nabtrade webinar ETF TRADING STRATEGIES

nabtrade

Information in this presentation is current as at 31 July 2019

GENERAL ADVICE WARNING



Any advice contained in this presentation has been prepared without taking into account your objectives, financial situation or needs. Before acting on any advice in this presentation, WealthHub Securities recommends that you consider whether the advice is appropriate for your circumstances.

WealthHub Securities recommends that you obtain and consider the relevant Product Disclosure Statement or other disclosure document available at nabtrade.com.au before making any decision about a product including whether to acquire or to continue to hold it.

AGENDA



ETF TRADING STRATEGIES WEBINAR



PAULA GIGLER ETF Specialist, BlackRock iShares



ALEX PRINEAS Associate Director, Morningstar Australasia

Opening remarks and what we'll discuss

- ETF trading strategies for both shortand long-term investors
- How to compare ETFs' suitability, fees and liquidity
- Tips on placing orders with ETFs
- ETF trading trends and valuable research tools on nabtrade

Q&A and closing remarks



45 minutes





VISHAL TECKCHANDANI (MODERATOR)

Customer Insights Manager, nabtrade

Don't forget, you can submit questions at any time You can also download the presentation

Paula Gigler Vice President

July 2019



NABTRADE ETF TRADING STRATEGIES

EIIH0719A-907262-1/24

Important Information

Issued by BlackRock Investment Management (Australia) Limited ABN 13 006 165 975, AFSL 230 523 (BIMAL).

This material is not a financial product recommendation or an offer or solicitation with respect to the purchase or sale of any financial product in any jurisdiction. The material provides general information only and does not take into account your individual objectives, financial situation, needs or circumstances. Before making any investment decision, you should assess whether the material is appropriate for you and obtain financial advice tailored to you having regard to your individual objectives, financial situation, needs and circumstances.

BIMAL is the responsible entity and issuer of units in the Australian domiciled managed investment schemes referred to in this material, including the Australian domiciled iShares ETFs. Any potential investor should consider the latest product disclosure statement, prospectus or other offer document (Offer Documents) before deciding whether to acquire, or continue to hold, an investment in any BlackRock fund. Offer Documents can be obtained by contacting the BIMAL Client Services Centre on 1300 366 100. In some instances Offer Documents are also available on the BIMAL website at www.blackrock.com.au. An iShares ETF is not sponsored, endorsed, issued, sold or promoted by the provider of the index which a particular iShares ETF seeks to track. No index provider makes any representation regarding the advisability of investing in the iShares ETFs. Further information on the index providers can be found in the BIMAL website terms and conditions at www.blackrock.com.au.

BIMAL, its officers, employees and agents believe that the information in this material and the sources on which it is based (which may be sourced from third parties) are correct as at the date of publication. While every care has been taken in the preparation of this material, no warranty of accuracy or reliability is given and no responsibility for the information is accepted by BIMAL, its officers, employees or agents.

Any investment is subject to investment risk, including delays on the payment of withdrawal proceeds and the loss of income or the principal invested. While any forecasts, estimates and opinions in this material are made on a reasonable basis, actual future results and operations may differ materially from the forecasts, estimates and opinions set out in this material. No guarantee as to the repayment of capital or the performance of any product or rate of return referred to in this material is made by BIMAL or any entity in the BlackRock group of companies.

No part of this material may be reproduced or distributed in any manner without the prior written permission of BIMAL.

© 2019 BlackRock, Inc. All Rights reserved. BLACKROCK, BLACKROCK SOLUTIONS, iSHARES and the stylised i logo are registered and unregistered trademarks of BlackRock, Inc. or its subsidiaries in the United States and elsewhere. All other trademarks are those of their respective owners.

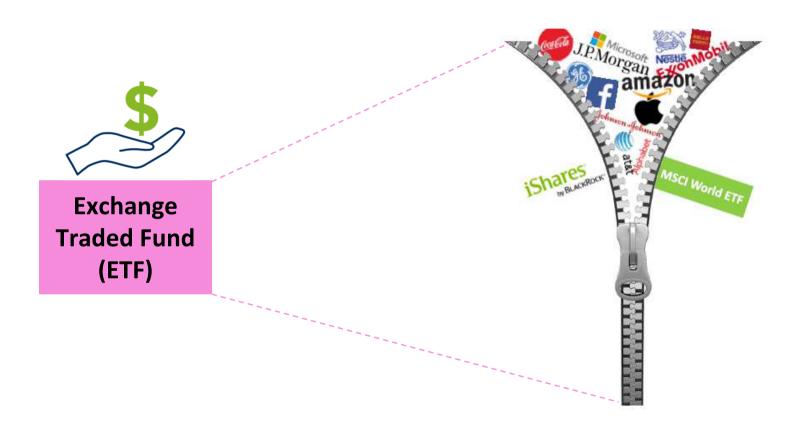
5

Agenda

1	Exchange-Traded Funds
2	ETF Investment Trends
3	ETF Trading
4	ETF Portfolio Strategies
5	Stay Up-to-Date
6	Questions



So what exactly is an ETF?



For illustrative purposes only. Where a company or a key figure is mentioned, it is only provided as a reference and does not represent endorsement by these companies. Reference to specific company names is for illustration only and should not be construed as investment advice or recommendation. Blackrock has not acquired any rights or license to reproduce the trademarks, logos or images set out in this document. The trademarks, logos and images set out in this document are used only for the purposes of this presentation.



EIIH0719A-907262-3/24

7

Explaining Diversification

Company-specific risk is reduced with a diversified portfolio

Markets Insider 🤣 180 Follow 1 Tesla is dropping after @elonmusk says the stock price is 'higher than we have any right to deserve' buff.ly/2u1DDkd Elon Musk 🤣 Follow 160 Elon was found passed out against a Tesla Model 3, surrounded by "Teslaquilla" bottles, the tracks of dried 2 tears still visible on his cheeks. This is not a forward-looking statement. because, obviously, what's the point? 140 Bankwupt Happy New Month! Elon Musk 🤣 Follow 3 Replying to @elonmusk @zeyner You know what, don't bother showing the video. We will make one of the mini-sub/pod 120 going all the way to Cave 5 no problemo. Elon Musk 🥝 Follow Am considering taking Tesla private at 100 \$420. Funding secured. 210212018 210312018 210512018 210712018 210912018 2/12/2018 210112019 210912017 2/12/2017 210312019 210112011 210312017 210512011 210112021 9:48 AM - 7 Aug 2018 Bloomberg Tesla Is Facing U.S. Criminal Probe Over Elon Musk 5 **Statements** S&P 500 Index ----- Tesla. Inc

The growing impact of social media on stakeholders can be frightening

Source: Bloomberg as of 08/04/19. S&P 500 Performance based on total annual return between 31/12/2016 – 31/03/2019. Index returns are for illustrative purposes only. Where a company or a key figure is mentioned, it is only provided as a reference and does not represent endorsement by these companies. Reference to specific company names is for illustration only and should not be construed as investment advice or recommendation. Blackrock has not acquired any rights or license to reproduce the trademarks, logos or images set out in this document. The trademarks, logos and images set out in this document are used only for the purposes of this presentation. Index performance returns do not reflect any management fees, transaction costs or expenses. Indexes are unmanaged and one cannot invest directly in an index. Past performance does not guarantee future results. Source: Twitter as of 08/04/2019.



8

Agenda

1	Exchange-Traded Funds
2	ETF Investment Trends
3	ETF Trading
4	ETF Portfolio Strategies
5	Stay Up-to-Date
6	Questions

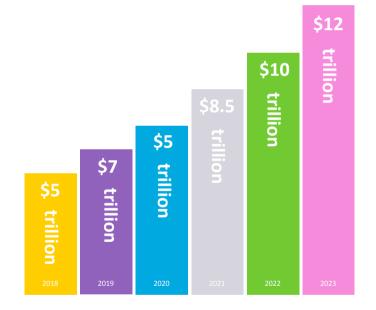


Four trends empowering ETF investors

- 1. ETF investors are active investors
- 2. Investors are sensitive to cost
- **3.** A transformation in the business model for financial advice
- 4. An evolution in the way bonds trade favours ETFs for efficient access

Global ETF assets are predicted to grow to US\$12T by 2023¹

Potential global ETF asset growth trajectory¹



1. BlackRock; Global Business Intelligence, as of April 2018

What is so attractive about ETFs?

DIVERSIFICATION

Made up of a broad portfolio of individual securities, ETFs are highly diversified investment vehicles.

TRANSPARENCY

ETFs are straightforward and transparent in their investment objective – to achieve results in line with their market benchmark.

ACCESSIBILITY ETFs offer access to market exposure of a variety of asset classes, both broad and specific.

LIQUIDITY ETFs are highly liquid, and can be bought and sold during the day

COST-EFFICIENCY

The average management fee of an ETF is generally lower than an active fund invested in the same market or assets. Buying an ETF is also often more cost-effective than buying the underlying securities

11

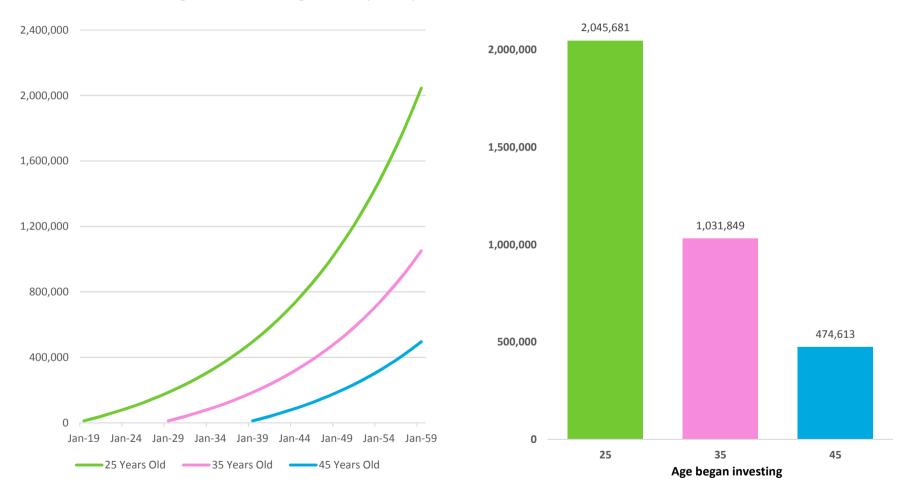
Agenda

1	Exchange-Traded Funds
2	ETF Investment Trends
3	ETF Trading
4	ETF Portfolio Strategies
5	Stay Up-to-Date
6	Questions



Time in the market is important

Retirement is often overlooked – thinking long-term is imperative in today's market

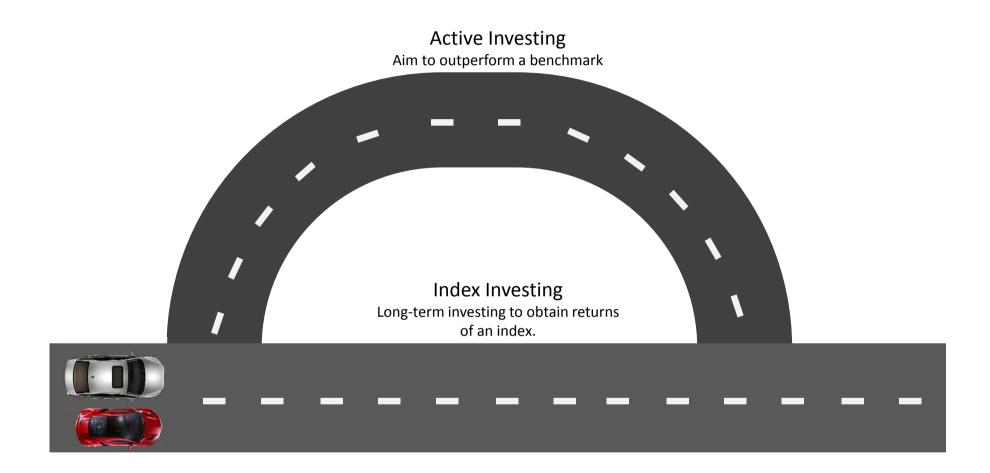


The results of investing earlier shows greater upside potential

For illustrative purposes only. Figures are assuming a real annual interest rate of 6%, compounded monthly. This is not a recommendation to invest in any particular financial product. This material provides general information only and has not been prepared having regarding to your objectives, financial situation or needs. There can be no guarantee that the investment strategy can be successful and the value of investments may go down as well as up.



Active vs Index Investing



For illustrative purposes only.

iShares. by BlackRock

ETF investors are active investors with the breadth of choice How do you decide what investment strategies suits you?

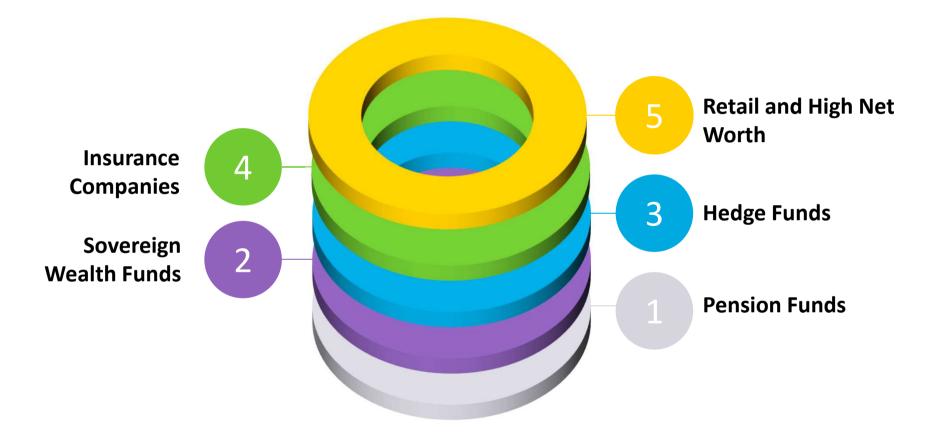
Commodities	Real Estate	Treasury	Short Duration
Inflation Linked	Investment Grade	High Yield	Fallen Angels
Europe	US	Japan	Emerging Markets
Large Cap	Mid Cap	Small Cap	Factors

Agenda

1	Exchange-Traded Funds
2	ETF Investment Trends
3	ETF Trading
4	ETF Portfolio Strategies
5	Stay Up-to-Date
6	Questions

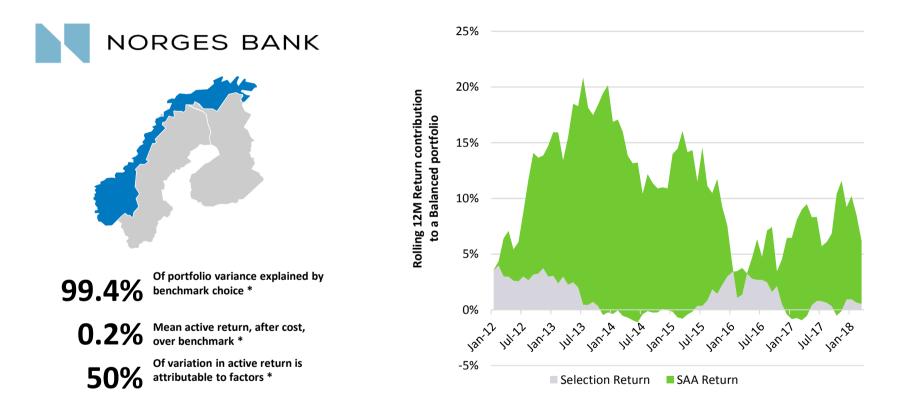


Who are the main users of ETFs?



The Importance of Asset Allocation

Asset Allocation



Fund Selection

Source: * A Review of Norges Bank's Active Management of the Government Pension Fund Global. Magnus Dahlquist, Bernt Arne Ødegaard, 5 January 2018.

Reference to the company names mentioned in this document is merely for explaining the investment strategy and does not constitute investment advice, or investment recommendation for those companies.

Past performance is not an indicator of future performance.



Common Uses of ETFs

INTERNATIONAL DIVERSIFICATION

ETFs can be used to maintain market exposure while preparing for a portfolio transition



CORE EXPOSURE

ETFs provide access to a variety of core market exposures in a cost effective and liquid vehicle



TACTICAL EXPOSURE

3

2

ETFs are a convenient method of over- or under-weighting certain regions, countries, sectors on the basis of short-term views **IXJ** (iShares Global Healthcare ETF)

LIQUIDITY MANAGEMENT



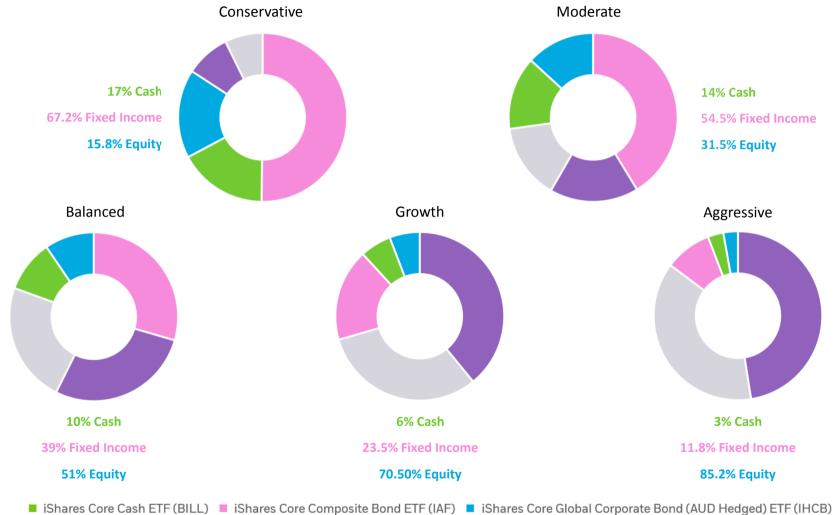
ETFs can help investors to **remain fully invested** while maintaining liquidity

IOZ (iShares Core S&P/ASX 200ETF)

The example contained herein is hypothetical and strictly for illustrative and education purposes only. Mentioning of iShares ETFs does not construe as any investment advice or recommendation.



Building a core portfolio with ETFs – iShares Core STRATEGIC model portfolios



■ iShares Core MSCI World All Cap ETF (IWLD) ■ iShares Core S&P/ASX 200 ETF (IOZ)

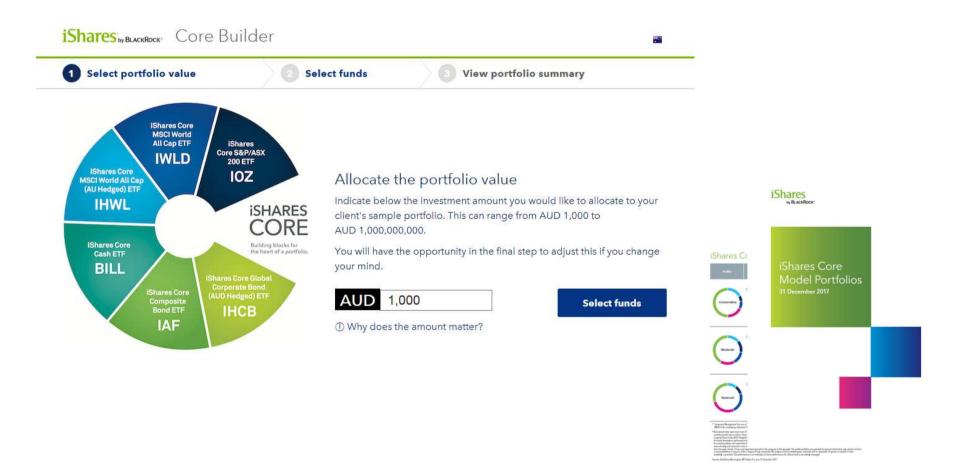
Source: BlackRock. iShares core Strategic model portfolio allocations as of 28/02/2019



iShares Core Model Portfolios

Our Core Model Portfolios are available Free via our website

You can adapt, tweak, and modify these with our Core Builder Tool.

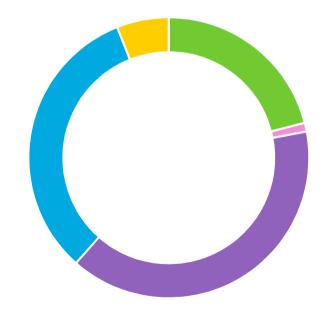


SHARES DIVERSIFIED MODEL PORTFOLION DECEMBER 2017 3

Example: Growth Model Portfolio (27th June 2019)

Australian Fixed Income (21.0%)	
iShares Core Composite Bond ETF (IAF)	18.3%
iShares Treasury ETF (IGB)	2.7%
International Fixed Income (1.0%)	
iShares Core Global Corporate Bond (AUD Hedged) ETF (IHCB)	1.0%
International Equities (32.5%)	
iShares S&P 500 ETF (IVV)	9.0%
iShares S&P 500 (AUD Hedged) ETF (IHVV)	8.0%
iShares Europe ETF (IEU)	3.0%
iShares MSCI Emerging Markets ETF (IEM)	5.0%
iShares Edge MSCI World Minimum Volatility ETF (WVOL)	4.0%
iShares Edge MSCI World Multifactor ETF (WDMF)	3.5%

Australian Equities (39.5%)	
iShares Core S&P/ASX 200 ETF (IOZ)	36.5%
iShares Edge MSCI Australia Minimum Volatility ETF (MVOL)	3.0%
Cash (6.0%)	
iShares Enhanced Cash ETF (ISEC)	3.5%
AusBond Bank Bill Index	2.5%



Source: BlackRock as at 27th June 2019. For illustrative purposes only. This is not a recommendation to invest in any particular financial product. This material provides general information only and has not been prepared having regarding to your objectives, financial situation or needs



22

Agenda

-

1	ETF Trading
2	ETF Investment Trends
3	ETF Portfolio Strategies
4	Exchange-Traded Funds
5	Stay Up-to-Date
6	Questions



Asset Class Views

Tactical views on selected assets from a U.S. dollar perspective, July 2019

Fixed Income	US government bonds	
	US municipal bonds	
	US Credit	
	European Sovereigns	
	European Credit	
	EM Debt	
	Asia Fixed Income	
Equities	US	
	Europe	
	Japan	
	Emerging Markets	
	Asia ex-Japan	

Source: BlackRock Investment Institute (BII) as at July 2019. For illustrative purposes only. This is not a recommendation to invest in any particular financial product. This material provides general information only and has not been prepared having regarding to your objectives, financial situation or needs.

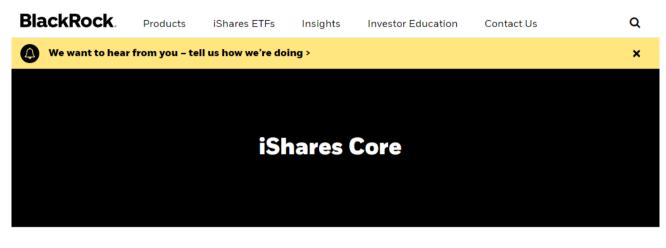
Stay in touch with iShares...







Stay in touch with iShares...



iShares Core is a series of six low-cost, high quality funds designed to provide a simple way to construct diversified and robust portfolios.

At less than 1/6th of the average cost of Australian managed funds,¹ the iShares Core suite provides broad market exposure across Australian equities, international equities (hedged and unhedged) Australian fixed income, international fixed income (hedged) and Australian dollar cash.



M RNINGSTAR[®]

Demystifying ETFs

Alex Prineas, Associate Director - Manager Research Morningstar Australasia

31 July 2019

©2015 Morningstar, Inc. All rights reserved.

Important Information

Any Morningstar ratings/recommendations contained in this presentation are based on the full research report available from Morningstar or your adviser.

© Morningstar, Inc. All rights reserved. Neither Morningstar, its affiliates, nor the content providers guarantee the data or content contained herein to be accurate, complete or timely nor will they have any liability for its use or distribution. No part of this document may be reproduced or distributed in any form without the prior written consent of Morningstar.

Any general advice or 'class service' have been prepared by Morningstar Australasia Pty Ltd (ABN: 95 090 665 544, AFSL: 240892) and/or Morningstar Research Ltd, subsidiaries of Morningstar, Inc, without reference to your objectives, financial situation or needs. Please refer to our Financial Services Guide (FSG) for more information at <u>www.morningstar.com.au/s/fsg.pdf</u>. You should consider the advice in light of these matters and if applicable, the relevant Product Disclosure Statement before making any decision to invest.

Our publications, ratings and products should be viewed as an additional investment resource, not as your sole source of information. Past performance does not necessarily indicate a financial product's future performance. To obtain advice tailored to your situation, contact a professional financial adviser. Some material is copyright and published under licence from ASX Operations Pty Ltd ACN 004 523 782.



Research Ratings and Reports

Morningstar looks at funds from a number of angles

	The Morningstar Rating™ for Funds	The Morningstar Analyst Rating™ for Funds	The Morningstar Sustainability Rating™ for Funds
	****	Gold Bronze	
Scale	1 to 5 stars 5= the top of the scale	Gold, Silver, Bronze, Neutral, Negative	1 to 5 globes 5= the top of the scale
Characteristics	 Performance-based Backward-looking Quantitative 	 Based on analyst research Forward-looking Qualitative 	 Portfolio-based Analyses the environmental, social, and governance (ESG)* scores and controversies of companies held in the portfolio Quantitative

*Examples of environmental factors may include energy use, carbon emissions, or deforestation. Some social factors may include a company's labor standards or employee engagement. Governance covers how a company pays its executives or what kinds of political contributions it makes.



Global Scale, Local Expertise

Morningstar analysts each have, on average, more than a decade of industry experience across a wide range of sectors and investment types.

	Number of	Average Industry	Average	Number	Number of
Region	Analysts	Experience	Morningstar	of CFAs	Advanced Degrees
	, 	(Years)	Experience (Years)		4
North America	49	11.9	8.2	15	23
Asia/Pacific	31	9.2	3.7	8	13
EMEA	41	11.3	-5.2	11	19
Total/Average	121	10.9	5.7	34	55

In Australia we have 13 analysts – and work closely with global colleagues.



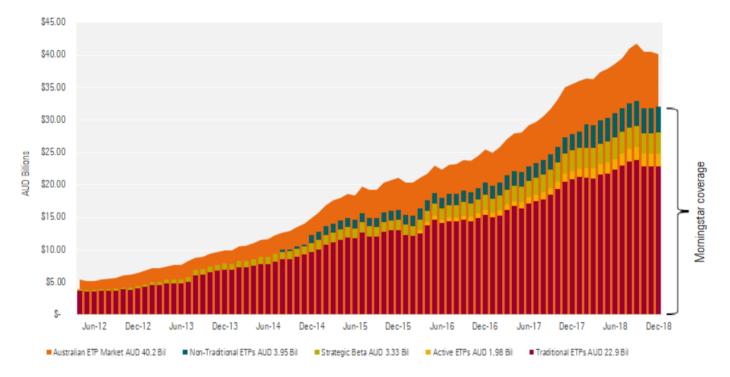
ETF/ETP and LIC Research

- Coverage of 72 Exchange Traded Products and 13 Listed Investment Companies/Listed Investment Trusts in Australia
 - Covers 80% of ETP FUM and 58% of LIC FUM
- The same research approach as used for unlisted managed funds
 - Annual manager reviews
 - Assess advantages and shortcomings of individual vehicle structures
 - Analyst proposals evaluated and voted on by ratings committee
- Regular commentary on trends and developments across listed products





31



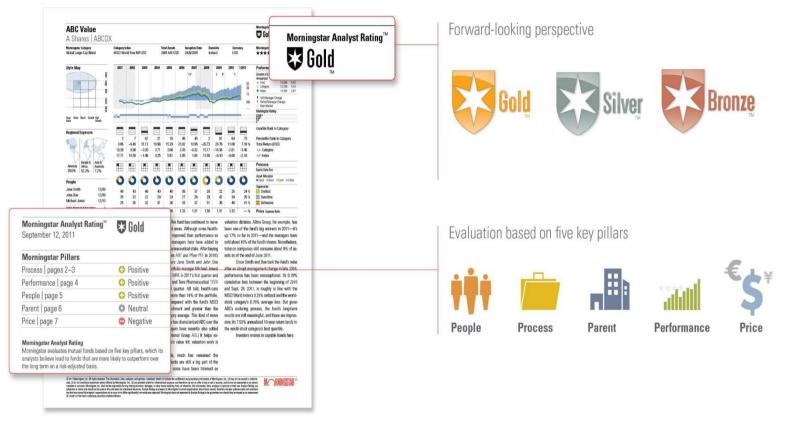
ETP Market Growth and Morningstar Coverage, 2012 to 2018.

"Non-traditional" includes commodity and currency ETPs; geared, inverse and option strategies; and systematic strategies with no benchmark. Source: Morningstar Direct.



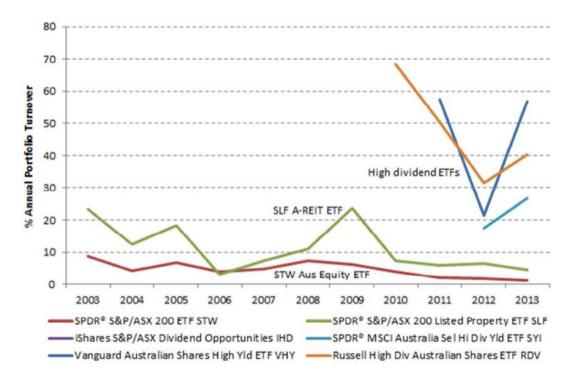
Global Ratings Process, Uniformly Applied

Morningstar's global network of 115 analysts provide objective, independent, forward-looking assessments of managed investments.





Understand the Investment Strategy



Source: Morningstar Direct.



Five Pillars of the Morningstar Analyst Rating: Parent



Culture & Stewardship

Manager Interest Alignment

Organisation Structure & Financial Stability

Regulatory History



Parent Pillar in the Analyst Rating

We prefer funds within strong parent organisations focused on responsible stewardship of investor assets.

Corporate Culture	Manager Incentives	Owner structure	Regulatory History
Stewardship or Salesmanship?	Are Managers' Interests Aligned?	Who has control?	Does the Firm Comply with Regulations?
Is the investment team stable and talented?	 Do managers invest meaningfully in the strategies they run? 	 How will a change in control impact investors? 	 Has the firm violated industry regulations? × If so, how has
Does the firm focus on known strengths or unproven trends?	 Are managers paid to deliver strong long-term returns? 	 Is the firm financially profitable and stable? 	the firm made things right?
Is the firm's primary interest asset gathering or care of capital?			



Morningstar ETF Research & Thought Leadership

Hermanic Ostad (19 Report) her Under Under 2002/014 Shares S&P 500 ETF I/// Monitopate Category Accorde Food Space Accord and Space Accord and Space Accord Accord and Space Accord Ac	hun 1. Manangana Analya Kadaya " Prangantai Bandanak Iari da 11 A B	MORNINGSTAR [®] ETFInvestor [™]						
Style Map	Performance Tane Here (10,0011th 24002114 20,00 20,00 20,00	A Global Guide	to Strategic-Beta Exchange-Traded Products	A planticar of carll, blorstem and Badrig unte LTP bachel month, at adreing partie granter bay money. Str lung many and plantic bar all money areas, Str lung many and str lung many areas, Str lung many areas, Str lung many area				
2 September 2014 Sept	13.00 201 201 201 201 201 201 201 201 201 2	Mansingster Manager Research Genetarie 2017 - Connestin 2 broadcator 3 the datad Songle-Bets (IP Linkscope Betad Josony 9 Datad Jasse 10 Europe 13 Adar-Partie 14 Europe 15 Adar-Partie 15 Europe 16 Adar-Partie 17 Europe 18 Adar-Partie 19 Europe 19 Eu	Executive Summary • Three years aga, we introduced our naming convertion and taxonomy for the tast-growing universe of transgio-base activatory-totaded products; or ETPs. In this year's guide, we provide an update on the state of the global strategio-bate ETP landscape. • In recent years, the space has grown more rapidly than the broadle ETP market as well as the asset-management industry as a whole. That said, the pace of these products tradets-have gains has declerated more recently an exchange-haded funds tracking more-traditional benchmarks have been gamering a greater share of net new flows. • Strategio-bate ETPF grownh has been driven by new cash flows, new bauches, and the entrance of new players—some of which are traditional, dyed-in-the-wool active managers.	net introduppids. I net mai neutration aus, part la dire dir dir "bring bei neutra, height son either in an ender dir the first in an ender dir dire aus angel end tagen aus and the for an angel dire tilt is introduppids. I neutral is interesting aus and the formation and the formation and the first is an easier in a direct in angel ender aus and the formation and the first is an easier in a direct in angel ender aus and the formation and the first is an easier in a direct in angel ender aus and the formation and and the formation and the formation and the formation and the first is an easier in a direct in angel ender and and the formation and the formation and the formation and and the formation and				
Process Pillar Positive Performance Pillar Positive	By Alexander Prineas 06/02/2018	Manager Research Analyst, Passive Strategies—Europe dimitar boyachtiev@momin.gstar.com	 We expect these trends will continue and may ultimately accelerate as never ETPs tracking new and unproven benchmarks season and more new entrants make their way into the market. 	Find Size Average Distinct Divised Average Tube Property References Internet Divises Tube Property References Internet Divises				
People Pilar Positive Parent Pilar Positive Price Pilar Positive	I's tough to envisige a better U.S. equity vehicle them Obsets SPE-900 WV. We reack the SPE-900, a well develofied and representative leads that also environspers to an support to heat. That's representable the case up even W's incredibly four fee of DRR—baser that any other exchange-traded fand in Australia. Even more, revenue trans Draver securities lending helps to lartite offlet costs.	Alex Bryan, D'A Director of Manager Research, Praticion Strategies—North America alex bryan@momingstar.com	 As of June 30, 2017, there were 1.520 strategic-test ETPs, with collective assets under management of approximately \$707 billion worldwide. Assets in these products grew 28.3% relative to their June 30, 2016, level. 	Call (The substitution) Call (The subs				
Bisk/Return Analysis (3 years) Eff Cat Index Prop. Bisk Standard Deviation % 10.88 10.76 Arithmetic Mem % 0.91 D.84 Stange Ratio 0.82 0.82 R Squeed 19.78	W's not spat chain-train ain capity manualist. A targe and segmented team run the AUD billion New Yook-Intergence TE, where this a long record training the locitomical, the Auritation and/or is a crass- liaring, memory memory and the liquidity of the maximic primary lating. While this axis memoriana bid- and primary, cross-fields do cross with generation and U.S. statist as complexition. Nevertheless, the denotized and AUD statistical statistical statistical statistical statistical statistical enterinsity and exposure to a targetowidi. The entering of the work's back comparison of the target and and the statistical statistical statistical statistical statistical statistical statistical and and the statistical statistical statistical statistical statistical and and the statistical statistical statistical statistical statistical and and the statistical statistical statistical statistical statistical statistical statistical and and the statistical statistical statistical and and the statistical statistical statistical and and and and and and and and and and	Jacile Chop, CFA Director of Manager Research, Pattive Strategier—Main jacke days@nonningstar.com Ben Johnson, CFA Director of Glabal ETP Research	Dividend-screened/weighted ETPs continue to task at or rear the top of the list of the most popular grouping of strategic-teta ETPs. This should come as little surprise when considered in the context of the prevailing interest-rate environment. Multifactor ETPs take surgid in number and popularity. As of the end of June 2017, there were 349	Director 12 BL Monthy Value All part departs of Director balance performance perfor				
Bets 1.01 Apple % 0.28 Teypon Tebs 1.75 Teypon Tebs 1.75 Return Date 1.75 Return Date 1.74 1.66 Return Date 2.802/2015 2.802/2015 2.802/2015 2.802/2015 Amount and the append shifts and a third and the appendix of the about and the appendix of the about and the appendix of the about about appendix on a shift appendix of the about appendix of the about appendix on a shift appendix of the about	large-op-functed, to five inter data as developed as some of the poor and may log in time of cruat-op- dependements. While interface compares have been applied bettern the applied active standing of the application of the applications of the standing of the applied of the standing of the applied of the standing of the standing of the standing of the standing of the standing of the standing of the standing of the standing of the standing of the standing of the standing of the point standing of the standing	ben jahrasodhonningstar.com Acabuli Verkatarana Managar Fesenzih Andre – Australania anshala senkataranandhoarringstar.com	such ETP worktwick, with calcicle AUM of SS7 billion. • The nuther of new product launches has come off a bit hom the necod level set last year. There were 20 A new standpoise TEP for lowoff to market in the 12 months through June 2017, down slightly from 211 during the prior periods. More strategic-bets ETPs were innoduced in Europe than all other registre combined. As a result, the European menu is now looking every bit as saturated as that in the United States.	Marine Sur CPT - productions that share the beam of the series				
2.2.2.2.Monopers. 20 gate second deater Messages at allows, as to control provide parts for particular Messagers Accounts by large to the Matter Will. 2019. Applied and the parts				cutation procession, 1023 percent and the task and a perfect determination of the start and the task and task				



Morningstar ETF Research & Thought Leadership

Ten Tips for More Effective ETF Investing

Alex Prineas Associate Director, Manager Research

Investors want more information and further education to help them effectively use ETFs. That's what polling data suggested at the May 2019 Morningstar Investment Conference. In the conference's listed investments session, 62% of respondents wanted more information and education materials. Only one third of respondents believed there is adequate information available to make investment decisions and trade listed funds effectively.

That raises an eyebrow, because ETFs sometimes trade with wider than normal bid/ask spreads, or deviate substantially from their net asset value, or NAV, which can jack up the cost to investors. Reasons for this can range from market volatility, illiquid or closed underlying markets, thin market-making activity, or operational errors. We've seen extreme spreads and discounts in US-listed ETFs at times, and to a lesser but still substantial degree, in Australia too. Yet by being aware of a few simple rules, investors can avoid most of these issues.

It's worthwhile revisiting the 10 rules of thumb for ETF transactions that we published in 2015. Every rule remains just as relevant in 2019, and we wouldn't be surprised if these rules remain relevant for years to come.

1. "No Limit" is a Poker Game, Not an Investment Strategy. Consider Using Limit Orders, Not Market Orders

Market orders can be useful when time is of the essence and price is of secondary importance, or when there is plenty of liquidity. Investors using market orders want to execute their entire order as soon as possible.

For large, very liquid ETFs that trade contemporaneously with their underlying securities, market orders will likely result in fast execution at a good price. But there are smaller or less liquid ETFs, and there are also ETFs that trade out of sync with their constituent securities (such as US equity ETFs where there's no overlap between Australian and US trading hours). Limit orders help ensure favourable execution from a price perspective. A buy limit order will fetch the buyer a price less than or equal to the limit price, while a sell limit order will transact at a price greater than or equal to the limit price.

2. Avoid Trading at Open, Close, or in the Auction Period

For ASX-listed ETFs, this means at the very least, avoid trading earlier than 10.15am or later than 3.45pm. At these times, market-makers may not be watching the market as closely, and some underlying stocks may not be trading, making it more difficult for the market-maker to calculate an accurate price.

3. Check the Bid/Ask Spread

If the bid/ask spread is wide, it may indicate that something is amiss, and it might pay to delay your trade or dig further. It is also worth observing the bid/ask spread to see if it is unstable, that is, narrowing and expanding frequently. If so, it's a sign market makers are adjusting for risk and caution may be required.

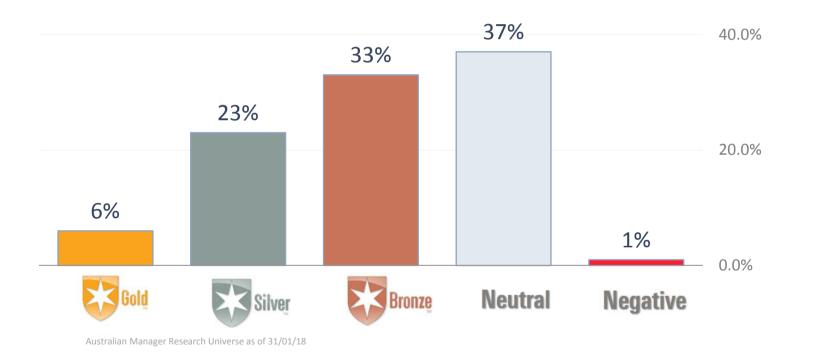
4. Be Wary When Transacting While Underlying Securities Are Not Open for Trading

ETF trading volumes should be substantially higher and bid/ask spreads will typically be lower when the underlying stocks are also trading and have transparent pricing. For example, trade Asian ETFs in the afternoon, once the Hong Kong, Singapore, and Shanghai exchanges are open. In



Distribution of Analyst Ratings (%)

Our Ratings distribution is different to other research firms in Australia: Medalists are the elite.







AN OVERVIEW OF Exchange-traded funds on Nabtrade

Empower yourself to make confident investment decisions

31 July 2019 | Vishal Teckchandani – Customer Insights Manager, nabtrade

IMPORTANT INFORMATION



Disclaimer: The nabtrade service (nabtrade) is provided by WealthHub Securities Limited ABN 83 089 718 249 AFSL No. 230704 ("WealthHub Securities, us, we, our"). WealthHub Securities is a Market Participant of the Australian Securities Exchange Limited (ASX) and Chi-X Australia Pty Ltd (Chi-X), as defined in the ASIC Market Integrity Rules, and a wholly owned subsidiary of National Australia Bank Limited ABN 12 004 044 937 AFSL 230686 (NAB). NAB doesn't guarantee the obligations or performance of its subsidiaries or the products or services its subsidiaries offer. The nabtrade cash products are issued by NAB, and are to be used in conjunction with the nabtrade service.

Any advice contained in this presentation has been prepared without taking into account your objectives, financial situation or needs. Before acting on any advice in this presentation, WealthHub Securities recommends that you consider whether the advice is appropriate for your circumstances. WealthHub Securities recommends that you obtain and consider the relevant Product Disclosure Statement or other disclosure document available at nabtrade.com.au before making any decision about a product including whether to acquire or to continue to hold it.

This presentation is intended only for attendees and contains information which may be confidential. Where you download or print copies of any information contained in this presentation, you acknowledge that it is for your personal and private use, and that it may not be reproduced, republished, broadcast or otherwise distributed without WealthHub Securities prior written consent. WealthHub Securities doesn't guarantee the integrity of this communication, or that it is free from errors, viruses or interference.

REASONS TO INVEST in ETFs with nabtrade





Pricing

Brokerage*	Brokerage* \$14.95		^{\$} 19.95	^{\$} 55.00		
Trade size	\$5,000	\$10,000	\$20,000	\$50,000		

*International trades will incur a foreign exchange conversion spread of between 0.50% to 0.80% of the trade transaction value.

Funding options for ETFs

There are two ways to found your investments:



Every nabtrade account comes with a linked cash account.



With a NAB Investment Loan you can borrow to invest. Visit nabmarginlending.com.au for more information.

NABTRADE TRENDS what ETFs and managed investments are popular among customers?



ETF TRANSACTIONS GROWING AT **†** 45% P.A. SINCE 2014 ON NABTRADE



CORE EXPOSURES

- Australian Foundation Investment Company (AFI:ASX)
- WAM Capital (WAM:ASX)
- SPDR S&P/ASX 200 ETF (STW:ASX)
- iShares Core S&P 500 ETF (IVV:ASX)
- BetaShares NASDAQ 100 ETF (NDQ:ASX)
- Vanguard Australian Property Securities ETF (VAP:ASX)

CANNABIS (AND TACTICAL BETS)

- MMJ Group Holdings (MMJ:ASX)
- BetaShares Crude Oil Index (Currency Hedged) Synthetic ETF
- iShares Europe ETF (IEU:ASX)

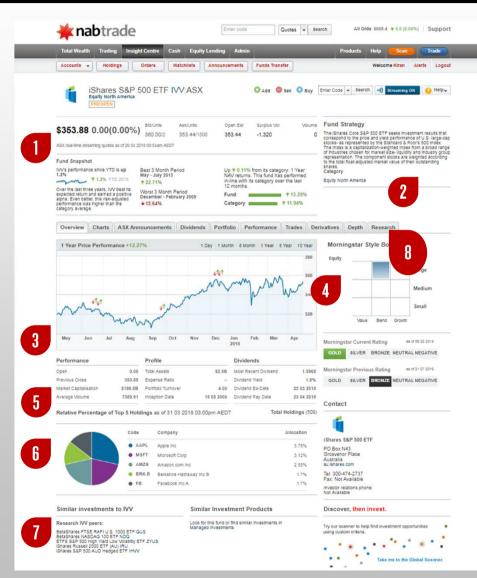
\bigcirc

PORTFOLIO PROTECTION

- BetaShares Australian
 Equities Strong Bear
 Hedge Fund (BBOZ:ASX)
- BetaShares US Dollar ETF (USD:ASX)

USEFUL INFORMATION you can access with an account





Information you can access:

- 1. PRICING (LIVE FOR ASX ETFs)
- 2. FUND STRATEGY & SNAPSHOT
- 3. PERFORMANCE CHART
- 4. MORNINGSTAR STYLE BOX & RATING
- 5. PERFORMANCE/PROFILE/DIVIDENDS
- 6. TOP HOLDINGS
- 7. SIMILAR INVESTMENTS
- 8. RESEARCH

Screenshot sourced from the nabtrade secure site



iShares Core S&P 500 ETF (AU) IVV

Alexander Prineas

iShares Core S&P 500 (AU) IVV

Suitability

IShares Core S&P 500 (AU) IVV is one of the cheapest ETFs in Australia, and one of the best. It charges an incredibly low 0.04% per year. Revenue from iShares' securities lending helps to further offset costs. Its large trading volumes and liquid constituents means it also boasts consistently low bid-ask spreads (a cost of trading) compared with other international equity ETFs.Furthermore, in 2018 IVV switched from a cross-listing to a dedicated local Australian exchange-traded fund, making an already stellar ETF even more attractive, by simplifying taxes and paperwork. IVV tracks the S&P 500, a well-diversified and representative index that active managers have struggled to beat. IVV is not just cheap--it's also capably managed. A large and experienced team runs the more than AUD 200 billion US-listed parent ETF, where it has a long record of tracking the benchmark. The dominance and diversity of American companies means that by purchasing this one ETF, investors get exposure to a broad portfolio of some of the world's best companies, including areas that are under-represented in Australia, such as technology and healthcare. IVV offers diversification, as the S&P 500 has a low correlation to Australian equities. Whilst there is some exposure to mid-cap names, the S&P 500 is mostly large-cap-focused, so it's worth noting there are even more diversified indexes available that stray further down the cap spectrum, holding as many as 3,500 names. IVV should do well when large-cap lead the market. While American companies have a global footprint, this single-country ETF depends on the US economy, currency, and policy settings and their inherent risks. On the other hand, IVV should outperform when small caps struggle, which often occurs in down markets. All up, IVV ticks the boxes-namely, an incredibly low fee, liquidity. diversification, and a track record of effective implementation. For investors seeking a dedicated US vehicle, IVV must be considered





Fees

26 07 2019 04:21pm AEST

Portfolio construction



45



FIND AN ETF with our ETF scanner tool



Accessing the ETF scanner

Finding the ETFs scanner tool:

- > Login to nabtrade
- Hover your cursor over the 'Insights Centre' tab
- Select 'ETFs'

Using the ETFs scanner tool:

- Select the relevant criteria from 'Your Filters'
- Click on 'View Results'
- A list of ETFs will appear at the bottom of the page. You can sort the results by 'Performance' and 'Income'

Total Wealth	Tracking Inc	sight Centre Cash E	ipany Le	nding Admin	-			stacts H	-	- 6	Trade
Accounts	- seconda	Criters Visitified		nouscements	Funds Tran	eter (Anticome XON	e Alerta	1.500
Exchange	Traded Fu	inds (ETFs)					free	Cose		Saarch	Halp.
Your Filt	Least the order	s beau to the						Clear 25	Criteria	e T Re	sults
Asset Class	Asset Class Market Cap			Sector Allocation Regional			Allocation		Exchange		
Fixed incom	м ж.	More than \$500M							Australia ASX 🗶		
		\$100M - \$500M	×								
Asset Class		Market Cap		Sector Allocation 😜		Region	Regional Allocation 😜		Exchange		
Commodities +		More than \$500M	+	Basic Materials +		+ United	United States +		Australia ASX +		
Equity +		\$100M - \$500M	-	Financial +		+ Asia I	Asia Developed +		Germany ETR 🔶		
		\$30M - \$100M	+	Industriais +					Hong Kong SE +		
Fixed Income +											
Money Market +		Less than \$30M	*	Technology + Eurozone		008	*	United States			
				- anor	Mare	1					
Overview	Performance	Income									
Total Return	troung? a	r7 Awura									Autour
C088	Name			14	at Price	Since Inception	. 110	1 Month	& Monithe	5 79979	15.79
100 th#	Gharek Core Cor	opaute Bond ETF		64	105.21	4.657	-	-		-	
200 ACR	Russel chryslene	mis Avatralian Select Corporati	i		\$19.91	6.23*	1.51%	8.00%	2.87%	4.31%	
ISH VOR-	Verguest Austal	er Soverment Bond maes 814			\$45.32	4.27			-	-	
100 100	Vergues Austalian Flass interest index 5				845.55		\$ \$2%	14.27%	2.52%	-	
PLUS VANCOS VARION AVAILATIAN COrporate Bond Plus CTP			817.25	(14)	 938. 	-0.53%	1305	1			
ill vir	Vergues menatorial fixed imenal index (He .				\$47.81	1.417	1005	1.0%	0.01%		
CER GPON	Setamere Australian dank Senor Poeting Rate				\$25.85	2276 GAV6		6.17%	0.87%	-	

Screenshot sourced from the nabtrade secure site

REGULAR INSIGHTS on ETFs



Access regular insights on ETFs with nabtrade

- ➢ ETF education
- Recommendations
- Videos
- Infographics
- > Webinars

Visit

www.nabtrade.com.au /insights to access ETF

insights from contributors including BlackRock, ETF Securities, Cuffelinks, Switzer Super Report and more





a Weeks, ETF Securities

THREE INVESTMENT THEMES TO CONSIDER

By Peter Switzer Wed 24 July 2019 10:30 AM



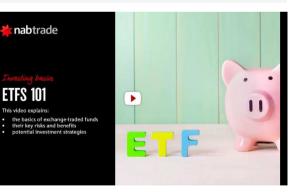
Anyone who has watched or read me for years knows I don't punt on companies. I do take the advice of respected stock analysts. Sometimes, for example, with my BHP call in the 514 region, I'll take a three-year speculation on a quality company that has been beten up you in ritroional, too punishing market.

You have to remember a lot of momentum on stocks is driven by short-term haters and lovers of companies, which creates an opportunity. It's why I think Link (LNK-ASX) looks like a decent longer-term play. But that's for another day.

Today I want to go back to my often talked about strategy of using exchange traded funds (ETFs) when you're looking at a buying opportunity. The three in question target three areas worth taking a punt on for good historical reasons.

The first is an ETF that captures a stock's sector — small caps — that's likely to benefit from a post-trade war truce. Cyclical stocks and more risky companies should be beneficiaries of that time when rotation out of dividend-paying and big cap, bond-proxy stocks begins.

Instead of picking individual stocks, an exchange traded fund that picks up 200 small cap companies could be the ticket. The chart below shows the ishanes S&P/RSX Small Ordinarias ITF (ISOASX) over five years. The high was hit before the mid-2018 sell off at around \$5.35 and it's \$4.56 at the time of writing. So if the trade war truce brings expected optimism, taking out \$5.35 would bring a 7.8% gain on top of a dividend yield of 2.3%.



NTRODUCING model portfolios on nabtrade



What is a model portfolio?

A model portfolio is a selection of investments, chosen by expert investment managers, designed to fulfil various investor needs.

How to find model portfolios on nabtrade:

- Login to nabtrade
- Hover your cursor over the 'Insights Centre' tab
- Select 'Model Portfolios'

iShares Core Model Portfolios

Every investor is different and this knowledge underpins the flexible tools to iShares create portfolios tailored to your needs. The iShares Core Model Portfolios, "These model portfolios are using iShares Core ETFs provides a simple and low-cost way to build a really designed to take the diversified portfolio for the long term. guesswork out of portfolio construction, and we have The five model portfolios have been expertly designed for a range of needs five portfolio profiles to and risk preferences, these are; Conservative, Moderate, Balanced, Growth match the needs of a broad range of investors." and Aggressive. These portfolios are based on the average portfolio allocations across asset classes by Australian managed funds in these Alex Zaika categories. Head of Wealth, IShares Australia They are meant to be illustrative only and demonstrate a range of investment outcomes. They are not intended to be investment advice. iShares by BLACKROCK* iShares Core Model Conservative Moderate Balanced Growth Aggressive Portfolios 5 > > > > Index Total iShares Core S&P/ASX 200 ETF (IOZ) 38.5% iShares Core MSCI World 31.5% All Cap ETF (IWLD) Growth iShares Core Composite Bond ETF (IAF) 17.7% 0.16 6.40 iShares Core Global Corporate 6.3% Bond (AUD Hedged) ETF (IHCB) iShares Core Cash ETF 6.0%

Screenshots sourced from the nabtrade secure site



CHECK OUT WHAT NABTRADE HAS TO OFFER



www.nabtrade.com.au 🚺 13 13 80

Key features

\$14.95 for trades up to \$5,000 for domestic and international securities (including FX):





Please don't forget to complete the feedback form after the webinar concludes