

WELCOME

CENTREPOINT
ALLIANCE



**WHY IT'S A
GREAT TIME
TO BE AN
ADVISER**

**WHAT ARE
THE BIG
THEMATICS
IMPACTING
ADVICE**

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THERE IS MORE DEMAND FOR ADVICE THAN ADVISERS

15,500 Advisers

(ASIC Register)

10,400 Financial Advisers

900 Accountants / Advisers

700 Industry Fund Advisers

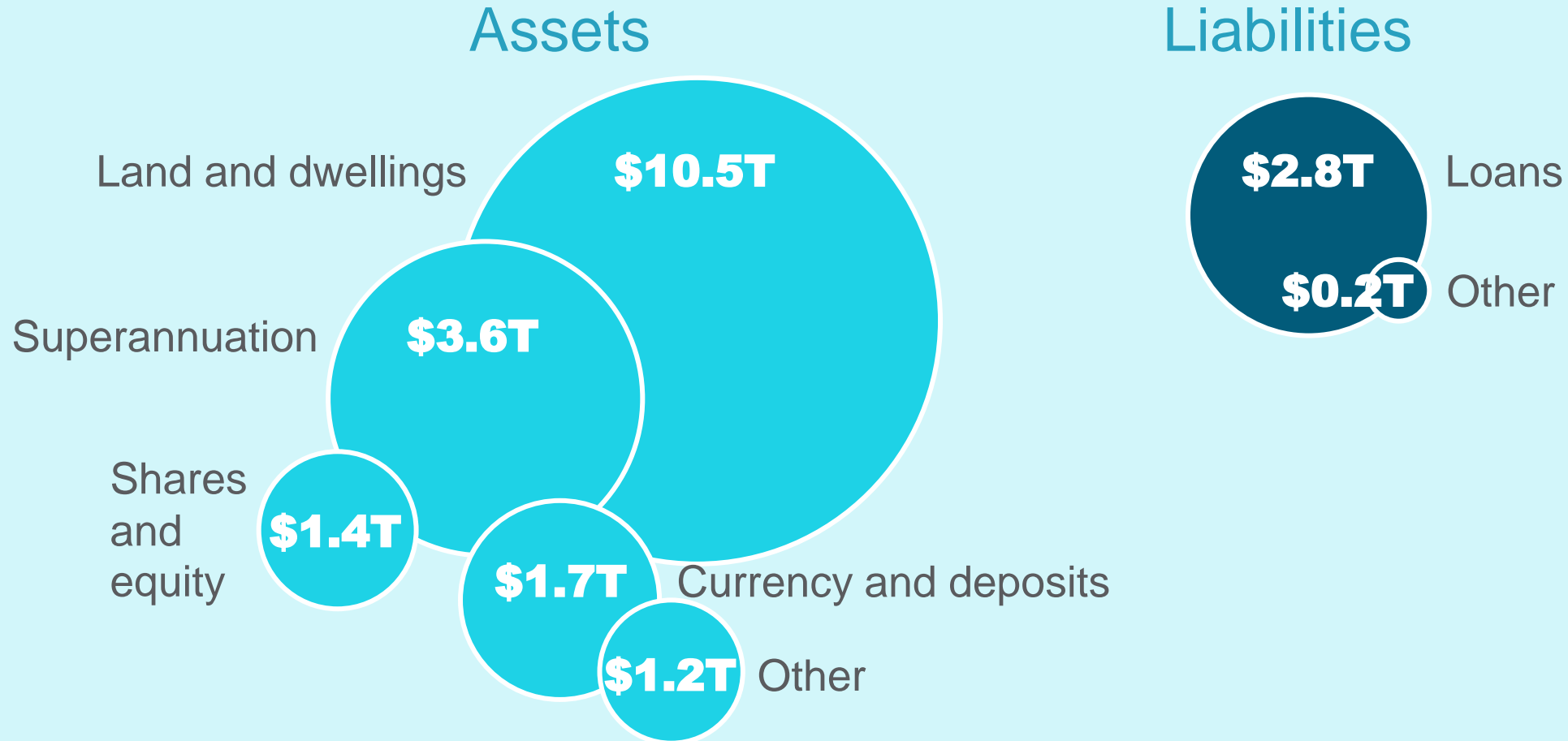
–3,500 Limited License

12,000 Real Advisers × **120 clients** = **1.4 M advice capacity clients**

THE ADVICE GAP CREATES OPPORTUNITY



THERE ARE \$15.3 TRILLION IN HOUSEHOLD ASSETS



THE TOP 25% OF HOUSEHOLDS HAVE A NET WEALTH OF \$3.2M



Population

\$26.6M people

+ 624,100 (2.4%) last 12 months

+ 518,000 migration

+ 106,000 natural



Net wealth
per household

Average **\$1.4M +7.4%**

Top quartile **\$3.2M +6.7%**

THE AUSTRALIAN SUPERANNUATION MARKET IS THE 4TH LARGEST IN THE WORLD



\$3.6 trillion
in super

Source: Australian National Accounts / APRA

THERE IS A WAVE OF RETIREES COMING THROUGH THE SYSTEM

There are currently **1.6 million people aged 65 and over** receiving income from a superannuation product, but over the next **10 years**, an estimated **2.5 million Australians** will **move from the accumulation to the retirement phase**



THE \$3.5 TRILLION INTERGENERATIONAL WEALTH TRANSFER IS UNDERWAY

Source: McCrindle Wealth Transfer Report

Boomers

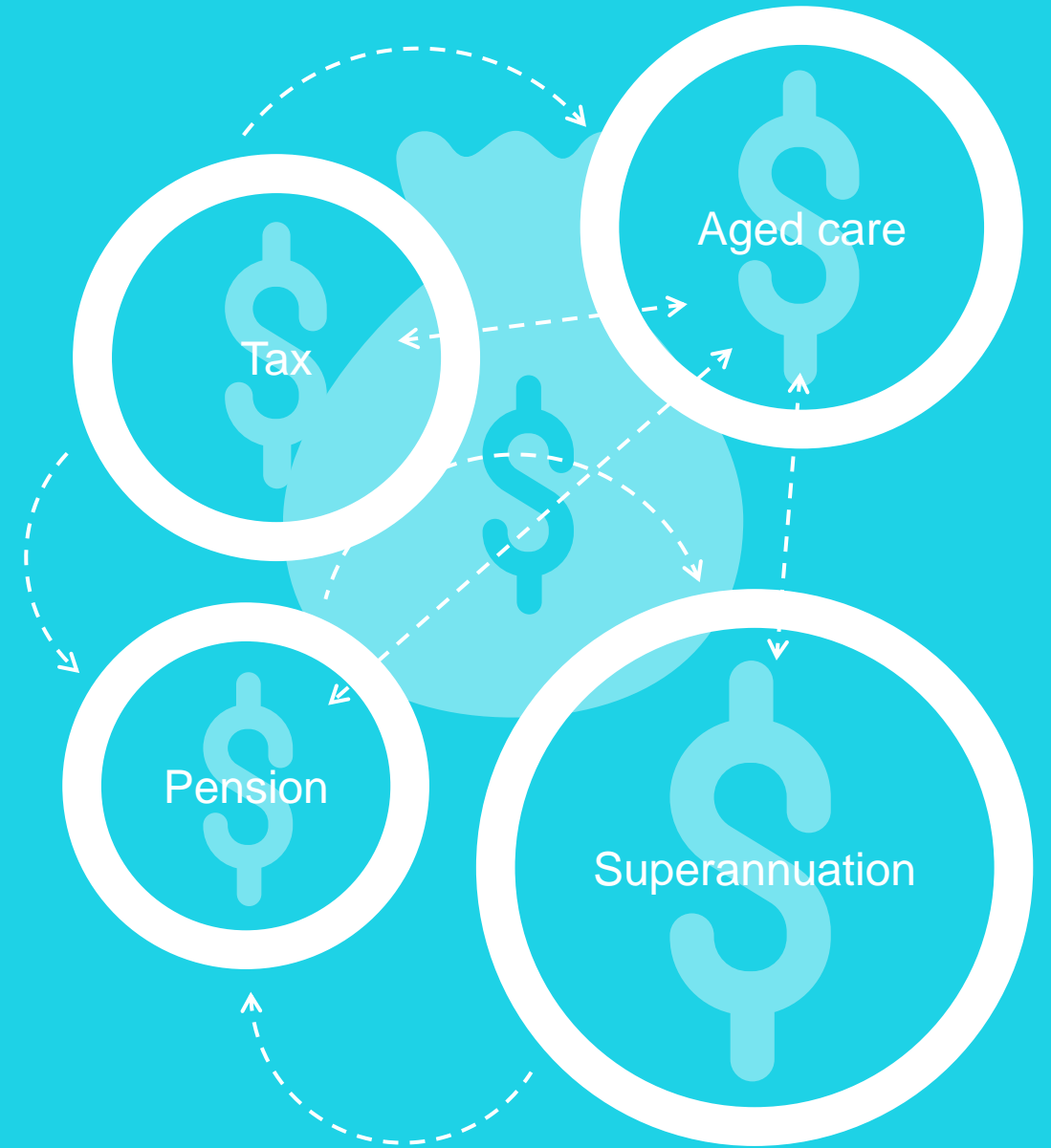
born between 1946 and 1964

Wealthiest generation in history
represent **25%** of the population
and **50%** of the wealth

Will pass on **\$3.5 trillion**
to children and grandchildren

IT'S COMPLICATED

The complexity created by the interplay of superannuation, tax, pension, and age care is a key driver for people seeking advice



Global equity markets have nearly tripled in size since 2003, climbing to \$109 trillion in total market capitalization

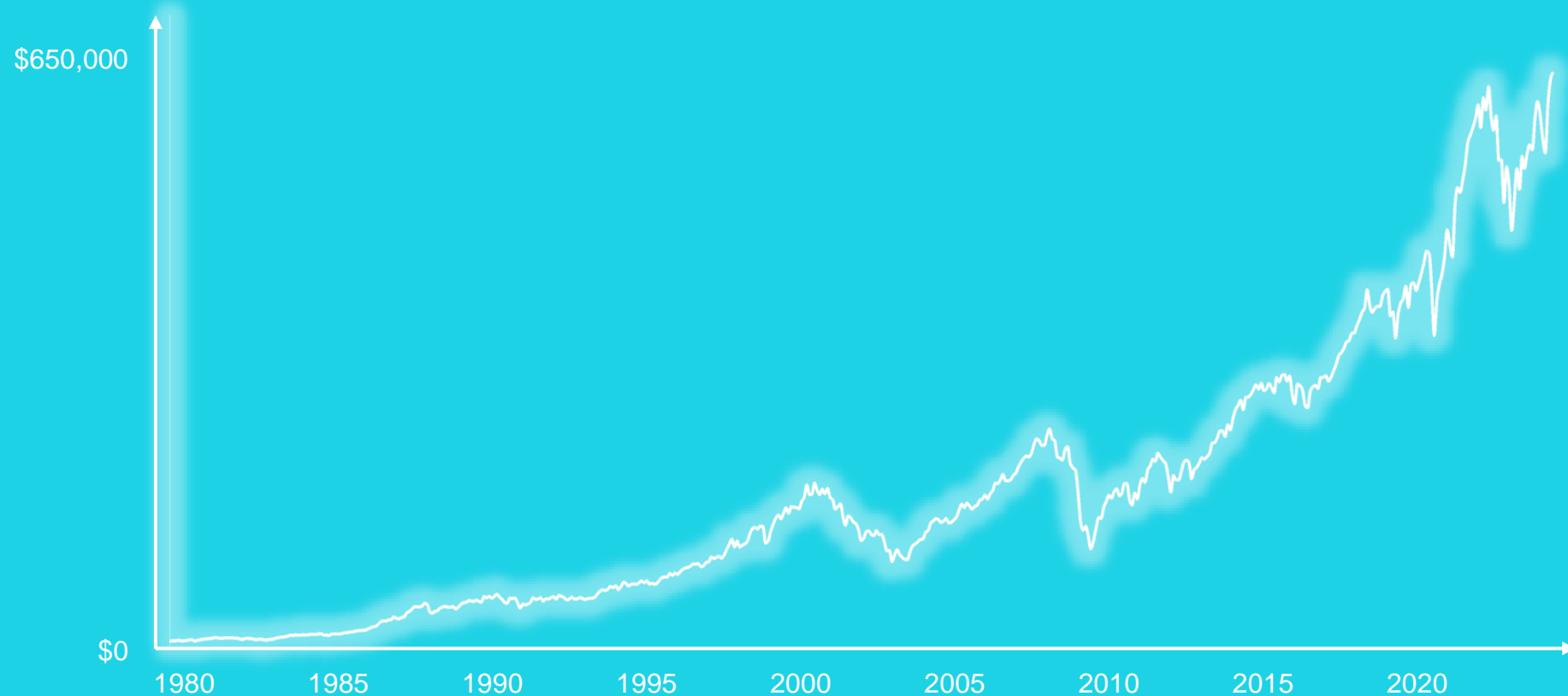
Over the last several decades, the growth in money supply and ultra-low interest rates have underpinned rising asset values across economies



DESPITE VOLATILITY GLOBAL MARKETS HAVE GROWN BY 9.6% PER ANNUM – \$10,000 INVESTED IN 1978 NOW WORTH \$630,000

MSCI World index

Value of the portfolio



AFTER DECADES OF REGULATION, WE ARE FINALLY SEEING SOME POSITIVE REFORM

SOAs

Removal of current form statements of advice and replacing with a 'principles-based' simplified advice record

Fee disclosure

Removing the requirement to provide a fee disclosure statement – annual consent forms will still be required

Safe harbour

Removal of the prescriptive safe harbour provisions from the best interest duty

Simple advice

Introduce a new class of financial advisers who can provide advice on simple topics, while being subject to the best interest duty

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THEME #1

MAINTAINING A HUMAN TOUCH IN A DIGITAL WORLD

In a world where digital transformation is accelerating, striking the right balance between personalised human touch and technological efficiency is crucial

Clients seek both the convenience of digital services and the reassurance of a trusted adviser



THEME #2

OPTIMISING PRACTICE EFFICIENCY

Digital
collection of
client data

Digital
consent

File notes
and record
keeping

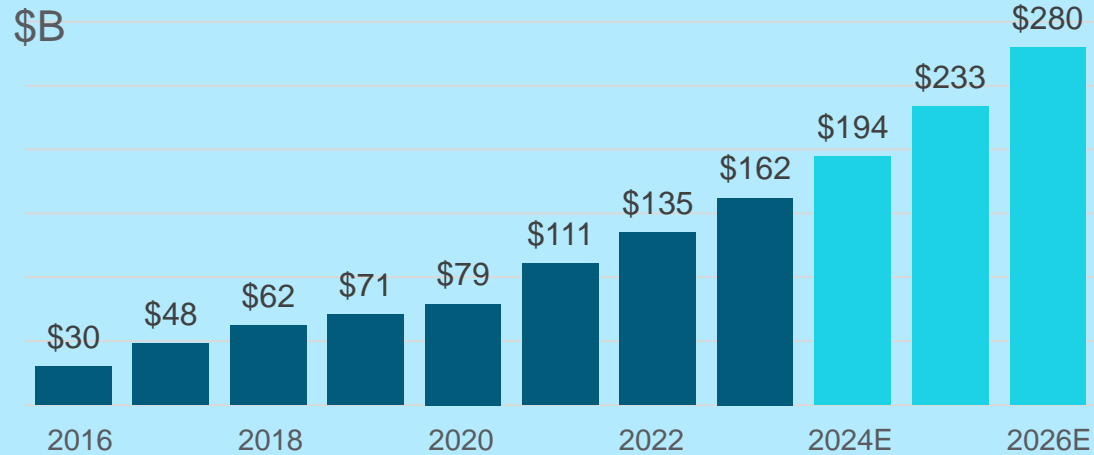
Straight-through
processing



THEME #3

EFFICIENT INVESTMENT MANAGEMENT

The managed account market is booming



- Improved practice efficiency
- Better investment outcomes for investors
- Increased number of asset consultants and managers offering portfolios
- Availability of a greater range of listed investments such as ETFs and Active ETFs

Source: Institute of Managed Account Professionals Actual and Estimate as at (IMAP) June 2023



THEME #4.1

DEMOCRATIZING TECHNOLOGY WITH CLOUD INFRASTRUCTURE

Cloud-based solutions democratize access to cutting-edge technology, enabling financial advisers to compete with larger firms

Now, even the smallest advisory practices can harness the power of robust tools for client management, collaboration, and data security

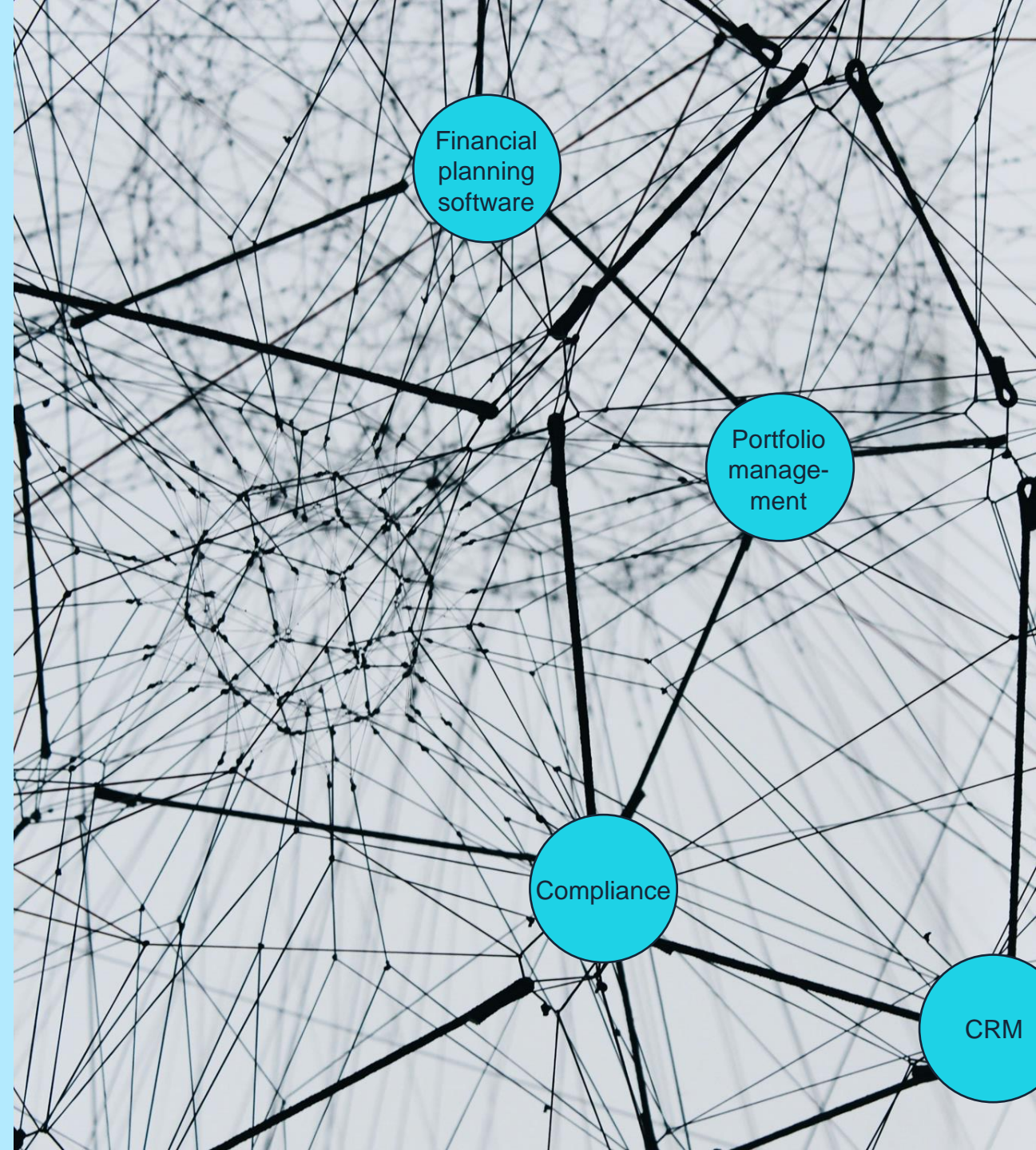


THEME #4.2

OPEN ARCHITECTURE AND SEAMLESS INTEROPERABILITY

The future of financial advice lies in interconnected systems

Adviser Technology such as Xplan and Platforms need to facilitate seamless data flow, allowing advisers to integrate various tools and services



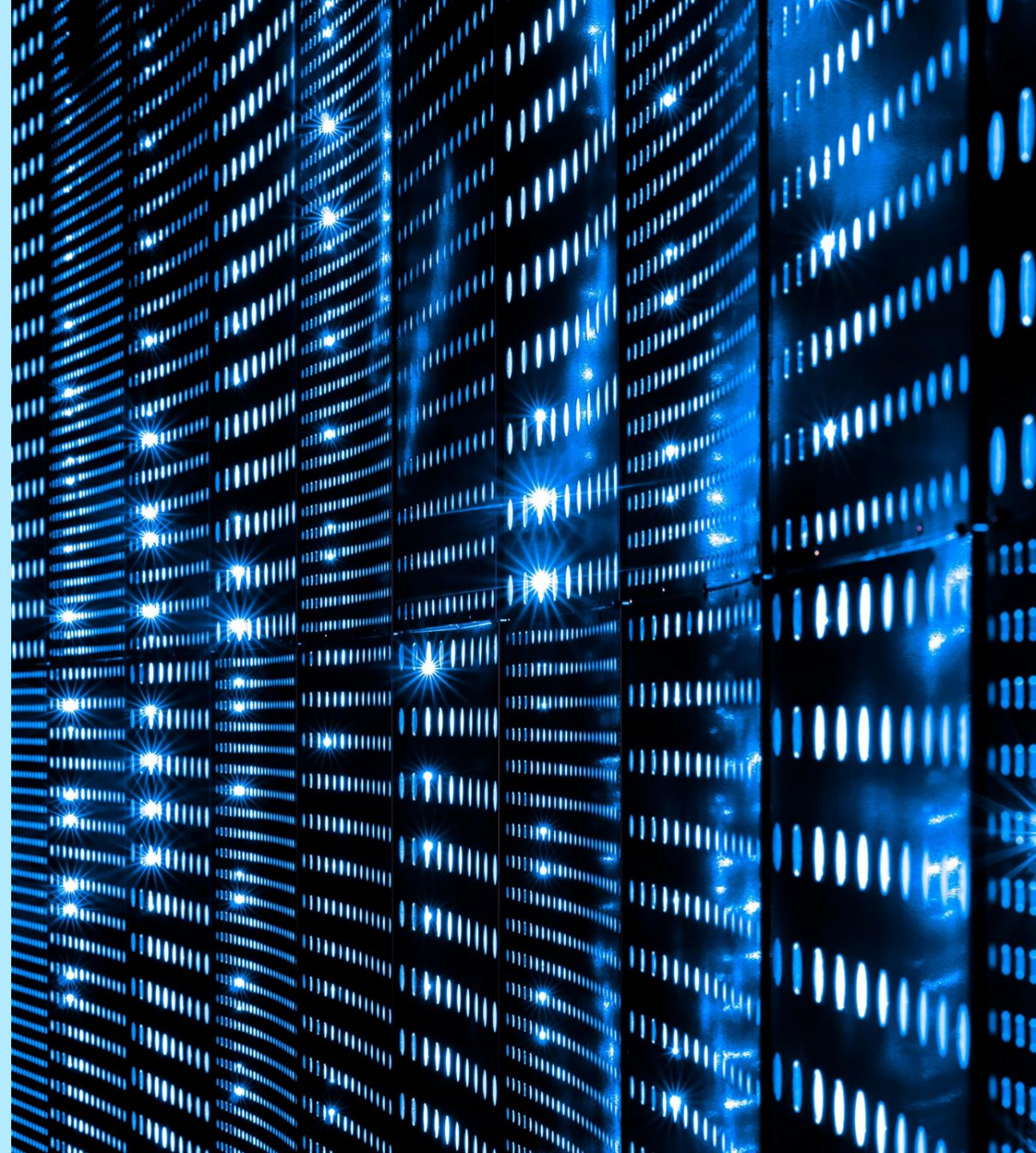
THEME #4.3

AI: THE PRODUCTIVITY BOOSTER

Artificial Intelligence (AI) will revolutionize financial advice

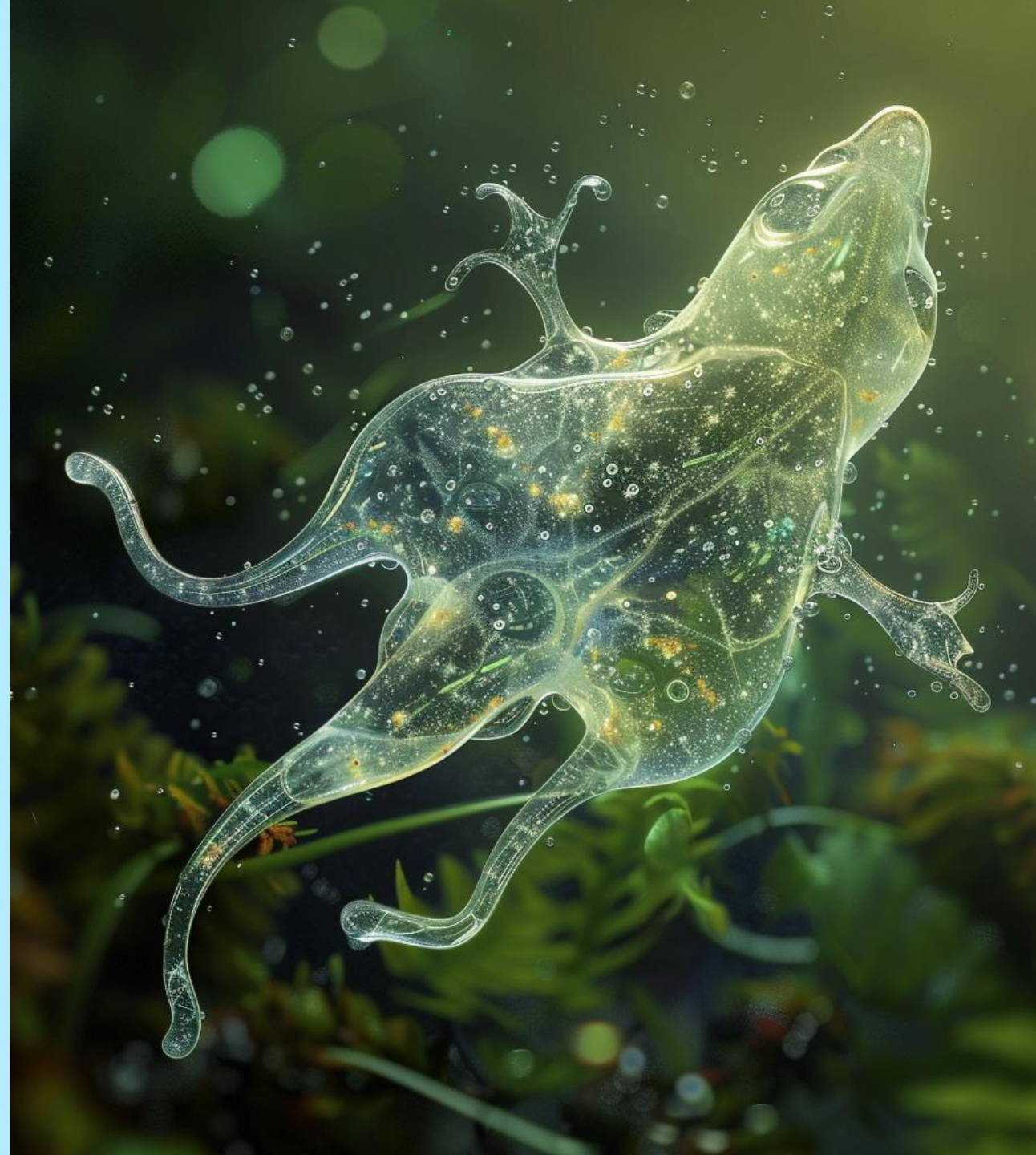
Augmenting human capabilities, AI can analyse vast datasets, identify patterns, and provides personalised insights

The synergy of human expertise and AI-driven efficiency is the secret sauce for success



**ARTIFICIAL
INTELLIGENCE ON
AN EVOLUTIONARY
SCALE IS LIKE AN
AMOEBA CRAWLING
OUT OF THE
PRIMAL SWAMP**

Open AI / Chat GPT launched November 2022



**GENERATIVE AI
TECHNOLOGY
(NATURAL
LANGUAGE
MODELS)**



ChatGPT

Investment Committee Charter

1. Purpose

The Investment Committee (the "Committee") is established to provide oversight, guidance, and decision-making authority regarding the investment activities within the financial advice licensee ("the Licensee"). The Committee's primary objective is to ensure that investment strategies align with the Licensee's objectives, risk tolerance, regulatory requirements, and the best interests of clients.

2. Authority

The Committee is granted the authority to:

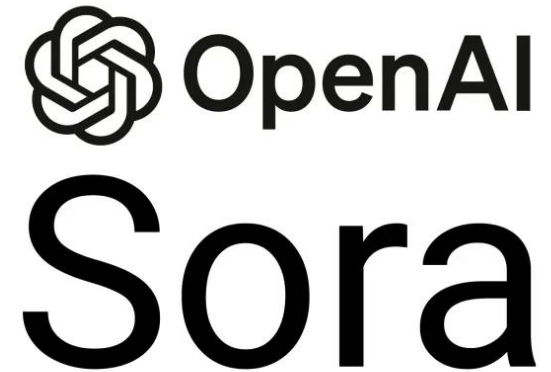
- Develop, review, and recommend investment policies and guidelines to the Board of Directors.
- Approve or reject investment strategies and products proposed by portfolio managers and advisors.
- Review and monitor investment performance and risk management processes.
- Ensure compliance with applicable laws, regulations, and industry standards.
- Conduct periodic reviews of the investment policy and procedures, recommending updates or revisions as necessary.
- Provide advice and recommendations to senior management on investment-related matters.

3. Composition

The Committee shall consist of members appointed by the Board of Directors, including:

- Chairperson: Appointed by the Board of Directors, responsible for leading meetings, setting agendas, and facilitating discussions.
- Members: Individuals with expertise in investment management, financial analysis, risk management, and compliance. Membership may include representatives from senior management, portfolio management teams, compliance officers, and independent industry experts.

**SORA IS AN AI
MODEL THAT
CAN CREATE
REALISTIC AND
IMAGINATIVE
SCENES FROM
TEXT
INSTRUCTIONS**



A STYLISH WOMAN WALKS DOWN A TOKYO STREET FILLED WITH WARM GLOWING NEON AND ANIMATED CITY SIGNAGE. SHE WEARS A BLACK LEATHER JACKET, A LONG RED DRESS, AND BLACK BOOTS, AND CARRIES A BLACK PURSE. SHE WEARS SUNGLASSES AND RED LIPSTICK. SHE WALKS CONFIDENTLY AND CASUALLY. THE STREET IS DAMP AND REFLECTIVE, CREATING A MIRROR EFFECT OF THE COLORFUL LIGHTS. MANY PEDESTRIANS WALK ABOUT.



**A NEW CLASS OF AI,
PI IS DESIGNED TO
OFFER
CONVERSATIONS,
FRIENDLY ADVICE,
AND CONCISE
INFORMATION IN AI.**

Talk to Pi,
your personal AI.

Pi

pi.ai



**THE FUTURE OF
FINANCIAL ADVICE
WILL BE BRIGHT
FOR THOSE THAT
EMBRACE CHANGE**

THANK YOU

CENTREPOINT
ALLIANCE



Neil, I am going to provide some examples of mind blowing AI which may include imbedded video..
Will leave this to you to add locally, OK? Let me know if you want me to assist

AI Generated Art - <https://www.midjourney.com>

AI Generated Video -<https://openai.com/sora>

AI Chat BOT / Personal Assistant - <https://pi.ai/talk>

Chat GBT summarising a lengthy document – e.g. Investment Management Report