



MACQUARIE

# Thinking managed accounts?

Think **Separately Managed Accounts (SMAs)** with **Macquarie Wrap**

[macquarie.com/managedaccounts](http://macquarie.com/managedaccounts)

Our SMA solutions use our Macquarie Wrap platform, which provides an extensive investment menu and evolving range of tools and functionality.

## Why Macquarie?



### We're growing rapidly

- FUM with SMA on Wrap has grown to over \$900 million<sup>1</sup>
- As a strategic focus for us, we continue to invest in enhancing our capabilities and digital experience



### True breadth of choice

- Over 25 managers offering 85 models and growing
- Mix of fund managers and dealer bespoke models
- Multiple asset classes, including Australian equities, managed funds, ETFs



### Dedicated team of experts

- Helping you transition your business
- Managing the administration including implementation, rebalances, cash flow and corporate actions
- Proven experience in this space dealing with bespoke practices through to large institutions

Save your business time and reduce day-to-day admin by investing clients into an SMA aligned to their needs. By using SMAs with Macquarie, you can outsource investment implementation, rebalancing and reporting to the Macquarie Wrap platform.

# Your SMA options with Macquarie

## Buy from our existing menu

Similar to investing in managed funds, simply view the SMA details on the respective investment menu and obtain offer documents and commentary from the Macquarie Wrap website.

Once your clients have read and understood the offer document, you can place application and redemption orders online on their behalf.



### Why choose this option?

This is the quickest way for you to start using SMAs in your business and realise the benefits they can deliver to you and your clients. You can take advantage of a specialist investment team managing the portfolios and free up more time to spend with your clients.

## Create your own SMA model

Depending on your practice's in-house capability, we can help you to create a model delivered by the Macquarie SMA. To achieve this, you can either:

**Partner with another organisation to create an SMA** – jointly manage your SMA model by sharing the responsibility with an experienced and qualified partner. For example, you can work alongside an external investment provider who sets the investment strategy and decisions.



### Why choose this option?

You may have some, but not all of the capability to build your own SMA. This is a good option where you can hold on to some of the responsibilities, and leave the rest to a specialist team who are experts in the field.

**Build your own SMA** – for businesses with their own investment management capability, backed by a robust strategy, set of controls and methodologies.

You may be able to build and/or bring your own SMA to our platform. With this scenario, you can either use your own RE structure, or appoint Macquarie as the RE. This option does not suit all businesses – you need to be equipped with certain skills, experience and staff to perform all of the duties that come with being the manager of an SMA.



### Why choose this option?

Keep full control of the investment solution and maintain greater flexibility in determining your investment decisions.

## How our SMAs work

Macquarie Investment Management Limited is the responsible entity of the Macquarie Separately Managed Account, which is a registered managed investment scheme.

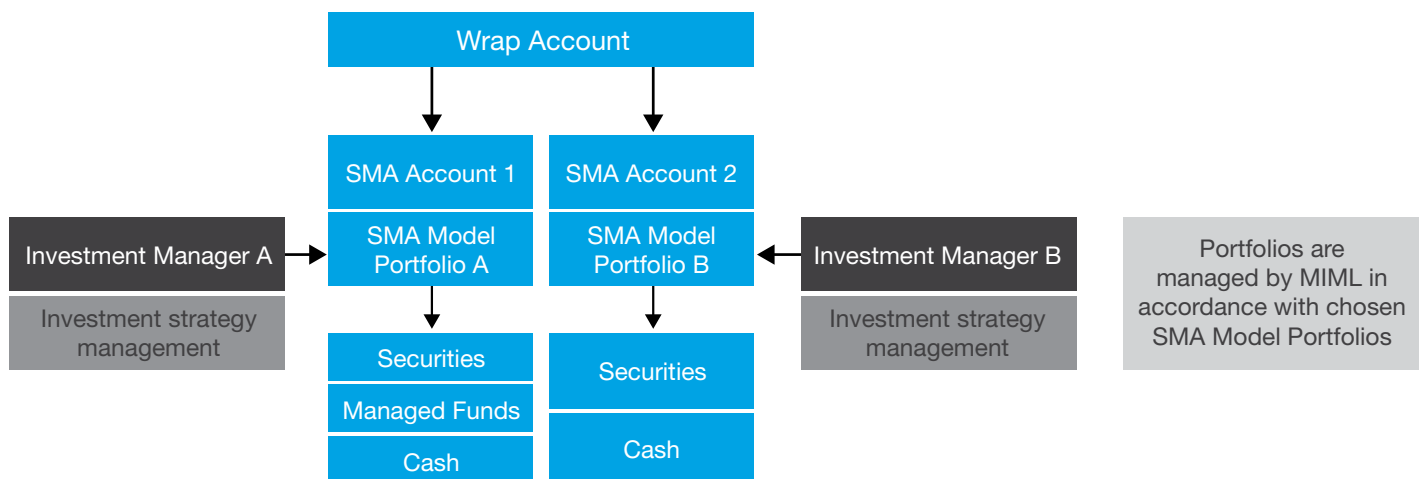
SMA model portfolios are delivered as part of our **Macquarie SMA product**. Each model is then separately accessible as an investment option within our investment menus for the Macquarie Wrap Consolidator and Manager IDPS and Super/Pension products.

The Wrap platform account is still the primary account for your clients. We charge administration fees to the platform accounts as usual.

An SMA Account is then opened for each SMA model within the Wrap account, which contains a specific cash allocation for that model. SMA management fees are charged out of this cash allocation.

To make life easier for you and your clients, we provide single line reporting for SMAs on Wrap reports – however you can also look through to the underlying assets.

## Example client account that is invested in two different SMAs



## Key facts for SMAs on our menu

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### Minimum investment

Equity Models = \$50,000

Top20 Leaders Equity Model = \$35,000

Fixed Interest Models = \$25,000

Multi Sector Models = \$25,000 - \$100,000

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Minimum contribution/redemption = \$1,000

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Transfer in specie assets into the SMA (via form) – IDPS only

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In specie switches between SMA (via form)

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Trustee limits for super/pension account are applied to the overall SMA and not underlying holdings

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Margin lending capable

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Ability to charge separate/different adviser and dealer fees on SMA assets

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Connectivity through XPLAN data feeds

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Dedicated portfolio implementation team

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Continued development of capability and functionality on the platform

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Separate SMA cash allocation in the model – same interest rate as the Macquarie Cash Management Account

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## What's next?

Speak to your business development manager, visit [macquarie.com/managedaccounts](https://www.macquarie.com/managedaccounts) or call **1800 501 180**

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1 As at 28 November 2017

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The Macquarie Separately Managed Account (SMA) is offered by Macquarie Investment Management Limited ABN 66 002 867 003 AFSL 237492 RSEL L0001281 (MIML).

Funds invested on your behalf by MIML are not deposits with or other liabilities of Macquarie Bank Limited ABN 46 008 583 542 or any other entity of the Macquarie Group and are subject to investment risk, including possible delays in repayment and loss of income and capital invested. None of Macquarie Bank Limited, MIML, or any other member of the Macquarie Group guarantees any particular rate of return or the performance of the investments, nor do they guarantee the repayment of capital.

\*Source: Macquarie Bank Limited data, ATO Self-managed Super Fund Statistical Report 2016.