



## North provides access to three optional guarantees

### Protected Investment guarantee

The **Protected Investment** guarantee option (available over 6 and 8 year terms) guarantees to return all initial capital, all contributions, plus will lock in any growth as a result of positive investment performance every two years, provided your Account Value exceeds your Protected Balance on your Guarantee anniversary date.

### Protected Growth guarantee

The **Protected Growth** guarantee option (available over 10 and 20 year terms) guarantees to return all initial capital, all contributions, plus will lock in any growth as a result of positive investment performance each year, provided your Account Value exceeds your Protected Balance on your Guarantee anniversary date.

### Protected Retirement guarantee

The **Protected Retirement** guarantee allows you to remain fully invested in the assets of your choice while still providing the security of a guaranteed retirement income for life. Your Income Benefit is guaranteed for life even if you run out of your own funds while in retirement.

Furthermore, each year 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.

## North key features

### Transactions

Minimum initial investment	\$20,000
Minimum additional ad hoc investment <sup>1</sup>	\$100
Maximum investment	\$2 million <sup>2</sup> (if a guarantee is selected)
Minimum ad hoc withdrawal	\$1,000
Minimum buy and/or sell of investment options	\$1,000
Minimum total portfolio balance <sup>1</sup>	\$2,000
Cash account balance	A flexible working cash account allows investors to specify the minimum and maximum amount to be held.

<sup>1</sup> Not applicable to North Personal Pension.

<sup>2</sup> Amounts taking an account balance greater than \$2 million require individual approval.



## North key features

Transactions	With a guarantee	Without a guarantee
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## 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.
How will the benefit be paid upon death?	<p>Clients may nominate a beneficiary or beneficiaries through:</p> <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> <p><b>Protected Investment and Protected Growth guarantee</b></p> <ul style="list-style-type: none"> <li>▪ if reversionary is selected in pension, the guarantee will transfer to the reversionary.</li> </ul> <p><b>Protected Retirement guarantee</b></p> <ul style="list-style-type: none"> <li>▪ if a spouse is selected as a Guaranteed Joint Life the guaranteed income payment will continue with the spouse for their life.</li> </ul>	
Additional investment payment options	BPAY®, EFT and ad hoc direct debit	

## Investment options

Investment options	A selection of over 40 multi-manager and single-manager funds.	An extensive list of over 130 multi-manager and single-manager funds.
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## Insurance offered by AXA

AXA's Elevate insurance solutions <sup>2</sup>	<p>Life Insurance additional optional benefits including:</p> <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)</li> <li>▪ Premium Waiver, and</li> <li>▪ Income protection.</li> </ul>	
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<sup>1</sup> Not applicable to North Personal Pension.

<sup>2</sup> Not applicable to North Investment.

## North key features

Transactions	With a guarantee	Without a guarantee
<b>Fees<sup>3</sup></b>		
Adviser 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	0.50% – 2.65% pa of the account value. An initial Guarantee Fee of 2% applies to the Protected Investment guarantee.	n/a
Additional Contribution Guarantee fee <sup>1</sup>	For contributions in excess of the threshold. This fee can be up to 7%.	n/a
Adviser service fee	Up to 2% pa negotiated between the client and their financial adviser.	
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. Restrictions apply to the ongoing adviser remuneration that can be charged on a Protected Retirement guarantee in pension in excess of 0.53 per cent per annum. After RITC the full trail commission charged is up to 0.50 per cent per annum.	

## Reporting

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	An annual report, which includes information on the management and financial position of the fund will be made available each year.

<sup>3</sup> All fees are inclusive of GST, less any reduced input tax credits (RITC), unless indicated.

## Guarantee Fee

A fee applies if a guarantee is selected. This fee ranges between 0.50 and 2.65 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

	Initial	Investment Strategy 50	Investment Strategy 70	Investment Strategy 85	Investment Strategy 100
6 Year Term	2.00%	0.95% pa	1.45% pa	2.10% pa	2.65% pa
8 Year Term	2.00%	0.80% pa	1.15% pa	1.60% pa	2.00% pa

### Protected Growth guarantee Superannuation, Pension and Investment

	Investment Strategy 35	Investment Strategy 50	Investment Strategy 70	Investment Strategy 85
10 Year Term	0.60% pa	0.95% pa	1.35% pa	2.10% pa
20 Year Term	0.50% pa	0.75% pa	1.00% pa	1.40% pa

### Protected Retirement guarantee Superannuation and Pension only

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

An additional Protected Retirement guarantee fee of 0.50% pa applies if a spouse is nominated as a Guaranteed Joint Life.

## 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%

Administration fee aggregation is also offered at a client level.

## Important information

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