



Adviser use only

## **Expand Extra**

The super and retirement platform that works how you work.

## Intuitively manage your clients' accounts

#### Create customised portfolios

The wide range of investment options available through Expand Extra allows you to build and administer customised portfolios that suit your clients' individual needs and goals.

## A snapshot of features available on Expand Extra

	Super	Pension	Investment		
Investment options					
Managed investments	Over 500	Over 500			
Separately Managed Account (SMA)	<ul> <li>The single sector model portfolios give clients access to listed securities such as Australian shares, listed property, and listed fixed income.</li> <li>The multi-asset model portfolios are professionally managed, including investments in multiple asset classes and investment structures including managed investments, listed securities, ETFs and cash investments.</li> </ul>				
Listed investments	S&P All Ordinaries Index (plus any o time to time by the Trustee)	The majority of fully paid ordinary, preference and equity shares, stapled securities, Exchange Traded Products (ETPs), Hybrids, Listed Investment Trusts (LITs) and Listed Investment Companies (LICs) listed on the Australian Securities Exchange.			
Cash Account	<ul> <li>The Cash Account is used to process all cash transactions that occur within the account.</li> <li>Clients are required to allocate at least 1% to the Cash Account as part of their Deposit Instructions and elect a minimum percentage allocation to their Cash Account. If we are required to top-up their Cash Account, we will top-up to the lower of their dollar-based or percentage-based minimum (1% default).</li> </ul>				
Maturing Investments	A selection of term deposits and fixed term annuities.				
Plans available					
Regular Contribution/ Regular Savings Plan	Yes, no minimum per frequency	n/a	Yes, minimum \$100 per frequency		
Regular Withdrawal Plan	No	Yes, regular pension payment	Yes, minimum \$100 per frequency		
Automatic Income Distribution Facility	n/a n/a \$100 per quarter or ha				

	Super	Pension	Investment			
Other product minimums						
Initial investment	No minimum applies	\$20,000	\$10,000 or \$2,500 with a Regular Savings Plan			
Lump sum withdrawals	No minimum applies	Lesser of \$100 or your account balance				
Account balance	No minimum applies. Note that \$10 maintained for an internal partial ro withdrawal or external rollover.	\$2,000				
Investment option limits	<ul> <li>Managed investments – no minimum applies</li> <li>Listed investments – a minimum value of \$500 is required per listed investment trade</li> <li>Maturing investments – a minimum of \$5,000 per investment</li> <li>SMA – variable by model portfolio on initial investment.</li> </ul>					
Insurance						
Group insurance – TAL	Death Death & Total & Permanent Disablement (TPD) Income Protection	n/a	n/a			
Retail insurance – AIA, MLC Limited, TAL and Zurich	Death Death & Total & Permanent Disablement (TPD) Income Protection	n/a	n/a			
Fees and costs <sup>1</sup>						
Administration Fee	Account balance		Administration fee (pa)			
	First \$100,000	0.45%				
	Next \$300,000	0.25%				
	Next \$300,000	0.12%				
	Next \$300,000	0.10%				
	Above \$1,000,000	Nil				
	Maximum Administration Fee (excl	\$1,860				
Account Keeping Fee	\$150 pa					
Interest retained on Cash Account	Interest is also retained on the Cash Account, estimated to be between 0.50% and 1.40% on the balance of the Cash Account.					
Administration costs paid from the reserve	Other administration costs paid fro 0% and 0.04% pa of your account b	n/a				
Brokerage	<ul> <li>Listed investments: 0.12% of the gross trade, subject to a minimum of \$18.50.</li> <li>Listed investments – Managed Discretionary Accounts: Brokerage of 0.12% of the value of the transaction applies to each order to buy or sell a listed investment within a Managed Discretionary Account with a minimum charge of \$5.50. This brokerage is deducted from the model cash holding at the time of the transaction.</li> </ul>					
Family Fee Aggregation	Yes, up to eight accounts					

	Super	Pension	Investment		
Advice fees	Advice fees				
Advice Fee – Ongoing or Fixed Term Arrangement	<ul> <li>A flat percentage fee of up to 2.2% pa of account balance; or</li> <li>A tiered percentage fee up to maximum of 2.2% pa (maximum 7 tiers); and/or</li> <li>A flat dollar fee of up to \$18,000 pa</li> <li>For Fixed Term Arrangements, the fee can either be deducted from the client's' account monthly in arrears or as a single payment on the last day of the month of the agreed start date.</li> </ul>				
Advice Fee - One-off	<ul> <li>Maximum 10% of the account ba</li> <li>A maximum fee of \$3,300 where</li> </ul>	lance up to a fee of \$11,000; or the fee is greater than 10% of the ac	count balance		
Other Features					
Corporate actions	<ul> <li>Voluntary corporate actions – ye</li> <li>Mandatory corporate actions – y</li> </ul>				
Standing Instructions	Deposit Instructions         • Percentage allocation         Income preferences         • Reinvest (default)         • Retain in Cash Account         • Income instruction – percentage         • Automatic Income Distribution Facility (investment only)         Cash Account (top up) preferences         • Pro-rata (default)         • Redemption instruction – percentage         • Pro-rata (default)				
Managed Discretionary Accounts (MDAs)	Managed Discretionary Account services available through financial advisers from approved dealer groups only.				
Automatic reweight facility	Listed securities and managed investments. Quarterly, half-yearly and yearly.				
Tax optimisation	<ul> <li>There are three tax optimisation methods available:</li> <li>First In, First Out: The parcel(s) with the oldest purchase date at the time of submitting are selected for disposal first.</li> <li>Minimise Gain/Maximise Loss: The parcel(s) with the lowest estimated capital gains/highest estimated capital losses are selected for disposal first.</li> <li>Maximise Gain/Minimise Loss: The parcel(s) with the highest estimated capital gains/lowest estimated capital losses are selected for disposal first.</li> </ul>				
SMA portability	<ul> <li>Australian securities that are held by (or for) your investment clients can be transferred into the platform before transfer into the SMA and still retain the beneficial interest in those assets.</li> </ul>				
Periodic Reporting					
Quarterly report	No	No	The Service provides continuous up to date electronic access instead of quarterly reports		
Annual statement	Yes	Yes	Yes		
Tax statement	No No Yes				

	Super	Pension	Investment		
Online functions					
Access levels	<ul> <li>Adviser and support users - view and edit</li> <li>Dealer group - view access only</li> </ul>				
Standing Instructions	<ul> <li>Manage clients' Standing Instructions:</li> <li>Deposit Instructions</li> <li>Income preferences</li> <li>Cash Account (top up) preferences</li> </ul>				
Trading	<ul> <li>Buy, sell or reweight eligible investment options</li> <li>Certain eligible corporate actions</li> <li>Invest your portfolio in accordance with MDA models managed by your appointed MDA provider</li> <li>Establish an automatic reweight facility</li> </ul>				
Activity Monitor	This adviser dashboard allows you all in one area.	This adviser dashboard allows you to efficiently manage key aspects of your clients' accounts all in one area.			
Client reports	Run individual and bulk client repo	orts			
Other functionalities	<ul> <li>Application forms1</li> <li>Beneficiary nominations (super and pension only)<sup>2</sup></li> <li>Advice Fees (including renewal process)<sup>7</sup></li> <li>Regular Withdrawals (applies to Investment only)</li> <li>Communication preferences</li> <li>Create and modify family fee groups</li> <li>Initiate withdrawals to your clients' nominated bank account</li> <li>Ability to set tax optimisation method</li> <li>Update client contact details</li> <li>Update client pension payments</li> <li>Ability to initiate a direct debit</li> <li>Submit an intent to claim a tax deduction</li> </ul>				
Online functions for clients					
Client reports	• Clients are able to generate rep	ports	Clients and individuals associated with an account (such as directors, trustees, company secretaries) can generate reports		
Online forms	<ul><li>Add, amend, review and revoke</li><li>Choice of fund form</li></ul>	voke beneficiary nominations n/a			
Contact details	Ability to edit contact details and financial institution details.				
Communications preferences	Ability to edit communications preferences (e.g. opt out or opt in to receive notifications via email or by paper)				
Additional Functionality	<ul> <li>You can contact us to give your client transaction authority to:</li> <li>complete trades and participate in certain eligible corporate actions</li> <li>select tax optimisation method</li> <li>make withdrawals online</li> <li>set up regular withdrawals online<sup>7</sup></li> <li>update their pension details</li> <li>submit a notice of intent to claim a tax deduction (coming soon)</li> </ul>				
Mobile app	Making it easier for clients to securely view their account online at any time				

## Built by advisers, for advisers

With relentless tech advancements driven by adviser feedback, we're constantly evolving to minimise downtime and maximise impact.



#### Secure client access

Adaptive multi-factor authentication provides additional protection for clients using Expand Online or the client mobile app.



#### **Digital consent**

Embedded DocuSign for all applications including nonlapsing nominations and advice fee forms.



#### Withdrawals

Withdraw 70% of account balance paid within 15 mins without a signature or available cash (daily priced assets).



#### True contra trading

A streamlined process allowing the buy and sell to go to market at the same time across different investment types without needing upfront cash. It's a streamlined process that allows the trades to offset each other.



#### Leading online functionality

Submit direct debit requests and Notice of Intent to Claim online.



#### **Efficient investing**

with daily cash sweeps to automatically invest contributions.



#### Leading insurance offering

Innovative group insurance transfer terms designed to help you move existing cover from another super fund to Expand in addition to our comprehensive retail offering.



#### Tax optimisation

Choose from three tax optimisation methods to deliver the best outcome for your clients' individual circumstances.



#### Online trading

Monitoring and transact with the ability to buy and sell simultaneously, straight-through-processing and builtin validations, you can administer your clients' accounts quickly and efficiently.



#### Activity monitor

This adviser dashboard allows you to efficiently manage key aspects of your clients' accounts all in one area.



#### Beneficiaries

Add, change or remove beneficiaries with an intuitive online process. No witness needed for binding non-lapsing nominations.



#### Comprehensive reporting

Create a range of useful reports on your clients' accounts or for a segment of your client base.

## The right cover for every client

Expand Extra gives you access to a comprehensive insurance offering, making it easy for you to find the right insurance cover for your clients. In addition to simple yet effective group cover from TAL3, you can choose retail cover from four leading insurers.

Insurers available	Retail insurance policies	Cover available
AIA <sup>3</sup>	AIA Australia Priority Protection	Death, total and permanent
MLC Limited <sup>4</sup>	MLC Life Insurance	disablement. Income protection.
TAL <sup>5</sup>	TAL Accelerated Protection	Severity based (Zurich Active only).
Zurich <sup>6</sup>	Zurich Wealth Protection and Zurich Active	

All retail insurance policies are highly integrated, making it easy to fund your clients' insurance cover through the platform.

## Keep costs down

#### Capped fees

Provide your clients with transparency, along with an added incentive to increase their account balance. For balances above \$1 million, the Administration Fee maximum is \$1,860 per annum (excludes Account Keeping Fee).

#### Family Fee Aggregation

Expand Extra offers family fee aggregation for up to 8 accounts to help limit the amount of the Administration Fee your clients pay. Family Fee Aggregation is available to immediate family members (spouse, son, daughter, partner, father, mother, brother, sister, grandparents and the spouses of immediate family members and eligible related IDPS entities) and allows up to eight accounts to be linked. Please note that the fee aggregation discount only applies if all clients have the same adviser.

## Administration fees

Super, pension and investment			
First \$100,000	0.45%		
Next \$300,000	0.25%		
Next \$300,000	0.12%		
Next \$300,000	0.10%		
Amounts above \$1,000,000	Nil		
Maximum Administration Fee (excluding Account Keeping Fee)	\$1,860		
Account Keeping Fee	\$150		
Interest retained on Cash Account	0.50% - 1.40%		
Administration costs paid from the reserve	0% – 0.04% pa (super and pension only)		

5 TAL Accelerated Protection is provided by TAL Life Limited ABN 70 050 109 450, AFSL No. 237848.

<sup>3</sup> AIA Australia Priority Protection for Platform Investors is provided by AIA Australia Limited ABN 79 004 837 861, AFSL 230043.

<sup>4</sup> MLC Life Insurance is provided by MLC Limited ABN 90 000 000 402, AFSL 230694.

<sup>6 4</sup> Zurich Wealth Protection and Zurich Active are provided by Zurich Australia Limited ABN 92 000 010 195, AFSL 232510.

# An example of savings available through Family Fee Aggregation over 12 months

Client	Relationship	Product	Account balance	Administration and Account Keeping Fee	Administration Fee and Account Keeping Fee with Aggregation	Savings
Harry Smith	Father	Pension	\$750,000	\$1,760	\$784.09	\$975.91
Mary Smith	Mother	Pension	\$750,000	\$1,760	\$784.09	\$975.91
Mary Smith	Mother	Super	\$10,000	\$195	\$158.45	\$36.55
Tom Smith	Son	IDPS	\$200,000	\$850	\$319.09	\$530.91
Tom Smith	Son	Super	\$40,000	\$330	\$183.82	\$146.18
Sue Smith	Daughter in-law	Super	\$250,000	\$975	\$361.36	\$613.64
Sarah Smith-Jones	Daughter	Super	\$100,000	\$600	\$234.55	\$365.45
Peter Jones	Son in-law	IDPS	\$100,000	\$600	\$234.55	\$365.45
Totals <sup>7</sup>			\$2,200,000	\$7,070	\$3,060	\$4,010

The Smith Jones family will save \$4,010 per year with Family Fee Aggregation.

2025 Wealth Insights Report.

## **MLC Retirement Boost**

An innovative retirement income solution designed to increase the potential of your clients' super, delivering higher retirement income for longer from their first contribution.

## Ongoing service and support

platform by ChantWest.

We pride ourselves on being proactive, responsive and easy to deal with. That's why we offer you with ongoing service and support that is tailored to your needs:

- Resolve simple queries straight away by calling us every business day.
- Tap into the knowledge of your local Business Development Manager who is on-hand to help you get the most out of Expand.

### We continuously invest in our products to benefit advisers and clients - now and for the years to come.



5-stars by The Heron Partnership.

Read more about the Chant West ratings or The Heron Partnership ratings.

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