CENTREPOINT ALLIANCE

WEALTHSOLVER MODELLING INC TIPS AND TRICKS

AGENDA

LICENCE REQUIREMENTS

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PAST PERFORMANCE BLANK?

QUICK MERGE FOR INDIVIDUAL ACCOUNT FEE REVIEW

COMPLEX MODELLING – TARGET SET & FUNDS FROM ANOTHER ENTITY

COMPLEX MODELLING – HOW TO MODEL DATAFEED SUPPLIED SMA

LICENCE REQUIREMENTS

- WealthSolver:
  - Needed for modelling Client and/or Partner Superannuation & Pension platforms
- WealthSolver – investment platforms:
  - Needed for modelling Client and/or Partner Investment platforms
- IPS and Fund data/ASX:
  - Needed for modelling Joint Entity, including Joint clients, or SMSF

Preferred Combination:

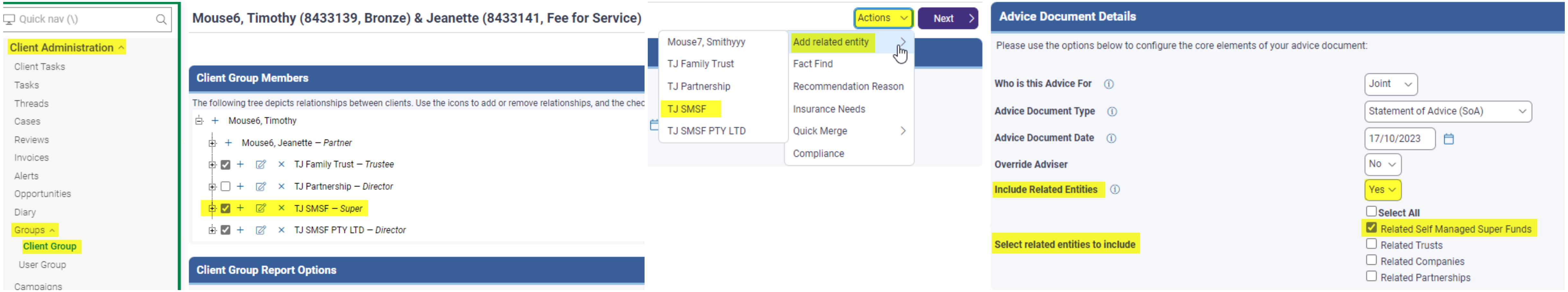
WealthSolver &

IPS and Fund data/ASX

MODELLING WITH ENTITIES

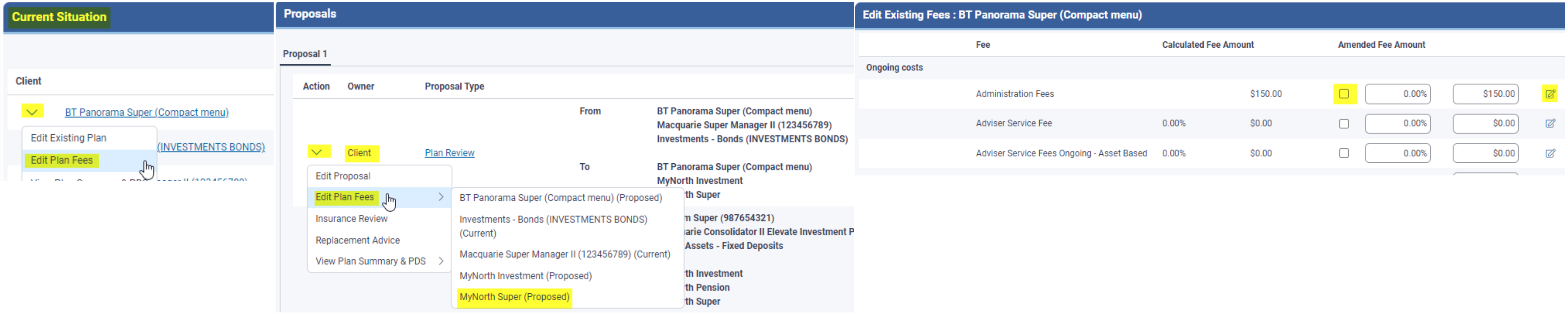
- WealthSolver only accessible from Client Entity
  - For Entities data to pull through, check the following:
    - IPS Accounts (manual or datafeed) are linked to ‘Financial Details -> Balance Sheet’ per entity
    - Client Grouping has been setup (from client side), including tick boxes for visibility: ‘Client Administration -> Groups -> Client Group’
    - Use ‘Actions -> Add Related Entity’ to pull through investments into WealthSolver
    - In Advice Builder Wizards, tick to ‘Include Related Entities’ and tick accordingly

Special note for SMSF Modelling: If you are not adding or removing funds from SMSF Entity, Membership details do not need to be updated, only if fund into or out of the Entity.



HOW TO REVIEW EXISTING/PROPOSED FEES

- Fee details can be reviewed from ‘Details’ tab in WealthSolver:
  - For Existing plans, locate desired plan in ‘Current Situation’ then ‘Actions -> Edit Plan Fees’
  - For Proposed plans, select Proposal, then identify which entity, then select ‘Actions -> Edit Plan Fees -> Select Proposed plan’
  - To view further details each fee, press ‘Pencil’ icon on right side to bring up popup window
  - To override or add/remove a fee, press tick box this then unlocks the manual percentage or dollar value fields



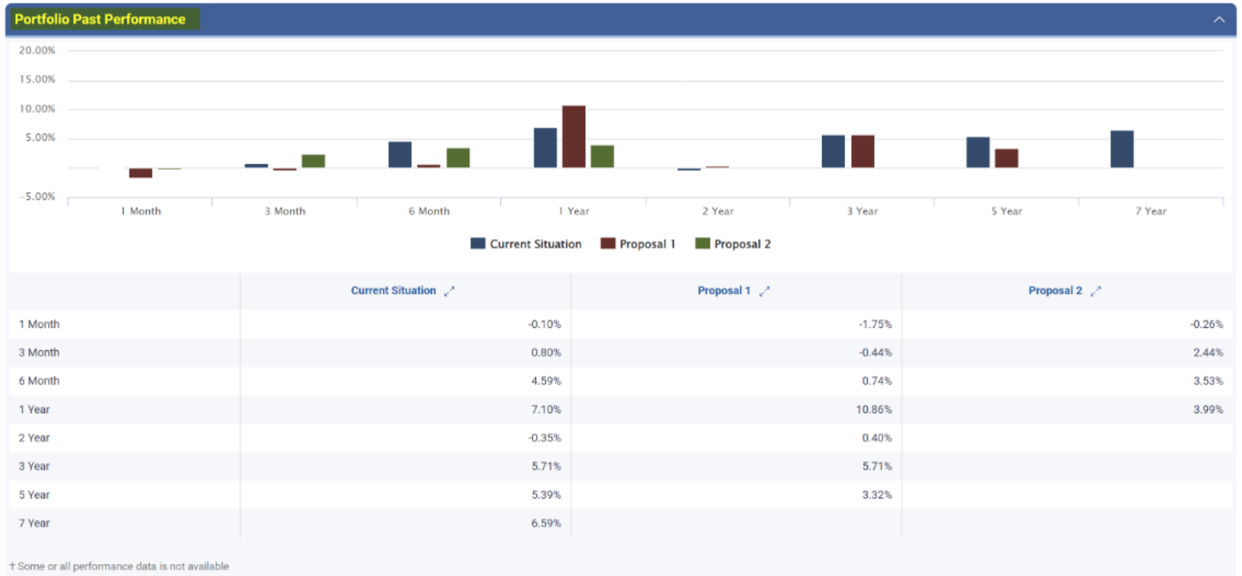
MODELLING FEE AGGREGATION

- Always perform last!
  - If Proposed accounts, perform within Proposal
  - If Existing accounts, perform on Current Situation & Proposal (if being retained)
- Noting some plans do not allow aggregation to be calculated through WealthSolver and will need manual adjustment

- Navigate into respective plan(s):
  - Across to 'Balances/Aggregation' tab, then perform link for either accounts held by that client or by family group. Using either the chain link icon or manually entering the balance of the accounts to link

PAST PERFORMANCE BLANK?

- ‘Compare Proposals -> Portfolio Past Performance’ section:
  - Performance data is fed through from FundData team, if blank this could be due to either investment option not having any data linked to an investment option or not publicly released.
  - To assist in identifying, review which time periods are blank:
    - If all time periods are blank, most likely an investment option in a retained account is blank
    - If only certain time periods or proposals, investigate investments held within
  - Work around:
    - Option 1: If this is for an account being retained, you may wish to create a second WealthSolver scenario, then remove this account to allow performance reporting excluding that particular investment option. As 2 WealthSolver scenarios can be modelled in SOA Builder
    - Option 2: Send through historical performance supporting information to our support team and we will escalate to iress to have WealthSolver updated



	Current Situation	Proposal 1	Proposal 2
1 Month	-0.10%	-1.75%	-0.26%
3 Month	0.80%	-0.44%	2.44%
6 Month	4.59%	0.74%	3.53%
1 Year	7.10%	10.86%	3.99%
2 Year	-0.35%	0.40%	
3 Year	5.71%	5.71%	
5 Year	5.39%	3.32%	
7 Year	6.59%		

† Some or all performance data is not available

QUICK MERGE FOR INDIVIDUAL ACCOUNT FEE REVIEW

- To assist in comparisons and fee analysis, new Fee Comparison table has been coded into WealthSolver:
  - From within your Scenario, press ‘Actions -> Quick Merge -> WealthSolver – Client Plan Cost Comparison Table’
  - The word document will be ready by bell notification.
  - Document contains a breakdown: Per Entity, Per Proposal, Fee Comparison and Account Balance for Existing and Proposed plans

Proposal 1

	Existing Plans			Proposed Plans
Product Name	**MyNorth Investment**	**MyNorth Pension**	**MyNorth Super**	**Colonial First State FirstChoice Wholesale Personal Super**
Balance	$300,000.00	$300,000.00	$300,000.00	$900,000.00
Ongoing costs				
Admin fee label	$525.28	$585.00	$585.00	$1,798.20
Adviser Service Fee	$0.00	$0.00	$0.00	$0.00
Contribution Fee	$0.00	$0.00	$0.00	$0.00
Expense Recovery Fee	$0.00	$0.00	$0.00	$0.00
Investment Fees and Costs	$2,125.00	$2,125.00	$2,125.00	$4,495.50

COMPLEX MODELLING – TARGET SET & FUNDS FROM ANOTHER ENTITY

- When modelling with a Target Set for a new account or rebalancing an existing account, while also including additional investment from funds from another entity (Client -> Partner), utilization of a dummy cash account will be required.
  - *Noting this is only required when applying a Target Set / Model Portfolio to the newly created account being invested into*.

Worked Example

COMPLEX MODELLING – HOW TO MODEL DATAFEED SUPPLIED SMA

- Issue at hand: Most platforms feed through SMA's at underlying security level, resulting in modelling in WealthSolver almost impossible and inaccurate fee reporting

- Workaround:
  - If modelling and reporting from WealthSolver, replace existing investments on 'Details' tab
  - If modelling both IPS and WealthSolver, duplicate account will be recommended in IPS

- Further: By retaining the datafeed for performance modelling of the underlying securities while also being able to complete your modelling through WealthSolver

Worked Example

ADDITIONAL RESOURCES

Tech Solutions Hub Guides/FAQ:

1. Modelling with Entities: How do I model current or new SMSF / Related Entities using Wealthsolver? | Centrepoint Alliance Technology Solutions (cpal.com.au)

2. Modelling with an SMA: How to complete modelling with an SMA | Centrepoint Alliance Technology Solutions (cpal.com.au)

3. WealthSolver – Past Performance Blank?: WeathSolver – Past Performance blank? | Centrepoint Alliance Technology Solutions (cpal.com.au)

4. How to add $ or % Adviser service fee in WealthSolver: How do I add a flat $ and % adviser service fee in WealthSolver? | Centrepoint Alliance Technology Solutions (cpal.com.au)

5. Modelling with a Target Set / Model Portfolio & funds from another entity: WealthSolver – Modelling – Target Set /Model Portfolio & Funds from Another Entity | Centrepoint Alliance Technology Solutions (cpal.com.au)