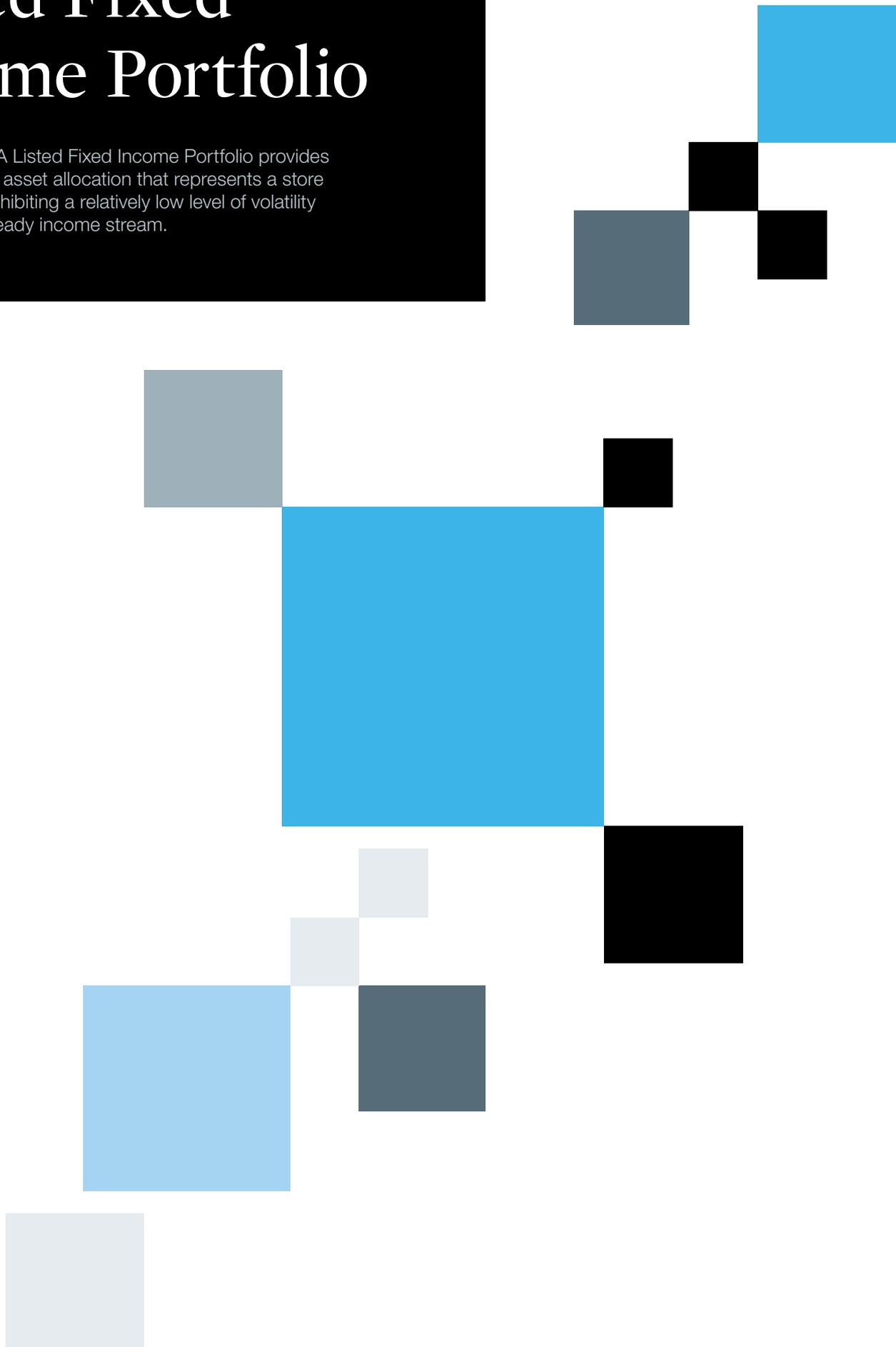


JBWere SMA Listed Fixed Income Portfolio

The JBWere SMA Listed Fixed Income Portfolio provides investors with an asset allocation that represents a store of value, while exhibiting a relatively low level of volatility and offering a steady income stream.

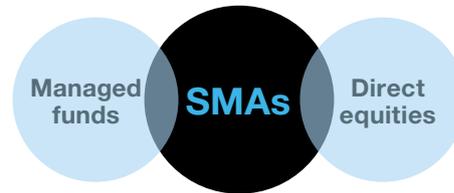
JBWere



What are SMAs?

For years investors have been weighing up the flexibility and transparency of listed security ownership against the convenience and expertise of managed funds.

Separately Managed Accounts (SMAs) offer a third way to invest that combines some of the best features of listed securities and managed funds in one investment – giving you direct ownership of a professionally managed portfolio.



How do they work?

Investment manager	You
<ul style="list-style-type: none">• Builds portfolios of shares, cash or other securities with specific investment strategies• Makes all investment decisions and buys and sells the underlying securities• Manages share registry paperwork, corporate actions and ongoing reporting for investors	<ul style="list-style-type: none">• Start your SMA investment by making an initial investment of cash and/or eligible shares• Choose the portfolio(s) you want to invest in, with your funds used to buy securities directly• Receive dividends and franking credits as the beneficial owner of the securities

What are the benefits?

Access to professional investment management

You can invest in shares with the added benefit of a professionally managed portfolio.

Lower brokerage

With SMAs, share trades are consolidated, which means the brokerage is spread across a number of investors. So you may pay lower brokerage costs than you would pay if trading shares directly.

Individual accounts

Unlike a managed fund, where investors hold units in a pooled fund, a separate account is established for each individual investor in an SMA. This means that you (or the trustee for super) are the beneficial owner of the underlying listed securities, so the dividends and franking credits are paid to each individual account.

Transparency

You can see the individual listed securities that are held within an SMA portfolio through consolidated reports and statements.

Tax position unaffected by other investors

In an SMA, each investor will have an individual cost base for each of their listed securities. This means there are no tax consequences for you as a result of other investors' transactions.

Portability

You will have no CGT events, and avoid buy/sell spreads and broker fees, when you transfer commonly-held shares into an SMA and between SMA portfolios¹.

1. Provided the shares transferred do not have a greater weighting than the weighting of the chosen portfolio.

JBWere SMA Listed Fixed Income Portfolio

Portfolio description

The JBWere Listed Fixed Income Portfolio (Portfolio) is focused on delivering a steady income stream that represents a premium to the income earned on term deposits of similar tenor, while striving for moderate capital appreciation.

The Portfolio comprises ASX-listed securities including government and corporate bonds, hybrids, convertible notes and exchange traded funds recommended by JBWere. While the Portfolio aims to be fully invested at all times, short-term allocations to cash may occur.

Investment objective

To outperform the RBA Cash rate after fees by 200 basis points over a rolling 5-year period.

Further, the risk objective of the manager is to have no more than 3 negative annual investment returns over a rolling 20-year period.

Investor profile

The Portfolio may be suitable for investors seeking higher and/or more stable returns above that earned on lower-yielding fixed income options such as term deposits or more volatile investments such as equities, via a well-researched, transparent and defensive-orientated listed fixed income portfolio.

Investment strategy

To ensure the Portfolio's objectives are realised, JBWere focuses on the following investment selection criteria:

- investment grade credit quality;
- a supportive instrument structure;
- the expected level and reliability of coupon payments;
- the adequacy of the trading margin;
- the liquidity of the issue; and
- the visibility of maturity or a value-enhancing event (e.g. step-up, reset) that would likely trigger capital appreciation.

Reflective of its role as a defensive investment, the Portfolio is not expected to be a heavily-traded one. Moreover, the general approach is to hold instruments to maturity; however, composition changes will be made in response to developments including:

- changes in JBWere's tactical view;
- positive or adverse changes in the credit quality of individual issuers or instruments;
- redemptions and new issuance; and
- compelling relative value opportunities.

Portfolio details

Performance benchmark

Benchmark unaware

Management fee²

0.55%

Minimum suggested investment timeframe

5 years

Indicative number of securities

8 – 20

Indicative cash holding

1% – 15%

Investment universe

ASX-listed fixed income securities including government and corporate bonds, hybrids, convertible bonds and exchange traded funds

JBWere SMA Portfolios

Fixed Income	Australian Equities			Multi-Asset Class
	Income	Growth	Core	
JBWere Listed Fixed Income	JBWere Income	JBWere Growth	JBWere Leaders	JBWere Multi Strategy
	JBWere Industrials	JBWere Small Companies		

2. Inclusive of GST and net of Reduced Input Tax Credits (where available).

About JBWere

Established in 1840, JBWere is a leading Australian private wealth manager who provides bespoke wealth and investment advice to Australia's most successful families, companies and non-profit organisations.

Quality research is at the core of JBWere's business. The JBWere Investment Strategy Group (ISG) undertakes in-house research across a diversified suite of asset classes including Australian equities, international equities, Australian and international fixed income, cash and alternative investments. Supporting the team's research is a wide range of views including those from National Australia Bank (NAB), UBS and external industry research. The breadth of market views and in-house expertise, coupled with JBWere ISG's Charter of Investment Independence, enables the portfolio managers to confidently navigate changing market conditions and deliver an objective outcome.

The JBWere ISG adheres to a well-defined portfolio construction methodology with extensive risk management tools. The team's proven track record is a result of its consistent strategy of investing in high conviction portfolios. The JBWere ISG picks the most appropriate investments for each SMA portfolio and invests for the long term.

JBWere is a wholly owned subsidiary of the National Australia Bank Group Limited (the NAB Group). This unique strategic alliance provides organisational strength, significant depth of global investment and economic experience, capital security, strong governance, systems and asset platforms.

JBWere portfolio management team

The JBWere ISG provides investment insights and portfolio management solutions to retail, high net worth and institutional investors.

The JBWere ISG's provision of quality research and insights is the core of the JBWere SMA offering. The portfolio management team has substantial experience in researching investment opportunities and managing high conviction SMA portfolios.

The team of investment strategy experts accesses a wide range of research views and then provides its own 'proprietary overlay' and investment solutions. This enables the team to have substantial confidence in responding to market developments. The team also uses a variety of company and industry databases and insights from company management meetings to enhance the portfolio construction process and ensure competitive returns.

The JBWere SMA portfolios adhere to a rigorous and disciplined compliance and governance process under the NAB Wealth framework to deliver on the portfolio's objectives.

The portfolio management team has substantial experience in researching investment opportunities and managing high conviction SMA portfolios.

Want more information on how to invest in JBWere SMAs?
Please contact your financial adviser or email sma@jbwere.com

Important information

This document comprises general advice only. In preparing it, JBWere Ltd (JBWere) did not take into account the investment objectives, financial situation or particular needs ('financial circumstances') of any particular person. Accordingly, before acting on any advice contained in this document, you should assess whether the advice is appropriate in light of your own financial circumstances or contact your adviser. JBWere and its respective related entities distributing this document and each of their respective directors, officers and agents ('JBWere Group') believe that the information contained in this document is correct and that any estimates, opinions, conclusions or recommendations contained in this document are reasonably held or made as at the time of compilation. However, no warranty is made as to the accuracy or reliability of any estimates, opinions, conclusions, recommendations (which may change without notice) or other information contained in this document and, to the maximum extent permitted by law, the JBWere Group disclaims all liability and responsibility for any direct or indirect loss or damage which may be suffered by any recipient through relying on anything contained in or omitted from this document.

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