



WealthFocus Investment Advantage

Summary of changes from 10 November 2008

| | Previous | New |
|---|---------------------------------------|--|
| Product name | Perpetual's Investor Choice Fund | Perpetual WealthFocus Investment Advantage |
| Investment Options | | |
| Investment Options | 8 | More than 70 |
| Managers | Perpetual only | Perpetual + more than 30 external managers |
| Investment Option names | | |
| | Cash Asset Group | Perpetual's Cash |
| | Property Securities Asset Group | Perpetual's Property Securities |
| | Australian Share Asset Group | Perpetual's Australian Share |
| | Industrial Share Asset Group | Perpetual's Industrial Share |
| | Smaller Companies Share Asset Group | Perpetual's Smaller Companies Share |
| | International Share Asset Group | Perpetual's International Share |
| | Conservative Growth Asset Group | Perpetual's Conservative Growth |
| | Balanced Growth Asset Group | Perpetual's Balanced Growth |
| Investment minimums | | |
| Initial investment per option | \$500 | \$2,000 |
| Additional investment per option | \$250 | \$1,000 |
| Savings plan | | |
| ▪ initial investment per option | \$250 | \$1,000 |
| ▪ additional investment total | \$200 | \$100 |
| ▪ additional investment per option | \$50 | \$100 |
| Balance per option | \$500 | \$1,000 |
| Withdrawal | \$1,000 | \$1,000 |
| Switch per option | \$500 | \$1,000 |
| Features | | |
| Dollar cost averaging plan | No | Yes |
| Auto-rebalancing | No | Yes |
| BPAY initial investments | No | Yes |
| Direct debit for initial and additional investments | No | Yes |
| Adviser service fee | No | up to 2%, or \$20,000pa |
| Regular withdrawal plan | No | Yes |
| Ongoing commission rebates | No | Yes |
| Distribution options | | |
| ▪ reinvest | Yes | Yes |
| ▪ pay to cash option | No | Yes |
| ▪ pay to bank | Yes | Yes |
| ▪ select at option or product level | Product | Option |
| Savings plan (monthly) | Deducted on the 15th day of the month | Deducted on the 20th day of the month |

| | Previous | New |
|-------------------------------------|--------------------|-------------|
| Distribution frequency | | |
| Perpetual's Cash | Half yearly | Quarterly |
| Perpetual's Property Securities | Half yearly | Quarterly |
| Perpetual's Australian Share | Half yearly | Half yearly |
| Perpetual's Industrial Share | Half yearly | Quarterly |
| Perpetual's Smaller Companies Share | Half yearly | Half yearly |
| Perpetual's International Share | Half yearly | Half yearly |
| Perpetual's Conservative Growth | Half yearly | Quarterly |
| Perpetual's Balanced Growth | Half yearly | Quarterly |
| Fees and costs | | |
| Switching fee | \$100 ¹ | Nil |
| Commission | | |
| Ongoing commission ² | | |
| ▪ Cash | 0.275% | 0.275% |
| ▪ Income | 0.440% | 0.440% |
| ▪ Property | 0.330% | 0.600% |
| ▪ Others | 0.440% | 0.600% |

1 If more than two switches made in a 12 month period, a fee of \$100 per additional switch may apply. Buy/sell spreads will generally apply.

2 Paid by Perpetual to advisers out of our management fee at no additional cost to you. The new rates only apply to new money invested from 10 November 2008. Rates quoted are inclusive of GST.

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