



# Perpetual Wholesale Industrial Fund



**Annual Financial Report  
30 June 2011**

Perpetual Investment  
Management Limited  
ABN 18 000 866 535  
AFSL 234426  
ARSN 091 187 049

# **Perpetual Wholesale Industrial Fund**

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## **Consolidated Annual Financial Report - 30 June 2011**

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## Directors' report

The directors of Perpetual Investment Management Limited (a wholly owned subsidiary of Perpetual Limited), the Responsible Entity of Perpetual Wholesale Industrial Fund, present their report together with the consolidated annual financial report of Perpetual Wholesale Industrial Fund ("the Scheme") and its controlled entity (collectively, "the Consolidated Entity") for the year ended 30 June 2011.

For purposes of this consolidated annual financial report, the Scheme and Consolidated Entity are referred to as "Consolidated Entity" in the succeeding paragraphs.

### Responsible Entity

The Responsible Entity of Perpetual Wholesale Industrial Fund is Perpetual Investment Management Limited (ABN 18 000 866 535). The Responsible Entity's registered office and principal place of business is Level 12, 123 Pitt Street, Sydney, NSW, 2000.

### Directors

The following persons held office as directors of Perpetual Investment Management Limited during the year or since the end of the year and up to the date of this report:

R Burrows (appointed 2 April 2008)  
 A Dodwell (appointed 25 August 2008, Alternate for I Holyman)  
 C Doyle (appointed 24 September 2009)  
 G Foster (appointed 3 February 2010, Alternate for R Burrows)  
 J Hawkins (appointed 3 February 2010, resigned 27 July 2010, Alternate for M Pancino)  
 J Hawkins (appointed 11 August 2010, resigned 25 February 2011, Alternate for M Miller)  
 I Holyman (appointed 4 April 2005)  
 M Miller (appointed 24 September 2009, resigned 11 August 2010, Alternate for C Doyle)  
 M Miller (appointed 11 August 2010, resigned 25 February 2011)  
 M Pancino (appointed 2 February 2010, resigned 27 July 2010)  
 R Brandweiner (appointed 15 March 2011)

### Principal activities

The principal activity of the Consolidated Entity is to provide investors with long-term capital growth and regular income through investment in quality Australian industrial shares.

Investment exposure for the Scheme is achieved by investing in an appropriate unlisted unit trust.

The Consolidated Entity did not have any employees during the year.

There were no significant changes in the nature of the Consolidated Entity's activities during the year.

### Review and results of operations

During the year, the Consolidated Entity continued to invest in accordance with target asset allocations as set out in the governing documents and in accordance with the provisions of the Constitutions.

The table below demonstrates the performance of the Scheme as represented by the total return, which is calculated as the aggregation of the percentage capital growth and percentage distribution of income:

	Scheme	
	2011	2010
<b>Return (non-annualised)</b>		
Capital growth (%)	<b>2.86</b>	9.37
Distribution of income (%)	<b>4.90</b>	4.06
Total return (%)	<b>7.76</b>	13.43

## Directors' report (continued)

### Review and results of operations (continued)

Unit prices (ex-distribution as at 30 June)	2011	2010
Entry price (\$)	1.446	1.405
Exit price (\$)	<u>1.441</u>	<u>1.401</u>

The above returns have been calculated using exit prices (as at 30 June) after taking into account all ongoing fees, and assuming reinvestment of distributions. No allowance has been made for entry fees or taxation.

### Impact of Australian equivalents to International Financial Reporting Standards ("AIFRS") on unit pricing

For the purpose of determining unit prices for applications and redemptions, investment positions are valued at net market value. For example, quoted investments are valued on a last sale basis on the relevant trading day (which includes provision for disposal costs) in accordance with the Scheme's Constitution and governing documents of the Scheme.

Investments are required to be valued at fair value for financial reporting in accordance with AIFRS. For example, long quoted investment positions are valued at the closing bid prices on the relevant trading day (excluding provision for disposal costs).

The key differences between net assets for unit pricing purposes and net assets as reported in the financial statements under AIFRS have been outlined below:

	Scheme 30 June 2011 \$'000
Net assets for unit pricing purposes	2,847,021
Difference between net market value (for unit pricing) and fair value (for financial reporting) of securities	-
<b>Net assets under AIFRS</b>	<u><u>2,847,021</u></u>

### Interests in the Consolidated Entity

The movement in units on issue in the Consolidated Entity during the year is disclosed in note 6 of the consolidated annual financial report.

The value of the Consolidated Entity's assets and liabilities is disclosed on the consolidated balance sheet and derived using the basis set out in note 2 of the consolidated annual financial report.

### Significant changes in state of affairs

In the opinion of the directors, there were no significant changes in the state of affairs of the Consolidated Entity that occurred during the financial year under review.

### Likely developments and expected results of operations

The Consolidated Entity will continue to be managed in accordance with the investment objectives and guidelines as set out in the governing documents and in accordance with the provisions of the Constitutions.

### Matters subsequent to the end of the financial year

No matter or circumstance has arisen since 30 June 2011 that has significantly affected, or may significantly affect:

- (i) the operations of the Consolidated Entity in future financial years;
- (ii) the results of those operations in future financial years; or
- (iii) the state of affairs of the Consolidated Entity in future financial years.

## Directors' report (continued)

### Environmental regulation

The operations of the Consolidated Entity are not subject to any particular or significant environmental regulations under a Commonwealth, State or Territory law.

### Fees paid to and interests held in the Consolidated Entity by the Responsible Entity or its associates

Fees paid to the Responsible Entity and its related parties out of Consolidated Entity property during the year are disclosed in note 10 of the consolidated annual financial report.

No fees were paid out of Consolidated Entity property to the directors of the Responsible Entity during the year.

The number of interests in the Consolidated Entity held by the Responsible Entity or its associates as at the end of the financial year are disclosed in note 10 of the consolidated annual financial report.

### Indemnification and insurance of officers and auditors

No insurance premiums are paid for out of the assets of the Consolidated Entity in regards to insurance cover provided to either the officers of Perpetual Investment Management Limited or the auditors of the Consolidated Entity. So long as the officers of Perpetual Investment Management Limited act in accordance with the Constitutions and the law, the officers remain indemnified out of the assets of the Consolidated Entity against losses incurred while acting on behalf of the Consolidated Entity. The auditors of the Consolidated Entity are in no way indemnified out of the assets of the Consolidated Entity.

### Rounding of amounts to the nearest thousand dollars

The Consolidated Entity is an entity of the kind referred to in Class Order 98/100 (as amended) issued by the Australian Securities and Investments Commission relating to the "rounding off" of amounts in the directors' report and financial report. Amounts in the directors' report and financial report have been rounded to the nearest thousand dollars in accordance with that Class Order, unless otherwise indicated.

### Lead auditor's independence declaration

A copy of the Lead auditor's independence declaration as required under section 307C of the *Corporations Act 2001* is set out on page 5.

This report is made in accordance with a resolution of the directors.



R Burrows  
Director

Sydney  
14 September 2011



*Lead Auditor's Independence Declaration under Section 307C of the Corporations Act 2001*

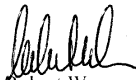
To: the directors of Perpetual Investment Management Limited

I declare that, to the best of my knowledge and belief, in relation to the audit for the financial year ended 30 June 2011 there have been:

- (i) no contraventions of the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- (ii) no contraventions of any applicable code of professional conduct in relation to the audit.



KPMG



Robert Warren  
*Partner*

Sydney

14 September 2011

**Consolidated statement of comprehensive income**

	Notes	Consolidated		Scheme	
		30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
<b>Investment income</b>					
Dividend/distribution income		251,217	246,280	163,104	143,340
Interest income		377	268	-	-
Net gains on financial instruments held at fair value through profit or loss	3	178,793	511,291	107,785	308,544
Other operating income		818	8,771	-	7,275
<b>Total net investment income</b>		<b>431,205</b>	<b>766,610</b>	<b>270,889</b>	<b>459,159</b>
<b>Expenses</b>					
Responsible Entity's fees	10	64,286	80,051	31,090	27,374
Other expenses	4	7,606	10,027	-	-
<b>Total operating expenses</b>		<b>71,892</b>	<b>90,078</b>	<b>31,090</b>	<b>27,374</b>
<b>Operating profit</b>		<b>359,313</b>	<b>676,532</b>	<b>239,799</b>	<b>431,785</b>
<b>Finance costs attributable to unitholders</b>					
Distributions paid and payable to unitholders of the Scheme	5	138,787	123,791	138,787	123,791
Distributions paid and payable to external unitholders of the subsidiary	5	89,173	80,024	-	-
Change in net assets attributable to external unitholders of the subsidiary		29,654	157,924	-	-
<b>Change in net assets attributable to unitholders</b>	6	<b>101,699</b>	<b>314,793</b>	<b>101,012</b>	<b>307,994</b>
Other comprehensive income		-	-	-	-
<b>Total comprehensive income</b>		<b>101,699</b>	<b>314,793</b>	<b>101,012</b>	<b>307,994</b>

*The above consolidated statement of comprehensive income should be read in conjunction with the accompanying notes.*

## Consolidated balance sheet

	Notes	Consolidated		Scheme	
		30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
<b>Assets</b>					
Cash and cash equivalents		-	44,993	-	-
Financial assets held at fair value through profit or loss	7	4,427,768	4,929,964	2,877,396	3,155,634
Due from brokers - receivable for securities sold		66,898	20,353	-	-
Loans and receivables	9	43,218	41,810	44,821	52,154
<b>Total assets</b>		<u>4,537,884</u>	<u>5,037,120</u>	<u>2,922,217</u>	<u>3,207,788</u>
<b>Liabilities</b>					
Bank overdraft		1,171	-	-	-
Financial liabilities held at fair value through profit or loss	8	22	469	-	-
Distributions payable to unitholders of the Scheme	5	74,693	65,022	74,693	65,022
Distributions payable to external unitholders of the subsidiary	5	24,067	28,795	-	-
Due to brokers - payable for securities purchased		25,395	49,386	-	-
Sundry creditors and accruals		4,421	984	503	473
Net assets attributable to external unitholders of the subsidiary		1,560,021	1,749,785	-	-
<b>Total liabilities (excluding net assets attributable to unitholders of the Scheme)</b>		<u>1,689,790</u>	<u>1,894,441</u>	<u>75,196</u>	<u>65,495</u>
<b>Net assets attributable to unitholders of the Scheme - liability</b>	6	<u>2,848,094</u>	<u>3,142,679</u>	<u>2,847,021</u>	<u>3,142,293</u>

*The above consolidated balance sheet should be read in conjunction with the accompanying notes.*

### **Consolidated statement of changes in equity**

The Consolidated Entity's net assets attributable to unitholders are classified as a liability under AASB 132 *Financial Instruments: Presentation*. As such the Consolidated Entity has no equity and no items of changes in equity have been presented for the current or comparative period.

### Consolidated cash flow statement

	Consolidated		Scheme	
	30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
Notes				
<b>Cash flows from operating activities</b>				
Dividends/distributions received	251,437	245,318	170,634	148,799
Interest received	412	226	-	-
Other income received	884	11,572	-	9,874
Responsible Entity's fees paid	(64,237)	(79,349)	(31,060)	(26,901)
Other expenses paid	(8,002)	(10,027)	(197)	(218)
<b>Net cash inflow from operating activities</b>	<u>180,494</u>	<u>167,740</u>	<u>139,377</u>	<u>131,554</u>
12(a)				
<b>Cash flows from investing activities</b>				
Proceeds from sale of investments	3,825,208	5,020,962	841,250	4,605,296
Payments for purchase of investments	(3,215,202)	(4,499,537)	(455,227)	(4,353,029)
<b>Net cash inflow from investing activities</b>	<u>610,006</u>	<u>521,425</u>	<u>386,023</u>	<u>252,267</u>
<b>Cash flows from financing activities</b>				
Proceeds from applications by unitholders	392,065	902,337	392,065	902,337
Payments for redemptions by unitholders	(810,276)	(1,158,930)	(810,276)	(1,158,930)
Distributions paid to unitholders of the Scheme	(107,189)	(127,228)	(107,189)	(127,228)
Distributions paid to external unitholders of the subsidiary	(93,901)	(84,003)	-	-
Net payments to external unitholders of the subsidiary	(217,363)	(174,494)	-	-
<b>Net cash outflow from financing activities</b>	<u>(836,664)</u>	<u>(642,318)</u>	<u>(525,400)</u>	<u>(383,821)</u>
<b>Net (decrease)/increase in cash and cash equivalents</b>	(46,164)	46,847	-	-
Cash and cash equivalents/(bank overdraft) at the beginning of the financial year	<u>44,993</u>	(1,854)	-	-
<b>(Bank overdraft)/Cash and cash equivalents at the end of the financial year</b>	<u>(1,171)</u>	<u>44,993</u>	-	-
12(b)				

The above consolidated cash flow statement should be read in conjunction with the accompanying notes.

## 1 General information

This consolidated annual financial report includes separate financial statements for Perpetual Wholesale Industrial Fund ("the Scheme") as an individual entity and the Consolidated Entity consisting of Perpetual Wholesale Industrial Fund and its subsidiary. The Scheme was constituted on 23 September 1996. The Scheme will terminate on 22 September 2076 unless terminated earlier in accordance with the provisions of the Scheme's Constitution (as amended). The Scheme is domiciled in Australia.

The Responsible Entity of the Scheme is Perpetual Investment Management Limited (the "Responsible Entity"). The Responsible Entity's registered office is Level 12, 123 Pitt Street, Sydney, NSW, 2000.

The consolidated annual financial report was authorised for issue by the directors of the Responsible Entity on 14 September 2011. The directors of the Responsible Entity have the power to amend and reissue the consolidated annual financial report.

## 2 Summary of significant accounting policies

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all years presented, unless otherwise stated in the following text.

### (a) Principles of preparation

This general purpose consolidated annual financial report has been prepared in accordance with Australian Accounting Standards, other authoritative pronouncements of the Australian Accounting Standards Board ("AASB") and the *Corporations Act 2001* in Australia.

The consolidated annual financial report is prepared on the basis of fair value measurement of assets and liabilities except where otherwise stated. The consolidated annual financial report is presented in Australian dollars, which is the Consolidated Entity's functional currency.

#### *Compliance with International Financial Reporting Standards*

The consolidated annual financial report of the Consolidated Entity also complies with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

#### *Use of estimates and judgement*

The preparation of a consolidated annual financial report requires management to make judgements, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. These estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgements about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

### (b) Change in accounting policy

The Consolidated Entity has adopted the following standards and amendments mandatory for the annual reporting period beginning on or after 1 January 2010:

*AASB 2009-5 Further Amendments to Australian Accounting Standards arising from the Annual Improvements Project [AASB 5, 8, 101, 107, 117, 118, 136 and 139] (effective from accounting periods beginning on or after 1 July 2010)*

In May 2009 the AASB issued a number of improvements to AASB 5 *Non-current Assets Held for Sale and Discontinued Operations*, AASB 8 *Operating Segments*, AASB 101 *Presentation of Financial Statements*, AASB 107 *Statement of Cash Flows*, AASB 117 *Leases*, AASB 118 *Revenue*, AASB 136 *Impairment of Assets* and AASB 139 *Financial Instruments: Recognition and Measurement*. The Consolidated Entity has applied the revised standards from 1 July 2010. There are no adjustments as a result of applying the revised rules.

## 2 Summary of significant accounting policies (continued)

### (c) New accounting standards and interpretations

Certain new accounting standards and interpretations have been published that are not mandatory for 30 June 2011 reporting periods. The assessment of the impact of these new standards (to the extent relevant to the Consolidated Entity) and interpretations is set out below.

- (i) *AASB 9 Financial Instruments* and *AASB 2009-11 Amendments to Australian Accounting Standards arising from AASB 9 (effective from accounting periods beginning on or after 1 January 2015)*

*AASB 9 Financial Instruments* addresses the classification, measurement and derecognition of financial assets and financial liabilities. The standard is not applicable until 1 January 2015 but is available for early adoption.

The Consolidated Entity has not yet decided when to adopt *AASB 9*. Management does not expect this will have a significant impact on the Consolidated Entity's annual financial report.

- (ii) *Revised AASB 124 Related Party Disclosures* and *AASB 2009-12 Amendments to Australian Accounting Standards (effective from accounting periods beginning on or after 1 January 2011)*

In December 2009 the AASB issued a revised *AASB 124 Related Party Disclosures*. It is effective for accounting periods beginning on or after 1 January 2011 and must be applied retrospectively. The amendment clarifies and simplifies the definition of a related party. The Consolidated Entity will apply the amended standard from accounting periods beginning on 1 July 2011. It is not expected that the change will have a material impact on the Consolidated Entity's annual financial report.

- (iii) *AASB 13 Fair Value Measurement (effective from accounting periods beginning on or after 30 June 2014)*

*AASB 13 Fair Value Measurement* includes a definition of fair value and provides guidance on fair value measurement. *AASB 13* will become mandatory for the Consolidated Entity's 30 June 2014 financial statements. This standard is applied prospectively. The Consolidated Entity has not yet determined the potential effect of the standard.

- (iv) *AASB 2010-6 Amendments to Australian Accounting Standards - Disclosures on Transfers of Financial Assets (effective from accounting periods beginning on or after 1 July 2011)*

In November 2010, the AASB made amendments to *AASB 7 Financial Instruments: Disclosures on Transfers of Financial Assets* which amends *AASB 1 First-time Adoption of Australian Accounting* and *AASB 7 Financial Instruments: Disclosures* to introduce additional disclosures in respect of risk exposures arising from transferred financial assets. The amendments will affect particularly entities that sell, factor, securitise, lend or otherwise transfer financial assets to other parties. The amendments will not have any impact on the Consolidated Entity's disclosures. The Consolidated Entity intends to apply the amendment from 1 July 2011.

- (v) *Amendments to AASB 2010-4 Further amendments to Australian Accounting Standards arising from the Annual Improvements Project (effective from accounting periods beginning on or after 1 July 2010 / 1 January 2011)*

In June 2010, the AASB made a number of amendments to Australian Accounting Standards as a result of the IASB's annual improvements project. The Consolidated Entity does not expect that any adjustments will be necessary as a result of applying the revised rules.

### (d) Basis of consolidation

- (i) *Subsidiaries*

Subsidiaries are entities controlled by the Scheme. Control exists when the Scheme has the power, directly or indirectly, to govern the financial and operating policies of another scheme so as to obtain benefits from its activities. This will generally be where the Scheme holds greater than 50% of the units in another scheme. The financial statements of subsidiaries are included in the consolidated financial statements from the date that control commences until the date that the control ceases.

## 2 Summary of significant accounting policies (continued)

### (d) Basis of consolidation (continued)

#### (ii) Transactions eliminated on consolidation

Intra-group balances, and any unrealised gains and losses or income and expenses arising from intra-group transactions are eliminated in preparing the consolidated financial statements.

### (e) Financial instruments

#### (i) Classification

The Consolidated Entity's investments are classified at fair value through profit or loss. They comprise:

- Financial instruments held for trading

Derivative financial instruments such as futures, forward contracts, options and interest rate swaps are included under this classification. All derivatives in a net receivable or payable position are shown gross and reported as either derivative financial assets or derivative financial liabilities. The Consolidated Entity does not designate any derivatives as hedges in a hedging relationship.

- Financial instruments designated at fair value through profit or loss upon initial recognition

These include financial assets and financial liabilities that are not held for trading purposes and which may be sold. They include for example, investments in exchange traded debt and equity instruments, unlisted trusts and commercial papers.

Financial assets and financial liabilities designated at fair value through profit or loss at inception are those that are managed and their performance evaluated on a fair value basis in accordance with the Consolidated Entity's documented investment strategy. The Consolidated Entity's policy is for the Responsible Entity to evaluate the information about these financial instruments on a fair value basis together with other related financial information.

Loans and receivables comprise amounts due to the Consolidated Entity.

Other financial liabilities include bank overdraft, distributions payable to unitholders of the Scheme, distributions payable to external unitholders of the subsidiary, due to brokers - payable for securities purchased, sundry creditors and accruals and net assets attributable to external unitholders of the subsidiary.

#### (ii) Recognition/derecognition

The Consolidated Entity recognises financial assets and financial liabilities on the date it becomes party to the contractual agreement (trade date) and recognises changes in fair value of the financial assets or financial liabilities from this date.

Investments are derecognised when the right to receive cash flows from the investments have expired or the Consolidated Entity has transferred substantially all risks and rewards of ownership.

#### (iii) Measurement

##### *Financial assets and liabilities held at fair value through profit or loss*

Financial assets and liabilities held at fair value through profit or loss are measured initially at fair value excluding any transaction costs that are directly attributable to the acquisition or issue of the financial asset or financial liability. Transaction costs on financial assets and financial liabilities at fair value through profit or loss are expensed immediately. Subsequent to initial recognition, all instruments held at fair value through profit or loss are measured at fair value with changes in their fair value recognised in the consolidated statement of comprehensive income.

- Fair value in an active market

The fair value of financial assets and liabilities traded in active markets is based on their quoted market prices at the balance sheet date without any deduction for estimated future selling costs. Financial assets are priced at current bid prices, while financial liabilities are priced at current asking prices.

## 2 Summary of significant accounting policies (continued)

### (e) Financial instruments (continued)

- Fair value in an inactive or unquoted market

The fair value of financial assets and liabilities that are not traded in an active market is determined using valuation techniques. These include the use of recent arm's length market transactions, reference to the current fair value of a substantially similar other instrument, discounted cash flow techniques, option pricing models or any other valuation technique that provides a reliable estimate of prices obtained in actual market transactions.

Where discounted cash flow techniques are used, estimated future cash flows are based on management's best estimates and the discount rate used is a market rate at the balance sheet date applicable for an instrument with similar terms and conditions.

For other pricing models, inputs are based on market data at the balance sheet date. Fair values for unquoted equity investments are estimated, if possible, using applicable pricing/earnings ratios for similar listed companies adjusted to reflect the specific circumstances of the issuer.

The fair value of derivatives that are not exchange-traded is estimated at the amount that the Consolidated Entity would receive or pay to terminate the contract at the balance sheet date taking into account current market conditions (volatility and appropriate yield curve) and the current creditworthiness of the counterparties. The fair value of a forward contract is determined as a net present value of estimated future cash flows, discounted at appropriate market rates as at the valuation date. The fair value of an option contract is determined by applying the Black-Scholes option valuation model.

Investments in other unlisted unit trusts are recorded at the redemption value per unit as reported by the managers of such trusts.

#### *Loans and receivables*

Loans and receivables are measured initially at fair value plus transaction costs and subsequently at amortised cost using the effective interest rate method, less impairment losses if any. Such assets are reviewed at each balance sheet date to determine whether there is objective evidence of impairment.

If evidence of impairment exists, an impairment loss is recognised in the consolidated statement of comprehensive income as the difference between the asset's carrying amount and the present value of estimated future cash flows discounted at the original effective interest rate.

If, in a subsequent period, the amount of an impairment loss recognised on a financial asset carried at amortised cost decreases and the decrease can be linked objectively to an event occurring after the write-down, the write-down is reversed through the consolidated statement of comprehensive income.

For the purpose of AASB 7, management considers that the carrying amount of cash and cash equivalents, other receivables, amounts due from brokers and other financial liabilities approximate fair value.

#### *Other financial liabilities*

Other financial liabilities are initially measured at fair value and subsequently at amortised cost.

#### *(iv) Offsetting financial instruments*

Financial assets and liabilities are offset and the net amount reported in the consolidated balance sheet when there is a legally enforceable right to offset the recognised amounts and there is an intention to settle on a net basis, or realise the asset and settle the liability simultaneously.

### (f) Net assets attributable to unitholders

Units are redeemable at the unitholders' option and are classified as financial liabilities as a result of the requirement to make mandatory distributions. The units can be put back to the Consolidated Entity at any time for cash based on the redemption price. The fair value of redeemable units is measured at the redemption amount that is payable (based on the redemption price) at the balance sheet date if unitholders exercised their right to redeem units in the Consolidated Entity.

## 2 Summary of significant accounting policies (continued)

### (g) Cash and cash equivalents

For consolidated cash flow statement presentation purposes, cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short term, highly liquid investments with original maturities of three months or less from the date of acquisition that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value, and bank overdrafts. Bank overdrafts are shown as a liability on the consolidated balance sheet.

### (h) Investment income

Interest income is recognised in the consolidated statement of comprehensive income for all interest bearing financial instruments using the effective interest method. Other changes in fair value for such instruments are recorded in accordance with the policies described in note 2(e).

The effective interest method is a method of calculating the amortised cost of a financial asset or financial liability and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts throughout the expected life of the financial instrument, or a shorter period where appropriate, to the net carrying amount of the financial asset or liability. When calculating the effective interest rate, the Consolidated Entity estimates cash flows considering all contractual terms of the financial instrument (for example, prepayment options) but does not consider future credit losses. The calculation includes all fees paid or received between the parties to the contract that are an integral part of the effective interest rate, including transaction costs and all other premiums or discounts.

Dividend income is recognised on the ex-dividend date with any related foreign withholding tax recorded as an expense.

Trust distributions (including distributions from cash management trusts) are recognised on a present entitlements basis as the Consolidated Entity is presently entitled to the distributable income of its investee trusts.

Other income is brought to account on an accruals basis.

Realised gains or losses are calculated as the difference between proceeds received from the sale of investments during the year (net of transaction costs) and their respective original costs. Unrealised gains or losses include all unrealised gains or losses recognised during the year on investments held at year end, adjusted for the reversal of previously recognised unrealised gains or losses on investments sold.

### (i) Expenses

All expenses, including Responsible Entity's fees, are recognised in the consolidated statement of comprehensive income on an accruals basis.

### (j) Income tax

Under current legislation, the Consolidated Entity is not subject to income tax, provided the taxable income of the Consolidated Entity is fully distributed either by way of cash or reinvestment (i.e. unitholders are presently entitled to all of the income of the Consolidated Entity).

Realised net capital losses cannot be distributed to unitholders but are carried forward by the Consolidated Entity to be offset against any realised capital gains in future years.

The benefits of franking credits and foreign tax credits are passed on to unitholders, providing certain conditions are met.

### (k) Distributions

In accordance with Constitutions, the Consolidated Entity distributes income adjusted for amounts determined by the Responsible Entity, to unitholders by cash or reinvestment. The distributions are recognised in the consolidated statement of comprehensive income as finance costs attributable to unitholders.

## 2 Summary of significant accounting policies (continued)

### (l) Change in net assets attributable to unitholders

Income not distributed is included in net assets attributable to unitholders. Movements in net assets attributable to unitholders are recognised in the consolidated statement of comprehensive income.

### (m) Goods and Services Tax (GST)

The GST incurred on the costs of various services provided to the Consolidated Entity by third parties such as Responsible Entity's fees, has been passed onto the Consolidated Entity. The Consolidated Entity qualifies for Reduced Input Tax Credits (RITC) at a rate of 75% hence Responsible Entity's fees and other expenses have been recognised in the consolidated statement of comprehensive income net of the amount of GST recoverable from the Australian Taxation Office (ATO). Accounts payable are inclusive of GST. The net amount of GST recoverable from the ATO is included in receivables in the consolidated balance sheet. Cash flows relating to GST are included in the consolidated cash flow statement on a gross basis.

## 3 Net gains on financial instruments held at fair value through profit or loss

	Consolidated		Scheme	
	30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
Net unrealised gains/(losses) on financial instruments held for trading	177	(236)	-	-
Net unrealised gains/(losses) on financial instruments designated at fair value through profit or loss	51,879	292,860	140,255	(138,148)
Net realised gains on financial instruments held for trading	914	4,298	-	-
Net realised gains/(losses) on financial instruments designated at fair value through profit or loss	125,823	214,369	(32,470)	446,692
<b>Net gains on financial instruments held at fair value through profit or loss</b>	<b>178,793</b>	<b>511,291</b>	<b>107,785</b>	<b>308,544</b>

Gains and losses presented above excludes interest income, dividend income, dividend expense on securities held short and interest expense.

## 4 Other expenses

	Consolidated		Scheme	
	30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
Transaction costs	7,605	9,990	-	-
Sundry expenses	1	37	-	-
<b>Total</b>	<b>7,606</b>	<b>10,027</b>	<b>-</b>	<b>-</b>

## 5 Distributions to unitholders

The distributions for the year were as follows:

	Consolidated	
	30 June	30 June
	2011	2010
	\$'000	\$'000
<b>Distributions</b>		
Distributions paid to unitholders of the Scheme - December	64,094	58,769
Distributions payable to unitholders of the Scheme - June	74,693	65,022
Distributions paid to the external unitholders of the Subsidiary - September	18,293	10,581
Distributions paid to the external unitholders of the Subsidiary - December	24,210	22,218
Distributions paid to the external unitholders of the Subsidiary - March	22,603	18,430
Distributions payable to the external unitholders of the Subsidiary - June	24,067	28,795
<b>Total distributions</b>	<u>227,960</u>	<u>203,815</u>

	Scheme	
	30 June	30 June
	2011	2010
	\$'000	\$'000
<b>Distributions</b>		
Distributions paid to unitholders of the Scheme - December	64,094	58,769
Distributions payable to unitholders of the Scheme - June	74,693	65,022
<b>Total distributions</b>	<u>138,787</u>	<u>123,791</u>

## 6 Net assets attributable to unitholders

Movements in number of units and net assets attributable to unitholders during the year were as follows:

	Consolidated			
	30 June	30 June	30 June	30 June
	2011	2010	2011	2010
	Units '000	Units '000	\$'000	\$'000
<b>Net assets attributable to unitholders</b>				
Opening balance	2,243,386	2,387,541	3,142,679	3,052,345
Applications	265,795	599,381	392,065	902,337
Redemptions	(549,275)	(767,030)	(810,276)	(1,158,930)
Units issued upon reinvestment of distributions	15,375	23,494	21,927	32,134
Change in net assets attributable to unitholders	-	-	101,699	314,793
<b>Closing balance</b>	<u>1,975,281</u>	<u>2,243,386</u>	<u>2,848,094</u>	<u>3,142,679</u>

	Scheme			
	30 June	30 June	30 June	30 June
	2011	2010	2011	2010
	Units '000	Units '000	\$'000	\$'000
<b>Net assets attributable to unitholders</b>				
Opening balance	2,243,386	2,387,541	3,142,293	3,058,758
Applications	265,795	599,381	392,065	902,337
Redemptions	(549,275)	(767,030)	(810,276)	(1,158,930)
Units issued upon reinvestment of distributions	15,375	23,494	21,927	32,134
Change in net assets attributable to unitholders	-	-	101,012	307,994
<b>Closing balance</b>	<u>1,975,281</u>	<u>2,243,386</u>	<u>2,847,021</u>	<u>3,142,293</u>

## 6 Net assets attributable to unitholders (continued)

As stipulated within the Scheme's Constitution, each unit represents a right to an individual share in the Scheme and does not extend to a right to the underlying assets of the Scheme. There are no separate classes of units and each unit has the same rights attaching to it as all other units of the Scheme.

### Scheme

#### (a) Unrealised capital losses

At the reporting date, the Scheme had unrealised net capital losses of \$128,631,400 (2010: \$269,133,828).

#### (b) Realised capital losses

At the reporting date, the Scheme had realised capital losses of \$32,371,994 (2010: \$nil) available to offset against future assessable capital gains.

## 7 Financial assets held at fair value through profit or loss

	Consolidated		Scheme	
	30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
<b>Designated at fair value through profit or loss</b>				
Equities	4,420,748	4,838,960	-	-
Unlisted unit trusts	7,020	91,004	2,877,396	3,155,634
<b>Total financial assets held at fair value through profit or loss</b>	<b>4,427,768</b>	<b>4,929,964</b>	<b>2,877,396</b>	<b>3,155,634</b>

Included in the equities class are equities pledged with another counterparty with a carrying amount as at 30 June 2011 of \$4,654,916 (2010: \$3,674,664). The terms and conditions subject to the use of the collateral is consistent with the standard Australian Clearing House Rules.

## 8 Financial liabilities held at fair value through profit or loss

	Consolidated		Scheme	
	Fair value 30 June 2011 \$'000	Fair value 30 June 2010 \$'000	Fair value 30 June 2011 \$'000	Fair value 30 June 2010 \$'000
<b>Held for trading</b>				
Options	22	469	-	-
<b>Total financial liabilities held at fair value through profit or loss</b>	<b>22</b>	<b>469</b>	<b>-</b>	<b>-</b>

## 9 Loans and receivables

	Consolidated		Scheme	
	30 June 2011 \$'000	30 June 2010 \$'000	30 June 2011 \$'000	30 June 2010 \$'000
Dividends/distributions receivable	40,926	41,146	44,406	51,936
Interest receivable	17	52	-	-
Applications receivable	1,333	-	-	-
Other receivables	942	612	415	218
<b>Total loans and receivables</b>	<b>43,218</b>	<b>41,810</b>	<b>44,821</b>	<b>52,154</b>

## 10 Related party transactions

### Responsible Entity

The Responsible Entity of Perpetual Wholesale Industrial Fund is Perpetual Investment Management Limited (ABN 18 000 866 535), a wholly owned subsidiary of Perpetual Limited (ACN 000 431 827).

The Consolidated Entity does not employ personnel in its own right. However, it is required to have an incorporated Responsible Entity to manage the activities of the Consolidated Entity and this is considered the key management personnel.

### Key management personnel

#### (a) Directors

Key management personnel includes persons who were directors of Perpetual Investment Management Limited during the year or since the end of the year and up to the date of this report:

R Burrows (appointed 2 April 2008)  
A Dodwell (appointed 25 August 2008, Alternate for I Holyman)  
C Doyle (appointed 24 September 2009)  
G Foster (appointed 3 February 2010, Alternate for R Burrows)  
J Hawkins (appointed 3 February 2010, resigned 27 July 2010, Alternate for M Pancino)  
J Hawkins (appointed 11 August 2010, resigned 25 February 2011, Alternate for M Miller)  
I Holyman (appointed 4 April 2005)  
M Miller (appointed 24 September 2009, resigned 11 August 2010, Alternate for C Doyle)  
M Miller (appointed 11 August 2010, resigned 25 February 2011)  
M Pancino (appointed 2 February 2010, resigned 27 July 2010)  
R Brandweiner (appointed 15 March 2011)

#### (b) Other key management personnel

There were no other persons with responsibility for planning, directing and controlling the activities of the Consolidated Entity, directly or indirectly during or since the end of the financial year.

### Key management personnel unitholdings

From time to time directors of the Consolidated Entity, or their director related entities, may invest in or withdraw from the Consolidated Entity. These investments or withdrawals are on the same terms and conditions as those entered into by other Consolidated Entity investors.

At 30 June 2011 no key management personnel held units in the Consolidated Entity (2010: nil).

### Key management personnel loan disclosures

The Consolidated Entity has not made, guaranteed or secured, directly or indirectly, any loans to the key management personnel or their personally related entities at any time during the reporting period.

## 10 Related party transactions (continued)

### Other transactions within the Consolidated Entity

Apart from those details disclosed in this note, no key management personnel have entered into a contract with the Consolidated Entity since the end of the previous financial year and there were no contracts involving directors' interests subsisting at year end.

### Responsible Entity's fees and other transactions

The Responsible Entity's fees are calculated in accordance with the Constitutions (as amended). The Responsible Entity's fee is 0.990% p.a. for Perpetual Wholesale Industrial Fund and 1.950% p.a. for Perpetual Industrial Share Fund of the net asset value (after taking account of GST and reduced input tax credits) and is disclosed in the consolidated statement of comprehensive income.

All related party transactions are conducted on normal commercial terms and conditions. The transactions during the year and amounts payable/receivable at year end between the Consolidated Entity and the Responsible Entity were as follows:

	Consolidated		Scheme	
	30 June 2011 \$	30 June 2010 \$	30 June 2011 \$	30 June 2010 \$
Responsible Entity's fees paid and payable directly by the Consolidated Entity	64,285,941	80,050,846	31,089,891	27,374,273
Application fees (deducted from application monies prior to issue of units)	31,953	38,496	-	-
Responsible Entity's fee rebate received and receivable directly by the Consolidated Entity	659,190	8,120,187	-	7,274,539
Fees payable to the Responsible Entity as at reporting date (included in sundry creditors and accruals)	1,033,007	984,237	502,825	473,391
Rebates receivable from the Responsible Entity as at reporting date (included in other receivables)	23,569	89,735	-	-

### Related party unitholdings

Parties related to the Consolidated Entity (including Perpetual Investment Management Limited, its related parties and other schemes managed by Perpetual Investment Management Limited), held units in the Consolidated Entity as follows:

30 June 2011	Consolidated				
	Number of units held '000	Interest held (%)	Number of units acquired '000	Number of units disposed '000	Distributions paid/payable \$'000
<b>Managed Investment Schemes</b>					
Perpetual Split Growth Fund	8,363	0.2	874	2,375	461
Perpetual WealthFocus Investment Advantage					
- Perpetual Split Growth Option	57	-	15	2	3
Perpetual Wholesale Split Growth Fund	13,987	0.3	1,741	4,913	777
<b>Superannuation Fund</b>					
Perpetual's Pooled Superannuation Trust					
- Perpetual Industrial Share Option	79,272	1.7	6,129	21,300	4,603

## 10 Related party transactions (continued)

### Related party unitholdings (continued)

30 June 2010

	Number of units held '000	Interest held (%)	Consolidated		
			Number of units acquired '000	Number of units disposed '000	Distributions paid/payable \$'000
Managed Investment Schemes					
Perpetual Split Growth Fund	9,864	0.2	12,239	9,463	420
Perpetual WealthFocus Investment Advantage					
- Perpetual Split Growth Option	44	-	52	48	2
Perpetual Wholesale Split Growth Fund	17,159	0.3	21,382	16,673	723
Superannuation Fund					
Perpetual's Pooled Superannuation Trust					
- Perpetual Industrial Share Option	94,443	1.8	111,424	120,795	4,205

### Investments

The Consolidated Entity held investments in the following schemes which are also managed by Perpetual Investment Management Limited or its related parties:

30 June 2011

Managed Investment Scheme	Number of units held '000	Fair value of investment \$'000	Interest held (%)	Consolidated		
				Number of units acquired '000	Number of units disposed '000	Distributions received/receivable \$'000
Perpetual Cash Management Fund	7,020	7,020	0.8	1,008,170	1,092,154	2,418

30 June 2011

Managed Investment Scheme	Number of units held '000	Fair value of investment \$'000	Interest held (%)	Scheme		
				Number of units acquired '000	Number of units disposed '000	Distributions received/receivable \$'000
Perpetual Industrial Share Fund	3,027,245	2,877,396	64.9	472,208	873,509	163,104

30 June 2010

Managed Investment Scheme	Number of units held '000	Fair value of investment \$'000	Interest held (%)	Consolidated		
				Number of units acquired '000	Number of units disposed '000	Distributions received/receivable \$'000
Perpetual Cash Management Fund	91,004	91,004	5.5	1,413,171	1,406,300	3,096

## 10 Related party transactions (continued)

Managed Investment Scheme	Number of units held '000	Fair value of investment \$'000	Interest held (%)	Scheme		Distributions received/receivable \$'000
				Number of units acquired '000	Number of units disposed \$'000	
Perpetual Industrial Share Fund	3,428,546	3,155,634	64.3	4,283,534	3,010,013	143,340

## 11 Auditor's remuneration

During the year the following fees were paid or payable by the Responsible Entity for services provided by the auditor of the Consolidated Entity:

	Consolidated		Scheme	
	30 June 2011	30 June 2010	30 June 2011	30 June 2010
	\$	\$	\$	\$
<b>Audit and audit related services</b>				
KPMG				
<b>Total remuneration for audit and audit related services</b>	<b>35,678</b>	<b>32,987</b>	<b>17,332</b>	<b>18,457</b>

## 12 Reconciliation of operating profit to net cash inflow from operating activities

	Consolidated		Scheme	
	30 June 2011	30 June 2010	30 June 2011	30 June 2010
	\$'000	\$'000	\$'000	\$'000
<b>(a) Reconciliation of operating profit to net cash inflow from operating activities</b>				
Operating profit	359,313	676,532	239,799	431,785
Decrease/(increase) in dividends/distributions receivable	220	(962)	7,530	5,459
Decrease/(increase) in interest receivable	35	(42)	-	-
(Increase)/decrease in other receivables	(330)	2,801	(197)	2,381
Increase in sundry creditors and accruals	49	702	30	473
Net gains on financial instruments held at fair value through profit or loss	(178,793)	(511,291)	(107,785)	(308,544)
<b>Net cash inflow from operating activities</b>	<b>180,494</b>	<b>167,740</b>	<b>139,377</b>	<b>131,554</b>

### (b) Components of cash and cash equivalents

Cash at the end of the financial year as shown in the cash flow statement is reconciled to the balance sheet as follows:

(Bank overdraft)/cash on hand	(1,171)	44,993	-	-
<b>Total (bank overdraft)/cash and cash equivalents</b>	<b>(1,171)</b>	<b>44,993</b>	<b>-</b>	<b>-</b>

## 13 Financial risk management

### (a) Overview

The allocation of assets between the various types of financial instruments is determined by the Consolidated Entity's asset manager who manages the Consolidated Entity's assets to achieve the Consolidated Entity's investment objectives.

Divergence from target asset allocations and the composition of the assets is monitored by the Consolidated Entity's asset manager on at least a daily basis.

Perpetual Investment Management Limited (PIML), as Responsible Entity of the Consolidated Entity, is aware of the risks associated with the business of investment management. A financial risk management framework has been established within PIML which incorporates a regular assessment process to ensure that procedures and controls adequately manage the risks arising from current business activities. Central controls include (but are not limited to):

- integrated computer systems and processes with checks and balances;
- clear policies and procedures covering operations;
- post-trade investment compliance monitoring by outsourced arrangement;
- segregation of the dealing and investment management function from the administration and settlement function;
- an independent service provider for the valuation of securities;
- a compliance function within PIML with a separate reporting line from the Asset Management team; and
- a half-yearly control self-assessment process.

The Consolidated Entity's investing activities expose it to the following risks from its use of financial instruments:

- market risk;
- credit risk; and
- liquidity risk.

The nature and extent of the financial instruments employed by the Consolidated Entity are discussed below. This note presents information about the Consolidated Entity's exposure to each of the above risks, the Consolidated Entity's objectives, policies and processes for measuring and managing risk.

The Board of Directors of PIML has overall responsibility for the establishment and oversight of the Consolidated Entity's financial risk management framework.

A risk management framework is in operation in PIML. Regular compliance and risk reporting forms an integral part of this framework. This facilitates a flow of information between the business and the PIML Board and its Committees. Any material matters identified are promptly investigated and reported.

The Board of Directors oversees how management monitors compliance with the Consolidated Entity's financial risk management policies and procedures. The Board of Directors ensures the continued adequacy of the financial risk management framework.

The use of derivatives is considered to be part of the investment and asset management processes and is not managed in isolation. Consequently, the use of derivatives is multifaceted and includes:

- Hedging to protect an asset of the Consolidated Entity against a fluctuation in market value or to reduce volatility;
- As a substitute for physical securities until the physical position can be established;
- Adjusting asset exposures within the parameters set in the investment strategy;
- Adjusting the duration of fixed interest assets or the weighted average maturity of cash assets; and

## 13 Financial risk management (continued)

### (a) Overview (continued)

- Creating a short exposure to a stock or market for a Consolidated Entity authorised to take net negative positions.

Derivatives are not used to gear (leverage) an asset unless explicitly allowed in accordance with the Consolidated Entity's governing documents. Gearing an asset would occur if the level of exposure to the markets exceeds the underlying value of the Consolidated Entity.

### (b) Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and other market prices will affect the Consolidated Entity's income or the carrying value of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return on risk.

The Consolidated Entity is exposed to market risk influencing investment valuations. At 30 June 2011 the Consolidated Entity used options to manage this risk (30 June 2010: the Consolidated Entity used options).

#### (i) Currency risk

A Consolidated Entity that invests in international assets is exposed to currency risk. Currency risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Asset Managers may enter into derivative contracts (such as forwards, swaps, options and futures) through approved foreign exchange dealers to minimise risk. However, the use of these contracts must be consistent with the investment strategy and restrictions of each Scheme, and agreed acceptable level of currency risk of the Consolidated Entity.

The Consolidated Entity may enter into transactions denominated in currencies other than Australian dollars. The Consolidated Entity is therefore exposed to risks that the exchange rate of the Australian dollar relative to other foreign currencies may change and have an adverse effect on the Consolidated Entity's assets and liabilities denominated in currencies other than the Australian dollar.

Foreign currency positions are monitored on a daily basis.

In accordance with the Product Disclosure Statement, the Consolidated Entity can invest in international assets. As of the balance sheet date, the Consolidated Entity holds no significant investment in international assets.

#### (ii) Interest rate risk

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Interest rate risk is not considered to be significant to the Consolidated Entity other than its cash holdings/bank overdraft. Interest income from cash holdings is received at variable interest rates.

#### (iii) Other market price risk

Other market price risk is the risk that the value of an instrument will fluctuate as a result of changes in market prices, whether caused by factors specific to an individual investment, its issuer or factors affecting all instruments traded in the market.

As the majority of the Consolidated Entity's investments are carried at fair value with fair value changes recognised in the consolidated statement of comprehensive income, all changes in market conditions will directly affect net investment income.

Daily monitoring of trade restrictions and derivative exposure against limits is undertaken with any breach of these limit restrictions being reported.

## 13 Financial risk management (continued)

### (b) Market risk (continued)

#### *(iii) Other market price risk (continued)*

The Consolidated Entity's specialist asset managers aim to manage the impact of price risk through the use of consistent and carefully considered investment guidelines. Risk management techniques are used in the selection of investments. Investments (including derivatives) are only purchased that meet investment criteria. Risk can be reduced by diversifying investments across several asset managers, markets, regions and different asset classes.

#### **Sensitivity analysis**

##### **Consolidated Entity**

An increase of 15% at the reporting date of the market prices would have increased operating profit from operating activities by \$664,161,985 (2010: \$739,424,279). This analysis assumes that all other variables remain constant.

A decrease of 15% would have the equal, but opposite effect to the amounts shown above, on the basis that all other variables remain constant.

##### **Scheme**

An increase of 15% at the reporting date of the market prices would have increased operating profit from operating activities by \$431,609,451 (2010: \$473,345,071). This analysis assumes that all other variables remain constant.

A decrease of 15% would have the equal, but opposite effect to the amounts shown above, on the basis that all other variables remain constant.

### (c) Credit risk

Credit risk is the risk that a counterparty to a financial instrument will fail to discharge an obligation or commitment that it has entered into with the Consolidated Entity. PIML has a credit policy in place and the exposure to credit risk is monitored on an ongoing basis.

With respect to credit risk arising from the financial assets of the Consolidated Entity, other than derivatives, the Consolidated Entity's exposure to credit risk arises from default of the counterparty, with the current exposure equal to the fair value of these instruments as disclosed on the consolidated balance sheet. This does not represent the maximum risk exposure that could arise in the future as a result of changes in values, but best represents the current maximum exposure at the reporting date.

Investment management processes include the consideration of counterparty risk. Securities/investments (including derivatives) are only purchased that meet the investment criteria. The Asset Management team within PIML may refer to the quantified credit ratings issued by Standard and Poor's or equivalent rating agency to assess the credit worthiness of counterparties.

Investment management processes include the consideration of counterparty risk. Securities/investments (including derivatives) are only purchased that meet the investment criteria. The Asset Management team within PIML may refer to the quantified credit ratings issued by Standard and Poor's or equivalent rating agency to assess the credit worthiness of counterparties. In addition, when considering approval of the new mortgage facilities, decisions are based on the approved lending guidelines and the investment strategy of the Consolidated Entity. Loans are only made to financially sound borrowers who satisfy credit checks. A procedure for checking and confirming the creditworthiness of borrowers is performed by mortgage managers for each application.

Consideration is given (among other things) to branding, stability and security marketability of counterparties and PIML consistently monitors exposure through electronic systems. PIML has broking agreements in place with a limited number of stockbrokers.

Trading in equity futures and options is restricted to trading on an exchange.

Credit risk is not considered to be significant to the Consolidated Entity.

### 13 Financial risk management (continued)

#### (c) Credit risk (continued)

##### *Cash and cash equivalents*

The exposure to credit risk for cash and cash equivalents is low as all counterparties have a rating of AA or higher (as determined by the Standard and Poor's or equivalent rating agency).

##### *Due from brokers*

All transactions in listed securities are settled/paid for upon delivery using approved brokers. The risk of default is considered low, as delivery of securities sold is only made once the broker has received payment. Payment is made once purchase on the securities have been received by the broker. The trade will fail if either party fails to meet its obligations.

#### (d) Liquidity risk

Liquidity risk is the risk that the Consolidated Entity will not be able to meet its financial obligations as they fall due.

The Scheme's Product Disclosure Statement provides for daily redemption of units and it is therefore exposed to liquidity risk of meeting unitholders' redemption at those times.

The Consolidated Entity's financial instruments include unlisted investments which are not traded in an organised public market and which generally may be illiquid. As a result, the Consolidated Entity may not be able to liquidate quickly some of its investments in these instruments at an amount close to their fair value in order to meet its liquidity requirements.

The investment management process includes the consideration of liquidity, both in terms of market quality and cash flow. In asset construction, securities/investments (including derivatives) are only purchased that meet investment criteria and this includes the assessment of saleability in different market conditions. Before entering into a transaction, consideration is given to (among others):

- whether the purpose of the investment is consistent with the investment strategy of the Consolidated Entity;
- the ease of selling the security should market conditions change unfavourably;
- whether there are sufficient assets to cover the underlying liabilities of that transaction; and
- the overall liquidity level for the Consolidated Entity.

The investment strategies define a range of liquidity levels for the Consolidated Entity. PIML has systems in place capable of monitoring and reporting on guidelines and limits.

### 13 Financial risk management (continued)

#### (d) Liquidity risk (continued)

The following table represents the contractual maturities of financial liabilities, including interest payments where applicable:

Consolidated	Carrying amount	Contractual cash flow	At call	6 months or less
30 June 2011	\$'000	\$'000	\$'000	\$'000
<b>Non-derivative financial liabilities</b>				
Bank overdraft	1,171	1,171	1,171	-
Distributions payable to unitholders of the Scheme	74,693	74,693	-	74,693
Distributions payable to external unitholders of the subsidiary	24,067	24,067	-	24,067
Due to brokers - payable for securities purchased	25,395	25,395	-	25,395
Sundry creditors and accruals	4,421	4,421	-	4,421
Net assets attributable to external unitholders of the subsidiary	1,560,021	1,560,021	1,560,021	-
Net assets attributable to unitholders of the Scheme	<u>2,848,094</u>	<u>2,848,094</u>	<u>2,848,094</u>	<u>-</u>
<b>Total</b>	<u>4,537,862</u>	<u>4,537,862</u>	<u>4,409,286</u>	<u>128,576</u>

#### Derivative financial liabilities

Options	22	22	22	-
<b>Total</b>	<u>22</u>	<u>22</u>	<u>22</u>	<u>-</u>

Consolidated	Carrying amount	Contractual cash flow	At call	6 months or less
30 June 2010	\$'000	\$'000	\$'000	\$'000
<b>Non-derivative financial liabilities</b>				
Distributions payable to unitholders of the Scheme	65,022	65,022	-	65,022
Distributions payable to external unitholders of the subsidiary	28,795	28,795	-	28,795
Due to brokers - payable for securities purchased	49,386	49,386	-	49,386
Sundry creditors and accruals	984	984	-	984
Net assets attributable to external unitholders of the subsidiary	1,749,785	1,749,785	1,749,785	-
Net assets attributable to unitholders of the Scheme	<u>3,142,679</u>	<u>3,142,679</u>	<u>3,142,679</u>	<u>-</u>
<b>Total</b>	<u>5,036,651</u>	<u>5,036,651</u>	<u>4,892,464</u>	<u>144,187</u>

#### Derivative financial liabilities

Options	469	469	469	-
<b>Total</b>	<u>469</u>	<u>469</u>	<u>469</u>	<u>-</u>

Scheme	Carrying amount	Contractual cash flow	At call	6 months or less
30 June 2011	\$'000	\$'000	\$'000	\$'000
<b>Non-derivative financial liabilities</b>				
Distributions payable to unitholders	74,693	74,693	-	74,693
Sundry creditors and accruals	503	503	-	503
Net assets attributable to unitholders of the Scheme	<u>2,847,021</u>	<u>2,847,021</u>	<u>2,847,021</u>	<u>-</u>
<b>Total</b>	<u>2,922,217</u>	<u>2,922,217</u>	<u>2,847,021</u>	<u>75,196</u>

### 13 Financial risk management (continued)

#### (d) Liquidity risk (continued)

Scheme	Carrying amount \$'000	Contractual cash flow \$'000	At call \$'000	6 months or less \$'000
30 June 2010				
Non-derivative financial liabilities				
Distributions payable to unitholders	65,022	65,022	-	65,022
Sundry creditors and accruals	473	473	-	473
Net assets attributable to unitholders of the Scheme	<u>3,142,293</u>	<u>3,142,293</u>	<u>3,142,293</u>	<u>-</u>
Total	<u>3,207,788</u>	<u>3,207,788</u>	<u>3,142,293</u>	<u>65,495</u>

Financial instruments at fair value through profit or loss where there are no contractual cash flows are disclosed based on the financial instruments' fair value at 30 June and their estimated maturity at this date.

#### (e) Fair value hierarchy

The Consolidated Entity has adopted the amendments to AASB 7, effective 1 July 2009. This requires the Consolidated Entity to classify fair value measurements using a fair value hierarchy that reflects the significance of observable inputs used in making the measurements. The fair value hierarchy has the following levels:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1);
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2); and
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The level in the fair value hierarchy within which the fair value measurement is categorised in its entirety is determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety. For this purpose, the significance of an input is assessed against the fair value measurement in its entirety. If a fair value measurement uses observable inputs that require significant adjustment based on unobservable inputs, that measurement is a level 3 measurement. Assessing the significance of a particular input to the fair value measurement in its entirety requires judgement, considering factors specific to the asset or liability.

The determination of what constitutes "observable" requires judgement by the Responsible Entity. The Responsible Entity considers observable data to be market data that is readily available, regularly distributed or updated, reliable and verifiable, not proprietary, and provided by independent sources that are actively involved in the relevant market.

The table below sets out the Consolidated Entity's financial assets and liabilities (by class) measured at fair value according to the fair value hierarchy at 30 June 2011 and 30 June 2010:

Consolidated - as at 30 June 2011	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
<b>Financial assets</b>				
Financial assets designated at fair value through profit or loss:				
Equities	4,420,748	-	-	4,420,748
Unlisted unit trusts	<u>7,020</u>	<u>-</u>	<u>-</u>	<u>7,020</u>
<b>Total</b>	<u>4,427,768</u>	<u>-</u>	<u>-</u>	<u>4,427,768</u>
<b>Financial liabilities</b>				
Financial liabilities held for trading:				
Options	<u>22</u>	<u>-</u>	<u>-</u>	<u>22</u>
<b>Total</b>	<u>22</u>	<u>-</u>	<u>-</u>	<u>22</u>

## 13 Financial risk management (continued)

### (e) Fair value hierarchy (continued)

Consolidated - as at 30 June 2010	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
<b>Financial assets</b>				
Financial assets designated at fair value through profit or loss at inception:				
Equities	4,838,960	-	-	4,838,960
Unlisted unit trusts	91,004	-	-	91,004
<b>Total</b>	<b>4,929,964</b>	<b>-</b>	<b>-</b>	<b>4,929,964</b>
<b>Financial liabilities</b>				
Financial liabilities held for trading:				
Options	469	-	-	469
<b>Total</b>	<b>469</b>	<b>-</b>	<b>-</b>	<b>469</b>

Scheme - as at 30 June 2011	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
<b>Financial assets</b>				
Financial assets designated at fair value through profit or loss:				
Unlisted unit trusts	2,877,396	-	-	2,877,396
<b>Total</b>	<b>2,877,396</b>	<b>-</b>	<b>-</b>	<b>2,877,396</b>

Scheme - as at 30 June 2010	Level 1 \$'000	Level 2 \$'000	Level 3 \$'000	Total \$'000
<b>Financial assets</b>				
Financial assets designated at fair value through profit or loss:				
Unlisted unit trusts	3,155,634	-	-	3,155,634
<b>Total</b>	<b>3,155,634</b>	<b>-</b>	<b>-</b>	<b>3,155,634</b>

For the years ended 30 June 2011 and 30 June 2010, there have been no transfers between levels.

## 14 Derivative financial instruments

In the normal course of business the Consolidated Entity enters into transactions in various derivative financial instruments which have certain risks. A derivative is a financial instrument or other contract which is settled at a future date and whose value changes in response to the change in a specified interest rate, financial instrument price, commodity price, foreign exchange rate, index of prices or rates, credit rating or credit index or other variable.

Derivative financial instruments require no initial net investment or an initial net investment that is smaller than would be required for other types of contracts that would be expected to have a similar response to changes in market factors.

Derivative transactions include many different instruments, such as forwards, futures and options. Derivatives are considered to be part of the investment process and the use of derivatives is an essential part of the Consolidated Entity's portfolio management. Derivatives are not managed in isolation. Consequently, the use of derivatives is multifaceted and includes:

- hedging to protect an asset or liability of the Consolidated Entity against a fluctuation in market values or to reduce volatility;
- a substitution for trading of physical securities; and

#### 14 Derivative financial instruments (continued)

- adjusting asset exposures within the parameters set in the investment strategy, and adjusting the duration of fixed interest portfolios or the weighted average maturity of cash portfolios.

While derivatives are used for trading purposes, they are not used to gear (leverage) a portfolio. Gearing a portfolio would occur if the level of exposure to the markets exceeds the underlying value of the Consolidated Entity.

The Consolidated Entity held the following derivative instruments during the year:

##### Options

An option is a contractual arrangement under which the seller (writer) grants the purchaser (holder) the right, but not the obligation, either to buy (a call option) or sell (a put option) at or by a set date or during a set period, a specific amount of securities or a financial instrument at a predetermined price. The seller receives a premium from the purchaser in consideration for the assumption of future securities price risk. Options held by the Consolidated Entity are exchange-traded. The Consolidated Entity is exposed to credit risk on purchased options to the extent of their carrying amount, which is their fair value. Options are settled on a gross basis.

#### 15 Investment in subsidiary

	<b>Ownership interest</b>	
	<b>30 June 2011</b>	<b>30 June 2010</b>
	%	%
<b>Parent Entity</b>		
Perpetual Wholesale Industrial Fund		
<b>Subsidiary</b>		
Perpetual Industrial Share Fund	64.9	64.3

The above subsidiary is incorporated in Australia.

#### 16 Events occurring after the balance sheet date

No significant events have occurred since the balance sheet date which would impact on the financial position of the Consolidated Entity disclosed in the consolidated balance sheet as at 30 June 2011 or on the results and cash flows of the Consolidated Entity for the year ended on that date.

#### 17 Contingent assets, liabilities and commitments

There are no outstanding contingent assets, liabilities or commitments as at 30 June 2011 and 30 June 2010.

## Directors' declaration

In the opinion of the directors of Perpetual Investment Management Limited, the Responsible Entity of Perpetual Wholesale Industrial Fund:

- (a) the annual financial statements and notes, set out on pages 6 to 29, are in accordance with the *Corporations Act 2001*, including:
  - (i) complying with Australian Accounting Standards (including the Australian Accounting Interpretations), and the *Corporations Regulations 2001*; and
  - (ii) giving a true and fair view of the Consolidated Entity's financial position as at 30 June 2011 and of its performance for the financial year ended on that date;
- (b) there are reasonable grounds to believe that the Consolidated Entity will be able to pay its debts as and when they become due and payable; and
- (c) the financial report also complies with International Financial Reporting Standards as disclosed in note 2(a).

This declaration is made in accordance with a resolution of the directors.



R Burrows  
Director

Sydney  
14 September 2011



## **Independent auditor's report to the unitholders of Perpetual Wholesale Industrial Fund**

### **Report on the financial report**

We have audited the accompanying financial report of Perpetual Wholesale Industrial Fund (the Scheme), which comprises the balance sheets as at 30 June 2011, statements of comprehensive income, statements of changes in equity and cash flow statements for the year ended on that date, notes 1 to 17 comprising a summary of significant accounting policies and other explanatory information and the directors' declaration of the Scheme and the Group comprising the Scheme and the entities it controlled at the year's end or from time to time during the financial year.

#### *Directors' responsibility for the financial report*

The directors of Perpetual Investment Management Limited are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001*, and for such internal control as the directors determine is necessary to enable the preparation of the financial report that is free from material misstatement whether due to fraud or error. In note 2, the directors also state, in accordance with Australian Accounting Standard AASB 101 *Presentation of Financial Statements*, that the financial statements comply with International Financial Reporting Standards.

#### *Auditor's responsibility*

Our responsibility is to express an opinion on the financial report based on our audit. We conducted our audit in accordance with Australian Auditing Standards. These Auditing Standards require that we comply with relevant ethical requirements relating to audit engagements and plan and perform the audit to obtain reasonable assurance whether the financial report is free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial report. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial report, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial report that gives a true and fair view in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the directors, as well as evaluating the overall presentation of the financial report.

We performed the procedures to assess whether in all material respects the financial report presents fairly, in accordance with the *Corporations Act 2001* and Australian Accounting Standards, a true and fair view which is consistent with our understanding of the Scheme's and the Group's financial positions and of their performance.



We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

*Independence*

In conducting our audit, we have complied with the independence requirements of the *Corporations Act 2001*.

*Auditor's opinion*

In our opinion:

(a) the financial report of Perpetual Wholesale Industrial Fund is in accordance with the *Corporations Act 2001*, including:

- (i) giving a true and fair view of the Scheme's and the Group's financial positions as at 30 June 2011 and of their performance for the year ended on that date; and
- (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001.

(b) the financial report of the Group also complies with International Financial Reporting Standards as disclosed in note 2.

  
KPMG



Robert Warren  
*Partner*

Sydney

14 September 2011



Perpetual 