not currently*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined investment fee / RE fee
	Combined administration / licensee fee
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	*Over 50%*
Service can be branded by dealer group	*branded a customer / label level*
Is there full portfolio visibility for advisers / clients	*Yes*

DNR Capital click here to go back to the survey participant list

Managed Account Provider name	DNR Capital
Company contact details	www.dnrcapital.com.au
Primary contact name for product / sales	Tom Glynn - Head of Wholesale
- Contact details (email)	tom.glynn@dnrcapital.com.au
(phone)	0407 964 952
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	DNR Capital Australian Equities High Conviction/Income/Social Responsibility portfolios
Managed Account product structure	SMA on external platforms & IMA (MDA operator)
Number of investment managers with portfolios?	-
Number of Managed Accounts portfolios ?	-
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Direct Sophisticated Investors*
Do you provide portfolios for retail investors through other administrators / platforms	*Yes*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Not on IMA, Yes on certain SMA platforms*
PORTFOLIO DETAILS	
Rebalance frequency	-
Minimum transaction value	Determined by each platform
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*No*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	N/A
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Elston Adviser Services

click here to go back to the survey participant list

Managed Account Provider name	**Elston Adviser Services**
Company contact details	Elston House Level 5 850 Ann Street Fortitude Valley QLD 4006 1300 ELSTON
Primary contact name for product / sales	Georgdie Asprey Intermediary Relationship Manager
- Contact details (email)	g.asprey@elston.com.au
(phone)	T: 07 3002 3855 M: 0419 678 895
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	
Managed Account product structure	IMA / SMA
	MDA
Number of investment managers with portfolios?	4
Number of Managed Accounts portfolios ?	9
Are Dealer Managed Accounts supported ?	Yes
Do you have direct retail investors	Yes
Do you provide portfolios for retail investors through other administrators / platforms	Yes
Do you provide portfolios for Wholesale investors directly	Yes
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	The aim of the portfolio is to keep turnover to a minimum. Tactical asset allocation will be reviewed quarterly.
Minimum transaction value	$ -
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	Yes
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	Yes
Is there full portfolio visibility for advisers / clients	Yes
Is there full portfolio visibility for advisers / clients	Yes

Federation Alliance click here to go back to the survey participant list

Managed Account Provider name	**Federation Alliance**
Company contact details	**Alan Kenny, CEO Level 6, 88 Phillip St, Sydney 2000**
Primary contact name for product / sales	**Sonia Currey, Account Manager**
- Contact details (email)	soniac@fedalliance.com.au
(phone)	**(02) 9256 8723**
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Federation Managed Accounts
Managed Account product structure	IDPS Like
Number of investment managers with portfolios?	5
Number of Managed Accounts portfolios ?	12
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	daily
Minimum transaction value	$25k
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Derivatives
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Findex click here to go back to the survey participant list

Managed Account Provider name	**Findex**
Company contact details	**Head Office Level 17** **181 William Street,** **Melbourne, VIC 3000. Australia** **Phone: 03 9292-0101** **info@findex.com.au** **www.findex.com.au**
Primary contact name for product / sales	Kieran Canavan
- Contact details (email)	kieran.canavan@findex.com.au
(phone)	02 9250 6500
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	MDA
Managed Account product structure	Limited MDA
Number of investment managers with portfolios?	32
Number of Managed Accounts portfolios ?	15,045
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*Yes - but only advised on one of our AFSLs*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	at least Quarterly
Minimum transaction value	$ 500
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	*No*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Hub 24 click here to go back to the survey participant list

Managed Account Provider name	HUB24 Custodial Services Ltd	HUB24 Custodial Services Ltd with Diversa Trustees Limited as trustee of the HUB24 Super Fund
Company contact details	Level 8, Exchange Centre 20 Bridge Street, Sydney NSW 2000 Phone: 1300 854 994 Fax: 1300 781 689	Level 8, Exchange Centre 20 Bridge Street, Sydney NSW 2000 Phone: 1300 854 994 Fax: 1300 781 689
Primary contact name for product / sales	John Wild	John Wild
- Contact details (email)	jwild@hub24.com.au	jwild@hub24.com.au
(phone)	02 8274 6002	02 8274 6002
MANAGED ACCOUNT PRODUCT DETAILS		
Managed Account Product Name	HUB24 Invest - Investor Directed Portfolio Services (IDPS)	HUB24 Super
Managed Account product structure	IDPS	Super
Number of investment managers with portfolios?	66	42
Number of Managed Accounts portfolios ?	266	173
Are Dealer Managed Accounts supported ?	*Yes*	*Yes*
Do you have direct retail investors	*No*	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*Yes*	*Yes*
Do you provide portfolios for Wholesale investors directly	*Yes, they can have access to our full menu*	*Yes, they can have access to our full menu*
Super / Pension are offered	*Yes*	*Yes*
PORTFOLIO DETAILS		
Rebalance frequency	At any point determined by manager	At any point determined by manager
Minimum transaction value	$ 100	$ 100
Managed Accounts can include multiple asset types	*Yes*	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares	ASX Listed shares
(please delete those not applicable)	ETFs	ETFs
	Managed Funds	Managed Funds
	Bonds / Fixed Interest Securities via XTBs	Bonds / Fixed Interest Securities via XTBs
	International equities	International equities
	Cash	Cash
	SMAs	SMAs
Non model investments can be held in same client account as a Managed Account	*Yes*	*Yes*
Account customisation by adviser is supported	*Yes*	*Yes*
Model Portfolios can be combined in client account	*Yes*	*Yes*
Netting off across accounts is supported	*Yes*	*Yes*
DEALER FUNCTIONALITY		
Which of these fees do you support	Portfolio/ investment fee	Portfolio/ investment fee
	Performance fees	Performance fees
	Advice fees	Advice fees
	Combined administration/ investment fee	Combined administration/ investment fee
Are Investment Fees for dealers supported	*Yes*	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	25%-50%	25%-50%
Service can be branded by dealer group	*Yes*	*Yes*
Is there full portfolio visibility for advisers / clients	Yes, if the manager/dealer chooses to share IP	Yes, if the manager/dealer chooses to share IP

Implemented Portfolios click here to go back to the survey participant list

Managed Account Provider name	**Implemented Portfolios**
Company contact details	www.implementedportfolios.com.au
Primary contact name for product / sales	**Adam Seccombe**
- Contact details (email)	aseccombe@implementedportfolios.com.au
(phone)	02 9242 5955
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Adviser branded
Managed Account product structure	IMA
Number of investment managers with portfolios?	3
Number of Managed Accounts portfolios ?	1300
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*Yes*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	-
Minimum transaction value	-
Managed Accounts can include multiple asset types	-
Non model investments can be held in same client account as a Managed Account	-
Account customisation by adviser is supported	-
Model Portfolios can be combined in client account	-
Netting off across accounts is supported	-
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	-
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Innova Asset Management

click here to go back to the survey participant list

Managed Account Provider name	**Innova Asset Management**
Company contact details	**02 9346 4656**
Primary contact name for product / sales	Dan Miles
- Contact details (email)	dmiles@innovaam.com.au
(phone)	as above
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Innova Managed Accounts
Managed Account product structure	MIS / SMA
	MDA
	IDPS Like
Number of investment managers with portfolios?	1
Number of Managed Accounts portfolios ?	48
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Discretionary
Minimum transaction value	NA
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	platform dependent
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
Are Investment Fees for dealers supported	*No*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	<10%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

IOOF

click here to go back to the survey participant list

Managed Account Provider name	**IOOF**
Company contact details	Level 18, 201 Kent St Sydney
Primary contact name for product / sales	Craig Joscelyne
- Contact details (email)	craig.Joscelyne@ioof.com.au
(phone)	02 9028 5993
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Managed Portfolio Service
Managed Account product structure	MDA
Number of investment managers with portfolios?	3
Number of Managed Accounts portfolios ?	>50
Are Dealer Managed Accounts supported ?	*No*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Ad hoc on portfolio change, otherwise weekly
Minimum transaction value	$500 managed funds $1,000 equities
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*No*
Netting off across accounts is supported	*No*
DEALER FUNCTIONALITY	
Which of these fees do you support	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	**Over 50%**
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

JB Were

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Managed Account Provider name	**J B Were**
Company contact details	www.jbwere.com.au
Primary contact name for product / sales	Andrew Tracy
- Contact details (email)	Andrew.tracy@jbwere.com
(phone)	M 0402062144
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	JBWere SMA
Managed Account product structure	MIS / SMA
Number of investment managers with portfolios?	JBWere
Number of Managed Accounts portfolios ?	7
Are Dealer Managed Accounts supported ?	No
Do you have direct retail investors	Yes
Do you provide portfolios for Wholesale investors directly	No
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	Monitored daily updated as needed by min monthly
Minimum transaction value	$ -
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	No
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
Are Investment Fees for dealers supported	No
What proportion of the FUM in your service is managed by a specific advisory business for its clients	None
Service can be branded by dealer group	No
Is there full portfolio visibility for advisers / clients	Yes

Linear click here to go back to the survey participant list

Managed Account Provider name	**Linear**
Company contact details	**1300669891**
Primary contact name for product / sales	Steve Berichon
- Contact details (email)	sberichon@linear.com.au
(phone)	0418 756 850
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Linear is an administrator
Managed Account product structure	MIS / SMA
	MDA
	IDPS Like
	Trustee Direction
	Standing Instruction
Number of investment managers with portfolios?	40
Number of Managed Accounts portfolios ?	4500
Are Dealer Managed Accounts supported ?	Yes
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	Yes
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	Daily
Minimum transaction value	depends on market
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Derivatives
	Bonds / Fixed Interest
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	Yes
What proportion of the FUM in your service is managed by a specific advisory business for its clients	25%-35%
Service can be branded by dealer group	Yes
Is there full portfolio visibility for advisers / clients	Yes

Macquarie Bank Limited click here to go back to the survey participant list

Managed Account Provider name	**Macquarie Private Portfolio Management (MPPM)**	**Macquarie Private Portfolio Management (MPPM)**
Company contact details	Macquarie Private Portfolio Management E - mppm@macquarie.com T: 1800 501 180	Macquarie Private Portfolio Management E - mppm@macquarie.com T: 1800 501 180
Primary contact name for product / sales	Bianca De Melo	Bianca De Melo
- Contact details (email)	Bianca.DeMelo@macquarie.com	Bianca.DeMelo@macquarie.com
(phone)	+61 409 698 314	+61 409 698 314
MANAGED ACCOUNT PRODUCT DETAILS		
Managed Account Product Name	Macquarie Seperately Managed Account	Macquarie Globally Managed Account
Managed Account product structure	MIS / SMA	Other - Non-Registered Scheme (Individualy Managed account)
Number of investment managers with portfolios? As at 30/6/2016	15	1
Number of Managed Accounts portfolios ?	49	14
Are Dealer Managed Accounts supported ?	*Yes*	*Yes*
Do you have direct retail investors	Advised clients invest through a Wrap platform into Managed Accounts	Advised clients invest into Managed Accounts
Do you provide portfolios for retail investors through other administrators / platforms	No	No
Do you provide portfolios for Wholesale investors directly	Yes	Yes
Super / Pension are offered	*Yes*	No
PORTFOLIO DETAILS		
Rebalance frequency	At time of change in portfolio by Investment Manager, otherwise Quarterly	At time of change in portfolio by Investment Manager, otherwise ongoing monitoring
Minimum transaction value	$ 500	$ 500
Managed Accounts can include multiple asset types	Yes	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares	ASX Listed shares
	ETFs	ETFs
	Managed Funds	Managed Funds
	Bonds / Fixed Interest Securities	Bonds / Fixed Interest Securities
	Term deposits	Term deposits
	Cash	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*	*Yes*
Account customisation by adviser is supported	*No*	Yes
Model Portfolios can be combined in client account	*Yes*	*Yes*
Netting off across accounts is supported	*No, There is zero brokerage within SMA*	*No*
DEALER FUNCTIONALITY		
Which of these fees do you support	Portfolio/ investment fee	Portfolio/ investment fee
	Advice fees	Advice fees
	Other - Incidental Fees	Combined administration/ investment fee [But also able to offer un-bundled fees]
		Other - Incidental Fees
Are Investment Fees for dealers supported	Yes	Yes
What proportion of the FUM in your service is managed by a specific advisory business for its clients	10%-25%	None
Service can be branded by dealer group	*Yes*	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*	*Yes*

managedaccounts.com.au

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Managed Account Provider name	www.managedaccounts.com.au
Company contact details	Adviser Service: 1800 446 971 Email: adviser.service@managedaccounts.com.au Head Office: Suite 1, Level 5, 28 Margaret Street, SYDNEY NSW 2000
Primary contact name for product / sales	Doug Kirkman - Head of Distribution and Marketing
- Contact details (email)	doug.kirkman@managedaccounts.com.au
(phone)	0427 237 808
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Managed Discretionary Account (MDA) with no product off the shelf. Each Dealer or Advisory Firm has a bespoke Service built to meet their specific requirements.
Managed Account product structure	MDA
Number of investment managers with portfolios?	50
Number of Managed Accounts portfolios ?	approx 3800
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Portfolio Manager discretion with added capability of Portfolio Manager timing and executing own trades via broker/s of choice.
Minimum transaction value	$300 but this can be increased at request of Investment Manager
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	International equities (available October 2016)
	Cash
	other: Bank Bills, IPOS, Placements, Unregistered Schemes
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
	Other : combined admin/investment/advice fee
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	<10%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Mason Stevens Limited click here to go back to the survey participant list

Managed Account Provider name	**Mason Stevens**
Company contact details	www.masonstevens.com.au
Primary contact name for product / sales	Tom Bignill
- Contact details (email)	tom.bignill@masonstevens.com.au
(phone)	(02) 8270 0201
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Mason Stevens Global Portfolio Service
Managed Account product structure	MIS / SMA
	MDA
Number of investment managers with portfolios?	24
Number of Managed Accounts portfolios ?	< 5000
Are Dealer Managed Accounts supported ?	Yes
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	Yes
Super / Pension are offered	*coming soon*
PORTFOLIO DETAILS	
Rebalance frequency	Live execution - across asset class
Minimum transaction value	any transaction value
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Derivatives
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	Yes
What proportion of the FUM in your service is managed by a specific advisory business for its clients	<10%
Service can be branded by dealer group	Yes
Is there full portfolio visibility for advisers / clients	Yes

Melling Capital Management

click here to go back to the survey participant list

Managed Account Provider name	**Paul Melling and Associates Pty Ltd**
Company contact details	www.melling.com.au
Primary contact name for product / sales	Steve Melling
- Contact details (email)	Steve@Melling.com.au
(phone)	03 9497 4446
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Managed Portfolio Service
Managed Account product structure	LMDA (Limited Managed Discretionary Account)
Number of investment managers with portfolios?	<10
Number of Managed Accounts portfolios ?	>2000
Are Dealer Managed Accounts supported ?	-
Do you have direct retail investors	Yes
Do you provide portfolios for retail investors through other administrators / platforms	Yes
Do you provide portfolios for Wholesale investors directly	No
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	6 Monthly
Minimum transaction value	N/A
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	Managed Funds
	Cash
Non model investments can be held in same client account as a Managed Account	No
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	No
Netting off across accounts is supported	-
DEALER FUNCTIONALITY	
Which of these fees do you support	Advice fees
Are Investment Fees for dealers supported	No
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	N/A
Is there full portfolio visibility for advisers / clients	Managed Fund level

MLC Limited

click here to go back to the survey participant list

Managed Account Provider name	**MLC Limited**
Company contact details	www.mlc.com.au
Primary contact name for product / sales	Damian Holland
- Contact details (email)	damian.holland@nab.com.au
(phone)	0410 311 333
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Navigator Intergrated SMA
Managed Account product structure	MIS / SMA
Number of investment managers with portfolios?	7 managers
Number of Managed Accounts portfolios ?	16 model portfolios
Are Dealer Managed Accounts supported ?	*No*
Do you have direct retail investors	Yes
Do you provide portfolios for retail investors through other administrators / platforms	Yes
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	Depends on the type of model
Minimum transaction value	$ 250
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	Cash
Non model investments can be held in same client account as a Managed Account	Yes
Account customisation by adviser is supported	*No*
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*No*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	Yes
Is there full portfolio visibility for advisers / clients	Yes

Onevue click here to go back to the survey participant list

Managed Account Provider name	**OneVue Group**
Company contact details	**1300730235**
Primary contact name for product / sales	Dan Powell
- Contact details (email)	daniel.powell@onevue.com.au
(phone)	02 8823 2554
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	OneVue Managed Account
Managed Account product structure	MIS / SMA
	MDA
	IDPS Like
Number of investment managers with portfolios?	35
Number of Managed Accounts portfolios ?	75
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	No
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Discretion of Investment Manager
Minimum transaction value	No minimum
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs, LIC's
	Managed Funds
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*Only by the Investment Management entity*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	<10%
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Netwealth

click here to go back to the survey participant list

Managed Account Provider name	**Netwealth**
Company contact details	www.netwealth.com.au
Primary contact name for product / sales	Matt Heine | Joint Managing Director | netwealth Investments Limited | Freecall: 1800 888 223 | Ph: +61 3 9655 1300 | Fax: + 61 3 9655 1333 Mob: 0419 777 677 | Level 8/52 Collins Street Melbourne VIC 3000
- Contact details (email)	matt@netwealth.com.au
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Netwealth Managed Account
Managed Account product structure	MIS
Number of investment managers with portfolios?	14
Number of Managed Accounts portfolios ?	62
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*yes*
PORTFOLIO DETAILS	
Rebalance frequency	Up to the Model Manager
Minimum transaction value	$100 managed Funds, $250 equity
Managed Accounts can include multiple asset types	*yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*yes*
Account customisation by adviser is supported	*yes*
Model Portfolios can be combined in client account	*yes*
Netting off across accounts is supported	*yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	We have 7 private labels accounting for approximately 50% of FUM
Service can be branded by dealer group	*yes*
Is there full portfolio visibility for advisers / clients	*yes*

Perpetual

click here to go back to the survey participant list

Managed Account Provider name	**Perpetual Trustee Company Limited**
Company contact details	**GPO Box 4172 Sydney NSW 2001**
Primary contact name for product / sales	Ilias Kotronakis
- Contact details (email)	ilias.kotronakis@perpetual.com.au
(phone)	(02)9229 9044
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Perpetual Discretionary Service
Managed Account product structure	MDA
Number of investment managers with portfolios?	One fund manager which uses a fund of funds strucutre currently using 35 investment managers. A direct equites manager/team is also used.
Number of Managed Accounts portfolios ?	46
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	At least Quarterly (but adhoc changes can also be made)
Minimum transaction value	$ 2,500
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	Managed Funds
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	Yes for Equities only
DEALER FUNCTIONALITY	
Which of these fees do you support	Advice fees
	Other - Administration Fees
Are Investment Fees for dealers supported	*No*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	*No*
Is there full portfolio visibility for advisers / clients	*Yes*

Powerwrap click here to go back to the survey participant list

Managed Account Provider name	**Powerwrap Ltd**
Company contact details	**Level 7/356 Collins Street Melbourne Vic 3000**
Primary contact name for product / sales	Richard Carr Head of Distribution
- Contact details (email)	richardcarr@powerwrap.com.au
(phone)	(03) 8681 4605
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Powerwrap Model Portfolios
Managed Account product structure	MIS / SMA
	MDA
	IDPS Like
Number of investment managers with portfolios?	20
Number of Managed Accounts portfolios ?	46
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Daily
Minimum transaction value	$ 20,000
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*Yes*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	-
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Praemium click here to go back to the survey participant list

Managed Account Provider name	**Praemium**
Company contact details	**Martin Morris**
Primary contact name for product / sales	
- Contact details (email)	martin.morris@praemium.com
(phone)	0408 693 792
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Praemium SMA
Managed Account product structure	MIS
Number of investment managers with portfolios?	50
Number of Managed Accounts portfolios ?	250
Are Dealer Managed Accounts supported ?	Yes
Do you have direct retail investors	Yes - but via partners only. We don't market directly
Do you provide portfolios for retail investors through other administrators / platforms	No
Do you provide portfolios for Wholesale investors directly	No
Super / Pension are offered	Yes
PORTFOLIO DETAILS	
Rebalance frequency	daily
Minimum transaction value	set by adviser
Managed Accounts can include multiple asset types	Yes
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Cash
Non model investments can be held in same client account as a Managed Account	No
Account customisation by adviser is supported	Yes
Model Portfolios can be combined in client account	Yes
Netting off across accounts is supported	Yes
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Performance fees
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	Yes
What proportion of the FUM in your service is managed by a specific advisory business for its clients	Over 50%
Service can be branded by dealer group	Yes
Is there full portfolio visibility for advisers / clients	Yes

Ventura Investment Management Ltd
& Investment Diversity Ltd

click here to go back to the survey participant list

Managed Account Provider name	**Ventura Investment Management**
Company contact details	Level 9, 10 Bridge Street Sydney NSW 2000
Primary contact name for product / sales	Julian Pitt
- Contact details (email)	julian.pitt@cpal.com.au
(phone)	0402 480 027
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	Ventura Managed Accounts Portfolios (vMAPs)
Managed Account product structure	MIS / SMA
	IDPS Like
Number of investment managers with portfolios?	3
Number of Managed Accounts portfolios ?	24
Are Dealer Managed Accounts supported ?	*No*
Do you have direct retail investors	*No*
Do you provide portfolios for retail investors through other administrators / platforms	*No*
Do you provide portfolios for Wholesale investors directly	*No*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	Daily
Minimum transaction value	$ 200
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETFs
	Managed Funds
	Bonds / Fixed Interest Securities
	Term deposits
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	*No*
What proportion of the FUM in your service is managed by a specific advisory business for its clients	None
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*

Watershed Group click here to go back to the survey participant list

Managed Account Provider name	**Watershed Funds Management**
Company contact details	**Lv22, North Tower 459 Collins Street, Melbourne VIC 3000**
Primary contact name for product / sales	Adrian Rowley - Portfolio Manager
- Contact details (email)	fundsmanagement@watershedgroup.com.au
(phone)	+613 9614 8899
MANAGED ACCOUNT PRODUCT DETAILS	
Managed Account Product Name	
Managed Account product structure	MDA & SMA
	MDA
	IDPS
Number of investment managers with portfolios?	4
Number of Managed Accounts portfolios ?	7 SMA's - many more Managed Account Portfolio's (risk based)
Are Dealer Managed Accounts supported ?	*Yes*
Do you have direct retail investors	*Yes*
Do you provide portfolios for retail investors through other administrators / platforms	*Yes*
Do you provide portfolios for Wholesale investors directly	*Yes*
Super / Pension are offered	*Yes*
PORTFOLIO DETAILS	
Rebalance frequency	
Minimum transaction value	$ 25,000
Managed Accounts can include multiple asset types	*Yes*
Which of the following investment types can be held in a Managed Account	ASX Listed shares
	ETF's
	Managed Funds
	Derivatives
	Bonds / Fixed Interest Securities
	International equities
	Cash
Non model investments can be held in same client account as a Managed Account	*Yes*
Account customisation by adviser is supported	*Yes*
Model Portfolios can be combined in client account	*Yes*
Netting off across accounts is supported	*Yes*
DEALER FUNCTIONALITY	
Which of these fees do you support	Portfolio/ investment fee
	Advice fees
	Combined administration/ investment fee
Are Investment Fees for dealers supported	-
What proportion of the FUM in your service is managed by a specific advisory business for its clients	-
Service can be branded by dealer group	*Yes*
Is there full portfolio visibility for advisers / clients	*Yes*