

## North provides access to two optional guarantees

### North Protected Investment guarantee

The **North Protected Investment** guarantee option (available over 5 and 7 year terms) guarantees to return all initial capital, plus all contributions.

### North Protected Growth guarantee

The **North Protected Growth** guarantee option (available over 10, 15 and 20 year terms) guarantees to return all initial capital, all contributions, plus any growth as a result of positive investment performance.

### North key features

Transactions	With a guarantee	Without a guarantee
Minimum initial investment	\$20,000	\$20,000
Minimum additional ad hoc investment <sup>1</sup>	\$100	\$100
Maximum investment	\$2 million <sup>2</sup>	n/a
Minimum ad hoc withdrawal	\$1,000	\$1,000
Minimum buy and/or sell of investment options	\$1,000	\$1,000
Minimum total portfolio balance <sup>1</sup>	\$2,000	\$2,000
Cash account balance	A flexible working cash account allows investors to specify the minimum and maximum amount to be held.	

### Product features

Regular savings plan <sup>1</sup>	Available via direct debit from the investor's nominated financial institution account monthly, quarterly, half-yearly or yearly. The minimum ongoing amount is \$250 per payment.	
Income distributions	Income distributions for each investment option will be credited to the investor's cash account, or paid via the cash account to a nominated bank account.	
Investment switching	Ability to switch all or part of the portfolio between investment options within the selected Investment Strategy – up to 6 times per year.	Ability to switch all or part of the portfolio between investment options at any time. There is no limit to the number of switches that can be made per year.
Investment instructions	Purchase instructions must be within the nominated Investment Strategy asset allocation.	Investors can provide investment instructions for buying and selling investment options to and from their cash account.

1 Not applicable to North Personal Pension

2 Amounts taking an account balance greater than \$2 million require individual approval.

3 Not applicable to North Investment.

4 All fees are inclusive of GST, less any reduced input tax credits (RITC), where relevant.



## North key features

Transactions	With a guarantee	Without a guarantee
Investment loan (investment clients ONLY)	Investors can apply for a 100% loan.	Option unavailable without guarantee.
How will the benefit be paid upon death? <sup>4</sup>	Clients may nominate a beneficiary or beneficiaries through: <ul style="list-style-type: none"> <li>• binding death benefit nomination</li> <li>• non-binding death benefit nomination, or</li> <li>• reversionary pension.</li> </ul>	
Additional investment payment options	BPAY®, EFT and ad hoc direct debit	
<b>Investment options</b>		
Investment options	A selection of over 45 multi-manager and single-manager funds.	An extensive list of over 100 multi-manager and single-manager funds.
<b>Insurance offered by AXA</b>		
Life Insurance Superannuation Plan <sup>3</sup>	Life Insurance additional optional benefits including: <ul style="list-style-type: none"> <li>• Future Insurability</li> <li>• Total and Permanent Disability (TPD)</li> <li>• Activities of Daily Living (TPD)</li> <li>• Business Solutions (Life), and</li> <li>• Premium Waiver.</li> </ul>	
Income Protection Insurance	Available via North Super and Pension only.	
<b>Fees<sup>4</sup></b>		
Contribution fee	0 to 4.10% of each contribution, negotiated between the client and their financial adviser.	
Administration fee	0.50% to 0.95% of your account value – the actual rate will vary according to the value of the account.	
Investment costs	These costs apply to the underlying investments selected and are listed in the North Investment Menu.	
Guarantee fee	0.70% – 3.15% pa of the account value	n/a
Additional Contribution Guarantee fee <sup>1</sup>	For contributions in excess of the threshold. This fee is between 1 and 7%.	n/a
Adviser review fee	Up to 2% pa negotiated between the client and their financial adviser.	
Trail commission	Full trail commission is 0.55 per cent per annum. After RITC the full trail commission charged is up to 0.51 per cent per annum.	
<b>Reporting</b>		
Online access	Account information such as portfolio valuation and transaction history can be viewed at any time through North Online.	
Annual Member Statement	An annual statement will be made available electronically, including: <ul style="list-style-type: none"> <li>• current account value</li> <li>• statement of transactions, and</li> <li>• account performance summary.</li> </ul>	
Annual IDPS/Trustee Report <sup>3</sup>	An annual report, which includes information on the management and financial position of the fund will be made available each year.	

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## Fees and costs

### Guarantee Fee

A fee applies if a guarantee is selected. This fee ranges between 0.70 and 3.15 per cent per annum. The guarantee fee is charged as a percentage of the Account Value (see the table below).

#### Protected Investment guarantee Superannuation, Pension and Investment

	Investment Strategy 1	Investment Strategy 2	Investment Strategy 3	Investment Strategy 4
5 Year Term	1.20% pa	1.90% pa	2.40% pa	3.00% pa
7 Year Term	0.90% pa	1.40% pa	1.75% pa	2.05% pa

#### Protected Growth guarantee Superannuation, Pension and Investment

	Investment Strategy 1	Investment Strategy 2	Investment Strategy 3	Investment Strategy 4
10 Year Term Nil Transitional Period	1.25% pa	2.05% pa	2.45% pa	3.15% pa
15 Year Term Nil Transitional Period	1.05% pa	1.55% pa	1.85% pa	2.30% pa
20 Year Term Nil Transitional Period	0.90% pa	1.35% pa	1.55% pa	1.85% pa
Applicable only to North Superannuation and Pension				
10 Year Term 1 Year minimum Transitional Period	1.05% pa	1.65% pa	1.95% pa	2.50%
10 Year Term 5 Year minimum Transitional Period	0.90% pa	1.30% pa	1.55% pa	1.95%
20 Year Term 1 Year minimum Transitional Period	0.80% pa	1.15% pa	1.30% pa	1.55%
20 Year Term 5 Year minimum Transitional Period	0.70% pa	1.00% pa	1.15% pa	1.35%

### Administration fee

North's administration fees have been structured on a competitive 'back-to-dollar-one' basis. That is, the relevant administration fee is applicable to the entire portfolio balance.

Account value	North administration fee
\$0 to \$149,999	0.95%
\$150,000 to \$249,999	0.85%
\$250,000 to \$399,999	0.65%
\$400,000 to \$749,999	0.60%
\$750,000 to \$999,999	0.55%
\$1,000,000 plus	0.50%

Fee aggregation is also offered at an individual client level.

### Important information

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