

FIRSTCHOICE WHOLESALE

PERSONAL SUPER AND PENSION



Product Disclosure Statement

**This is a combined Financial Services Guide
and Product Disclosure Statement**

Issue No 2018/2, dated 22 October 2018

Colonial First State FirstChoice Wholesale Personal Super USI FSF0511AU

Colonial First State FirstChoice Wholesale Pension USI FSF0510AU

Investments in FirstChoice Wholesale Personal Super and FirstChoice Wholesale Pension are offered from the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557 by Colonial First State Investments Limited ABN 98 002 348 352 AFS Licence 232468

Colonial
First State

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This Product Disclosure Statement (PDS) is made up of the PDS, the Investment Options Menu and all of the following documents which contain all statements and information incorporated by reference:

- FirstChoice Reference Guide – Super and Pension products
- FirstChoice Insurance – Super booklet
- Reference Guide – Complex Funds
- Reference Guide – FirstChoice Managed Accounts.

A reference to 'the PDS' includes a reference to all of those documents. You should assess whether the product is appropriate for you and speak to your financial adviser before making a decision to invest in the product. You can obtain a copy of that information, free of charge, by calling us on 13 13 36, visiting our website at colonialfirststate.com.au/fcwps, or from your financial adviser.

You should regularly review how the superannuation and taxation laws affect you with your financial adviser.

If any part of the PDS (such as a term or condition) is invalid or unenforceable under the law, it is excluded so that it does not in any way affect the validity or enforceability of the remaining parts.

FirstChoice Wholesale Personal Super and FirstChoice Wholesale Pension ('the funds') are offered through the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557 ('FirstChoice Trust'). The FirstChoice Trust is a public offer superannuation fund which offers personal super, employer super and pension products.

FirstChoice Wholesale is a resident, regulated superannuation fund within the meaning of the Superannuation Industry (Supervision) Act 1993 and is not subject to a direction not to accept contributions.

This PDS is issued by Colonial First State Investments Limited ('Colonial First State', 'the trustee', 'we', 'our' or 'us'), the trustee of the FirstChoice Trust and the responsible entity for most of the investment options in FirstChoice Wholesale. Colonial First State is a subsidiary of Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 ('the Bank'). The insurance provider is The Colonial Mutual Life Assurance Society Limited ABN 12 004 021 809 AFS Licence 235035 ('Commlnsure' or 'the insurer'). The insurance cover is provided under policies issued to the trustee by Commlnsure. As at 22 October 2018 Commlnsure is a subsidiary of the Bank. The Bank has agreed to sell Commlnsure to AIA Group, settlement due to complete after 3 October 2018. The Bank and its subsidiaries do not guarantee the performance of the funds or the repayment of capital by the funds. Investments in the funds are not deposits or other liabilities of the Bank or its subsidiaries. Investments in the funds are subject to investment risk, including loss of income and capital invested.

Trustee contact details

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The issue of this PDS is authorised solely by Colonial First State. Apart from Colonial First State, neither the Bank nor any of its subsidiaries are responsible for any statement or information contained within the PDS relating to the funds.

The trustee may change any of the terms and conditions contained or referred to in the PDS, subject to compliance with the Trust Deed and laws and, where a change is material, the trustee will notify you in writing within the timeframes provided for in the relevant legislation.

Information contained in this PDS which is not materially adverse information is subject to change from time to time and may be updated via our website and can be found at any time by visiting colonialfirststate.com.au. A paper copy of any updated information is available free of charge on request by contacting us on 13 13 36.

An interest in the funds cannot be issued to you unless you complete the application form attached to or accompanied by either a paper or an electronic copy of the PDS.

The offer made in the PDS is available only to persons receiving the PDS within Australia.

You should note that unless an investment option is suspended, restricted or unavailable you may withdraw from an investment option in accordance with our normal processes.

The investment managers of the investment options available for investment through the funds have given, and not withdrawn, their consent to be included in the PDS in the form and context in which they are included. The investment managers are acting as investment managers only for the relevant options. They are not issuing, selling, guaranteeing, underwriting or performing any other function in relation to the options.

Colonial First State reserves the right to outsource any or all of its investment management functions, including to related parties, without notice to investors.

Taxation considerations are general and based on present taxation laws, rulings and their interpretation as at 22 October 2018. You should seek professional tax advice on your situation before making any decision based on this information.

Colonial First State is also not a registered tax (financial) adviser under the Tax Agent Services Act 2009 and you should seek tax advice from a registered tax agent or a registered tax (financial) adviser if you intend to rely on this information to satisfy the liabilities or obligations or claim entitlements that arise, or could arise, under a taxation law.

The information provided in this PDS is general information only and does not take account of your personal financial or taxation situation or needs. You should consider obtaining financial advice relevant to your personal circumstances before investing.

All monetary amounts referred to in the PDS are, unless specifically identified to the contrary, references to Australian dollars.

FirstChoice and FirstNet are trademarks of Colonial First State Investments Limited.

Privacy

We form part of the Commonwealth Bank Group of companies ('the Group'), a well-known financial services organisation. The Group offers a broad range of products and services. Your personal information which you provide to the Group is important to us. The Group's Privacy Policy may be accessed at commbank.com.au

Information about how we collect, use, exchange and protect your personal information is also set out in the Reference Guide. Our Privacy Statement outlines how we do this and covers:

- information we collect
- how we use your information
- who we exchange information with
- keeping your information secure
- accessing, updating and correcting your information
- making a privacy complaint.

You should read this information when you apply to make an investment in our products and also when you transact with us. We regularly update this information, so it's important to check the most up-to-date Privacy Statement available online.

If you do not want to receive any direct marketing information, including telemarketing, please call us on 13 13 36 to opt out of direct marketing.

You consent and agree to how we deal with the collection, use and disclosure of your personal information as set out in the current Reference Guide when you apply to make an investment in or otherwise transact on the products available. This consent continues to operate even though your relationship with us may come to an end.

1 About Colonial First State

At Colonial First State, we've been helping Australians with their investment needs since 1988.

We've become one of Australia's leading financial services organisations that provides investment, superannuation and pension products to individual, corporate and superannuation fund investors. Our investment management expertise spans Australian and global shares, property, fixed interest and credit, cash and infrastructure.

Our business has been built on people who exercise good judgement and are acknowledged as leaders in their respective fields of expertise. We've succeeded by doing the small things well, and we're absolutely dedicated to the financial wellbeing of our investors.

Colonial First State's consistent, disciplined approach to investing has been recognised by many awards within the investment management industry.

The Colonial First State Group currently manages or administers more than \$200 billion globally.

2 Benefits of investing with FirstChoice Wholesale

FirstChoice Wholesale is designed to help you achieve your super and retirement goals.

FirstChoice Wholesale provides you with exceptional value, service and choice.

Value

FirstChoice Wholesale is a leader in providing value for money. We provide what you want – a great platform at a competitive price.

Service

Our brand is synonymous with service excellence. You will receive fast and personal service.

Choice

Over 130 investment options and over 70 managers give you real choice and diversity, across specialist boutiques and leading brands.

Investment options

With FirstChoice Wholesale, you can access a vast range of investment opportunities from well-respected Australian and international investment managers, including specialist boutique investment managers, across different asset classes such as shares, fixed interest, property and cash, all in the one place.

More than 130 ways to achieve your specific investment goals

FirstChoice Wholesale has more than 130 investment options across different asset classes and investment managers so that you can tailor an investment portfolio to meet your needs.

You can choose from:

- multi-manager portfolios which are pre-mixed for you, and/or
- single manager options allowing you to tailor-make your portfolio
- a range of FirstChoice Managed Accounts within our FirstChoice Managed Accounts service, if you have an adviser.

FirstChoice Managed Accounts are tailored investment portfolios managed by us in consultation with your adviser's dealer group or licensee. Once you select to invest in a FirstChoice Managed Account, your tailored portfolio will be regularly reviewed for you. For more details, you should consult with your financial adviser or refer to the FirstChoice Managed Accounts reference guide.

Pre-retirement pension members have access to a limited investment menu of 65 investment options.

You can choose one option or a combination of different options. You can transfer your money into other options at any time.

When you are invested in FirstChoice Wholesale, your money is combined with other investors' money in FirstChoice Wholesale. Each FirstChoice Wholesale option is a separate option within this superannuation fund.

Each option invests in an underlying 'pool' which is managed according to the option's objectives.

Each option has a different level of risk and potential level of returns.

Warning: Before choosing an investment option or a range of investment options in which to invest, you should consider the likely investment return of each option, the risk of investing in any or all of those options and your investment timeframe.

Personal customer service every time

We understand that our success depends on our ability to provide you with great service – every time. We have some of the most dedicated and highly trained people in the market, and we constantly aim for exceptional service.

No waiting for reports and statements

Instead of you waiting weeks for annual reports and statements, FirstChoice Wholesale provides you with consolidated reporting at least twice a year, which will give you a complete picture of all your investments and a summary of all your transactions.

FirstNet makes it easy

You can also access up-to-date information on your investments at any time via our secure internet site, FirstNet.

FirstNet e-Post

e-Post is the fast and secure way to submit original forms and requests via FirstNet, our secure online service. You no longer need to post the originals, saving you time and effort. You will receive an instant email confirmation when you submit your request and a reference number. You must only submit original forms.

Receive informative material

As an investor in FirstChoice Wholesale, you can look forward to receiving:

- iQ magazine
- regular statements
- confirmation letters.

Minimums

	FirstChoice Wholesale Personal Super	FirstChoice Wholesale Pension
Initial investment ¹	No minimum	\$20,000 ¹
Account balance	\$1,500	Not applicable ³
Additional investment	No minimum	Not applicable
Regular investment plan (monthly) ¹	\$100 per month ¹	Not applicable
Switch	No minimum	No minimum
Withdrawal ²	No minimum ²	No minimum ²

Insurance for FirstChoice Wholesale Personal Super

You can choose from:

- Death only cover
- Death and Total and Permanent Disablement (TPD) cover
- Salary Continuance Insurance (SCI) cover.

You should refer to section 7 – Insurance in FirstChoice Wholesale Personal Super for more information.

FirstRate Wholesale deposit choices

There are a number of ways to keep the cash portion of your portfolio growing alongside your other investments. One of these ways is to use FirstRate Wholesale deposit choices.

The benefits of FirstRate Wholesale deposit choices are:

- competitive interest rates
- no ongoing investment or administration fees
- you have the added reassurance that your money is on deposit with one of Australia's leading financial institutions, Commonwealth Bank of Australia.

FirstRate Wholesale deposit choices give you a suite of options to choose from, based on your needs.

FirstRate Wholesale Saver is a low-risk cash alternative, which offers a competitive variable interest rate with no ongoing investment or administration fees or buy/sell spread.

FirstRate Wholesale Term Deposits allow you to lock away a competitive interest rate for periods of three months to 15 years, with a range of interest payment options. It's a helpful facility allowing you to invest with the confidence of knowing upfront exactly what your return will be and how much you'll get at the end of the term.

FirstRate Wholesale Investment Deposits are longer-term deposit options designed to provide you with a highly competitive interest rate at a fixed margin above the Reserve Bank of Australia (RBA) cash rate.

Pre-retirement pension

Gives you the ability to commence an allocated pension prior to retirement from the workforce, once you have reached your preservation age.

SuperFirst Transfer Facility

The SuperFirst Transfer Facility allows you to:

- roll over any external super savings, make additional super contributions and consolidate your super savings before commencing your pension, or
- roll over your existing pension together with the additional super contributions or rollovers to commence a new pension.

FirstChoice Wholesale Pension gives you access to the facility which allows you to consolidate your super investments before rolling into FirstChoice Wholesale Pension. Refer to the Reference Guide for further details. The minimum investment amount for the SuperFirst Transfer Facility is \$1,500. However, you will need to have accumulated a balance of \$20,000 or more before you will be able to start your pension.

Transfers from FirstChoice Wholesale Personal Super

FirstChoice Wholesale Personal Super and FirstChoice Wholesale Pension are both offered from the Colonial First State FirstChoice Superannuation Trust ('FirstChoice Trust'). This means that if you start to use all or part of your super benefits in FirstChoice Wholesale Personal Super to receive payments through FirstChoice Wholesale Pension, then you still only hold one interest in the FirstChoice Trust.

In certain circumstances, this may allow us to offer a refund of unrealised capital gains tax and buy/sell spreads.

For FirstRate Wholesale Term Deposit options, we currently provide the ability for term deposit(s) to continue from FirstChoice Wholesale Personal Super to FirstChoice Wholesale Pension accounts without incurring an early withdrawal adjustment. When you transfer from FirstChoice Wholesale Personal Super to FirstChoice Wholesale Pension, any tax liability will be deducted. For more information about taxation, please refer to section 6.

Estate planning

Estate planning is important as it provides you with more certainty on who will receive your death benefit when you die.

In the event of your death, a death benefit will become payable from the fund either to:

- your dependants or your legal personal representative nominated on your valid non-lapsing death benefit nomination form, or
- your reversionary beneficiary (pension accounts only) – the pension continues to be paid to this person after your death, or
- in any other case, your legal personal representative, to be distributed in accordance with your Will or the laws of intestacy.

A non-lapsing death benefit nomination is a request by you to the trustee of FirstChoice Wholesale to pay your death benefit to the person or persons nominated on your non-lapsing death benefit nomination form. The trustee may consent to your nomination, if your nomination satisfies the relevant requirements, which can be found on the non-lapsing death benefit nomination form in the application forms section.

You should read the Investment Options Menu and all the statements and information incorporated by reference in the Reference Guide, available online at colonialfirststate.com.au/fcwps or by calling 13 13 36. The material relating to investments may change between the time you read the PDS and the day you sign the application form.

1 We may accept amounts less than the minimum, at our discretion.

2 Subject to minimum account balance requirements and normal conditions of release. For those allocated pensions that are pre-retirement pensions, some conditions apply to withdrawals. Refer to the Reference Guide for further details.

3 We have the discretion to close your account once it falls below \$3,000 or if your pension payment is more than your account balance.

3 How super and pensions work

Super is a long-term form of concessional tax savings which is designed to be paid to you when you retire. If you are an employee, your employer is generally required to contribute a percentage of your salary or wages to a superannuation fund for you. Alternatively, you can contribute to your super fund for yourself (or your spouse), or you can negotiate with your employer to sacrifice some of your pre-tax salary in return for them making additional super contributions on your behalf – these contributions are known as salary sacrifice contributions.

To encourage people to save for retirement, the Federal Government provides a number of super tax concessions. These include generally applying a 15% tax rate to concessional contributions, which include employer contributions and personal contributions for which you claim a tax-deduction, taxing earnings at a maximum of 15%, and allowing your super benefits to be paid tax free after age 60. These concessions can make superannuation one of the most tax-effective ways to save for your retirement.

Super contributions

There are different types of contributions that can be made to your super fund. These are summarised as follows:

- Compulsory employer contributions – these are contributions an employer is required to make on your behalf by law. They include Superannuation Guarantee contributions and contributions required under an industrial award.
- Voluntary employer contributions – these are contributions an employer makes on your behalf in excess of any compulsory contributions. They include salary sacrifice contributions, where you negotiate to give up some of your pre-tax salary in return for additional employer contributions.
- Personal contributions – these are contributions that you make for yourself. Depending on your circumstances, you may be entitled to claim a tax deduction for the amount of the contribution, or you may be entitled to a Government co-contribution.
- Spouse contributions – these are contributions that you make for your spouse.
- Other third party contributions – these are contributions made by a third party, other than an employer or your spouse.

However, to limit the tax concessions associated with making super contributions, the Federal Government applies caps to the different types of contributions. Contributions made in excess of these caps may be subject to significant additional tax up to the top marginal tax rate (plus applicable levies). Refer to section 6 – Taxation, for more information.

How your super account works

FirstChoice Wholesale Personal Super is an accumulation super fund. This means that each member has an account balance with money flowing in and out of the account.

When a contribution is made to your account, the contribution is used to purchase units in your chosen option. For example, if you make a contribution of \$100 and the entry unit price for your chosen option is \$1.00, then you will receive 100 units.

The value of your units may fluctuate due to the receipt of investment income and/or changes in the value of the underlying assets held in each option (except for FirstRate products, where the number of units changes as a result of

the payment of interest). The unit price you receive may also be affected by other factors such as the payment of tax and other fund costs from the assets of the fund. Other costs that relate specifically to you, such as the payment of insurance premiums, adviser service fees or licensee service fees, may also be deducted from your account via the withdrawal of units. This means that your account balance can fluctuate on a daily basis depending on market movements, the costs of running the fund and any expenses that relate specifically to your account.

The following table provides a number of factors which may impact the value of your superannuation account.

Things that may increase your super account	Things that may reduce your super account
<ul style="list-style-type: none">• Contributions, such as employer, personal and spouse contributions.• Rollovers from other funds.• Increases in the unit price of an investment option due to the accrual of investment income and changes in the market value of the underlying assets.• Family law payment splits received and spouse contribution splitting payments received.• Co-contributions or low income super tax offset contributions paid by the Government.	<ul style="list-style-type: none">• Tax (including tax levied on contributions and the fund's investment income).• Decreases in the unit price of an investment option due to changes in the market value of the underlying assets.• Benefit payments (lump sum and income stream payments).• Fund fees and charges.• Insurance premiums, adviser service fees or licensee service fees.• Family law payment splits and spouse contribution splitting payments.

When can you access your super?

Generally, you cannot access your super until after you reach your preservation age and retire. This age is set by the Federal Government. If you were born before 1 July 1960, your preservation age is 55. If you were born later, your preservation age is between ages 56 and 60 depending on your date of birth.

Other ways in which you may be able to access or release your super include:

- commencing a pre-retirement pension after reaching preservation age
- turning age 65
- ceasing gainful employment after reaching age 60
- financial hardship
- compassionate grounds
- permanent incapacity
- a terminal medical condition
- death.

In the event of your death, a death benefit will become payable from the fund either to:

- your dependants or your legal personal representative nominated on your valid non-lapsing death benefit nomination form, or
- in any other case, your legal personal representative, to be distributed in accordance with your Will or the laws of intestacy.

What is a pension?

A pension is a way in which you can be paid your super benefits. It is designed to provide you with a regular income instead of a one-off lump sum payment.

FirstChoice Wholesale Pension is part of a super fund that offers the payment of the following pensions:

- an allocated pension
- a pre-retirement pension.

As an investor in these types of pensions, you are paid a regular income based on a percentage of your account balance as at 1 July each year (or commencement of your pension). The pension ceases to be paid to you when your account balance is reduced to zero.¹

Your account balance is equal to your rollovers and super contributions made to commence your pension and:

- reduces or increases according to the market movements reflected in the unit prices of your investment options
- reduces by the pension payment amounts and other super benefits paid to you
- reduces by the amount of fees and costs as well as excess contributions tax and contributions surcharge
- reduces by the amount of any family law payment split or a superannuation contribution split.

Depending on your personal circumstances, a pension may be a tax-effective way of receiving income. The fund does not pay taxes on the earnings of your investments used to fund your allocated pension, while earnings of your investments used to fund your pre-retirement pension² are taxed at a maximum of 15%. However, tax may be withheld from your pension payment amounts before you reach age 60.

Please refer to section 6 for more information about the tax treatment of pensions.

You should also talk with your financial adviser about how pensions may be appropriate for your individual objectives, financial situation and needs.

Warning: If applicable, you need to complete the following prior to commencing a pension:

- notify us of your intention to claim a tax deduction for your personal contributions via a valid notice of intent form (and have received acknowledgement in writing from us), and
- have part of your concessional contributions for a financial year transferred to your spouse under a superannuation contribution split.

Retirement pensions

Allocated pensions

An allocated pension is also known as an 'account-based pension'. It is designed to provide you with an income stream, most commonly when you retire.

If you commence an allocated pension, we must pay you at least your minimum pension payment amount each year (rounded to the nearest 10 whole dollars).

There is no maximum pension payment amount you must receive from an allocated pension. Your minimum pension payment amount is worked out each year. It is calculated by multiplying your account balance as at 1 July (or the commencement of your pension) by a percentage factor depending on your age, as follows:

1 We have the discretion to close your account once it falls below \$3,000 or if your pension payment is more than your account balance.

2 This excludes a pre-retirement pension that has become a retirement phase income stream and converted to the rules of an allocated pension due to you reaching age 65 or notifying us that you meet another eligible condition of release.

Age	Percentage factor
Under 65	4%
65–74	5%
75–79	6%
80–84	7%
85–89	9%
90–94	11%
95 or more	14%

From time to time, the Government may change these pension minimums. If required by law, we may adjust your minimum pension payment amount (or maximum for pre-retirement pensions) to comply with the legislation. If you commence your pension on or after 1 June, no minimum pension payment amount is required to be made for that financial year. Otherwise, we must pro rata your minimum pension payment amount for the number of days remaining in the financial year.

From 1 July 2017, there is a cap on the total amount of your superannuation savings you can use to commence retirement phase income streams (which include allocated pensions). This cap includes the value of existing retirement income streams at 30 June 2017 and the starting value of new retirement income streams from 1 July 2017. Please refer to the Reference Guide for further information.

Pre-retirement pensions

A pre-retirement pension is also known as a 'transition to retirement pension'. It is similar to an allocated pension, except that it is designed to supplement your income in the later years of your working life, before you retire. Accordingly, you are restricted to taking a maximum pension payment amount each year of 10% of your account balance as at 1 July (or the commencement of your pension).

In addition, there are restrictions on when you can take an additional lump sum super benefit from your account balance while you are receiving a pre-retirement pension. Your pre-retirement pension will convert to the rules of an allocated pension (with no maximum pension payment amount or restrictions on lump sum super benefits) on the earlier of the date that:

- you notify us that you have met the eligibility criteria to commence an allocated pension, or
- you turn age 65.

How will earnings tax be applied to your pre-retirement pension?

The ATO requires us to apply earnings tax at up to 15% on pre-retirement pension accounts, the same as superannuation accounts. FirstChoice Wholesale pre-retirement pension accounts can only invest in TTR taxed investment options. Earnings tax amounts on the TTR investment options are reflected in the unit pricing of that investment option.

When your pre-retirement account converts to the rules of an allocated pension:

- it will no longer be subject to earnings tax
- we will switch your investment options to the equivalent, untaxed option, and
- your account balance will count towards your transfer balance cap, which may require any amount you hold in excess of \$1.6 million to be transferred to a super account or withdrawn from super.

If you satisfy an eligible condition of release other than reaching age 65 (retirement, terminal medical condition, permanent incapacity), we are obliged to continue investing your account in the taxed pre-retirement TTR investment options until you formally notify us by completing a condition of release form and we update our records as soon as possible thereafter. In the case of your death, we will also continue deducting tax from your account up until we have processed your death notification (as provided by a beneficiary, executor or administrator of your estate).

Please refer to the Reference Guide for further information.

How your pension account works

When you commence your pension, you are issued units in the investment option(s) you select. The value of units fluctuates as a result of changes in the value of the underlying assets or as a result of costs reflected in the unit price (except for the FirstRate Wholesale options, which are deposits with the Bank and the value changes as a result of the payment of interest). This means that your account balance can fluctuate on a daily basis depending on the value of the units which you hold in your account.

The unit price you receive is the unit price which applies on the day we receive a completed request, provided the request is received before 3pm, Sydney time, on any NSW business day.

You should read the important information (incorporated by reference) about preservation, pension payments, taxation, accessing your super and transaction processing before making a decision. Go to the Reference Guide, available online at colonialfirststate.com.au/fcwps or by calling 13 13 36. The material relating to super and pensions may change between the time you read this PDS and the day you sign the application form.

4 Risks

Understanding investment risk is the key to successfully developing your investment strategy. Before you consider your investment strategy, it is important to understand that:

- all investments are subject to risk
- there may be a loss of principal, capital or earnings
- different strategies carry different levels of risk depending on the assets that make up the strategy, and
- assets with the highest long-term returns may also carry the highest level of short-term risk.

When considering your investment, it is important to understand that:

- the value of investment options will go up and down
- returns are not guaranteed
- you may lose money
- previous returns don't predict future performance
- laws affecting superannuation and pensions may change
- the amount of your superannuation savings may not be adequate for your retirement
- your level of risk will vary, depending on your age, investment timeframe, where other parts of your money are invested and how comfortable you are with the possibility of losing some of your super in some years.

Different investments perform differently over time. Investments that have provided higher returns over the longer term have also tended to produce a wider range of returns. These investments are generally described as more risky, as there is a higher chance of losing money, but they can also give you a better chance of achieving your long-term objectives. Investments that have provided more stable returns are considered less risky, but they may not provide sufficient long-term returns for you to achieve your long-term goals. Selecting the investments that best match your investment needs and timeframe is crucial in managing this risk.

Your adviser can help you understand investment risks, including those applicable to complex options, and design an investment strategy that is right for you.

General risks for all investment options

The main risks which typically affect all investment options are:

Market risk

Investment returns are influenced by the performance of the market as a whole. This means that your investments can be affected by things like changes in interest rates, investor sentiment and global events, depending on which markets or asset classes you invest in and the timeframe you are considering.

Security and investment-specific risk

Within each asset class and each option, individual securities like mortgages, shares, fixed interest securities or hybrid securities can be affected by risks that are specific to that investment or that security. For example, the value of a company's shares can be influenced by changes in company management, its business environment or profitability. These risks can also impact on the company's ability to repay its debt.

Management risk

Each option in the PDS has an investment manager to manage your investments on your behalf. There is a risk that the investment manager will not perform to expectation. Management risk may arise from the use of financial models by the investment manager to simulate the performance of financial markets. The performance of financial markets may differ to that anticipated by the financial models.

Liquidity risk

Liquidity risk refers to the difficulty in selling an asset for cash quickly without an adverse impact on the price received. Assets such as shares in large listed companies are generally considered liquid, while 'real' assets such as direct property and infrastructure are generally considered illiquid. Under abnormal or difficult market conditions, some normally liquid assets may become illiquid, restricting our ability to sell them and to make withdrawal payments or process switches for investors without a potentially significant delay.

Please note: For FirstRate Wholesale Saver and FirstRate Wholesale Term Deposit options, in the event we have initiated a withdrawal from deposits held with the Bank, other than at your direction, the payment of any withdrawals or switches requested by you may be delayed for a period no greater than 35 days.

Counterparty risk

This is the risk that a party to a transaction such as a swap, foreign currency forward or stock lending fails to meet its obligations such as delivering a borrowed security or settling obligations under a financial contract.

Legal, regulatory and foreign investment risk

This is the risk that any change in taxation, corporate or other relevant laws, regulations or rules may adversely affect your investment.

In particular, for funds investing in assets outside Australia, your investment may also be adversely impacted by changes in broader economic, social or political factors, regulatory change and legal risks applicable to where the investment is made or regulated.

Environmental, social and governance (ESG) and climate risk

The value of individual securities may be influenced by environmental, social and governance factors. These factors include the potential impact that climate change and global warming may have on the valuation of a security. For example, a company's revenue may be reduced due to weather events, and this may then reduce the value of the company's shares.

Option-specific risks

Typical option-specific risks are described below and cross-referenced to particular options in the table on pages 16 to 19 in the Investment Options Menu.

Securities lending risk

When an option engages in securities lending, there is a risk that the borrower may become insolvent or otherwise become unable to meet, or refuse to honour, its obligations to return the loaned assets. In this event, the option could experience delays in recovering assets and may incur a capital loss. Where an option invests any collateral it receives as part of the securities lending program, such investments are also subject to the general investment risks outlined above.

Further information on securities lending is provided on page 6 in the Investment Options Menu.

Currency risk

Investments in global markets or securities which are denominated in foreign currencies give rise to foreign currency exposure. This means that the Australian dollar value of these investments may vary depending on changes in the exchange rate. Investment options in the PDS which have significant currency risks adopt different currency management strategies. These strategies may include currency hedging, which involves reducing or aiming to remove the impact of currency movements on the value of the investment, whereas some investment options remain unhedged.

Information on the currency management strategy for each option with a significant currency risk is set out in that option's description in the Investment Options Menu.

Because different options have different currency management strategies, you should consult your financial adviser on the best approach for you.

Derivatives risk

Derivatives are contracts between two parties that usually derive their value from the price of a physical asset or market index. They can be used to manage certain risks in investment portfolios or as part of an investment strategy. However, they can also increase other risks in a portfolio or expose a portfolio to additional risks. Risks include: the possibility that the derivative position is difficult or costly to reverse; that there is an adverse movement in the asset or index underlying the derivative; or that the parties do not perform their obligations under the contract.

In general, investment managers may use derivatives to:

- protect against changes in the market value of existing investments
- achieve a desired investment position without buying or selling the underlying asset
- leverage a portfolio
- manage actual or anticipated interest rate and credit risk
- alter the risk profile of the portfolio or the various investment positions
- manage currency risk.

Derivatives may be used in an option to provide leverage and may result in the effective exposure to a particular asset, asset class or combination of asset classes exceeding the value of the portfolio. The effect of using derivatives to provide leverage may not only result in capital losses but also an increase in the volatility and magnitude of the returns (both positive and negative) for the option.

As financial instruments, derivatives are valued regularly, and movements in the value of the underlying asset or index should be reflected in the value of the derivative. Information on whether an option in this PDS uses derivatives, such as futures, options, forward currency contracts and swaps, is outlined in the strategy of the option in the Investment Options Menu.

Credit risk

Credit risk refers to the risk that a party to a credit transaction fails to meet its obligations, such as defaulting under a mortgage, a mortgage-backed security, a hybrid security, a fixed interest security or a derivative contract. This creates an exposure to underlying borrowers and the financial condition of issuers of these securities.

Term deposit risk

FirstRate Wholesale Term Deposits provide a fixed interest rate. This means you are protected from decreases in interest rates during the term of your investment. However, you may not be able to take advantage of interest rate increases should interest rates rise during the term of your investment.

Early withdrawal risk

These FirstRate Wholesale deposit choices are designed to be held for a specified period.

- **FirstRate Wholesale Term Deposit options for terms up to and including 12 months**
Should you need to withdraw or switch from FirstRate Wholesale Term Deposits prior to the maturity date, the interest rate applying on the amount withdrawn is reduced.
- **FirstRate Wholesale Term Deposit options for terms greater than 12 months and FirstRate Wholesale Investment Deposits**
Withdrawals of all or part of your investment before the end of the specified period may be subject to an adjustment (reduction) to the withdrawal proceeds because of the recovery of costs and other charges connected with withdrawal. It is possible that you may receive back a net amount that is less than the amount of initial principal invested.

The amount of the reduction considers reasonable costs incurred in connection with termination or replacement of funding for the FirstRate Wholesale deposit. These costs can include break costs, administrative costs and replacement funding costs. Some major influences that may affect the size of the withdrawal costs are:

- market interest rates are higher than when you acquired the term deposit
- liquidity in the financial markets
- market pricing of credit risk
- the term remaining for the offer.

Further details (incorporated by reference) about early withdrawal adjustments for FirstRate Wholesale Term Deposits and FirstRate Wholesale Investment Deposits are contained in the Reference Guide, available online at colonialfirststate.com.au/fcwps or by calling 13 13 36.

Gearing risk

Some of the options in the PDS use gearing. Gearing means that the option borrows so that it can invest more to increase potential gains. Gearing can magnify gains and always magnifies losses from the option's investments.

For an option geared at 50%, if the underlying investments' rise is less than the option's borrowing and investment and administration fees, then it is unlikely that the geared option will outperform an equivalent ungeared portfolio. Consequently, a geared option will not always magnify market gains (particularly in a low return environment), but it will always magnify market losses.

In extreme market conditions, such as a rapid fall of over 60% in the value of investments in the FirstChoice Wholesale Geared Global Share option, or over 40% for the other geared options, you may lose all your capital.

We suggest you consult a financial adviser regarding the impact of these investments on your overall portfolio.

Short selling risk

Some of the options in the PDS use short selling. Short selling means the option sells a security it does not own to try and profit from a decrease in the value of the security. This is generally done by borrowing the security from another party to make the sale. The short sale of a security can greatly increase the risk of loss, as losses on a short position are not limited to the purchased value of the security.

Short selling strategies involve additional risks such as:

- **Liquidity risk**

In certain market conditions, an option that adopts a short selling strategy may not be able to reverse a short position because the security it needs to buy may not be available for purchase in a reasonable timeframe or at all. In this event, losses may be magnified.

- **Leverage risk**

Whilst short selling can often reduce risk, it is also possible for an option's long positions and short positions to both lose money at the same time.

- **Prime broker risk**

When short selling is employed, the assets of the investment option are generally held by the prime broker (which provides the broking, stock lending and other services). As part of this arrangement, assets may be used by or transferred to the prime broker under a securities lending arrangement which will also expose the option to securities lending risk. There is a risk that the prime broker does not return equivalent assets or value to the option (for example, because of insolvency). This would have a substantial negative impact on the value of your investment. This risk is managed by having arrangements with large, well-established and globally operating prime brokers. If you would like details of our prime broker, please contact us.

If an option uses short selling, this is detailed in the strategy of the option – refer to the Investment Options Menu.

Emerging markets risk

Due to the nature of the investments in emerging markets, there is an increased risk that the political and/or legal framework may change and adversely impact your investments. This could include the ability to sell assets. Options that invest in global markets may have exposure to emerging markets.

All of the investment options in the PDS are subject to some or all of these risks, which can also vary from time to time. You should consult your financial adviser before making a decision to invest. Your financial adviser is required to be qualified in understanding the risk and return associated with the wide range of investment options available to you and can help you make decisions regarding these investment options.

Further details about option-specific risks, such as currency, gearing, emerging markets and short selling risks and ways to manage investment risk are contained on pages 12 to 14 of the Investment Options Menu, which forms part of the PDS.

Role of your financial adviser

Your financial adviser may play a large role in implementing your financial plan and can assist you to meet your financial needs. We have therefore designed an online platform service to enable your adviser to monitor the progress of your portfolio and make transactions on your behalf if you nominate this.

If you choose to appoint your financial adviser to transact on your FirstChoice Wholesale account, please complete the adviser online transaction authority in the application forms section.

When you authorise your adviser (and their delegates) to transact on your behalf, all transactions (including withdrawals) will be taken to be done by you, so you should carefully consider any consequences in providing this authorisation, review the terms and conditions of providing this authority and ensure this authority is consistent with what you wish your adviser to do on your behalf. Depending on your arrangements with your adviser, it is possible your adviser may provide an instruction to us without notice to you. If your circumstances change and this authority is no longer consistent with your needs, you have the ability to revoke your authorisation.

Colonial First State can at any time remove an adviser or refuse to record or deal with an adviser nominated on your account.

You should read all the important information about the investment risks and diversification in the Investment Options Menu, which forms part of the PDS, before making an investment decision. The material relating to investments may change between the time you read the PDS and the day you sign the application form.

Additional disclosure required for hedge funds and other complex options

Hedge funds and funds with certain hedge fund characteristics can pose more complex risks for investors than traditional managed investment schemes. This can arise due to their diverse investment strategies, in many cases involving the use of leverage and complex and offshore structures.

The Australian Securities and Investments Commission (ASIC) has identified some characteristics that distinguish hedge funds from other managed investment schemes in its Regulatory Guide 240, such as the use of leverage, derivatives and short selling, charging performance fees, or funds that have complex investment strategies or structures. Where an option exhibits two or more of the characteristics defined, ASIC now requires responsible entities to provide additional reporting and disclosure. Whilst these ASIC requirements only apply to managed investment schemes, not superannuation or pension options, we will still provide this additional reporting and disclosure for the following superannuation investment options:

Option name
Acadian Wholesale Australian Equity Long Short
Acadian Wholesale Defensive Income
Acadian Wholesale Global Equity Long Short
Antipodes Wholesale Global
Aspect Wholesale Diversified Futures
Bennelong Kardinia Wholesale Absolute Return
Colonial First State Wholesale Target Return Income
FirstChoice Wholesale Alternatives
Platinum Wholesale Asia
Platinum Wholesale International
PM Capital Wholesale Enhanced Yield
PM Capital Wholesale Global Companies

For each option identified, we will report against the following benchmarks as required by ASIC:

- valuation of assets: information about whether assets which are not exchange-traded are valued by an independent administrator or an independent valuation service provider, and
- periodic reporting.

Where we can't provide all the components of the periodic reporting benchmark, we will explain why we can't and the types of information which will be provided instead, so that you can monitor the investment performance of your investment.

In addition, for each option identified, we will provide the following information in the Reference Guide – Complex Funds, available online at colonialfirststate.com.au/complex. This information will be updated from time to time, in accordance with our legal obligations.

Disclosure principle	Description
Investment strategy	Details of the option's investment strategy, including the type of strategy, how it works and how risks are managed.
Investment manager	Information about the people responsible for managing the option's investments.
Fund structure	An explanation of the investment structures involved.
Valuation, location and custody of assets	Disclosure on the types of assets held, where they are located, how they are valued and the custodial arrangements.

¹ **Please note:** Although we are required by law to include this wording, the fees are not subject to negotiation.

Liquidity	The option's ability to realise its assets in a timely manner and the risks of illiquid classes of assets.
Leverage	Outlines the maximum level of leverage (where applicable) of the option.
Derivatives	The purpose and types of derivatives used by the appointed investment manager and the associated risks.
Short selling	How short selling (where applicable) may be used as part of the investment strategy and the associated risks and costs of short selling.
Withdrawals	Circumstances in which Colonial First State allows withdrawals. A full explanation of how your withdrawal will be processed can be found in the Reference Guide for the product you are investing in, which is available on our website, colonialfirststate.com.au

This disclosure principle information is available on our website at colonialfirststate.com.au/complex

5 Fees and other costs

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns. For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000). You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs. You or your employer, as applicable, may be able to negotiate to pay lower fees.¹ Ask the fund or your financial adviser.

To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC)** website (www.moneysmart.gov.au) has a superannuation calculator to help you check out different fee options.

This document shows fees and other costs that you may be charged. These fees and other costs may be deducted from your money, from the returns on your investment or from the assets of the superannuation entity as a whole. Other fees, such as activity fees, advice fees for personal advice and insurance fees, may also be charged, but these will depend on the nature of the activity, advice or insurance chosen by you. Taxes, insurance fees and other costs relating to insurance are set out in another part of this document. You should read all the information about fees and other costs because it is important to understand their impact on your investment.

The fees and other costs for each investment option offered by the superannuation entity are set out on pages 10 to 20.

FIRSTCHOICE WHOLESALE PERSONAL SUPER AND PENSION

Type of fee	Amount ¹	How and when paid																
Investment fee	FirstRate Wholesale options ² 0.00% pa Geared options 1.55% to 2.48% pa (estimated) Options with performance-related fees 0.41% to 3.67% pa (estimated) All other options 0.24% to 1.73% pa (estimated) See pages 10 to 20 for the investment fees and performance-related fees for each investment option.	The investment fee is reflected in the daily unit price and is generally deducted from the assets of the investment option on a monthly basis.																
Administration fee	FirstRate Wholesale options ² 0.00% pa All other options 0.20% pa You may be entitled to a fee rebate which may reduce the fees and costs of your investment. ⁴ The rebates are as follows: <table border="1" data-bbox="354 757 928 900"> <thead> <tr> <th>Value of eligible FirstChoice Wholesale products and investment options</th> <th>Portfolio rebate (pa)</th> </tr> </thead> <tbody> <tr> <td>First \$800,000</td> <td>Nil</td> </tr> <tr> <td>Next \$400,000</td> <td>0.10%</td> </tr> <tr> <td>Over \$1,200,000</td> <td>0.20%</td> </tr> </tbody> </table> Plus a Regulatory Reform Fee: This fee will be up to 0.20%, capped at a maximum of \$40 per account each year. The fee will be charged on accounts with a balance of \$5,000 or more. The Regulatory Reform Fee will be charged as follows: <table border="1" data-bbox="354 1079 922 1200"> <thead> <tr> <th>Accounts</th> <th>Fee</th> </tr> </thead> <tbody> <tr> <td>Less than \$5,000</td> <td>Nil</td> </tr> <tr> <td>\$5,000 – \$19,999</td> <td>0.20%</td> </tr> <tr> <td>Above \$20,000</td> <td>\$40 (max)</td> </tr> </tbody> </table>	Value of eligible FirstChoice Wholesale products and investment options	Portfolio rebate (pa)	First \$800,000	Nil	Next \$400,000	0.10%	Over \$1,200,000	0.20%	Accounts	Fee	Less than \$5,000	Nil	\$5,000 – \$19,999	0.20%	Above \$20,000	\$40 (max)	The administration fee is reflected in the daily unit price and is deducted from the assets of the relevant option on a monthly basis. The portfolio rebate is calculated monthly based on the value of your total portfolio and is credited to your account half-yearly in the form of additional units. Please refer to page 37 under the heading 'Fee rebates' for details on the portfolio rebates. The Regulatory Reform Fee may be deducted annually from your account. This fee will be shown on your statements. ⁶ This fee will be charged based on accounts with a balance of \$5,000 or more as at 31 December. New accounts created after 31 December will be excluded and will not be charged.
Value of eligible FirstChoice Wholesale products and investment options	Portfolio rebate (pa)																	
First \$800,000	Nil																	
Next \$400,000	0.10%																	
Over \$1,200,000	0.20%																	
Accounts	Fee																	
Less than \$5,000	Nil																	
\$5,000 – \$19,999	0.20%																	
Above \$20,000	\$40 (max)																	
Buy/sell spread	0% to 0.65% of the transaction, depending on the option. Refer to pages 10 to 20 for the buy/sell spreads for each option.	This fee is payable each time you add to, withdraw from or switch to/from an option.																
Switching fee³	Nil	N/A																
Exit fee³	Nil	N/A																
Advice fees relating to all members investing in a particular investment option	Nil	N/A																
Other fees and costs	Insurance fee For details of insurance costs, refer to page 22–25 of the insurance booklet. The cost includes the premium and an insurance administration fee of 10% of insurance premiums (including applicable stamp duty). Adviser service fees and licensee service fees As agreed between you and your adviser. Please refer to page 36 for further details.	Deducted directly from your account in advance each month. A fee for service negotiated with your adviser and deducted directly from your account. Ongoing service fees are deducted from your account at the beginning of each month. One-off adviser service fees may be charged at anytime. These fees are for advice on your investment in the fund.																
Indirect cost ratio⁵	0% to 0.69% pa (estimated) depending on the option. Refer to pages 10 to 20 for the indirect cost ratio that applies to each option.	These costs are deducted from the underlying assets of the option and are reflected in the daily unit price for that option. Depending on the cost, they may be deducted daily, monthly or at some other time.																

1 All figures disclosed include the net effect of GST.

2 We may derive monetary or administrative benefits from the Bank. Refer to 'Are there any other benefits to Colonial First State?' in the Investment Options Menu.

3 Even though switching fees and exit fees are not charged, buy/sell spreads apply to most options (refer to page 24 for further details).

4 Investments in certain FirstChoice products and options are not able to be taken into account for the portfolio rebate. Please refer to page 37 for further details.

5 Past costs are not a reliable indicator of future costs. Future costs may differ.

6 For further details regarding the application of the Regulatory Reform Fee refer to page 24.

Additional explanation of fees and costs

FEES AND COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁷	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
FIRSTCHOICE MULTI-MANAGER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 20 to 22.)						
FirstChoice Wholesale Defensive	0.89%	0.20%	0.69%		0.03%	0.15
FirstChoice Wholesale Conservative	0.96% ¹	0.20%	0.74%	0.02% ¹	0.08%	0.15
FirstChoice Wholesale Diversified	0.99% ¹	0.20%	0.77%	0.02% ¹	0.12%	0.15
FirstChoice Wholesale Moderate	1.02% ¹	0.20%	0.80%	0.02% ¹	0.14%	0.15
FirstChoice Wholesale Balanced	1.05% ¹	0.20%	0.82%	0.03% ¹	0.14%	0.20
FirstChoice Wholesale Growth	1.08% ¹	0.20%	0.85%	0.03% ¹	0.16%	0.20
FirstChoice Wholesale High Growth	1.16%	0.20%	0.96%		0.11%	0.25
FirstChoice Wholesale Geared Growth Plus ³	1.13%(g)/2.17%(n)	0.20%	1.03%(g)/1.97%(n)		0.20%	0.20–0.50 ⁴
FIRSTCHOICE MULTI-MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 23 to 27.)						
FirstChoice Wholesale Fixed Interest	0.80%	0.20%	0.60%		0.08%	0.20
FirstChoice Wholesale Alternatives	1.72% ¹	0.20%	1.14%	0.38% ¹	0.69%	0.10
FirstChoice Wholesale Lower Volatility Australian Share	1.51% ¹	0.20%	0.96%	0.35% ¹	0.31%	0.20
FirstChoice Wholesale Australian Share	1.05%	0.20%	0.85%		0.15%	0.20
FirstChoice Wholesale Australian Small Companies	1.37%	0.20%	1.17%		0.27%	0.25
FirstChoice Wholesale Global Share	1.27%	0.20%	1.07%		0.11%	0.15
FirstChoice Wholesale Global Share – Hedged	1.26%	0.20%	1.06%		0.20%	0.15
FirstChoice Wholesale Asian Share	1.57%	0.20%	1.37%		0.12%	0.30
FirstChoice Wholesale Emerging Markets	1.58%	0.20%	1.38%		0.00%	0.25
FirstChoice Wholesale Global Small Companies	1.40%	0.20%	1.20%		0.02%	0.20
FirstChoice Wholesale Property Securities	0.96%	0.20%	0.76%		0.07%	0.20
FirstChoice Wholesale Global Property Securities	1.26%	0.20%	1.06%		0.24%	0.20
FirstChoice Wholesale Global Infrastructure Securities	1.25%	0.20%	1.05%		0.18%	0.20
FirstChoice Wholesale Geared Australian Share ³	1.02%(g)/2.20%(n)	0.20%	0.93%(g)/2.00%(n)		0.19%	0.10–0.25 ⁴
FirstChoice Wholesale Geared Global Share ³	1.20%(g)/1.78%(n)	0.20%	1.06%(g)/1.58%(n)		0.09%	0.15–0.24 ⁴
FIRSTCHOICE MULTI-INDEX SERIES (These investment options are located in the 'Investment Options Menu' on pages 28 to 29.)						
FirstChoice Wholesale Multi-Index Conservative	0.64%	0.20%	0.44%		0.00%	0.10
FirstChoice Wholesale Multi-Index Diversified	0.68%	0.20%	0.48%		0.00%	0.15
FirstChoice Wholesale Multi-Index Moderate	0.70%	0.20%	0.50%		0.00%	0.15
FirstChoice Wholesale Multi-Index Balanced	0.72%	0.20%	0.52%		0.00%	0.15
FirstChoice Wholesale Multi-Index Growth	0.75%	0.20%	0.55%		0.00%	0.15
FirstChoice Wholesale Multi-Index High Growth	0.79%	0.20%	0.59%		0.00%	0.15
COLONIAL FIRST STATE INDEX SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 30 to 32.)						
Colonial First State Wholesale Index Australian Bond	0.44%	0.20%	0.24%		0.00%	0.10
Colonial First State Wholesale Index Global Bond	0.49% ⁵	0.20%	0.29% ⁵		0.00% ⁵	0.10
Colonial First State Wholesale Index Australian Share	0.44%	0.20%	0.24%		0.00%	0.10
Colonial First State Wholesale Index Global Share	0.55%	0.20%	0.35%		0.00%	0.10
Colonial First State Wholesale Index Global Share – Hedged	0.56%	0.20%	0.36%		0.03%	0.10
Colonial First State Wholesale Index Property Securities	0.45%	0.20%	0.25%		0.00%	0.10

Refer to page 14 for footnotes 1–7

FEES AND COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	Total investment and administration fees (pa)	=	Admin-istration fee (pa) ⁷	+	Estimated investment fee (pa) ²	+	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
Colonial First State Wholesale Index Global Property Securities	0.55% ⁵		0.20%		0.35% ⁵			0.00% ⁵	0.10
Colonial First State Wholesale Index Global Listed Infrastructure Securities	0.54% ⁵		0.20%		0.34% ⁵			0.00% ⁵	0.10
OTHER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 33 to 37.)									
Conservative									
AZ Sestante Wholesale Conservative	0.79% ¹		0.20%		0.52%		0.07% ¹	0.12%	0.15
Colonial First State Wholesale Conservative	0.79%		0.20%		0.59%			0.07%	0.10
Colonial First State Wholesale Target Return Income	0.72% ¹		0.20%		0.34%		0.18% ¹	0.09%	0.15
Perpetual Wholesale Conservative Growth	1.19%		0.20%		0.99%			0.15%	0.10
Moderate									
AZ Sestante Wholesale Diversified	0.97% ¹		0.20%		0.63%		0.14% ¹	0.25%	0.15
Colonial First State Wholesale Balanced	0.89%		0.20%		0.69%			0.13%	0.15
Perpetual Wholesale Diversified Growth	1.25%		0.20%		1.05%			0.20%	0.15
Growth									
AZ Sestante Wholesale Growth	1.08% ¹		0.20%		0.73%		0.15% ¹	0.24%	0.20
Colonial First State Wholesale Diversified	1.00%		0.20%		0.80%			0.16%	0.20
Pendal Wholesale Active Balanced	1.19%		0.20%		0.99%			0.06%	0.20
Perpetual Wholesale Balanced Growth	1.25%		0.20%		1.05%			0.19%	0.20
Diversified real return									
Colonial First State Wholesale Multi-Asset Real Return	1.14%		0.20%		0.94%			0.05%	0.20
Schroder Wholesale Real Return	1.24%		0.20%		1.04%			0.02%	0.20
High growth									
Colonial First State Wholesale High Growth	1.20%		0.20%		1.00%			0.15%	0.25
Lower volatility share									
Milliman Wholesale Managed Risk Multi-Index High Growth	0.89%		0.20%		0.69%			0.01%	0.20
SINGLE MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 38 to 69.)									
Cash and deposits									
Colonial First State Wholesale Cash	0.44%		0.20%		0.24%			0.00%	nil
FirstRate Wholesale Investment Deposits	0.00%		0.00%		0.00%			0.00%	nil
FirstRate Wholesale Saver	0.00%		0.00%		0.00%			0.00%	nil
FirstRate Wholesale Term Deposits	0.00%		0.00%		0.00%			0.00%	nil
Short duration fixed interest									
Colonial First State Wholesale Global Credit Income	0.64%		0.20%		0.44%			0.01%	0.15
Kapstream Wholesale Absolute Return Income	0.94%		0.20%		0.74%			0.01%	0.10
Macquarie Wholesale Income Opportunities	0.79%		0.20%		0.59%			0.05%	0.15
Perpetual Wholesale Diversified Income	1.00%		0.20%		0.80%			0.26%	0.15
PM Capital Wholesale Enhanced Yield	1.19% ¹		0.20%		0.54%		0.45% ¹	0.00%	0.10
Alternative income									
Acadian Wholesale Defensive Income	0.64% ¹		0.20%		0.44%		0.00% ¹	0.09%	0.10
Pendal Wholesale Monthly Income Plus	1.00%		0.20%		0.80%			0.04%	0.15
Diversified fixed interest									
Affirmative Wholesale Global Bond	0.83% ⁵		0.20%		0.63% ⁵			0.00% ⁵	0.10
Colonial First State Wholesale Diversified Fixed Interest	0.59%		0.20%		0.39%			0.05%	0.20
Franklin Templeton Wholesale Multisector Bond	1.17%		0.20%		0.97%			0.00%	0.20
PIMCO Wholesale Global Bond	0.82%		0.20%		0.62%			0.16%	0.10
Schroder Wholesale Absolute Return Income	0.89%		0.20%		0.69%			0.00%	0.20
UBS Wholesale Diversified Fixed Income	0.80%		0.20%		0.60%			0.01%	0.15

Refer to page 14 for footnotes 1–7

FEES AND COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁷	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
Australian fixed interest						
Aberdeen Wholesale Australian Fixed Income	0.74%	0.20%	0.54%		0.10%	0.10
Colonial First State Wholesale Australian Bond	0.49%	0.20%	0.29%		0.06%	0.10
Alternatives						
Acadian Wholesale Diversified Alpha	1.50% ⁵	0.20%	1.30% ⁵		0.00% ⁵	0.20
Aspect Wholesale Diversified Futures	2.80% ^{1,6}	0.20%	1.57%	1.03% ^{1,6}	0.58%	nil
Lower volatility share						
Acadian Wholesale Australian Managed Volatility Equity	0.84%	0.20%	0.64%		0.15%	0.20
Acadian Wholesale Global Managed Volatility Equity	0.90%	0.20%	0.70%		0.07%	0.15
Colonial First State Wholesale Equity Income	1.24%	0.20%	1.04%		0.05%	0.15
Merlon Wholesale Australian Share Income	1.19%	0.20%	0.99%		0.16%	0.20
Milliman Wholesale Managed Risk Australian Share	0.69%	0.20%	0.49%		0.01%	0.20
Milliman Wholesale Managed Risk Global Share	0.80%	0.20%	0.60%		0.00%	0.20
State Street Wholesale Australian Equity	1.04%	0.20%	0.84%		0.01%	0.20
Australian share						
Acadian Wholesale Australian Equity	1.06%	0.20%	0.86%		0.12%	0.20
Antares Wholesale Elite Opportunities	1.05%	0.20%	0.85%		0.15%	0.20
Ausbil Wholesale Australian Active Equity	1.05%	0.20%	0.85%		0.06%	0.20
Bennelong Wholesale ex-20 Australian Equities	2.95% ¹	0.20%	0.96%	1.79% ¹	0.10%	0.25
BlackRock Wholesale Scientific Australian Equity	1.05%	0.20%	0.85%		0.03%	0.10
Colonial First State Wholesale Concentrated Australian Share	1.00%	0.20%	0.80%		0.15%	0.20
Colonial First State Wholesale Imputation	0.99%	0.20%	0.79%		0.19%	0.20
Fidelity Wholesale Australian Equities	1.10%	0.20%	0.90%		0.00%	0.20
Investors Mutual Wholesale Australian Share	1.25%	0.20%	1.05%		0.05%	0.20
Ironbark Karara Wholesale Australian Share	1.05%	0.20%	0.85%		0.00%	0.20
Lazard Wholesale Select Australian Equity	1.05%	0.20%	0.85%		0.12%	0.20
Maple-Brown Abbott Wholesale Australian Share	1.24%	0.20%	1.04%		0.04%	0.20
Nikko AM Wholesale Australian Share Concentrated	1.05%	0.20%	0.85%		0.06%	0.20
Pendal Wholesale Australian Share	1.04%	0.20%	0.84%		0.05%	0.20
Perennial Value Wholesale Australian Share	1.05%	0.20%	0.85%		0.17%	0.20
Perpetual Wholesale Australian Share	1.24%	0.20%	1.04%		0.04%	0.20
Perpetual Wholesale Ethical SRI Share	1.39%	0.20%	1.19%		0.05%	0.25
Perpetual Wholesale Industrial Share	1.24%	0.20%	1.04%		0.05%	0.20
Realindex Wholesale Australian Share	0.70%	0.20%	0.50%		0.00%	0.10
Schroder Wholesale Australian Equity	1.05%	0.20%	0.85%		0.00%	0.20
Solaris Wholesale Core Australian Equity	1.05%	0.20%	0.85%		0.10%	0.20
T. Rowe Price Wholesale Australian Equity	0.99% ⁵	0.20%	0.79% ⁵		0.00% ⁵	0.20
Australian share – small companies						
Ausbil Wholesale Australian Emerging Leaders	1.16% ¹	0.20%	0.96%	0.00% ¹	0.14%	0.25
Celeste Wholesale Australian Small Companies	1.05% ¹	0.20%	0.85%	0.00% ¹	0.19%	0.30
Colonial First State Wholesale Australian Small Companies	1.15%	0.20%	0.95%		0.24%	0.25
Colonial First State Wholesale Developing Companies	1.35%	0.20%	1.15%		0.04%	0.20

Refer to page 14 for footnotes 1–7

FEES AND COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	Total investment and administration fees (pa)	=	Admin-istration fee (pa) ⁷	+	Estimated investment fee (pa) ²	+	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
Colonial First State Wholesale Future Leaders	1.35%		0.20%		1.15%			0.24%	0.20
OC Wholesale Premium Small Companies	1.68% ¹		0.20%		1.21%		0.27% ¹	0.22%	0.30
Realindex Wholesale Australian Small Companies	0.90%		0.20%		0.70%			0.03%	0.10
Zurich Investments Wholesale Small Companies	1.25% ^{1, 5}		0.20%		1.05% ⁵		0.00% ¹	0.00% ⁵	0.25
Global share									
Acadian Wholesale Sustainable Global Equity	1.27%		0.20%		1.07%			0.11%	0.10
Altrinsic Wholesale Global Equity	1.33%		0.20%		1.13%			0.09%	0.20
Antipodes Wholesale Global	1.52% ^{1, 5}		0.20%		1.32% ⁵		0.00% ¹	0.02% ⁵	0.25
Baillie Gifford Wholesale Long Term Global Growth	1.25% ⁵		0.20%		1.05% ⁵			0.02% ⁵	0.10
Grant Samuel Epoch Wholesale Global Equity Shareholder Yield	1.35%		0.20%		1.15%			0.00%	0.15
Magellan Wholesale Global Share	1.60% ¹		0.20%		1.40%		0.00% ¹	0.00%	0.10
Magellan Wholesale Global Share – Hedged	1.70% ¹		0.20%		1.41%		0.09% ¹	0.00%	0.10
MFS Wholesale Global Equity	1.27%		0.20%		1.07%			0.00%	0.15
Pendal Wholesale Core Global Share	1.36%		0.20%		1.16%			0.05%	0.10
Perpetual Wholesale Global Share	1.41%		0.20%		1.21%			0.36%	0.15
Platinum Wholesale International	1.78%		0.20%		1.58%			0.06%	0.25
PM Capital Wholesale Global Companies	3.87% ¹		0.20%		1.05%		2.62% ¹	0.00%	0.25
Realindex Wholesale Global Share	0.82%		0.20%		0.62%			0.02%	0.15
Realindex Wholesale Global Share – Hedged	0.82%		0.20%		0.62%			0.05%	0.15
Stewart Investors Wholesale Worldwide Leaders	1.23%		0.20%		1.03%			0.03%	0.15
Stewart Investors Wholesale Worldwide Sustainability	1.25%		0.20%		1.05%			0.00%	0.15
T. Rowe Price Wholesale Global Equity	1.32%		0.20%		1.12%			0.01%	0.15
Global share – emerging markets									
Pendal Wholesale Global Emerging Market Opportunities	1.62% ⁵		0.20%		1.42% ⁵			0.00% ⁵	0.25
Platinum Wholesale Asia	1.93%		0.20%		1.73%			0.18%	0.25
Realindex Wholesale Emerging Markets	0.96%		0.20%		0.76%			0.02%	0.20
Specialist share									
Acadian Wholesale Australian Equity Long Short	1.14% ¹		0.20%		0.94%		0.00% ¹	0.37%	0.25
Acadian Wholesale Global Equity Long Short	1.68% ¹		0.20%		1.10%		0.38% ¹	0.27%	0.20
Bennelong Kardinia Wholesale Absolute Return	3.20% ¹		0.20%		1.48%		1.52% ¹	0.67%	0.15
Janus Henderson Wholesale Global Natural Resources	1.19% ⁵		0.20%		0.99% ⁵			0.00% ⁵	0.25
Australian property and infrastructure securities									
APN Wholesale AREIT	0.99%		0.20%		0.79%			0.05%	0.20
Colonial First State Wholesale Property Securities	0.85%		0.20%		0.65%			0.01%	0.20
Ironbark Wholesale Property Securities	0.86%		0.20%		0.66%			0.11%	0.20
Legg Mason Martin Currie Wholesale Real Income	1.04%		0.20%		0.84%			0.00%	0.20
Pendal Wholesale Property Investment	1.09%		0.20%		0.89%			0.06%	0.20
SG Hiscock Wholesale Property Securities	0.99%		0.20%		0.79%			0.00%	0.20
Global property and infrastructure securities									
AMP Capital Wholesale Global Property Securities	1.24%		0.20%		1.04%			0.16%	0.20
Colonial First State Wholesale Global Property Securities	1.06%		0.20%		0.86%			0.20%	0.20

FEES AND COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁷	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
Colonial First State Wholesale Global Listed Infrastructure Securities	1.24%	0.20%	1.04%		0.17%	0.25
Magellan Wholesale Infrastructure	1.78% ¹	0.20%	1.15%	0.43% ¹	0.00%	0.20
Geared						
Acadian Wholesale Geared Australian Equity ³	0.97%(g)/2.17% ⁵ (n)	0.20%	0.88%(g)/1.97% ⁵ (n)		0.01%	0.20–0.50 ⁴
Acadian Wholesale Geared Global Equity ³	1.22%(g)/2.68%(n)	0.20%	1.13%(g)/2.48%(n)		0.18%	0.10–0.25 ⁴
Colonial First State Wholesale Geared Global Property Securities ³	1.03%(g)/2.32%(n)	0.20%	0.94%(g)/2.12%(n)		0.44%	0.25–0.65 ⁴
Colonial First State Wholesale Geared Share ³	1.05%(g)/2.29%(n)	0.20%	0.96%(g)/2.09%(n)		0.12%	0.20–0.50 ⁴

These figures are inclusive of the net effect of GST.

- 1 Refer to pages 22 to 24 for more details on the different types of performance-related fees, how they have been calculated and how they have been estimated in the assessment of fees and costs. This estimate is generally based on the performance of the option over the 12 months to 30 June 2018 and the associated performance-related fee. As past performance is not a reliable indicator of future performance, the performance-related fee charged in the future may differ.
- 2 This excludes any performance-related investment fee which is shown separately in the next column.
- 3 The two figures shown above for the geared share options are based on the gross (g) assets (which includes the option's borrowings (as at 30 June 2018) and is the lower of the two fees) and on net (n) assets (which excludes the option's borrowings and is the higher of the two fees). **Please note:** Borrowings include any exposure to borrowings from an option investing directly or indirectly into another managed investment scheme which borrows.
- 4 Buy/sell spreads depend on the specific gearing level of the option.
- 5 These options have not been in existence for 12 months (as at 30 June 2018). For these options, these are estimated figures. For these options with performance-related fees, we assume no outperformance.
- 6 This estimated performance-related fee is based on the fee payable since inception to 30 June 2018 and is used as an indicator of the expected future level of this fee. The actual performance-related fee paid in the 12 months to 30 June 2018 was 0.28% on Aspect Wholesale Diversified Futures. As past performance is not a reliable indicator of future performance, the performance-related fee, if any, charged in the future may differ.
- 7 A Regulatory Reform Fee of up to 0.20%, capped at a maximum of \$40, is also payable on an annual basis in addition to the administration fee shown above.

FEES AND COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁷	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
FIRSTCHOICE MULTI-MANAGER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 20 to 22.)						
FirstChoice Wholesale Defensive	0.89%	0.20%	0.69%		0.04%	0.15
FirstChoice Wholesale Conservative	0.96% ¹	0.20%	0.74%	0.02% ¹	0.08%	0.15
FirstChoice Wholesale Diversified	0.99% ¹	0.20%	0.77%	0.02% ¹	0.12%	0.15
FirstChoice Wholesale Moderate	1.01% ¹	0.20%	0.79%	0.02% ¹	0.15%	0.15
FirstChoice Wholesale Balanced	1.05% ¹	0.20%	0.82%	0.03% ¹	0.15%	0.20
FirstChoice Wholesale Growth	1.07% ¹	0.20%	0.84%	0.03% ¹	0.18%	0.20
FirstChoice Wholesale High Growth	1.14%	0.20%	0.94%		0.13%	0.25
FirstChoice Wholesale Geared Growth Plus ³	1.17%(g)/2.23%(n)	0.20%	1.07%(g)/2.03%(n)		0.22%	0.20–0.50 ⁴
FIRSTCHOICE MULTI-MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 23 to 27.)						
FirstChoice Wholesale Fixed Interest	0.80%	0.20%	0.60%		0.09%	0.20
FirstChoice Wholesale Alternatives	1.72% ¹	0.20%	1.14%	0.38% ¹	0.68%	0.10
FirstChoice Wholesale Lower Volatility Australian Share	1.49% ¹	0.20%	0.94%	0.35% ¹	0.33%	0.20
FirstChoice Wholesale Australian Share	1.04%	0.20%	0.84%		0.16%	0.20
FirstChoice Wholesale Australian Small Companies	1.34%	0.20%	1.14%		0.28%	0.25
FirstChoice Wholesale Global Share	1.24%	0.20%	1.04%		0.11%	0.15
FirstChoice Wholesale Global Share – Hedged	1.24%	0.20%	1.04%		0.21%	0.15
FirstChoice Wholesale Asian Share	1.55%	0.20%	1.35%		0.15%	0.30
FirstChoice Wholesale Emerging Markets	1.55%	0.20%	1.35%		0.00%	0.25
FirstChoice Wholesale Global Small Companies	1.35%	0.20%	1.15%		0.03%	0.20
FirstChoice Wholesale Property Securities	0.94%	0.20%	0.74%		0.07%	0.20
FirstChoice Wholesale Global Property Securities	1.25%	0.20%	1.05%		0.27%	0.20
FirstChoice Wholesale Global Infrastructure Securities	1.25%	0.20%	1.05%		0.20%	0.20
FirstChoice Wholesale Geared Australian Share ³	1.03%(g)/2.18%(n)	0.20%	0.94%(g)/1.98%(n)		0.14%	0.10–0.25 ⁴
FirstChoice Wholesale Geared Global Share ³	1.19%(g)/1.75%(n)	0.20%	1.06%(g)/1.55%(n)		0.09%	0.15–0.24 ⁴

Refer to page 18 for footnotes 1–7.

FEES AND COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁷	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
FIRSTCHOICE MULTI-INDEX SERIES (These investment options are located in the 'Investment Options Menu' on pages 28 to 29.)						
FirstChoice Wholesale Multi-Index Conservative	0.64%	0.20%	0.44%		0.00%	0.10
FirstChoice Wholesale Multi-Index Diversified	0.68%	0.20%	0.48%		0.00%	0.15
FirstChoice Wholesale Multi-Index Moderate	0.70%	0.20%	0.50%		0.00%	0.15
FirstChoice Wholesale Multi-Index Balanced	0.72%	0.20%	0.52%		0.00%	0.15
FirstChoice Wholesale Multi-Index Growth	0.75%	0.20%	0.55%		0.00%	0.15
FirstChoice Wholesale Multi-Index High Growth	0.79%	0.20%	0.59%		0.01%	0.15
COLONIAL FIRST STATE INDEX SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 30 to 32.)						
Colonial First State Wholesale Index Australian Bond	0.44%	0.20%	0.24%		0.00%	0.10
Colonial First State Wholesale Index Global Bond	0.49% ⁵	0.20%	0.29% ⁵		0.00% ⁵	0.10
Colonial First State Wholesale Index Australian Share	0.44%	0.20%	0.24%		0.00%	0.10
Colonial First State Wholesale Index Global Share	0.54%	0.20%	0.34%		0.00%	0.10
Colonial First State Wholesale Index Global Share – Hedged	0.55%	0.20%	0.35%		0.03%	0.10
Colonial First State Wholesale Index Property Securities	0.44%	0.20%	0.24%		0.00%	0.10
Colonial First State Wholesale Index Global Property Securities	0.55% ⁵	0.20%	0.35% ⁵		0.00% ⁵	0.10
Colonial First State Wholesale Index Global Listed Infrastructure Securities	0.54% ⁵	0.20%	0.34% ⁵		0.00% ⁵	0.10
OTHER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 33 to 37.)						
Conservative						
AZ Sestante Wholesale Conservative	0.79% ¹	0.20%	0.52%	0.07% ¹	0.11%	0.15
Colonial First State Wholesale Conservative	0.79%	0.20%	0.59%		0.07%	0.10
Colonial First State Wholesale Target Return Income	0.61% ¹	0.20%	0.34%	0.07% ¹	0.10%	0.15
Perpetual Wholesale Conservative Growth	1.19%	0.20%	0.99%		0.16%	0.10
Moderate						
AZ Sestante Wholesale Diversified	0.97% ¹	0.20%	0.63%	0.14% ¹	0.24%	0.15
Colonial First State Wholesale Balanced	0.89%	0.20%	0.69%		0.15%	0.15
Perpetual Wholesale Diversified Growth	1.24%	0.20%	1.04%		0.20%	0.15
Growth						
AZ Sestante Wholesale Growth	1.10% ¹	0.20%	0.75%	0.15% ¹	0.23%	0.20
Colonial First State Wholesale Diversified	1.00%	0.20%	0.80%		0.18%	0.20
Pendal Wholesale Active Balanced	1.19%	0.20%	0.99%		0.08%	0.20
Perpetual Wholesale Balanced Growth	1.25%	0.20%	1.05%		0.20%	0.20
Diversified real return						
Colonial First State Wholesale Multi-Asset Real Return	1.16%	0.20%	0.96%		0.05%	0.20
Schroder Wholesale Real Return	1.24%	0.20%	1.04%		0.02%	0.20
High growth						
Colonial First State Wholesale High Growth	1.24%	0.20%	1.04%		0.18%	0.25
Lower volatility share						
Milliman Wholesale Managed Risk Multi-Index High Growth	0.94%	0.20%	0.74%		0.02%	0.20
SINGLE MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 38 to 69.)						
Cash and deposits						
Colonial First State Wholesale Cash	0.44%	0.20%	0.24%		0.00%	nil
FirstRate Wholesale Investment Deposits	0.00%	0.00%	0.00%		0.00%	nil
FirstRate Wholesale Saver	0.00%	0.00%	0.00%		0.00%	nil

Refer to page 18 for footnotes 1–7.

FEES AND COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁷	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
FirstRate Wholesale Term Deposits	0.00%	0.00%	0.00%		0.00%	nil
Short duration fixed interest						
Colonial First State Wholesale Global Credit Income	0.64%	0.20%	0.44%		0.01%	0.15
Kapstream Wholesale Absolute Return Income	0.94%	0.20%	0.74%		0.01%	0.10
Macquarie Wholesale Income Opportunities	0.79%	0.20%	0.59%		0.04%	0.15
Perpetual Wholesale Diversified Income	1.00%	0.20%	0.80%		0.25%	0.15
PM Capital Wholesale Enhanced Yield	1.24% ⁴	0.20%	0.54%	0.50% ¹	0.00%	0.10
Alternative income						
Acadian Wholesale Defensive Income	0.64% ⁴	0.20%	0.44%	0.00% ¹	0.09%	0.10
Pendal Wholesale Monthly Income Plus	1.00%	0.20%	0.80%		0.05%	0.15
Diversified fixed interest						
Affirmative Wholesale Global Bond	0.83% ⁵	0.20%	0.63% ⁵		0.00% ⁵	0.10
Colonial First State Wholesale Diversified Fixed Interest	0.59%	0.20%	0.39%		0.08%	0.20
Franklin Templeton Wholesale Multisector Bond	1.17%	0.20%	0.97%		0.00%	0.20
PIMCO Wholesale Global Bond	0.82%	0.20%	0.62%		0.15%	0.10
Schroder Wholesale Absolute Return Income	0.89%	0.20%	0.69%		0.00%	0.20
UBS Wholesale Diversified Fixed Income	0.80%	0.20%	0.60%		0.01%	0.15
Australian fixed interest						
Aberdeen Wholesale Australian Fixed Income	0.74%	0.20%	0.54%		0.10%	0.10
Colonial First State Wholesale Australian Bond	0.49%	0.20%	0.29%		0.07%	0.10
Alternatives						
Acadian Wholesale Diversified Alpha	1.50% ⁵	0.20%	1.30% ⁵		0.00% ⁵	0.20
Aspect Wholesale Diversified Futures	2.80% ^{1,6}	0.20%	1.57%	1.03% ^{1,6}	0.58%	nil
Lower volatility share						
Acadian Wholesale Australian Managed Volatility Equity	0.86%	0.20%	0.66%		0.10%	0.20
Acadian Wholesale Global Managed Volatility Equity	0.89%	0.20%	0.69%		0.08%	0.15
Colonial First State Wholesale Equity Income	1.24%	0.20%	1.04%		0.07%	0.15
Merlon Wholesale Australian Share Income	1.19%	0.20%	0.99%		0.14%	0.20
Milliman Wholesale Managed Risk Australian Share	0.70%	0.20%	0.50%		0.01%	0.20
Milliman Wholesale Managed Risk Global Share	0.79%	0.20%	0.59%		0.00%	0.20
State Street Wholesale Australian Equity	1.04%	0.20%	0.84%		0.02%	0.20
Australian share						
Acadian Wholesale Australian Equity	1.04%	0.20%	0.84%		0.14%	0.20
Antares Wholesale Elite Opportunities	1.04%	0.20%	0.84%		0.17%	0.20
Ausbil Wholesale Australian Active Equity	1.04%	0.20%	0.84%		0.08%	0.20
Benelong Wholesale ex-20 Australian Equities	2.98% ¹	0.20%	0.94%	1.84% ¹	0.08%	0.25
BlackRock Wholesale Scientific Australian Equity	1.04%	0.20%	0.84%		0.03%	0.10
Colonial First State Wholesale Concentrated Australian Share	1.00%	0.20%	0.80%		0.15%	0.20
Colonial First State Wholesale Imputation	0.99%	0.20%	0.79%		0.20%	0.20
Fidelity Wholesale Australian Equities	1.09%	0.20%	0.89%		0.00%	0.20
Investors Mutual Wholesale Australian Share	1.24%	0.20%	1.04%		0.03%	0.20
Ironbark Karara Wholesale Australian Share	1.04%	0.20%	0.84%		0.00%	0.20
Lazard Wholesale Select Australian Equity	1.04%	0.20%	0.84%		0.12%	0.20

Refer to page 18 for footnotes 1–7.

FEES AND COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	=	Admin-istration fee (pa) ⁷	+	Estimated investment fee (pa) ²	+	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
Maple-Brown Abbott Wholesale Australian Share	1.24%		0.20%		1.04%			0.05%	0.20
Nikko AM Wholesale Australian Share Concentrated	1.04%		0.20%		0.84%			0.08%	0.20
Pendal Wholesale Australian Share	1.04%		0.20%		0.84%			0.07%	0.20
Perennial Value Wholesale Australian Share	1.04%		0.20%		0.84%			0.20%	0.20
Perpetual Wholesale Australian Share	1.24%		0.20%		1.04%			0.08%	0.20
Perpetual Wholesale Ethical SRI Share	1.40%		0.20%		1.20%			0.08%	0.25
Perpetual Wholesale Industrial Share	1.24%		0.20%		1.04%			0.09%	0.20
Realindex Wholesale Australian Share	0.69%		0.20%		0.49%			0.00%	0.10
Schroder Wholesale Australian Equity	1.04%		0.20%		0.84%			0.01%	0.20
Solaris Wholesale Core Australian Equity	1.04%		0.20%		0.84%			0.13%	0.20
T. Rowe Price Wholesale Australian Equity	0.99% ⁵		0.20%		0.79% ⁵			0.00% ⁵	0.20
Australian share – small companies									
Ausbil Wholesale Australian Emerging Leaders	1.14% ¹		0.20%		0.94%		0.00% ¹	0.14%	0.25
Celeste Wholesale Australian Small Companies	1.04% ¹		0.20%		0.84%		0.00% ¹	0.21%	0.30
Colonial First State Wholesale Australian Small Companies	1.14%		0.20%		0.94%			0.27%	0.25
Colonial First State Wholesale Developing Companies	1.34%		0.20%		1.14%			0.05%	0.20
Colonial First State Wholesale Future Leaders	1.34%		0.20%		1.14%			0.24%	0.20
OC Wholesale Premium Small Companies	1.42% ¹		0.20%		1.19%		0.03% ¹	0.21%	0.30
Realindex Wholesale Australian Small Companies	0.89%		0.20%		0.69%			0.04%	0.10
Zurich Investments Wholesale Small Companies	1.25% ^{1, 5}		0.20%		1.05% ⁵		0.00% ¹	0.00% ⁵	0.25
Global share									
Acadian Wholesale Sustainable Global Equity	1.24%		0.20%		1.04%			0.11%	0.10
Altrinsic Wholesale Global Equity	1.29%		0.20%		1.09%			0.10%	0.20
Antipodes Wholesale Global	1.52% ^{1, 5}		0.20%		1.32% ⁵		0.00% ¹	0.02% ⁵	0.25
Baillie Gifford Wholesale Long Term Global Growth	1.25% ⁵		0.20%		1.05% ⁵			0.04% ⁵	0.10
Grant Samuel Epoch Wholesale Global Equity Shareholder Yield	1.35%		0.20%		1.15%			0.00%	0.15
Magellan Wholesale Global Share	1.59% ¹		0.20%		1.39%		0.00% ¹	0.00%	0.10
Magellan Wholesale Global Share – Hedged	1.68% ¹		0.20%		1.39%		0.09% ¹	0.00%	0.10
MFS Wholesale Global Equity	1.25%		0.20%		1.05%			0.00%	0.15
Pendal Wholesale Core Global Share	1.35%		0.20%		1.15%			0.04%	0.10
Perpetual Wholesale Global Share	1.40%		0.20%		1.20%			0.37%	0.15
Platinum Wholesale International	1.75%		0.20%		1.55%			0.06%	0.25
PM Capital Wholesale Global Companies	3.82% ¹		0.20%		1.04%		2.58% ¹	0.04%	0.25
Realindex Wholesale Global Share	0.81%		0.20%		0.61%			0.01%	0.15
Realindex Wholesale Global Share – Hedged	0.81%		0.20%		0.61%			0.07%	0.15
Stewart Investors Wholesale Worldwide Leaders	1.21%		0.20%		1.01%			0.04%	0.15
Stewart Investors Wholesale Worldwide Sustainability	1.24%		0.20%		1.04%			0.03%	0.15
T. Rowe Price Wholesale Global Equity	1.29%		0.20%		1.09%			0.01%	0.15
Global share – emerging markets									
Pendal Wholesale Global Emerging Market Opportunities	1.62% ⁵		0.20%		1.42% ⁵			0.00% ⁵	0.25
Platinum Wholesale Asia	1.90%		0.20%		1.70%			0.18%	0.25
Realindex Wholesale Emerging Markets	0.95%		0.20%		0.75%			0.05%	0.20

Refer to page 18 for footnotes 1–7.

FEES AND COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	=	Admin-istration fee (pa) ⁷	+	Estimated investment fee (pa) ²	+	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
Specialist share									
Acadian Wholesale Australian Equity Long Short	1.57% ¹		0.20%		0.93%		0.44% ¹	0.38%	0.25
Acadian Wholesale Global Equity Long Short	1.28% ¹		0.20%		1.08%		0.00% ¹	0.29%	0.20
Bennelong Kardinia Wholesale Absolute Return	3.28% ¹		0.20%		1.48%		1.60% ¹	0.66%	0.15
Janus Henderson Wholesale Global Natural Resources	1.19% ⁵		0.20%		0.99% ⁵			0.00% ⁵	0.25
Australian property and infrastructure securities									
APN Wholesale AREIT	0.99%		0.20%		0.79%			0.05%	0.20
Colonial First State Wholesale Property Securities	0.84%		0.20%		0.64%			0.02%	0.20
Ironbark Wholesale Property Securities	0.84%		0.20%		0.64%			0.13%	0.20
Legg Mason Martin Currie Wholesale Real Income	1.04%		0.20%		0.84%			0.00%	0.20
Pendal Wholesale Property Investment	1.09%		0.20%		0.89%			0.08%	0.20
SG Hiscock Wholesale Property Securities	0.99%		0.20%		0.79%			0.00%	0.20
Global property and infrastructure securities									
AMP Capital Wholesale Global Property Securities	1.24%		0.20%		1.04%			0.15%	0.20
Colonial First State Wholesale Global Property Securities	1.04%		0.20%		0.84%			0.22%	0.20
Colonial First State Wholesale Global Listed Infrastructure Securities	1.24%		0.20%		1.04%			0.16%	0.25
Magellan Wholesale Infrastructure	1.76% ¹		0.20%		1.14%		0.42% ¹	0.00%	0.20
Geared									
Acadian Wholesale Geared Australian Equity ³	0.98%(g)/2.16% ⁵ (n)		0.20%		0.89%(g)/1.96% ⁵ (n)			0.00% ⁵	0.20–0.50 ⁴
Acadian Wholesale Geared Global Equity ³	1.22%(g)/2.64%(n)		0.20%		1.13%(g)/2.44%(n)			0.21%	0.10–0.25 ⁴
Colonial First State Wholesale Geared Global Property Securities ³	1.02%(g)/2.32%(n)		0.20%		0.94%(g)/2.12%(n)			0.49%	0.25–0.65 ⁴
Colonial First State Wholesale Geared Share ³	1.05%(g)/2.26%(n)		0.20%		0.95%(g)/2.06%(n)			0.14%	0.20–0.50 ⁴

These figures are inclusive of the net effect of GST.

- 1 Refer to pages 22 to 24 for more details on the different types of performance-related fees, how they have been calculated and how they have been estimated in the assessment of fees and costs. This estimate is generally based on the performance of the option over the 12 months to 30 June 2018 and the associated performance-related fee. As past performance is not a reliable indicator of future performance, the performance-related fee charged in the future may differ.
- 2 This excludes any performance-related investment fee which is shown separately in the next column.
- 3 The two figures shown above for the geared share options are based on the gross (g) assets (which includes the option's borrowings (as at 30 June 2018) and is the lower of the two fees) and on net (n) assets (which excludes the option's borrowings and is the higher of the two fees). **Please note:** Borrowings include any exposure to borrowings from an option investing directly or indirectly into another managed investment scheme which borrows.
- 4 Buy/sell spreads depend on the specific gearing level of the option.
- 5 These options have not been in existence for 12 months (as at 30 June 2018). For these options, these are estimated figures. For these options with performance-related fees, we assume no outperformance.
- 6 This estimated performance-related fee is based on the fee payable since inception to 30 June 2018 and is used as an indicator of the expected future level of this fee. The actual performance-related fee paid in the 12 months to 30 June 2018 was 0.28% on Aspect Wholesale Diversified Futures. As past performance is not a reliable indicator of future performance, the performance-related fee, if any, charged in the future may differ.
- 7 A Regulatory Reform Fee of up to 0.20%, capped at a maximum of \$40, is also payable on an annual basis in addition to the administration fee shown above.

FEES AND COSTS – FIRSTCHOICE WHOLESALE PRE-RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	=	Admin-istration fee (pa) ⁶	+	Estimated investment fee (pa) ²	+	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
FIRSTCHOICE MULTI-MANAGER MULTI-SECTOR (These investment option are located in the Investment Options Menu' on pages 20 to 22.)									
FirstChoice Wholesale TTR Defensive	0.89%		0.20%		0.69%			0.04%	0.15
FirstChoice Wholesale TTR Conservative	0.96% ¹		0.20%		0.74%		0.02% ¹	0.08%	0.15
FirstChoice Wholesale TTR Diversified	0.99% ¹		0.20%		0.77%		0.02% ¹	0.12%	0.15
FirstChoice Wholesale TTR Moderate	1.01% ¹		0.20%		0.79%		0.02% ¹	0.15%	0.15
FirstChoice Wholesale TTR Balanced	1.05% ¹		0.20%		0.82%		0.03% ¹	0.15%	0.20
FirstChoice Wholesale TTR Growth	1.07% ¹		0.20%		0.84%		0.03% ¹	0.18%	0.20
FirstChoice Wholesale TTR High Growth	1.14%		0.20%		0.94%			0.13%	0.25
FIRSTCHOICE MULTI-MANAGER SINGLE-SECTOR (These investment option are located in the Investment Options Menu' on pages 23 to 26.)									
FirstChoice Wholesale TTR Fixed Interest	0.80%		0.20%		0.60%			0.09%	0.20
FirstChoice Wholesale TTR Alternatives	1.72% ¹		0.20%		1.14%		0.38% ¹	0.68%	0.10
FirstChoice Wholesale TTR Australian Share	1.04%		0.20%		0.84%			0.16%	0.20
FirstChoice Wholesale TTR Australian Small Companies	1.34%		0.20%		1.14%			0.28%	0.25
FirstChoice Wholesale TTR Global Share	1.24%		0.20%		1.04%			0.11%	0.15
FirstChoice Wholesale TTR Emerging Markets	1.55%		0.20%		1.35%			0.00%	0.25
FirstChoice Wholesale TTR Property Securities	0.94%		0.20%		0.74%			0.07%	0.20
FIRSTCHOICE MULTI-INDEX SERIES (These investment option are located in the Investment Options Menu' on pages 28 to 29.)									
FirstChoice Wholesale TTR Multi-Index Conservative	0.64%		0.20%		0.44%			0.00%	0.10
FirstChoice Wholesale TTR Multi-Index Diversified	0.68%		0.20%		0.48%			0.00%	0.15
FirstChoice Wholesale TTR Multi-Index Moderate	0.70%		0.20%		0.50%			0.00%	0.15
FirstChoice Wholesale TTR Multi-Index Balanced	0.72%		0.20%		0.52%			0.00%	0.15
FirstChoice Wholesale TTR Multi-Index Growth	0.75%		0.20%		0.55%			0.00%	0.15
FirstChoice Wholesale TTR Multi-Index High Growth	0.79%		0.20%		0.59%			0.01%	0.15
COLONIAL FIRST STATE SINGLE SECTOR (These investment option are located in the Investment Options Menu' on pages 30 to 31.)									
Colonial First State Wholesale TTR Index Australian Share	0.44%		0.20%		0.24%			0.00%	0.10
Colonial First State Wholesale TTR Index Global Share	0.54%		0.20%		0.34%			0.00%	0.10
Colonial First State Wholesale TTR Index Global Share – Hedged	0.55%		0.20%		0.35%			0.03%	0.10
Colonial First State Wholesale TTR Index Property Securities	0.44%		0.20%		0.24%			0.00%	0.10
OTHER MULTI-SECTOR (These investment option are located in the Investment Options Menu' on pages 34 to 37.)									
Moderate									
AZ Sestante Wholesale TTR Diversified	0.97% ¹		0.20%		0.63%		0.14% ¹	0.24%	0.15
Diversified real return									
Schroder Wholesale TTR Real Return	1.24%		0.20%		1.04%			0.02%	0.20
SINGLE MANAGER SINGLE SECTOR (These investment option are located in the Investment Options Menu' on pages 38 to 69.)									
Cash and deposits									
Colonial First State Wholesale TTR Cash	0.44%		0.20%		0.24%			0.00%	nil
FirstRate Wholesale TTR Saver	0.00%		0.00%		0.00%			0.00%	nil
Short duration fixed interest									
Kapstream Wholesale TTR Absolute Return Income	0.94%		0.20%		0.74%			0.01%	0.10
Macquarie Wholesale TTR Income Opportunities	0.79%		0.20%		0.59%			0.04%	0.15
Perpetual Wholesale TTR Diversified Income	1.00%		0.20%		0.80%			0.25%	0.15
PM Capital Wholesale TTR Enhanced Yield	1.24% ¹		0.20%		0.54%		0.50% ¹	0.00%	0.10
Alternative income									
Acadian Wholesale TTR Defensive Income	0.64% ¹		0.20%		0.44%		0.00% ¹	0.09%	0.10
Pendal Wholesale TTR Monthly Income Plus	1.00%		0.20%		0.80%			0.05%	0.15
Diversified fixed interest									
PIMCO Wholesale TTR Global Bond	0.82%		0.20%		0.62%			0.15%	0.10
Schroder Wholesale TTR Absolute Return Income	0.89%		0.20%		0.69%			0.00%	0.20

Refer to page 20 for footnotes 1–6.

FEES AND COSTS – FIRSTCHOICE WHOLESALE PRE-RETIREMENT PENSION

Option name	Total investment and administration fees (pa)	Administration fee (pa) ⁶	Estimated investment fee (pa) ²	Estimated performance-related fee (pa) ¹	Estimated indirect cost ratio (pa)	Buy/sell spread (%)
UBS Wholesale TTR Diversified Fixed Income	0.80%	0.20%	0.60%		0.01%	0.15
Australian fixed interest						
Aberdeen Wholesale TTR Australian Fixed Income	0.74%	0.20%	0.54%		0.10%	0.10
Alternatives						
Aspect Wholesale TTR Diversified Futures	2.80% ^{1,5}	0.20%	1.57%	1.03% ^{1,5}	0.58%	nil
Lower volatility share						
Colonial First State Wholesale TTR Equity Income	1.24%	0.20%	1.04%		0.07%	0.15
Merlon Wholesale TTR Australian Share Income	1.19%	0.20%	0.99%		0.14%	0.20
Australian share						
Bennelong Wholesale TTR Ex-20 Australian Equities	2.98% ¹	0.20%	0.94%	1.84% ¹	0.08%	0.25
Fidelity Wholesale TTR Australian Equities	1.09%	0.20%	0.89%		0.00%	0.20
Investors Mutual Wholesale TTR Australian Share	1.24%	0.20%	1.04%		0.03%	0.20
Ironbark Karara Wholesale TTR Australian Share	1.04%	0.20%	0.84%		0.00%	0.20
Lazard Wholesale TTR Select Australian Equity	1.04%	0.20%	0.84%		0.12%	0.20
Realindex Wholesale TTR Australian Share	0.69%	0.20%	0.49%		0.00%	0.10
Schroder Wholesale TTR Australian Equity	1.04%	0.20%	0.84%		0.01%	0.20
Australian share – small companies						
Ausbil Wholesale TTR Australian Emerging Leaders	1.14% ¹	0.20%	0.94%	0.00% ¹	0.14%	0.25
OC Wholesale TTR Premium Small Companies	1.42% ¹	0.20%	1.19%	0.03% ¹	0.21%	0.30
Global share						
Grant Samuel Epoch Wholesale TTR Global Equity Shareholder Yield	1.35%	0.20%	1.15%		0.00%	0.15
Magellan Wholesale TTR Global Share	1.59% ¹	0.20%	1.39%	0.00% ¹	0.00%	0.10
Magellan Wholesale TTR Global Share – Hedged	1.68% ¹	0.20%	1.39%	0.09% ¹	0.00%	0.10
MFS Wholesale TTR Global Equity	1.25%	0.20%	1.05%		0.00%	0.15
Platinum Wholesale TTR International	1.75%	0.20%	1.55%		0.06%	0.25
Realindex Wholesale TTR Global Share	0.81%	0.20%	0.61%		0.01%	0.15
T. Rowe Price Wholesale TTR Global Equity	1.29%	0.20%	1.09%		0.01%	0.15
Global share – emerging markets						
Platinum Wholesale TTR Asia	1.90%	0.20%	1.70%		0.18%	0.25
Specialist share						
Bennelong Kardinia Wholesale TTR Absolute Return	3.28% ¹	0.20%	1.48%	1.60% ¹	0.66%	0.15
Australian property and infrastructure securities						
APN Wholesale TTR AREIT	0.99%	0.20%	0.79%		0.05%	0.20
Pendal Wholesale TTR Property Investment	1.09%	0.20%	0.89%		0.08%	0.20
Global property and infrastructure securities						
AMP Capital Wholesale TTR Global Property Securities	1.24%	0.20%	1.04%		0.15%	0.20
Colonial First State Wholesale TTR Global Listed Infrastructure Securities	1.24%	0.20%	1.04%		0.16%	0.25
Magellan Wholesale TTR Infrastructure	1.76% ¹	0.20%	1.14%	0.42% ¹	0.00%	0.20
Gearred						
Colonial First State Wholesale TTR Gearred Share ³	1.05%(g)/2.26%(n)	0.20%	0.95%(g)/2.06%(n)		0.14%	0.20–0.50 ⁴

These figures are inclusive of the net effect of GST.

1 Refer to pages 22 to 24 for more details on the different types of performance-related fees, how they have been calculated and how they have been estimated in the assessment of fees and costs. This estimate is generally based on the performance of the option over the 12 months to 30 June 2018 and the associated performance-related fee. As past performance is not a reliable indicator of future performance, the performance-related fee charged in the future may differ.

2 This excludes any performance-related investment fee which is shown separately in the next column.

3 The two figures shown above for the geared share options are based on the gross (g) assets (which includes the option's borrowings (as at 30 June 2018) and is the lower of the two fees) and on net (n) assets (which excludes the option's borrowings and is the higher of the two fees). **Please note:** Borrowings include any exposure to borrowings from an option investing directly or indirectly into another managed investment scheme which borrows.

4 Buy/sell spreads depend on the specific gearing level of the option.

5 This estimated performance-related fee is based on the fee payable over since inception to 30 June 2018 and is used as an indicator of the expected future level of this fee. The actual performance-related fee paid in the 12 months to 30 June 2018 was 0.28% on Aspect Wholesale Diversified Futures. As past performance is not a reliable indicator of future performance, the performance-related fee, if any, charged in the future may differ.

6 A Regulatory Reform Fee of up to 0.20%, capped at a maximum of \$40, is also payable on an annual basis in addition to the administration fee shown above.

Defined fees

Type of fee	Description	Does this fee apply?
Activity fee	The fee relates to costs incurred by the trustee of the superannuation entity that are directly related to an activity of the trustee (i) that is engaged in at the request, or with the consent, of a member; or (ii) that relates to a member and is required by law; and those costs are not otherwise charged as an administration fee, an investment fee, a buy/sell spread, a switching fee, an exit fee, an advice fee or an insurance fee.	N/A
Administration fee	The fee relates to the administration or operation of the superannuation entity and includes costs that relate to that administration or operation, other than: <ul style="list-style-type: none"> a borrowing costs b indirect costs that are not paid out of the superannuation entity that the trustee has elected in writing will be treated as indirect costs and not fees, incurred by the trustee of the entity or in an interposed vehicle or derivative financial product, and c costs that are otherwise charged as an investment fee, a buy/sell spread, a switching fee, an exit fee, an activity fee, an advice fee or an insurance fee. 	Yes – refer to pages 9 to 17 for details
Advice fee	The fee relates directly to costs incurred by the trustee of the superannuation entity because of the provision of financial product advice to a member by (i) a trustee of the entity; or (ii) another person acting as an employee of, or under an arrangement with, the trustee of the entity; and those costs are not otherwise charged as an administration fee, an investment fee, a switching fee, an exit fee, an activity fee or an insurance fee.	N/A
Buy/sell spreads	A fee to recover transaction costs incurred by the trustee of the superannuation entity in relation to the sale and purchase of assets of the entity.	Yes – refer to pages 9 to 17 for details
Exit fee¹	A fee to recover the costs of disposing of all or part of members' interests in the superannuation entity.	N/A
Indirect cost ratio	The indirect cost ratio (ICR) for an investment option offered by a superannuation entity is the ratio of the total of the indirect costs for the product or investment option, to the total average net assets of the superannuation entity attributed to the investment option. Please note: A fee deducted from a member's account or paid out of the superannuation entity is not an indirect cost.	Yes – refer to pages 9 to 17 for details
Insurance fee	The fee relates directly to either or both of the following: (i) insurance premiums paid by the trustee of the superannuation entity in relation to a member or members of the entity; (ii) costs incurred by the trustee of the superannuation entity in relation to the provision of insurance for a member or members of the entity.	Yes – refer to page 38 for details
Investment fee	The fee relates to the investment of the assets of a superannuation entity and includes: <ul style="list-style-type: none"> a fees in payment for the exercise of care and expertise in the investment of those assets (including performance fees), and b costs that relate to the investment of assets of the entity, other than: <ul style="list-style-type: none"> (i) borrowing costs, and (ii) indirect costs that are not paid out of the superannuation entity that the trustee has elected in writing will be treated as indirect costs and not fees, incurred by the trustee of the entity or in an interposed vehicle or derivative financial product, and (iii) costs that are not otherwise charged as an administration fee, a buy/sell spread, a switching fee, an exit fee, an activity fee, an advice fee or an insurance fee. 	Yes – refer to pages 9 to 17 for details
Switching fee¹	A switching fee, for superannuation products other than a MySuper product, is a fee to recover the costs of switching all or part of a member's interest in the superannuation entity from one investment option or product in the entity to another.	N/A

1. Buy/sell spreads apply to most options (refer to page 24 for further details).

Example of annual fees and costs

This table gives an example of how fees and costs for the Colonial First State Wholesale Diversified option for this superannuation product can affect your investment over a one-year period.

You should use this table to compare this superannuation product with other superannuation products.

EXAMPLE

Colonial First State Wholesale Diversified ¹ option		Balance of \$50,000
Investment fees	0.80% pa	For every \$50,000 you have in the superannuation product, you will be charged \$400 per year
PLUS Administration fees	0.20% pa	And , for every \$50,000 you have in the superannuation product, you will be charged \$100 per year And , on an account balance of \$50,000 you will incur a Regulatory Reform Fee of \$40 per year.
PLUS Indirect costs for the superannuation product	0.16% pa	And , indirect costs of \$80 each year will be deducted from your investment
EQUALS Cost of product		If your balance was \$50,000, then for that year you will be charged fees of \$620 for the superannuation product

1. This option targets a 30% allocation to income asset classes and a 70% allocation to growth asset classes.

Additional fees may apply. **And**, if you leave the superannuation entity, you may be charged a **buy/sell spread** which also applies whenever you make a contribution, exit, rollover or investment switch. The **buy/sell spread** for exiting is **0.20%** (this will equal **\$100** for every \$50,000 you withdraw).

These figures are inclusive of the net effect of GST. This does not take into account any entitlement to portfolio rebates which may reduce the fees and costs of your investment. Please refer to pages 24 for more information on the Regulatory Reform Fee.

Please note that this is just an example. In practice, the actual investment balance of an investor will vary daily, and the actual fees and expenses we charge are based on the value of the option, which also fluctuates daily. Buy/sell spreads also apply. Refer to pages 10 to 20.

Managed account fees

When you invest in a FirstChoice Managed Account, you do not pay any additional fees or costs. Fees and costs will be deducted from the investment options that form part of your nominated FirstChoice Managed Account. Therefore, the total fees and costs you pay will reflect the fees and costs of the investment options and any changes to them that form your FirstChoice Managed Account.

Refer to the tables on pages 10 to 20 for the fees and costs of each option.

The composition of investment options that form your FirstChoice Managed Account may change over time as the portfolio is reviewed on your behalf. If this occurs, the underlying investments will change along with fees and costs that you pay. Refer to the Managed Accounts reference guide for details on when and how the portfolio may be reviewed.

Performance-related fees

Performance-related fees are payable from some investment options if the investment returns of the option, or a portion of the option's investments, exceed specified targets. The tables on pages 10 to 20 show which options are subject to performance-related fees.

Performance-related fees increase the investment fees for the relevant option. Performance-related fees are reflected in the daily unit price and are paid monthly at the relevant rate (inclusive of the net effect of GST).

The fee is calculated as a percentage rate of the relevant investment return outperformance. The outperformance is the percentage return above the relevant benchmark.

Please note: There is no standard that is applied to how performance-related fees are calculated. You should carefully compare the different performance-related fee types in the tables below, noting which benchmark they aim to outperform and whether performance-related fees are calculated before or after investment and administration fees are charged.

Performance-related fees disclosed in this PDS are estimates only. The actual amounts paid may be greater or less than the amounts disclosed.

For options with a performance-related fee, the following tables show how the fee is calculated.

PERFORMANCE-RELATED FEE BEFORE INVESTMENT AND ADMINISTRATION FEES

Option	Benchmark	Base investment and administration fee (pa) ¹	Performance-related fee rate ²
Ausbil Wholesale Australian Emerging Leaders ³	Composite benchmark	1.10%	15%
Bennelong Kardinia Wholesale Absolute Return	Reserve Bank of Australia cash rate	1.65%	20.9%

1 This fee excludes the amounts included under 'Other operating expenses and abnormal costs'.

2 This rate is inclusive of the net effect of GST.

3 The composite benchmark consists of a weighting of 70% to the S&P/ASX Midcap 50 Accumulation Index and 30% to the S&P/ASX Small Ordinaries Accumulation Index.

PERFORMANCE-RELATED FEE AFTER INVESTMENT AND ADMINISTRATION FEES

Option	Benchmark	Base investment and administration fee (pa) ⁴	Performance-related fee rate ⁵
Acadian Wholesale Australian Equity Long Short	S&P/ASX 300 Accumulation Index	1.10%	15%
Acadian Wholesale Defensive Income ⁶	Reserve Bank of Australia cash rate	0.60%	20%
Acadian Wholesale Global Equity Long Short	MSCI World Index	1.25%	15%
Antipodes Wholesale Global	MSCI All Country World Index	1.45%	15%
Aspect Wholesale Diversified Futures	Reserve Bank of Australia cash rate	1.70%	20%
Bennelong Wholesale ex-20 Australian Equities ⁷	S&P/ASX 300 Accumulation Index (minus S&P/ASX 20 Leaders Index)	1.10%	15%
Celeste Wholesale Australian Small Companies	S&P/ASX Small Ordinaries Accumulation Index	1.00%	20%
Colonial First State Wholesale Target Return Income ⁸	Reserve Bank of Australia cash rate plus 0.5%	0.50%	10%
Magellan Wholesale Global Share	MSCI World Index	1.55%	10%
Magellan Wholesale Global Share – Hedged	MSCI World Index (Hedged)	1.55%	10%
Magellan Wholesale Infrastructure	S&P Global Infrastructure Index (Hedged)	1.30%	10%
OC Wholesale Premium Small Companies	S&P/ASX Small Ordinaries Accumulation Index	1.35%	20%
PM Capital Wholesale Enhanced Yield	Reserve Bank of Australia cash rate	0.70%	25%
PM Capital Wholesale Global Companies	Reserve Bank of Australia cash rate	1.20%	20%
Zurich Investments Wholesale Small Companies	S&P/ASX Small Ordinaries Accumulation Index	1.20%	20%

4 This fee excludes the amounts included under 'Other operating expenses and abnormal costs'.

5 This rate is inclusive of the net effect of GST.

6 The return on the option includes total income grossed up by the amounts of Australian franking credits.

7 The performance-related fee is calculated based on the amount by which the investment return of the option (after management fees) is greater than the return generated by the S&P/ASX 300 Accumulation Index excluding that part of the return that is generated by the stocks included in the S&P/ASX 20 Leaders Index.

8 The return on the option includes total income, inclusive of overseas withholding tax deducted at source and grossed up by the amounts of Australian franking credits.

Dollar fee example – performance-related fees (after investment and administration fees) for the Acadian Wholesale Australian Equity Long Short option

Assumptions for this example: 2.00% return before investment and administration fees above the relevant benchmark, \$50,000 investment, performance-related fee rate of 15% and an investment and administration fee of 1.10% pa (excluding other operating expenses).

Fees calculation		Fee amount
Investment and administration fees (excluding performance-related fee)	1.14% pa	\$570
Plus		
Performance-related fee example: $15\% \times (2.00\% - 1.10\%)$	0.135% pa	\$67.50
Total investment and administration fees (including performance-related fee)	1.275% pa plus \$40 regulatory reform levy	\$677.50 inclusive of the net effect of GST

Sometimes the calculation of the performance-related fee will result in a negative dollar amount (negative performance-related fee). This negative performance-related fee is offset against any entitlement to future performance-related fees. We do not have to reimburse the option for negative performance. In extreme circumstances (eg if the net outflow from the option is more than 10% in one month), the negative performance-related fee which is offset may be reduced pro rata with the percentage of net outflow. However, if there is a change to the option, such as a change of investment manager or investment strategy, the performance-related fee for the new option will be based on the rates prescribed in the tables above and will not take into account any negative performance-related fee for the previous option.

It is also possible for the investment manager to exceed the relevant benchmark (and therefore be entitled to a performance-related fee) even where an option has had negative performance over a period, as that option may have performed better relative to the benchmark.

Colonial First State may keep some of the performance-related fee. For periods of high outperformance, the performance-related fee may be substantial. We recommend you discuss this with your financial adviser to understand the impact of the performance-related fee.

Performance-related fees – alternative investments

The following performance-related fees are paid on the returns achieved from assets managed under a particular mandate, not the option as a whole; in this case, our alternatives mandate. Alternative investments typically include investments in futures, forwards and options and are not limited to investments in shares, bonds, cash and/or property.

FirstChoice Wholesale Conservative, FirstChoice Wholesale Diversified, FirstChoice Wholesale Moderate, FirstChoice Wholesale Balanced and FirstChoice Wholesale Growth may have an exposure to alternative investments by investing in multiple underlying funds that hold these investments. Their respective allocations are shown in the Investment Options Menu on pages 20 and 21.

Each of the underlying funds that hold the alternative investments may pay a performance-related fee to the alternative investment managers of up to 27.50% for performance above a benchmark of either 0%⁹ or a benchmark such as the Reserve Bank of Australia (RBA) cash rate.

⁹ The performance-related fee is calculated on the dollar value of positive performance (less carried forward negative performance) generated on the trading accounts only (this may include futures, forwards and/or options). **Please note:** Earnings generated on cash allocations held outside the trading accounts are excluded from attracting a performance-related fee. Also, the performance-related fee is calculated before the deduction of the option's investment and administration fees.

The effect of any performance-related fee paid is reflected in the return of the allocation that each option makes to alternative investments.

Example – performance-related fees for multi-manager, multi-sector options

Assuming all alternative investment managers achieve 2% performance above their relevant benchmark, FirstChoice Wholesale Balanced (which has a 7% allocation to alternative investments) would effectively incur 0.039% in performance-related fees ($2\% \times 7\% \times 27.50\%$), which would reduce the performance of the FirstChoice Wholesale Balanced option by this amount.

Example – performance-related fees for FirstChoice Wholesale Alternatives

Assuming all the investment managers of the underlying funds achieve 2% performance above their relevant benchmark, FirstChoice Wholesale Alternatives (assuming a 100% allocation to alternative investments) would effectively incur 0.55% in performance-related fees ($2\% \times 27.50\%$), which would reduce the performance of the FirstChoice Wholesale Alternatives option by this amount.

FirstChoice Wholesale Lower Volatility Australian Share

The FirstChoice Wholesale Lower Volatility Australian Share option has exposures to multiple underlying funds that, together, comprise the option.

The underlying funds may pay a performance-related fee to the investment manager of up to 30% for performance above a benchmark such as the S&P/ASX 200 Accumulation Index or the Reserve Bank of Australia (RBA) cash rate (calculated before the deduction of their investment and administration fees). The effect of any performance-related fees paid to underlying investment managers is reflected in the return of the allocation that the option makes to each underlying investment manager and this will result in a reduction of the investment performance for the option.

Example – performance-related fees for FirstChoice Wholesale Lower Volatility Australian Share

Assuming two out of five underlying investment managers in the option, who together hold 35% of the total value of the option, achieve 6% performance above their relevant benchmark and that the agreed performance-related fee is 30%, the option would effectively incur 0.63% in performance-related fees ($6\% \times 35\% \times 30\%$), which would reduce the investment performance of the option by this amount.

AZ Sestante Wholesale options

The AZ Sestante Wholesale Conservative, AZ Sestante Wholesale Diversified and AZ Sestante Wholesale Growth options each have exposures to multiple underlying funds that, together, comprise the assets of each AZ Sestante option. These underlying funds may pay a performance-related fee to the underlying investment manager of up to 30% for absolute performance or performance above a benchmark such as the S&P/ASX 300 Accumulation Index or the Reserve Bank of Australia (RBA) cash rate. Such performance-related fees may be calculated before or after the deduction of management fees depending on the underlying fund. The effect of any performance-related fees paid by the underlying fund is reflected in the return of the allocation that the AZ Sestante option makes to each underlying fund, and this will result in a reduction of the investment performance for the AZ Sestante

option. The allocation to underlying investment funds with or without performance-related fees may change at any time without notice to investors. Although performance-related fees may be paid to the underlying investment managers, no performance-related fees are paid to AZ Sestante.

Example – performance-related fees for AZ Sestante Wholesale Diversified

This example assumes that the AZ Sestante Wholesale Diversified option includes a 15% allocation to three underlying investment funds that each have a performance-related fee. Each of the underlying investment funds has a 5% allocation and achieves the following outcomes:

Investment manager 1: 3% return and applies a 20% performance-related fee on absolute return ($3\% \times 5\% \times 20\%$).

Investment manager 2: 3% return above RBA cash rate and applies a 20% performance-related fee ($3\% \times 5\% \times 20\%$).

Investment manager 3: 2% return above S&P/ASX 300 Accumulation Index and applies a 30% performance-related fee ($2\% \times 5\% \times 30\%$).

The overall investment performance of the AZ Sestante Wholesale Diversified option would effectively be reduced by 0.09% due to performance-related fees ($3\% \times 5\% \times 20\%$) + ($3\% \times 5\% \times 20\%$) + ($2\% \times 5\% \times 30\%$).

Regulatory Reform Fee

Due to the Government's ongoing mandatory regulatory reforms, we reserve the right to pass a proportion of expenses onto you as a Regulatory Reform Fee. A fee of up to 0.20%, capped at a maximum of \$40, will be charged to accounts with a balance of \$5,000 or more as at 31 December. New accounts created after 31 December will generally be excluded from this fee.

However, if you transfer from a Colonial First State product to a new FirstChoice Wholesale Personal Super or Pension account after 31 December, and your previous account would have been subject to the fee, the fee will apply to your new account.

If you have more than one account in the same product, you will only be charged once. The fee will be charged to the account with the highest account balance.

If you have accounts across different products (eg a FirstChoice Wholesale Super and FirstChoice Wholesale Pension), you will be charged the Regulatory Reform Fee on one account in each product you are invested in.

If you are invested in FirstChoice Wholesale Personal Super or a Pre-retirement pension (also known as transition to retirement pension), you will get the benefit of a 15% tax deduction, so the maximum Regulatory Reform Fee amount deducted from your account will be \$34. Retirement pension accounts will be charged a maximum of \$40 as no tax deduction applies to pension accounts once you have retired.

Increases or alterations to the fees

We may vary the fees used to calculate the investment and administration fees set out on pages 10 to 20 at any time at our absolute discretion, without your consent, within the limits prescribed in the trust deed. If the variation is an increase in a fee or charge, we will give you at least 30 days prior written notice.

The trust deed provides for the following maximum fees to be paid to the trustee (fees are inclusive of the net effect of GST):

- a maximum entry fee of 5%
- a maximum exit fee of 4%

- a maximum management fee of 3% (referred to in this PDS as an investment and administration fee)
- insurance administration fee of 10% of premium (for members entering the fund after 16 April 2004)
- a maximum switching fee of 5% of the value of the investment switched
- (for options with performance-related fees) a maximum performance-related fee rate of 25%
- a maximum transaction fee of \$50 (CPI-adjusted from 1 March 1994):
 - for each switch in excess of four per year
 - for each change in the frequency or amount of pension payments (other than those effective as from 1 July in any year)
 - for any other matter to which the trustee must attend in relation to a member, where the trustee reasonably considers a transaction fee is justified.

Please note: The maximums are provided for information and are not the current fees charged (except for the insurance administration fee). The current fees are shown on pages 10 to 20.

The law and the trust deed allow us to charge reasonable fees for requests for information relating to family law cases and the superannuation splitting provisions. At this time we have elected not to charge these fees; however, we reserve the right to charge them at a later date.

Transaction costs

Transaction costs are the costs of buying and selling assets directly or indirectly held by an option and may include brokerage, government taxes/duties/levies, bank charges, custodian charges on transactions and the buy/sell spread of any underlying funds.

If the amount payable to acquire an investment exceeds the price for which it would be disposed of at that time, the difference is also a transaction cost.

Transaction costs are an additional cost to you but no part of a transaction cost (including the buy/sell spread) is paid to us or an investment manager. Transaction costs are usually paid for from the assets directly or indirectly held by an option at the time of the transaction.

Buy/sell spreads

For most options, there is a difference between the unit price used to issue and redeem units and the value of the option's assets. This difference is due to what is called the buy/sell spread. When you (or any person you have authorised) invest, switch or withdraw all or part of your investment in these options, we use the buy/sell spread to pay for the transaction costs incurred as a result of the transaction. We use the buy/sell spread to allocate transaction costs to the investor transacting rather than other investors in the option.

An option's buy/sell spread is set to reflect the estimated transaction costs the option will incur as a result of member transactions. The buy/sell spread that applies to each option is shown in the tables on pages 10 to 20.

Please note: The buy/sell spreads are not paid to us or the investment manager. They are paid to the option and can be altered at any time and may be altered without prior notice to you.

Buy/sell spreads example: If you make a \$50,000 investment in or withdrawal from the Colonial First State Wholesale Diversified option, you will incur a buy/sell spread of \$100.

FirstRate Wholesale Deposits

If you withdraw or switch from FirstRate Wholesale Investment Deposits or a FirstRate Wholesale Term Deposit within the specified period, early withdrawal adjustments may apply. Please refer to the Reference Guide for more details.

Other transaction costs

Not all transaction costs are funded from the buy/sell spread. One reason for this is that an investment option may buy or sell assets even though there have been no member transactions. Additional transaction costs may be incurred either in the investment option or in underlying funds, and these will reduce the returns of the investment option.

The 'estimated gross transaction costs (A)' for each investment option, for the 12 months to 30 June 2018, the 'transaction costs recovered by the buy/sell spread (B)' and the 'estimated net transaction costs (C)' which reduces the returns on the investment option are set out in the tables on pages 25 to 35.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
FIRSTCHOICE MULTI-MANAGER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 20 to 22.)						
FirstChoice Wholesale Defensive	0.09%	0.07%	0.02%	0.01%	0.01%	0.02%
FirstChoice Wholesale Conservative	0.12%	0.06%	0.06%	0.04%	0.02%	0.02%
FirstChoice Wholesale Diversified	0.22%	0.11%	0.11%	0.08%	0.03%	0.02%
FirstChoice Wholesale Moderate	0.19%	0.04%	0.15%	0.08%	0.07%	0.02%
FirstChoice Wholesale Balanced	0.20%	0.08%	0.12%	0.08%	0.04%	0.02%
FirstChoice Wholesale Growth	0.22%	0.05%	0.17%	0.10%	0.07%	0.02%
FirstChoice Wholesale High Growth	0.22%	0.08%	0.14%	0.09%	0.05%	0.02%
FirstChoice Wholesale Geared Growth Plus ²	0.45%	0.17%	0.28%	0.17%	0.11%	2.16%
FIRSTCHOICE MULTI-MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 23 to 27.)						
FirstChoice Wholesale Fixed Interest	0.12%	0.08%	0.04%	0.01%	0.03%	
FirstChoice Wholesale Alternatives	0.56%	0.08%	0.48%	0.17%	0.31%	0.03%
FirstChoice Wholesale Lower Volatility Australian Share	0.63%	0.06%	0.57%	0.31%	0.26%	0.14%
FirstChoice Wholesale Australian Share	0.24%	0.05%	0.19%	0.15%	0.04%	
FirstChoice Wholesale Australian Small Companies	0.53%	0.09%	0.44%	0.27%	0.17%	0.15%
FirstChoice Wholesale Global Share	0.28%	0.04%	0.24%	0.11%	0.13%	0.07%
FirstChoice Wholesale Global Share – Hedged	0.29%	0.05%	0.24%	0.13%	0.11%	0.06%
FirstChoice Wholesale Asian Share	0.31%	0.11%	0.20%	0.12%	0.08%	
FirstChoice Wholesale Emerging Markets	0.13%	0.13%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Global Small Companies	0.07%	0.07%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Property Securities	0.15%	0.06%	0.09%	0.07%	0.02%	
FirstChoice Wholesale Global Property Securities	0.31%	0.08%	0.23%	0.18%	0.05%	
FirstChoice Wholesale Global Infrastructure Securities	0.21%	0.11%	0.10%	0.08%	0.02%	
FirstChoice Wholesale Geared Australian Share ²	0.59%	0.14%	0.45%	0.19%	0.26%	2.48%
FirstChoice Wholesale Geared Global Share ²	0.22%	0.11%	0.11%	0.07%	0.04%	0.91%
FIRSTCHOICE MULTI-INDEX SERIES (These investment options are located in the 'Investment Options Menu' on pages 28 to 29.)						
FirstChoice Wholesale Multi-Index Conservative	0.04%	0.04%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Diversified	0.07%	0.07%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Moderate	0.13%	0.13%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Balanced	0.05%	0.05%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Growth	0.27%	0.27%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index High Growth	0.09%	0.09%	0.00%	0.00%	0.00%	

Refer to page 29 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
COLONIAL FIRST STATE INDEX SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 30 to 32.)						
Colonial First State Wholesale Index Australian Bond	0.03%	0.03%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Bond ¹	0.08%	0.02%	0.06%	0.00%	0.06%	
Colonial First State Wholesale Index Australian Share	0.02%	0.02%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Share	0.03%	0.03%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Share – Hedged	0.04%	0.04%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Property Securities	0.02%	0.02%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Property Securities ¹	0.08%	0.02%	0.06%	0.00%	0.06%	
Colonial First State Wholesale Index Global Listed Infrastructure Securities ¹	0.08%	0.03%	0.05%	0.00%	0.05%	
OTHER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 33 to 37.)						
Conservative						
AZ Sestante Wholesale Conservative	0.20%	0.08%	0.12%	0.09%	0.03%	
Colonial First State Wholesale Conservative	0.11%	0.05%	0.06%	0.05%	0.01%	
Colonial First State Wholesale Target Return Income	0.15%	0.05%	0.10%	0.08%	0.02%	
Perpetual Wholesale Conservative Growth	0.18%	0.03%	0.15%	0.10%	0.05%	
Moderate						
AZ Sestante Wholesale Diversified	0.35%	0.13%	0.22%	0.17%	0.05%	
Colonial First State Wholesale Balanced	0.20%	0.08%	0.12%	0.11%	0.01%	
Perpetual Wholesale Diversified Growth	0.21%	0.05%	0.16%	0.13%	0.03%	
Growth						
AZ Sestante Wholesale Growth	0.41%	0.16%	0.25%	0.20%	0.05%	
Colonial First State Wholesale Diversified	0.26%	0.09%	0.17%	0.14%	0.03%	
Pendal Wholesale Active Balanced	0.19%	0.07%	0.12%	0.06%	0.06%	
Perpetual Wholesale Balanced Growth	0.23%	0.07%	0.16%	0.13%	0.03%	
Diversified real return						
Colonial First State Wholesale Multi-Asset Real Return	0.12%	0.12%	0.00%	0.00%	0.00%	
Schroder Wholesale Real Return	0.12%	0.12%	0.00%	0.00%	0.00%	
High growth						
Colonial First State Wholesale High Growth	0.27%	0.09%	0.18%	0.15%	0.03%	
Lower volatility share						
Milliman Wholesale Managed Risk Multi-Index High Growth	0.14%	0.13%	0.01%	0.01%	0.00%	
SINGLE MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 38 to 69.)						
Cash and deposits						
Colonial First State Wholesale Cash	0.00%	0.00%	0.00%	0.00%	0.00%	
FirstRate Wholesale Investment Deposits	0.00%	0.00%	0.00%	0.00%	0.00%	
FirstRate Wholesale Saver	0.00%	0.00%	0.00%	0.00%	0.00%	
FirstRate Wholesale Term Deposits	0.00%	0.00%	0.00%	0.00%	0.00%	
Short duration fixed interest						
Colonial First State Wholesale Global Credit Income	0.07%	0.07%	0.00%	0.00%	0.00%	
Kapstream Wholesale Absolute Return Income	0.07%	0.07%	0.00%	0.00%	0.00%	
Macquarie Wholesale Income Opportunities	0.18%	0.08%	0.10%	0.03%	0.07%	
Perpetual Wholesale Diversified Income	0.21%	0.08%	0.13%	0.03%	0.10%	
PM Capital Wholesale Enhanced Yield	0.04%	0.04%	0.00%	0.00%	0.00%	
Alternative income						
Acadian Wholesale Defensive Income	0.19%	0.05%	0.14%	0.09%	0.05%	0.32%
Pendal Wholesale Monthly Income Plus	0.12%	0.07%	0.05%	0.04%	0.01%	

Refer to page 29 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
Diversified fixed interest						
Affirmative Wholesale Global Bond ¹	0.30%	0.03%	0.27%	0.00%	0.27%	
Colonial First State Wholesale Diversified Fixed Interest	0.10%	0.08%	0.02%	0.01%	0.01%	
Franklin Templeton Wholesale Multisector Bond	0.16%	0.16%	0.00%	0.00%	0.00%	
PIMCO Wholesale Global Bond	0.17%	0.06%	0.11%	0.03%	0.08%	
Schroder Wholesale Absolute Return Income	0.09%	0.09%	0.00%	0.00%	0.00%	
UBS Wholesale Diversified Fixed Income	0.07%	0.07%	0.00%	0.00%	0.00%	
Australian fixed interest						
Aberdeen Wholesale Australian Fixed Income	0.14%	0.05%	0.09%	0.02%	0.07%	
Colonial First State Wholesale Australian Bond	0.10%	0.05%	0.05%	0.02%	0.03%	
Alternatives						
Acadian Wholesale Diversified Alpha ¹	0.76%	0.20%	0.56%	0.00%	0.56%	0.43%
Aspect Wholesale Diversified Futures	0.33%	0.00%	0.33%	0.31%	0.02%	
Lower volatility share						
Acadian Wholesale Australian Managed Volatility Equity	0.86%	0.69%	0.17%	0.15%	0.02%	
Acadian Wholesale Global Managed Volatility Equity	0.21%	0.10%	0.11%	0.07%	0.04%	
Colonial First State Wholesale Equity Income	0.18%	0.11%	0.07%	0.05%	0.02%	
Merlon Wholesale Australian Share Income	0.33%	0.17%	0.16%	0.12%	0.04%	
Milliman Wholesale Managed Risk Australian Share	0.11%	0.10%	0.01%	0.01%	0.00%	
Milliman Wholesale Managed Risk Global Share	0.09%	0.09%	0.00%	0.00%	0.00%	
State Street Wholesale Australian Equity	0.16%	0.15%	0.01%	0.01%	0.00%	
Australian share						
Acadian Wholesale Australian Equity	0.27%	0.09%	0.18%	0.12%	0.06%	
Antares Wholesale Elite Opportunities	0.27%	0.09%	0.18%	0.15%	0.03%	
Ausbil Wholesale Australian Active Equity	0.14%	0.07%	0.07%	0.06%	0.01%	
Bennelong Wholesale ex-20 Australian Equities	0.31%	0.19%	0.12%	0.10%	0.02%	
BlackRock Wholesale Scientific Australian Equity	0.09%	0.04%	0.05%	0.03%	0.02%	
Colonial First State Wholesale Concentrated Australian Share	0.32%	0.15%	0.17%	0.15%	0.02%	
Colonial First State Wholesale Imputation	0.28%	0.06%	0.22%	0.19%	0.03%	
Fidelity Wholesale Australian Equities	0.05%	0.05%	0.00%	0.00%	0.00%	
Investors Mutual Wholesale Australian Share	0.19%	0.11%	0.08%	0.05%	0.03%	
Ironbark Karara Wholesale Australian Share	0.07%	0.07%	0.00%	0.00%	0.00%	
Lazard Wholesale Select Australian Equity	0.31%	0.12%	0.19%	0.12%	0.07%	
Maple-Brown Abbott Wholesale Australian Share	0.11%	0.07%	0.04%	0.04%	0.00%	
Nikko AM Wholesale Australian Share Concentrated	0.14%	0.07%	0.07%	0.06%	0.01%	
Pendal Wholesale Australian Share	0.15%	0.08%	0.07%	0.05%	0.02%	
Perennial Value Wholesale Australian Share	0.24%	0.07%	0.17%	0.17%	0.00%	
Perpetual Wholesale Australian Share	0.16%	0.12%	0.04%	0.04%	0.00%	
Perpetual Wholesale Ethical SRI Share	0.25%	0.20%	0.05%	0.05%	0.00%	
Perpetual Wholesale Industrial Share	0.12%	0.07%	0.05%	0.05%	0.00%	
Realindex Wholesale Australian Share	0.04%	0.04%	0.00%	0.00%	0.00%	
Schroder Wholesale Australian Equity	0.07%	0.07%	0.00%	0.00%	0.00%	
Solaris Wholesale Core Australian Equity	0.32%	0.08%	0.24%	0.10%	0.14%	
T. Rowe Price Wholesale Australian Equity ¹	0.17%	0.02%	0.15%	0.00%	0.15%	

Refer to page 29 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
Australian share – small companies						
Ausbil Wholesale Australian Emerging Leaders	0.30%	0.11%	0.19%	0.14%	0.05%	
Celeste Wholesale Australian Small Companies	0.42%	0.09%	0.33%	0.19%	0.14%	
Colonial First State Wholesale Australian Small Companies	0.52%	0.11%	0.41%	0.24%	0.17%	
Colonial First State Wholesale Developing Companies	0.14%	0.09%	0.05%	0.04%	0.01%	
Colonial First State Wholesale Future Leaders	0.46%	0.06%	0.40%	0.24%	0.16%	
OC Wholesale Premium Small Companies	0.47%	0.18%	0.29%	0.22%	0.07%	
Realindex Wholesale Australian Small Companies	0.20%	0.04%	0.16%	0.03%	0.13%	
Zurich Investments Wholesale Small Companies ¹	0.11%	0.00%	0.11%	0.00%	0.11%	
Global share						
Acadian Wholesale Sustainable Global Equity	0.29%	0.05%	0.24%	0.11%	0.13%	
Altrinsic Wholesale Global Equity	0.19%	0.08%	0.11%	0.08%	0.03%	
Antipodes Wholesale Global ¹	0.80%	0.52%	0.28%	0.00%	0.28%	
Baillie Gifford Wholesale Long Term Global Growth ¹	0.11%	0.04%	0.07%	0.00%	0.07%	
Grant Samuel Epoch Wholesale Global Equity Shareholder Yield	0.05%	0.05%	0.00%	0.00%	0.00%	
Magellan Wholesale Global Share	0.02%	0.02%	0.00%	0.00%	0.00%	
Magellan Wholesale Global Share – Hedged	0.10%	0.10%	0.00%	0.00%	0.00%	
MFS Wholesale Global Equity	0.05%	0.05%	0.00%	0.00%	0.00%	
Pendal Wholesale Core Global Share	0.13%	0.05%	0.08%	0.05%	0.03%	
Perpetual Wholesale Global Share	0.49%	0.07%	0.42%	0.36%	0.06%	
Platinum Wholesale International	0.14%	0.10%	0.04%	0.04%	0.00%	
PM Capital Wholesale Global Companies	0.15%	0.15%	0.00%	0.00%	0.00%	0.01%
Realindex Wholesale Global Share	0.10%	0.07%	0.03%	0.02%	0.01%	
Realindex Wholesale Global Share – Hedged	0.16%	0.07%	0.09%	0.04%	0.05%	
Stewart Investors Wholesale Worldwide Leaders	0.10%	0.06%	0.04%	0.03%	0.01%	
Stewart Investors Wholesale Worldwide Sustainability	0.25%	0.25%	0.00%	0.00%	0.00%	
T. Rowe Price Wholesale Global Equity	0.16%	0.15%	0.01%	0.01%	0.00%	
Global share – emerging markets						
Pendal Wholesale Global Emerging Market Opportunities ¹	0.14%	0.14%	0.00%	0.00%	0.00%	
Platinum Wholesale Asia	0.32%	0.15%	0.17%	0.17%	0.00%	
Realindex Wholesale Emerging Markets	0.16%	0.14%	0.02%	0.02%	0.00%	
Specialist share						
Acadian Wholesale Australian Equity Long Short	0.81%	0.15%	0.66%	0.37%	0.29%	0.63%
Acadian Wholesale Global Equity Long Short	0.91%	0.13%	0.78%	0.27%	0.51%	1.73%
Bennelong Kardinia Wholesale Absolute Return	1.19%	0.07%	1.12%	0.67%	0.45%	0.13%
Janus Henderson Wholesale Global Natural Resources ¹	0.19%	0.12%	0.07%	0.00%	0.07%	
Australian property and infrastructure securities						
APN Wholesale AREIT	0.20%	0.14%	0.06%	0.05%	0.01%	
Colonial First State Wholesale Property Securities	0.11%	0.10%	0.01%	0.01%	0.00%	
Ironbark Wholesale Property Securities	0.20%	0.08%	0.12%	0.10%	0.02%	
Legg Mason Martin Currie Wholesale Real Income	0.07%	0.07%	0.00%	0.00%	0.00%	

Refer to page 29 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PERSONAL SUPER

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
Pendal Wholesale Property Investment	0.17%	0.10%	0.07%	0.05%	0.02%	
SG Hiscock Wholesale Property Securities	0.08%	0.08%	0.00%	0.00%	0.00%	
Global property and infrastructure securities						
AMP Capital Wholesale Global Property Securities	0.30%	0.10%	0.20%	0.14%	0.06%	
Colonial First State Wholesale Global Property Securities	0.24%	0.08%	0.16%	0.10%	0.06%	
Colonial First State Wholesale Global Listed Infrastructure Securities	0.22%	0.13%	0.09%	0.07%	0.02%	
Magellan Wholesale Infrastructure	0.13%	0.13%	0.00%	0.00%	0.00%	
Geared²						
Acadian Wholesale Geared Australian Equity ¹	0.27%	0.10%	0.17%	0.00%	0.17%	2.47%
Acadian Wholesale Geared Global Equity	0.63%	0.34%	0.29%	0.18%	0.11%	1.84%
Colonial First State Wholesale Geared Global Property Securities	0.62%	0.27%	0.35%	0.25%	0.10%	2.82%
Colonial First State Wholesale Geared Share	0.35%	0.20%	0.15%	0.12%	0.03%	2.96%

These figures are inclusive of the net effect of GST. **Please note:** Past costs are not a reliable indicator of future costs. Future costs may differ.

1 The figures are estimates as these options have not been in existence for 12 months (as at 30 June 2018).

2 The figures shown above are based on the net assets of each of the geared options. Please note that borrowing costs include costs incurred directly or indirectly in an underlying fund.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
FIRSTCHOICE MULTI-MANAGER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 20 to 22.)						
FirstChoice Wholesale Defensive	0.08%	0.06%	0.02%	0.02%	0.00%	0.02%
FirstChoice Wholesale Conservative	0.12%	0.05%	0.07%	0.04%	0.03%	0.02%
FirstChoice Wholesale Diversified	0.20%	0.09%	0.11%	0.08%	0.03%	0.02%
FirstChoice Wholesale Moderate	0.20%	0.04%	0.16%	0.09%	0.07%	0.02%
FirstChoice Wholesale Balanced	0.21%	0.07%	0.14%	0.09%	0.05%	0.02%
FirstChoice Wholesale Growth	0.25%	0.06%	0.19%	0.12%	0.07%	0.02%
FirstChoice Wholesale High Growth	0.23%	0.08%	0.15%	0.11%	0.04%	0.02%
FirstChoice Wholesale Geared Growth Plus ²	0.83%	0.41%	0.42%	0.19%	0.23%	2.15%
FIRSTCHOICE MULTI-MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 23 to 27.)						
FirstChoice Wholesale Fixed Interest	0.13%	0.09%	0.04%	0.02%	0.02%	
FirstChoice Wholesale Alternatives	0.54%	0.05%	0.49%	0.16%	0.33%	0.03%
FirstChoice Wholesale Lower Volatility Australian Share	0.65%	0.06%	0.59%	0.33%	0.26%	0.14%
FirstChoice Wholesale Australian Share	0.26%	0.06%	0.20%	0.16%	0.04%	
FirstChoice Wholesale Australian Small Companies	0.54%	0.08%	0.46%	0.28%	0.18%	0.15%
FirstChoice Wholesale Global Share	0.28%	0.05%	0.23%	0.11%	0.12%	0.07%
FirstChoice Wholesale Global Share – Hedged	0.31%	0.06%	0.25%	0.14%	0.11%	0.07%
FirstChoice Wholesale Asian Share	0.33%	0.09%	0.24%	0.15%	0.09%	
FirstChoice Wholesale Emerging Markets	0.10%	0.10%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Global Small Companies	0.09%	0.08%	0.01%	0.01%	0.00%	
FirstChoice Wholesale Property Securities	0.16%	0.06%	0.10%	0.07%	0.03%	
FirstChoice Wholesale Global Property Securities	0.33%	0.07%	0.26%	0.21%	0.05%	
FirstChoice Wholesale Global Infrastructure Securities	0.24%	0.11%	0.13%	0.10%	0.03%	

Refer to page 33 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
FirstChoice Wholesale Geared Australian Share ²	0.62%	0.14%	0.48%	0.14%	0.34%	2.47%
FirstChoice Wholesale Geared Global Share ²	0.34%	0.20%	0.14%	0.07%	0.07%	0.91%
FIRSTCHOICE MULTI-INDEX SERIES (These investment options are located in the 'Investment Options Menu' on pages 28 to 29.)						
FirstChoice Wholesale Multi-Index Conservative	0.02%	0.02%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Diversified	0.05%	0.05%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Moderate	0.10%	0.10%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Balanced	0.05%	0.05%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index Growth	0.13%	0.13%	0.00%	0.00%	0.00%	
FirstChoice Wholesale Multi-Index High Growth	0.10%	0.08%	0.02%	0.01%	0.01%	
COLONIAL FIRST STATE INDEX SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 30 to 32.)						
Colonial First State Wholesale Index Australian Bond	0.03%	0.03%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Bond ¹	0.08%	0.02%	0.06%	0.00%	0.06%	
Colonial First State Wholesale Index Australian Share	0.01%	0.01%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Share	0.01%	0.01%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Share – Hedged	0.03%	0.03%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Property Securities	0.01%	0.01%	0.00%	0.00%	0.00%	
Colonial First State Wholesale Index Global Property Securities ¹	0.08%	0.02%	0.06%	0.00%	0.06%	
Colonial First State Wholesale Index Global Listed Infrastructure Securities ¹	0.08%	0.03%	0.05%	0.00%	0.05%	
OTHER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 33 to 37.)						
Conservative						
AZ Sestante Wholesale Conservative	0.22%	0.09%	0.13%	0.08%	0.05%	
Colonial First State Wholesale Conservative	0.11%	0.04%	0.07%	0.05%	0.02%	
Colonial First State Wholesale Target Return Income	0.17%	0.06%	0.11%	0.09%	0.02%	
Perpetual Wholesale Conservative Growth	0.19%	0.04%	0.15%	0.11%	0.04%	
Moderate						
AZ Sestante Wholesale Diversified	0.31%	0.08%	0.23%	0.16%	0.07%	
Colonial First State Wholesale Balanced	0.21%	0.06%	0.15%	0.13%	0.02%	
Perpetual Wholesale Diversified Growth	0.22%	0.04%	0.18%	0.13%	0.05%	
Growth						
AZ Sestante Wholesale Growth	0.42%	0.14%	0.28%	0.19%	0.09%	
Colonial First State Wholesale Diversified	0.29%	0.08%	0.21%	0.16%	0.05%	
Pendal Wholesale Active Balanced	0.21%	0.07%	0.14%	0.08%	0.06%	
Perpetual Wholesale Balanced Growth	0.25%	0.05%	0.20%	0.14%	0.06%	
Diversified real return						
Colonial First State Wholesale Multi-Asset Real Return	0.12%	0.11%	0.01%	0.00%	0.01%	
Schroder Wholesale Real Return	0.10%	0.10%	0.00%	0.00%	0.00%	
High growth						
Colonial First State Wholesale High Growth	0.37%	0.12%	0.25%	0.18%	0.07%	
Lower volatility share						
Milliman Wholesale Managed Risk Multi-Index High Growth	0.18%	0.11%	0.07%	0.02%	0.05%	
SINGLE MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 38 to 69.)						
Cash and deposits						
Colonial First State Wholesale Cash	0.00%	0.00%	0.00%	0.00%	0.00%	

Refer to page 33 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
FirstRate Wholesale Investment Deposits	0.00%	0.00%	0.00%	0.00%	0.00%	
FirstRate Wholesale Saver	0.00%	0.00%	0.00%	0.00%	0.00%	
FirstRate Wholesale Term Deposits	0.00%	0.00%	0.00%	0.00%	0.00%	
Short duration fixed interest						
Colonial First State Wholesale Global Credit Income	0.08%	0.08%	0.00%	0.00%	0.00%	
Kapstream Wholesale Absolute Return Income	0.05%	0.05%	0.00%	0.00%	0.00%	
Macquarie Wholesale Income Opportunities	0.16%	0.07%	0.09%	0.02%	0.07%	
Perpetual Wholesale Diversified Income	0.19%	0.07%	0.12%	0.02%	0.10%	
PM Capital Wholesale Enhanced Yield	0.03%	0.03%	0.00%	0.00%	0.00%	
Alternative income						
Acadian Wholesale Defensive Income	0.19%	0.04%	0.15%	0.09%	0.06%	0.32%
Pendal Wholesale Monthly Income Plus	0.13%	0.07%	0.06%	0.05%	0.01%	
Diversified fixed interest						
Affirmative Wholesale Global Bond ¹	0.30%	0.03%	0.27%	0.00%	0.27%	
Colonial First State Wholesale Diversified Fixed Interest	0.17%	0.12%	0.05%	0.04%	0.01%	
Franklin Templeton Wholesale Multisector Bond	0.15%	0.15%	0.00%	0.00%	0.00%	
PIMCO Wholesale Global Bond	0.15%	0.04%	0.11%	0.01%	0.10%	
Schroder Wholesale Absolute Return Income	0.09%	0.09%	0.00%	0.00%	0.00%	
UBS Wholesale Diversified Fixed Income	0.04%	0.04%	0.00%	0.00%	0.00%	
Australian fixed interest						
Aberdeen Wholesale Australian Fixed Income	0.13%	0.04%	0.09%	0.02%	0.07%	
Colonial First State Wholesale Australian Bond	0.11%	0.05%	0.06%	0.03%	0.03%	
Alternatives						
Acadian Wholesale Diversified Alpha ⁴	0.76%	0.20%	0.56%	0.00%	0.56%	0.43%
Aspect Wholesale Diversified Futures	0.33%	0.00%	0.33%	0.31%	0.02%	
Lower volatility share						
Acadian Wholesale Australian Managed Volatility Equity	0.80%	0.61%	0.19%	0.10%	0.09%	
Acadian Wholesale Global Managed Volatility Equity	0.21%	0.08%	0.13%	0.08%	0.05%	
Colonial First State Wholesale Equity Income	0.26%	0.17%	0.09%	0.07%	0.02%	
Merlon Wholesale Australian Share Income	0.26%	0.11%	0.15%	0.10%	0.05%	
Milliman Wholesale Managed Risk Australian Share	0.11%	0.07%	0.04%	0.01%	0.03%	
Milliman Wholesale Managed Risk Global Share	0.09%	0.09%	0.00%	0.00%	0.00%	
State Street Wholesale Australian Equity	0.30%	0.28%	0.02%	0.02%	0.00%	
Australian share						
Acadian Wholesale Australian Equity	0.30%	0.11%	0.19%	0.14%	0.05%	
Antares Wholesale Elite Opportunities	0.29%	0.08%	0.21%	0.17%	0.04%	
Ausbil Wholesale Australian Active Equity	0.16%	0.08%	0.08%	0.08%	0.00%	
Bennelong Wholesale ex-20 Australian Equities	0.25%	0.15%	0.10%	0.08%	0.02%	
BlackRock Wholesale Scientific Australian Equity	0.10%	0.04%	0.06%	0.03%	0.03%	
Colonial First State Wholesale Concentrated Australian Share	0.30%	0.11%	0.19%	0.15%	0.04%	
Colonial First State Wholesale Imputation	0.31%	0.07%	0.24%	0.20%	0.04%	
Fidelity Wholesale Australian Equities	0.04%	0.04%	0.00%	0.00%	0.00%	
Investors Mutual Wholesale Australian Share	0.15%	0.08%	0.07%	0.03%	0.04%	

Refer to page 33 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
Ironbark Karara Wholesale Australian Share	0.06%	0.06%	0.00%	0.00%	0.00%	
Lazard Wholesale Select Australian Equity	0.29%	0.09%	0.20%	0.12%	0.08%	
Maple-Brown Abbott Wholesale Australian Share	0.10%	0.05%	0.05%	0.05%	0.00%	
Nikko AM Wholesale Australian Share Concentrated	0.17%	0.08%	0.09%	0.08%	0.01%	
Pendal Wholesale Australian Share	0.18%	0.08%	0.10%	0.07%	0.03%	
Perennial Value Wholesale Australian Share	0.27%	0.07%	0.20%	0.20%	0.00%	
Perpetual Wholesale Australian Share	0.22%	0.14%	0.08%	0.08%	0.00%	
Perpetual Wholesale Ethical SRI Share	0.24%	0.14%	0.10%	0.08%	0.02%	
Perpetual Wholesale Industrial Share	0.15%	0.06%	0.09%	0.09%	0.00%	
Realindex Wholesale Australian Share	0.04%	0.04%	0.00%	0.00%	0.00%	
Schroder Wholesale Australian Equity	0.08%	0.07%	0.01%	0.01%	0.00%	
Solaris Wholesale Core Australian Equity	0.34%	0.08%	0.26%	0.13%	0.13%	
T. Rowe Price Wholesale Australian Equity ¹	0.17%	0.02%	0.15%	0.00%	0.15%	
Australian share – small companies						
Ausbil Wholesale Australian Emerging Leaders	0.30%	0.11%	0.19%	0.14%	0.05%	
Celeste Wholesale Australian Small Companies	0.45%	0.10%	0.35%	0.21%	0.14%	
Colonial First State Wholesale Australian Small Companies	0.56%	0.10%	0.46%	0.27%	0.19%	
Colonial First State Wholesale Developing Companies	0.19%	0.12%	0.07%	0.05%	0.02%	
Colonial First State Wholesale Future Leaders	0.49%	0.06%	0.43%	0.24%	0.19%	
OC Wholesale Premium Small Companies	0.44%	0.16%	0.28%	0.21%	0.07%	
Realindex Wholesale Australian Small Companies	0.22%	0.04%	0.18%	0.04%	0.14%	
Zurich Investments Wholesale Small Companies ¹	0.11%	0.00%	0.11%	0.00%	0.11%	
Global share						
Acadian Wholesale Sustainable Global Equity	0.28%	0.04%	0.24%	0.11%	0.13%	
Altrinsic Wholesale Global Equity	0.20%	0.08%	0.12%	0.09%	0.03%	
Antipodes Wholesale Global ¹	0.80%	0.52%	0.28%	0.00%	0.28%	
Baillie Gifford Wholesale Long Term Global Growth ¹	0.11%	0.04%	0.07%	0.00%	0.07%	
Grant Samuel Epoch Wholesale Global Equity Shareholder Yield	0.02%	0.02%	0.00%	0.00%	0.00%	
Magellan Wholesale Global Share	0.02%	0.02%	0.00%	0.00%	0.00%	
Magellan Wholesale Global Share – Hedged	0.08%	0.08%	0.00%	0.00%	0.00%	
MFS Wholesale Global Equity	0.03%	0.03%	0.00%	0.00%	0.00%	
Pendal Wholesale Core Global Share	0.14%	0.04%	0.10%	0.04%	0.06%	
Perpetual Wholesale Global Share	0.51%	0.07%	0.44%	0.37%	0.07%	
Platinum Wholesale International	0.13%	0.09%	0.04%	0.04%	0.00%	
PM Capital Wholesale Global Companies	0.15%	0.11%	0.04%	0.04%	0.00%	0.01%
Realindex Wholesale Global Share	0.09%	0.06%	0.03%	0.01%	0.02%	
Realindex Wholesale Global Share – Hedged	0.17%	0.05%	0.12%	0.06%	0.06%	
Stewart Investors Wholesale Worldwide Leaders	0.11%	0.05%	0.06%	0.04%	0.02%	
Stewart Investors Wholesale Worldwide Sustainability	0.27%	0.23%	0.04%	0.03%	0.01%	
T. Rowe Price Wholesale Global Equity	0.14%	0.13%	0.01%	0.01%	0.00%	
Global share – emerging markets						
Pendal Wholesale Global Emerging Market Opportunities ¹	0.14%	0.14%	0.00%	0.00%	0.00%	
Platinum Wholesale Asia	0.30%	0.13%	0.17%	0.17%	0.00%	

Refer to page 33 for footnotes 1–2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE RETIREMENT PENSION

Option name	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
Realindex Wholesale Emerging Markets	0.18%	0.12%	0.06%	0.05%	0.01%	
Specialist share						
Acadian Wholesale Australian Equity Long Short	0.81%	0.12%	0.69%	0.38%	0.31%	0.63%
Acadian Wholesale Global Equity Long Short	0.93%	0.12%	0.81%	0.29%	0.52%	1.74%
Benelong Kardinia Wholesale Absolute Return	1.17%	0.04%	1.13%	0.66%	0.47%	0.13%
Janus Henderson Wholesale Global Natural Resources ¹	0.19%	0.12%	0.07%	0.00%	0.07%	
Australian property and infrastructure securities						
APN Wholesale AREIT	0.23%	0.17%	0.06%	0.05%	0.01%	
Colonial First State Wholesale Property Securities	0.12%	0.09%	0.03%	0.02%	0.01%	
Ironbark Wholesale Property Securities	0.22%	0.08%	0.14%	0.12%	0.02%	
Legg Mason Martin Currie Wholesale Real Income	0.08%	0.08%	0.00%	0.00%	0.00%	
Pendal Wholesale Property Investment	0.23%	0.13%	0.10%	0.07%	0.03%	
SG Hiscock Wholesale Property Securities	0.07%	0.07%	0.00%	0.00%	0.00%	
Global property and infrastructure securities						
AMP Capital Wholesale Global Property Securities	0.28%	0.08%	0.20%	0.13%	0.07%	
Colonial First State Wholesale Global Property Securities	0.26%	0.09%	0.17%	0.12%	0.05%	
Colonial First State Wholesale Global Listed Infrastructure Securities	0.19%	0.11%	0.08%	0.06%	0.02%	
Magellan Wholesale Infrastructure	0.08%	0.08%	0.00%	0.00%	0.00%	
Geared²						
Acadian Wholesale Geared Australian Equity ¹	0.27%	0.10%	0.17%	0.00%	0.17%	2.46%
Acadian Wholesale Geared Global Equity	0.63%	0.30%	0.33%	0.21%	0.12%	1.84%
Colonial First State Wholesale Geared Global Property Securities	0.67%	0.27%	0.40%	0.29%	0.11%	2.85%
Colonial First State Wholesale Geared Share	0.44%	0.28%	0.16%	0.14%	0.02%	2.95%

These figures are inclusive of the net effect of GST. **Please note:** Past costs are not a reliable indicator of future costs. Future costs may differ.

1 The figures are estimates as these options have not been in existence for 12 months (as at 30 June 2018).

2 The figures shown above are based on the net assets of each of the geared options. Please note that borrowing costs include costs incurred directly or indirectly in an underlying fund.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PRE-RETIREMENT PENSION

Option name ⁴	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
FIRSTCHOICE MULTI-MANAGER MULTI-SECTOR (These investment option are located in the Investment Options Menu' on pages 20 to 22.)						
FirstChoice Wholesale TTR Defensive	0.08%	0.06%	0.02%	0.02%	0.00%	0.02%
FirstChoice Wholesale TTR Conservative	0.12%	0.05%	0.07%	0.04%	0.03%	0.02%
FirstChoice Wholesale TTR Diversified	0.20%	0.09%	0.11%	0.08%	0.03%	0.02%
FirstChoice Wholesale TTR Moderate	0.20%	0.04%	0.16%	0.09%	0.07%	0.02%
FirstChoice Wholesale TTR Balanced	0.21%	0.07%	0.14%	0.09%	0.05%	0.02%
FirstChoice Wholesale TTR Growth	0.25%	0.06%	0.19%	0.12%	0.07%	0.02%
FirstChoice Wholesale TTR High Growth	0.23%	0.08%	0.15%	0.11%	0.04%	0.02%
FIRSTCHOICE MULTI-MANAGER SINGLE-SECTOR (These investment option are located in the Investment Options Menu' on pages 23 to 26.)						
FirstChoice Wholesale TTR Fixed Interest	0.13%	0.09%	0.04%	0.02%	0.02%	
FirstChoice Wholesale TTR Alternatives	0.54%	0.05%	0.49%	0.16%	0.33%	0.03%
FirstChoice Wholesale TTR Australian Share	0.26%	0.06%	0.20%	0.16%	0.04%	
FirstChoice Wholesale TTR Australian Small Companies	0.54%	0.08%	0.46%	0.28%	0.18%	0.15%
FirstChoice Wholesale TTR Global Share	0.28%	0.05%	0.23%	0.11%	0.12%	0.07%
FirstChoice Wholesale TTR Emerging Markets	0.10%	0.10%	0.00%	0.00%	0.00%	
FirstChoice Wholesale TTR Property Securities	0.16%	0.06%	0.10%	0.07%	0.03%	
FIRSTCHOICE MULTI-INDEX SERIES (These investment option are located in the Investment Options Menu' on pages 28 to 29.)						
FirstChoice Wholesale TTR Multi-Index Conservative	0.02%	0.02%	0.00%	0.00%	0.00%	
FirstChoice Wholesale TTR Multi-Index Diversified	0.05%	0.05%	0.00%	0.00%	0.00%	
FirstChoice Wholesale TTR Multi-Index Moderate	0.10%	0.10%	0.00%	0.00%	0.00%	
FirstChoice Wholesale TTR Multi-Index Balanced	0.05%	0.05%	0.00%	0.00%	0.00%	
FirstChoice Wholesale TTR Multi-Index Growth	0.13%	0.13%	0.00%	0.00%	0.00%	
FirstChoice Wholesale TTR Multi-Index High Growth	0.10%	0.08%	0.02%	0.01%	0.01%	
COLONIAL FIRST STATE INDEX SINGLE SECTOR (These investment option are located in the Investment Options Menu' on pages 30 to 31.)						
Colonial First State Wholesale TTR Index Australian Share	0.01%	0.01%	0.00%	0.00%	0.00%	
Colonial First State Wholesale TTR Index Global Share	0.01%	0.01%	0.00%	0.00%	0.00%	
Colonial First State Wholesale TTR Index Global Share – Hedged	0.03%	0.03%	0.00%	0.00%	0.00%	
Colonial First State Wholesale TTR Index Property Securities	0.01%	0.01%	0.00%	0.00%	0.00%	
OTHER MULTI-SECTOR (These investment option are located in the Investment Options Menu' on pages 34 to 37.)						
Moderate						
AZ Sestante Wholesale TTR Diversified	0.31%	0.08%	0.23%	0.16%	0.07%	
Diversified real return						
Schroder Wholesale TTR Real Return	0.10%	0.10%	0.00%	0.00%	0.00%	
SINGLE MANAGER SINGLE SECTOR (These investment option are located in the Investment Options Menu' on pages 38 to 69.)						
Cash and deposits						
Colonial First State Wholesale TTR Cash	0.00%	0.00%	0.00%	0.00%	0.00%	
FirstRate Wholesale TTR Saver	0.00%	0.00%	0.00%	0.00%	0.00%	
Short duration fixed interest						
Kapstream Wholesale TTR Absolute Return Income	0.05%	0.05%	0.00%	0.00%	0.00%	
Macquarie Wholesale TTR Income Opportunities	0.16%	0.07%	0.09%	0.02%	0.07%	
Perpetual Wholesale TTR Diversified Income	0.19%	0.07%	0.12%	0.02%	0.10%	
PM Capital Wholesale TTR Enhanced Yield	0.03%	0.03%	0.00%	0.00%	0.00%	
Alternative income						
Acadian Wholesale TTR Defensive Income	0.19%	0.04%	0.15%	0.09%	0.06%	0.32%
Pendal Wholesale TTR Monthly Income Plus	0.13%	0.07%	0.06%	0.05%	0.01%	

Refer to page 35 for footnotes 1 and 2.

TRANSACTION COSTS – FIRSTCHOICE WHOLESALE PRE-RETIREMENT PENSION

Option name ¹	(A) Estimated gross transaction costs (pa)	(B) Transaction costs recovered by the buy/sell spread (pa)	(C) Estimated net transaction costs (pa) (C=A-B)	(D) Transaction costs included in the Indirect cost ratio (pa)	(E) Estimated transaction costs not included in the Indirect cost ratio (pa) (E=C-D)	Estimated borrowing cost (pa)
Diversified fixed interest						
PIMCO Wholesale TTR Global Bond	0.15%	0.04%	0.11%	0.01%	0.10%	
Schroder Wholesale TTR Absolute Return Income	0.09%	0.09%	0.00%	0.00%	0.00%	
UBS Wholesale TTR Diversified Fixed Income	0.04%	0.04%	0.00%	0.00%	0.00%	
Australian fixed interest						
Aberdeen Wholesale TTR Australian Fixed Income	0.13%	0.04%	0.09%	0.02%	0.07%	
Alternatives						
Aspect Wholesale TTR Diversified Futures	0.33%	0.00%	0.33%	0.31%	0.02%	
Lower volatility share						
Colonial First State Wholesale TTR Equity Income	0.26%	0.17%	0.09%	0.07%	0.02%	
Merlon Wholesale TTR Australian Share Income	0.26%	0.11%	0.15%	0.10%	0.05%	
Australian share						
Bennelong Wholesale TTR Ex-20 Australian Equities	0.25%	0.15%	0.10%	0.08%	0.02%	
Fidelity Wholesale TTR Australian Equities	0.04%	0.04%	0.00%	0.00%	0.00%	
Investors Mutual Wholesale TTR Australian Share	0.15%	0.08%	0.07%	0.03%	0.04%	
Ironbark Karara Wholesale TTR Australian Share	0.06%	0.06%	0.00%	0.00%	0.00%	
Lazard Wholesale TTR Select Australian Equity	0.29%	0.09%	0.20%	0.12%	0.08%	
Realindex Wholesale TTR Australian Share	0.04%	0.04%	0.00%	0.00%	0.00%	
Schroder Wholesale TTR Australian Equity	0.08%	0.07%	0.01%	0.01%	0.00%	
Australian share – small companies						
Ausbil Wholesale TTR Australian Emerging Leaders	0.30%	0.11%	0.19%	0.14%	0.05%	
OC Wholesale TTR Premium Small Companies	0.44%	0.16%	0.28%	0.21%	0.07%	
Global share						
Grant Samuel Epoch Wholesale TTR Global Equity Shareholder Yield	0.02%	0.02%	0.00%	0.00%	0.00%	
Magellan Wholesale TTR Global Share	0.02%	0.02%	0.00%	0.00%	0.00%	
Magellan Wholesale TTR Global Share – Hedged	0.08%	0.08%	0.00%	0.00%	0.00%	
MFS Wholesale TTR Global Equity	0.03%	0.03%	0.00%	0.00%	0.00%	
Platinum Wholesale TTR International	0.13%	0.09%	0.04%	0.04%	0.00%	
Realindex Wholesale TTR Global Share	0.09%	0.06%	0.03%	0.01%	0.02%	
T. Rowe Price Wholesale TTR Global Equity	0.14%	0.13%	0.01%	0.01%	0.00%	
Global share – emerging markets						
Platinum Wholesale TTR Asia	0.30%	0.13%	0.17%	0.17%	0.00%	
Specialist share						
Bennelong Kardinia Wholesale TTR Absolute Return	1.17%	0.04%	1.13%	0.66%	0.47%	0.13%
Australian property and infrastructure securities						
APN Wholesale TTR AREIT	0.23%	0.17%	0.06%	0.05%	0.01%	
Pendal Wholesale TTR Property Investment	0.23%	0.13%	0.10%	0.07%	0.03%	
Global property and infrastructure securities						
AMP Capital Wholesale TTR Global Property Securities	0.28%	0.08%	0.20%	0.13%	0.07%	
Colonial First State Wholesale TTR Global Listed Infrastructure Securities	0.19%	0.11%	0.08%	0.06%	0.02%	
Magellan Wholesale TTR Infrastructure	0.08%	0.08%	0.00%	0.00%	0.00%	
Geared²						
Colonial First State Wholesale TTR Geared Share	0.44%	0.28%	0.16%	0.14%	0.02%	2.95%

These figures are inclusive of the net effect of GST. Please note: Past costs are not a reliable indicator of future costs. Future costs may differ.

1 The figures are estimates as these options have not been in existence for 12 months (as at 30 June 2018).

2 The figures shown above are based on the net assets of each of the geared options. Please note that borrowing costs include costs incurred directly or indirectly in an underlying fund.

Indirect cost ratio

Indirect costs are costs which are incurred in underlying vehicles in which an investment option invests. These costs are not charged to you as a fee but do reduce the investment return you receive on an investment option via the unit price. Indirect costs are not paid to us.

Indirect costs may include certain transaction costs such as brokerage as well as the costs associated with using derivative financial products and other investment vehicles.

Please note that indirect costs disclosed in this PDS are estimates only. The actual amounts paid may be greater or less than the amounts disclosed.

Other operating expenses and abnormal costs

The trust deed allows for the ongoing operating costs, charges and expenses (such as registry, audit, regulatory, production of the offer documents and taxation advice) and other administration and management costs, charges and expenses that relate to the trust, to be paid directly from the trust. Alternatively, the trustee is entitled to recover these costs from the trust. The trust deed does not place any limit on the amount of these costs that can be paid from the trust.

Abnormal costs such as the costs of investor meetings, changes to the trust deed, recovery and realisation of assets and defending legal proceedings are paid from the FirstChoice Trust. These costs are incurred fairly infrequently.

Borrowing costs

The borrowing costs in the tables on pages 25 to 35 include all costs of borrowing such as interest, legal fees and other related costs. These costs may be in relation to short-term settlement borrowing, borrowing to achieve investment objectives (including geared options) and the cost of securities borrowing. These costs are deducted at least monthly from the relevant option's unit price. They are an additional cost to investors.

What is paid to your adviser?

The adviser recommending this product may receive from us certain non-monetary benefits allowed under law ('soft dollar'). Under our obligations pursuant to the Corporations Act 2001 and the Financial Services Council Code of Practice, we keep a record of soft dollar payments which we are entitled to make to dealer groups or advisers. Please contact us if you would like to view this register.

Dealer groups and other licensees who have an arrangement with us may receive remuneration from us to the extent that it is permitted under law. This includes remuneration for services provided to us in relation to Managed Accounts which remuneration will be negotiated directly with individual dealer groups or licensees. Any remuneration will be paid out of the fees we derive from you that are indicated in the tables on pages 10 to 20 in a given year. If these amounts are paid, they are paid by us from our revenue and are not an extra amount paid from the fund, nor are they a further amount you pay.

From 1 July 2014, dealer groups and other licensees who have an arrangement with us may elect to stop receiving certain benefits under that arrangement. Where this occurs, we may pass on a payment of similar value to you. If you receive this payment, it will be reflected as additional units in your account and the transaction will be referred to as a 'Client fee rebate'.

Adviser service fee and licensee service fee

You can also agree with your financial adviser to have an adviser service fee, for advice received relating to your investment in the fund, paid directly from your investment. The adviser service fee will be paid to your current adviser or any subsequent adviser on your account.

Your adviser may agree with their dealer group or licensee that a portion of the adviser service fee will be paid to the dealer group or licensee for services they provide to your adviser in relation to financial product advice provided by your financial adviser. Where this applies, this is not an additional amount paid by you but is included in the adviser service fee.

Alternatively, you may agree with your financial adviser to have a separate ongoing licensee service fee paid to the dealer group (licensee) for services they provide to your adviser in relation to financial product advice provided by your adviser. Where this applies, this separate licensee fee will be paid directly from your investment. The licensee service fee is payable so that your adviser can provide the financial product advice. This fee is in addition to any adviser service fee (if applicable). The licensee service fee will continue to be paid if you change the adviser on your investment.

You can review all your fee arrangements with your adviser at any time.

The adviser service fee and/or licensee service fee will generally be deducted from the most conservative investment option unless you nominate an option.

Please note: Paying an adviser service fee or licensee service fee from a FirstRate Wholesale Term Deposit or FirstRate Wholesale Investment Deposit will be treated as an early withdrawal and this will reduce your interest rate, or the amount you receive may be subject to an adjustment (reduction), depending on the investment term you choose. Please refer to the Reference Guide for further details.

This adviser service fee can be charged either as an ongoing fee, a one-off fee or a combination of both. The licensee service fee can only be charged as an ongoing fee.

An **ongoing** fee can be charged as:

- a percentage of your account value, and/or
- a set dollar amount.

You can also choose to increase any ongoing set dollar amount by a percentage based on the Consumer Price Index (or 3%, whichever is greater).¹

Please nominate this on your application form.

This ongoing fee will be deducted from one of your options on a monthly basis within the first five business days of the following month. The adviser service fee and licensee service fee must be deducted from the same option.

A **one-off** adviser service fee can also be charged as:

- a set dollar amount.

You can choose to have this one-off fee deducted from one or all of your options. Where you choose to deduct the fee from all of your options, it will be based on the investment weighting on the day of the deduction.

This one-off fee will be deducted within the first five business days of the following month.

The trustee may at its discretion limit, reduce or refuse to deduct an adviser service fee or a licensee service fee or refuse to record or deal with your adviser at any time. In this case, you must contact your adviser directly regarding the payment of the adviser service fee and licensee service fee (if applicable).

The trustee will require the adviser service fee and licensee service fee agreed with your financial adviser to be expressly stated as being in relation to financial product advice provided by your adviser in the relevant section of the application form. You must also consent to the amount of the adviser service fee and licensee service fee deducted from your account and paid to your financial adviser through your financial adviser's dealer group.

Details of the adviser service fee and licensee service fee deducted from your investment will be included in your statements and should be disclosed to you by your adviser in the Statement of Advice which your adviser must give you.

Fee rebates

You may be entitled to a portfolio rebate of part of the investment and administration fees on your investment options except for FirstRate Wholesale investment options.

Fee rebates are calculated and paid net of income tax.

Fee rebates are calculated monthly using your account balances² and the rebate rate that applied on the last day of the month. If you close your account, your redemption will only include a rebate calculated to the end of the month prior to the redemption. Fee rebates will be credited to your account in the form of additional units as follows:

Fee rebates	Frequency of payment
Portfolio rebate	Six-monthly in September and March

Unless you nominate a particular option, the fee rebates will be paid to your options as outlined on page A2 in the application forms section.

Portfolio rebate

You may be entitled to a portfolio rebate depending on the size of your portfolio invested in eligible FirstChoice Wholesale products. Eligible FirstChoice Wholesale products included in the calculation of your portfolio rebate are:

- FirstChoice Wholesale Investments
- FirstChoice Wholesale Personal Super, and
- FirstChoice Wholesale Pension.

Only investments in this range of the FirstChoice range of products are eligible for the portfolio rebate. However, no rebate is payable on your investments in the Colonial First State Wholesale Cash and FirstRate Wholesale investment options.

FirstChoice Wholesale accounts held under the same Online Identity Number (OIN) are automatically eligible and are counted towards your portfolio rebate. If you have more than one OIN, please contact us to ensure that your portfolio rebate is calculated correctly. You can also nominate investments held in joint names or as trustee for a trust or superannuation fund to be included in your portfolio rebate. Each account can only be linked to one OIN for portfolio rebate purposes. We do not allow linking of nominee company accounts.

If you have more than one eligible FirstChoice Wholesale product, the portfolio rebate will be paid to each eligible product in proportion to your total portfolio.

The following table details the level of portfolio rebate you may be entitled to:

Value of eligible FirstChoice Wholesale products and investment options	Portfolio rebate (pa)
First \$800,000	Nil
Next \$400,000	0.10%
Over \$1,200,000	0.20%

Please note: Cash and deposit amounts are counted first in each tier amount.

Example calculation: A FirstChoice Wholesale Personal Super investor has the following investments:

• FirstRate Wholesale Saver	\$500,000
• Colonial First State Wholesale Cash	\$500,000
• FirstChoice Wholesale Balanced	\$1,000,000
• TOTAL PORTFOLIO	\$2,000,000

Portfolio balance	Rate	Portfolio rebate
First \$800,000 (Cash/Saver options counted first)	$\$800,000 \times 0.00\%$	\$0
Next \$400,000 (Cash/Saver option – \$200,000 remaining $\times 0.00\%$ plus $\$200,000 \times 0.10\%$)	$\$200,000 \times 0.10\%$	\$200
Over \$1,200,000	$\$800,000 \times 0.20\%$	\$1,600
TOTAL		\$1,800

We may change the portfolio rebate level or eligibility criteria at any time. If you require any clarification, please refer to our website, colonialfirststate.com.au, contact Investor Services on 13 13 36 or speak to your financial adviser.

¹ Indexation will be applied in August each year and may occur within the first year, depending on the date of the request. We will notify you in writing prior to the increase each year.

² In calculating your portfolio rebate, your account balance is determined using the gross unit price of each option.

Insurance costs (FirstChoice Wholesale Personal Super only)

Insurance premiums

The cost of insurance premiums depends on the amount of cover you choose and your personal circumstances, including your gender, health, occupation, age and smoking status.

The insurance premium is deducted monthly in advance from one of your options. You or your adviser must specify the option from which the insurance premium is deducted on the insurance application form.

Please note: Choosing FirstRate Wholesale Term Deposits or FirstRate Wholesale Investment Deposits investment options for premium deductions will be an 'early withdrawal' and reduce the interest you receive; refer to the Reference Guide.

Insurance administration fee

An insurance administration fee of up to 10% of Death, Death and Total and Permanent Disablement and Salary Continuance premiums is charged for administering your insurance arrangements.

This administration fee is included in the standard premium rates and is not an additional fee charged to your account.

For more information on insurance, please refer to the FirstChoice Super products Insurance booklet.

Taxation

Please refer to section 6 for further details.

Expenses

Where any expenses of an option, other than outlined below, are tax deductible, the benefit is already reflected in the daily unit price for the option.

Tax deductibility of fees

The fees quoted in this PDS are shown before any allowance for tax payable.

Under current tax legislation, the fund may be able to claim a tax deduction (currently at the rate of 15%) on fees payable in the fund, including administration fees. This deduction is passed on to the investors of the fund at the time the fees are levied (through the unit price for investment and administration fees). As a result, the actual fees charged are net of the tax deduction and cannot be claimed in your personal tax return (where applicable).

Tax deductibility of insurance premiums

Similarly, the insurance premiums quoted in the PDS are shown before any allowance for tax payable.

Under current tax legislation, the fund is able to claim a tax deduction in respect of all or part of the insurance premiums paid through your account.

This deduction is passed on to the investors of the fund, at the time the premium is deducted from your account. As a result, the actual insurance premium charged against your account is net of the tax deduction and cannot be claimed in your personal tax return.

6 Taxation

Super is taxed in three stages: when it comes into the fund (super contributions), when it is in the fund (investment earnings) and when it leaves the fund (super benefits). There are many rules surrounding these taxes and a variety of factors which may impact the amount of tax you pay.

Tax on super contributions

Tax is deducted from certain contributions made to your account. The trustee pays the tax directly to the Australian Taxation Office (ATO). Compulsory employer contributions (eg Super Guarantee), salary sacrifice contributions, and personal contributions for which you claim a tax deduction, made to your account are generally subject to 15% tax unless you exceed your concessional contributions cap.

Personal contributions that you make from your post-tax salary are classified as non-concessional contributions. You do not pay tax on these contributions as long as those contributions are below your non-concessional contributions cap and you have not claimed a tax deduction for those contributions.

Please refer to the Reference Guide for further information about the taxation of superannuation contributions and contributions caps.

Warning: If you exceed the contributions caps, you may also be liable for tax of up to the top marginal tax rate (plus applicable levies), depending on your circumstances and the types of contributions.

Tax on investment earnings

Income which is earned in the fund (investment earnings) is taxed at a maximum rate of 15%. The effective rate of tax varies from fund to fund, depending on the level of tax deductions in the fund plus any tax offsets available. This may actually result in the tax being lower than 15%.

Taxation costs are reflected in the unit price of each option, except for the FirstRate Wholesale options. The FirstRate Wholesale options have a fixed unit price, and the interest rate credited will be net of super earnings tax of 15%.

Tax on super benefits

The amount of tax you pay on your super benefits depends on the type of super benefit, your age and whether you choose to receive your benefits as a lump sum or a pension. The amount of tax will also depend on the tax components that make up your super benefit.

All super benefits, both lump sum and pension from **taxed** super funds such as this fund, are not subject to tax if you're age 60 or over (other than certain death benefit payments). If you access your super before age 60, you may have to pay tax on all or part of your benefit.

There may be tax advantages in rolling your super into a pension, rather than taking it as a lump sum.

How pensions are taxed

Once you commence an allocated pension, the fund does not pay tax on investment earnings on assets supporting your pension, while earnings on assets supporting a pre-retirement pension are taxed at a maximum of 15%.¹

On commencement of your pension, your account balance will be proportioned between your:

- taxable component, and
- tax-free component.

For further information on your tax components, please call Investor Services on 13 13 36.

The taxation components of each pension payment amount will be in the same proportion as your account balance on the commencement of your pension. You should talk to your financial adviser about what this means for you given your individual objectives, financial situation and needs.

No tax is payable:

- on your whole pension payment amount if you are age 60 or over
- on the tax-free component of your pension payment amount, or
- on your whole pension payment amount if you are receiving a pension because you are an eligible pension dependant of a member who died age 60 or over.

If you are under age 60, tax may be withheld from the taxable component of your pension payment amount:

- calculated on current income tax rates (taking into account whether you can claim the tax-free threshold and various tax offsets)²
- if you have reached your preservation age (your preservation age will be between ages 55 and 60, depending on your date of birth) or are permanently disabled or are an eligible pension dependant of a member who died, you are entitled to a 15% pension tax offset on the tax withheld
- at the highest marginal tax rate (plus applicable levies), if you have not quoted your TFN and do not have a TFN exemption.

If tax is withheld from your pension payment amounts, we will give you a Payment Summary annually that you must include in your personal income tax return.

Please note: Irregular pension payments and lump sum payments taken outside of your scheduled pension payments may be taxed differently.

You should talk with your financial adviser about how a pension may be appropriate for your individual objectives, financial situation and needs.

Warning: Your Tax File Number (TFN)

Under super law (Superannuation Industry (Supervision) Act 1993), we can collect, use and disclose your TFN. If you provide your TFN, it will be treated confidentially.

If you give us your TFN, you are giving us consent to use it for legal purposes, including:

- calculating the tax on any benefits you're entitled to
- providing information, including your TFN, to the Commissioner of Taxation
- where applicable, searching for your other super accounts, using your TFN.

In particular, when we search for your other super accounts, you are consenting to us acting on your behalf and using your TFN to search the ATO's SuperMatch program for super amounts held on your behalf by the ATO or by other super funds (and seeking more information from those funds about the accounts found). This consent will be held into the future and will allow us to complete periodic searches on your behalf. If at any time you wish to withdraw your consent, please contact us on 13 13 36.

We will let you know the results of all searches of the SuperMatch program, and we will contact you to see if you would like us to consolidate your super accounts with us.

If you ever ask us to roll over your benefits to another super fund, we may also give your TFN to that fund.

What are the advantages of providing it?

You don't have to give us your TFN – it's not required by law. But giving us your TFN has the following advantages:

- we will be able to accept all permitted types of contributions to your account(s);
- other than the tax that may ordinarily apply, you will not pay more tax than you need to – this affects both contributions to your super and benefit payments when you start drawing down your super benefits; and
- it will make it much easier to find different super accounts in your name so that you receive all your super benefits when you retire.

When will we be checking and updating your TFN?

Under current legislation, we are required to check whether you have supplied us with a valid TFN whenever we roll over or transfer your account balance. We may do this more often, to ensure that we have the most current and valid data for you. Where you don't provide us with a valid TFN, we may update our records with a valid TFN provided by the ATO. In such an event, we will not inform you of this update. If we receive a TFN from the ATO, you will be taken to have provided your TFN.

If you don't provide your TFN and you roll over your balance from another fund, the trustee of the other fund may provide your TFN. If so, we will update our records accordingly.

Please note: The legal purposes may change in the future following legislative change and the consequences of not providing your TFN may also change.

¹ Once you reach age 65, or notify us that you satisfy another eligible condition of release (retirement, terminal medical condition or permanent incapacity), future earnings on investments used to fund your pension are tax free.

² If you would like us to adjust the amount withheld from payments made to you, or need to advise us of changes to information you have previously provided, you must complete a withholding declaration and upward variation agreement form, available from www.ato.gov.au

You should talk with your financial adviser about how super or a pension may be appropriate for your individual objectives, financial situation and needs.

You should read the important information (incorporated by reference) about how super and pensions are taxed before making a decision. Go to the Reference Guide, available online at colonialfirststate.com.au/fcwps or by calling 13 13 36. The material relating to tax may change between the time you read this PDS and the day you sign the application form.

7 Insurance in FirstChoice Wholesale Personal Super

Insurance is a very important part of your financial planning, as it provides you and your family with financial security should something unexpected happen to you. Linking insurance to your superannuation can potentially be both cost and tax-effective.

Insurance cover is provided through group policies issued to the trustee by The Colonial Mutual Life Assurance Society Limited ('CommInsure' or 'the insurer').

Types of insurance cover

FirstChoice Wholesale Personal Super offers a range of insurance cover options to suit your individual needs. These options are:

- Death only cover
- Death and Total and Permanent Disablement (TPD) cover
- Salary Continuance Insurance (SCI) cover.

Insurance cover can be increased or reduced to meet your changing needs. It is therefore important that you regularly review your insurance arrangements. We recommend that you speak to your financial adviser before applying for insurance cover.

When does your cover commence?

Your application for insurance cover will need to be assessed by CommInsure. Your insurance cover will commence when:

- the insurer has accepted your application for insurance, and
- you have sufficient account balance in FirstChoice Wholesale Personal Super to cover the monthly insurance premiums.

You will be notified in writing of CommInsure's assessment of your application and, if it is accepted, the date that your insurance cover or increase in cover commences.

How much does your insurance cover cost?

Insurance premiums are the cost that you pay for insurance cover. Insurance premiums vary according to your age, gender, occupation and type of cover. Insurance premiums may also be affected by your health, whether or not you smoke and any sporting or recreational activities in which you may participate.

Premiums are calculated based on your age next birthday, the type of insurance cover that you hold and the applicable premium rate. To work out how much your premium is likely to cost, please refer to the FirstChoice Super products

Insurance booklet for more detailed information or call us for a premium estimate on 13 13 36.

Premiums are paid each month in advance and are deducted from your account on or around the 15th of each month.

You can cancel your insurance at any time but if you subsequently decide you would like to reinstate your insurance, you may be required to provide medical evidence.

If you wish to apply for insurance cover, you must complete the insurance application form and personal statement which is provided in the FirstChoice Super products Insurance booklet.

Important information (incorporated by reference) regarding the insurance benefits available to you is outlined in the FirstChoice Super products Insurance booklet, which is available online at colonialfirststate.com.au/firstchoiceinsurance. Alternatively, your adviser can provide you with this booklet or you can call Investor Services on 13 13 36 and a copy will be provided to you free of charge. You should read this information carefully in order to decide whether the insurance offered is appropriate for your circumstances.

8 How to open an account, cooling off and complaints

You should read all parts of the PDS. You can contact Colonial First State on 13 13 36 or email us at contactus@colonialfirststate.com.au if you would like a paper copy to be sent to you free of charge. You should assess whether the product is appropriate for you and speak to your financial adviser before making a decision to invest in the product.

If you decide to invest in the product, you should always check that you are completing an application form from the most up-to-date version of the PDS.

By completing the application, you agree to the content of the PDS available at the date you first become an investor in FirstChoice Wholesale Personal Super or FirstChoice Wholesale Pension. Thereafter, we will notify you of changes to the PDS in accordance with our legal obligations.

Complete the forms required in the application forms section

Complete the application form included with or accompanied by the PDS and send it to us. Alternatively, you can complete the application online. Please refer to the application form checklist to help you determine which forms to complete.

Units in FirstChoice Wholesale cannot be issued to you unless you use the application form (and complete all steps detailed in the checklist) attached to or accompanied by either a paper or an electronic copy of the PDS.

If we cannot issue the product immediately, after receiving your application form and application monies (for whatever reason), these monies will be deposited in a trust account. Any interest on these monies may be retained by us.

Documents available on the website

Information regarding trustee and executive remuneration and other documents we are required to provide under superannuation legislation (such as a copy of the trust deed) will be made available online.

You can find all this information at colonialfirststate.com.au

FirstChoice Wholesale Personal Super only

Product dashboards (when required) will also be available online at colonialfirststate.com.au

Is there a cooling-off period?

A 14-day 'cooling-off period' will apply to your initial investment in the funds in certain circumstances. Scheduled pension payments for FirstChoice Wholesale Pension accounts will not be made during this time. If, during the 14-day cooling-off period, you decide that FirstChoice Wholesale Personal Super, FirstChoice Wholesale Pension or the SuperFirst Transfer Facility does not meet your needs, then contact your financial adviser and advise us in writing.

Amounts that are, or become 'preserved' or 'restricted non-preserved' cannot be refunded directly to you if you take advantage of the 14-day cooling-off period (unless you satisfy a condition of release). We will roll over or transfer these amounts to the superannuation fund, Retirement Savings Account (RSA) or Approved Deposit Fund (ADF) you nominate. However, the amount will still be reported to the ATO.

The 14 days start when your transaction confirmation is received by you or five days after your units are issued, whichever is earlier.

We will refund your investment, reduced or increased for market movements. We will also deduct any tax or duty incurred and an amount for reasonable transaction and administration costs we incur in relation to your investment in the fund, including determining your application. As a result, the amount returned to you may be less than your original investment.

Please note that the cooling-off period will lapse if you transact on your account within the 14 days.

Under normal circumstances we will return your investment within seven working days of you notifying us (and, where relevant, once we have established your identity). For more information, please call Investor Services on 13 13 36.

What to do if you have a complaint

We accept that sometimes we can get things wrong, and when this happens we're determined to make them right again.

Talk to us

Most problems can be resolved quickly and simply by talking with our Colonial First State Customer Service team. If you are not satisfied with the outcome, you can contact CBA Group Customer Relations.

Customer Service	13 13 36 8am to 7pm (Sydney Time) – Monday to Friday contactus@colonialfirststate.com.au
CBA Group Customer Relations	1800 805 605 CustomerRelations@cba.com.au CBA Group Customer Relations, Reply Paid 41, Sydney NSW Australia 2001

When you make a complaint to us, we will:

- acknowledge your complaint and make sure we understand the issues
- do everything we can to fix the problem
- keep you informed of our progress
- keep a record of your complaint, and
- give you our name, a reference number and contact details so that you can follow up if you want to.

If your complaint relates to a direct debit arrangement, we will provide a response within 21 days.

We will contact you within 45 days of receiving your complaint (if it does not relate to a direct debit arrangement) to provide an update and to let you know that if we do not resolve your complaint within 90 days you may request reasons for the delay.

We will also:

- advise you of your right to complain to the Australian Financial Complaints Authority (AFCA), and
- provide you with the AFCA contact details.

External dispute resolution

If you are dissatisfied with the handling or outcome of your complaint, you have the option of contacting an external dispute resolution service about your complaint. You may lodge a complaint:

- with the Australian Financial Complaints Authority (AFCA) **if lodged on or after 1 November 2018**

Online: www.afca.org.au

Email: info@afca.org.au

Phone: 1800 931 678

Mail: Australian Financial Complaints Authority
GPO Box 3
Melbourne VIC 3001

Note: To allow AFCA to easily identify us, please quote our membership number: 10318

- with the Superannuation Complaints Tribunal (SCT) **if lodged before 1 November 2018:**

Online: www.sct.gov.au

Email: info@sct.gov.au

Phone: 1300 884 114

Mail: Superannuation Complaints Tribunal
Locked Bag 3060
Melbourne VIC 3001

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Application form checklist – FirstChoice Wholesale Personal Super accounts only

Complete
pages
A3–A19

If you wish to commence a pension, go to the FirstChoice Wholesale Pension application form checklist on page A21.

Send your completed application form and cheque (if required) to:

Colonial First State, Reply Paid 27, Sydney NSW 2001 or via the secure online system (e-Post) with FirstNet Investor and FirstNet Adviser

Which forms should you complete?

How can you ...	Application Form (page A3)	Consolidate my super (page A57)	Non-lapsing Death Benefit Nomination (page A53)
Make a superannuation contribution	●		
Transfer/Roll over superannuation funds from another institution	●	●	
Nominate who receives your benefit on death	●		●

FirstChoice Wholesale Personal Super application form (refer to page A3)

To ensure that we are able to process your application quickly and efficiently, please check that you have completed the following steps:

Step 1 – Part A	Your details – Complete sections 1–5
Account details	Nominate to open a new account or link to an existing account.
Investor details	Provide your full name, date of birth and Tax File Number (refer to the PDS, page 39 for further details).
Contact details	Provide your contact details, including residential address.
Online services	You are automatically provided with access to online services. Do not cross the box if you want online access.
Employment details	Provide your occupation, industry and employment status.
Step 2 – Part B	Your investment – Complete sections 6–8
Contribution/Rollover details	<p>Provide details of your contribution and/or rollover. If you are making a personal contribution and intend to claim a personal tax deduction, you must provide us with a completed notice of intent to claim or vary a deduction for personal super contributions form, available in the forms library on our website, colonialfirststate.com.au, or from the ATO.</p> <p>You must have already notified the trustee of your super fund and received an acknowledgement from the trustee before applying for a pension. You will not be able to lodge this request once you have commenced a pension.</p> <p>Please note: If you are making a Downsizer contribution, you will need to provide us with a Downsizer contribution into superannuation form (available from the ATO). You must give your signed and dated election form to us either with the contribution or before it is made. It is not valid if the contribution is already made.</p> <p>Please note: If you are making a CGT contribution, you will need to provide us with a CGT cap election form (available from the ATO). If you don't provide us with the form, we must treat the contribution as a non-concessional contribution and it will count towards your non-concessional contributions cap.</p> <p>If you are making a personal injury payment, you will need to provide us with a contribution for personal injury form (available from the ATO). If you don't provide us with this form, we must treat the contribution as a non-concessional contribution.</p> <p>Downsizer, CGT, Personal Injury and Rollovers from Self Managed Super Funds (SMSF) cannot be sent in via EFT or BPAY. We can only accept a cheque or direct debit a bank account for these types of payments. SMSF rollovers must supply a rollover benefit statement.</p> <p>Please contact Investor Services on 13 13 36 or speak with your adviser if you require further information.</p>
Payment details¹	<p>Indicate your method of payment. If investing by direct debit, please complete your bank details. If investing via cheque, please cross your cheque 'Not Negotiable' and make payable to:</p> <p>'FirstChoice Wholesale Personal Super, <Investor name>'.</p>
Investment allocation	<p>Complete your investment allocation details including:</p> <ul style="list-style-type: none"> • the option(s) you wish to invest in • the percentage to be attributed to each option for initial investments • the percentage to be attributed to each option for your regular investment plan (if applicable). <p>Please note: If no investment option is selected, your investment will be delayed.</p>

¹ **Please note:** We require a separate direct debit authority to be completed in all cases where the bank account details do not exactly match the investor details on this account. In this case, you will need to obtain a separate direct debit authority form, available from our forms library.

Step 3 – Parts C and D		Other information and declaration – Complete sections 9–13
Auto-rebalancing facility	This facility allows you to rebalance the percentage amounts across each of your investment options, back in line with your preferred investment strategy. Please refer to the Reference Guide for further details of this facility.	
Adviser service fee and licensee service fee (if applicable)	You only need to complete this section if you have agreed with your financial adviser to have an ongoing and/or one-off adviser service fee and an ongoing licensee service fee (if applicable) deducted from your investment.	
Portfolio rebate	Select the investment option to which any portfolio rebate that may be applicable is to be credited. Refer to the PDS, page 37 to see if you are eligible and for further details on the portfolio rebate.	
Declaration and signature	Sign the declaration. If you are signing under a Power of Attorney, please see below.	

Step 4		Identification and verification
		You or your adviser may also like to complete the identification and verification form on page A45 so that we can establish your identity (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws) and assist us in processing any future withdrawal request efficiently.

Please note: If you are signing under a Power of Attorney, please comply with the following:

- Attach a certified copy of the Power of Attorney document.
- **Each page** of the Power of Attorney document must be certified by a Justice of the Peace, Notary Public or Solicitor. Alternatively, additional certification options are available on page A45.
- The Attorney will also need to complete a power of attorney identification form (to enable us to establish the identity of the Attorney, including certified primary identification document, eg driver's licence, passport). The identification form can be obtained from our forms library at colonialfirststate.com.au or by phoning Investor Services on 13 13 36.

Default order for deduction of fees and portfolio rebates

Please note: Where amounts are to be deducted from or credited to your investment; for example, insurance premiums, adviser service fees, licensee service fees or fee rebates, and no option or an invalid option has been nominated by you, a default order exists. Generally, the default order draws from or credits to your more conservative option, as determined by us. Special rules may apply where you hold FirstRate Wholesale Term Deposit or FirstRate Wholesale Investment Deposit options. Please call Investor Services on 13 13 36 should you require further information.

Direct debit customer service agreement

Our commitment to you

- We will send you regular transaction statements in addition to the initial confirmation of your drawings.
- Where the due date for a drawing falls on a non-business day, we will draw the amount on the next business day.
- We will provide written notice of any proposed changes to your drawing arrangement, providing no less than 14 days notice. If you are unhappy with any changes we make, you may cancel your direct debit arrangement without fee or charge by providing us with written notice as outlined under the heading 'Your rights'.
- We may terminate your direct debit arrangement if drawings are returned unpaid, or if debit is unsuccessful three times in any 12-month period.
- We will keep all information provided by you, and details of your nominated account at the financial institution, private and confidential.
- We will investigate and deal promptly with any queries, claims or complaints regarding debits, providing a response within 21 business days.

Your commitment to us

- It is your responsibility to check with your financial institution, prior to completing the direct debit request, that direct debiting is available on that account.
- It is your responsibility to ensure that the authorisation on the direct debit request is identical to the account signing instruction held by the financial institution of the nominated account.
- It is your responsibility to ensure at all times that sufficient funds are available in the nominated account to meet a drawing on the due date for payment.

- It is your responsibility to advise us if the account nominated by you to receive the drawings is altered, transferred or closed.
- It is your responsibility to arrange with us a suitable alternative payment method if the drawing arrangements are stopped either by you or by the nominated financial institution.
- It is your responsibility to meet any charges resulting from the use of the direct debit system. This may include fees charged by us as a result of drawings returned unpaid, such fees being equal to actual costs we incur.

Your rights

- You may request to defer or alter the agreed drawing schedule by giving written notice to us or by calling Investor Services on 13 13 36. Such notice should be received by us at least five business days prior to the due date for the next drawing.
- You may cancel the direct debit arrangement at any time by giving written notice to us or by calling Investor Services on 13 13 36. Such notice should be received by us at least five business days prior to the due date for the next drawing. Your nominated financial institution may also accept a request to cancel your direct debit arrangement with us.
- All transaction disputes, queries and claims should be raised directly with us. We will provide a verbal or written response within 21 business days from the date of the notice. If the claim/dispute is successful, we will reimburse you by way of cheque or electronic credit to your nominated account.

Please phone Colonial First State Investor Services on 13 13 36 with any enquiries or send an email to contactus@colonialfirststate.com.au

4 ONLINE SERVICES

Please note that you will be automatically granted access to manage your investment over the internet through FirstNet. Online access is provided under the terms and conditions provided in the Reference Guide.

Please cross (X) this box if you **do not** wish to have online access to your investment.

Please note: If you want your adviser to transact on your behalf, you will automatically be provided with full transaction access on your account via FirstNet.

5 EMPLOYMENT DETAILS

In order to invest in super you need to meet certain criteria, based upon your age and employment status. Please cross (X) in the box which represents your status.

Occupation* (If retired, state RETIRED)

Under age 65

If aged 65 to 74^{1,2};

I declare that have been gainfully employed for at least 40 hours in a period of 30 consecutive days or less in the financial year³ (this declaration is generally required where any voluntary contributions⁴ will be made during the financial year).

Please note: that if a financial year is not nominated, we will default to the current financial year.

OR

I declare that all contributions to be made to my superannuation fund in the financial year are Super Guarantee contributions, employer certified agreement contributions, award contributions or downsizer contributions⁵.

If aged 75 or older;

I declare that all contributions to be made to my superannuation fund in the financial year are Super Guarantee contributions, employer certified agreement contributions, award contributions or downsizer contributions⁵.

1 Please note: It is not possible for your spouse to make spouse contributions on your behalf once you reach age 70, regardless of your work status.

2 Please note: This includes 28 days after the end of the month in which you turn 75.

3 Financial year means 1 July to 30 June the following year.

4 Voluntary contributions include personal contributions, spouse contributions made for you by your spouse and voluntary employer contributions (eg salary sacrifice).

5 Downsizer contributions can be made regardless of your work status. While you must be aged 65 or over to qualify, no upper age limit applies.

PART B – YOUR INVESTMENT

6 CONTRIBUTION/ROLLOVER DETAILS

Please indicate below the amount of your contribution and/or rollover. If you have multiple contributions and/or rollovers and wish to invest in a FirstRate Wholesale Term Deposit and only open one term deposit, please cross (X) the box on page A13. We will then hold funds in FirstRate Wholesale Saver until all application monies are received.

	Investment or contribution amount	Regular investment plan (Minimum \$100 per month)
(a) Personal contribution	\$ <input style="width: 150px; height: 20px;" type="text"/>	\$ <input style="width: 150px; height: 20px;" type="text"/>

If you intend to claim a tax deduction for your personal contributions, you will need to provide us with a completed notice of intent to claim or vary a deduction for personal super contributions form, available in the forms library on our website, colonialfirststate.com.au, or from the ATO.

(b) Employer contribution	\$ <input style="width: 150px; height: 20px;" type="text"/>	\$ <input style="width: 150px; height: 20px;" type="text"/>
(c) Salary sacrifice	\$ <input style="width: 150px; height: 20px;" type="text"/>	\$ <input style="width: 150px; height: 20px;" type="text"/>
(d) Spouse contribution	\$ <input style="width: 150px; height: 20px;" type="text"/>	\$ <input style="width: 150px; height: 20px;" type="text"/>
(e) Rollover	\$ <input style="width: 150px; height: 20px;" type="text"/>	

If (e) is selected, provide the following information and please ensure that your previous super funds have been instructed to roll over your funds. If you would like us to initiate this rollover on your behalf, please complete the consolidate my super form on page A57.

Name of previous institution	Approx. amount
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
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<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>
<input style="width: 100%; height: 20px;" type="text"/>	\$ <input style="width: 100%; height: 20px;" type="text"/>

(f) CGT contribution	\$ <input style="width: 150px; height: 20px;" type="text"/>	
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Please provide a CGT cap election form at the time you make the contribution (available from the ATO).

(g) Personal injury payment	\$ <input style="width: 150px; height: 20px;" type="text"/>	
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Please provide a contribution for personal injury election form at the time you make the contribution (available from the ATO).

(h) Downsizer contribution	\$ <input style="width: 150px; height: 20px;" type="text"/>	
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Please provide a downsizer contribution into superannuation form at the time you make the contribution (available from the ATO).

TOTAL INVESTMENT	\$ <input style="width: 150px; height: 20px;" type="text"/>	\$ <input style="width: 150px; height: 20px;" type="text"/>
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7 PAYMENT DETAILS

How will this investment be made? **NOTE:** Cash is not accepted. We can only accept funds in Australian dollars.

Direct debit
(One-off
investment)

Make sure you also complete your bank account details below so that we can deduct the funds from your nominated account. Please ensure cleared funds are available.

Earliest date funds are to be direct debited (dd/mm/yyyy)
(leave blank if we can direct debit when your application is processed)

Direct debit
(Regular
investment
plan)

Make sure you complete your bank account details below so that we can deduct the funds from your nominated account. Also complete **section 8**.

You can only nominate a bank account that is held in the name on this application. If you wish to nominate a bank account that is held in a different name(s), you will have to complete a separate direct debit authority form, available from our forms library. By providing your bank account details in this section, you authorise Colonial First State to use these details for all future transaction requests that you nominate. Refer to the 'Direct debit customer service agreement', provided on page A2.

Please provide your account details in this section if you have requested us to debit or credit your bank account.

Name of Australian financial institution

Branch name

Branch number (BSB)

Account number

 -

Name of account holder

- BPAY** See colonialfirststate.com.au/paymentoptions or bpay.com.au for details on how to make a BPAY payment to your account
- EFT/
Direct credit** See colonialfirststate.com.au/paymentoptions for details on how to make a direct credit payment to your account
- Rollover** Make sure you have completed the consolidate my super form (on page A57) and completed **section 6** of this form
- Cheque
(attached)** Make cheque payable to 'FirstChoice Wholesale Personal Super, <Investor name>'
- Internal
rollover¹** If you are rolling funds from another Colonial First State superannuation account, you do not need to complete the consolidate my super form. **Please provide details on page A7.**

1 If you are transferring from FirstChoice Employer Super and your new employer will be contributing to this account, please ensure that you have supplied your new employer with a choice of fund nomination form. This will ensure they can continue to contribute to FirstChoice Wholesale Personal Super.

7 PAYMENT DETAILS (CONTINUED)

INTERNAL COLONIAL FIRST STATE ROLLOVER – 1

I would like to transfer funds from my existing Colonial First State account number

Cross (X) one box only

I would like to transfer the entire balance. I understand that doing this will close my existing account.

Please transfer exactly \$ to open this new account.

Please transfer the balance leaving exactly \$ in my above mentioned existing account.

Please leave the remaining funds invested in the following investment allocation:

If no investment allocation is indicated, we will leave the balance in your current weightings.

Transfer of insurance within Colonial First State accounts

Would you like to transfer your existing insurance cover (if applicable)? Yes No

Please note: If a selection is not made, insurance cover cannot be transferred at a later date. A new insurance application form will be required. If you are requesting an increase to your cover, you will need to complete the insurance application form in our FirstChoice Super products Insurance booklet. If you wish to transfer cover from an external superannuation fund (including Commonwealth Essential Super), you will need to complete the transfer of insurance cover form, available from our forms library on our website, colonialfirststate.com.au

INTERNAL COLONIAL FIRST STATE ROLLOVER – 2

I would like to transfer funds from my existing Colonial First State account number

Cross (X) one box only

I would like to transfer the entire balance. I understand that doing this will close my existing account.

Please transfer exactly \$ to open this new account.

Please transfer the balance leaving exactly \$ in my above mentioned existing account.

Please leave the remaining funds invested in the following investment allocation:

If no investment allocation is indicated, we will leave the balance in your current weightings.

Transfer of insurance within Colonial First State accounts

Would you like to transfer your existing insurance cover (if applicable)? Yes No

Please note: If a selection is not made, insurance cover cannot be transferred at a later date. A new insurance application form will be required. If you are requesting an increase to your cover, you will need to complete the insurance application form in our FirstChoice Super products Insurance booklet. If you wish to transfer cover from an external superannuation fund (including Commonwealth Essential Super), you will need to complete the transfer of insurance cover form, available from our forms library on our website, colonialfirststate.com.au

8 INVESTMENT ALLOCATION

Please specify the percentage you wish to invest in each option. Total must equal 100%.

The minimum initial investment is \$1,500. The minimum regular investment plan amount is \$100 per month. **If no investment option, or an invalid option is selected, your investment will be delayed. Regular investment plans cannot be commenced until initial funds are received.**

Cross (X) this box if you would like to increase your regular investment plan amount in line with inflation (CPI) each year (or 3%, whichever is the greater).

Note: This is not available for employer or salary sacrifice contributions.

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
FIRSTCHOICE OPTIONS			
FirstChoice Wholesale Defensive	001	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Conservative	013	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Diversified	311	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Moderate	014	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Balanced	251	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Growth	015	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale High Growth	032	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Geared Growth Plus ³	240	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Fixed Interest	012	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Alternatives ^{1,2}	304	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Lower Volatility Australian Share	083	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Australian Share	016	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Australian Small Companies ⁴	071	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Global Share	017	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Global Share – Hedged	101	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Asian Share ⁴	202	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Emerging Markets ⁴	233	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Global Small Companies ³	077	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Property Securities ⁴	018	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Global Property Securities ⁴	204	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Global Infrastructure Securities ⁴	205	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Geared Australian Share ³	206	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Geared Global Share ³	046	<input type="text"/> %	<input type="text"/> %
FirstChoice Multi-Index Series			
FirstChoice Wholesale Multi-Index Conservative	005	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Multi-Index Diversified	008	<input type="text"/> %	<input type="text"/> %

Refer to page A14 for footnotes 1–6.

8 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
FirstChoice Wholesale Multi-Index Moderate	312	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Multi-Index Balanced	022	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Multi-Index Growth	099	<input type="text"/> %	<input type="text"/> %
FirstChoice Wholesale Multi-Index High Growth	034	<input type="text"/> %	<input type="text"/> %
COLONIAL FIRST STATE INDEX SINGLE SECTOR			
Colonial First State Wholesale Index Australian Bond	086	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Global Bond	344	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Australian Share	028	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Global Share	041	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Global Share – Hedged	095	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Property Securities ⁴	087	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Global Property Securities ⁴	250	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Index Global Listed Infrastructure Securities ⁴	359	<input type="text"/> %	<input type="text"/> %
OTHER OPTIONS			
Conservative			
AZ Sestante Wholesale Conservative	330	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Conservative	004	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Target Return Income ¹	047	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Conservative Growth	006	<input type="text"/> %	<input type="text"/> %
Moderate			
AZ Sestante Wholesale Diversified	331	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Balanced	007	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Diversified Growth	009	<input type="text"/> %	<input type="text"/> %
Growth			
AZ Sestante Wholesale Growth	332	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Diversified	021	<input type="text"/> %	<input type="text"/> %
Pendal Wholesale Active Balanced	030	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Balanced Growth	031	<input type="text"/> %	<input type="text"/> %
Diversified real return⁶			
Colonial First State Wholesale Multi-Asset Real Return	222	<input type="text"/> %	<input type="text"/> %
Schroder Wholesale Real Return	303	<input type="text"/> %	<input type="text"/> %
High growth			
Colonial First State Wholesale High Growth	033	<input type="text"/> %	<input type="text"/> %

Refer to page A14 for footnotes 1–6.

8 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
Lower volatility share			
Milliman Wholesale Managed Risk Multi-Index High Growth	317	<input type="text"/> %	<input type="text"/> %
Cash and deposits			
Colonial First State Wholesale Cash	011	<input type="text"/> %	<input type="text"/> %
FirstRate Wholesale Investment Deposit		<input type="text"/> %	
		Maturity date <input type="text"/> (mm/yyyy)	
FirstRate Wholesale Saver	800	<input type="text"/> %	<input type="text"/> %
FirstRate Wholesale Term Deposits⁵ – Please refer to page A13 for the options available			
Short duration fixed interest			
Colonial First State Wholesale Global Credit Income	078	<input type="text"/> %	<input type="text"/> %
Kapstream Wholesale Absolute Return Income	302	<input type="text"/> %	<input type="text"/> %
Macquarie Wholesale Income Opportunities	252	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Diversified Income	103	<input type="text"/> %	<input type="text"/> %
PM Capital Wholesale Enhanced Yield ⁴	091	<input type="text"/> %	<input type="text"/> %
Alternative income			
Acadian Wholesale Defensive Income ¹	236	<input type="text"/> %	<input type="text"/> %
Pendal Wholesale Monthly Income Plus	094	<input type="text"/> %	<input type="text"/> %
Diversified fixed interest			
Affirmative Wholesale Global Bond	337	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Diversified Fixed Interest	002	<input type="text"/> %	<input type="text"/> %
Franklin Templeton Wholesale Multisector Bond	313	<input type="text"/> %	<input type="text"/> %
PIMCO Wholesale Global Bond	276	<input type="text"/> %	<input type="text"/> %
Schroder Wholesale Absolute Return Income	079	<input type="text"/> %	<input type="text"/> %
UBS Wholesale Diversified Fixed Income	254	<input type="text"/> %	<input type="text"/> %
Australian fixed interest			
Aberdeen Wholesale Australian Fixed Income	003	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Australian Bond	084	<input type="text"/> %	<input type="text"/> %
Alternatives⁶			
Suggested to be no more than 20% of your portfolio			
Acadian Wholesale Diversified Alpha	345	<input type="text"/> %	<input type="text"/> %
Aspect Wholesale Diversified Futures ¹	261	<input type="text"/> %	<input type="text"/> %
Lower volatility share			
Acadian Wholesale Australian Managed Volatility Equity	343	<input type="text"/> %	<input type="text"/> %
Acadian Wholesale Global Managed Volatility Equity	277	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Equity Income	232	<input type="text"/> %	<input type="text"/> %

Refer to page A14 for footnotes 1-6.

8 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
Merlon Wholesale Australian Share Income	234	<input type="text"/> %	<input type="text"/> %
Milliman Wholesale Managed Risk Australian Share	315	<input type="text"/> %	<input type="text"/> %
Milliman Wholesale Managed Risk Global Share	316	<input type="text"/> %	<input type="text"/> %
State Street Wholesale Australian Equity	027	<input type="text"/> %	<input type="text"/> %
Australian share			
Acadian Wholesale Australian Equity	096	<input type="text"/> %	<input type="text"/> %
Antares Wholesale Elite Opportunities	073	<input type="text"/> %	<input type="text"/> %
Ausbil Wholesale Australian Active Equity	036	<input type="text"/> %	<input type="text"/> %
Bennelong Wholesale ex-20 Australian Equities	314	<input type="text"/> %	<input type="text"/> %
BlackRock Wholesale Scientific Australian Equity	025	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Concentrated Australian Share	088	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Imputation	024	<input type="text"/> %	<input type="text"/> %
Fidelity Wholesale Australian Equities	050	<input type="text"/> %	<input type="text"/> %
Investors Mutual Wholesale Australian Share	074	<input type="text"/> %	<input type="text"/> %
Ironbark Karara Wholesale Australian Share	092	<input type="text"/> %	<input type="text"/> %
Lazard Wholesale Select Australian Equity	069	<input type="text"/> %	<input type="text"/> %
Maple-Brown Abbott Wholesale Australian Share	037	<input type="text"/> %	<input type="text"/> %
Nikko AM Wholesale Australian Share Concentrated	068	<input type="text"/> %	<input type="text"/> %
Pendal Wholesale Australian Share	038	<input type="text"/> %	<input type="text"/> %
Perennial Value Wholesale Australian Share	075	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Australian Share	111	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Ethical SRI Share	324	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Industrial Share	026	<input type="text"/> %	<input type="text"/> %
Realindex Wholesale Australian Share	241	<input type="text"/> %	<input type="text"/> %
Schroder Wholesale Australian Equity	039	<input type="text"/> %	<input type="text"/> %
Solaris Wholesale Core Australian Equity	072	<input type="text"/> %	<input type="text"/> %
T. Rowe Price Wholesale Australian Equity	035	<input type="text"/> %	<input type="text"/> %
Australian share – small companies⁶		Suggested to be no more than 50% of your portfolio	
Ausbil Wholesale Australian Emerging Leaders	211	<input type="text"/> %	<input type="text"/> %
Celeste Wholesale Australian Small Companies	049	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Australian Small Companies	089	<input type="text"/> %	<input type="text"/> %

Refer to page A14 for footnotes 1–6.

8 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
Colonial First State Wholesale Developing Companies	080	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Future Leaders	081	<input type="text"/> %	<input type="text"/> %
OC Wholesale Premium Small Companies	318	<input type="text"/> %	<input type="text"/> %
Realindex Wholesale Australian Small Companies	242	<input type="text"/> %	<input type="text"/> %
Zurich Investments Wholesale Small Companies	335	<input type="text"/> %	<input type="text"/> %
Global share			
Acadian Wholesale Sustainable Global Equity	048	<input type="text"/> %	<input type="text"/> %
Altrinsic Wholesale Global Equity	076	<input type="text"/> %	<input type="text"/> %
Antipodes Wholesale Global ¹	259	<input type="text"/> %	<input type="text"/> %
Baillie Gifford Wholesale Long Term Global Growth	270	<input type="text"/> %	<input type="text"/> %
Grant Samuel Epoch Wholesale Global Equity Shareholder Yield	238	<input type="text"/> %	<input type="text"/> %
Magellan Wholesale Global Share	267	<input type="text"/> %	<input type="text"/> %
Magellan Wholesale Global Share – Hedged	326	<input type="text"/> %	<input type="text"/> %
MFS Wholesale Global Equity	063	<input type="text"/> %	<input type="text"/> %
Pendal Wholesale Core Global Share	043	<input type="text"/> %	<input type="text"/> %
Perpetual Wholesale Global Share	064	<input type="text"/> %	<input type="text"/> %
Platinum Wholesale International ¹	070	<input type="text"/> %	<input type="text"/> %
PM Capital Wholesale Global Companies ¹	100	<input type="text"/> %	<input type="text"/> %
Realindex Wholesale Global Share	243	<input type="text"/> %	<input type="text"/> %
Realindex Wholesale Global Share – Hedged	244	<input type="text"/> %	<input type="text"/> %
Stewart Investors Wholesale Worldwide Leaders	029	<input type="text"/> %	<input type="text"/> %
Stewart Investors Wholesale Worldwide Sustainability	197	<input type="text"/> %	<input type="text"/> %
T. Rowe Price Wholesale Global Equity	042	<input type="text"/> %	<input type="text"/> %
Global share – emerging markets⁶		Suggested to be no more than 50% of your portfolio	
Pendal Wholesale Global Emerging Market Opportunities	336	<input type="text"/> %	<input type="text"/> %
Platinum Wholesale Asia ¹	258	<input type="text"/> %	<input type="text"/> %
Realindex Wholesale Emerging Markets	263	<input type="text"/> %	<input type="text"/> %
Specialist share⁶		Suggested to be no more than 30% of your portfolio	
Acadian Wholesale Australian Equity Long Short ¹	097	<input type="text"/> %	<input type="text"/> %
Acadian Wholesale Global Equity Long Short ¹	203	<input type="text"/> %	<input type="text"/> %
Bennelong Kardinia Wholesale Absolute Return ¹	323	<input type="text"/> %	<input type="text"/> %

Refer to page A14 for footnotes 1-6.

8 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
Janus Henderson Wholesale Global Natural Resources	040	<input type="text"/> %	<input type="text"/> %
Australian property and infrastructure securities⁶		Suggested to be no more than 50% of your portfolio	
APN Wholesale AREIT	090	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Property Securities	065	<input type="text"/> %	<input type="text"/> %
Ironbark Wholesale Property Securities	044	<input type="text"/> %	<input type="text"/> %
Legg Mason Martin Currie Wholesale Real Income	235	<input type="text"/> %	<input type="text"/> %
Pendal Wholesale Property Investment	066	<input type="text"/> %	<input type="text"/> %
SG Hiscock Wholesale Property Securities	212	<input type="text"/> %	<input type="text"/> %
Global property and infrastructure securities⁶		Suggested to be no more than 50% of your portfolio	
AMP Capital Wholesale Global Property Securities	271	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Global Property Securities	093	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Global Listed Infrastructure Securities	226	<input type="text"/> %	<input type="text"/> %
Magellan Wholesale Infrastructure	325	<input type="text"/> %	<input type="text"/> %
Geared⁶		Suggested to be no more than 30% of your portfolio	
Acadian Wholesale Geared Australian Equity	082	<input type="text"/> %	<input type="text"/> %
Acadian Wholesale Geared Global Equity	207	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Geared Global Property Securities	208	<input type="text"/> %	<input type="text"/> %
Colonial First State Wholesale Geared Share	045	<input type="text"/> %	<input type="text"/> %
Term Deposits⁵			
<input type="checkbox"/> If you are rolling multiple funds into this account, please cross (X) this box if you wish to consolidate your contributions before commencing your term deposit. Funds will be held in FirstRate Wholesale Saver until all application monies are received.			
FirstRate Wholesale Term Deposit – 3 month	810	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 6 month	811	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 9 month	812	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 12 month	813	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 2 Year Monthly	400	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 2 Year Annual	403	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 3 Year Monthly	406	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 3 Year Annual	409	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 5 Year Monthly	418	<input type="text"/> %	

Refer to page A14 for footnotes 1-6.

8 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments	Regular investment plan (per month)
FirstRate Wholesale Term Deposit – 5 Year Annual	421	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 7 Year Monthly	424	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 7 Year Annual	427	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 10 Year Monthly	430	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 10 Year Annual	433	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 15 Year Monthly	436	<input type="text"/> %	
FirstRate Wholesale Term Deposit – 15 Year Annual	439	<input type="text"/> %	
TOTAL		<input type="text"/> 1 <input type="text"/> 0 <input type="text"/> 0%	<input type="text"/> 1 <input type="text"/> 0 <input type="text"/> 0%

1 This option has been identified as a 'complex' option which requires further disclosure and reporting prescribed by ASIC, as outlined on page 8 of the PDS. This information is provided in the Reference Guide – Complex Funds, available online at colonialfirststate.com.au/complex or by calling 13 13 36.

2 The trustee suggests that no more than 20% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

3 The trustee suggests that no more than 30% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

4 The trustee suggests that no more than 50% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

5 **Please note:** Term Deposits cannot be used for ongoing transactions.

6 The trustee suggests that your portfolio holds no more of its value in these investment categories than the maximum limit shown. See the Investment Options Menu for more information on diversifying your portfolio.

PART C – OTHER INFORMATION

9 AUTO-REBALANCING FACILITY

Please cross (X) the boxes below to indicate if you want your investment selection above to be applied to auto-rebalance your account (excluding FirstRate Wholesale Term Deposits and FirstRate Wholesale Investment Deposits). Before taking up this facility, refer to the Reference Guide.

Establish auto-rebalancing facility Please complete the frequency for your account. If you make no frequency selection, we will rebalance your portfolio annually. Frequency
Annually
Quarterly

10 INSURANCE

Important information regarding the insurance benefits available to you is outlined in the FirstChoice Super products Insurance booklet which is available online at www.colonialfirststate.com.au/firstchoiceinsurance Alternatively, your adviser can provide you with this booklet or you can call Investor Services on 13 13 36 and a copy will be provided to you free of charge. If you wish to apply for insurance cover, you must complete the insurance application form and personal statement which is provided in the booklet. To transfer insurance cover from your existing Colonial First State account, see **section 7** of this form.

11 ADVISER SERVICE FEE AND LICENSEE SERVICE FEE

If no option, more than one option, an invalid option or an option with an insufficient balance is nominated, we will deduct this fee from the more conservative option, as outlined on page A2. **Please note:** You should not nominate FirstRate Wholesale Term Deposits or FirstRate Wholesale Investment Deposits for deduction of any adviser service fees or licensee service fees (if applicable), as that will create early withdrawals.

ADVISER SERVICE FEE – ONGOING FEE

Complete this section only if you have agreed with your financial adviser to have an **ongoing** adviser service fee deducted. Refer to the PDS, page 36, for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A8 to A14)

Ongoing adviser service fee

Select **ONE** option only

% of account balance % per annum

OR

\$ amount \$ per month

OR

Combination of above % per annum AND \$ per month

Cross (X) this box if you would like to increase your set dollar amount by a percentage based on the CPI (or 3%, whichever is greater) each year.

ADVISER SERVICE FEE – ONE-OFF FEE

Complete this section only if you have agreed with your financial adviser to have a **one-off** adviser service fee deducted. Refer to the PDS, page 37, for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A8 to A14)

OR

Deduct as per investment weighting at time of deduction.

Please note: If you have FirstRate Wholesale Term Deposits or FirstRate Wholesale Investment Deposits, choosing this option will create early withdrawals.

One-off adviser service fee

\$

11 ADVISER SERVICE FEE AND LICENSEE SERVICE FEE (CONTINUED)

LICENSEE SERVICE FEE – ONGOING FEE

Complete this section only if you have agreed with your financial adviser to have an ongoing licensee service fee deducted. Refer to the PDS, page 36, for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A8 to A14)

Please note: This investment option **MUST** be the same as any ongoing adviser service fee.

Ongoing licensee service fee

Select **ONE** option only

% of account balance % per annum

OR

\$ amount \$ per month

OR

Combination of above % per annum AND \$ per month

Cross (X) this box if you would like to increase your set dollar amount by a percentage based on the CPI (or 3%, whichever is greater) each year.

ADVISER ONLINE TRANSACTION AUTHORITY

Please nominate the accounts to which the authority should be applied

All accounts I hold with Colonial First State

OR

Only the following accounts (if this account now being applied for, write 'this account')

12 PORTFOLIO REBATE

Select the investment option for which any portfolio rebate that may be applicable is to be credited. Indicate one option only.

Option **CODE** (refer to pages A8 to A14)

If no option or more than one option or an invalid option is nominated, we will credit this rebate to the more conservative option, as outlined on page A2.

13 DECLARATION AND SIGNATURE**About your application**

You acknowledge that if your application to become a member is accepted, your membership will be subject to the terms of the trust deed.

By applying for FirstChoice Wholesale Personal Super, you:

- confirm that you have received and read the FirstChoice Wholesale Personal Super Product Disclosure Statement and have been given access to all statements and information that are incorporated by reference (together referred to below as ‘the PDS’)
- confirm that you have accepted this offer in Australia
- confirm that you have received the PDS personally or electronically and it was included with or accompanied by this application form
- declare that your application is true and correct
- declare that you have legal power to invest
- agree that if you have not chosen an investment option or an investment option you have chosen is suspended, restricted or unavailable, Colonial First State may reject your investment or your investment will be delayed
- agree that future investments will be made in line with the most recent transaction (excluding FirstRate Wholesale Term Deposits, FirstRate Wholesale Investment Deposits and/or regular investment plans) unless you tell us otherwise
- confirm that by investing (and remaining invested) with Colonial First State, you consent to the collection, use and disclosure of personal information as set out in the PDS and the Group’s Privacy Policy available at www.commbank.com.au
- understand that investments in FirstChoice Wholesale Personal Super are not investments, deposits or other liabilities of Commonwealth Bank of Australia or its subsidiaries and are subject to investment and other risks, including possible delays in repayment and the loss of income and principal invested
- understand that neither Colonial First State nor Commonwealth Bank of Australia or its subsidiaries guarantee the repayment of capital, performance or any particular rate of return from FirstChoice Wholesale Personal Super
- agree that you will tell us if your employment status changes. In particular, you acknowledge that if you are age 65 or over you must meet the work test to make contributions to super.

- Agree that by providing your Tax File Number (TFN), you consent to its use and disclosure as set out in the PDS. This includes to use your TFN to:
 - search the ATO’s SuperMatch program for your other super accounts
 - seek more information from other super funds about the accounts found.

About your financial adviser

- You confirm that the adviser service fee and/or licensee service fee (if applicable) agreed with your adviser is:
 - only for financial advice provided to you
 - only for financial advice in relation to your investment in FirstChoice Wholesale Personal Super, and
 - in your belief, a reasonable amount for the financial advice provided.
- You understand and agree that Colonial First State may decline a request to pay this adviser service fee and/or licensee service fee in order to comply with its obligations under superannuation law, and that it may be an offence

including an illegal early release of super scheme if the above confirmation is not true and correct.

- You agree that your adviser will receive the payments specified in this application form via the sale of units from your investment, and you consent to Colonial First State deducting and paying the adviser service fee and/or licensee service fee to your adviser as specified in section 11 of the application form through their dealer group (licensee).

Direct Debit Request Authorisation

- You authorise Colonial First State Investments Limited (User ID 011802) to arrange for funds to be debited from the nominated bank account you nominated in this application form and in accordance with the Bulk Electronic Clearing System (BECS).
- You confirm you have read the ‘Direct debit customer service agreement’ provided in this PDS (page A2) and you agree with its terms and conditions.
- You request this arrangement to remain in force in accordance with details set out in section 7, and in compliance with the ‘Direct debit customer service agreement’.

Investments in FirstChoice Wholesale Personal Super USI FSF0511AU (referred to as ‘FirstChoice Wholesale’ or ‘the fund’) are offered from the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557 by Colonial First State Investments Limited ABN 98 002 348 352 AFS Licence 232468.

**Conditions for authorising an adviser to transact on your behalf
Adviser Online Transaction Authority**

By signing this authority, you authorise the named adviser, and any person authorised by that adviser (authorised delegate), to have details of your investments for each Colonial First State account(s) identified in section 11 and to perform the following activities on your account (via your pre-nominated bank account) using online facilities such as FirstNet Adviser and FirstNet e-Post (if available) on your behalf personally (unless you tell us otherwise):

- make an additional investment, set up or modify a regular investment plan (including modifying the adviser fees as agreed by you and your adviser from time to time), switch between investment options and modify account details (excluding bank account details)
- modify investment selection and frequency (including auto-rebalancing and elections in relation to managed accounts)
- withdraw an investment
- make superannuation and pension withdrawals (excluding transfers and rollovers)
- transact on FirstRate Wholesale products (including managing maturity instructions).

By signing this authority you acknowledge:

- The adviser remains authorised, even if this adviser transfers to a new dealer group (with the current dealer’s release) without notice to you.
- If the dealer group’s Australian Financial Services Licence is suspended or cancelled by ASIC, we have the discretion to switch off the adviser authority.
- We can refuse to accept an authority, permit a person to transact or carry out a transaction.
- We will process transactions under this authority until we receive a signed notification, from you, amending or revoking this authority.
- This authority continues until the second business day after we receive written notice from you of cancellation of authority.

13 DECLARATION AND SIGNATURE (CONTINUED)

- You agree to release, discharge and indemnify us from and against any liability, cost or loss that is incurred by us or you as a result of our acting on this authority except if we have acted fraudulently or have wilfully defaulted in our obligations to you.
- Use of Colonial First State's online facilities is subject to specific terms and conditions (including e-Post declarations and FirstNet Adviser terms and conditions). These are available on each respective internet site. At our complete discretion, we can refuse access or suspend access to Colonial First State's online facilities.
- We can cancel or vary these conditions by giving you not less than seven (7) days prior written notice.
- As the adviser may delegate this authority, you should carefully consider the implications of giving this authority.
- The adviser and the authorised delegate will be authorised to carry out these activities using Colonial First State's online facilities only.
- We will not accept or be on notice of any restrictions on their authority and therefore all instructions provided by your adviser and/or their delegate under this authority will be taken to be authorised by you. Depending on your arrangements with your adviser, it is possible your adviser may provide an instruction to us without notice to you.
- Investments and withdrawals can only be made to and from a bank account pre-nominated by you.

Please note:

- By providing this authority to your adviser, you will also be automatically updated to full transaction access on your account via FirstNet, if you do not already have this level of access.

PLEASE NOTE THAT BY APPOINTING AN ADVISER TO TRANSACT ON YOUR BEHALF, YOU ARE GIVING THAT ADVISER, AND ANY PERSON ACTING ON BEHALF OF THE ADVISER, AUTHORITY TO TRANSACT AND MODIFY DETAILS ON YOUR ACCOUNT(S), UNTIL WE RECEIVE A VALID WRITTEN NOTIFICATION, SIGNED BY YOU, AMENDING OR REVOKING THIS AUTHORITY. FOR ONLINE ADVISER TRANSACTION AUTHORITY TO BE APPLIED, THE ADVISER ONLINE TRANSACTION AUTHORITY IN SECTION 1.1 MUST BE COMPLETED.

Original signature of member

Print name

Date signed

 (dd/mm/yyyy)

- If this application is signed under Power of Attorney, the Attorney declares that he/she has not received notice of revocation of that power (a certified copy of the Power of Attorney should be submitted with this application unless we have already sighted it). The Attorney will also need to complete a power of attorney identification form (to enable us to establish the identity of the Attorney) which can be obtained from our forms library at colonialfirststate.com.au or by phoning Investor Services on 13 13 36.

Please send the completed form to:

Colonial First State

Reply Paid 27, Sydney NSW 2001

or via the secure online system (e-Post) with FirstNet Investor and FirstNet Adviser

PART E – ADVISER DETAILS

Adviser name

Contact phone number

Dealer ID

Adviser ID

Are you a discount broker?

Yes No

Dealer/Adviser stamp (if applicable)

By providing your (adviser) details you certify that you are appropriately authorised to provide financial services in relation to this product and that you have read and understood the Dealer Terms and Conditions applicable to your dealer group.

Additional comments/instructions

ADVISER SERVICE FEE AND LICENSEE SERVICE FEE

By providing your (adviser) details you confirm that the adviser service fee and licensee service fee (if applicable) agreed with the member is:

- only for financial advice provided to the member
- only for financial advice in relation to the member's investment in FirstChoice Wholesale Personal Super, and
- of a reasonable amount for the financial advice provided.

And you acknowledge that:

- to your knowledge, no part of the adviser service fee and licensee service fee (if applicable) has been calculated on or by reference to any money borrowed after 1 July 2013, used or to be used by the member to invest in this product or any other financial product
- Colonial First State has the discretion to decline a request to pay this adviser service fee and licensee service fee (if applicable) in order to comply with its obligations under financial services law, and
- it may be an offence including an illegal early release of super scheme if the above confirmation is not true and correct.

If the adviser service fee and licensee service fee (if applicable) is a large percentage of the application proceeds or of an unusually high amount, please provide reasons:

This page has been left blank intentionally.

Application form checklist – FirstChoice Wholesale Pension accounts only

Complete
pages
A23–A40

If you wish to open a FirstChoice Wholesale Personal Super account, please go to the FirstChoice Wholesale Personal Super application form checklist on page A1.

Send your completed application form and cheque (if required) to:

Colonial First State, Reply Paid 27, Sydney NSW 2001 or via the secure online system (e-Post) with FirstNet Investor and FirstNet Adviser

Which forms should you complete?

How can you ...	Application Form (page A23)	Tax File Number Declaration (page A45) ¹	Consolidate my super (page A57)	Non-lapsing Death Benefit Nomination (page A53)
Use your super benefits from FirstChoice Wholesale Personal Super to receive payments through FirstChoice Wholesale Pension	●	●		
Transfer other funds into FirstChoice Wholesale Pension ²	●	●	●	
Use the SuperFirst Transfer Facility	●	●	●	
Make a non-lapsing death benefit nomination	●			●

FirstChoice Wholesale Pension application form (refer to page A23)

To ensure that we are able to process your application quickly and efficiently, please check that you have completed the following steps:

Step 1 – Part A	Your details – Complete sections 1–2
Investor details	Provide your full name, date of birth, occupation, industry, contact details and Tax File Number.
Eligibility to commence a pension	Use this section to indicate the type of benefit you are eligible to receive. Please read the Reference Guide for more information on when you can be paid a pension.
Step 2 – Part B	Your investment – Complete sections 3–5
In specie transfer	Complete this section if you are transferring from an eligible FirstChoice super or pension product and you want the transfer to be processed on an in specie or 'like for like' basis.
Eligible FirstChoice Accounts	
From Account	→ To Account
FirstChoice Personal Super	→ FirstChoice Wholesale Pension
FirstChoice Wholesale Personal Super	→ FirstChoice Wholesale Pension
FirstChoice Pension	→ FirstChoice Wholesale Pension
FirstChoice Wholesale Pension	→ FirstChoice Wholesale Pension
Please note: In specie transfers are not available for pre-retirement pensions.	
Existing FirstChoice Wholesale Personal Super and Pension investors	Complete this section if you are an existing FirstChoice Wholesale Personal Super or FirstChoice Wholesale Pension investor and you wish to use your super benefits or pension to receive payments through FirstChoice Wholesale Pension.
Rollover details	Provide details of your rollover. Please contact Investor Services on 13 13 36 or speak with your adviser if you require further information.
Investment allocation and pension payment order	Complete your investment allocation details including: <ul style="list-style-type: none"> the option(s) you wish to invest in the percentage to be attributed to each option pension payment order or percentage. Please note: please refer to pages A33 to A35 for pre-retirement options.

1 Instructions for completing this declaration are on pages A47 and A48. **Please note:** You only need to complete this declaration if you are under age 60.

2 Your pension will be established when we have received a completed application form, all application monies and any other details that we require. Prior to the issue of your pension, your fund(s) will be held in a trust account for 30 days. Any interest on the application monies may be retained by us. Alternatively, you can amalgamate your external investments by using the SuperFirst Transfer Facility as detailed on page 2 and in the Reference Guide.

Step 3 – Part C SuperFirst Transfer Facility details – Complete sections 6–9

Please note: You only need to complete this section if you wish to consolidate external super investments, add additional contributions and/or charge an adviser service fee in your super account. Refer to page 2 and the Reference Guide for further details before commencing your pension.

Employment details	Indicate your employment status and complete the other applicable sections.
Payment details	Indicate your method of payment. If investing by direct debit, please complete your bank details in section 11. If investing by rollover, please complete the consolidate my super form on page A57. If investing via cheque, please cross your cheque 'Not Negotiable' and make payable to: 'FirstChoice Wholesale Personal Super, <Investor name>'.
Establishment of FirstChoice Wholesale Pension	Indicate the timing for your pension to begin.
Contribution/Rollover details	<p>Provide details of your contribution and/or rollover. If you are making a personal contribution and intend to claim a personal tax deduction, you must provide us with a completed notice of intent to claim or vary a deduction for personal super contributions form, available in the forms library on our website, colonialfirststate.com.au, or from the ATO.</p> <p>You must have already notified the trustee of your super fund and received an acknowledgement from the trustee before applying for a pension. You will not be able to lodge this request once you have commenced a pension.</p> <p>Please note: If you are making a Downsizer contribution, you will need to provide us with a Downsizer contribution into superannuation form (available from the ATO). You must give your signed and dated election form to us either with the contribution or before it is made. It is not valid if the contribution is already made.</p> <p>Please note: If you are making a CGT contribution, you will need to provide us with a CGT cap election form (available from the ATO). If you don't provide us with the form, we must treat the contribution as a non-concessional contribution and it will count towards your non-concessional contributions cap.</p> <p>If you are making a personal injury payment, you will need to provide us with a contribution for personal injury form (available from the ATO). If you don't provide us with this form, we must treat the contribution as a non-concessional contribution.</p> <p>Downsizer, CGT, Personal Injury and Rollovers from Self Managed Super Funds (SMSF) cannot be sent via EFT or BPay. We can only accept a cheque or direct debit a bank account for these types of payments. SMSF rollovers must supply a rollover benefit statement.</p> <p>Please contact Investor Services on 13 13 36 or speak with your adviser if you require further information.</p>

Step 4 – Parts D, E and F Your payment details, other information and declaration – Complete sections 10–17

Pension payment details	Indicate the frequency and amount of your pension payment. If the bank account details you have supplied in section 11 are invalid, after making reasonable attempts to contact you, we will change your pension payments to annual payments (paid on 25 June) and provide you with a cheque.
Bank account details	Provide your bank account details.
Beneficiary details	Complete any beneficiary details.
Portfolio rebate	Select the investment option to which any portfolio rebate that may be applicable is to be credited. Refer to the PDS, page 37 to see if you are eligible and for further details on the portfolio rebate.
Auto-rebalancing facility	This facility allows you to rebalance the percentage amounts across each of your investment options, back in line with your preferred investment strategy. Please refer to the Reference Guide for further details of this facility.
Online services	You are automatically provided with access to online services. Do not cross the box if you want online access.
Adviser service fee/Licensee service fee (if applicable)	You only need to complete this section if you have agreed with your financial adviser to have an ongoing and/or one-off adviser service fee and licensee service fee (if applicable) deducted from your investment.
Declaration and signature	<p>Sign the declaration. If you are signing under a Power of Attorney, please comply with the following:</p> <ul style="list-style-type: none"> • Attach a certified copy of the Power of Attorney document. • Each page of the Power of Attorney document must be certified by a Justice of the Peace, Notary Public or Solicitor. • Should the Power of Attorney document NOT contain a sample of the Attorney's signature, please also supply a certified copy of the identification documents for the Attorney, containing a sample of their signature, eg Driver's Licence, Passport, etc. • The Attorney will also need to complete a power of attorney identification form (to enable us to establish the identity of the Attorney), which can be obtained from our forms library at colonialfirststate.com.au or by phoning Investor Services on 13 13 36.

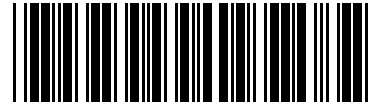
Step 5 Identification and verification

You or your adviser **must** also complete the identification and verification form on page A45 so that we can establish your identity or the identity of other people associated with your account.

Default order for deduction of fees and portfolio rebates

Please note: Where amounts are to be deducted from or credited to your investment; for example, adviser service fees and licensee service fees (if applicable), pension payments or portfolio rebates, and no option or an invalid option or invalid pension payment order has been nominated by you, a default order exists. Generally, the default order draws from or credits to your more conservative option, as determined by us. Special rules may apply where you hold FirstRate Wholesale Term Deposit or FirstRate Wholesale Investment Deposit options. Please call Investor Services on 13 13 36 should you require further information.

FirstChoice Wholesale Pension Application Form



22 October 2018

SAVE FORM

PRINT FORM

A FirstChoice Wholesale Pension account will only be established on receipt of this completed application form and any documents required to be attached, issued together with the PDS dated 22 October 2018. You should read all parts of the current PDS before applying. Refer to pages A21 to A22 for instructions on how to complete this form. Please phone Colonial First State Investor Services on 13 13 36 with any enquiries.

Please complete this form using BLACK INK and print well within the boxes in CAPITAL LETTERS. Mark appropriate answer boxes with a cross like the following . Start at the left of each answer space and leave a gap between words.

Fields marked with an asterisk (*) must be completed for the purposes of anti-money laundering laws.

PART A – YOUR DETAILS

1 INVESTOR DETAILS

Title Mr Mrs Miss Ms Other Gender Male Female

Full given name(s)*

Surname*

Date of birth* (dd/mm/yyyy) Tax File Number
We are unable to open your pension account unless you provide us with your TFN. If you are under age 60, please also complete the Tax File Number declaration on page A45

Are you a permanent resident of Australia? Yes No
If you have an existing product with Colonial First State, it is possible that you may have already provided us with your tax file number (TFN). If you tick the box marked "Yes", you are providing your authority for us to search our records and use any existing TFN information that you have already provided us for this application. Yes – please use my existing TFN information for this application

Your main country of residence, if not Australia*

If you are not an Australian resident, what is the country of residence for tax purposes?

Occupation* (If retired, state RETIRED)

Residential address (PO Box is NOT acceptable)*
Unit number Street number Street name
Suburb State Postcode
Country

Postal address (if different to above)
Unit number Street number PO Box Street name
Suburb State Postcode
Country

Work phone number Home phone number Mobile phone number

Email address

Why we ask for your email address and mobile number
• By providing your email, you are consenting to receive communications, including statements, e-IQ newsletters, promotions, significant event notices and other important information to your email address.
• By providing your mobile number, you are consenting to its use for security validations. This will allow you to access communications such as your statement via email.
You are able to change your contact preferences at any time.

2 ELIGIBILITY TO COMMENCE A PENSION

What type of pension or benefit would you like to apply for?

Please cross (X) the box that applies to your circumstances:

- pre-retirement pension – I am aged between my preservation age and age 64 but have not permanently retired – I note my preservation components will be applied to my pre-retirement pension(s) (unless you tell us otherwise) in the following order: unrestricted non-preserved; restricted non-preserved; preserved.¹
- retirement benefit – I am aged between my preservation age and age 64 and have permanently retired and do not intend to be gainfully employed again for 10 hours or more per week.¹
- retirement benefit – I am aged 60 to 64 and have ceased a gainful employment arrangement since turning age 60.
- retirement benefit – I am aged 65 or older.
- non-preserved cash benefit – I am commencing a pension with my unrestricted non-preserved benefits.
- non-preserved cash benefit – I am commencing a pension with my restricted non-preserved benefits only and have terminated my employment with an employer who has contributed to this fund.

Please note: In order to receive any of the above pensions or benefits you must be an Australian or New Zealand citizen, permanent resident in Australia or hold a 405 or 410 retirement visa and you must meet the relevant criteria for that pension or benefit.

OR

- total and permanent disability benefit – I am permanently incapacitated.²
- terminal illness benefit – I have a terminal medical condition.²
- death benefit – I am the beneficiary of a deceased member's death benefit.

Please note: In order to receive any of the above benefits, you must meet the relevant criteria for that benefit.

Please be aware that you may incur adverse taxation consequences and penalties if you make a false declaration in relation to whether you are entitled to receive a super benefit. If you are a temporary resident, we may also be required to pay your account balance to the ATO. Please refer to the PDS and Reference Guide for more information on the terms above and when you can be paid your pension.

PART B – YOUR INVESTMENT

3 IN SPECIE TRANSFER (FROM ELIGIBLE FIRSTCHOICE PRODUCTS)

Only complete this section if you are transferring funds from eligible FirstChoice products (as outlined in the table on page A21) and you want the transfer to be processed on an in specie or 'like for like' basis.

Cross (X) **one** of the options below (**Please note:** if no selection is made, we will invest funds as per **section 5**):

Note: Like for like transfer is not available if you are applying for a Pre-Retirement Pension Account.

- Invest all funds as per the allocation in **section 5**

OR

Eligible internal FirstChoice accounts ONLY:

Like for like transfer of all funds; no changes to current allocations

OR

Internal accounts WITH external money:

Like for like transfer of internal funds, and all **external funds** will be allocated to the allocation **as per the internal accounts** (This includes creating new term deposits where a term deposit is already held. Do not complete section 5 and Part C – SuperFirst Transfer Facility.)

OR

- All **external funds** to be **invested as per section 5**.

Like for like transfer of internal funds.

(Part C – SuperFirst Transfer Facility needs to be completed. A day two switch will be performed on the external money only.)

If you have any additional investment allocation instructions, please provide details below.

1 Your preservation age depends on your date of birth. Refer to the section 'When can you be paid your super' on page 2 of the Reference Guide for further details.

2 You may be required to supply medical evidence to satisfy this criteria.

4 ROLLOVER DETAILS

INTERNAL ROLLOVER 1

Complete this section to use your existing super benefits or pension to receive payments through FirstChoice Wholesale Pension.

I would like to use funds from my existing account number

Cross (X) one box only

- I would like to roll over the entire balance. I understand that doing this will close my existing account.
- Leave minimum balance required to keep account open.
- Please use exactly \$ to open this new account.
- Please use the balance leaving exactly \$ in my above mentioned existing account.

I would like the remaining funds invested in the following investment allocation:

If no investment allocation is indicated, we will leave the balance in your current weightings.

INTERNAL ROLLOVER 2

Complete this section to use your existing super benefits or pension to receive payments through FirstChoice Wholesale Pension.

I would like to use funds from my existing account number

Cross (X) one box only

- I would like to roll over the entire balance. I understand that doing this will close my existing account.
- Leave minimum balance required to keep account open.
- Please use exactly \$ to open this new account.
- Please use the balance leaving exactly \$ in my above mentioned existing account.

I would like the remaining funds invested in the following investment allocation:

If no investment allocation is indicated, we will leave the balance in your current weightings.

EXTERNAL ROLLOVERS

Please indicate below the amount of any external rollovers. Please ensure that your previous super funds have been instructed to roll over your funds or if you would like us to initiate this rollover on your behalf, please complete the consolidate my super form on page A57.

External rollover provider

Approx. amount

\$

\$

\$

\$

\$

\$

\$

\$

\$

\$

Please note: If you are using the SuperFirst Transfer Facility, please complete Part C.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER

Please specify the **percentage** you wish to invest in each option. Total must equal 100%.

INVESTMENT SELECTION

- If you are applying for a Retirement account, please select the **Retirement Pension Options** from pages A26 to A32.
- If you are applying for a Pre-Retirement account, please select **Pre-retirement Pension Options** from pages A33 to A35.

Please select your investment options by selecting the **percentage** (total must be 100%) you would like allocated to each option. The minimum initial investment is \$20,000. **If no investment options are nominated, we will allocate the amount and pension payments to the Colonial First State Wholesale Cash option.**

Please also indicate the order or percentage of investment options from which you would like to draw down your pension payments. **If you do not specify an order or you provide an invalid or incomplete instruction, we will use the order as outlined on page A22.**

If you specify an order, please number all investment options you have selected.

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
FIRSTCHOICE OPTIONS					
FirstChoice Wholesale Defensive	001	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Conservative	013	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Diversified	311	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Moderate	014	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Balanced	251	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Growth	015	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale High Growth	032	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Geared Growth Plus ³	240	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Fixed Interest	012	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Alternatives ^{1,2}	304	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Lower Volatility Australian Share	083	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Australian Share	016	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Australian Small Companies ⁴	071	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Global Share	017	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Global Share – Hedged	101	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Asian Share ⁴	202	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Emerging Markets ⁴	233	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Global Small Companies ³	077	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Property Securities ⁴	018	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Global Property Securities ⁴	204	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Global Infrastructure Securities ⁴	205	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Geared Australian Share ³	206	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Geared Global Share ³	046	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Multi-Index Series					
FirstChoice Wholesale Multi-Index Conservative	005	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A32 for footnotes 1-5.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
FirstChoice Wholesale Multi-Index Diversified	008	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Multi-Index Moderate	312	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Multi-Index Balanced	022	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Multi-Index Growth	099	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale Multi-Index High Growth	034	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
COLONIAL FIRST STATE INDEX SINGLE SECTOR					
Colonial First State Wholesale Index Australian Bond	086	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Global Bond	344	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Australian Share	028	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Global Share	041	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Global Share – Hedged	095	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Property Securities ⁴	087	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Global Property Securities ⁴	250	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Index Global Listed Infrastructure Securities ⁴	359	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
OTHER OPTIONS					
Conservative					
AZ Sestante Wholesale Conservative	330	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Conservative	004	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Target Return Income ¹	047	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Conservative Growth	006	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Moderate					
AZ Sestante Wholesale Diversified	331	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Balanced	007	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Diversified Growth	009	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Growth					
AZ Sestante Wholesale Growth	332	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Diversified	021	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale Active Balanced	030	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Balanced Growth	031	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Diversified real return⁵					
Colonial First State Wholesale Multi-Asset Real Return	222	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Suggested to be no more than 70% of your portfolio

Refer to page A32 for footnotes 1-5.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
Schroder Wholesale Real Return	303	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
High growth					
Colonial First State Wholesale High Growth	033	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Lower volatility share					
Milliman Wholesale Managed Risk Multi-Index High Growth	317	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Cash and deposits					
Please note: Pension payments from FirstRate Wholesale Term Deposit and FirstRate Wholesale Investment Deposit options are early withdrawals, refer to the Reference Guide – FirstChoice Super and Pension products. You should consider using other investment options in your account for pension payments.					
Colonial First State Wholesale Cash	011	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Investment Deposit		<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Saver	800	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposits – Please refer to page A31 for the options available					
Short duration fixed interest					
Colonial First State Wholesale Global Credit Income	078	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Kapstream Wholesale Absolute Return Income	302	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Macquarie Wholesale Income Opportunities	252	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Diversified Income	103	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
PM Capital Wholesale Enhanced Yield ¹	091	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Alternative income					
Acadian Wholesale Defensive Income ¹	236	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale Monthly Income Plus	094	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Diversified fixed interest					
Affirmative Wholesale Global Bond	337	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Diversified Fixed Interest	002	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Franklin Templeton Wholesale Multisector Bond	313	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
PIMCO Wholesale Global Bond	276	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Schroder Wholesale Absolute Return Income	079	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
UBS Wholesale Diversified Fixed Income	254	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian fixed interest					
Aberdeen Wholesale Australian Fixed Income	003	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Australian Bond	084	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A32 for footnotes 1-5.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
Alternatives⁵					
Suggested to be no more than 20% of your portfolio					
Acadian Wholesale Diversified Alpha	345	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Aspect Wholesale Diversified Futures ¹	261	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Lower volatility share					
Acadian Wholesale Australian Managed Volatility Equity	343	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Acadian Wholesale Global Managed Volatility Equity	277	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Equity Income	232	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Merlon Wholesale Australian Share Income	234	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Milliman Wholesale Managed Risk Australian Share	315	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Milliman Wholesale Managed Risk Global Share	316	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
State Street Wholesale Australian Equity	027	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian share					
Acadian Wholesale Australian Equity	096	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Antares Wholesale Elite Opportunities	073	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Ausbil Wholesale Australian Active Equity	036	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Bennelong Wholesale ex-20 Australian Equities	314	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
BlackRock Wholesale Scientific Australian Equity	025	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Concentrated Australian Share	088	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Imputation	024	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Fidelity Wholesale Australian Equities	050	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Investors Mutual Wholesale Australian Share	074	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Ironbark Karara Wholesale Australian Share	092	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Lazard Wholesale Select Australian Equity	069	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Maple-Brown Abbott Wholesale Australian Share	037	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Nikko AM Wholesale Australian Share Concentrated	068	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale Australian Share	038	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perennial Value Wholesale Australian Share	075	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Australian Share	111	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Ethical SRI Share	324	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Industrial Share	026	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A32 for footnotes 1-5.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
Realindex Wholesale Australian Share	241	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Schroder Wholesale Australian Equity	039	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Solaris Wholesale Core Australian Equity	072	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
T. Rowe Price Wholesale Australian Equity	035	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian share – small companies⁵	Suggested to be no more than 50% of your portfolio				
Ausbil Wholesale Australian Emerging Leaders	211	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Celeste Wholesale Australian Small Companies	049	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Australian Small Companies	089	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Developing Companies	080	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Future Leaders	081	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
OC Wholesale Premium Small Companies	318	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Realindex Wholesale Australian Small Companies	242	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Zurich Investments Wholesale Small Companies	335	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Global share					
Acadian Wholesale Sustainable Global Equity	048	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Altrinsic Wholesale Global Equity	076	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Antipodes Wholesale Global ¹	259	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Baillie Gifford Wholesale Long Term Global Growth	270	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Grant Samuel Epoch Wholesale Global Equity Shareholder Yield	238	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Magellan Wholesale Global Share	267	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Magellan Wholesale Global Share – Hedged	326	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
MFS Wholesale Global Equity	063	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale Core Global Share	043	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale Global Share	064	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Platinum Wholesale International ¹	070	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
PM Capital Wholesale Global Companies ¹	100	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Realindex Wholesale Global Share	243	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Realindex Wholesale Global Share – Hedged	244	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Stewart Investors Wholesale Worldwide Leaders	029	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A32 for footnotes 1-5.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
Stewart Investors Wholesale Worldwide Sustainability	197	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
T. Rowe Price Wholesale Global Equity	042	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Global share – emerging markets⁵	Suggested to be no more than 50% of your portfolio				
Pendal Wholesale Global Emerging Market Opportunities	336	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Platinum Wholesale Asia ¹	258	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Realindex Wholesale Emerging Markets	263	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Specialist share⁵	Suggested to be no more than 30% of your portfolio				
Acadian Wholesale Australian Equity Long Short ¹	097	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Acadian Wholesale Global Equity Long Short ¹	203	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Bennelong Kardinia Wholesale Absolute Return ¹	323	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Janus Henderson Wholesale Global Natural Resources	040	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian property and infrastructure securities⁵	Suggested to be no more than 50% of your portfolio				
APN Wholesale AREIT	090	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Property Securities	065	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Ironbark Wholesale Property Securities	044	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Legg Mason Martin Currie Wholesale Real Income	235	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale Property Investment	066	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
SG Hiscock Wholesale Property Securities	212	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Global property and infrastructure securities⁵	Suggested to be no more than 50% of your portfolio				
AMP Capital Wholesale Global Property Securities	271	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Global Property Securities	093	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Global Listed Infrastructure Securities	226	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Magellan Wholesale Infrastructure	325	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Geared⁵	Suggested to be no more than 30% of your portfolio				
Acadian Wholesale Geared Australian Equity	082	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Acadian Wholesale Geared Global Equity	207	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Geared Global Property Securities	208	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale Geared Share	045	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Term Deposits					
FirstRate Wholesale Term Deposit – 3 month	810	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 6 month	811	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A32 for footnotes 1-5.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

RETIREMENT PENSION OPTIONS (FOR PRE-RETIREMENT (TTR) INVESTMENT OPTIONS – PLEASE REFER TO PAGES A33 TO A35)

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
FirstRate Wholesale Term Deposit – 9 month	812	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 12 month	813	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 2 Year Monthly	400	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 2 Year Annual	403	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 2 Year Compound	405	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 3 Year Monthly	406	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 3 Year Annual	409	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 3 Year Compound	411	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 5 Year Monthly	418	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 5 Year Annual	421	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 5 Year Compound	423	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 7 Year Monthly	424	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 7 Year Annual	427	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 7 Year Compound	429	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 10 Year Monthly	430	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 10 Year Annual	433	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 10 Year Compound	435	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 15 Year Monthly	436	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 15 Year Annual	439	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale Term Deposit – 15 Year Compound	441	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
TOTAL		1 0 0 %			1 0 0 %

1 This option has been identified as a 'complex' option which requires further disclosure and reporting prescribed by ASIC, as outlined on page 8 of the PDS. This information is provided in the Reference Guide – Complex Funds, available online at colonialfirststate.com.au/complex or by calling 13 13 36.

2 The trustee suggests that no more than 20% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

3 The trustee suggests that no more than 30% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

4 The trustee suggests that no more than 50% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

5 The trustee suggests that your portfolio holds no more of its value in these investment categories than the maximum limit shown. See the Investment Options Menu for more information on diversifying your portfolio.

5 INVESTMENT ALLOCATION AND PENSION PAYMENT ORDER (CONTINUED)

PRE-RETIREMENT PENSION OPTIONS

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
FIRSTCHOICE OPTIONS					
FirstChoice Wholesale TTR Defensive	901	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Conservative	902	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Diversified	903	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Moderate	904	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Balanced	905	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Growth	906	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR High Growth	907	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Fixed Interest	908	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Alternatives ^{1,2}	909	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Australian Share	910	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Australian Small Companies ³	911	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Global Share	912	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Emerging Markets ³	913	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Property Securities ³	914	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Multi-Index Series					
FirstChoice Wholesale TTR Multi-Index Conservative	915	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Multi-Index Diversified	916	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Multi-Index Moderate	917	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Multi-Index Balanced	918	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Multi-Index Growth	919	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstChoice Wholesale TTR Multi-Index High Growth	920	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Index Single Sector					
Colonial First State Wholesale TTR Index Australian Share	939	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale TTR Index Global Share	948	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale TTR Index Global Share – Hedged	949	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale TTR Index Property Securities	961	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
OTHER OPTIONS					
Moderate					
AZ Sestante Wholesale TTR Diversified	921	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Diversified real return⁵					
Schroder Wholesale TTR Real Return	922	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Cash and deposits					
Colonial First State Wholesale TTR Cash	923	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
FirstRate Wholesale TTR Saver	924	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A35 for footnotes 1-4.

PRE-RETIREMENT PENSION OPTIONS

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
Short duration fixed interest					
Kapstream Wholesale TTR Absolute Return Income	925	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Macquarie Wholesale TTR Income Opportunities	926	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Perpetual Wholesale TTR Diversified Income	927	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
PM Capital Wholesale TTR Enhanced Yield ¹	928	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Alternative income					
Acadian Wholesale TTR Defensive Income ¹	929	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale TTR Monthly Income Plus	930	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Diversified fixed interest					
PIMCO Wholesale TTR Global Bond	931	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Schroder Wholesale TTR Absolute Return Income	932	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
UBS Wholesale TTR Diversified Fixed Income	933	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian fixed interest					
Aberdeen Wholesale TTR Australian Fixed Income	934	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Alternatives⁴					
Aspect Wholesale TTR Diversified Futures ¹	935	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Lower volatility share					
Colonial First State Wholesale TTR Equity Income	936	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Merlon Wholesale TTR Australian Share Income	937	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian share					
Bennelong Wholesale TTR Ex-20 Australian Equities	938	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Fidelity Wholesale TTR Australian Equities	940	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Investors Mutual Wholesale TTR Australian Share	941	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Ironbark Karara Wholesale TTR Australian Share	942	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Lazard Wholesale TTR Select Australian Equity	943	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Realindex Wholesale TTR Australian Share	944	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Schroder Wholesale TTR Australian Equity	945	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian share – small companies⁴					
Ausbil Wholesale TTR Australian Emerging Leaders	946	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
OC Wholesale TTR Premium Small Companies	947	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Global share					
Grant Samuel Epoch Wholesale TTR Global Equity Shareholder Yield	950	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Magellan Wholesale TTR Global Share	951	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Magellan Wholesale TTR Global Share – Hedged	952	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
MFS Wholesale TTR Global Equity	953	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Platinum Wholesale TTR International ¹	954	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %

Refer to page A35 for footnotes 1-4.

PRE-RETIREMENT PENSION OPTIONS

Option name	Option CODE	Investment	Pension payment		
			Order	OR	%
Realindex Wholesale TTR Global Share	955	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
T. Rowe Price Wholesale TTR Global Equity	956	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Global share – emerging markets⁴					
Platinum Wholesale TTR Asia ¹	957	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Specialist share⁴					
Bennelong Kardinia Wholesale TTR Absolute Return ¹	958	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Australian property and infrastructure securities⁴					
APN Wholesale TTR AREIT	959	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Pendal Wholesale TTR Property Investment	960	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Global property and infrastructure securities⁴					
AMP Capital Wholesale TTR Global Property Securities	962	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Colonial First State Wholesale TTR Global Listed Infrastructure Securities	963	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Magellan Wholesale TTR Infrastructure	964	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
Geared⁴					
Colonial First State Wholesale TTR Geared Share	965	<input type="text"/> %	<input type="text"/>	<input type="text"/>	<input type="text"/> %
TOTAL		1 0 0 %			1 0 0 %

1 This option has been identified as a 'complex' option which requires further disclosure and reporting prescribed by ASIC, as outlined on page 8 of the PDS. This information is provided in the Reference Guide – Complex Funds, available online at colonialfirststate.com.au/complex or by calling 13 13 36.

2 The trustee suggests that no more than 20% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

3 The trustee suggests that no more than 50% of your portfolio is invested in these investment options. See the Investment Options Menu for more information on diversifying your portfolio.

4 The trustee suggests that your portfolio holds no more of its value in these investment categories than the maximum limit shown. See the Investment Options Menu for more information on diversifying your portfolio.

PART C – SUPERFIRST TRANSFER FACILITY DETAILS (IF APPLICABLE)

PLEASE NOTE: YOU ONLY NEED TO COMPLETE THIS SECTION IF YOU WISH TO CONSOLIDATE YOUR SUPER INVESTMENTS BEFORE COMMENCING YOUR PENSION.

FirstChoice Wholesale Personal Super – Colonial First State Wholesale Cash option

Units in the Colonial First State Wholesale Cash option of FirstChoice Wholesale Personal Super will only be issued on receipt of this application form, issued together with the PDS dated 22 October 2018. Refer to pages A21 to A22 for instructions on how to complete this form. Please phone Colonial First State Investor Services on 13 13 36 with any enquiries.

6 EMPLOYMENT DETAILS

On what basis are you making the contribution? Please cross (X) in the box which represents your status.

Occupation* (If retired, state RETIRED)

Under age 65

If aged 65 to 74^{1,2};

I declare that have been gainfully employed for at least 40 hours in a period of 30 consecutive days or less in the financial year³ (this declaration is generally required where any voluntary contributions⁴ will be made during the financial year).

Please note: that if a financial year is not nominated, we will default to the current financial year.

OR

I declare that all contributions to be made to my superannuation fund in the financial year are Super Guarantee contributions, employer certified agreement contributions, award contributions or downsizer contributions⁵.

If aged 75 or older;

I declare that all contributions to be made to my superannuation fund in the financial year are Super Guarantee contributions, employer certified agreement contributions, award contributions or downsizer contributions⁵.

1 Please note: It is not possible for your spouse to make spouse contributions on your behalf once you reach age 70, regardless of your work status.

2 Please note: This includes 28 days after the end of the month in which you turn 75.

3 Financial year means 1 July to 30 June the following year.

4 Voluntary contributions include personal contributions, spouse contributions made for you by your spouse and voluntary employer contributions (eg salary sacrifice).

5 Downsizer contributions can be made regardless of your work status. While you must be aged 65 or over to qualify, no upper age limit applies.

7 PAYMENT DETAILS

How will this investment be made? NOTE: Cash is not accepted. We can only accept funds in Australian dollars.

Cheque Make cheque payable to 'Colonial First State – FirstChoice Wholesale Personal Super, <Investor name>'

Rollover Make sure you also complete the consolidate my super form (on page A57) and complete **section 9** of this form

Direct debit Make sure you also complete your bank account details in **section 11** if this account is held in the name on this application. If you wish to nominate a bank account that is held in different name(s), you will have to complete a separate direct debit authority, available from our forms library. Please ensure cleared funds are available.

Earliest date funds are to be direct debited (dd/mm/yyyy)

(leave blank if we can direct debit when your application is processed)

8 ESTABLISHMENT OF FIRSTCHOICE WHOLESALE PENSION

Please select either of the following:

Please establish FirstChoice Wholesale Pension after all superannuation monies (as shown in **section 9**) have been received and processed. **Please note:** If you hold a current FirstChoice Wholesale Pension account, this will not be closed until all superannuation monies are received.

OR

A specific date for commencement of the pension (dd/mm/yyyy)

Please note: The specified date must be within 90 days of when your initial superannuation monies are received. This is the date your pension account will open and not the date your first pension payment will be made.

If you do not nominate a specific date and you have returned a completed application form for FirstChoice Wholesale Pension, we will transfer benefits to your FirstChoice Wholesale Pension the day after your investment is complete and we have confirmed your circumstances have not changed.

PART C – SUPERFIRST TRANSFER FACILITY DETAILS (IF APPLICABLE)

PLEASE NOTE: YOU ONLY NEED TO COMPLETE THIS SECTION IF YOU WISH TO CONSOLIDATE YOUR SUPER INVESTMENTS BEFORE COMMENCING YOUR PENSION.

9 CONTRIBUTION/ROLLOVER DETAILS

Please indicate below the amount of your contribution and/or rollover.

(a) Personal contribution Investment or contribution amount
 \$

Cross (X) this box if you will be claiming a tax deduction

If you intend to claim a tax deduction for your personal contributions, you will need to provide us with a completed notice of intent to claim or vary a deduction for personal super contributions form, available in the forms library on our website, colonialfirststate.com.au, or from the ATO.

(b) Employer contribution \$

(c) Salary sacrifice \$

(d) Spouse contribution \$

(e) Rollover \$

If (e) is selected, provide the following information and please ensure that your previous super funds have been instructed to roll over your funds. If you would like us to initiate this rollover on your behalf, please complete the consolidate my super form on page A57.

Name of previous institution	Approx. amount
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>
	\$ <input style="width: 100px;" type="text"/>

(f) CGT contribution \$

Please provide a CGT cap election form at the time you make the contribution (available from the ATO).

(g) Personal injury payment \$

Please provide a contribution for personal injury election form at the time you make the contribution (available from the ATO).

(h) Downsizer contribution \$

Please provide a downsizer contribution into superannuation form at the time you make the contribution (available from the ATO).

TOTAL INVESTMENT \$

PART D – YOUR PAYMENT DETAILS

10 PENSION PAYMENT DETAILS

How much would you like to receive per payment? If you make no selection we pay the minimum level (see the Reference Guide for further details). **Please note:** If you commence a pension part way through the financial year, we will pro rata the minimum and maximum payment amount for the number of days remaining in the financial year. We may also pro rata for your first scheduled pension payment based on your account open date.

- Minimum level
- Maximum level
(only applies to pre-retirement allocated pensions)
- Specific amount (please enter the gross amount per pension payment)
\$ gross amount

Note: The gross amount must be between the minimum and maximum limits (if applicable).

- Increase in line with inflation OR . % by a set percentage between 1% and 15%.
(This does not apply to minimum and maximum pensions, if chosen.)

How often would you like to receive your pension payments? If you make no selection, we pay your pension monthly.

- Fortnightly
- Monthly
- Quarterly
- Half-yearly **Month**
- Yearly **Please note:** Your yearly payment will be paid on or around the 25th of your chosen month.

If you invest between 1 June and 30 June in any given year, by crossing (X) this box you can defer your payments until next financial year.

Please indicate above your preferred payment option for the following financial year.

11 BANK ACCOUNT DETAILS

By providing your bank account details in this section you authorise Colonial First State to use these details for all future transaction requests that you nominate.

PENSION PAYMENT ACCOUNT DETAILS

Please provide your account details in this section. This nominated account will be credited with your pension payments.

Name of Australian financial institution

Branch name

Branch number (BSB) Account number
-

Name of account holder

DIRECT DEBIT ACCOUNT DETAILS

Only complete your account details in this section if you would like your **initial investment** debited from a **different** bank account.

This account must be in either your name or a joint account.

Name of Australian financial institution

Branch name

Branch number (BSB) Account number
-

Name of account holder

PART E – OTHER INFORMATION

12 BENEFICIARY DETAILS

Complete this section only if you wish a beneficiary and/or **your estate** to receive benefits if you die.

What type of beneficiary do you wish to nominate.

Please cross (X) one:

Non-lapsing death benefit nomination (please complete form on page A53). **Do not complete any details in this section.**

OR

Reversionary beneficiary (pension to continue to be paid after your death).

Please complete your reversionary beneficiary details below.

Reversionary beneficiary details

Title

Mr Mrs Miss Ms Other

Given name(s)

Surname

Date of birth

(dd/mm/yyyy)

Gender

Male Female

Relationship to investor¹

Work phone number

Home phone number

Fax number

Mobile phone number

Postal address

Unit number Street number PO Box

Street name

Suburb

State

Postcode

Country

Email

13 PORTFOLIO REBATE

Select the investment option to which any portfolio rebate that may be applicable is to be credited. Indicate one option only.

Option **CODE** (refer to pages A26 to A32)

If no option or more than one option or an invalid option is nominated, we will credit this rebate to the more conservative option, as outlined on page A22.

14 AUTO-REBALANCING FACILITY

Please cross (X) the boxes below to indicate if you want your investment selection in **section 5** to be applied to auto-rebalance your account (excluding FirstRate Wholesale Term Deposits and FirstRate Wholesale Investment Deposits). Before taking up this facility, refer to the Reference Guide.

Establish auto-rebalancing facility Please complete the frequency for your account. If you make no frequency selection, we will rebalance your portfolio annually.

Frequency

Annually

Quarterly

15 ONLINE SERVICES

Please note that you will be automatically granted access to manage your investment over the internet through FirstNet. Online access is provided under the terms and conditions provided in the Reference Guide.

Please cross (X) the box if you **do not** wish to have online access to your investment.

Please note: If you want your adviser to transact on your behalf, you will be automatically provided with full transaction access on your account via FirstNet.

¹ To be a valid reversionary beneficiary nomination, the person must (at the time of your death) be eligible under super law to receive your death benefit as an income stream. Eligible beneficiaries include a spouse, financial dependant, interdependent relation and some children. See the Reference Guide for further information.

16 ADVISER SERVICE FEE AND LICENSEE SERVICE FEE

If no option, more than one option, an invalid option or an option with an insufficient balance is nominated, we will deduct this fee from the more conservative option, as outlined on page A22. **Please note:** You should not nominate FirstRate Wholesale Term Deposits or FirstRate Wholesale Investment Deposits for deduction of any adviser service fees and licensee service fees (if applicable), as that will create early withdrawals.

ADVISER SERVICE FEE – ONGOING FEE

Complete this section only if you have agreed with your financial adviser to have an ongoing adviser service fee deducted. Refer to the PDS, page 36, for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A26 to A32)

Ongoing adviser service fee

Select **ONE** option only

% of account balance % per annum

OR

\$ amount \$ per month

OR

Combination of above % per annum AND \$ per month

Cross (X) this box if you would like to increase your set dollar amount by a percentage based on the CPI (or 3%, whichever is greater) each year.

ADVISER SERVICE FEE – ONE-OFF FEE

Complete this section only if you have agreed with your financial adviser to have a one-off adviser service fee deducted. Refer to the PDS, page 37, for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A26 to A32)

OR Deduct as per investment weighting at time of deduction.

Please note: If you have FirstRate Wholesale Term Deposits or FirstRate Wholesale Investment Deposits, choosing this option will create early withdrawals.

One-off adviser service fee is to be deducted from:

SuperFirst Transfer Facility (if applicable) \$ AND/OR

Pension account \$

Please note: If no selection is made, and a SuperFirst account exists, we will deduct this one-off fee from your SuperFirst account.

LICENSEE SERVICE FEE – ONGOING FEE

Complete this section only if you have agreed with your financial adviser to have an ongoing licensee service fee deducted. Refer to the PDS, page 36, for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A26 to A32)

Please note: This investment option **MUST** be the same as any ongoing adviser service fee.

Ongoing licensee service fee

Select **ONE** option only

% of account balance % per annum OR

\$ amount \$ per month OR

Combination of above % per annum AND \$ per month

Cross (X) this box if you would like to increase your set dollar amount by a percentage based on the CPI (or 3%, whichever is greater) each year.

17 DECLARATION AND SIGNATURE (CONTINUED)

Conditions for authorising an adviser to transact on your behalf

Adviser Online Transaction Authority

By signing this authority, you authorise the named adviser, and any person authorised by that adviser (authorised delegate), to have details of your investments for each Colonial First State account(s) identified in section 16 and to perform the following activities on your account (via your pre-nominated bank account) using online facilities such as FirstNet Adviser and FirstNet e-Post (if available) on your behalf personally (unless you tell us otherwise):

- make an additional investment, set up or modify a regular investment plan (including modifying the adviser fees as agreed by you and your adviser from time to time), switch between investment options and modify account details (excluding bank account details)
- modify investment selection and frequency (including auto-rebalancing and elections in relation to managed accounts)
- withdraw an investment
- make superannuation and pension withdrawals (excluding transfers and rollovers)
- transact on FirstRate Wholesale products (including managing maturity instructions).

By signing this authority you acknowledge:

- The adviser remains authorised, even if this adviser transfers to a new dealer group (with the current dealer's release) without notice to you.
- If the dealer group's Australian Financial Services Licence is suspended or cancelled by ASIC, we have the discretion to switch off the adviser authority.
- We can refuse to accept an authority, permit a person to transact or carry out a transaction.
- We will process transactions under this authority until we receive signed notification, from you, amending or revoking this authority.

- This authority continues until the second business day after we receive written notice from you of cancellation of the authority.
- You agree to release, discharge and indemnify us from and against any liability, cost or loss that is incurred by us or you as a result of our acting on this authority except if we have acted fraudulently or have wilfully defaulted in our obligations to you.
- Use of Colonial First State's online facilities is subject to specific terms and conditions (including e-Post declarations and FirstNet Adviser terms and conditions). These are available on each respective internet site. At our complete discretion, we can refuse access or suspend access to Colonial First State's online facilities.
- We can cancel or vary these conditions by giving you not less than seven (7) days prior written notice.

Please note:

- By providing this authority to your adviser, you will also be automatically updated to full transaction access on your account via FirstNet, if you do not already have this level of access.
- As the adviser may delegate this authority, you should carefully consider the implications of giving this authority.
- The adviser and the authorised delegate will be authorised to carry out these activities using Colonial First State's online facilities only.
- We will not accept or be on notice of any restrictions on their authority and therefore all instructions provided by your adviser and/or their delegate under this authority will be taken to be authorised by you. Depending on your arrangements with your adviser, it is possible your adviser may provide an instruction to us without notice to you.
- All withdrawals can only be made to and from a bank account pre-nominated by you.

PLEASE NOTE THAT BY APPOINTING AN ADVISER TO TRANACT ON YOUR BEHALF, YOU ARE GIVING THAT ADVISER, AND ANY PERSON ACTING ON BEHALF OF THE ADVISER, AUTHORITY TO TRANACT AND MODIFY DETAILS ON YOUR ACCOUNT(S), UNTIL WE RECEIVE A VALID WRITTEN NOTIFICATION, SIGNED BY YOU, AMENDING OR REVOKING THIS AUTHORITY. FOR ONLINE ADVISER TRANSACTION AUTHORITY TO BE APPLIED, THE ADVISER ONLINE TRANSACTION AUTHORITY IN SECTION 16 MUST BE COMPLETED.

Original signature of member

Date signed

 (dd/mm/yyyy)

Print name

If this application is signed under Power of Attorney, the Attorney declares that he/she has not received notice of revocation of that power (a certified copy of the Power of Attorney should be submitted with this application unless we have already sighted it). The Attorney will also need to complete a power of attorney identification form (to enable us to establish the identity of the Attorney), which can be obtained from our forms library at colonialfirststate.com.au or by phoning Investor Services on 13 13 36.

Please send the completed form to:

Colonial First State

Reply Paid 27, Sydney NSW 2001

or via the secure online system (e-Post) with FirstNet Investor and FirstNet Adviser

PART G – ADVISER DETAILS

ADVISER USE ONLY

Adviser name

Contact phone number

Dealer ID

Adviser ID

Are you a discount broker?

Yes No

Dealer/Adviser stamp (if applicable)

By providing your (adviser) details you certify that you are appropriately authorised to provide financial services in relation to this product and that you have read and understood the Dealer Terms and Conditions applicable to your dealer group.

Additional comments/instructions

ADVISER SERVICE FEE AND LICENSEE SERVICE FEE

By providing your (adviser) details you confirm that the adviser service fee and licensee service fee (if applicable) agreed with the member is:

- only for financial advice provided to the member
- only for financial advice in relation to the member's investment in FirstChoice Wholesale Pension and/or the SuperFirst Transfer Facility
- apportioned correctly between super and pension based on the financial advice provided, and
- of a reasonable amount for the financial advice provided.

And you acknowledge that:

- to your knowledge, no part of the adviser service fee and licensee service fee (if applicable) has been calculated on or by reference to any money borrowed after 1 July 2013, used or to be used by the member to invest in this product or any other financial product
- Colonial First State has the discretion to decline a request to pay this adviser service fee and licensee service fee (if applicable) in order to comply with its obligations under financial services law, and
- it may be an offence including an illegal early release of super scheme if the above confirmation is not true and correct.

If the adviser service fee and licensee service fee (if applicable) is a large percentage of the application proceeds or of an unusually high amount, please provide reasons:

This page has been left blank intentionally.

Identification and Verification Form – individuals

Full name of investor

All clients applying for a new FirstChoice Wholesale Pension account **must** complete the identification procedures (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws). This form is to assist with those procedures for individuals. FirstChoice Wholesale Personal Super investors may also like to complete this form so that we can establish your identity and assist us in processing any future request efficiently.

Financial advisers undertake identification and verification procedures by completing sections 1 to 2 of this form or by using other industry standard forms.

If you do not have a financial adviser, you are required to complete section 1 of this form and provide certified copies of the ID documents (do not send original documents).

The list of the parties who can certify copies of the documents is set out below. To be correctly certified, we need the ID documents to be clearly noted 'True copy of the original document'. The party certifying the ID documents will also need to state what position they hold and sign and date the certified documents. If this certification does not appear, you may be asked to send in new certified documents.

List of persons who can certify documents¹ (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws):

- Justice of the Peace
- Solicitor
- Police Officer
- Magistrate
- Notary Public (for the purposes of the Statutory Declaration Regulations 1993)
- Employee of Australia Post (with two or more years of continuous service)
- Your financial adviser (provided they have two or more years of continuous service)
- Your accountant (provided they hold a current membership to a professional accounting body)
- Australian consular officer or an Australian diplomatic officer (within the meaning of the Consular Fees Act 1955)
- An officer of a bank, building society, credit union or finance company provided they have two or more years of continuous service.

SECTION 1: VERIFICATION PROCEDURE

Complete Part 1 (or if the individual does not own a document from Part 1, then complete either Part 2 or Part 3).

Part 1 Acceptable primary photographic ID documents

Cross Select ONE valid option from this section only

Australian State/Territory driver's licence containing a photograph of the person

Australian passport (a passport that has expired within the preceding two years is acceptable)

Card issued under a State or Territory for the purpose of proving a person's age containing a photograph of the person

Foreign passport or similar travel document containing a photograph and the signature of the person²

Continued over the page...

¹ There are additional persons who can certify documents. A full list of the persons who can certify documents is available from our forms library at colonialfirststate.com.au
² Documents that are written in a language that is not English must be accompanied by an English translation prepared by an accredited translator. An accredited translator is any person who is currently accredited by the National Accreditation Authority for Translators and Interpreters Ltd (NAATI) at the level of Professional Translator or above. Please refer to www.naati.com.au for further information.

Part 2 Acceptable secondary ID documents – should only be completed if the individual does not own a document from Part 1

Cross Select ONE valid option from this section

- Australian birth certificate
- Australian citizenship certificate
- Pension card issued by Department of Human Services (previously known as Centrelink)

Cross AND ONE valid option from this section

- A document issued by the Commonwealth or a State or Territory within the preceding 12 months that records the provision of financial benefits to the individual and which contains the individual's name and residential address
- A Notice of Assessment issued by the Australian Taxation Office within the preceding 12 months that records a debt payable by the individual to the Commonwealth (or by the Commonwealth to the individual), which contains the individual's name and residential address. *Block out the TFN before scanning, copying or storing this document*
- A document issued by a local government body or utilities provider within the preceding three months which records the provision of services to that address or to that person (the document must contain the individual's name and residential address)
- If under the age of 18, a notice that was issued to the individual by a school principal within the preceding three months; and contains the name and residential address; and records the period of time that the individual attended that school

Part 3 Acceptable foreign photographic ID documents – should only be completed if the individual does not own a document from Part 1

Cross Select ONE valid option from this section only

- Foreign driver's licence that contains a photograph of the person in whose name it is issued and the individual's date of birth¹
- National ID card issued by a foreign government containing a photograph and a signature of the person in whose name the card was issued¹

FINANCIAL ADVISER USE ONLY

IMPORTANT NOTE:

- Either attach a legible certified copy of the ID documentation used to verify the individual (and any required translation) OR
- Alternatively, if agreed between your licensee and the product issuer, complete the Record of Verification Procedure section below and DO NOT attach copies of the ID documents

SECTION 2: RECORD OF VERIFICATION PROCEDURE

ID document details	Document 1	Document 2 (if required)
Verified from	<input type="checkbox"/> Original <input type="checkbox"/> Certified copy	<input type="checkbox"/> Original <input type="checkbox"/> Certified copy
Document issuer	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Issue date	<input style="width: 80%;" type="text"/> (dd/mm/yyyy)	<input style="width: 80%;" type="text"/> (dd/mm/yyyy)
Expiry date	<input style="width: 80%;" type="text"/> (dd/mm/yyyy)	<input style="width: 80%;" type="text"/> (dd/mm/yyyy)
Document number	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
Accredited English translation	<input type="checkbox"/> N/A <input type="checkbox"/> Sighted	<input type="checkbox"/> N/A <input type="checkbox"/> Sighted

IDENTIFICATION AND VERIFICATION CONDUCTED BY:

By completing and signing this Record of Verification Procedure, I declare that I have verified the identity of the Customer as required by AML/CTF Rules, in the capacity of an AFSL holder or an authorised representative of an AFSL holder.

AFS Licensee name	AFSL number
<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
<input style="width: 100%;" type="text"/>	
Representative/Employee name	Phone number
<input style="width: 100%;" type="text"/>	<input style="width: 50%;" type="text"/> <input style="width: 50%;" type="text"/>
<input style="width: 100%;" type="text"/>	
Signature	Date verification completed
<input style="width: 100%;" type="text"/>	<input style="width: 80%;" type="text"/> (dd/mm/yyyy)

1 Documents that are written in a language that is not English must be accompanied by an English translation prepared by an accredited translator. An accredited translator is any person who is currently accredited by the National Accreditation Authority for Translators and Interpreters Ltd (NAATI) at the level of Professional Translator or above. Please refer to www.naati.com.au for further information.

Tax File Number declaration instructions

We have provided some information below to assist you with the completion of the tax file number declaration form on page A49.

For full instructions on how to complete this form, please go to www.ato.gov.au/Forms/TFN-declaration/

What is this declaration for?

This declaration helps us calculate how much tax to deduct from your pension payments. The amount of tax deducted may be reduced if you are entitled to the tax-free threshold.

Please complete the declaration on page A49 and attach it to your application form.

Please note: If you are over age 60, you no longer need to complete this declaration.

If you do not complete the declaration, we must withhold an amount at the highest marginal tax rate (plus applicable levies) from any payment made to you. Additionally, if you do not quote a TFN, we will not be able to accept non-concessional contributions.

Question 1: What is your tax file number (TFN)?

It is not an offence to not quote your TFN. However, quoting your TFN reduces the risk of administration errors and having extra tax withheld. If you choose not to provide us with your TFN or claim an exemption you are entitled to, we must withhold an amount at the highest marginal tax rate (plus applicable levies) from any payment made to you.

Your TFN is usually on any papers sent to you from the ATO, such as last year's tax assessment. If you have never had a TFN, call the ATO on 13 28 61.

If you are not sure you have one, or cannot find it, call 13 28 61. You will be asked for information about your identity and if your number can be found, it will be posted to your current registered postal address. Privacy laws prevent the number being given over the phone.

You may be able to claim an exemption from quoting your TFN.

Put a cross in the appropriate box if you:

- have lodged a TFN application form or made an enquiry to obtain your TFN. You now have 28 days to provide your TFN to us, and we must withhold tax at the standard rate during this time. After 28 days, if you have not given your TFN to us, we will withhold the top rate of tax from future payments
- are claiming an exemption from quoting a TFN because you are under 18 years of age and do not earn enough to pay tax, or are an applicant or recipient of certain pensions, benefits or allowances from the:
 - Department of Human Services – however, you will need to quote your TFN if you receive a Newstart, Youth or sickness allowance, or an Austudy or parenting payment
 - Department of Veterans' Affairs – a service pension under the Veteran's Entitlement Act 1986
 - Military Rehabilitation and Compensation Commission.

Providing your TFN to your super fund

Your payer must give your TFN to the super fund they pay your contributions to. If your super fund does not have your TFN, you can provide one to us separately. This ensures:

- we can accept all types of contributions to your accounts
- additional tax will not be imposed on contributions as a result of failing to provide your TFN
- you can trace different super accounts in your name.



For more information about providing your TFN to your super fund, visit www.ato.gov.au/supereligibility

Question 6: On what basis are you paid?

We have answered this for you as 'Superannuation income stream' as your basis of payment.

Question 7: Are you an Australian resident for tax purposes or a working holiday maker?

Generally, we consider you to be an Australian resident for tax purposes if you:

- have always lived in Australia or you have come to Australia and now live here permanently
- are an overseas student doing a course that takes more than six months to complete
- migrate to Australia and intend to reside here permanently.

If you go overseas temporarily and do not set up a permanent home in another country, you may continue to be treated as an Australian resident for tax purposes.

If you are in Australia on a working holiday visa (subclass 417) or a work and holiday visa (subclass 462) you must place an X in the working holiday maker box. Special rates of tax apply for working holiday makers.



For more information about working holiday makers, visit ato.gov.au/whm

If you're not an Australian resident for tax purposes or a working holiday maker, place an X in the foreign resident box, unless you are in receipt of an Australian Government pension or allowance.

Temporary residence can claim super when leaving Australia, if all requirements are met. For more information, visit ato.gov.au/departaustralia

Foreign tax rates are different

A higher rate of tax applies to foreign residents' taxable income and foreign residents are not entitled to a tax-free threshold nor can they claim tax offsets to reduce withholding, unless they are in receipt of an Australian Government pension or allowance.



To check your Australian residency status for tax purposes, visit www.ato.gov.au/residency

Question 8: Do you want to claim the tax-free threshold from this payer?

The tax-free threshold is the amount of income you can earn each financial year that is not taxed. By claiming the threshold, you reduce the amount of tax that is withheld from your pay during the year.

Answer **yes** if you want to claim the tax-free threshold, you are an Australian resident for tax purposes and **one** of the following applies:

- you are not currently claiming the tax-free threshold from another payer
- you are currently claiming the tax-free threshold from another payer and your total income from all sources will be less than the tax-free threshold.

Answer **yes** if you are a foreign resident in receipt of an Australian Government pension or allowance.

Answer **no** if none of the above applies or you are a working holiday maker.

If you receive any taxable government payments or allowances, such as Newstart, Youth Allowance or Austudy, you are likely to be already claiming the tax-free threshold from that payment.



For more information about the current tax-free threshold, which payer you should claim it from or how to vary your withholding rate, refer to: www.ato.gov.au/taxfreethreshold

Tax file number declaration instructions (continued)

Question 9(a): Do you have a Higher Education Loan Program (HELP), Student Start-up Loan (SSL), or Trade Support Loan (TSL) debt?

Answer **yes** if you have a HELP, SSL or TSL debt.

Answer **no** if you do not have a HELP, SSL or TSL debt, or you have repaid your debt in full.

You have a HELP debt if:

- the Australian Government lent you money under HECS-HELP, FEE-HELP, OS-HELP, VET FEE-HELP, SA-HELP
- you have a debt from the previous Higher Education Contribution Scheme (HECS).

You have a SSL debt if you have an ABSTUDY SSL debt.



For information about repaying your HELP, SSL or TSL debt, go to www.ato.gov.au/getloaninfo

Have you repaid your HELP, SSL or TSL debt?

When you have repaid your HELP, SSL or TSL debt, you need to complete a withholding declaration (NAT 3093) notifying your payer of the change in your circumstances.

Sign and date the declaration

Make sure you have answered all the questions in section A, then sign and date the declaration. Give your completed declaration to your payer to complete section B.

Privacy of information

Taxation law authorises the ATO to collect information and to disclose it to other government agencies. For information about your privacy, go to www.ato.gov.au/privacy

More information

Internet

- For general information about TFNs, tax and super in Australia, including how to deal with us online, visit our website at ato.gov.au
- For information about applying for a TFN on the web, visit our website at ato.gov.au/tfn
- For information about your super, visit our website at ato.gov.au/checkyoursuper

Useful products

In addition to this TFN declaration, you may also need to complete and give your payer the following forms which you can download from our website at ato.gov.au:

- Medicare levy variation declaration (NAT 0929), if you qualify for a reduced rate of Medicare levy or are liable for the Medicare levy surcharge. You can vary the amount your payer withholds from your payments.
- Standard choice form (NAT 13080) to choose a super fund for your employer to pay super contributions to. You can find information about your current super accounts and transfer any unnecessary super accounts through myGov after you have linked to the ATO. Temporary residents should visit ato.gov.au/departaustralia for more information about super. Other forms and publications are also available from our website at ato.gov.au/onlineordering or by phoning 1300 720 092.

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Frequently asked questions about non-lapsing death benefit nominations

What is a non-lapsing death benefit nomination?

A non-lapsing death benefit nomination is a request by you to the trustee of FirstChoice Wholesale to pay your death benefit to the person or persons nominated on your non-lapsing death benefit nomination form. The trustee may consent to your nomination if your nomination satisfies the requirements described in the following paragraphs.

We are required to follow your nomination if, prior to your death, you complete and we receive your valid non-lapsing death benefit nomination, and we consent to that nomination.

The nomination remains valid until you revoke or make a new nomination. This can provide you with greater certainty on who will receive your death benefit when you die.

Who can I nominate?

A valid non-lapsing death benefit nomination can only nominate your legal personal representative and/or your dependants. Your legal personal representative is the person appointed on your death as the executor or administrator of your estate.

Please note: If you hold a pension account that has an existing reversionary beneficiary, you are not able to make a nomination until the existing reversionary beneficiary has been revoked.

Your dependants are:

- your current spouse
This includes the person at your death to whom you are married, in a relationship registered under certain state or territory laws, or living with on a genuine domestic basis in a relationship as a couple.
- your child
This includes any person who at your death is your natural, step, adopted, ex-nuptial or current spouse's child, including a child who was born through artificial conception procedures or under surrogacy arrangements with your current or then spouse.

- any person financially dependent on you
This includes any person who at your death is wholly or partially financially dependent on you. Generally, this is the case if the person receives financial assistance or maintenance from you on a regular basis that the person relies on or is dependent on you to maintain their standard of living at the time of your death.
- any person with whom you have an interdependency relationship
This includes any person where at your death:
 - you have a close personal relationship with this person
 - you live together with this person
 - you or this person provides the other with financial support, and
 - you or this person provides the other with domestic support and personal care.

An interdependency relationship is not required to meet the last three conditions, if the reason these requirements cannot be met is because you or the other person is suffering from a disability.

In establishing whether such an interdependency relationship exists, all of the circumstances of the relationship are taken into account, including (where relevant):

- the duration of the relationship
- whether or not a sexual relationship exists
- the ownership, use and acquisition of property
- the degree of mutual commitment to a shared life
- the care and support of children
- the reputation and public aspects of the relationship (such as whether the relationship is publicly acknowledged)
- the degree of emotional support
- the extent to which the relationship is one of mere convenience, and
- any evidence suggesting that the parties intended the relationship to be permanent.

If you are considering relying on this category of dependency to nominate a person, you should consider completing a statutory declaration addressing these points as evidence of whether such a relationship exists. You should talk to your financial adviser for more information.

How do I make an alteration to my completed form?

Example:

<p>Original signature of member Do not sign until you are in the presence of 2 witnesses otherwise your nomination will be invalid.</p> <div style="border: 1px solid black; padding: 5px; text-align: center; margin-bottom: 5px;">John Smith</div> <p>Print name</p> <div style="border: 1px solid black; padding: 2px; text-align: center; margin-bottom: 5px;">JOHN SMITH</div> <div style="border: 1px solid black; height: 20px; width: 100%;"></div> <p>Date signed: Member</p> <div style="border: 1px solid black; padding: 2px; display: flex; align-items: center;"> 30/05/2015 (dd/mm/yyyy) </div>	<p>Witness declaration I declare that I am over the age of 18 and this non-lapsing death benefit nomination was signed and dated by the member in my presence.</p> <p>Original signature of witness 1 You must see the member sign the form before you can sign as witness otherwise there will be legal consequences for not witnessing the member's signature.</p> <div style="border: 1px solid black; padding: 5px; text-align: center; margin-bottom: 5px;">Sally Brown</div> <p>Print name</p> <div style="border: 1px solid black; padding: 2px; text-align: center; margin-bottom: 5px;">SALLY BROWN</div> <div style="border: 1px solid black; height: 20px; width: 100%;"></div> <p>Date signed: Witness 1</p> <div style="border: 1px solid black; padding: 2px; display: flex; align-items: center;"> 30/05/2015 (dd/mm/yyyy) </div>	<p>Original signature of witness 2</p> <div style="border: 1px solid black; padding: 5px; text-align: center; margin-bottom: 5px;">Stephen Jones</div> <p>Print name</p> <div style="border: 1px solid black; padding: 2px; text-align: center; margin-bottom: 5px;">STEPHEN JONES</div> <div style="border: 1px solid black; height: 20px; width: 100%;"></div> <p>Date signed: Witness 2</p> <div style="border: 1px solid black; padding: 2px; display: flex; align-items: center;"> 30/05/2015 (dd/mm/yyyy) </div>
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- Any alterations to the completed form must be initialled by you and both witnesses.
- Both witnesses must sign this form on the same date as the member.

How do I nominate more beneficiaries?

If you wish to nominate more beneficiaries, you can attach their nomination details to this form. The attachment must be headed 'Attachment to Non-lapsing Death Benefit Nomination Form'.

The attachment must include your full name and account number, the full names of the beneficiaries, their date of birth, their relationship to you and the percentage of the benefit to be paid to each person. The attachment must also be signed and dated by you. The same two witnesses who sign section 5 of this form must also sign and date the attachment and include in the attachment the declaration "I declare that I am over the age of 18 and this non-lapsing nomination was signed and dated by the member in my presence".

How do I make a valid non-lapsing death benefit nomination?

To make a valid non-lapsing death benefit nomination:

- you must be at least 18 years of age
- you must complete in writing the non-lapsing death benefit nomination form available in the most up-to-date PDS or on our website or by calling us
- you must only nominate your legal personal representative and/or a person(s) who is your dependant
- you must provide the full name, date of birth and the relationship which exists between you and each of the nominated beneficiaries
- you must ensure that the proportion payable to each person nominated is stated and you have allocated 100% of your death benefit
- your nomination must not be ambiguous in any other way
- you must sign the non-lapsing death benefit nomination form in the presence of two witnesses who are both at least age 18 and are not nominated by you as a beneficiary on the form.


For your validly completed non-lapsing death benefit nomination to be effective you must send and we must receive and consent to your validly completed non-lapsing death benefit nomination prior to your death.

You may seek to revoke your nomination or make a new non-lapsing death benefit nomination at any time by completing a new non-lapsing death benefit nomination form in writing, available in the most up-to-date PDS or on our website or by calling us.

Is my nomination effective?

It is important to be aware before completing a non-lapsing death benefit nomination that **if your non-lapsing death benefit nomination is valid and the trustee consents to that nomination, the trustee must follow the nomination and it cannot be overruled by the trustee.**

However, if you nominate a person who is not your legal personal representative or a dependant when you die, then your nomination will not be valid to the extent that it relates to that person despite any consent granted by the trustee.

	<p>It is important to review your nomination regularly to ensure it is still appropriate to your personal circumstances and reflects your wishes. If, after making a non-lapsing death benefit nomination, you marry, separate or divorce, enter a de facto relationship (including same-sex), have a child, or if someone you nominate has died, or someone becomes or is no longer financially dependent upon you or in an interdependency relationship with you, then you should review your non-lapsing death benefit nomination or consider making a new nomination.</p>
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If you nominate your legal personal representative, your death benefit will be paid to your estate and distributed in accordance with your Will or the laws of intestacy. This means that the distribution may be challenged if someone disputes your Will or the distribution of your estate.

If you nominate one or more of your dependants, your death benefit will be paid directly to them.

If a person nominated on your non-lapsing death benefit nomination form is no longer a dependant at the date of your death, then the proportion of your death benefit which would have been payable to that person will be paid to your legal personal representative.

Tax may be withheld from your death benefit when paid to your dependants or distributed from your estate. There are differing tax treatments of death benefits depending on how old you are, how old your nominated beneficiaries are and who you nominate and whether it is paid as a pension or lump sum. You should read the PDS for more information or talk to your financial adviser.

How is my death benefit paid?

At the time of your death, we will contact the people you have nominated in your non-lapsing death benefit nomination to ensure that they are still a dependant.

We are also generally required to establish the identity of this person before paying out your death benefit.

If you have nominated one or more of your dependants, they will be provided the choice of taking their proportion of the death benefit as a lump sum cash payment or, if available, a pension from FirstChoice Pension or FirstChoice Wholesale Pension. **Please note**, however, that from 1 July 2007 if you have nominated a child, the death benefit must be paid to them as a lump sum cash payment unless the child:

- is under age 18
- is under age 25 and is financially dependent on you, or
- has a certain type of disability.

If your child is eligible to receive, and commences to receive, a pension, it must be converted to a tax free lump sum by no later than age 25, unless they continue to have a certain type of disability. A PDS describing the features of a pension from FirstChoice Pension or FirstChoice Wholesale Pension is available on our website or by calling us.

What if I don't have a valid non-lapsing death benefit nomination?

Your death benefit will be paid to your legal personal representative if:

- at the time of your death, you have not completed or we have not received and consented to a valid non-lapsing death benefit nomination
- you have revoked your last non-lapsing death benefit nomination and you have not made a new non-lapsing death benefit nomination
- the person or persons you have nominated cannot be identified or are not your dependant or legal personal representative at the time of your death, or
- the trustee determines that the whole of your non-lapsing death benefit nomination is otherwise invalid.

This is general information only and does not take into account your personal circumstances. Please talk to your financial adviser for more information on non-lapsing death benefit nominations and your personal estate planning needs.

4 REVOKE (REMOVE) ALL EXISTING BENEFICIARIES

REVOKE (REMOVE) ALL EXISTING NON-LAPSING DEATH BENEFIT NOMINATIONS

REVOKE (REMOVE) EXISTING REVERSIONARY BENEFICIARY NOMINATION (applicable only to pension products, with the exception of Term Allocated Pension or Personal Pension Plan accounts)

5 MEMBER DECLARATION

I understand/declare that:

- if this nomination is consented to by Colonial First State, any existing death benefit nomination (for example a non-lapsing death benefit nomination) or any existing reversionary death benefit nomination (if applicable) will be revoked and replaced
- any beneficiary nominated by me, other than my legal personal representative, must be a dependant within the meaning of the Superannuation Industry (Supervision) Act 1993 (SIS Act). A dependant includes my spouse, child, a person who is financially dependent on me or with whom I have an interdependency relationship
- at the time of making this nomination, the beneficiary or beneficiaries nominated by me are dependants within the meaning of the SIS Act
- if my nomination is invalid in whole or in part, or cannot be followed for any reason or because a beneficiary/beneficiaries is no longer a dependant at the date of my death, then that proportion of my benefit will be paid to my legal personal representative
- my beneficiary/beneficiaries and I will be bound by the provisions of the trust deed relating to non-lapsing death benefit nominations

- my attorney can only be nominated as a beneficiary if my Power of Attorney document specifically states that they can be nominated as a beneficiary of my death benefit
- I may at any time revoke or replace a non-lapsing death benefit nomination in accordance with FirstChoice's procedures and with the consent of Colonial First State
- this declaration must be signed and dated by me in the presence of two witnesses (who are not nominated by me as a beneficiary of my death benefit), both of whom are over the age of 18
- this nomination applies to the account number(s) identified on this form. This nomination may be transferred with the identified account(s) to another superannuation or pension account within the same superannuation trust
- I have read the PDS and agree to be bound by the provisions of the trust deed governing the fund (as amended)
- I am over the age of 18.

I acknowledge that Colonial First State and/or its related entities ('the Group') will not be liable to me or other persons for any loss suffered (including consequential loss) where transactions are delayed, blocked, frozen or where the Group refuses to process a transaction or ceases to provide me with a product or service.

! A nomination is not considered valid unless it has been completed correctly and we receive it. Any alterations to your form must be initialled by yourself and both witnesses or it will be invalid. A nomination will not be effective until we have consented to it. You should regularly review your nomination to ensure that the nominated beneficiary/beneficiaries remain eligible to receive the portion of your death benefit specified in this nomination and that this nomination accurately reflects your wishes. If you wish to revoke or replace an existing death benefit nomination, you must complete and lodge with us a new non-lapsing death benefit nomination form. Your existing death benefit nomination will be revoked and replaced on consent being granted by Colonial First State to the new non-lapsing death benefit nomination. If you have any questions, please contact your adviser or Investor Services on 13 13 36.

Your non-lapsing death benefit nomination will be invalid unless:

- you, and two adult witnesses (aged over 18) have signed
- neither of your witnesses are named as beneficiaries
- your witnesses have dated the form the same date as you
- all alterations on this form have been initialled by three parties.

All nominations will be invalid unless:

- all required sections on this form are completed
- total percentage of nominations equal 100%.

Witness declaration

I declare that I am over the age of 18 and this non-lapsing death benefit nomination was signed and dated by the member in my presence.

Original signature of member

Do not sign until you are in the presence of 2 witnesses otherwise your nomination will be invalid.

Print name

Original signature of witness 1

You must see the member sign the form before you can sign as witness otherwise there will be legal consequences for not witnessing the member's signature.

Print name

Original signature of witness 2

You must see the member sign the form before you can sign as witness otherwise there will be legal consequences for not witnessing the member's signature.

Print name

Please note: The dates below must match the date of your two witnesses.

Date signed: Member

 (dd/mm/yyyy)

Date signed: Witness 1

 (dd/mm/yyyy)

Date signed: Witness 2

 (dd/mm/yyyy)

Please send the completed form to:

Colonial First State, Reply Paid 27, Sydney NSW 2001

or via the secure online system (e-Post) with FirstNet Investor and FirstNet Adviser

Consolidating your super

By completing this form, you will initiate a rollover or request to transfer your super benefits between funds.

You must use the Schedule 2B to transfer your benefits to your own self-managed super fund (SMSF).

This form will **not** change the fund to which your employer pays your contribution. The *standard choice* form must be used by you to change funds.

Before completing this form, please read the important information below.

Important information

This transfer may close your account (you will need to check this with your fund). This form CANNOT be used to:

- transfer benefits if you don't know where your superannuation is
- change the fund to which your employer pays contributions on your behalf (known as choice), or
- open a superannuation account, or transfer benefits under certain conditions or circumstances; for example, if there is a superannuation agreement under the Family Law Act 1975 in place.

What happens to your future employer contributions?

Using this form to transfer your benefits will not change the fund to which your employer pays your contributions and may close the account you are transferring your benefits from.

Things you need to consider when transferring your superannuation

When you transfer your super, your entitlements under that fund may cease. You need to consider all relevant information before you make a decision to transfer your super. If you ask for information, your super provider must give it to you. Some of the points you may consider are:

- **Fees** – your **FROM** fund must give you information about any exit or withdrawal fees. If you are not aware of the fees that may apply, you should contact your fund for further information before completing this form. The fees could include administration fees as well as exit fees. Colonial First State may also charge entry fees on transfer. Differences in fees funds charge can have a significant effect on what you will have to retire on. For example, a 1% increase in fees may significantly reduce your final benefit.
- **Insurance** – your **FROM** fund may insure you against death, illness or an accident which leaves you unable to return to work. If you choose to leave your current fund, you may lose any insurance entitlements you have. Colonial First State may not offer you insurance or may require you to pass a medical examination before we cover you. You may wish to check the costs and amount of any cover offered by Colonial First State.

Checklist

- Check** that you have completed all sections and fields marked with an asterisk
- Sign** and date the authorisation in section 4
- Send** the form (no stamp required) to:
CONSOLIDATE MY SUPER
Reply Paid 27
SYDNEY NSW 2001

22 October 2018

To whom it may concern

FirstChoice Wholesale Personal Super and FirstChoice Wholesale Pension compliance advice

FirstChoice Wholesale Personal Super and FirstChoice Wholesale Pension are both parts of the Colonial First State FirstChoice Superannuation Trust ('the Fund'). The Fund is a complying, resident, regulated superannuation fund and is constituted under a trust deed dated 29 April 1998. The trustee of the Fund is Colonial First State Investments Limited ('the trustee').

In the event that the Fund's complying status was revoked the trustee would receive notice to that effect under section 63 of the Superannuation Industry (Supervision) Act. The trustee confirms that it has not received nor does it expect to receive any such notice.

Yours faithfully



Scott Henricks
General Manager, Client Operations

For and on behalf of the trustee, Colonial First State Investments Limited

Colonial First State Investments Limited ABN 98 002 348 352 AFS Licence 232468 ('Colonial First State') is the issuer of investment, superannuation and pension products. Interests in superannuation and pension products are issued from the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557, Colonial First State Rollover & Superannuation Fund ABN 88 854 638 840 and the Colonial First State Pooled Superannuation Trust ABN 51 982 884 624. Colonial First State is a subsidiary of the ultimate holding company Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 ('the Bank'). The Bank or its subsidiaries do not guarantee the performance of the investments, retirement and superannuation products issued by Colonial First State, and they are not deposits or other liabilities of the Bank or its subsidiaries.

Consolidate my super

Rollover initiation request to transfer superannuation benefits between funds

This form will NOT change the fund to which your employer pays your contributions. USE BLACK OR BLUE PEN AND CAPITAL LETTERS.

You should contact your other super fund to find out if there are any fees, charges or other consequences for transferring your super out of that fund, such as loss of insurance cover, if requesting a full balance transfer.

*These fields are mandatory.

WARNING If you are transferring insurance from your other fund, please do not return this form to us unless you have advised us that we have accepted the insurance transfer.

SAVE FORM

PRINT FORM

1 YOUR PERSONAL DETAILS

*Name

*Gender *Date of birth Tax File Number
M F (dd/mm/yyyy)

Under the Superannuation Industry (Supervision) Act 1993, you are not obliged to disclose your tax file number, but there may be tax consequences. Refer to the product disclosure statement for more information.

*Contact phone number

2 DETAILS OF YOUR COLONIAL FIRST STATE FUND - 'TO' FUND

*Fund/product name

*Account/member number Unique Superannuation Identifier (USI)

ⓘ Refer to your last statement for account information, or call us on 13 13 36.

3 DETAILS OF YOUR OTHER SUPER FUNDS - 'FROM' FUNDS

These are the funds you are moving out of. You can use this form to transfer up to five super funds to your Colonial First State fund. If you have more than five super funds to transfer, please complete a separate form.

Your other super fund

*Fund/product name

*Account/member number Unique Superannuation Identifier (USI)

Full rollover Partial rollover Transfer amount (only complete for partial rollovers) \$

Your other super fund

*Fund/product name

*Account/member number Unique Superannuation Identifier (USI)

Full rollover Partial rollover Transfer amount (only complete for partial rollovers) \$

Your other super fund

*Fund/product name

*Account/member number Unique Superannuation Identifier (USI)

Full rollover Partial rollover Transfer amount (only complete for partial rollovers) \$

3 DETAILS OF YOUR OTHER SUPER FUNDS – ‘FROM’ FUNDS (CONTINUED)

Your other super fund

*Fund/product name

*Account/member number

Unique Superannuation Identifier (USI)

Full rollover Partial rollover Transfer amount (only complete for partial rollovers) \$

Your other super fund

*Fund/product name

*Account/member number

Unique Superannuation Identifier (USI)

Full rollover Partial rollover Transfer amount (only complete for partial rollovers) \$

4 AUTHORISATION

By signing this request form I am making the following statements:

- I declare I have fully read this form and the information completed is true and correct.
- I am aware I may ask my superannuation provider for information about any fees or charges that may apply, or any other information about the effect this transfer may have on my benefits, and I have obtained or do not require any further information.
- I consent to my tax file number being disclosed for the purposes of consolidating my account.
- I discharge the superannuation provider of my FROM fund of all further liability in respect of the benefits paid and transferred to my TO fund.
- I request and consent to the transfer of superannuation as described above and authorise the superannuation provider of each fund to give effect to this transfer.
- If I have applied to transfer my insurance cover, I request that my super only be consolidated once the insurer has made a decision in relation to that application.

Original signature of member

Print name

Date signed

 (dd/mm/yyyy)

Related party remuneration

All the entities referred to below are subsidiaries of Commonwealth Bank of Australia ('the Bank') and related bodies corporate of the responsible entity and trustee.

The Colonial Mutual Life Assurance Society Limited ABN 12 004 021 809, trading as CommInsure, receives insurance premiums for the insurance benefits it provides. As at 22 October 2018 CommInsure is a subsidiary of the Bank. The Bank has agreed to sell CommInsure to AIA Group, settlement due to complete after 3 October 2018.

Colonial First State Investments Limited (CFSIL) ABN 98 002 348 352 AFS Licence 232468 is the responsible entity for most of the investment options in FirstChoice. CFSIL receives and retains fees in connection with those investment options, as disclosed in this document and the relevant disclosure document. The Bank may charge annual maintenance levies to us as an issuer of underlying investments. These are not additional charges to you. The only fees payable in respect of those investment options are the charges disclosed in the relevant disclosure documents.

CFSIL may appoint different investment managers to manage the investment options. Some of these investment managers may be related parties of CFSIL and can include Colonial First State Asset Management (Australia) Limited ABN 89 114 194 311 AFS Licence 289017 (Colonial First State Global Asset Management) and Realindex Investments Pty Limited ABN 24 133 312 017 AFS Licence 335381.

Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 may provide products that are available through FirstChoice. The Bank receives and retains fees in connection with these products.

Your adviser may belong to a related party of the Bank, responsible entity or trustee, such as Commonwealth Financial Planning ABN 65 003 900 169 AFS Licence 231139, Financial Wisdom ABN 70 006 646 108 AFS Licence 231138 or Count Financial Limited ABN 19 001 974 625 AFS Licence 227232. Details of these relationships should be disclosed by your adviser in documents such as the Financial Services Guide which your adviser must give you.

Colonial SuperTrace Eligible Rollover Fund (SuperTrace) ABN 73 703 878 235 is the nominated eligible rollover fund of FirstChoice Super and Pension and FirstChoice Employer Super.

SuperTrace receives and retains fees in connection with those services.

For more information on related party transactions, refer to the 'Managing conflicts of interest' section following.

Managing conflicts of interest

CFSIL is a subsidiary of the Commonwealth Bank of Australia.

All related party transactions are conducted on arm's length terms. Accordingly, CFSIL believes that related parties are receiving reasonable remuneration. Any conflict of interest or potential conflict of interest is managed in accordance with the Bank's Conflicts of Interest Policy.

CFSIL is the responsible entity and the trustee of FirstChoice and makes its investment decisions in accordance with its systems and processes separately from other members of the Bank. The available investments may include securities or other financial products issued by members of the Bank. As a result, the Bank's activities may have an effect on the investments.

CFSIL makes no representation as to the future performance of any underlying investments held in FirstChoice, including those issued by members of the Bank.

CFSIL, other members of the Bank and their directors and employees may hold, buy or sell shares or other financial products included in the options in FirstChoice. Members of the Bank may have business relationships (including joint ventures) with related parties or any of the entities included in FirstChoice. In addition, members of the Bank may from time to time advise CFSIL in relation to activities unconnected with FirstChoice.

Such relationships and advisory roles may include acting as general financial adviser in respect of, without limitation, corporate advice, financing, funds management, property and other services.

The directors and employees of CFSIL and other members of the Bank may hold directorships in the companies included in FirstChoice. Any confidential information received by the Bank and its directors and employees as a result of the business relationships, advisory roles and directorships discussed above will not be made available to CFSIL.

Interests of the directors of the trustee

Executive directors may receive remuneration as employees of the Bank or one of its related entities. Non-executive directors are also remunerated for their services. From time to time, directors may hold interests in shares or other securities issued by the Bank or hold investments in one or more of the funds offered by Colonial First State.

This PDS has been authorised under delegation by our directors.

Financial Services Guide

Dated 22 October 2018

This Financial Services Guide (FSG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence. It provides you with information about Colonial First State Investments Limited ABN 98 002 348 352 ('Colonial First State', 'we', 'our', or 'us') to help you decide whether to use the financial services we provide. This FSG outlines the types of services and products we can offer to you. It also explains how we (and other relevant persons) are remunerated for these services and includes details of our internal and external complaints handling procedures and how you can access them.

To invest in any of our financial products, you, or your participating employer sponsor (if applicable), must complete the application form attached to or accompanying the relevant Product Disclosure Statement (PDS). The PDS contains information about the particular product and will assist you in making an informed decision about that product.

If we provide you with personal financial product advice rather than general financial product advice, we will give you a Statement of Advice (SOA), unless we are exempted from doing so. Personal financial product advice is advice that takes into account one or more of your objectives, financial situation and needs. The SOA will contain the advice, the basis on which it is given and information about fees, commissions and any associations which may have influenced the advice.

Who are we?

Colonial First State is one of Australia's leading wealth management providers and a part of the Commonwealth Bank of Australia Group ('the Bank').

Any financial services offered will be provided by a representative of Colonial First State. Colonial First State has an Australian Financial Services Licence granted under the Corporations Act to provide these services to you.

We are also licensed to be the trustee of superannuation funds under the Superannuation Industry (Supervision) Act 1993.

We do not act as a representative of any other licensee in relation to the services we provide you.

To contact us you can:

- call Investor Services on 13 13 36
- visit our website at colonialfirststate.com.au
- write to us at Reply Paid 27, Sydney NSW 2001
- email us at contactus@colonialfirststate.com.au

What financial services and products do we offer?

Colonial First State is authorised to offer a range of financial services including:

- dealing in financial products
- giving advice on financial products
- operating registered managed investment schemes
- being the trustee of superannuation funds.

We also offer a range of managed investment, superannuation and pension products. Some of our superannuation products offer life insurance benefits. We can help you to apply for these products and can also give you general financial advice in relation to our products, or products offered by other financial institutions, including other members of the Bank.

We do not generally provide financial planning services. We only give personal financial product advice in limited situations. Personal financial product advice is not provided through our website or Investor Services.

How can you transact with us?

You can give us instructions electronically, by telephone, mail or via our website. Any dealings with us by telephone or electronically will be governed by our standard 'telephone and electronic communications

terms and conditions'. These terms and conditions are contained in the Reference Guide and are also available on the website at colonialfirststate.com.au

There are also terms and conditions of use for our website and FirstNet, our secure internet service. These terms and conditions can be obtained on the website.

How are we remunerated for the services we provide?

If you invest in a product we offer, Colonial First State will receive remuneration in relation to your investment in that product. Where we advise you about a product offered by another company of the Bank and you acquire that product then that company will receive remuneration. This remuneration may include investment and administration fees (which include transaction, ongoing and, if applicable, any borrowing costs). In some situations, withdrawal fees, account fees and transaction fees may apply. The remuneration we will receive for the products we offer is set out in the PDS for the particular product. The remuneration we will receive for this product is set out in the 'Fees and other costs' section and 'How to open an Account' section of the PDS on pages 8 to 38 and page 40 of this combined document.

Colonial First State does not receive any fees, nor do we charge you additional fees, for providing financial product advice.

What commissions, fees or other benefits are received?

Employees of Colonial First State who give you advice do not receive specific payments or commissions for the giving of that advice. These employees and our directors receive salaries, bonuses and other benefits from us. Bonus payments and other benefits are discretionary, and based on achievement of pre-determined objectives, in compliance with the Corporations Act 2001. You may receive advice in relation to the products we offer from financial advisers who do not work for Colonial First State or may be representatives of other licensees in the Bank. These advisers, as well as their licensed dealer groups, may receive some benefits as well as remuneration from us. The adviser's and their licensed dealer group's remuneration is included in the fees you pay when investing in our products. The amount of this remuneration is set out in the PDS for the particular product. The remuneration we pay advisers and their licensed dealer groups in relation to this product is set out in the 'What is paid to your adviser?' section of the PDS on pages 36 and 37 of this combined document. We do not pay commissions or provide other benefits to third parties for referring customers to us.

What kind of compensation arrangements are in place for a breach of our legal obligations?

Where we are liable to meet a claim, payment will generally be paid from our cash flows and available resources.

For claims, we may rely on and claim under the professional indemnity insurances that we hold. These insurances are between us and the insurer and are intended to respond to civil liability resulting from significant claims for compensation made against us for financial services provided by us or our representatives. These insurances provide cover even if one of our representatives has ceased to act or work for us.

Our compensation arrangements comply with the legal requirements set out in section 912B of the Corporations Act.¹

How is your personal information dealt with?

Please refer to the inside cover of this combined document (the PDS dated 22 October 2018) and the Reference Guide for details on how your personal information is dealt with.

What should you do if you have a complaint?

Please refer to page 41 of this combined document (the PDS dated 22 October 2018) for details about our complaints handling procedures.

¹ Section 912B requires financial services licensees who provide financial services to retail clients to have arrangements for compensating those persons for loss or damage suffered because of breaches of relevant legal obligations by a licensee or its representatives.

Colonial First State Investments Limited ABN 98 002 348 352 AFS Licence 232468 ('Colonial First State') is the issuer of investment, superannuation and pension products. Interests in superannuation and pension products are issued from the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557, Colonial First State Rollover & Superannuation Fund ABN 88 854 638 840 and the Colonial First State Pooled Superannuation Trust ABN 51 982 884 624. Colonial First State is a subsidiary of the ultimate holding company Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 ('the Bank'). The Bank or its subsidiaries do not guarantee the performance of, or the return of capital on, the investment, retirement and superannuation products issued by Colonial First State, and they are not deposits or other liabilities of the Bank or its subsidiaries.

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