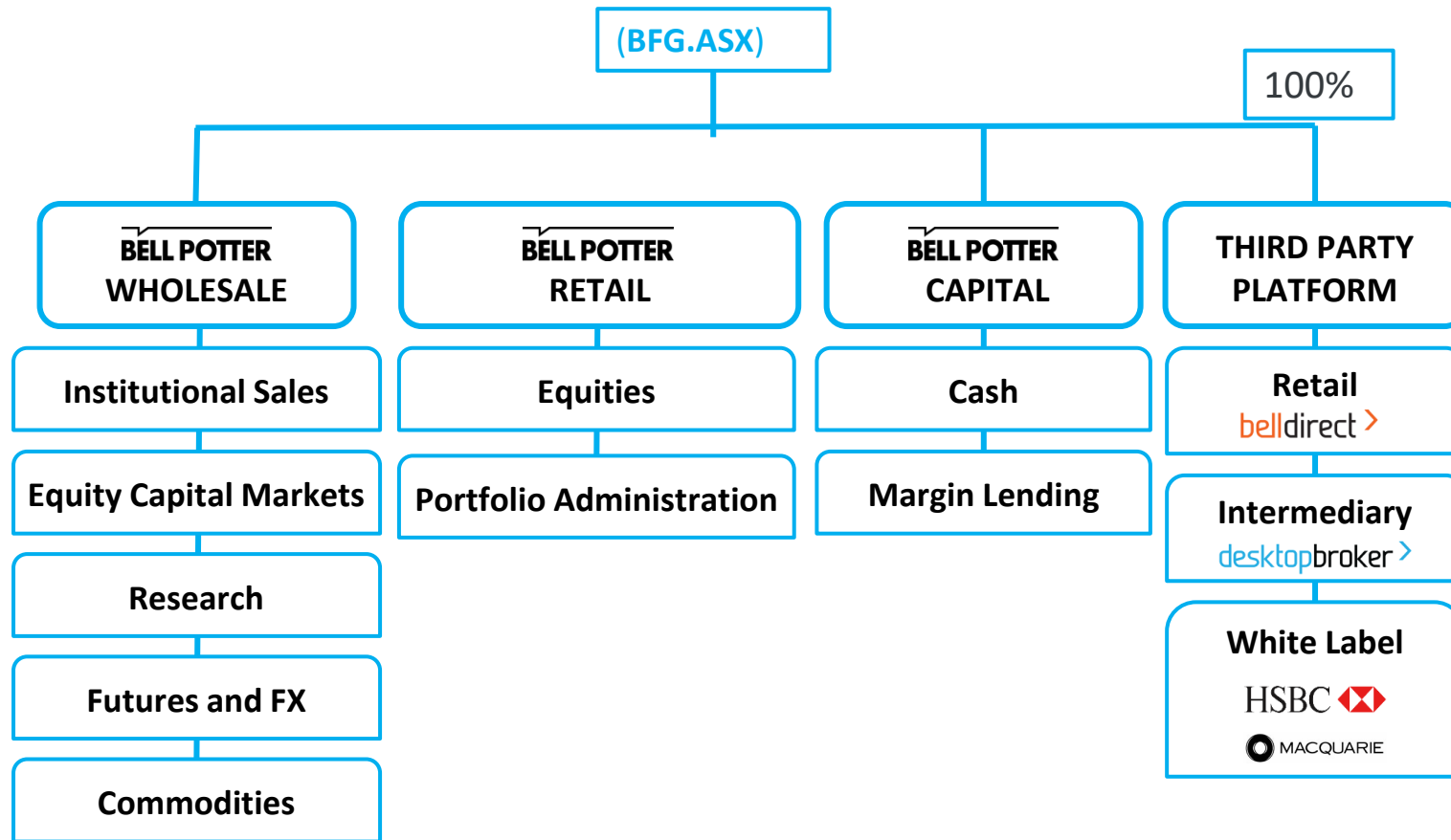


Desktop Broker

Nic Oslear – National Account Manager



BELL FINANCIAL GROUP



\$33bn

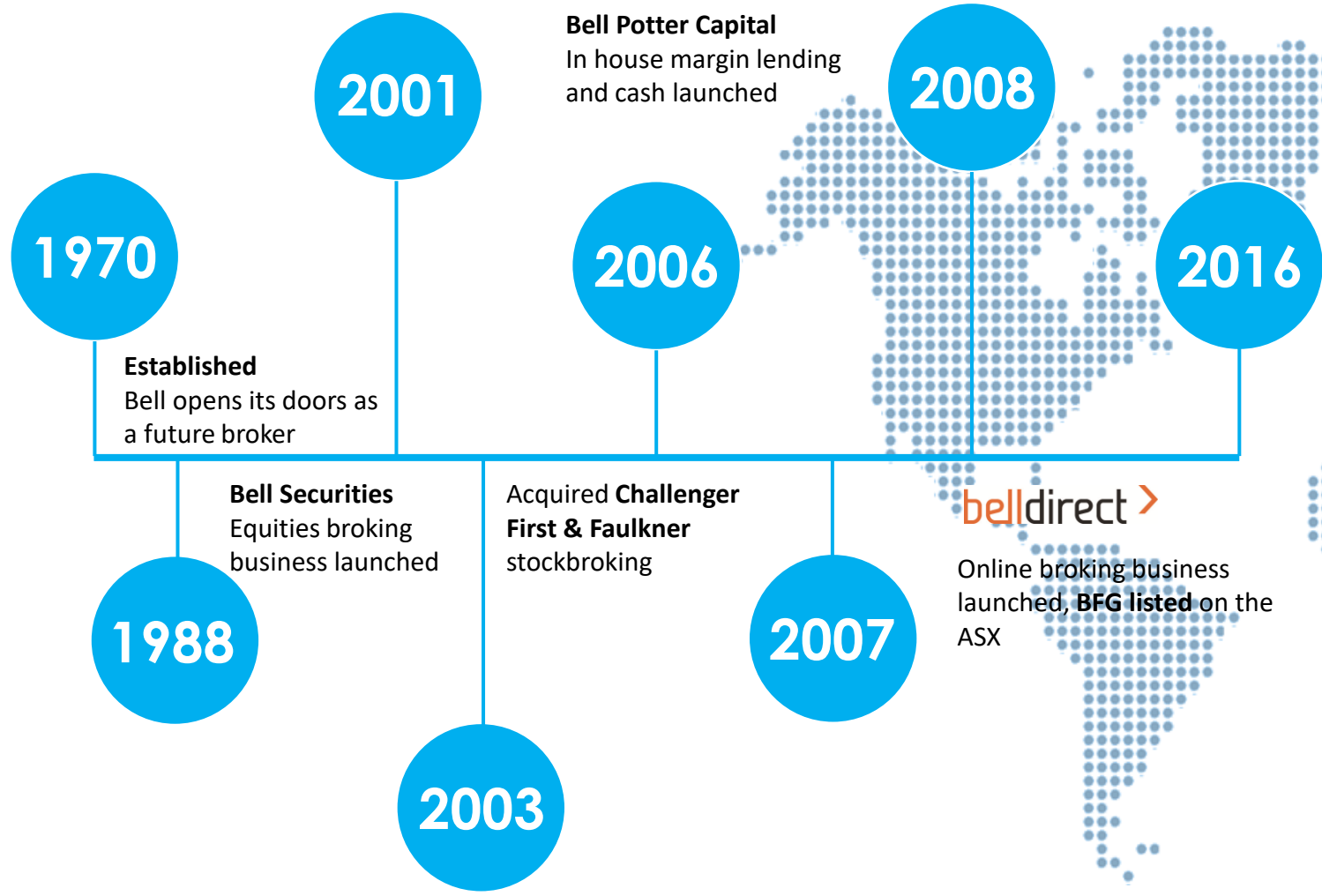
FUA

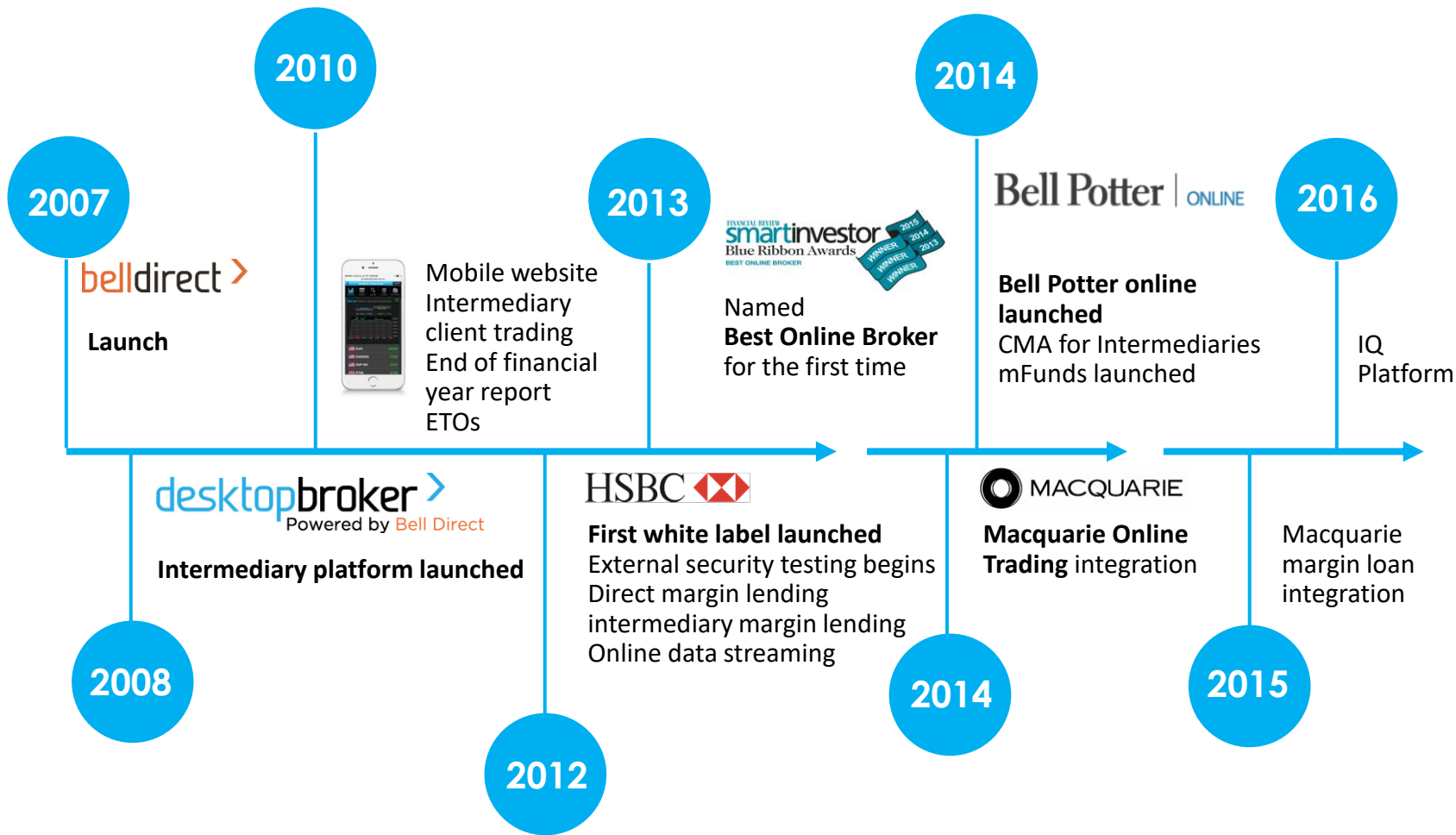
400,000

Client Accounts

\$1bn

In client cash





\$10bn HOLDINGS

127,000 CLIENT ACCOUNTS

\$95m CASH

Awards

Best Online Broker | Smart Investor | 2015, 2014, 2013

Rated Number 1 | Investment Trends

- Overall Client Satisfaction | 2017, 2016, 2015, 2014, 2013
- Reliability of website | 2017, 2016, 2015, 2014, 2013
- Customer service | 2017, 2016, 2015, 2014, 2013
- Research | 2017, 2016, 2015, 2013



Highest Overall Client
Satisfaction
2013, 2014, 2015, 2016, 2017
Bell Direct



Broad feature puts an adviser in control..

Feature	Desktop Broker
Live and/or dynamic pricing	✓
Order execution flexibility – mobile, web, Iress, external	✓
Flexible brokerage - % or flat \$	✓
Multi order pad	✓
Adviser trading limits	✓
Settlement flexibility	✓
Integration with CMA	✓
mFunds	✓
Advanced charting	✓
Conditional orders package	✓
Bell Potter research	✓

Feature Set	Desktop Broker
Competitive pricing	✓
Range of data feeds	✓
Client access	✓
Access to IPO's	✓
DVP settlement	✓
Online client origination	✓
Reporting for adviser and AFSL	✓
Multiple trading tools	✓
Dedicated w/sale service team	✓
Simple navigation on website	✓
TFN and banking info transmission	✓

- Quote
- Alerts
- Trade
- Watch
- Charts
- iress
- webIRESS
- Help

Market diary



All Ords 5802.20 ▲ 25.40 (0.44%)
ASX 200 5747.50 ▲ 26.40 (0.46%)

0.92% below 52 week high

4816.6 ■ 12/02/16 Low ■ 5857.7 High 09/01/17
600,047 Trades
\$2,125,199,223 Value
622 Advancers
510 Decliners
1123 Unchanged

ASX

World markets (delayed)

Index	Value	+/-	%
DJIA	19885.73	▼ 5.27	-0.03%
NASDAQ	5574.12	▲ 26.63	0.48%
S&P 500	2274.64	▲ 4.20	0.18%
FTSE	6954.21	▲ 22.66	0.33%
Nikkei	19287.28	▲ 152.58	0.80%
Hang Seng	22937.38	▲ 108.36	0.47%

News - Business news

Business news

RSS feeds

Announcements

16 Jan 2017 15:11	FSF	DJ Nz Shares Lift, Traders Bet On Dairy Rebound -- Market Talk
16 Jan 2017 15:11	ATM	DJ Nz Shares Lift, Traders Bet On Dairy Rebound -- Market Talk
16 Jan 2017 15:11	AIR	DJ Nz Shares Lift, Traders Bet On Dairy Rebound -- Market Talk
16 Jan 2017 15:10		DJ Asian Shares Weaker, With Nikkei At 2017 Low -- Update
16 Jan 2017 15:03		DJ Australian Equities Roundup -- Market Talk -2-
16 Jan 2017 15:03		DJ Australian Equities Roundup -- Market Talk
16 Jan 2017 14:55		DJ Australian Dollar Unchanged, But Among Strongest Major Currencies This Year
16 Jan 2017 14:25		DJ Global Stock Indexes At 22:25 Est/0325 Gmt
16 Jan 2017 14:19	KGN	*DJ Kogan.Com Price Target Raised 3.6% To A\$2.32/Share By Canaccord Genuity
16 Jan 2017 14:18		DJ Australian Dollar Enjoying 2017 Rebound -- Market Talk
16 Jan 2017 14:00		DJ Asian Ipo Watch
16 Jan 2017 13:56		DJ Global Equities Roundup: Market Talk
16 Jan 2017 13:56		DJ Global Commodities Roundup: Market Talk
16 Jan 2017 13:56		DJ China Iron-Ore, Steel Futures Surge On Planned Cuts -- Market Talk
16 Jan 2017 13:35	DUE	DJ Power Assets Surges Over Hopes For Special Dividend -- Market Talk

1 2 3 4 5 6 7 8 9 10

Watch - Portfolio

Orders

Portfolio

Watchescreens

<248146> Mrs Lorraine Estelle Antonello

Code	Last /IAP	+/-	Qty	Entry Price	Mkt Price	Mkt Value	% Daily Unrealised Profit/Loss	Buy/Sell
AMP	\$5.18 ▲	\$0.03	1161	\$0.00	\$5.18	\$6,013.98	0.58%	Buy/Sell

Recent quotes

Code	Last/IAP	+/-	%	Vol
RIO	\$62.98 ▲	\$0.89	1.4%	1.07M
BHP	\$26.85 ▲	\$0.52	2.0%	5.28M
AMP	\$5.18 ▲	\$0.03	0.6%	1.73M
ANZ	\$30.74 ▲	\$0.07	0.2%	2.76M
CBA	\$84.185 ▲	\$0.325	0.4%	968,623

Top 5 % losses

Code	Last	+/-	%
ARV	\$0.001 ▼	-\$0.001	-50.0%
IVX	\$0.002 ▼	-\$0.001	-33.3%
NSX	\$0.17 ▼	-\$0.06	-26.1%
AZY	\$0.018 ▼	-\$0.006	-25.0%
FFG	\$0.03 ▼	-\$0.01	-25.0%

Portfolio update

AMP Becoming a substantial ho	27 mins ago	<input type="checkbox"/>
STW Daily Fund Update	3 days ago	<input type="checkbox"/>
SLF Daily Fund Update	3 days ago	<input type="checkbox"/>
AMP Becoming a substantial ho	3 days ago	<input type="checkbox"/>
AMP DJ After Rebound, AMP Sh	3 days ago	<input type="checkbox"/>

- Quote
- Alerts
- Trade
- Watch
- Charts
-
- Help

Buy Sell Search Research Chart Alerts Refresh

Add SRX to Watchescreen

SRX ▲ \$15.87

SIRTEX MEDICAL LIMITED ORDINARY

FULLY PAID

Status Open

Open \$15.85

High \$16.08

Low \$15.75

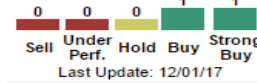
Trades 4,812

Volume 727,377

VWAP \$15.893591

\$0.03 (0.2%)
\$15.86 \$15.87

59.52% below 52 week high



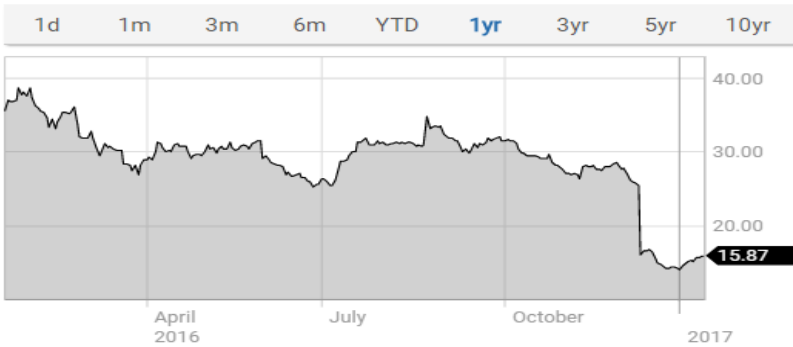
MORNINGSTAR

Value 1 Highest Income 4 Below Avg. Risk 3 Average Growth 1 Highest

BELL POTTER Buy Unchanged
Long Term Outlook Remains Intact

buysellsignals 5/5 Long Term 2/5 Short Term
Sirtex Medical rises in 4 out of last 5 days

Date	Event
13 Jan 2017	\$ Investigation of Concerns arou...
13 Jan 2017	Becoming a substantial holder f...
09 Jan 2017	Ceasing to be a substantial hol...
09 Jan 2017	\$ First Half Worldwide Dose Sales...
29 Dec 2016	Change in substantial holding f...
22 Dec 2016	Change in substantial holding f...
21 Dec 2016	Appendix 3B
16 Dec 2016	Investigation of Concerns arou...
15 Dec 2016	\$ Response to ASX query
14 Dec 2016	Becoming a substantial holder



Today's Trades	Market Detail	Company Details	Fundamentals
52 Week High:	\$39.19	Div. Payable Date:	19/10/2016
52 Week Low:	\$12.20	Div Ex Date:	27/09/2016
Previous Close:	\$15.84	Franked Pct:	77.66%
Mkt. Cap:	\$915,354,036	Div. Rate/Share:	\$0.30

Analyst
John Hester 612 8224 2871

Authorisation
TS Lim 612 8224 2810

Medibank Private (MPL)

March Quarter Industry Stats Continue The Trend

Recommendation

Buy (unchanged)
Price
\$3.11
Target (12 months)
\$3.65 (unchanged)

Expected Return

Capital growth 17.4%
Dividend yield 3.5%
Total expected return 20.9%

Company Data & Ratios

Enterprise value \$8,565m
Market cap \$8,565m
Issued capital 2,754m
Free float 100%
Avg. daily vol. (52wk) \$37m
12 month price range \$1.99 - \$3.32
GICS sector

Diversified Financials

Disclosure: Bell Potter Securities acted as lead manager in the company's 2014 IPO and received fees for that service.

Price Performance

	1Y	3Y	5Y
Price (\$)	3.54	2.42	2.15
Absolute P/B	2.63	28.93	45.52
Rel. market P/B	-3.38	15.38	50.55

Absolute Price



SOURCE: HESSE

BELL POTTER SECURITIES LIMITED
ACN252863672
AFSL 243480

March Quarter Claims Light

The latest quarterly statistics from APRA released earlier today confirm a continuation of the lighter claims period for private health insurers during the March quarter.

The headline statistics showed that hospital treatment episodes increased by a mere 3.6% vs pcp, albeit the March quarter in 2016 included the Easter break which would have reduced the number of hospital visits somewhat. Despite the impact of the Easter holiday period, in our view the statistics continue to show a trend toward modest increase in claims.

The downward trend in claims inflation as reported by these industry statistics is confirmed by the independent Medicare statistics which show a not dissimilar rate of decline in hospital operations. We note the recent upgrade by competitor NIB is also indicative of better than expected claims experience.

We also note the crucial selling period for the industry is between now and 30 June, hence a strong performance during this period is critical to achieving a strong full year result.

Retain Buy, Price Target remains \$3.65

The BP forecast for FY16 health insurance operating profit is 4% ahead of Medibank's guidance for health insurance business operating profit of \$470m. Following today's statistics there are no changes to the BP FY16 forecast earnings, however, we remain confident Medibank may exceed its guidance. For these reasons we retain our Buy recommendation and price target of \$3.65.

Earnings Forecast

Year End June	FY15	FY16e	FY17e	FY18e
Revenue	6,576.0	6,798.6	7,128.7	7,455.6
Operating profit	300.0	485.8	550.1	566.4
Investment income	60.8	82.6	85.8	120.8
NPAT underlying \$m	291.8	397.3	450.7	481.6
NPAT Reconciled	285.3	397.3	450.7	481.6
EPS underlying (csp)	10.6	14.4	16.4	17.5
EPS growth %	13%	36%	13%	7%
PER (x)	29.4	21.6	19.0	17.8
FCF yield (%)	4.3%	4.5%	5.0%	4.4%
Dividend (csp)	5.3	11.0	13.1	14.0
Yield	1.7%	3.5%	4.2%	4.0%
Payout %	100.0%	100.0%	100.0%	100.0%
RDE %	19.8%	25.7%	26.6%	26.7%

SOURCE: BELL POTTER SECURITIES ESTIMATES

DISCLAIMER AND DISCLOSURES
THIS REPORT MUST BE READ WITH THE DISCLAIMER
AND DISCLOSURES ON PAGE 6 THAT FORM PART OF IT.

Medibank Private (MPL)

Medibank Private rises in 4 out of last 5 days

Medibank Private Limited, Australia's 5th largest insurance company by market cap, has increased 1.0c (0.3%). Compared with the All Ordinaries Index which fell 3.8 points (0.07%) in the day, the relative price increase was 0.4%. The volume was 0.6 times the average trading volume of 12.8 million shares. The stock rose in four out of the last 5 trading days, for a 5-day rise of 1.7% to close at \$A2.99

SUBSTANTIAL SHAREHOLDER SELLING

Medibank Private substantial shareholder BlackRock Asset Management Canada Limited sold 2,249 shares worth \$A7,017 (\$US5,211) on June 14. The price was \$A3.12.

SUBSTANTIAL SHAREHOLDER BUYING

National Australia Bank Limited and its associates bought 139,871,926 shares worth \$A407,027,305 (\$US303,560,964) of Medibank Private on June 16, becoming a substantial shareholder with 139,871,926 shares. The last price was \$A2.90.

Introduction with Trends

We are currently bullish on this stock in the short-term based on technical indicators, but are more bearish in the long-term based on fundamental metrics

What makes us most bullish on the stock is the following:

- In the last three months the stock has hit a new 52-week high thirteen times, pointing to a significant uptrend.
- The price to 200-day MAP ratio is 1.12, a bullish indicator.
- In the last three months the number of rises outnumbered falls 31:27 or 1.1:1.
- It has outperformed 78% of the market the past 6 months.

Figure 1: Stock Summary

Day's Range	\$A2.98-\$A3.04
52-Week Range	\$A1.95-\$A3.32
Sector	Insurance
Market Cap	\$A8.2 billion
Shares Outstanding	2,754,003,240
Relative Strength (6 mo)	78
ISIN	AU000000MPL3
PermID	1-4296631426

Rank out of 454 stocks in the All Ordinaries Index

Description	Value	Rank
MCap (US\$)	6.28	48
Yield %	3.4	210
PV\$1000 (1Year) US\$*	1,512	55
YTD %	41.6	49

* 1 year ago AUD 1 = USD 0.78; Jun 22, 2016: AUD 1 = USD 0.75

Quote
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 Charts
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Order Type (show / hide) ✕

Single Client <231750> Mr Benjamin David Kemp <David Kemp A/C> ▾
 Multiple Clients in ?
 Managed Funds <231750> Mr Benjamin David Kemp <David Kemp A/C> ▾

Order Pad - Instruction

Client <231750> Mr Benjamin David Kemp <David Kemp A/C>

	ASX Code	Description
<input checked="" type="radio"/> Buy	ASX	ASX LIMITED ORDINARY FULLY PAID
<input type="radio"/> Sell		ASX \$53.49 ▲ \$0.61 1.2% Open
		Bid \$53.48 Ask \$53.49 <input type="checkbox"/> Market Depth

Quantity **Value**

Price
 Limit ? Market To Limit ?

Validity
 Day Only ? Good Till Cancelled 5 Days 20 Days Specified Expiry Date ?

Other
 Reference:
 Notes:
 Order Placed By:

Funding Source: Direct Debit

Adviser available funds

Exposure Limit	\$750,000.00
Open Buy Orders	-\$42,828.38
Unsettled Orders	-\$47,441.56
Available Funds	\$659,730.06

Portfolio Balance

ASX	600
-----	-----

Brokerage

\$50.00 or 0.36% (Change)
 Free ?
 Licensee plus Premium of \$
 \$ or %

Quote

Alerts

Trade

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Charts

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Trading & Portfolio Summary for <214204> Boyar & Goldfarb Pty Ltd <Boyar & Goldfarb Super F A/C>
[View Client Account Summary](#)

Search for: in All names ▼

[Search](#) [Show all](#)

Current Account:

<214204> Boyar & Goldfarb Pty Ltd <Boyar & Goldfarb Super F A/C>

Portfolio										Balance: \$397,586.21
Code	Last /IAP	+/-				Qty	Entry Price	Price	Profit /Loss	Value
ANZ	\$27.53	▼ -\$0.26	1	1	Buy/Sell	611	\$32.738	\$27.53	-\$3,182.38	\$16,820.83
BHP	\$22.54	▼ -\$0.21	2	5	Buy/Sell	790	\$25.391	\$22.54	-\$2,252.11	\$17,806.60
CBA	\$74.58	▲ \$0.05	13	7	Buy/Sell	254	\$78.809	\$74.58	-\$1,074.13	\$18,943.32
CSL	\$105.65	▲ \$0.68	8	6	Buy/Sell	266	\$94.025	\$105.65	\$3,092.15	\$28,102.90
CTD	\$17.64	▲ \$0.09	-	-	Buy/Sell	1962	\$12.34	\$17.64	\$10,399.42	\$34,609.68
GMG	\$7.03	▼ -\$0.04	-	1	Buy/Sell	6400	\$6.245	\$7.03	\$5,024.14	\$44,992.00
IPH	\$5.66	▼ -\$0.12	4	-	Buy/Sell	6254	\$5.595	\$5.66	\$407.42	\$35,397.64
REA	\$54.96	▲ \$0.22	-	1	Buy/Sell	581	\$43.052	\$54.96	\$6,918.54	\$31,931.76
RMD	\$8.48	▲ \$0.01	-	-	Buy/Sell	2660	\$7.528	\$8.48	\$2,532.23	\$22,556.80
SCH11			-	-	Buy/Sell	43959.9086	\$1.139	\$1.1365	-\$94.564	\$49,960.436
SCH51			-	-	Buy/Sell	44919.5939	\$1.114	\$1.0978	-\$742.27	\$49,312.73
TPM	\$7.77	▼ -\$0.05	-	-	Buy/Sell	3525	\$8.53	\$7.77	-\$2,680.49	\$27,389.25
WPL	\$29.54	▲ \$0.06	-	3	Buy/Sell	669	\$29.942	\$29.54	-\$268.75	\$19,762.26
Sell All									\$18,079.206	\$397,586.206

Send by email nic.oslear@desktopbroker.com.au Pop out Map
 Show daily unrealised profit/loss
 Show unrealised profit/loss as %
[Portfolio manager](#)

Open Orders Balance: \$0.00

Managed Funds Orders

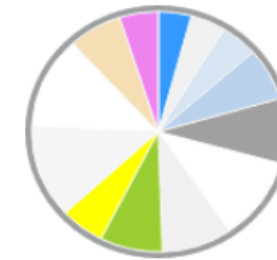
Unsettled trades Balance: \$0.00

Order History

Funding Source: Direct Debit

Adviser available funds	Refresh
Exposure Limit	\$500,000.00
Open Buy Orders	\$0.00
Unsettled Orders	\$0.00
Available Funds	\$500,000.00

Current Holdings



Legend

ANZ	4.2%
BHP	4.5%
CBA	4.8%
CSL	7.1%
CTD	8.7%
GMG	11.3%
IPH	8.9%
REA	8.0%
RMD	5.7%
SCH11	12.6%
SCH51	12.4%
TPM	6.9%
WPL	5.0%

Reports

- Financial year summary 2016
- Financial year summary 2015

-  Quote
-  Alerts
-  Trade
-  Watch
-  Charts
-  iress webiRESS
-  Help

Reports

Reporting

Search for: in First Name Status: Active

[Search](#) [Show all](#)

Report menu: Select report type

- Select report type
- Brokerage
- Cash Movements
- Client Information
- Commission
- Day Book
- Holding Valuation
- Orders
- Pending Settlement
- Stock Movements
- Trading Account Summary
- New Accounts

Completed Rep			Report Name	View Report
Report ID				
6413116			Holding Valuation (edit)	 
6144479			Holding Valuation (edit)	 
6139631	02/08/2016 04:58:15 PM		Holding Valuation (edit)	 
6139495	02/08/2016 04:49:36 PM		Holding Valuation (edit)	 
5535351	04/03/2016 09:51:33 AM		Trading Account Summary (edit)	 

Page: 1

Search options

Repeating Reports 

Created	Report Name	Report Inputs	Frequency
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Service offering

- Dedicated service team to service intermediaries, skill set is equities and trading
- >20 years experience in service team
- Available between 8am and 5.30pm EST
- Technology advantage - proprietary software
- Transition team available to help with client transfers.
- Team have a long history in broking
- Automated Order Processing with DTR support.

Commercials

- Indicative cost of execution, clearing and settlement – scaled based on volumes:

Brokerage (Inc GST)	Number of Cnotes
\$20 or 0.11%, whichever is larger	TBC

- Brokerage can be dialled up on either at a default level, by client or on a per trade basis
- No additional costs for account opening, email alerts, client sign on, B2B or I2C etc
- DVP settlement – no additional cost
- All ancillary services eg Off Market Transfers, etc are charged at the standard Desktop Broker rate as per the website.

Origination overview

- Single client – originated online, supporting doc's can be emailed, typically 24-48hrs setup.
- Transition - Desktop Broker can support you business with resources to originate new clients. This service is designed to minimise the disruption to your business and ensure the process is as efficient as possible. Using data that you provide, we can assist with:
 - Allocation of a dedicated transition manager to co-ordinate the process.
 - Pre-population of client application forms
 - Coordination for the transfer existing assets
 - TFN and bank account information sent onto share registries
 - Progress reports to adviser

1. MAXIMUM FLEXIBILITY AND CONTROL

Over performance, functionality, scalability and security

2. NO RELIANCE ON THIRD PARTIES

For core technology requirements

3. ABILITY TO INNOVATE

Responding to new requirements or integrating new systems rapidly

4. BUILT IN CRM

A single, user–role permissioned, internal CRM application for all operational job functions

5. WEB INTERFACE WITH DATA STREAMING

A web-based user interface incorporating data streaming for intermediaries, including mobile web apps

6. EXTERNAL PLATFORM INTEGRATIONS

A full suite of industry accepted, external platform integrations

desktopbroker >
Powered by Bell Direct