



Keynote address

Investment Management's Future

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ADVICE & ASSET MANAGEMENT

FINANCIAL SERVICES



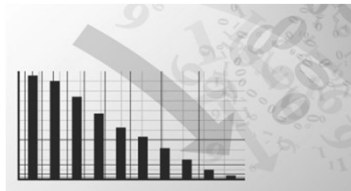
AGEING POPULATION



GLOBALISATION



LOW RETURNS



FEE PRESSURE



DISRUPTIVE TECHNOLOGY



THE TRUST IMPERATIVE

Expertise



Control



Transparency



Value for Money



FOUNDATIONS OF TRUST

BUILDING TRUST THROUGH INVESTMENT OUTCOMES

PILLARS OF A STRONG INVESTMENT OFFER



**SCALE
(OR A SUITABLE
PARTNER)**



**DEEP UNDERSTANDING
OF CLIENT NEEDS**



STRONG GOVERNANCE

ALIGNMENT BETWEEN CLIENT AND BUSINESS OUTCOMES

| MDA BENEFITS | |
|--------------------------|--|
| CLIENTS BENEFITS | <ul style="list-style-type: none"> • Reduces admin burden • Increases transparency • Speeds up advice process, reduces timing risk |
| BUSINESS BENEFITS | <ul style="list-style-type: none"> • Delivers consistent outcomes for clients • Reduces risk • Improves efficiency, releases adviser capacity |

