

# North Super and Pension Guarantee

To be read in conjunction with  
North Super and Pension  
North Investment Options



North Personal Superannuation and Personal Pension  
North Guarantee  
Product Disclosure Statement – Part B  
Issue Number 6, 10 May 2010



redefining / superannuation

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North Personal Superannuation and North Personal Pension are plans offered as a part of the Wealth Personal Superannuation and Pension Fund ABN 92 381 911 598 (the Fund). The Trustee of the Fund and issuer of this Product Disclosure Statement (PDS) is N.M. Superannuation Proprietary Limited ABN 31 008 428 322, AFS Licence No. 234654.

The Trustee is an RSE Licensee under the Superannuation Industry (Supervision) Act 1993 (SIS), which means that it has satisfied licensing conditions set by the Australian Prudential Regulation Authority (APRA). The Trustee is responsible for the monitoring and management of the Fund for the benefit of all members in accordance with the governing rules of the Fund and relevant legislation.

The information contained in this Product Disclosure Statement is general information only and does not take into account your individual objectives, financial situation or needs. Before acting on the information in this Product Disclosure Statement, you should consider the appropriateness of this information and consult a licensed financial adviser prior to investing.

## Throughout this PDS Part B

References to:	To be read as:
AXA	AXA Asia Pacific Holdings Limited ABN 78 069 123 011, NMMT and NMFM as appropriate
AXA APH	AXA Asia Pacific Holdings Limited ABN 78 069 123 011
Bank	An authorised deposit-taking institution regulated by the Australian Prudential Regulation Authority under the Banking Act 1959 (Cth)
Business day	A day other than a Saturday, Sunday or a public holiday
CPI	The most recently published Consumer Price Index (All Groups)
EFT	Electronic Funds Transfer facility
Financial adviser	A financial adviser holding an Australian Financial Services Licence or an authorised representative of an Australian Financial Services Licensee.
Insurance PDS	AXA's Elevate Insurance solutions Product Disclosure Statement
'Member' or 'you'	A member of North Personal Superannuation or North Personal Pension, including any person you authorise to act on your behalf.
NMLA	National Mutual Life Association of Australasia Limited ABN 31 008 428 322 AFS Licence No. 234654
NMFM	National Mutual Funds Management Limited ABN 32 006 787 720 AFS Licence No. 234652
North	North Personal Superannuation and/or Personal Pension
'Our', 'we', 'us', 'Trustee' or 'NM Super'	N.M. Superannuation Proprietary Limited ABN 31 008 428 322 AFS Licence No. 234654
PDS Part A	North Personal Superannuation and Personal Pension Product Disclosure Statement – Part A
PDS Part B (This document)	North Guarantee Product Disclosure Statement – Part B
PDS Part C	North Investment Options Product Disclosure Statement – Part C
Public holiday	A day other than a weekend on which financial institutions in Melbourne are generally closed for normal trading.

This document is Part B of the Product Disclosure Statement (PDS) for North Personal Superannuation and Personal Pension, and details the guarantee options available. It must be read in conjunction with:

- North Personal Superannuation and Personal Pension Product Disclosure Statement Part A, and
- North Investment Options Product Disclosure Statement Part C.

# North Super and Pension Guarantee



Read all relevant documents

## North Super and Pension

North Personal Superannuation and Personal Pension – PDS Part A

General information relating to North Personal Superannuation and Personal Pension



Additional  
Information  
document

## North Super and Pension Guarantee

North Guarantee – PDS Part B

Specific information regarding North's Guarantee options

## North Investment Options

North Investment Options – PDS Part C

Provides a menu of investment options available including the buy/sell and Investment costs



Also consider

## AXA's Elevate Insurance Solutions

### Product Disclosure Statement

- Life Insurance benefits
- Additional optional insurance benefits (including Total and Permanent Disability)
- Income Protection benefits

## Information you should read

As with any investment, an investment in North and the guarantees offered in this PDS are subject to certain risks. These risks include counterparty risks, (related to the financial capacity and risk management techniques of counterparties to honour the guarantees offered in this PDS) and that counterparties' compliance and management policies or information technology systems will not operate effectively. You should also be familiar with the terms and conditions of the guarantees contained in this PDS Part B. You should read the information on pages 14 and 32 which describes these risks in more detail.

The issuer of this North Personal Superannuation and Personal Pension PDS Part B is NM Super.

For definitions of defined terms throughout the document, please refer to the glossaries on pages 5 and 25.

# The North guarantees

There are three guarantees described throughout this document; section 1 describes the two capital guarantees and section 2 describes the lifetime income guarantee.

The two capital guarantees are the:

- Protected Investment guarantee, and
- Protected Growth guarantee.

The lifetime income guarantee is the:

- Protected Retirement guarantee.

The benefits of all three guarantees are available in both the superannuation and pension phase. However, the benefits (and risks) differ with each guarantee. While you can have a number of separate North accounts, only one guarantee can apply to a North account at any one time.

You should read section 1 if you are considering the Protected Investment guarantee or Protected Growth guarantee or section 2 if you are considering the Protected Retirement guarantee. You should ensure you are familiar with when, and in what circumstances, you are entitled to receive any benefits from the guarantee you are considering.

All potential members should read section 3 which details the material terms and conditions that will apply to your account as a result of becoming a member of North.

You should select a guarantee with careful consideration to your investment time horizon. AXA does not guarantee that any of these options will be available at any stage in the future.

## **The Protected Investment guarantee**

- Is available in both superannuation and pension, and you can transition between both up to once a year,
- Is a short term guarantee of your capital,
- Is designed to be held for the duration of your Term,
- Can potentially lock in growth (every two years), and
- The benefit is available only at the end of the selected Term.

## **The Protected Growth guarantee**

- Is available in both superannuation and pension, and you can transition between both up to once a year,
- Is a long term guarantee of your capital,
- Is designed to be held for the duration of your Term,
- Can potentially lock in growth (annually), and
- The benefit is available progressively throughout the selected Term.

## **Protected Retirement guarantee**

- Is available in both superannuation and pension, and you can transition from superannuation to pension only,
- Is a guarantee of income,
- Is designed to provide a benefit for the duration of your life,
- Can potentially lock in growth (annually), and
- The benefit is only available in pension phase once your capital invested with North has been depleted.

In section 1, the term Guarantee(s) refers to the Protected Investment guarantee or Protected Growth guarantee.

In section 2, the term Guarantee is a reference to the Protected Retirement guarantee.

# Section 1

## Protected Investment and Protected Growth guarantees

Within section 1, the term 'Guarantee(s)' refers to the Protected Investment guarantee and/or a Protected Growth guarantee.

### Guarantee features at a glance

Early Termination of a Guarantee	Protected Investment guarantee – You will always have access to your Account Value, subject to superannuation law. Protected Growth guarantee – You will always have access to your Available Balance, which is always at least equal to your Account Value plus potentially a portion of the Protected Balance, subject to superannuation law.
How will the benefit be paid upon death?	With the exception of a reversionary nomination in Pension, any payments made as part of the Guarantee will be treated in the same manner as early termination, subject to Trust Deed requirements and superannuation law.
Initial Investment Period	The Initial Investment Period is the first 90 days from the time the Guarantee is accepted by AXA.
Investment Strategies	Five strategies are available, each capping your maximum exposure to equity and property.
Maximum initial contribution or rollover	Balances over \$2 million need to be pre-approved.
Ongoing contributions	Allowed for superannuation (subject to certain conditions). Not applicable for pensions.
Protected Growth guarantee	Guarantees, at the end of your nominated Term, contributions and rollovers (less any upfront fees, withdrawals, adviser remuneration or taxes paid) and annually locks in growth in your Account Value as a result of positive investment performance if your Account Value is greater than your Protected Balance.
Protected Investment guarantee	Guarantees, at the end of your nominated Term, all contributions and rollovers (less any upfront fees, withdrawals, adviser remuneration or taxes paid) and every two years locks in the growth in your Account Value as a result of positive investment performance if your Account Value is greater than your Protected Balance.
Terms available	Protected Investment guarantee – 6 and 8 years. Protected Growth guarantee – 10 and 20 years.
Withdrawals	Allowed, subject to certain conditions. Withdrawals are defined on page 16.

Through North, we give members who are planning for retirement or have already retired, the ability to invest their retirement savings in investments without the downside risk that ordinarily accompanies these investments.

Unlike some capital guaranteed market offers on the Australian investment market, North's Guarantees do not force a member's investments into cash or fixed-interest assets if a market downturn is experienced. On the contrary, North's Guarantees allow members to remain fully invested in their nominated investment selection while still providing the peace of mind of capital protection.

Existing North members who do not have a Guarantee but who wish to select one, may only invest in the investment options that are available with a Guarantee, as indicated in the North Investment Options PDS Part C.

North provides members with a broad choice of guarantee terms designed to match your specific needs and preferences:

- the Protected Investment guarantee – 6 and 8 year capital guarantees that lock-in growth in your account value every second year, and
- the Protected Growth guarantee – 10 and 20 year capital guarantees that lock-in growth in your account value annually

Importantly, the Protected Balance is only available in full at the end of the Term. Therefore, you should select a Term taking into consideration your investment time horizon. The choices

available give you the flexibility to set the length of the Guarantee appropriate for your needs. However, if your investment horizon is less than 6 years, a North guarantee may not be appropriate for you and you should discuss this with your financial adviser.

Both the Protected Investment and Protected Growth guaranteed amounts are known as the Protected Balance. You are guaranteed to receive your Protected Balance at the end of your Guaranteed Term.

The North Guarantees provide flexibility, meaning you can:

- make additional contributions or rollovers
- make withdrawals
- select from over 40 investment options, and
- subject to superannuation law, at any time cease the Guarantee and take your Account Value (and if you have chosen the Protected Growth guarantee you may also receive a portion of the Protected Balance) or remain invested in your account.

The North Guarantees provide the flexibility to switch from super to pension, and pension to super while retaining the guarantee. Please note that there is a limit on switching from pension to super, while retaining the Guarantee, to once a year. We reserve the right not to accept requests for switching from pension to super with a Guarantee.

## Protected Balance

### Protected Investment guarantee



### Protected Growth guarantee

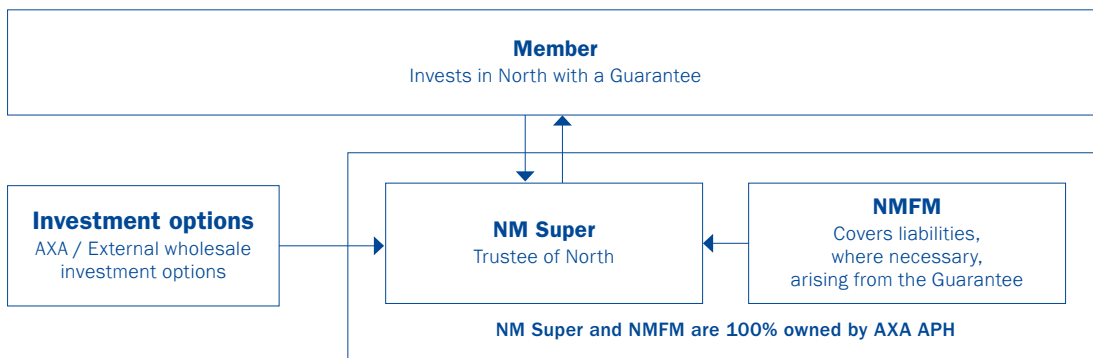


## Who provides the Guarantees?

The North Protected Investment guarantee and Protected Growth guarantee are offered to you by NM Super as the Trustee. NM Super has entered into its own arrangement with NMFM to manage its exposure in providing these Guarantees to you. Where NM Super is required to pay an amount to a member under a Guarantee pursuant to the terms of this PDS Part B, AXA APH has provided an undertaking to NM Super that AXA APH will pay that amount to NM Super in circumstances where NMFM is unable to make that payment.

NM Super and NMFM are wholly owned by AXA APH.

## Product structure



## For further information

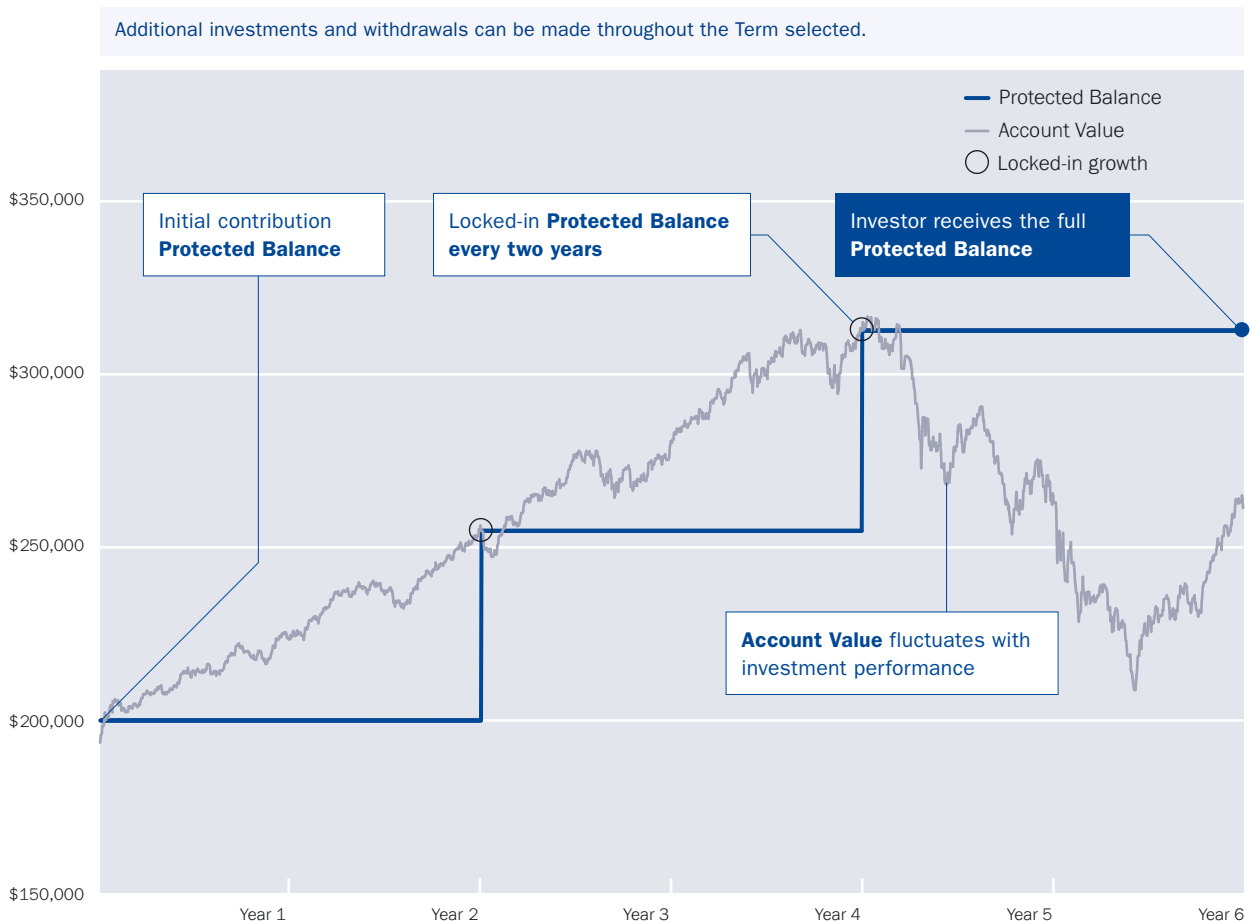
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How will the benefit be paid upon death?	Please see PDS Part A for further information on nominating beneficiaries and death benefits.

## Key Terms

Key guarantee terms	Definition
Account Value	The current market value of your underlying investment (including the cash account).
Available Balance (Protected Growth guarantee only)	If the Account Value is less than the Protected Balance, the Available Balance is the Account Value plus a proportion of the difference between the Protected Balance and the Account Value that you are entitled to receive upon cessation of the Protected Growth guarantee. This proportion is based on the period of whole years elapsed in the applicable Term. If the Account Value is greater than the Protected Balance, then the Available Balance equals the Account Value.
Contribution threshold	Initially set as 15% per annum of your Initial Investment, this is the amount that can annually be contributed to your account without incurring an Additional Contribution Guarantee fee. Any amount contributed to your account above the Contribution threshold will incur an Additional Contribution Guarantee fee.
Guarantee	A Protected Investment guarantee or Protected Growth guarantee.
Guarantee anniversary date	Each year anniversary from the date the Guarantee commences. This is also the date: <ul style="list-style-type: none"> <li>i) we calculate the annual Withdrawal threshold.</li> <li>ii) for the Protected Investment guarantee, every second year, the date we review your Protected Balance and lock in any growth in your Account Value as a result of positive investment performance in the preceding two years, provided your Account Value is greater than your Protected Balance, and</li> <li>iii) for the Protected Growth guarantee, every year the date we review your Protected Balance and lock in any growth in your Account Value as a result of positive investment performance in the preceding year, provided your Account Value is greater than your current Protected Balance.</li> </ul>
Initial Investment Period and Initial Investment	The Initial Investment Period is the first 90 days from the time the Guarantee is accepted by AXA. The Initial Investment is all contributions, rollovers and transfers (less Upfront fees and withdrawals) received in this period.
Investment Strategies	Investment Strategies place caps on exposure to certain asset classes. The total asset allocation of all chosen investment options must not exceed these caps.
Participation Schedule (Protected Growth guarantee only)	The Participation Schedule is used to determine the Available Balance. It is based on your Term and the number of years that have elapsed in your Term.
Protected Balance	The Protected Balance is your guaranteed amount. At the end of your Term, if your Protected Balance is greater than your Account Value, the difference between the two amounts is added to your Account Value.
Protected Growth guarantee	Guarantees the value of any contributions (less any Upfront fees, withdrawals, adviser remuneration and taxes) made into your North account and annually locks in any growth in your Account Value, as a result of positive investment performance, on your Guarantee anniversary date if your Account Value is greater than your Protected Balance. The full value of your Protected Balance is only available at the end of the applicable Term.
Protected Investment guarantee	Guarantees the value of any contributions and rollovers (less any Upfront fees, withdrawals, adviser remuneration and taxes) made into your North account and every two years locks in any growth in your Account Value, as a result of positive investment performance, on your Guarantee anniversary date if your Account Value is greater than your Protected Balance. The value of your Protected Balance is only available at the end of the applicable Term.
Term	The length of time you must hold the Guarantee to receive its full value. <ul style="list-style-type: none"> <li>▪ For a Protected Investment guarantee a Term of either 6 or 8 years can be chosen.</li> <li>▪ For a Protected Growth guarantee a Term of either 10 or 20 years can be chosen.</li> </ul>
Upfront fees	Any contribution fee paid to your financial adviser or the Additional Contribution Guarantee fee. Your Protected Balance is set after Upfront fees have been deducted.
Withdrawal threshold	The amount you can withdraw from your account without adversely affecting your Guarantee. On each Guarantee anniversary your annual Withdrawal threshold is recalculated as 15% of your Account Value (if you have a Protected Investment guarantee) or Available Balance (if you have a Protected Growth guarantee) and set for the following 12 months.

# Protected Investment guarantee features

When you become a member of North you can elect to have the Protected Investment guarantee as a feature of your account. The table below illustrates the main features of the Protected Investment guarantee.



You can select from a 6 or 8 year Term.

You must select from one of four Investment Strategies if you have a Protected Investment guarantee.

## Things you need to know

The Protected Balance is only available at the end of your nominated Term and when it exceeds your Account Value. The Protected Balance will decrease when adviser remuneration, applicable taxes and withdrawals are paid from your North account.

While this scenario illustrates a guaranteed payment at the end of the Term, there are circumstances where the Account Value will be greater than the Protected Balance at the end of the Term and a guaranteed payment is not necessary.

## Protected Balance

The Protected Investment option guarantees to:

- return, by the end of the Term, any contributions and rollovers (less any Upfront fees) made into your account less any withdrawals, adviser remuneration or taxes paid from your North account, and
- lock in any growth as a result of positive investment performance on your Account Value every two years provided your Account Value is greater than your Protected Balance on the Guarantee anniversary date.

The guaranteed amount is known as your Protected Balance. The total amount you are entitled to receive at the end of your Term will at least be equal to your Protected Balance.

Withdrawals will decrease your Protected Balance. See page 16 for a definition of withdrawals.

Your Protected Balance will not decrease as a result of:

- negative market performance on your investments
- administration fees (excluding any adviser trail) associated with your North account
- investment management fees
- guarantee fees
- buy/sell costs.

## Terms

You can select from one of two Terms. Either a:

- 6 year Term, or
- 8 year Term.

At the end of your Term, if your Protected Balance is greater than your Account Value, the difference between these two amounts will be added to your cash account and form part of your Account Value. At this time you will have the option to:

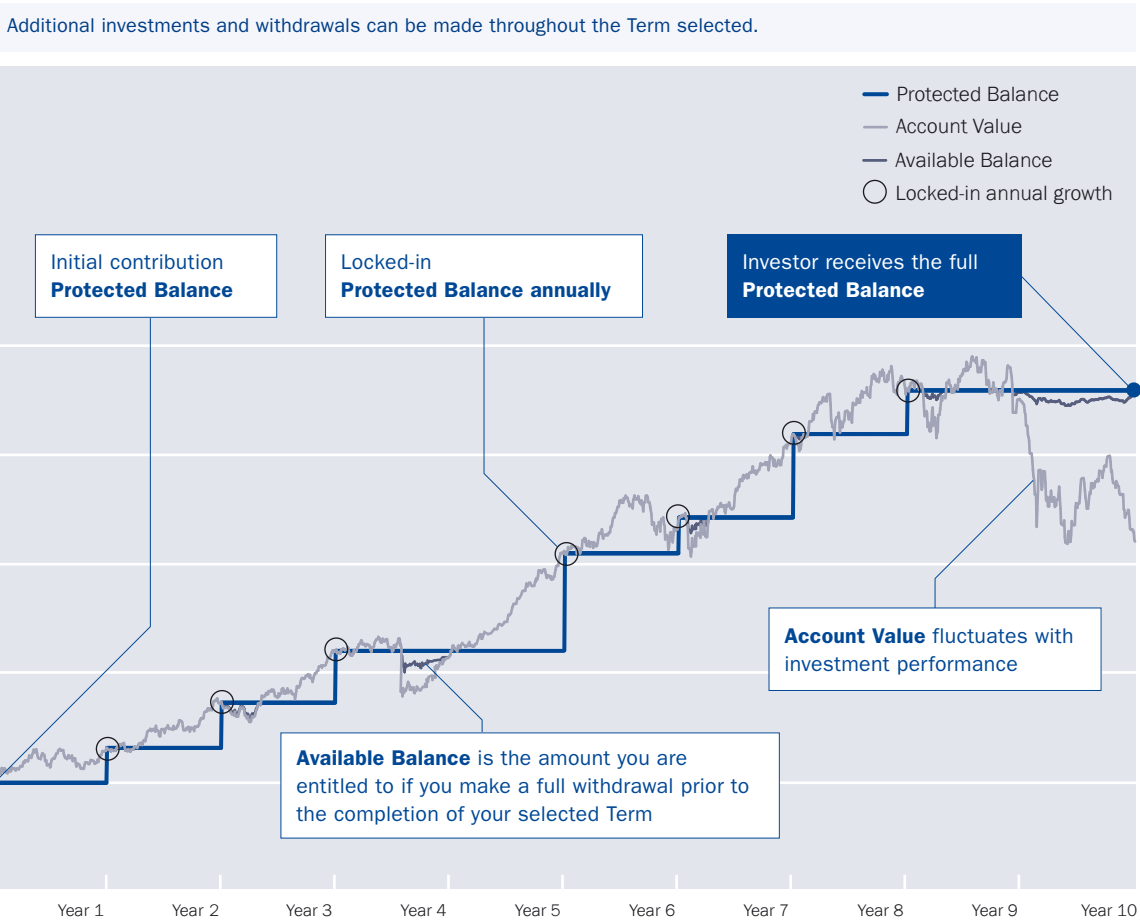
- nominate an available Guarantee at that time and remain in North
- remain in North without a Guarantee
- fully withdraw your funds (subject to superannuation law).

At any time during your Term you may make a full withdrawal of your Account Value or cease the Guarantee applicable on your account. Please see pages 16 to 20 for further information in relation to withdrawals. If you make a full withdrawal or elect to cease the Guarantee prior to the end of your selected Term you will not receive any benefit in relation to the Protected Investment guarantee.

You cannot change your chosen Term or Investment Strategy once you have selected your Guarantee. You can switch investment options within your Investment Strategy, please see page 11 for further information. For further information on ceasing your Guarantee please see page 21.

# Protected Growth guarantee features

When you become a member of North you can elect to have the Protected Growth guarantee as a feature of your account. The table below illustrates the main features of the Protected Growth guarantee.



You can select from either a 10 or 20 year Term.

You must select from one of four Investment Strategies if you have a Protected Growth guarantee.

## Things you need to know

The full value of the Protected Balance is only available at the end of your nominated Term and when it exceeds your Account Value. The Protected Balance will decrease when adviser remuneration, applicable taxes and withdrawals are paid from your North account.

While this scenario illustrates a guaranteed payment at the end of the Term, there are circumstances where the Account Value will be greater than the Protected Balance at the end of the Term and a guaranteed payment is not necessary.

## Protected Balance

The Protected Growth option guarantees to:

- return, by the end of the Term, any contributions and rollovers (less any upfront fees) made into your account less any withdrawals, adviser remuneration and applicable taxes paid from your North account, and
- annually lock in any growth as a result of positive investment performance on your Account Value provided your Account Value is greater than your Protected Balance on the Guarantee anniversary date.

The guaranteed amount is known as your Protected Balance. The total amount you are entitled to receive at the end of your Term will at least be equal to your Protected Balance.

Withdrawals will decrease your Protected Balance. See page 16 for a definition of withdrawals.

Your Protected Balance will not decrease as a result of:

- negative market performance on your investments
- administration fees (excluding any adviser trail) associated with your North account
- investment management fees
- guarantee fees
- buy/sell costs.

## Available Balance

Within North, this feature is exclusive to the Protected Growth Guarantee. The Available Balance is the total amount you are guaranteed to receive from North if you cease the Protected Growth guarantee prior to the completion of the selected Term.

Your Available Balance is relevant if your Account Value is less than your Protected Balance. At any other time your Available Balance will be equal to your Account Value.

The Available Balance is calculated using a Participation Schedule. The Participation Schedule is described on page 9.

The Available Balance is calculated in one of the following two ways:

### 1 If the Protected Balance is greater than the Account Value

In this circumstance your Available Balance is your Account Value plus the difference between your Account Value and Protected Balance multiplied by the relevant participation percentage specified in the Participation Schedule (which increases with each year that has elapsed during your Term).

$$\text{Available Balance} = \left[ \begin{array}{c} \text{Account Value} \\ + \\ (\text{Protected Balance} - \text{Account Value}) \\ \times \\ \text{Participation percentage} \end{array} \right]$$

### 2 If the Protected Balance is equal to or less than the Account Value

In this circumstance your Available Balance equals your Account Value.

$$\text{Available Balance} = \text{Account Value}$$

## Case study 1

### Calculating the Available Balance

Michael commences a North superannuation plan and selects the Protected Growth guarantee with a 10 year Term, investing \$400,000 initially and making contributions in the following years. After seven years Michael wants to withdraw his entire balance. Michael's North account has the following values:

**Account Value = \$627,000**

**Protected Balance = \$728,000**

**Available Balance = \$697,700<sup>1</sup>**

<sup>1</sup> The Account Value plus 70 per cent of difference between the Protected Balance and the Account Value, in accordance with the Participation Schedule (7 years of a 10 year Term have elapsed)  $\$627,000 + [(\$728,000 - \$627,000) \times 0.70] = \$697,700$

Note: The figures used are hypothetical and are for illustrative purposes only. They should not be regarded as a forecast of how your investment may perform.

### Participation Schedule

The Participation Schedule is the table which sets out your participation percentage. Your participation percentage increases with each whole year completed in your Term on each Guarantee anniversary date and is fixed for the following 12 months. Your participation percentage begins to increase at the end of the first year of the Term, then increases at the end of each following year.

The Participation Schedule is set so that 100 per cent of your Protected Balance is available at the end of your Term.

The Available Balance is calculated by applying the participation percentage associated with your Term.

The following chart illustrates the Participation Schedule for the Protected Growth guarantee.

Whole years completed	Term	
	10 Year	20 Year
0	0%	0%
1	10%	5%
2	20%	10%
3	30%	15%
4	40%	20%
5	50%	25%
6	60%	30%
7	70%	35%
8	80%	40%
9	90%	45%
10	100%	50%
11		55%
12		60%
13		65%
14		70%
15		75%
16		80%
17		85%
18		90%
19		95%
20		100%

During the first year of your Term your Available Balance will always equal your Account Value.

You can view your Available Balance at any time through North Online.

### Terms

You can select from one of two Terms, either a:

- 10 year Term, or
- 20 year Term.

At the end of your Term you will have the option to:

- nominate an available guarantee at that time and remain in North
- remain in North without a Guarantee
- fully withdraw your funds (subject to superannuation law).

At any time during your Term you may make a full withdrawal or cease the Guarantee applicable on your account. Please see pages 16 to 21 for further information. If you elect to cease the Guarantee and remain in your North account, any portion of the difference between your Protected Balance and your Account Value which you are entitled to receive will be paid into your cash account.

You cannot change your Term or Investment Strategy once you have selected your Guarantee. You can switch investment options within your chosen Investment Strategy. Please see page 11 for further information.

# Investment Strategies

## Your choice of Investment Strategies

### Things you need to know

- You must select from one of four Investment Strategies.
- Within each of the Investment Strategies you can select from any of the investment options available with a Guarantee from the guaranteed investment menu.
- If you do not select any investment options, in addition to an Investment Strategy, your investment will remain in the cash account.

For more information on the investment options available please refer to PDS Part C.

Each guaranteed Investment Strategy allows an overall asset allocation up to the limits reflected in the table below.

You can switch between investment options within your nominated Investment Strategy up to 6 times per year.

All switches and investment instructions must remain within the asset allocation restrictions for the chosen Investment Strategy.

Switching between Investment Strategies is not permitted.

If you elect to cease a Guarantee and continue to remain a member of North, any asset allocation restrictions will be removed and you will automatically have access to the entire North investment menu.

Available with

Investment Strategy	Protected Growth guarantee	Protected Investment guarantee
Investment Strategy 35	✓	
Investment Strategy 50	✓	✓
Investment Strategy 70	✓	✓
Investment Strategy 85	✓	✓
Investment Strategy 100		✓

## Maximum asset allocations per strategy for a Guarantee

Investment Strategy	Australian Equity	International Equity	Property	Fixed Interest <sup>1</sup>	Cash
Investment Strategy 35	Up to 15%	Up to 15%	Up to 5%	Up to 100%	Up to 100%
Investment Strategy 50	Up to 23%	Up to 20%	Up to 7%	Up to 100%	Up to 100%
Investment Strategy 70	Up to 33%	Up to 30%	Up to 7%	Up to 100%	Up to 100%
Investment Strategy 85	Up to 40%	Up to 38%	Up to 7%	Up to 100%	Up to 100%
Investment Strategy 100	Up to 50%	Up to 50%	Up to 10%	Up to 100%	Up to 100%

<sup>1</sup> Fixed interest includes Australian fixed interest and international fixed interest.

AXA reserves the right to review the Investment Strategy limits annually. You will be notified of any changes in advance.

## Investment option closures

If an investment option you have selected is closed or made unavailable under the Guarantee we will notify you as soon as practicable. Unless you have provided instructions for the balance to be placed elsewhere, any balance of your account in the option will be transferred to AXA's Wholesale Cash Management Trust. You can make a switch out of this investment option at any time. For more information on the closing of investment options please refer to PDS Part A.

When you are considering altering your investments please refer to the most recent PDS Part C and the most recent PDS for the investment options you are considering. These documents are available from your financial adviser or through North Online ([north.axa.com.au](http://north.axa.com.au)).

## Guarantee fees

Type of fee or cost	Amount	How and when paid
Guarantee Fee	Protected Investment guarantee: 2% of each contribution or rollover made during the Initial Investment Period and the first 12 months of the Guarantee Term (up to your Contribution threshold) plus, 0.80% to 2.65% pa ongoing depending upon the Term and Investment Strategy selected. Protected Growth guarantee: 0.50% to 2.10% pa ongoing depending upon the Term and Investment Strategy selected.	The initial 2% Guarantee fee is calculated on contributions made to the account (Protected Investment guarantee only) in the first 12 months and deducted from your North Cash Account (up to your Contribution threshold). The ongoing Guarantee fee is calculated monthly based on the opening Account Value on the day the fee is applied and deducted monthly from your North cash account.
Additional Contribution Guarantee fee	Up to 7% of each additional contribution made above the annual Contribution threshold.	This fee is deducted from your additional contribution at the time the contribution is made. Calculated at the time of the additional contribution depending on the type of Guarantee, Term, Investment Strategy and the number of years of your Term that have elapsed.

### Guarantee Fee

The Guarantee Fee you pay depends on the Guarantee, Term, and Investment Strategy you have selected. If you cease the Guarantee or make a full withdrawal prior to completion of the Term a pro-rata Guarantee Fee will be applied for the period between your last monthly Guarantee Fee payment and the date the Guarantee ends.

We reserve the right to alter the Guarantee Fee that applies to your account, up to the maximum allowable under the Fund's Trust Deed. Refer to the PDS Part A for information on maximum fees and increases or alterations in charges. You will be informed of any change to the Guarantee Fee at least 30 days before it occurs.

	Initial <sup>1</sup>	Ongoing (per annum)				
		Investment Strategy 35	Investment Strategy 50	Investment Strategy 70	Investment Strategy 85	Investment Strategy 100
<b>Protected Investment guarantee</b>						
6 Year Term	2%	-	0.95%	1.45%	2.10%	2.65%
8 Year Term	2%	-	0.80%	1.15%	1.60%	2.00%
<b>Protected Growth guarantee</b>						
10 Year Term	-	0.60%	0.95%	1.35%	2.10%	-
20 Year Term	-	0.50%	0.75%	1.00%	1.40%	-

<sup>1</sup> Each contribution or rollover made during Initial Investment Period and up to your Contribution threshold within the first 12 months.

### Guarantee Fee and the Protected Balance

The Guarantee Fee will not reduce your Protected Balance. This fee is deducted from your Account Value only.

The Guaranteed Fee is deducted monthly in arrears commencing one month from the date on which your Guarantee is accepted. It is deducted from your cash account and is calculated on the opening Account Value on the day of the fee deduction.

Protected Investment guarantee: The one off initial Guarantee Fee of 2% will also be deducted upfront from contributions and rollovers made to your account within the Initial Investment Period and up to your Contribution threshold within the first 12 months.

## Example of annual fees and costs

These tables give an example of how the Guarantee fees and costs in the North Personal Superannuation product with a Protected Investment guarantee and a Protected Growth guarantee can affect your superannuation investment over a one-year period. You should use this table to compare this product with other superannuation products.

### Protected Investment guarantee

#### Balance of \$50,000 with total contributions of \$5,000 during year

Contribution fees <sup>1</sup>	0 – 4.10%	For every contribution of \$5,000 you will be charged between \$0 and \$205
Plus Management Costs	1.91% <sup>2</sup> pa	<b>And</b> on a balance of \$50,000 you will be charged \$955 each year
Plus Guarantee fee	1.15% <sup>3</sup> pa	<b>Plus</b> on a balance of \$50,000 you will be charged \$575
<b>Equals</b> Cost of fund		If you put in \$5,000 during a year and your balance was \$50,000, you would be charged fees between \$1,455 and \$1,735. <sup>4</sup>  What it costs you will depend on your total account value, the underlying investments you choose and the fees you negotiate with your financial adviser. The costs will also depend upon the Term and Investment Strategy selected for your Guarantee.

1 You will also be charged a 2% initial Guarantee Fee if the contribution is made within the Initial Investment Period or within the first 12 months up to your Contribution threshold.

2 Based on the maximum administration fee for a balance of \$50,000 (1.46 per cent pa) where full trail commission applies and the investment cost of the North Multi-manager Index Balanced option (0.45% pa). Refer to PDS Part A for information on the administration fee.

3 Based on a Protected Investment guarantee with a 8 year Term and Investment Strategy 70.

4 Additional fees may apply, if you agree to the adviser review fee, it will apply as outlined in PDS Part A

### Protected Growth guarantee

#### Balance of \$50,000 with total contributions of \$5,000 during year

Contribution fees	0 – 4.10%	For every contribution of \$5,000 you will be charged between \$0 and \$205
Plus Management Costs	1.91% <sup>1</sup> pa	<b>And</b> on a balance of \$50,000 you will be charged \$955 each year
Plus Guarantee fee	1.00% <sup>2</sup> pa	<b>Plus</b> on a balance of \$50,000 you will be charged \$500
<b>Equals</b> Cost of fund		If you put in \$5,000 during a year and your balance was \$50,000, you would be charged fees between \$1,455 and \$1,660. <sup>3</sup>  What it costs you will depend on your total account value, the underlying investments you choose and the fees you negotiate with your financial adviser. The costs will also depend upon the Term and Investment Strategy selected for your Guarantee.

1 Based on the maximum administration fee for a balance of \$50,000 (1.46 per cent pa) where full trail commission applies and the investment cost of the North Multi-manager Index Balanced option (0.45% pa). Refer to PDS Part A for information on the administration fee.

2 Based on a Protected Growth guarantee with a 20 year Term and Investment Strategy 70.

3 Additional fees may apply, if you agree to the adviser review fee, it will apply as outlined in PDS Part A

## Additional Contribution Guarantee Fee

The Additional Contribution Guarantee Fee is only applicable if you have selected a Guarantee and then contribute or rollover amounts in excess of the annual Contribution threshold.

An upfront Additional Contribution Guarantee Fee up to 7 per cent is applicable on all contributions and rollovers above the annual Contribution threshold. The percentage rate which is applied will differ depending on the Guarantee and Investment Strategy chosen and the number of years of your Term that have elapsed. In general, the closer you are to the start of your Guarantee, the lower the Additional Contribution Guarantee Fee. The net contribution or rollover amount will be applied to your account and form part of your Protected Balance.

The Additional Contribution Guarantee Fee applicable to your account may change from time to time. The current Additional Contribution Guarantee Fee that will apply can be found on North Online, [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo). We recommend that you refer to this table whenever you are making a contribution that will be in excess of the threshold to ensure that you are aware of the applicable Additional Contribution Guarantee Fee for that contribution.

We reserve the right to alter the Additional Contribution Guarantee Fee that applies to your account up to the maximum allowable under the Fund's Trust Deed. Refer to PDS Part A for information on maximum fees and increases or alterations in charges.

You will be informed of any increase to the Additional Contribution Guarantee Fee above the 7 per cent limit detailed above at least 30 days before it occurs.

### For example

If your annual Contribution threshold amount is \$10,000 and you decide to contribute \$20,000 in a given year, the Additional Contribution Guarantee Fee would be applicable to the \$10,000 that is above the threshold. If the Additional Contribution Guarantee Fee is 2.5 per cent at the time of your contribution, the upfront Additional Contribution Guarantee fee on the contribution would be \$250.

When making a contribution via North Online that is in excess of the annual Contribution threshold you will be notified that the fee is to be charged.

When making a contribution by direct debit from your bank account we will provide you notification the Additional Contribution Guarantee Fee has been applied in your deposit confirmation letter.

## Additional Contribution Guarantee Fee and the Protected Balance

For contributions or rollovers where an upfront Additional Contribution Guarantee Fee has been applied, only the net contribution or rollover will be added to your Protected Balance.

# Risks applicable to investing with a North guarantee

## Risks

As with any investment, members in North are subject to a number of risks. The significant risks associated with the Guarantees are discussed below and must be read in conjunction with the other risks discussed in the PDS Part A.

### Counterparty risks

NM Super is responsible for offering the Guarantees to North members. Members are exposed to the following counterparty risks of NM Super.

### Liability management risk

NM Super has entered into an Agreement with NMFМ, which covers any liability to members of North should they arise from the Guarantee benefit being offered by NM Super.

NM Super is responsible for the liabilities arising from the Guarantees, meaning that members are exposed to the financial strengths and solvency of both NM Super and NMFМ.

NM Super is regulated by the Australian Prudential Regulation Authority and holds a Registrable Superannuation Entity (RSE) licence under the Superannuation Industry Supervision Act 1993. As an RSE licensee NM Super must meet certain operational, capital and risk management requirements to operate a superannuation business.

NMFМ holds an Australian Financial Services Licence and is regulated by the Australian Securities and Investment Commission, which requires NMFМ to meet certain financial, operational and risk management requirements.

NMFМ holds capital and employs a range of risk management techniques to manage the liabilities arising from the Guarantees, refer to 'Role of NMFМ' below for information in relation to NMFМ's risk management techniques.

There is a risk that the capital and risk management techniques employed by NMFМ will not adequately cover the liabilities arising from the Guarantees. In the event this occurs, NMFМ would be required to fund the Guarantee liabilities from other assets on its balance sheet. Further, AXA APH has provided an Undertaking to NM Super that in circumstances where NMFМ is unable to pay the guarantee liabilities, AXA APH will meet any guarantee liabilities to NM Super. A copy of AXA APH's Annual Audited Accounts is available from AXA on request by emailing us at [north@axa.com.au](mailto:north@axa.com.au).

## Role of NMFМ

NMFМ employs a range of risk management techniques to manage the liabilities arising from the Guarantees.

Dynamic hedging is the principal risk management technique currently used by NMFМ. Dynamic hedging involves managing market risks through the regular (dynamic) rebalancing of a portfolio of derivative instruments such as futures and interest rate swaps. These derivatives are exchange traded and over-the-counter instruments and are managed by NMFМ. It is important to note that this risk management technique may be supplemented, or replaced entirely, with other techniques such as (but not limited to) reinsurance, as required from time to time and depending on market conditions and portfolio volume.

These risk management techniques are not a feature of the product and any changes to these techniques do not impact on the Guarantee being offered to you by NM Super. You will not be notified if changes or alterations are made to the risk management techniques used by NM Super and NMFМ.

## Operational risk

Members are exposed to the risk that NM Super's compliance and management policies or information technology will not operate effectively, which may have an adverse impact on the value of the guarantees, your investments or your experience with the product generally. NM Super has business continuity plans, operational risk management, compliance and audit procedures and policies in place to reduce the possibility of these risks occurring.

## Removal of investment options

NM Super may, from time to time, remove certain investment options, (for example, where it has closed or has been terminated by the fund manager). Where this occurs, NM Super will seek to provide members with sufficient prior notice to give you the opportunity to select an alternate investment option. In certain circumstances we may not be able to provide sufficient notice for you to change your investment instructions before an investment option becomes unavailable. In this circumstance, we will treat this as your instruction to authorise NM Super to transfer the portion invested in the option to AXA's Wholesale Cash Management Trust, until you provide us with an alternate investment instruction. The PDS for AXA's Wholesale Cash Management Trust is available from North Online.

NM Super does not guarantee the payment of income distributions nor the performance of the investment options selected by members. Refer to 'Income distributions' on page 16 of this PDS for information on the way distributions are paid into your Account Balance.

### Termination of the Guarantee

The North Guarantee terminates immediately in respect of a North member who takes up a Guarantee if:

- The member fails to pay any fee for which it is liable to pay NM Super under the PDS Parts A, B and C, as and when they are due and payable for whatever reason
- The member fails to meet any of their obligations under the PDS Parts A, B and C (for example, fails to provide complete or adequate personal information or withdrawal requests to NM Super in respect of the Guarantee)
- The member fails to comply with the terms and conditions of the PDS Parts A, B and C (for example, switches to an Investment Strategy or option not permitted under the PDS)
- The member withdraws their Account Value if they have a Protected Investment guarantee or their Available Balance if they have a Protected Growth guarantee
- The member ceases a Guarantee in accordance with the PDS Parts A, B and C, and
- NM Super pays the whole of the Guaranteed amount to the member.

Upon termination of a Guarantee prior to the end of a member's Term, the member will be paid an amount equal to the Account Value (if you have a Protected Investment guarantee) or Available Balance (if you have a Protected Growth guarantee). This will be determined as described on page 19 under 'Ceasing your Guarantee before the end of your Term'.

### Wealth Master Trust Deed and NM Super's discretion to offer the North Guarantee

The North Guarantee is governed by the Wealth Master Trust Deed. The Trust Deed contains the rules and obligations for both NM Super and members. Under the Trust Deed NM Super has the discretion to offer a guarantee to all or part of a member's benefit and may establish rules in relation to any matter it considers appropriate including the terms and conditions set out in this PDS Part B

### Accessing the Wealth Master Trust Deed

Copies of the Wealth Master Trust Deed will be provided free of charge on request if you contact us on 1800 667 841 or email us at [north@axa.com.au](mailto:north@axa.com.au).

# Other important information

## Contributions

### Things you need to know

- Contributions, rollovers and transfers up to the Contribution threshold are guaranteed.
- Each contribution in excess of your Contribution threshold will attract a one-off, upfront Additional Contribution Guarantee Fee. The net amount will be guaranteed.

Contributions, rollovers and transfers as described in PDS Part A can be accepted into your North account. The following details only apply to accounts that have a Guarantee and must be read in conjunction with PDS Part A and information on contributions on North Online [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo).

We reserve the right not to accept additional ongoing contributions, rollovers and transfers under the Guarantee. You will be notified of any changes.

### Contributions and the Initial Investment Period

Your Initial Investment Period is the first 90 days from your Guarantee application being accepted by us. The period begins on the day that the Guarantee application is accepted by us and ceases at close of business on the 90th day thereafter.

The Initial Investment Period is designed to allow you to contribute funds into a North account with a Guarantee over a 90 day period without incurring an Additional Investment Guarantee fee and is also used to set your Contribution threshold. Balances greater than \$2 million need to be approved by AXA before they will be accepted.

### Contribution threshold

Your Initial Investment, calculated at the completion of the Initial Investment Period, is used to determine the Contribution threshold that will apply to your account. This threshold is determined by calculating:

**The total of all contributions**  
(within the Initial Investment Period before fees and charges are deducted)  
**less**  
**withdrawals**  
(within the Initial Investment Period)  
**multiplied by 15 per cent**

Contributions, rollovers and transfers received into your North Personal Superannuation plan up to the Contribution threshold are accepted. Any amount received over the Contribution threshold will incur a one-off upfront Additional Contribution Guarantee Fee. The Contribution threshold applies to the period from one Guarantee anniversary date to the next. Please see

below for further information on contributions during the Initial Investment Period.

**For a Protected Investment guarantee** – all contributions received within the Initial Investment Period and all contributions below the Contribution threshold received within the first 12 months of your Protected Investment guarantee Term will attract the initial Guarantee Fee. Any contribution received after the first 12 months and in excess of the Contribution threshold will attract an upfront Additional Investment Guarantee Fee.

**For a Protected Growth guarantee** – any contributions received after your Initial Investment Period and in excess of your Contribution threshold will attract an upfront Additional Investment Guarantee Fee.

All contributions (less any Upfront fees) received are added to the Account Value and Protected Balance on a dollar for dollar basis. This means that your Account Value and Protected Balance both reflect the net contribution amount.

There are certain circumstances where the Contribution threshold will be reduced from the initial 15 per cent. See 'Withdrawals' on this page for further information.

For further information on fees please refer to PDS Part A and pages 12 and 13 of this PDS Part B.

### Income distributions

Investment options will generally earn income distributions and may also generate capital gains. Investment earnings are paid in the form of distributions. Distributions received on accounts with a Guarantee are not treated as an additional contribution and do not increase your Protected Balance when received. Income distributions are added to your Account Value.

### Withdrawals

#### Things you need to know

- A Withdrawal threshold, calculated on each Guarantee anniversary date applies throughout the Term.
- Withdrawals in excess of the Withdrawal threshold when your Protected Balance is greater than your Account Value will lead to a greater reduction of your overall Protected Balance than the withdrawn amount.

For the purpose of the Guarantee, withdrawals are currently:

- Any funds you personally withdraw
- Rollovers out
- Family law withdrawals
- Pension payments
- Tax payments
- Adviser remuneration payments (including trail commission)

- Any payments made under conditions of early release
- Other payments such as insurance premiums or stamp duty
- Other fees the Trustee may charge you (you will be notified prior to this occurring).

Any withdrawal made from your North account is subject to superannuation law and trust deed requirements as described in PDS Part A. The following only applies to accounts that have a Guarantee and must be read in conjunction with PDS Part A and information on withdrawals on North Online [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo).

A copy of this information will be provided free of charge on request, please contact North on 1800 667 841. It should be read in conjunction with this PDS.

**Protected Investment guarantee** – Your Account Value is always adjusted by an amount equal to the amount of your withdrawal (dollar for dollar basis).

**Protected Growth guarantee** – Your Available Balance is always adjusted by an amount equal to the amount of your withdrawal (dollar for dollar basis).

At the time of the withdrawal your Account Value and Protected Balance will be adjusted in one of two ways:

- Dollar for dollar basis, which means that they both reduce exactly by the amount withdrawn
- Proportionate basis, which means that if you have a Protected Investment guarantee, the Protected Balance is reduced by the same proportion as the Account Value. If you have a Protected Growth guarantee the Protected Balance and the Account Value are reduced by the same proportion as the Available Balance. This adjustment basis will be less favourable as your Protected Balance will be reduced by more than the amount withdrawn. Refer to Case Study 3 on page 18 for a worked example.

The treatment of withdrawals on your Account Value and Protected Balance may differ depending on:

- the amount you are withdrawing
- when you make the withdrawal, and
- the value of your Protected Balance.

### Withdrawal threshold

Any withdrawal is subject to the satisfaction of superannuation law and Trust Deed requirements.

Each year you can withdraw from your account an amount up to 15 per cent of the Account Value if you have a Protected Investment guarantee, or 15 per cent of your Available Balance if you have a Protected Growth guarantee, on your most recent Guarantee anniversary date on a dollar for dollar basis.

This limit is known as your Withdrawal threshold.

The Withdrawal threshold is recalculated on each Guarantee anniversary date based on your Account Value (for a Protected Investment guarantee) or Available Balance (for a Protected Growth guarantee) on that date. All withdrawals between one Guarantee anniversary date and the next Guarantee anniversary date are added and assessed against the most recently calculated Withdrawal threshold.

### The Withdrawal threshold

What counts towards your Withdrawal threshold?

- Adviser remuneration including adviser trail commission and adviser review fees
- Withdrawals including rollovers, lump sum payments, family law withdrawals and splits, and pension payments
- Taxation payments for PAYG tax paid on pension payments and superannuation lump sum payments, and Release Authority payments made to pay tax on contributions in excess of the contributions caps.
- Any payments made under conditions of early release.
- Other payments such as insurance premiums or stamp duty.

What does not count towards your Withdrawal threshold?

- Tax payments for earnings tax, contributions tax, tax payable on contribution caps, surcharge tax and No TFN contribution tax
- Administration fee (less any adviser trail)
- Investment management fee
- Buy/sell costs
- Guarantee fee

### Withdrawals when your Account Value is greater than your Protected Balance

While your Account Value is greater than your Protected Balance any withdrawals will reduce both the Available Balance and the Protected Balance on a dollar for dollar basis.

- If you withdraw an amount greater than the Protected Balance your Protected Balance will have no value until your next Protected Balance lock-in date, when the Guarantee will lock-in the Protected Balance to the Account Value.

Refer to case study 3, Step 1 on page 18, for a worked example of dollar for dollar withdrawals.

### Withdrawals when your Account Value is less than your Protected Balance

If you make a partial withdrawal and your Account Value is less than the Protected Balance, the Protected Balance will reduce on a dollar for dollar basis up to the 15 per cent Withdrawal threshold.

Any withdrawal in excess of the applicable Withdrawal threshold will reduce the Protected Balance on a proportionate basis. If you have a Protected Growth guarantee the Account Value will also reduce on a proportionate basis.

If you make a full withdrawal from your Account Value if you have a Protected Investment guarantee or a full withdrawal from your Available Balance if you have a protected Growth guarantee, the Guarantee will cease.

Refer to case study 3 for a worked example of dollar for dollar and proportionate withdrawals.

### Case study 3

#### Withdrawing funds from a Protected Growth guarantee

Bob takes out a North Personal Pension with a 10 year Term. After five years, the account has the following balances:

Account Value	\$80,000
Protected Balance	\$180,000
Available Balance	\$130,000

In the sixth year (Bob's account has been operating for a full five years and several months), Bob needs to withdraw \$60,000 for some unforeseen expenses. Bob's financial adviser tells him that his Withdrawal threshold is \$19,500. The first \$19,500 withdrawn will therefore reduce his Account Value and Protected Balance on a dollar for dollar basis, and the remaining withdrawal amount (\$40,500) would affect his Protected Balance and Account Value on a proportionate basis.

The calculation his financial adviser made was:

#### Step 1 Dollar for dollar basis

$\$130,000^* \times 15\% = \$19,500$  Withdrawal threshold.

Account Value	$\$80,000 - \$19,500 =$	\$60,500
Protected Balance	$\$180,000 - \$19,500 =$	\$160,500
Available Balance	$\$130,000 - \$19,500 =$	\$110,500

#### Step 2 Proportionate basis

The withdrawal amount in excess of the 15 per cent threshold is \$40,500 ( $\$60,000 - \$19,500$ )

\$40,500 is 36.65 per cent reduction of the new Available Balance ( $\$40,500 \div \$110,500 = 0.3665$ )

The Available Balance is reduced dollar for dollar

The Account Value and Protected Balance are reduced proportionately by 36.65 per cent

Account Value	$(\$60,500 - [\$60,500 \times 0.3665]) =$	\$38,327
Protected Balance	$(\$160,500 - [\$160,500 \times 0.3665]) =$	\$101,677
Available Balance	$(\$110,500 - \$40,500) =$	\$70,000

Each balance is affected differently as summarised below:

	Available Balance	Account Value	Protected Balance
<b>Starting balance</b>	\$130,000	\$80,000	\$180,000
<b>End balance</b>	\$70,000	\$38,327	\$101,677
<b>Reduction</b>	\$60,000	\$41,673	\$78,323

Even though Bob has withdrawn \$60,000, his Account Value only reduces by \$41,673. In this case a partial payment of the Guarantee has been made.

\* At Bob's last Guarantee anniversary date his Available Balance was \$130,000. Note: the figures used are hypothetical and are for illustrative purposes only. They should not be regarded as a forecast of how your investment may perform.

#### Withdrawing funds from a Protected Investment guarantee

Bob has the following balances:

Account Value	\$80,000
Protected Balance	\$100,000

Bob needs to withdraw \$20,000 to fund an unforeseen expense. Bob's financial adviser tells him that his Withdrawal threshold is \$12,000. The first \$12,000 will therefore reduce the Protected Balance on a dollar for dollar basis and the remaining \$8,000 on a proportionate basis.

#### Step 1 Dollar for dollar basis

$\$80,000 \times 15\% = \$12,000$  Withdrawal threshold.

Account Value	$\$80,000 - \$12,000 =$	\$68,000
Protected Balance	$\$100,000 - \$12,000 =$	\$88,000

#### Step 2 Proportionate basis

The withdrawal amount in excess of the 15 per cent threshold is \$8,000 ( $\$20,000 - \$12,000$ )

\$8,000 is an 11.76 per cent reduction of the new Account Value ( $\$8,000 \div \$68,000 = 0.1176$ ). The Account Value is reduced dollar for dollar. The Protected Balance is reduced proportionally by 11.76 per cent.

Account Value	$\$68,000 - \$8,000 =$	\$60,000
Protected Balance	$\$88,000 - (\$88,000 \times 0.1176) =$	\$77,651

Each balance is affected differently as summarised below:

	Account Value	Protected Balance
Starting balance	\$80,000	\$100,000
End balance	\$60,000	\$77,651
Reduction	\$20,000	\$22,349

Note: The figures used are hypothetical and are for illustrative purposes only. They should not be regarded as a forecast of how your investment may perform.

### Withdrawals and the Initial Investment Period

The Initial Investment Period is the first 90 days from the day the Guarantee application is accepted by us. The Withdrawal threshold during this period is calculated on the cumulative contributions received within the Initial Investment Period. During the Initial Investment Period you are able to make withdrawals. Any withdrawal within the Initial Investment Period and up to the cumulative 15 per cent Withdrawal threshold, when the Account Value is less than the Protected Balance, will reduce the Protected Balance on a dollar for dollar basis.

The Protected Balance is reduced dollar for dollar when the Account Value is greater than the Protected Balance.

The Protected Balance is reduced proportionately if the Account Value is less than the Protected Balance and cumulative withdrawals exceed the cumulative 15 per cent Withdrawal threshold.

The calculation of the Withdrawal threshold at the completion of the Initial Investment Period for the following nine months is:

**Total of all contributions (less Upfront fees) within the 90 day Initial Investment Period x 15%.**

**Any withdrawals made during the Initial Investment Period will count towards the Withdrawal threshold for the remaining nine months.**

### Case study 4

#### Your Withdrawal threshold during the Initial Investment Period

Day 1	Day 5	Day 25	Day 37	Day 45	Day 62	Day 68	End of 90 days
<b>Start plan</b>	<b>Contribution</b>	<b>Rollover in</b>	<b>Withdrawal</b>	<b>Rollover in</b>	<b>Withdrawal</b>	<b>Adviser Remuneration</b>	<b>Account Value and Protected Balance (based on 0% market performance)<sup>1</sup></b>
\$0	\$100,000	\$50,000	\$10,000	\$60,000	\$2,000	\$1,000	\$197,000
Cumulative contributions <sup>2</sup>	\$100,000	\$150,000	\$150,000	\$210,000	\$210,000	\$210,000	\$210,000
Withdrawal threshold (15% of cumulative contributions)	\$15,000	\$22,500	\$22,500	\$31,500	\$31,500	\$31,500	\$31,500
Remaining withdrawals on a dollar for dollar basis	\$15,000	\$22,500	\$12,500	\$21,500	\$19,500	\$18,500	\$18,500

1 Any positive market performances would result in the Account Value being higher than the Protected Balance by the amount of this increase.

2 Net of Upfront fees.

### Withdrawals throughout the year

If the Account Value is greater than the Protected Balance and you make a withdrawal it will be applied on a dollar for dollar basis. Subsequently, if (prior to the next Guarantee anniversary date) the Account Value becomes less than the Protected Balance, then the funds already withdrawn will be taken into account when calculating whether the 15 per cent Withdrawal threshold has been reached. This means that if the withdrawals totalled more than the Withdrawal threshold, then any further withdrawal prior to the next Guarantee anniversary date will be applied on a proportionate basis, if the Account Value remains less than the Protected Balance.

Refer to case study 5 overleaf for a worked example.

### Case study 5

#### Withdrawing funds when the Account Value and Protected Balance 'swap places' during the Guarantee anniversary period

Mary has a North Pension account. At her Guarantee anniversary date in June 2009 her Account Value, Protected Balance and Available Balance all total \$90,000, therefore her Withdrawal threshold for the next 12 months is \$13,500 ( $\$90,000 \times 15\%$ ). By September 2009 her Account Value has risen to \$100,000, therefore her Available Balance is also \$100,000 at this time. Later that month Mary withdraws \$20,000. This amount is more than the 15 per cent Withdrawal threshold. Due to the fact that her Account Value is higher than her Protected Balance, the withdrawal reduces all balances on a dollar for dollar basis. Mary's financial adviser makes her aware that should her Account Value

fall below her Protected Balance before her next anniversary date in June 2010, any withdrawals would subsequently reduce her Account Value and her Protected Balance on a proportionate basis. In February 2010 Mary needs to withdraw another \$10,000. By this time her Account Value of \$60,000 has fallen below her Protected Balance of \$70,000 due to negative market performance, and because her original withdrawal of \$20,000 is greater than her Withdrawal threshold of \$13,500, her current withdrawal reduces the Account Value and Protected Balance on a proportionate basis. This is reflected in the table below.

	Withdrawals	Account Value	Available Balance	Protected Balance
Guarantee anniversary date June 2009 (Year 5 of 10 year plan)		\$90,000	\$90,000	\$90,000
September 2009		\$100,000	\$100,000	\$90,000
September 2009	\$20,000 dollar for dollar basis	\$80,000	\$80,000	\$70,000
February 2010		\$60,000	\$65,000	\$70,000
March 2010	\$10,000 Proportionate basis (15.4% of Available Balance)	\$50,760	\$55,000	\$59,220

Note: the figures used are hypothetical and are for illustrative purposes only. They should not be regarded as a forecast of how your investment may perform.

### Family law withdrawals

Any family law payments and splits that must be made will be treated as a withdrawal.

### Withdrawals and the Contribution threshold

Withdrawals in excess of the Withdrawal threshold reduce the Contribution threshold in the same proportion as:

- the reduction in Account Value if you have a Protected Investment guarantee, or
- the reduction in Available Balance if you have a Protected Growth guarantee.

#### For example

You have a Protected Growth guarantee with an Available Balance of \$100,000 and a Contribution threshold of \$15,000. You have already reached the withdrawal threshold for the year and decide to withdraw an additional \$10,000. The \$15,000 Contribution threshold will reduce by the same proportion as the reduction in the Available Balance, (ie  $\$10,000 \div \$100,000 = 10\%$ ). Your new Contribution threshold will be  $\$15,000 - (\$15,000 \times 10\%) = \$13,500$  pa.

## Investment instructions

### Things you need to know

- Your selected investment profile cannot exceed the asset allocation threshold for your chosen Investment Strategy.
- Investment options will be sold proportionally to your Account Value.
- You can switch between investment options up to six times per year.

You must nominate your investment instructions on your application. Your investment instructions allow us to manage your cash account by investing contributions into your selected investment options and selling units for transactions that require funds, such as fees or withdrawals.

If you do not provide investment instructions, your funds will remain invested in the North cash account until you provide us with investment instructions.

Your investment instructions for purchases must specify percentages to allow units to be purchased across your selected investment option(s) and must be permitted by your Investment Strategy limits.

You can only have a proportionate sell instruction. Please refer to PDS Part A for further information.

When making an ad-hoc contribution or rollover using direct debit and B<sub>PAY</sub> facilities on North Online you may nominate a unique investment option allocation that will apply only for that investment. This is an ad-hoc investment instruction that will only apply to the transaction nominated. This instruction must specify the percentage of the ad-hoc contribution going into each investment option.

Any ad-hoc investment instruction selected will not be permitted if your Investment Strategy limits would be exceeded by the transaction.

If you do not provide an ad-hoc investment instruction we will use your existing investment instructions to complete a transaction. You are able to alter your investment instructions at any time via the web provided your selected investment options remain within the limits set by your Investment Strategy.

For more information on investment instructions please refer to PDS Part A.

## Automatic rebalancing

### Things you need to know

- Your account will be rebalanced annually on your Guarantee anniversary date if asset allocation limits in your Investment Strategy have been exceeded.

Automatic rebalancing will be performed annually on the Guarantee anniversary date. You can elect to have additional rebalancing occur quarterly or half yearly on a selected date. Rebalancing does not count towards your switch limit.

Automatic rebalancing ensures that asset allocation limits in your chosen Investment Strategy are maintained. You must nominate a rebalance profile upon application. The rebalancing

will occur if any of your Investment Strategy limits are exceeded by at least \$1,000. The rebalance will ensure that your asset class allocations are returned to the nominated rebalancing profile. Any pending transaction in relation to your account at the time a rebalance is due to occur will delay the process until the transaction has been completed.

## Ceasing your Guarantee before the end of the Term

### Things you need to know

- You can cease your Guarantee at any time and remain a member of North.
- For the Protected Growth guarantee – you may receive a portion of the Protected Balance into your cash account.
- You can not apply for a Guarantee if you have ceased a Guarantee in the previous 90 days.

You may elect to cease your Guarantee at any time. If you do you can:

- remain invested in North without a Guarantee, or
- make a full withdrawal from North.

When you cease your Guarantee or make a full withdrawal from your account, the total amount you are entitled to receive from North is equal to your Account Value or if you have a Protected Growth guarantee, your Available Balance.

All Guarantee charges will cease on the date we receive notification that you wish to cease your Guarantee. The Protected Balance is determined on this date.

It may take us up to 30 days to calculate your final Account Value (and if applicable Available Balance) as it will include any distributions receivable from investment options, which can take up to 30 days to be received in your North account.

If you elect to cease the Guarantee and remain invested in North:

- The Guarantee fee will no longer be charged.
- You will have access to the entire North investment option menu.
- You will no longer have a Protected Balance or if applicable an Available Balance.
- The asset allocation, contribution, withdrawal or switching restrictions applicable to the Guarantee will no longer apply.

Plus, if you have a Protected Growth guarantee, we establish your Account Value and Protected Balance at the time you cease the Guarantee. Any distributions owing to the date you cease your Guarantee are added to this Account Value. Once these amounts have been paid into your account an amount equal to the Available Balance less your Account Value will be paid into your cash account.

You cannot apply for a Guarantee if you have ceased a Guarantee in the previous 90 days. This restriction does not apply if the Guarantee ceases because you have reached the end of your Term. We reserve the right to waive or extend this 90 day period at any time.

We reserve the right to terminate a Guarantee where a Guarantee is applied to a new account funded in whole or part by a transfer from a previous North account to which a Guarantee had applied in the previous 90 days.

## Other important information

### Payments made upon death

Upon receipt of a certified death certificate the Guarantee will cease as at the date of death. Any investment options will be sold and the proceeds will be placed in the cash account. If you have a Protected Growth guarantee and the Available Balance is greater than the Account Value, an amount equal to the difference will also be added to the cash account. These funds will be available for distribution by the Trustee to dependants or the legal personal representative. If you are a member of the North Personal Pension plan and have nominated a reversionary pensioner, your North Personal Pension plan, and the Guarantee may continue with your nominated reversionary pensioner in accordance with your current pension arrangements. Any amounts withdrawn from your account by the Trustee will be treated as a withdrawal.

### Payments made under conditions of early release

Any payments made under conditions of early release will be treated as a withdrawal. Early release payments include payments made as a result of:

- permanent incapacity
- financial hardship
- compassionate grounds
- terminal illness
- any other condition of early release specified by superannuation law.

## Guarantee taxation information

### Things you need to know

- Most tax payments made will reduce your Account Value and Protected Balance on a dollar for dollar basis.
- Most tax payments do not count towards your 15 per cent Withdrawal threshold.

The taxation information provided in this PDS must be read in conjunction with the taxation information found on North Online [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo). A copy of this information will be provided free of charge on request; please contact North at [north@axa.com.au](mailto:north@axa.com.au) or on 1800 667 841. If you select a Guarantee the following details will also apply in relation to taxation on your account.

### Tax payments

An amount of tax will be deducted quarterly from your account and paid quarterly to the ATO. The amount of tax deducted will be determined with reference to contributions tax, assessable investment income, realised capital gains and deductible fees received in your account.

Any tax payments will reduce the Account Value and the Protected Balance on a dollar-for-dollar basis and will not be included in the 15 per cent Withdrawal threshold with the exception of:

- PAYG tax on pension payments, and
- Release Authority payments made to pay tax on contributions in excess of the contributions caps.

Upon withdrawal from your account a provision for realised capital gains tax will be made and the Account Value and the Protected Balance will be reduced by this amount.

### Tax refunds

Any tax refunds paid to your account will not increase the Protected Balance. They will be added to your Account Value and may increase the Protected Balance on the following lock-in date if your Account Value is then greater than your Protected Balance and lock-in occurs. Any tax refunds paid into your account are not included in your Contribution threshold.

Tax refunds will only be reimbursed if you remain a North Personal Superannuation plan member at the time of distribution.

### Taxation and the Guarantees

A tax deduction cannot be claimed on the Guarantee fee. Your North Guarantee is an asset for capital gains tax (CGT) purposes. A disposal of this asset may arise when one or more of the following occurs:

- you receive a payment under the Guarantee
- your Guarantee lapses, or
- you withdraw some or all of your Account Value.

A disposal of this asset may cause a capital gain or loss to arise.

Any payments that you receive in relation to the Guarantee are considered to be sales proceeds in relation to your asset.

Guarantee fees that you have paid represent the cost base of your asset. A capital gain may arise if the Guarantee payments received exceed the Guarantee fees you have paid. Conversely, a capital loss may arise if the Guarantee fees you have paid exceed Guarantee payments you have received.

Some members may be entitled to a CGT discount.

Investment earnings and capital gains are exempt from tax within the North Personal Pension.

Please see your financial adviser for further information.

## Section 2

# Protected Retirement guarantee

Within section 2 the term 'Guarantee' refers to the Protected Retirement guarantee.

### Guarantee features at a glance

Early Termination of a guarantee	You will always have access to your Account Value, subject to superannuation law.
Guaranteed Joint Life	A spouse (and legal dependant) under superannuation law that can continue to receive the Income Benefit upon the members death.
How will the benefit be paid upon death?	With the exception of a reversionary nomination in pension, if a Guaranteed Joint Life has not been selected, any death benefit payments will be treated in the same manner as early termination, subject to Trust Deed requirements and superannuation law.
Initial Investment Period	The Initial Investment Period is the first 90 days from the time the Guarantee is accepted by AXA.
Investment Strategies	Four strategies are available each limiting your exposure to equity and property.
Maximum contribution or rollover	Balances over \$2 million need to be pre-approved.
Minimum application age	50 years. Also applies to your spouse if the Guaranteed Joint Life is selected. To commence a pension you must have reached preservation age and your spouse must be at least 55 years of age if a Guaranteed Joint Life is selected.
Ongoing contributions	Allowed for superannuation (subject to certain conditions). Not applicable for pensions.
Protected Retirement guarantee	Guarantees a pension payment of between 4% and 5% of your Income Base, per annum for the duration of your life.
Withdrawals	Allowed, may affect the value of the Guarantee. Withdrawals are defined on page 35.

Through North, we give members who are planning for retirement or have already retired, the ability to invest their retirement savings in investments without the downside risk that ordinarily accompanies these investments.

The Protected Retirement guarantee allows members to remain fully invested in their nominated investment selection while still providing the peace of mind of a guaranteed income for life. Existing North members who do not have a Guarantee but who wish to select one, may only invest in the investment options that are available with a Guarantee, as indicated in the North Investment Options PDS Part C.

North Protected Retirement guarantee provides members who have entered the pension phase, a guaranteed lifetime income. The guaranteed amount is known as the Income Benefit. You are guaranteed to receive at least your Income Benefit every year for the duration of your life.

The North Protected Retirement guarantee provides flexibility, meaning you can:

- make additional contributions or rollovers (during superannuation phase)
- make withdrawals
- select from over 40 investment options, and
- subject to superannuation law, at any time cease the Guarantee and take your Account Value or remain invested in your account.

### Protected Retirement guarantee

#### Things you need to know

- The lower of your age, or the age of your Guaranteed Joint Life, at retirement determines the income percentage you will receive for your life.
- Once you commence a pension, you cannot revert to super with a Protected Retirement guarantee.

Each account with a Protected Retirement guarantee will have an Income Base. The Income Base is described in the diagram on the following page. A set percentage of the Income Base is guaranteed to be paid to you (or your Guaranteed Joint Life) for the duration of your life (or your spouse's life if a Guaranteed Joint Life is selected). This percentage is known as your Income Benefit.

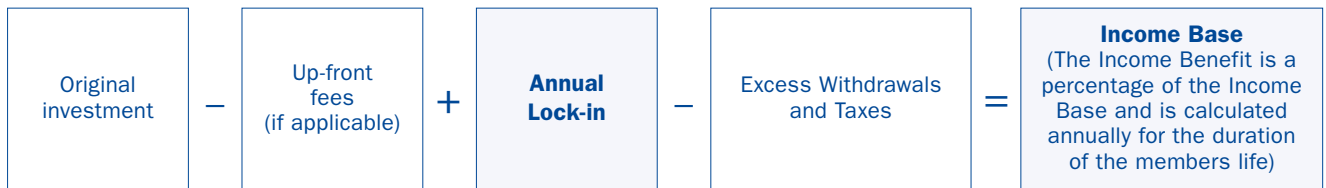
Your Income Benefit, is guaranteed for life even if you run out of your own funds while in pension.

See page 28 for more information on the Income Benefit and page 34 for information on an eligible Guaranteed Joint Life.

The Protected Retirement guarantee is available in superannuation (subject to the minimum entry age, see page 34) and in pension, and you can transition from superannuation to pension only.

Please note that once a Protected Retirement guarantee is in pension phase, the account cannot be reverted to superannuation without ceasing the Guarantee. If you do this you will lose any benefit associated with the Protected Retirement guarantee. See page 37 for further information on ceasing the Guarantee.

## Income Base



Your Income Base will lock in annually as described on page 28. In retirement, should your Account Value reach zero the Income Benefit continues to be paid for the duration of your life, or your Guaranteed Joint Life’s life. See page 28 for information on Income Benefits and page 34 for information on Guaranteed Joint Life.

## Investment Strategies

Investment Strategy	Available with Protected Retirement guarantee
Investment Strategy 35	✓
Investment Strategy 50	✓
Investment Strategy 70	✓
Investment Strategy 85	✓

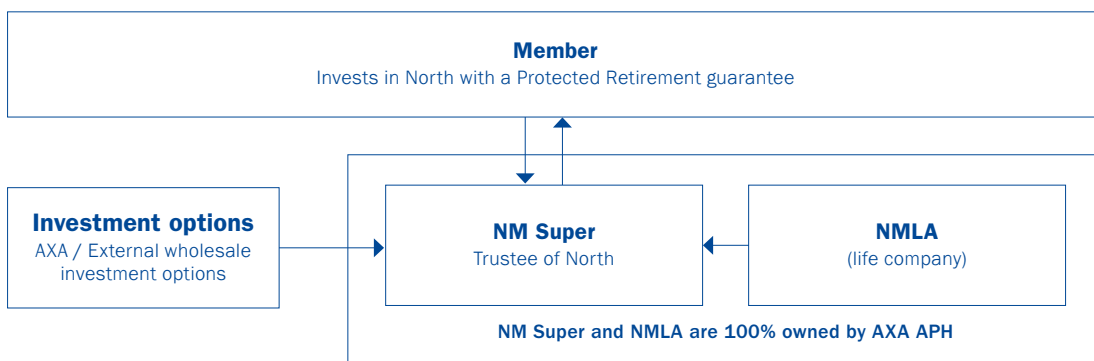
## Who provides the Guarantee?

The Protected Retirement guarantee is provided by NM Super through the issue of a life insurance policy by NMLA to NM Super, under which NMLA agrees, subject to certain terms and conditions, to pay some or all of your Income Benefit where your funds are not sufficient to meet your Income Benefit. The amount of the Income Benefit payable to NM Super by NMLA will depend on your Account Value. No payment will be made under the life insurance policy by NMLA where there are sufficient funds in your account to meet the required Income Benefit payment.

NM Super’s liability to make Income Benefit payments where your funds are not sufficient to meet the Income Benefit is limited to the proceeds it receives from NMLA under the life insurance policy.

NM Super and NMLA are wholly owned by AXA APH.

## Product structure



Under the life insurance policy, NMLA has the right to vary the terms and conditions including where required by law.

## For further information

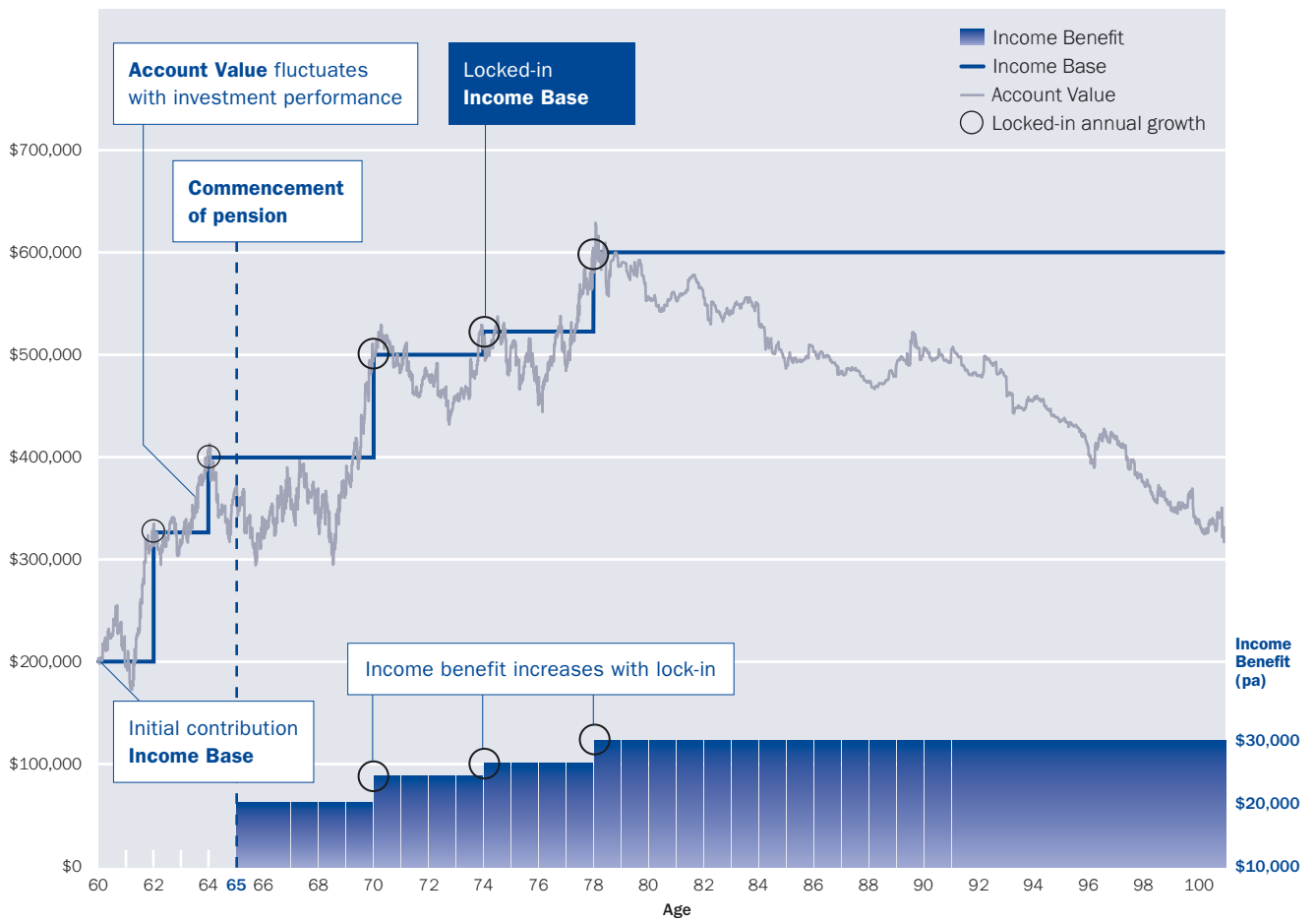
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Protected Retirement guarantee	26
Income Base	28
Income Benefit	28
Investment Strategies	29
Guaranteed Joint Life	34
Ongoing contributions	34
Excess Withdrawals	35
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Maximum contribution or rollover	35
Early termination of a guarantee	37
How will the benefit be paid upon death?	Please see PDS Part A for further information on nominating beneficiaries and death benefits.

## Key Terms

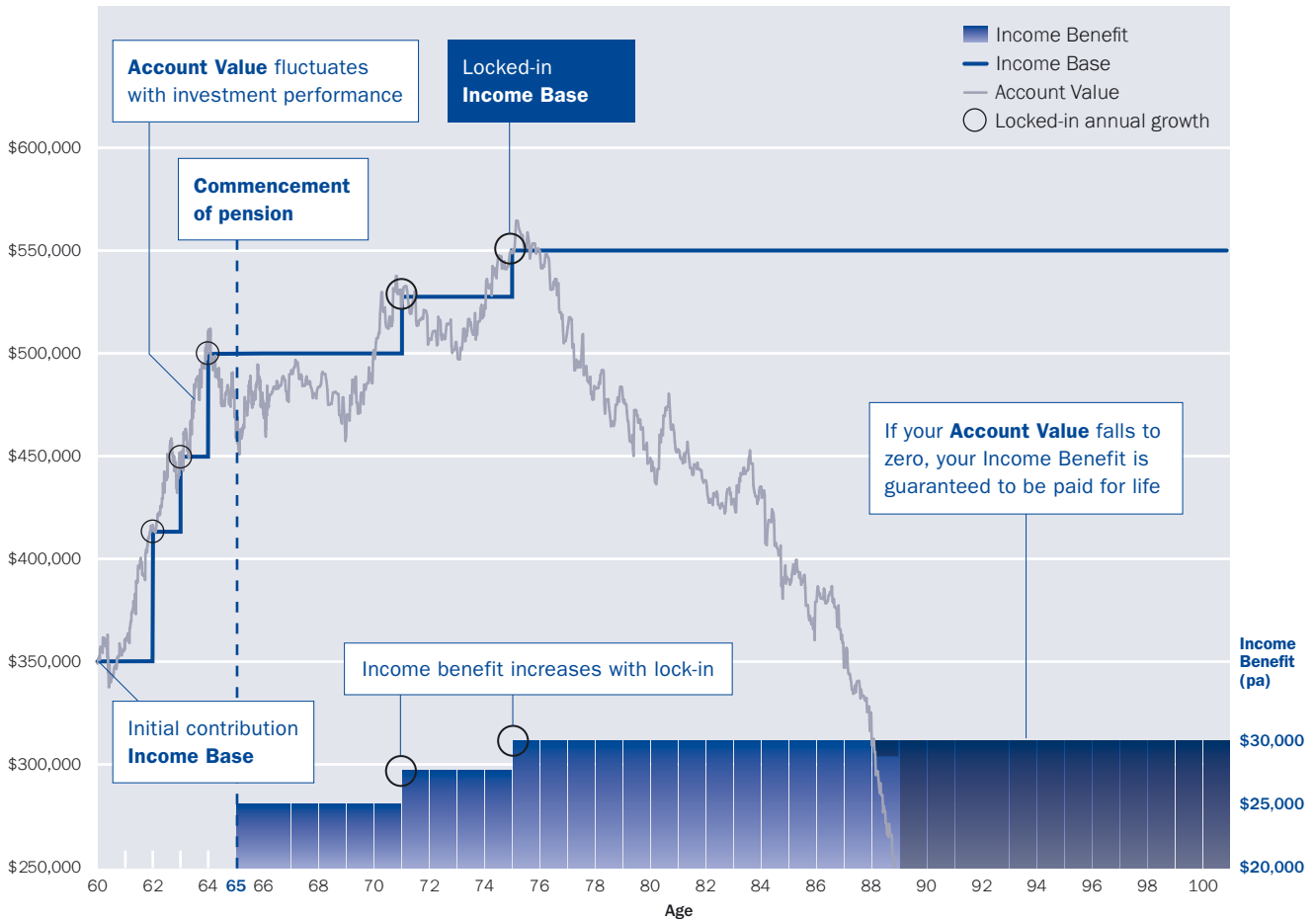
Key guarantee terms	Definition
Account Value	The value of your underlying investment (including the cash account).
Contribution threshold (Superannuation only)	Initially set as 15% per annum of your Initial Investment, this is the amount that can be contributed to your superannuation account without incurring an Additional Contribution Guarantee fee. Any amount contributed to your superannuation account above the Contribution threshold will incur an Additional Contribution Guarantee fee.
Excess Withdrawals	Certain withdrawals are treated as Excess Withdrawals. Excess Withdrawals will decrease your Income Base and also your Income Benefit.
Guarantee	A Protected Retirement guarantee.
Guarantee anniversary date	Each anniversary from the date the Guarantee commences. The date we review your Income Base and lock in any growth in your Account Value as a result of positive investment performance in the preceding year, provided your Account Value is greater than your current Income Base.
Guaranteed Joint Life	A spouse as defined under superannuation law as a legal dependant, nominated at the commencement of the Protected Retirement guarantee to receive the Income Benefit upon death of the member.
Income Base	The Income Base is the amount used to calculate your Income Benefit. It is the sum of any contributions (less any Upfront fees, withdrawals above the Income Benefit, adviser remuneration above 0.5% per annum or taxes) made into your North account increased for any lock-in made as a result of positive investment performance.
Income Benefit	The percentage of your Income Base guaranteed to be paid to you under the terms of the Guarantee, for the duration of your life.
Initial Investment Period and Initial Investment	The Initial Investment Period is the first 90 days from the time the Guarantee is accepted by NM Super. The Initial Investment is all contributions, rollovers and transfers (less Upfront fees and withdrawals) received in this period.
Investment Strategies	Investment Strategies place caps on exposure to certain asset classes. The total asset allocation of all chosen investment options must not exceed these caps.
Protected Retirement guarantee	Guarantees to pay, for the duration of your life, a set percentage of your Income Base.
Upfront fees	Any Contribution fee paid to your financial adviser or the Additional Contribution Guarantee fee. Your Income Base is set after Upfront fees have been deducted.

# Protected Retirement guarantee features

When you become a member of North you can elect to have the Protected Retirement guarantee as a feature of your account. The following illustrates how the Protected Retirement guarantee works when your Account Value is not exhausted.



The following illustrates how the Protected Retirement guarantee works when your Account Value is exhausted and guarantee payments are paid from NMLA.



You must select from one of four Investment Strategies if you have a Protected Retirement guarantee.

### Things you need to know

The Income Base will decrease when taxes, certain adviser remuneration and withdrawals are paid from your North superannuation account or excess withdrawals are made from your North pension account.

The Income Base will not decrease when adviser remuneration (up to 0.5%) and withdrawals (up to the annual Income Benefit) are paid from your North pension account.

### Income Base

The Income Base is the sum of all contributions and rollovers received (less any Upfront fees, taxes, or other Excess Withdrawals) prior to the commencement of your pension. When you commence a North pension account, the Protected Retirement guarantee guarantees to pay for the rest of your life a set percentage of your Income Base.

Each year in both superannuation and pension phase we will lock in any growth as a result of positive investment performance on your Account Value, provided your Account Value is greater than your Income Base on your Guarantee anniversary date.

Your Income Base will not decrease as a result of:

- negative market performance on your investments
- administration fees associated with your North account
- adviser remuneration (up to 0.5% pa)
- pension payments in North pension up to the maximum of either the annual Income Benefit or the legislated pension minimum
- investment management fees
- guarantee fees
- buy/sell costs.

Your Income Base will decrease as a result of Excess Withdrawals.

At any stage you are able to cease the Protected Retirement guarantee and:

- remain in North without a Guarantee
- fully withdraw your funds (subject to superannuation law)

You cannot change Investment Strategy during the Guarantee. You can switch investment options within your chosen Investment Strategy.

For further information on ceasing your Guarantee please see page 37.

### Income Benefit

The Income Benefit is a percentage of the Income Base and:

- is set at the commencement of a Protected Retirement guarantee pension
- is calculated annually on your Guarantee anniversary date
- for as long as you continue to hold the Protected Retirement guarantee, is paid for the duration of your life (and if applicable that of your Guaranteed Joint Life).

The Income Benefit depends on your age (and if applicable your Guaranteed Joint Life's age) at the time of conversion from superannuation to pension. The percentage is set for the duration of your (and if applicable your Guaranteed Joint Life's) life.

Should at any stage the current legislative minimum pension payment be greater than your Income Benefit, the legislative minimum pension payment will be made without impacting the Income Base. Refer to [www.ato.gov.au](http://www.ato.gov.au) for current legislative minimum pension amounts.

The Income Benefit is calculated with the following table.

Age of youngest life <sup>1</sup>	Income Benefit <sup>2</sup>
up to and including age 60	4.0%
61	4.2%
62	4.4%
63	4.6%
64	4.8%
65 or greater	5.0%

1 Whichever is the younger of the member or the nominated Guaranteed Joint Life at the commencement of the pension.

2 The Income Benefit will always be the greater of the percentage listed in the table above or the current legislative minimum pension payment.

We will review any changes to the legislative minimum payments and reserve the right to change the terms and conditions of the Protected Retirement guarantee.

All Income Benefit payments reduce the Account Value dollar for dollar until the Account Value is zero.

# Investment Strategies

## Your choice of Investment Strategies

### Things you need to know

- Under a Guarantee you must select from one of four Investment Strategies.
- Within each of the Investment Strategies you can select from any of the investment options available with a Guarantee from the investment menu.
- If you do not select any investment options, in addition to an Investment Strategy, your investment will remain in the cash account.

For information on the investment options available please refer to PDS Part C.

Each Investment Strategy allows an overall asset allocation up to the limits reflected in the table below.

You can switch between investment options within your nominated Investment Strategy up to 6 times per year.

All switches and investment instructions must remain within the asset allocation restrictions for the chosen Investment Strategy.

Switching between Investment Strategies is not permitted.

If you elect to cease a Guarantee and continue to remain a member of North, any asset allocation restriction will be removed and you will automatically have access to the entire North investment menu.

## Investment option closures

If an investment option you have selected must be closed or made unavailable under the Guarantee we will notify you as soon as practicable. Unless you have provided instructions for the balance to be placed elsewhere, any balance of your account in the option will be transferred to AXA's Wholesale Cash Management Trust. You can make a switch out of this investment option at any time. For more information on the closing of investment options please refer to PDS Part A.

When you are considering altering your investments please refer to the most recent PDS Part C and the most recent PDS for the investment options you are considering. These documents are available from your financial adviser or by logging into North Online ([north.axa.com.au](http://north.axa.com.au)).

## Maximum asset allocations per strategy for a Guarantee

Investment Strategy	Australian Equity	International Equity	Property	Fixed Interest <sup>1</sup>	Cash
Investment Strategy 35	15%	15%	5%	100%	100%
Investment Strategy 50	23%	20%	7%	100%	100%
Investment Strategy 70	33%	30%	7%	100%	100%
Investment Strategy 85	40%	38%	7%	100%	100%

<sup>1</sup> Fixed interest includes Australian fixed interest and international fixed interest.

AXA reserves the right to review the Investment Strategy limits annually. You will be notified of any changes in advance.

# Guarantee fees

Type of fee or cost	Amount	How and when paid
Guarantee Fee	1.20% to 2.15% pa depending on the Investment Strategy selected. If a Guaranteed Joint Life is selected the Guarantee fee will be increased by 0.50% pa.	Calculated monthly on the opening Account Value on the day the fee is applied and deducted monthly from your Account Value. No Guarantee Fee is deducted if your Account Value has run out.
Additional Contribution Guarantee fee (Superannuation only)	Up to 7% of each additional contribution made above the annual contribution threshold.	This fee is deducted from your additional contribution at the time the contribution is made. Calculated at the time of the additional contribution depending on the Investment Strategy and the number of years that have elapsed since the start of the Guarantee.

## Guarantee Fee

The Guarantee fee is calculated on your Account Value. The Guarantee Fee you pay depends on the Investment Strategy you have selected. If you cease the Protected Retirement guarantee or make a full withdrawal prior to completion of a month a pro-rata Guarantee Fee will be applied for the period between your last monthly Guarantee Fee payment and the date the Guarantee ends.

We reserve the right to alter the Guarantee Fee that applies to your account. You will be informed of any change to the Guarantee Fee at least 30 days before it occurs.

### Guarantee Fee Table

Investment Strategy 35	Investment Strategy 50	Investment Strategy 70	Investment Strategy 85
1.20% pa	1.35% pa	1.55% pa	2.15% pa

0.50% per annum will be added to the Guarantee Fee if a Guaranteed Joint Life is selected.

No Guarantee Fee is deducted if your Account Value is zero.

## Guarantee Fee and the Income Base

The Guarantee Fee will not reduce your Income Base. This fee is deducted from your Account Value.

## Example of annual fees and costs

This table gives an example of how the Guarantee fees and costs in the North Personal Superannuation product with a Protected Retirement guarantee can affect your superannuation investment over a one year period. You should use this table to compare this product with other superannuation products.

### Balance of \$50,000 with total contributions of \$5,000 during year

Contribution fees <sup>1</sup>	0 - 4.10%	For every contribution of \$5,000 you will be charged between \$0 and \$205
<b>Plus</b> Management Costs	1.91% <sup>2</sup> pa	<b>And</b> on a balance of \$50,000 you will be charged \$955 each year
<b>Plus</b> Guarantee fee	1.55% <sup>3</sup> pa	<b>Plus</b> on a balance of \$50,000 you will be charged \$775
<b>Equals</b> Cost of fund		If you put in \$5,000 during a year and your balance was \$50,000, you would be charged fees between \$1,730 and \$1,935. <sup>4</sup> What it costs you will depend on your total Account Value, the underlying investments you choose and the fees you negotiate with your financial adviser. The costs will also depend upon the Investment Strategy selected.

1 Does not include an Additional Contribution Guarantee fee.

2 Based on the maximum administration fee for a balance of \$50,000 (1.46 per cent pa) where full trail commission applies and the investment cost of the North Multi-manager Index Balanced option (0.45 per cent pa). Refer to PDS Part A for information on the administration fee.

3 Based on a Protected Retirement guarantee and Investment Strategy 70.

4 Additional fees may apply, see PDS Part A. If you agree to the adviser review fee, it will apply as outlined in PDS Part A.

### Additional Contribution Guarantee Fee

The Additional Contribution Guarantee Fee is only applicable if you have selected a Protected Retirement guarantee and then contribute or rollover amounts in excess of the annual Contribution threshold into your North superannuation account.

An upfront Additional Contribution Guarantee Fee of up to 7 per cent is applicable on all contributions and rollovers above the annual Contribution threshold. The percentage rate which is applied will differ depending on the Investment Strategy you have chosen. The net investment amount will be applied to your Account Value and your Income Base.

The Additional Contribution Guarantee Fee applicable to your account may change from time to time. The current Additional Contribution Guarantee Fee that will apply can be found on North Online, [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo). We recommend that you refer to this table whenever you are making a contribution that will be in excess of the Contribution threshold to ensure that you are aware of the applicable Additional Contribution Guarantee Fee for that contribution.

We reserve the right to alter the Additional Contribution Guarantee Fee that applies to your North superannuation account up to the maximum allowable under the Fund's Trust Deed. Refer to PDS Part A for information on maximum fees and increases or alterations in charges.

You will be informed of any increase to the Additional Contribution Guarantee Fee above the 7 per cent limit detailed above at least 30 days before it occurs.

#### For example

If your annual Contribution threshold amount is \$10,000 and you decide to contribute \$20,000 in a given year, the Additional Contribution Guarantee Fee would be applicable to the \$10,000 that is above the threshold. If the Additional Contribution Guarantee Fee is 2.5 per cent at the time of your contribution, the upfront Additional Contribution Guarantee fee on the contribution would be \$250.

When making a contribution via North Online that is in excess of the annual Contribution threshold you will be notified that the fee is to be charged.

When making a contribution by direct debit from your bank account we will provide you notification the Additional Contribution Guarantee Fee has been applied in your deposit confirmation letter.

### Additional Contribution Guarantee Fee and the Income Base

For contributions or rollovers into your North superannuation account where an upfront Additional Contribution Guarantee Fee has been applied, only the net contribution or rollover will be added to your Income Base.

### Adviser Remuneration

#### Things you need to know

- Adviser remuneration is described in PDS Part A.
- Adviser remuneration up to 0.50% per annum will not decrease the Income Base.
- One-off adviser remuneration payments in excess of 0.50% per annum will be treated as an Excess Withdrawal.

Adviser remuneration up to the limits described in PDS Part A can be paid from your account. If a Protected Retirement guarantee is selected and adviser remuneration exceeds 0.50% per annum it will decrease your Income Base while you remain in superannuation phase. In pension phase adviser remuneration is capped at 0.50% per annum.

One-off payments for adviser remuneration agreed between you and your financial adviser that exceed 0.50% per annum are allowed but will be treated as an Excess Withdrawal. See page 35 for details around how Excess Withdrawals will affect your account.

See PDS part A for full information on adviser remuneration.

# Risks applicable to investing with a North Protected Retirement guarantee

## Risks

As with any investment, members in North are subject to a number of risks. The significant risks associated with the Protected Retirement guarantee are discussed below and must be read in conjunction with the other risks discussed in the North PDS Part A.

### Counterparty risks

NM Super has purchased a life policy from NMLA under which NM Super offers the Protected Retirement guarantee. NM Super is only liable to make payments to members who have taken up the Protected Retirement guarantee to the extent that NM Super receives any proceeds under the life policy from NMLA. In turn, NMLA's liability to make payments under the life policy is limited to the extent to which such payments can be satisfied from the assets of the statutory fund to which the policy is referable. Members are therefore exposed to counterparty risk as a result of NM Super's liability to make payments to members being limited to the extent to which it receives any proceeds under the life policy. Members are therefore indirectly exposed to the financial strengths and solvency of the statutory fund operated by NMLA to which the life policy is referable.

### Liability management risk

NM Super has purchased the life policy from NMLA, which is a life insurance company regulated under the Life Insurance Act 1995. The assets that support the life policy, and the business associated with the life policy, are referable to a particular statutory fund which has been established by NMLA pursuant to the Life Insurance Act 1995.

NMLA is subject to the requirements of the Life Insurance Act 1995 and is regulated by the Australian Prudential Regulation Authority. As a life company, NMLA must meet certain operational, capital and risk management requirements to operate a life insurance business. NMLA holds capital and employs a range of risk management techniques to manage the liabilities arising from the Protected Retirement guarantee.

There is a risk that the capital and risk management techniques employed by NMLA will not adequately cover the liabilities arising from the Protected Retirement guarantee. In the event this occurs, NMLA may not be able to satisfy a demand for payment under the life policy from NM Super, with the consequence that NM Super is not liable to meet a demand for an Income Benefit payment from a member.

### Operational risk

Members are exposed to the risk that NM Super's compliance and management policies or information technology will not operate effectively, which may have an adverse impact on the value of the Protected Retirement guarantee, your investments or your experience with the product generally. NM Super has business continuity plans, operational risk management, compliance and audit procedures and policies in place to reduce the possibility of these risks occurring.

### Longevity risk

The benefit of a Protected Retirement guarantee is only realised if a member who has taken up the guarantee (or, if applicable, the member's Guaranteed Joint Life) lives long enough for the funds in the member's account to run out. Until such time, NMLA is not obliged to make any payments in respect of the member (or, if applicable, the member's Guaranteed Joint Life) under the life policy. For example, the investment options chosen by the member may perform better than expected during the member's life, with the consequence that the funds in the member's account do not run out to the extent that the entitlement to a payment under the Protected Retirement guarantee will crystallise.

### Removal of investment options

NM Super may, from time to time, remove certain investment options, (for example, where it has closed or has been terminated by the fund manager). Where this occurs, NM Super will seek to provide members with sufficient prior notice to give you the opportunity to select an alternate investment option. In certain circumstances we may not be able to provide sufficient notice for you to change your investment instructions before an investment option becomes unavailable. In this circumstance, we will treat this as your instruction to authorise NM Super to transfer the portion invested in the option to AXA's Wholesale Cash Management Trust, until you provide us with an alternate investment instruction. The PDS for AXA's Wholesale Cash Management Trust is available from North Online.

NM Super does not guarantee the payment of income distributions or the performance of the investment options selected by members. Refer to 'Income distributions' on page 35 of this PDS for information on the way distributions are paid into your Account Balance.

### Termination of the guarantee

The Protected Retirement guarantee terminates immediately in respect of a North member who has taken up the guarantee if:

- The member fails to pay any fee for which it is liable to pay NM Super under the PDS Parts A, B and C, as and when they are due and payable for whatever reason
- The member fails to meet any of their obligations under the PDS Parts A, B and C (for example, fails to provide complete or adequate personal information or withdrawal requests to NM Super in respect of the Protected Retirement guarantee)
- The member fails to comply with the terms and conditions of the PDS Parts A, B and C (for example, switches to an Investment Strategy or option not permitted under the PDS)
- The member ceases the Protected Retirement guarantee in accordance with the PDS Parts A, B and C
- The member dies and has either not nominated a Guaranteed Joint Life, or the Guaranteed Joint Life nominated by the member has predeceased the member
- The member dies, and then the Guaranteed Joint Life nominated by the member subsequently dies
- The member converts their North pension account into a superannuation account
- The member makes an Excess Withdrawal of 90% or more of their Account Value.

### Inflation

It is important to note that the Income Benefit paid under a Protected Retirement guarantee is not adjusted for inflation. This means that as inflation rises the purchasing power of the Income Benefit may reduce over time.

### Regulatory Risk

This is the risk that domestic or international laws or regulations are changed adversely or that regulatory supervision of transactions and reporting is performed by managers and their custodians at less than an appropriate standard. We mitigate this risk by regularly reviewing changes in the law.

### Wealth Master Trust Deed and NM Super's discretion to offer the North Guarantee

The North Guarantee is governed by the Wealth Master Trust Deed. The Trust Deed contains the rules and obligations for both NM Super and members. Under the Trust Deed NM Super has the discretion to offer to guarantee all or part of a member's benefit and may establish rules in relation to any matter it considers appropriate including the terms and conditions set out in this PDS Part B.

### Accessing the Wealth Master Trust Deed

Copies of the Wealth Master Trust Deed will be provided free of charge on request if you contact us on 1800 667 841 or email us at [north@axa.com.au](mailto:north@axa.com.au).

### Change to material terms and conditions

Please refer to page 39 for information on the North material terms and conditions and how they can impact on your investment.

### Life Policy

Copies of the Life Policy are available for review. Please contact us on 1800 667 841 to arrange a time to review the Life Policy.

# Other important information

## Minimum age restrictions

### Minimum age to apply a Protected Retirement guarantee

To apply a Protected Retirement guarantee to a North account both the member and the Guaranteed Joint Life (if selected) must be at least 50 years of age.

### Minimum age to commence a pension with a Protected Retirement guarantee

To commence a pension with a Protected Retirement guarantee you must have reached preservation age and your spouse, if a Guaranteed Joint Life is to be selected, must be at least 55 years of age.

## Guaranteed Joint Life

### Things you need to know

- Guaranteed Joint Life can only be selected upon application for a Protected Retirement guarantee.
- A Guaranteed Joint Life can not be changed during the life of the Protected Retirement guarantee.
- Selecting a Guaranteed Joint Life will increase your Guarantee fee for the duration of the Protected Retirement guarantee.
- The Guaranteed Joint Life must also be nominated as the reversionary pensioner at the time the pension commences.

At the commencement of the Protected Retirement guarantee members have the option to nominate a Guaranteed Joint Life. The Guaranteed Joint Life must be a spouse under superannuation law and must be nominated at the time you apply for a Protected Retirement guarantee.

The Income Benefit will continue to be paid for the duration of both the members and the Guaranteed Joint Life's life.

Nominating a Guaranteed Joint Life will increase the Guarantee fee by 0.50 per cent per annum. See page 30 for information on fees.

Regardless of the members circumstances a Guaranteed Joint Life can not be changed after the commencement of the Protected Retirement guarantee. A Guaranteed Joint Life can be removed at any time however the Guarantee fee will not be reduced.

Please note that a Guaranteed Joint Life must be a spouse under superannuation law at the time of the member's death to continue receiving the Income Benefit. In circumstances where the Guaranteed Joint Life is no longer a spouse under superannuation law the Protected Retirement guarantee will cease and any proceeds will be made available to the Trustee for distribution. See 'Payments made upon death' page 37 for further information.

## Contributions (superannuation only)

### Things you need to know

- Contributions, rollovers and transfers up to the Contribution threshold are guaranteed.
- Each contribution in excess of your Contribution threshold will attract a one-off, upfront Additional Contribution Guarantee Fee. This net amount will be added to your Income Base.

Contributions, rollovers and transfers as described in PDS Part A can be accepted into your North superannuation account. The following details only apply to accounts that have a Guarantee and must be read in conjunction with PDS Part A and information on contributions on North Online [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo).

We reserve the right not to accept additional ongoing contributions, rollovers and transfers under the Guarantee. You will be notified of any changes.

## Contribution threshold

The Contribution threshold is initially set at 15 per cent per annum of your Initial Investment. Contributions, rollovers and transfers received into your North Personal Superannuation plan up to the Contribution threshold are accepted. Any amount received over the Contribution threshold will incur a one-off upfront Additional Contribution Guarantee Fee. The Contribution threshold applies to the period from one Guarantee anniversary date to the next while you are in superannuation.

All contributions (less any Upfront fees) received are added to the Account Value and Income Base on a dollar for dollar basis. This means that your Account Value and Income Base both reflect the net contribution amount.

There are certain circumstances where the Contribution threshold will be reduced from the initial 15 per cent. See 'Excess Withdrawals' on this page for further information.

For further information on fees please refer to PDS Part A and pages 30 and 31 of this PDS Part B.

## Contributions and the Initial Investment Period

Your Initial Investment Period is the first 90 days from your Guarantee application being accepted by us. The period begins on the day that the Guarantee application is accepted by us and ceases at close of business on the 90th day thereafter.

The Initial Investment Period is designed to allow you to invest funds into the North account with a Guarantee over a 90 day period without incurring an Additional Investment Guarantee fee.

Balances greater than \$2 million need to be approved before they will be accepted.

Your Initial Investment, calculated at the completion of the Initial Investment Period, is used to determine the Contribution threshold that will apply to your account. This threshold is determined by calculating:

<p><b>The total of all contributions</b> (within the Initial Investment Period before fees and charges are deducted)</p> <p><b>less</b></p> <p><b>withdrawals</b> (within the Initial Investment Period)</p> <p><b>multiplied by 15 per cent</b></p>
--

## Income distributions

Investment options will generally earn income distributions and may also generate capital gains. Investment earnings are paid in the form of distributions. Distributions received on accounts with a Guarantee are not treated as an additional contribution and do not increase your Income Base when received. Income distributions are added to your Account Value.

## Withdrawals

### Things you need to know

- All Excess Withdrawals will decrease your Income Base on a dollar for dollar or proportionate basis, which ever is greater.

Any withdrawal made from your North account is subject to superannuation law and trust deed requirements as described in PDS Part A. The following only applies to accounts that have a Guarantee and must be read in conjunction with PDS Part A and information on withdrawals on North Online [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo).

A copy of this information will be provided free of charge on request, please contact North at [north@axa.com.au](mailto:north@axa.com.au) or on 1800 667 841. It should be read in conjunction with this PDS.

At the time of the withdrawal your Account Value and Income Base will be adjusted in one of two ways:

- Dollar for dollar basis, which means that they both reduce exactly by the amount withdrawn
- Proportionate basis, which means that the Income Base is reduced by the same proportion as the Account Value. This adjustment basis will be less favourable as your Income Base will be reduced by more than the amount withdrawn. Refer to example on page 36 for a worked example.

## Excess Withdrawals

Any Excess Withdrawal made from your North superannuation or pension account will decrease your Income Base on a proportionate or dollar for dollar basis, which ever is greater.

Any Excess Withdrawal includes:

- withdrawals from your North superannuation account including rollovers and lump sum payments
- withdrawals from North pension in excess of your annual Income Benefit or the current legislative pension minimum payment
- adviser remuneration in excess of 0.50% pa deducted from your Account Value
- taxation payments
- withdrawals in relation to family law withdrawals and splits
- other payments such as insurance premiums or stamp duty.

There are certain withdrawals from your Account Value, other than Income Benefit payments, that are not included as an Excess Withdrawal and do not reduce your Income Base. These withdrawals include

- administration fee
- investment management fee
- buy/sell costs
- Guarantee fee
- adviser remuneration up to 0.50% pa deducted from your Account Value.

If you make an Excess Withdrawal of 90% or more of your Account Value, your Guarantee will cease. See 'Ceasing your Guarantee' on page 37 for further detail on the impact of ceasing your Guarantee.

**Excess withdrawals when your Account Value is greater than your Income Base**

While your Account Value is greater than your Income Base any excess withdrawals will reduce your Account Value and Income Base on a dollar for dollar basis.

**For example**

Maria has an Account Value of \$100,000 and an Income Base of \$90,000. She has already withdrawn her Income Benefit for the year and needs to withdraw another \$10,000. Both the Account Value and Income Base will reduce on a dollar for dollar basis.

Account Value	$\$100,000 - \$10,000 = \$90,000$
Income Base	$\$90,000 - \$10,000 = \$80,000$

**Excess withdrawals when your Account Value is less than your Income Base**

While your Account Value is less than your Income Base any excess withdrawals will reduce both your Income Base on a proportionate basis.

**For example**

Maria has an Account Value of \$100,000 and an Income Base of \$110,000. She has already withdrawn her Income Benefit for the year and needs to withdraw another \$10,000. The Income Base will reduce proportionately to the Account Value.

$\$10,000 \div \$100,000 = 10\%$  therefore both the Account Value and the Income Base will reduce by 10%.

Account Value	$\$100,000 - (\$100,000 \times 10\%) = \$90,000$
Income Base	$\$110,000 - (\$110,000 \times 10\%) = \$99,000$

**Investment instructions**

**Things you need to know**

- Your selected investment profile cannot exceed the asset allocation threshold for your chosen Investment Strategy.
- Investment options will be sold proportionally across your Account Value.
- You can switch between investment options up to six times per year.

You must nominate your investment instructions on your application. Your investment instructions allow us to manage your cash account by investing contributions into your selected investment options and selling units for transactions that require funds, such as fees or withdrawals.

If you do not provide investment instructions, your funds will remain invested in the North cash account until you provide us with investment instructions.

Your investment instructions for purchases must specify percentages to allow units to be purchased across your selected investment option(s) and must be permitted by your Investment Strategy limits.

You can only have a proportionate sell instruction. Please refer to PDS Part A for further information.

When making an ad-hoc investment using direct debit and BPAY facilities on North Online you may nominate a unique investment option allocation that will apply only for that investment. This is an ad-hoc investment instruction that will only apply to the transaction nominated. This instruction must specify the percentage of the ad-hoc contribution going into each investment option.

Any ad-hoc investment instruction selected will not be permitted if your Investment Strategy limits would be exceeded by the transaction.

If you do not provide an ad-hoc investment instruction we will use your existing investment instructions to complete a transaction. You are able to alter your investment instructions at any time via the web provided your selected investment options remain within the limits set by your Investment Strategy.

For more information on investment instructions please refer to PDS Part A.

## Automatic rebalancing

### Things you need to know

- Your account will be rebalanced annually on your Guarantee anniversary date if asset allocation limits in your Investment Strategy have been exceeded.

Automatic rebalancing will be performed annually on the Guarantee anniversary date. You can also elect to have additional rebalancing occur quarterly or half yearly on a selected date. Rebalancing does not count towards your switch limit.

Automatic rebalancing ensures that asset allocation limits in your chosen Investment Strategy are maintained. You must nominate a rebalance profile upon application. The rebalancing will occur if any of your Investment Strategy limits are exceeded by at least \$1,000. The rebalance will ensure that your asset class allocations are returned to the nominated rebalancing profile. Any pending transaction in relation to your account at the time a rebalance is due to occur will delay the process until the transaction has been completed.

## Ceasing your Guarantee

### Things you need to know

- You can cease your Guarantee at any time and remain a member of North.
- You will be entitled to your Account Value.
- You can not apply for a Guarantee if you have ceased any Guarantee in the previous 90 days.

You may elect to cease your Protected Retirement guarantee at any time. If you do you can:

- remain invested in North without a Guarantee, or
- make a full withdrawal from North.

When you cease your Protected Retirement guarantee or make a full withdrawal from your account, the total amount you are entitled to receive from North is equal to your Account Value.

All Guarantee charges will cease on the date we receive notification that you wish to cease your Guarantee.

If you elect to cease the Protected Retirement guarantee and remain invested in North:

- The Guarantee fee will no longer be charged
- You will have access to the entire North investment option menu
- You will no longer have an Income Benefit or Income Base
- The asset allocation, contribution, withdrawal or switching restrictions applicable to the Protected Retirement guarantee will no longer apply.

You cannot apply for a Guarantee if you have ceased a Guarantee in the previous 90 days. We reserve the right to waive or extend this 90 day period at any time.

We reserve the right to terminate a Guarantee where any North Guarantee is applied to a new account funded in whole or part by a transfer from a previous North account to which any North Guarantee had applied in the previous 90 days.

### Payments made upon death

Upon receipt of a certified death certificate, the Guarantee will cease as at the date of death. Any investment options will be sold and the proceeds will be placed in the cash account. These funds will be available for distribution by the Trustee to dependants or the legal personal representative. If you have nominated a Guaranteed Joint Life under your Protected Retirement guarantee, your North account, and the Guarantee may continue with your nominated Guaranteed Joint Life in accordance with your current arrangements. Any amounts withdrawn from your account by the Trustee will be treated as a withdrawal.

### Payments made under conditions of early release

Any payments made under conditions of early release will be treated as a withdrawal. Early release payments include payments made as a result of:

- permanent incapacity
- financial hardship
- compassionate grounds
- terminal illness
- any other condition of early release specified by superannuation law.

## Guarantee taxation information

### Things you need to know

- Most tax payments made will reduce your Account Value and Income Base on a dollar for dollar basis.
- Most tax payments will reduce your Income Base on a dollar for dollar basis, or proportionately, whichever is the greater.

The taxation information provided in this PDS must be read in conjunction with the taxation information found on North Online [north.axa.com.au/productinfo](http://north.axa.com.au/productinfo). A copy of this information will be provided free of charge on request; please contact North at [north@axa.com.au](mailto:north@axa.com.au) or on 1800 667 841. If you select a Guarantee the following details will also apply in relation to taxation on your account.

### Tax payments

An amount of tax will be deducted quarterly from your account and paid quarterly to the ATO. The amount of tax deducted will be determined with reference to contributions tax, assessable investment income, realised capital gains and deductible fees received in your account.

Any tax payments will reduce the Account Value and the Income Base on a dollar-for-dollar basis and will not be included in the Withdrawal threshold with the exception of:

- PAYG tax on pension payments, and
- Release Authority payments made to pay tax on contributions in excess of the contributions caps.

These payments will reduce the Income Base on a dollar for dollar basis or proportionately, whichever is the greater.

Upon withdrawal from your account a provision for realised capital gains tax will be made and the Account Value and the Income Base will be reduced by this amount.

### Tax refunds

Any tax refunds paid to your account will not increase the Income Base. They will be added to your Account Value and may increase the Income Base on the following lock-in date if your Account Value is then greater than your Income Base and lock-in occurs. Any tax refunds paid into your account are not included in your Contribution threshold.

Tax refunds will only be reimbursed if you remain a North Personal Superannuation plan member at the time of distribution.

### Taxation and the Protected Retirement guarantee

A tax deduction cannot be claimed on the Protected Retirement guarantee fee as the Guarantee fee is incurred in deriving non-assessable and non-exempt income. Investment earnings, capital gains and any benefit arising from the Protected Retirement guarantee (including the Income Benefit) are exempt from tax within the North Personal Pension.

You should also consider your Centrelink situation with a tax professional when considering this product. Please see your financial adviser and tax professional for further information.

### Certificate of Survival

We reserve the right to require confirmation in the form we determine from time to time, that the member and/or Guaranteed Joint Life is still alive. Until we receive such confirmation to our satisfaction, we reserve the right to suspend payments.

## Section 3

# North material terms and conditions

A summary of the material terms and conditions of the North personal superannuation and pension are as follows:

- Minimum initial investment of \$20,000 and minimum total portfolio balance of \$2,000
- Investment options when a Guarantee is selected are restricted to those indicated in the latest North Investment Options PDS Part C
- Investment switching when a Guarantee is selected is restricted to the investment switching described in this PDS
- Members will be charged the fees disclosed in the North PDS Part A
- Fees and other costs will be deducted from your North account and include an Administration fee, Investment costs and any Adviser remuneration agreed between you and your financial adviser. Refer to 'Fees and other costs' in the North PDS Part A for more detailed information in relation to fees on your North account.
- Instructions provided for withdrawals and investments must be readable and capable of being understood by NM Super.
- NM Super may vary the terms of the Wealth Master Trust Deed at any time without prior notice to members, if NM Super considers the amendment is not adverse to member interests
- If a member does not transact online, specific banking facilities must be used to transact
- You must have a cash account
- NM Super may add or remove investment options at any time. If an investment option is no longer available, your interests will be sold down and invested in AXA's Wholesale Cash Management Trust until your instructions are received, (see page 36 for more information)
- Distributions will be paid into your cash account and invested according to your investment purchase instructions or can be paid as a regular withdrawal subject to the satisfaction of government preservation requirements, relevant legislation (where applicable) and trust deed requirements as described in Part A PDS.
- The provision of North Personal Superannuation and Personal Pension is dependent on NM Super's systems and procedures operating efficiently and accurately
- An investment in North Personal Superannuation and Personal Pension is subject to the risks described in this North Guarantee PDS Part B and the North Personal Superannuation and Personal Pension Part A
- NM Super reserves the right to change the terms and conditions in the North Personal Superannuation and Personal Pension PDS Part A, Part B and Part C subject to Trust Deed and regulatory requirements
- NM Super reserves the right to accept or refuse (without reason) any application made to invest in North Personal Superannuation and Personal Pension.
- North Personal Superannuation and Personal Pension is governed by the Wealth Master Trust Deed. The Trust Deed contains rules and obligations for both NM Super and members. You should also read the North Personal Superannuation and Personal Pension PDS Part A to ensure you are familiar with the terms and conditions of North Personal Superannuation and Personal Pension.

## Directory

### Trustee

N.M. Superannuation Pty Ltd  
ABN 31 008 428 322  
AFS Licence No. 234654

### Registered office

750 Collins Street  
Docklands VIC 3008

### Postal address

North Service Centre  
GPO Box 2915  
Melbourne VIC 3001

### Enquiries

Telephone: 1800 667 841 (1800 NORTH 1)

### Email address

north@axa.com.au

### Website

north.axa.com.au

This North Guarantee PDS Part B is an important document as it explains how the Guarantees work. Any member considering applying for a Guarantee will also be given a copy of the North PDS Part A and PDS Part B and should consider all documents in deciding whether to acquire, or to continue to hold, this product. The latest versions are available free of charge from [north.axa.com.au](http://north.axa.com.au) or by contacting the North Service Centre on 1800 667 841.

An investment in the investment options offered through North is subject to investment risk, including possible delays in repayment and loss of income and capital invested. Apart from a benefit arising out of the Guarantee issued by NM Super and supported by an undertaking from AXA APH, no member of the Global AXA Group or the investment managers, guarantee the repayment of capital, payment of income or the performance of the investment options.

The information contained in this North Guarantee PDS is general information only and does not take into account your individual objectives, financial situation or needs. Before acting on the information in this North Guarantee PDS, you should consider the appropriateness of this information and consult a financial adviser.

NM Super reserves the right to change the terms and conditions in this North Guarantee PDS subject to Trust Deed and regulatory requirements. We may accept or refuse (without reason) any application.

AXA APH has given its consent to the inclusion of statements about it in this PDS in the form and the context in which those statements are included. AXA APH has not withdrawn its consent prior to the date of issue of the PDS.

north.axa.com.au

0765204105

North Service Centre GPO Box 2915 Melbourne Victoria 3001  
Telephone: 1800 667 841



**redefining** / superannuation