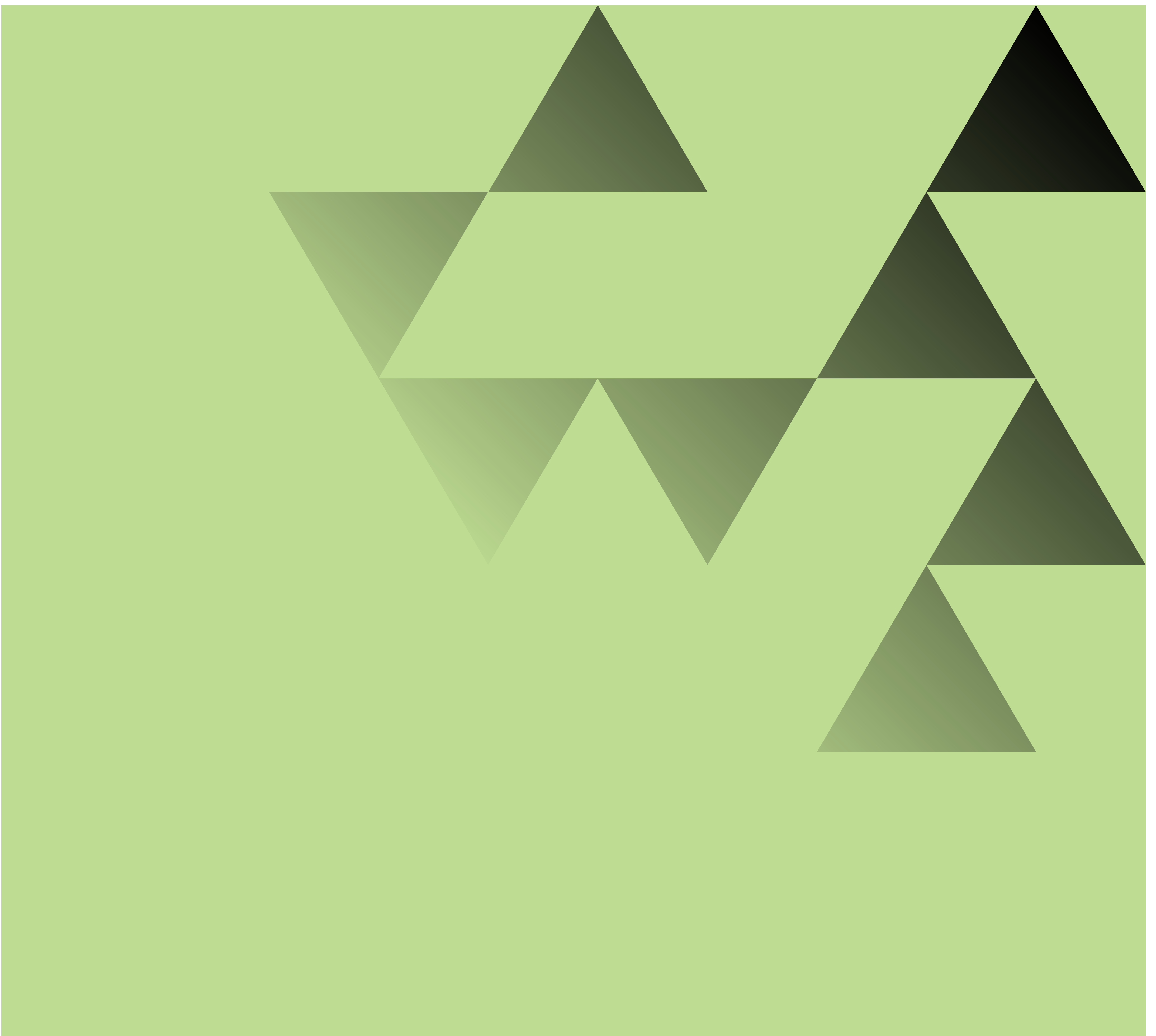




Our Wealth Philosophy





MAC Financial.

Our promise to you.

Like all successful financial advice businesses, we have a core set of investment beliefs.

These beliefs shape the investment decisions we take on your behalf and give focus and discipline to the oversight of your investment goals.

We are guided in the decisions we make on your behalf by some fundamental investment principles that assist you to stay focused on your investment goals and build wealth over time.

We know that investors can't control short-term market movements. So instead we focus on factors in your control such as

- Understanding your attitude towards risk and return to develop a detailed risk profile
- Allocating your investments across a wide range of assets—shares, bonds, property and cash
- Choosing the right mix of investments styles—index and active—to achieve your goals.
- Reducing the cost of investing wherever possible by implementing tax-effective investment strategies.
- Rebalancing your investments back to your target asset allocation to keep you on track to achieve your goals.

We don't focus on the markets, the economy, manager ratings or the performance of individual securities. Instead we focus on the fundamental principles that we believe can give our clients the best chance of success.

- We will help you create specific and measurable wealth goals.
- We will help you develop a suitable asset allocation using broadly diversified funds.
- We will help you minimise cost.
- We will help you maintain perspective and long-term discipline.

These principles are embedded in our culture and guide the investment decisions we help our clients make.





Goals

We take the time to learn and understand what is important to you which places us in a position to establish clear financial and lifestyle goals that matter to you. We work with you to get the outcomes you are seeking.

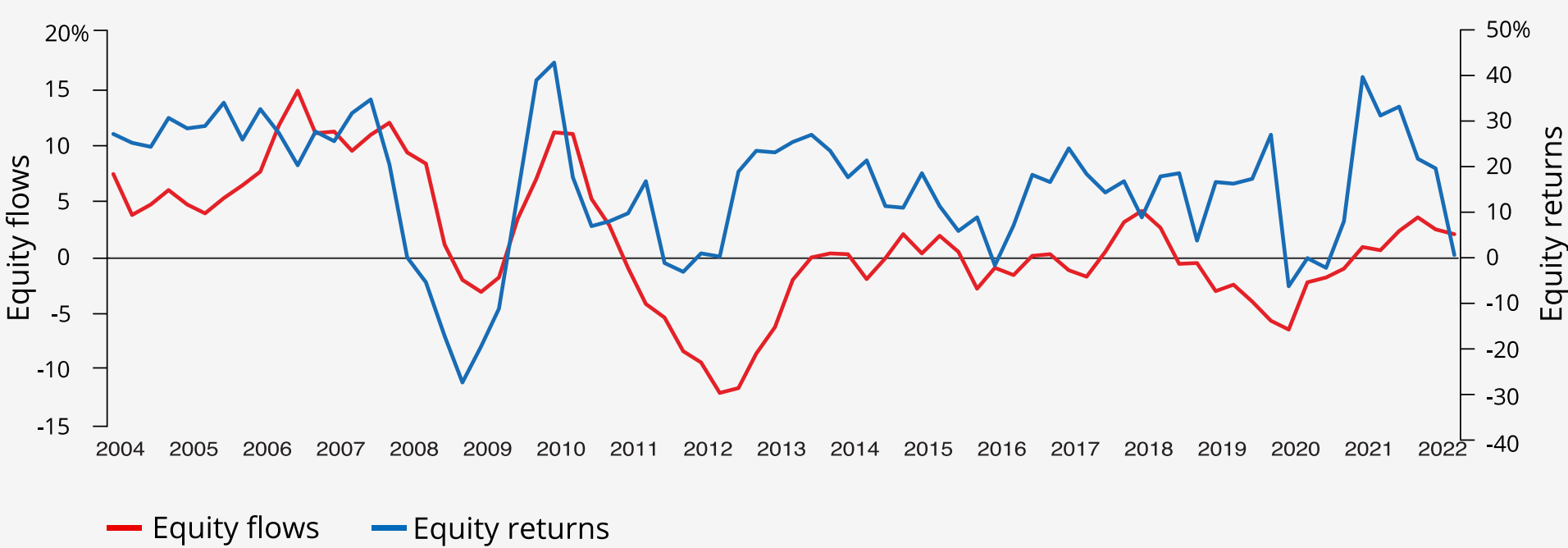
We find your investment goals will be linked closely to what you want to achieve in your life and we discuss this with you. We believe that you should always hold an amount of cash to support you financially in the event of unforeseen circumstances. Naturally we will consider the most tax effective structures for you to invest your money in.

Helping you to achieve your goals



The danger of lacking a plan

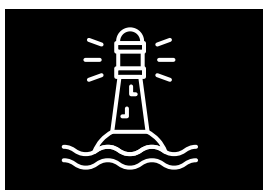
Managed funds cash flow often follow performance



Notes: Net flows represent net cash moving in or out of equity funds for Australian funds excluding ETFs and platforms. Index returns are based on the S&P/ASX 300 from 2004 to 2022. Sources: Vanguard calculations based on data from Morningstar Inc. and Factset.

Planning is an ongoing process and we know through experience that a long term approach is more likely to deliver you the best outcomes. It is important to establish a clear plan and to adjust it as life changes along the way.

We expect there will be bumps along the way when it comes to investment markets. We educate you regularly to put you in the best position to stay focussed on your long term wealth and not get distracted by short term changes in Markets.



Our investment principals

Investment principals



1. Goals

Create clear, appropriate investment goals



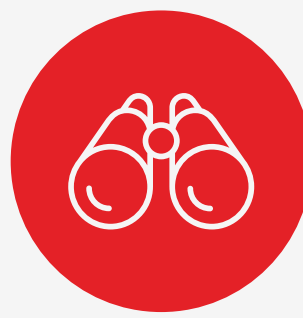
2. Balance

Develop a suitable asset allocation using broadly diversified funds



3. Cost

Minimise cost

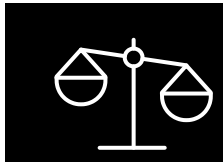


4. Discipline

Maintain perspective and long-term discipline

We work with people who are seeking investment advice that is easy to understand and likely to deliver the outcomes they are seeking.

There are 4 key investment principals that we focus on and these include centering our advice on your lifestyle and money goals, maintaining balance through a suitable asset allocation, minimising investment costs and helping you maintain a disciplined and long-term focus.



Balance

Your asset allocation is linked to the outcomes you are seeking from your investments and all asset allocation decisions are tailored to what you are trying to achieve in your life.

When building and updating your financial plan we will demonstrate to you the potential outcomes of alternative asset allocations for you to consider. Your asset allocation will help you achieve what you want in life.

We believe that investing and following the relevant investment indexes will help you to achieve the long term outcomes you are wanting. Your portfolio will be diversified accross various regions and countries giving you access to a broad range of invesments.

Consistently picking winners is difficult

Annual asset class returns (%) for the year ended December 2022

2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
32.8	32.3	26.8	14.4	13.2	27.5	4.5	26.8	10.6	30.2	1.3
32.0	19.7	23.1	4.6	12.1	20.0	3.3	23.8	8.1	27.0	-1.8
19.7	13.4	12.6	3.8	11.8	11.9	1.9	22.4	5.1	23.9	-9.7
18.7	10.1	10.4	3.3	10.3	6.4	1.6	19.6	4.5	17.5	-12.3
17.1	7.3	9.8	2.8	6.5	9.5	-3.1	19.1	1.7	3.8	-13.9
9.7	2.9	7.3	2.6	5.2	3.7	-3.5	7.3	0.4	0.0	-18.1
7.7	2.3	5.3	2.3	2.9	3.7	-4.7	7.2	-4.0	-1.5	-20.1
4.0	2.0	2.7	-3.9	2.1	1.7	-7.6	1.5	-12.8	-2.9	-23.9

Asset Class

- Cash

Aus Fixed Interest

Intl Equities: EM

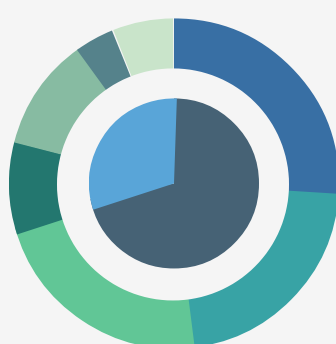
Aus Property
- Aus Equities

Global Agg H

Intl Equities: DM H

Intl Property H

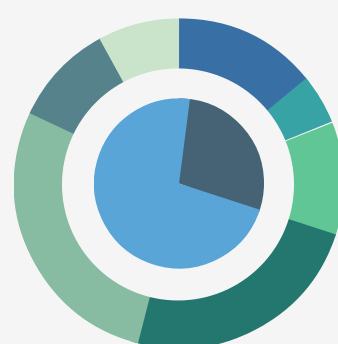
Vanguard Investment Strategy Group analysis using index data from Bloomberg, FTSE, MSCI, S&P & UBS. Notes: Australian equities is the S&P/ASX 300 Index; Australian Property is the S&P/ASX 300 A-REIT Index; International Property Hedged = FTSE EPRA/NAREIT Dev x Au Hedged into \$A from 2013 and UBS Global Investors ex Australia AUD hedged Index prior to this; International Shares Hedged is the MSCI World ex-Australia Index Hedged into \$A; Emerging Markets Shares is the MSCI Emerging Markets Index; Australian Bonds is the Bloomberg Ausbond Composite Bond Index; Global Aggregate Bonds = Bloomberg Global Aggregate Index Hedged into \$A; Cash = Bloomberg AusBond Bank Bill Index.



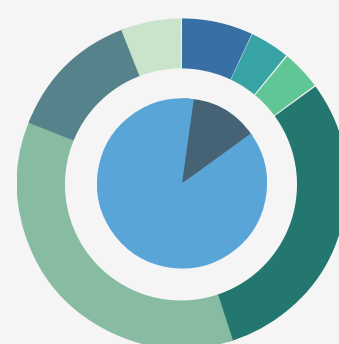
Growth 30%



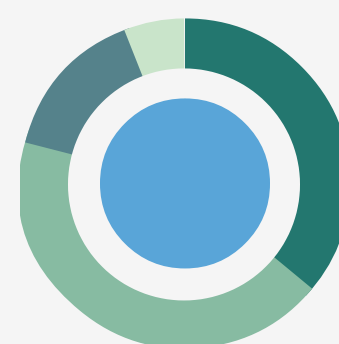
Growth - 50%



Growth - 70%



Growth - 85%

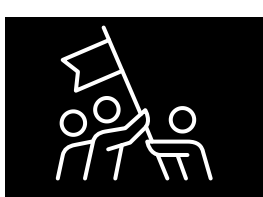


Growth - 100%

- Defensive (%)

Growth (%)

Target asset allocation (%)					
Cash	22.0	11.0	5.0	4.0	0.0
Australian Fixed Interest	26.0	21.0	14.0	7.0	0.0
Global Fixed Interest	22.0	18.0	11.0	4.0	0.0
Australian Shares	9.0	17.0	24.0	30.0	36.0
International Shares	11.0	20.0	28.0	36.0	43.0
Listed Property/Infratstructure	4.0	7.0	10.0	13.0	15.0
Alternatives	6.0	6.0	8.0	6.0	6.0



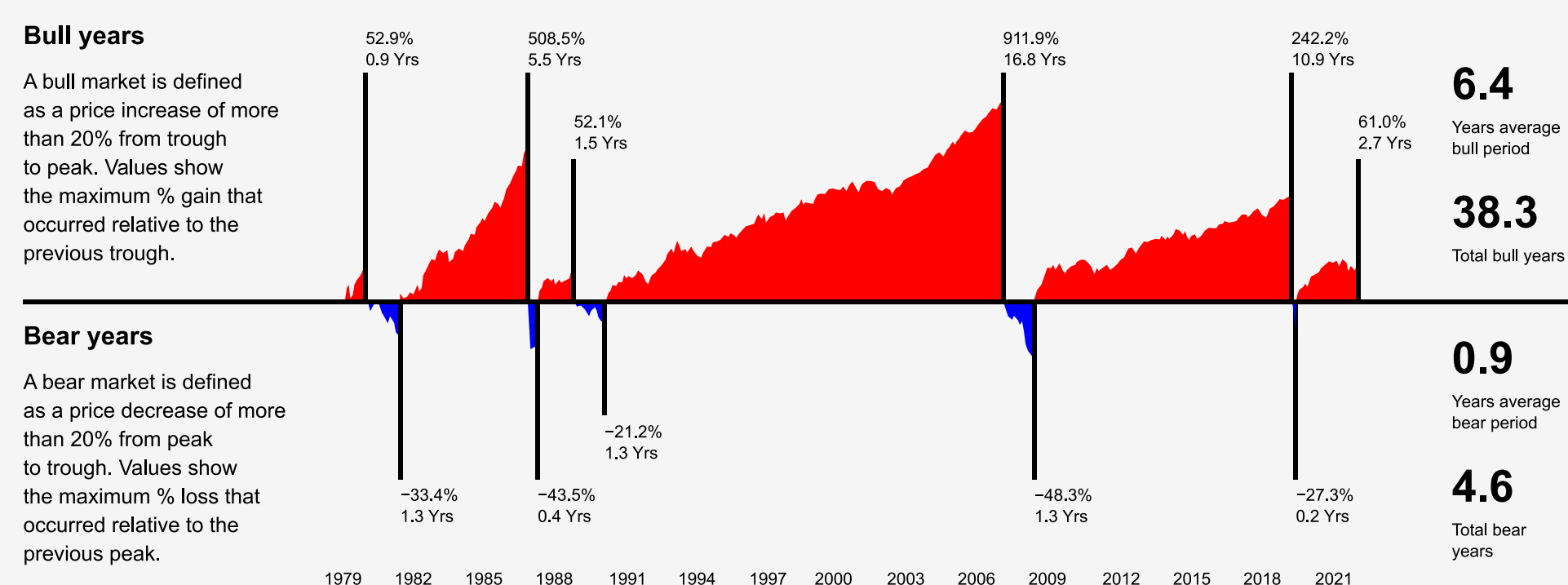
Maintaining discipline

Investment markets will go up and down over time. Your investment portfolios are managed by professional investment managers and are regularly rebalanced for you to meet changing market conditions.

We believe that your asset allocation should be reviewed annually and adjusted as required.

Importance of staying invested

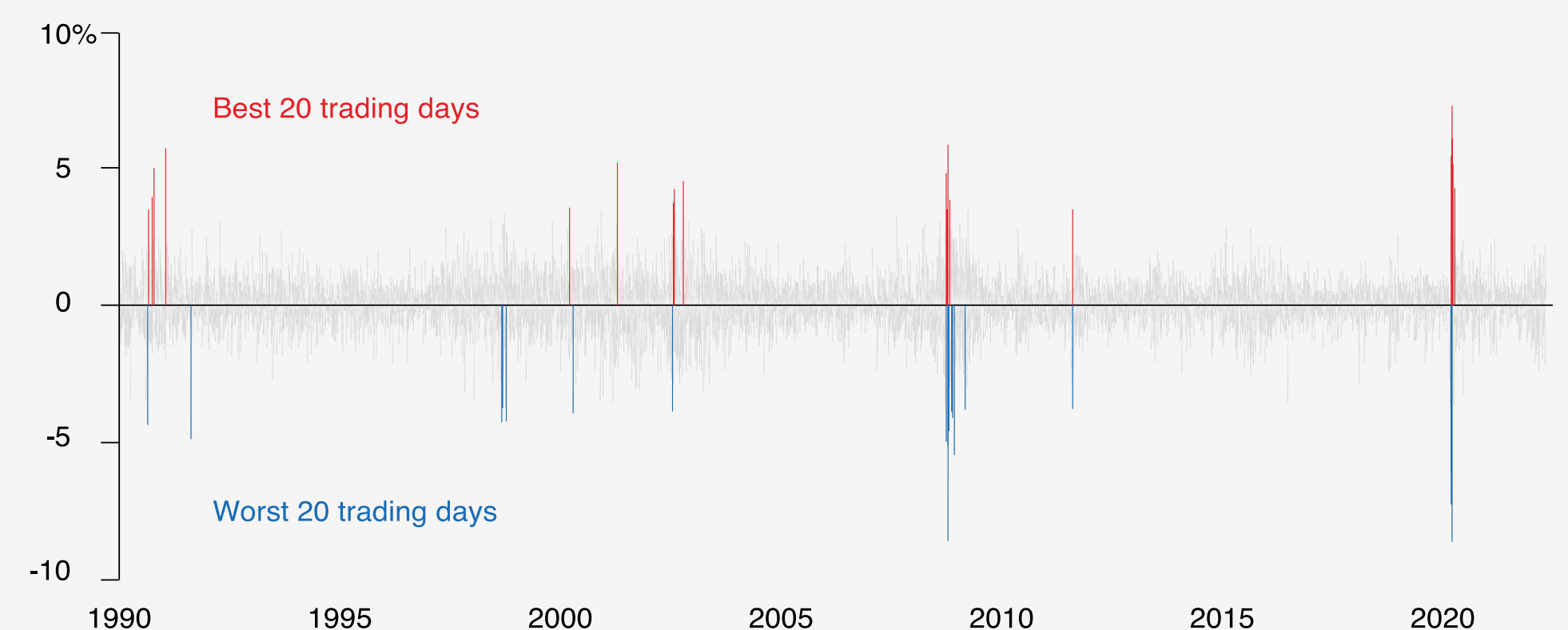
How bull and bear markets have impacted returns over the past 40+ years: long term perspective



Notes: 1. The latest bull run is still ongoing. The calculations represent the price increase and period up to 30 November 2022. Calculations are based on the S&P All Ordinaries Index for the period 1/1/1980 to 30/11/2022. The plotted areas depict the losses/gains ranging from the minimum following a 20% loss to the respective maximum following a 20% appreciation in the underlying index. Calculations based on monthly data. Logarithmic scales are used for this illustration. All distributions are reinvested. Values in the figures reflect rounding. Sources: Morningstar data and Vanguard.

Best and worst trading days

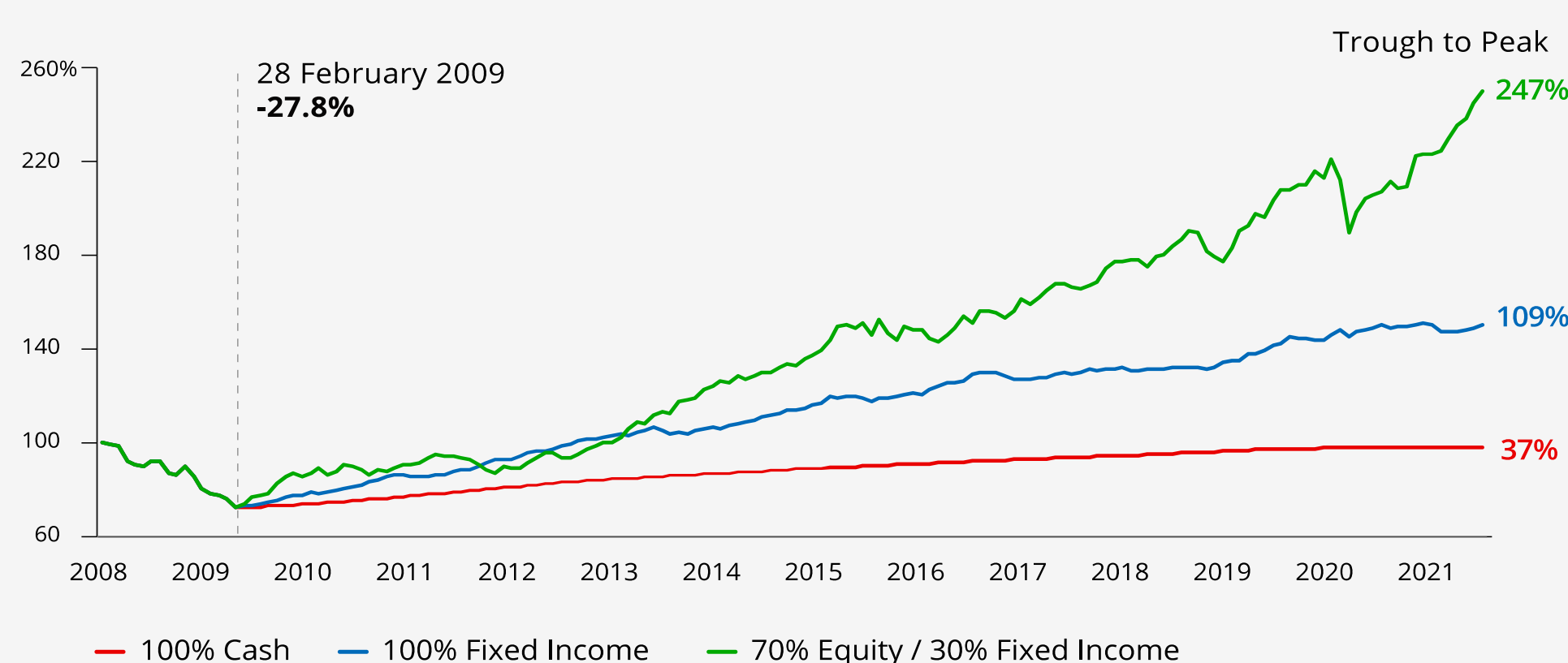
The best trading days often occur close to the worst days, so staying invested is important



Note: The chart shows the daily price return to the MSCI All Country World Index in AUD, with the best and worst 20 days by price return highlighted. Source: Vanguard calculations, using data from Bloomberg from 1 January 1988 to 30 June 2022.

Importance of maintaining discipline

Reacting to market volatility can jeopardise returns



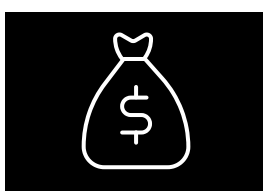
Notes: 1 Oct 2007 represents the EQ peak of the period, and has been indexed to 100. Assumes that all dividends and income are reinvested in the respective. Source: Vanguard calculations using data sourced from DataStream through July 2021.

Your investment strategy should be for the long term and therefore will experience the ups and downs of market cycles. We don't believe in trying to time the market.

Financial education is important as well as having a long term outlook for your investments.

We give you the knowledge and understanding that there will be market downturns that will impact your investments at a point in time. With this knowledge we are confident that you can stay focused on the long term outcomes of your investment portfolio.

We encourage our clients to save and invest regularly to build long term wealth.



Investment costs

Value of advice

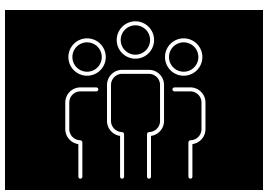


Clients cannot control the markets but they can control their overall costs.

The lower investment costs are, the more clients keep of their returns and the greater their chance of achieving investment success.

We will always let you know what the costs are of your investments.

We are fully transparent when it comes to any advice or investment fees.



Manager Selection & Governance

We believe buying good quality investments and investing in high quality investment indexes will reduce cost for you and deliver better long term outcomes.

Paying tax is an outcome of a good investment. We will discuss your tax position regularly and look at ways to minimise tax where available to you.

Manager selection considerations



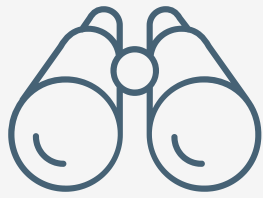
Talent

Carefully select managers with a proven process and demonstrable ability



Cost

Don't let high fees destroy fund performance



Patience

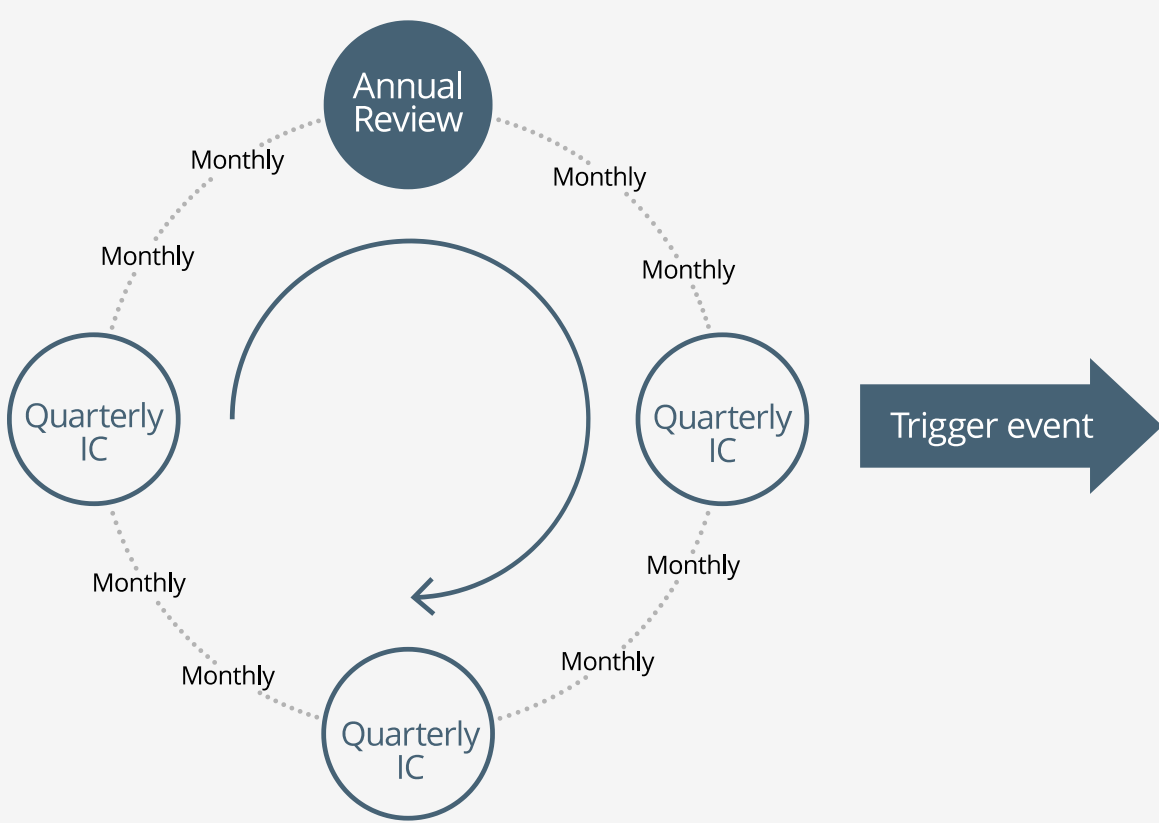
Accept that there will be periods of underperformance

We select and work with investment managers that offer low cost index investing. Index Investing is easy to understand and is an effective long term investment strategy. We seek to remove complexity for you when investing so you understand what you are investing in.

We don't work with or recommend investment managers whos fees are unacceptably high.

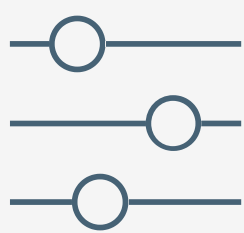
As your financial advisers we will contact you in the event that we make the decision to stop working with a fund manager.

Investment review process



Stages	
1	Awareness of need A "trigger" event creates awareness of a need to change
2	Assessment of the need Defining the broad requirements to address the need
3	Investigation of options Researching different ways of solving the need
4	Due diligence on options Assessing accessibility of options
5	Decision to act Review of business case for change and confirming intention to make a change
6	Selection of solution Evaluation of final pitches and confirming the choice of a preferred solution/fund manager
7	Implementation Preparing of resources to implement and engaging investors
8	Portfolio review Reviewing performance and changes

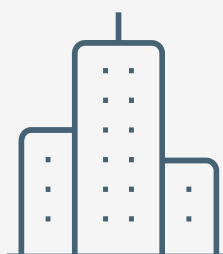
Manager oversight



Regularly assess your agreed drivers




Meet with a range of their team members



Include meetings at their premises



End the relationship when performance drivers no longer exist



We help you build wealth.

Our Financial Advice = Your Financial Freedom

Jamie McIntyre - Certified Financial Planner



Important information

1. MAC Financial Pty Ltd ABN 68 117 465 013 trading as MAC Financial is an Authorised Representative (Authorised Representative number 333289)
2. and credit representative (Credit Representative number 386097) of AMP Financial Planning Pty Limited ("the Licensee").



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