

Centuria LifeGoals

Adviser guide



Using Centuria LifeGoals with your clients

Centuria LifeGoals is the simple, flexible and tax efficient investment solution helping investors achieve their long term goals in a way that suits them. All investment options pay tax at a maximum rate of 30% less allowable deductions. Here we'll explain how using Centuria LifeGoals will be an efficient and simple experience for your advice business and will help investors achieve their investment goals in life.

As a long standing provider of investment bonds in the Australian market through our APRA regulated Centuria Life, we offer a broad investment menu and provide access to a wide range of high quality active investment managers and low cost specialised index investments, including three ESG options. This provides investors a range of investment options to suit different risk profiles and life stages.

What is Centuria LifeGoals?

Centuria LifeGoals offers carefully selected externally managed investments across a balance of risk profiles. The Centuria Life Investment Committee conduct extensive research in the fund selection process to deliver access to high quality fund managers within their sectors.

Why use Centuria LifeGoals?

Investment bonds have become increasingly popular as advisers look for greater flexibility and tax efficiency in how they structure a range of advice strategies to meet their client's financial goals. The recent changes to superannuation (including more stringent limits to annual contribution amounts and fund balance caps) mean investors are increasingly looking at alternatives for their investments.

Investment bonds have a range of benefits, such as the ability to nominate beneficiaries so that in the event of death the funds pass directly to the beneficiary tax free, bypassing the will and probate process. There is no capital gains on switching between investment options.

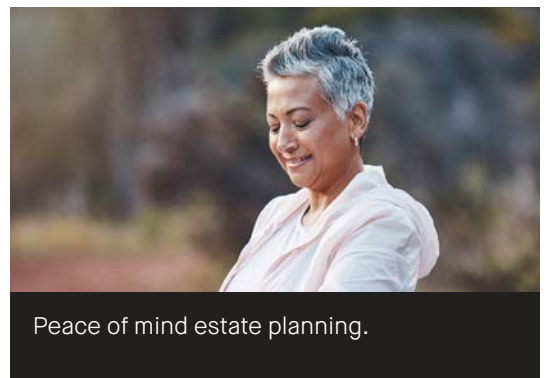
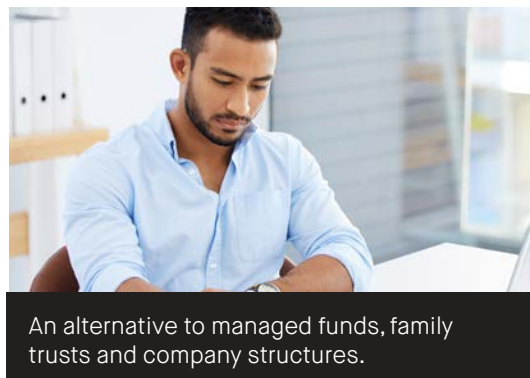
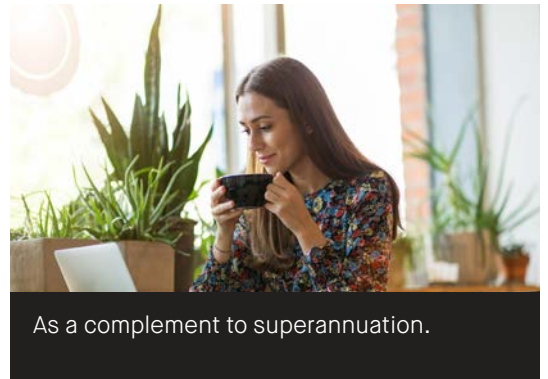
Earnings are taxed at 30% less allowable deductions – such as franking from dividend imputation – and the Fund will pay the tax rather than the investor. You also get creditor protection, so they offer some unique alternative advice strategies and provide an ideal complement to superannuation.

Investors want simple, low cost, tax effective solutions that work for them and suit their individual circumstances, and Centuria LifeGoals has been designed to deliver these solutions using the investment bond structure.



Who is Centuria LifeGoals for?

One of the great things about Centuria LifeGoals is it can suit a wide range of investors, in a multitude of different scenarios and with different risk profiles. Centuria LifeGoals can be used to achieve the following financial goals:



Visit the Centuria LifeGoals website where we have illustrated these scenarios:

centuria.com.au/lifegoals

What sets Centuria LifeGoals apart for your clients?

Centuria LifeGoals has been designed to embrace the simplicity, flexibility and tax efficiency that has made investment bonds such a popular choice for investors.



**INTERACTIVE
CALCULATOR**



**EASY TO
MANAGE**



**INDUSTRY
LEADING FEE
STRUCTURE**



**INVESTMENT
CONTROL**





Investment control

Due to our size and the depth of Centuria's resources, we've been able to develop relationships with high quality fund managers, creating a menu of investment options to underpin Centuria LifeGoals.

Investors can also manage their asset allocation and manager selection actively by switching between investment options. They can do this online via the investor portal at no cost and without realising capital gains tax.

Industry leading fee structure

Investment bonds are a simple (yet effective) investment vehicle, so we wanted the Centuria LifeGoals fee structure to reflect this. Investors are charged a Centuria management fee plus the investment manager fee while also receiving the investment manager rebates and tax benefits that are passed straight back to them.

Easy to manage

Investors want choice, access and flexibility, which explains why investment bonds have grown in popularity alongside superannuation. Investors can quickly and efficiently start their journey with Centuria LifeGoals via an online application process, plus gain instant access to fund information through the LifeGoals website and investor portal.

Interactive calculator

To demonstrate how flexible Centuria LifeGoals is and assist you to meet the best interest duty, we have now made available a financial calculator. Which compares the returns (after tax and fees) of an investment bond to a managed fund. This tool can be used in conjunction with your client to help when selecting which LifeGoals investment options will elevate their wealth strategy and be most suited to their investor profile. Simply enter your client's investment amount, marginal tax rate, asset class exposure and term and frequency and the calculator creates a projection of how Centuria LifeGoals could help meet the long term targets outlined in your broader SOA. You can also build in a future income stream forecast.

The information this enables you to give your clients makes the calculator an invaluable tool and helps to add valuable insights to your client conversations. Access in the secure Adviser section of our website:

centuria.com.au/Adviser

A closer look

How we pick our fund managers

The Centuria Life Investment Committee actively manages the investment options with the aim of offering high quality, complementary, active and low-cost index options covering the major asset classes. With the aim to produce a tight but diverse (and simple to use) menu of fund managers and investment options, we've carried out extensive research to find the best options for our investors.

With your clients' best interests in mind, we've built Centuria LifeGoals using the base criteria for selection that all funds need to be rated by Lonsec and/or Zenith as Recommended or Highly Recommended.

Even though funds are monitored on an ongoing basis, they are formally reviewed each month to ensure investment criteria are being adhered to. This is carried out by our internal Investment Committee and is focused on four key areas of consideration:

Qualitative analysis

(analysing fund manager equity, process and team experience).

Quantitative analysis

(including extensive risk/return analysis).

Independent research ratings.

Fund characteristics
(including investment style, fees and fund size).



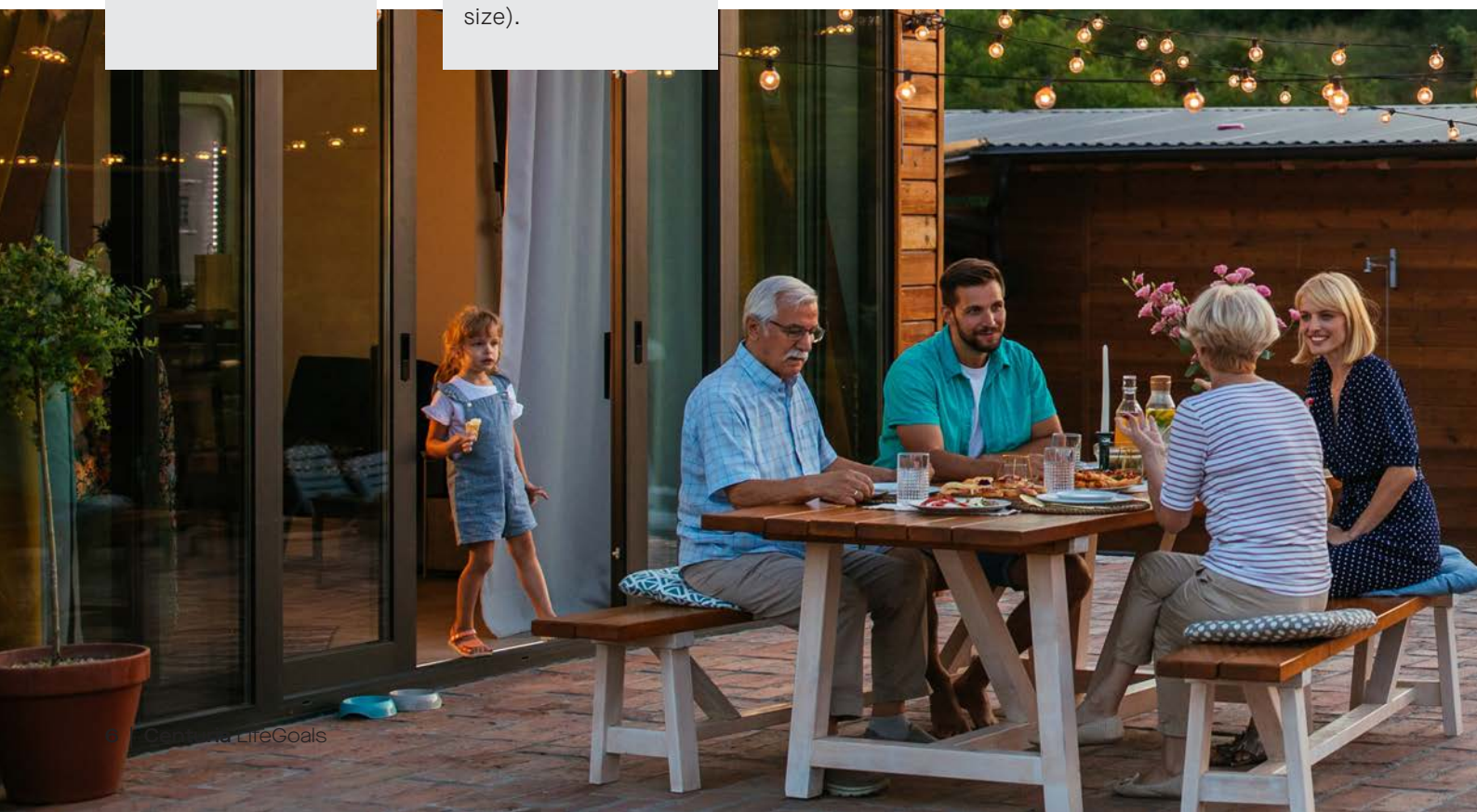
Understanding our fees and costs

Centuria Life charges a base management fee with an underlying investment manager fee also being charged, dependent on the manager being chosen. One of the advantages for investors of Centuria LifeGoals is each investment option receives a 30% tax deduction for all fees and costs incurred. This includes the underlying investment manager fee and this deduction is passed directly to investors thereby reducing the fees they pay by 30%. Additionally, at Centuria we're aware of the growing focus on cost competition among investors, so we have negotiated fee discounts with some of the managers (up to 20bps in some cases).

Cost example

Australian Equity Manager

Management fee	0.85%
Less negotiated fee discount	0.20%
Total gross fee	0.65%
Less 30% tax rebate	0.20%
Net investment management fee	0.45%
Plus Centuria's management fee	0.30%
Total net fee	0.75%



An adviser solution

Let's keep this simple: Centuria LifeGoals has been designed for advisers as much as it has been created for investors.

Below are just some of the administrative and efficiency features advisers benefit from when they use Centuria.

LifeGoals for their clients:



Adviser support number
1300 50 50 50



Secure Adviser website



Product Statement of
Advice templates



Online applications, administration and
reporting



Dedicated adviser support team
available to meet in your office or via
phone and email



A financial calculator that will directly
compare the after tax outcomes of
investing in a managed fund versus
investing into Centuria LifeGoals

To see a more detailed tax and key features comparison between superannuation and investment bonds, contact your regional distribution manager and arrange a meeting.



Contact Centuria LifeGoals on:

1300 50 50 50

or visit our dedicated adviser site at:

centuria.com.au/adviser

The information provided in this document is intended for Financial Advisers only.

Centuria's Investment Bonds offer a tax effective investment vehicle outside of superannuation. They have features that investors should consider if they wish to invest outside of superannuation. Suitability of an investment in a Centuria Investment Bond will depend on a person's circumstances, financial objectives and needs, none of which have been taken into consideration in this document. Prospective investors should obtain and read a copy of the Product Disclosure Statement (PDS) and consider the information in the PDS in light of their circumstances, objectives and needs before making a decision to invest. This document is not an offer to invest in any of Centuria's Investment Bonds. Investment in Centuria's Investment Bonds are subject to risk as detailed in the PDS. Centuria will receive fees in relation to an investment in its Investment Bonds. Issued by Centuria Life Limited ABN 79 087 649 054 AFSL 230867. CA-CLL-12/03/21-001302.

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