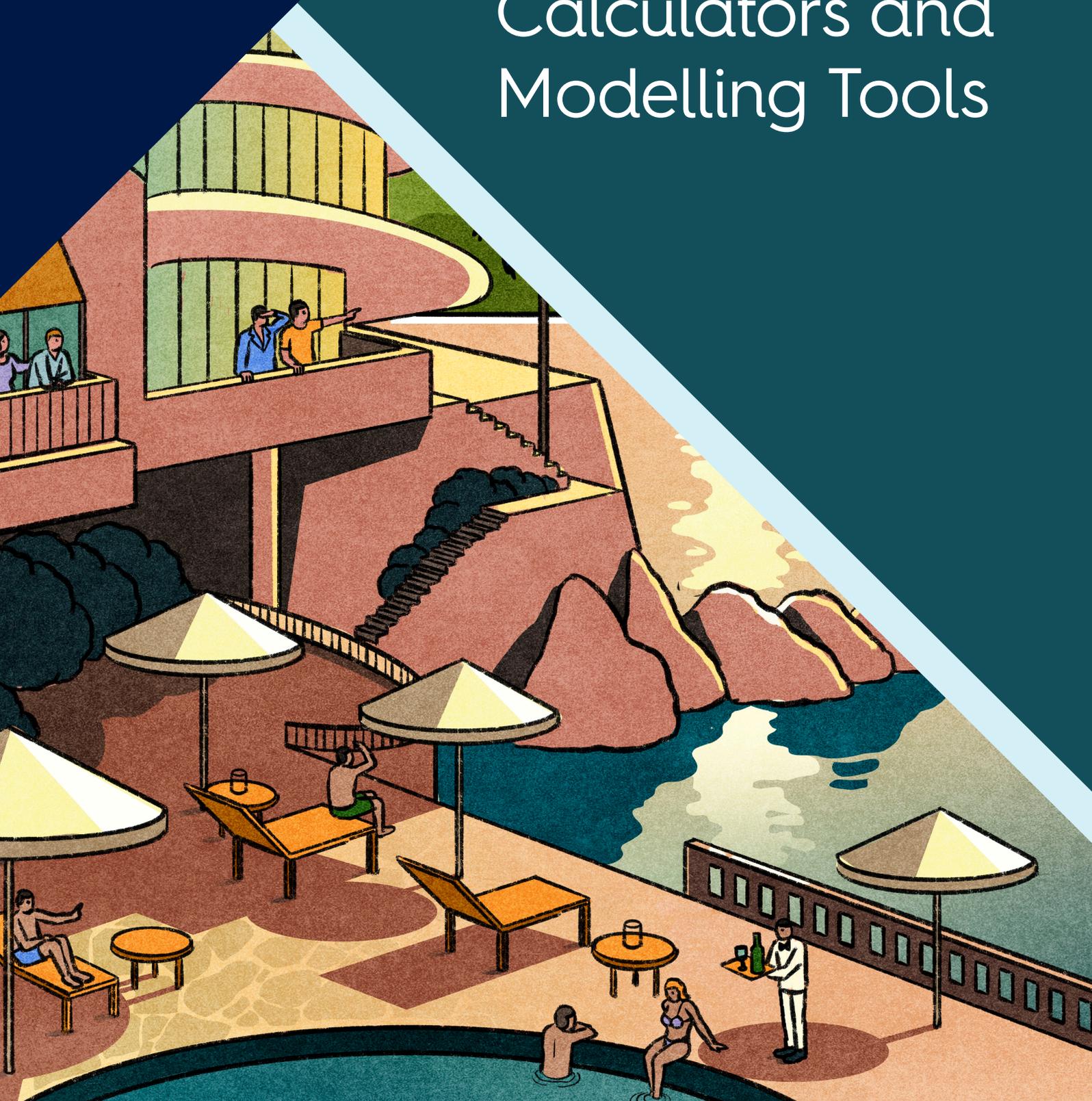


North

MyNorth Calculators and Modelling Tools



MyNorth Retirement Calculator

The MyNorth Retirement Calculator is an adviser tool designed to:

- Aid in visualising and understanding the Lifetime Income account and the Allocated Pension available in MyNorth Pension; and
- Assist advisers to structure their client’s capital to support their income needs in retirement.

The calculator can help solve for things like:

- A required level of income over a projected period
- Maximisation of currently available Age Pension benefits
- Mitigation of market volatility and longevity risk.

Additionally, the calculator optimises to a maximised income level to life expectancy +buffer (where members have a 1 in 5 chance of outliving life expectancy +buffer based on the Australian Life Tables).

What you can do in the new calculator:

- Can allocate funds across both the Lifetime Income account and the Allocated Pension
- Can configure an annual income goal in retirement
- Can model singles and couples
- Can select an investment profile and associated investment return
- Can model real and nominal outcomes
- Can export to PDF or CSV

MyNorth Retirement Calculator

Client Details

Client name (Optional): Nikhil and Ana | Homeowner: Yes

Single or Couple: Couple | Combined lifestyle assets: \$50,000

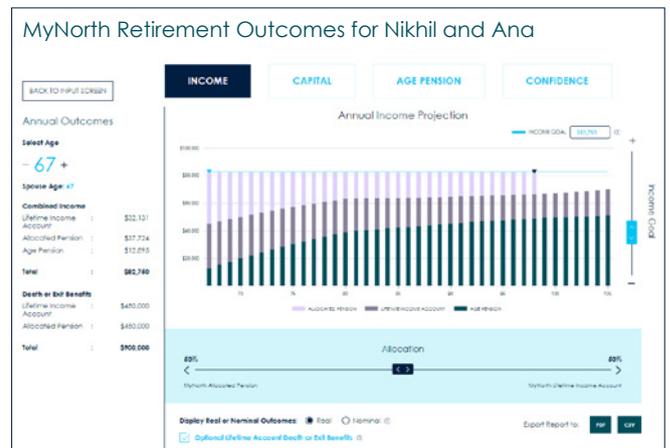
Client age: 67 | Spouse age: 67

Client super balance: \$500,000 | Spouse super balance: \$400,000

Investment profile: Growth

Expected annual investment return is: 6.22%

Generate Retirement Outcomes



The MyNorth Retirement Calculator is designed to aid in visualising and understanding the **Lifetime Income account** and the **Allocated Pension** available in MyNorth Pension.

MyNorth Accumulation Modelling Tool

- The purpose of the tool is to enable detailed modelling of a single or couple's accumulation phase up to a retirement age.
- The tool is an alternative to existing planning tools, designed to enable modelling and outputs which can be incorporated into an adviser's process of delivering, communicating, and informing advice.
- The tool models allocations of members' superannuation across MyNorth's Lifetime Super and Deferred Lifetime Income accounts, as well as an existing super account, as input by advisers.

Core outputs are:

- Income projection
 - Capital projection
 - Age pension projection
 - Retirement projection table
- The tool additionally contains an exportable PDF report for saving to file notes and copying into formal advice documentation as required.
 - The retirement balance will also be output, for copying into the MyNorth Retirement Tool for continued modelling of members from accumulation into decumulation.

MyNorth Accumulation Modelling Tool (release date: 30-11-2022) North

Financial Year: 2022/23

Are you modelling a single or a couple? Single Couple

	Spouse 1	Spouse 2
Client Name:	Bob	Sarah
Gender:	Male	Female
Starting Age (15-64):	45	48
Starting Super Balance (\$):	\$100,000.00	\$120,000.00

Gross Salary: Employed Self-Employed

	Spouse 1	Spouse 2
Annual Gross Salary (\$pa):	\$100,000.00	\$80,000.00
Annual Indexation of Gross Salary (%pa):	3%	CPI

Contribution Caps Available

	Concessional:	Non-Concessional:
	\$27,500.00	\$27,500.00
	\$13,000.00	\$13,000.00

Concessional Contributions

	Spouse 1	Spouse 2
Annual Super Guarantee (%pa):	10.50%	12.00%
Annual Salary Sacrifice (\$pa):	\$0.00	\$0.00
Personal Deductible (\$pa):	\$0.00	\$0.00
Non-Concessional Contributions	\$10,500.00	\$9,600.00
Annual Non-Concessional Contributions (\$pa):	\$0.00	\$0.00

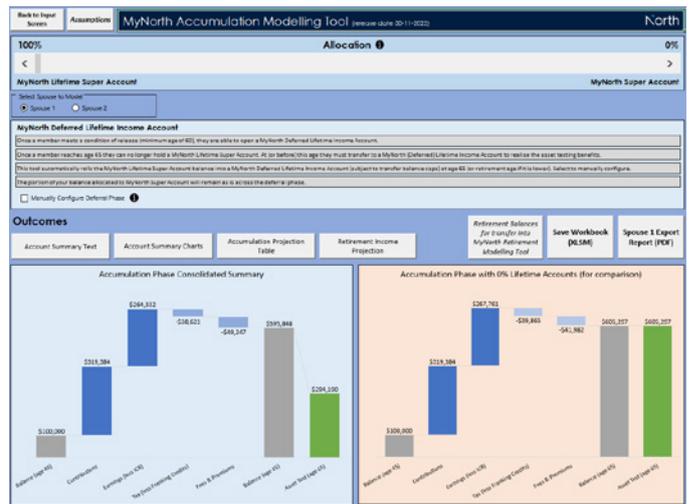
Advice Fees

	Spouse 1	Spouse 2
Initial/Additional Advice Fee (\$pa):	\$1,000.00	\$1,000.00
Annual Advice Fee (\$pa):	\$1,000.00	\$1,000.00
Annual Indexation of Advice Fee (%pa):	CPI	CPI

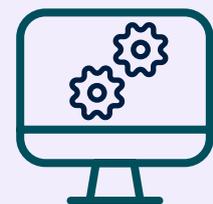
NOTE: The modelling assumes that all advice fees are charged from the Lifetime Account and the Existing Super Account, and are split by the proportion of total balance that is allocated to each account.

Lifetime Account Investment Profile

	Spouse 1	Spouse 2
Investment Profile:	70% Growth	70% Growth
Income Return (%pa):	2.28%	2.28%
Franking (%pa):	29.67%	29.67%
Growth Return (%pa):	5.03%	5.03%



The purpose of the MyNorth Accumulation Modelling Tool is to enable detailed modelling of a single or couple's accumulation phase up to a retirement age.



MyNorth Retirement Modelling Tool

- The purpose of the tool is to enable detailed planner modelling of a single or couple’s retirement (decumulation) phase from a retirement age.
- The tool is an alternative to existing planner tools, designed to enable modelling and outputs which can be incorporated into an adviser’s process of delivering, communicating, and informing advice.
- The tool models allocations of members’ superannuation across MyNorth’s Lifetime Super and Deferred Lifetime Income accounts, as well as an existing super account, as input by advisers.

- The tool additionally incorporates other assets and other income, in order to provide a holistic retirement projection across all income streams (incl. other income and age pension) from retirement age to 105.

Core outputs are:

- Income projection
 - Capital projection
 - Cumulative totals
 - Age pension projection
 - Retirement projection table
- The tool additionally contains an exportable PDF report for saving to file notes and copying into formal advice documentation as required. into formal advice documentation as required.

MyNorth Retirement Modelling Tool (release date: 30-11-2022) North

Financial Year: 2022/23

Are you modelling a single or a couple? Single Couple

Manually configure financial year, client details, and predefined account balances at (or during) retirement

Client Details	Spouse 1	Spouse 2
Client Name:	Ahmed	Lina
Gender:	Male	Female
Age (60-90):	67	67

Transfer Balance Cap: \$1,700,000.00

Spouse	Super Balance (\$)
Spouse 1	\$450,000.00
Spouse 2	\$450,000.00

Other Assets (couple consolidated)

Home Ownership:	Yes
Non-Financial Assets (\$):	\$50,000.00
Deemed Financial Assets (\$):	\$20,000.00
Annual Indexation of Deemed Financial Assets (%pa):	CPI
Non-Deemed Financial Assets (\$):	\$10,000.00
Annual Indexation of Non-Deemed Financial Assets (%pa):	2%

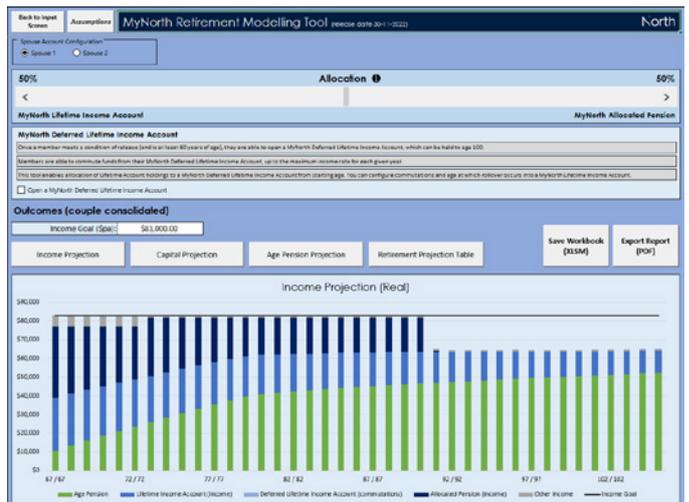
Other Income (couple consolidated)

Actual Income from Deemed Financial Assets (Net) (\$pa):	\$1,000.00
Duration (Years):	Perpetuity
Annual Indexation of Income from Deemed Financial Assets (%pa):	CPI
Employment Income (Gross) (\$pa):	\$0.00
Other Income (Net) (\$pa):	\$5,000.00
Duration (Years):	6
Annual Indexation of Other Income (Net) (%pa):	2%

Advice Fees

Initial/Additional Advice Fee (\$pa):	\$1,000.00	\$1,000.00
Annual Advice Fee (\$pa):	\$1,000.00	\$1,000.00
Annual Indexation of Advice Fee (%pa):	CPI	CPI

NOTE: The modelling assumes that all advice fees are charged from the Lifetime Account and the Other Pension Account, and are split by the proportion of total balance that is allocated to each account annually.



The MyNorth Retirement Modelling Tool incorporates other assets and other income, in order to provide a **holistic retirement projection** across all income streams.

MyNorth Lifetime Super Calculator

The MyNorth Lifetime Super Calculator is an adviser tool designed to:

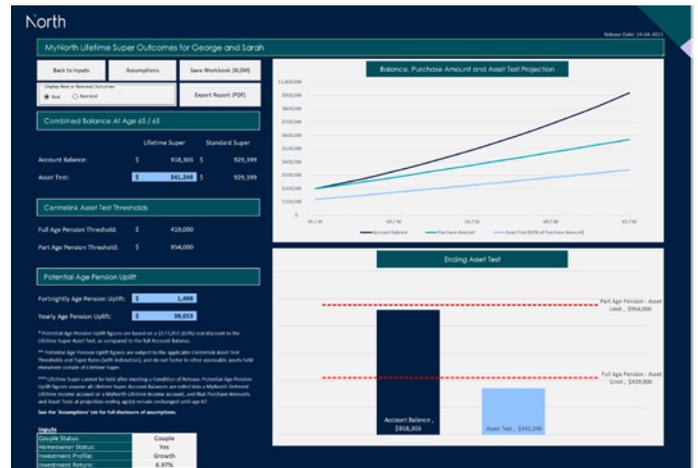
- Aid in visualising and understanding the various components underlying the MyNorth Lifetime Super account
- Assist advisers to structure their client’s capital in accumulation to optimise their superannuation balance and age pension eligibility in retirement.

The calculator can help solve for things like:

- Maximisation of Centrelink Asset Test discounts (vs. retirement balances)
- Potential Age Pension uplift
- Visualisation and breakdown of MyNorth Lifetime Super components

What you can do in the new calculator:

- Can model investment returns and contributions into a MyNorth Lifetime Super balance across accumulation to age 65
- Can project retirement balances and asset test discounts as compared to full and part Age Pension thresholds
- Can model singles and couples
- Can model real and nominal outcomes
- Can export to PDF



The MyNorth Lifetime Super Calculator is an adviser tool designed to aid in visualising and understanding the various components underlying the MyNorth Lifetime Super account

Get in touch

For more information, please speak to your BDM.

What you need to know

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