

Perpetual WealthFocus Super Plan

Member Outcomes Assessment
Financial Year Ending 30 June 2022

Dear Members of the Perpetual WealthFocus Super Plan (the Plan)

We are pleased to present the Member Outcomes Assessment for the year ended 30 June 2022. This report provides a comprehensive overview of the Plan's performance, including reviews of investment returns and risks, fees and costs, and other assessment factors.

Our aim is to provide you with clear and relevant information to help you understand how your investment in the Plan has performed over the past year, and how this performance aligns with your retirement goals.

At Perpetual Superannuation Limited (PSL), our purpose is the enduring prosperity for the lifetime of our members. With the Perpetual WealthFocus Super Plan this purpose is expressed in providing choice, flexibility and control to members over their retirement savings, enabling you to make informed decisions about how your money is invested and manage your long-term financial future.

We value your membership and are committed to ensuring that the Plan continues to deliver strong outcomes for our members. We encourage you to take the time to read this report and to contact us if you have any questions or would like further information.

Thank you for your continued support.

Janet Torney – Chair, Perpetual Superannuation Limited

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Perpetual 

Investment Strategy, Returns and Risk

In the financial year ending 30 June 2022, actions taken by central banks to curb inflation, such as raising interest rates, led to volatile market conditions. This led to declines in asset values, including for traditionally more stable investments such as fixed income. However, these market conditions favoured Perpetual's quality and value investment style, with most options managed by Perpetual Investment Management Limited achieving top-quartile performance with lower volatility compared to peers.

The Plan offers a diverse range of investment options and managers to cater to the needs of our members. Over the past year, there has been a mix of performance outcomes across the options. Some options have delivered strong returns, above market returns, while some options have underperformed. However, we believe that the diversity of options available to our members helps to mitigate overall risk and provides a well-rounded investment portfolio.

Investment risk levels are generally similar among options in the same asset class, except for the Perpetual Geared Australian option. This option uses borrowing to increase investment exposure, amplifying both positive and negative returns, and increasing the investment risk.

The Plan's philosophy of providing members the choice, flexibility and control of a diversified range of investment options remains sound. PSL continues to monitor the performance of each option offered to ensure that they remain true to their stated investment approach and align with meeting members' needs.

30 June 2022 - Multi-asset class options, investment returns and risk

Super Plan	Investment Returns				Investment Risk ¹			
Risk and Return June 2022	1yr	3yrs	5yrs	10yrs	1	3	5	10
Capital Stable (20-40) – Median	-3.25	1.72	3.08	4.67	3.06	4.35	3.65	2.97
Perpetual Conservative Growth	-2.04	1.95	3.02	4.24	3.19	4.01	3.39	2.97
BlackRock Diversified ESG Stable	-6.39	-0.20	1.82	3.41	4.35	4.95	4.26	3.72
Conservative Balanced (41-59) - Median	-3.80	2.68	4.21	6.26	4.61	6.24	5.38	4.42
Perpetual Diversified Growth	-0.71	3.59	4.35	5.83	4.38	5.99	5.07	4.52
Balanced (60-76) - Median	-3.82	4.07	5.75	7.97	5.89	8.36	7.10	6.08
Perpetual Balanced Growth	0.37	5.27	5.68	7.32	5.71	8.14	6.93	6.01
BlackRock Diversified ESG Growth	-8.97	1.29	4.05	6.58	7.97	9.57	8.36	7.41
BlackRock Tactical Growth	-7.20	2.76	4.96	6.85	7.02	9.52	8.28	7.18
Morningstar Growth Real Return	-1.85	2.60	3.32	5.85	6.16	8.29	6.73	5.61
Schroder Sustainable Growth	-7.16	1.76	3.43	5.80	6.42	8.33	7.09	6.17
High Growth (91-100) - Median	-6.87	4.61	6.59	10.03	8.58	12.31	10.30	9.09
Perpetual Global Allocation Alpha	1.96	6.60	7.27	10.36	7.29	11.49	10.09	9.22

source: SuperRatings' Super Fund Crediting Rate Survey (June 2022), All Products – generated on 26/09/2022

Investment Return	1 st quartile	2 nd quartile	3 rd quartile	4 th quartile
Investment Risk	1 st quartile	2 nd quartile	3 rd quartile	4 th quartile

¹ Standard deviation is a commonly used measure of investment risk. A higher standard deviation represents a higher volatility in returns which indicates a higher degree of risk or uncertainty in outcomes. A lower standard deviation indicates a more predictable or stable outcome.

30 June 2022 - Single asset class options, investment returns and risk

Super Plan	Investment Returns				Investment Risk ²			
Risk and Return June 2022	1yr	3yrs	5yrs	10yrs	1yr	3yr	5yr	10yr
Cash - Median	0.15	0.44	0.95	1.62	0.06	0.13	0.22	0.28
Perpetual Cash	0.12	0.24	0.53	0.94	0.06	0.09	0.13	0.18
Diversified Fixed Interest – Median	-8.66	-1.68	0.73	2.44	3.59	3.55	2.95	2.43
Bentham Global Income	-1.36	1.89	1.81	4.22	2.99	6.03	4.92	4.09
Macquarie Income Opportunities	-4.96	-1.14	0.00	1.51	2.04	3.00	2.41	1.93
Perpetual Diversified Income	-2.49	0.58	1.11	2.27	1.17	2.89	2.30	1.74
Perpetual Dynamic Fixed Income	-5.09	-0.44	0.76	na	na	na	na	na
Schroder Fixed Income	-10.91	-2.71	0.06	1.25	5.73	4.64	3.90	3.06
Vanguard Australian Fixed Interest Index	-9.67	-3.08	-0.16	1.19	5.66	4.48	3.83	3.17
Property - Median	-9.05	-1.01	4.44	8.38	15.44	18.92	15.83	11.85
Pendal Property Securities	-11.80	-1.58	4.70	7.70	18.04	22.68	18.48	15.24
Lazard Global Listed Infrastructure	8.22	4.04	4.91	10.97	10.44	13.98	12.02	10.32
Vanguard Aust Property Securities Index	-11.13	-3.66	2.92	6.87	18.45	25.30	20.33	16.51
Australian Shares - Median	-4.83	4.28	6.91	9.23	12.60	16.55	13.81	12.20
Ausbil Australian Active Equity	-2.28	7.09	8.16	9.64	15.16	18.39	15.61	13.56
Ausbil Australian Emerging Leaders	-7.11	6.27	6.23	8.96	20.13	21.15	17.98	15.61
Pendal Australian Share	-6.08	4.04	6.49	8.78	12.36	16.07	13.48	11.99
Fidelity Australian Equities	-5.99	4.70	7.23	9.46	15.37	16.70	14.18	12.44
Investors Mutual Australian Share	1.87	2.57	3.95	8.11	8.99	14.56	12.04	10.61
Perpetual Australian Share	-2.85	6.16	6.49	8.32	10.43	16.61	13.70	12.23
Perpetual Concentrated Equity	0.68	5.54	6.27	9.07	10.73	18.32	14.89	12.86
Perpetual ESG Australian Share	-5.40	6.52	4.88	9.76	11.48	15.92	13.32	12.11
Perpetual Geared Australian	-8.49	3.82	7.66	13.51	24.12	41.59	34.18	29.56
Perpetual Industrial Share	-6.06	2.74	3.47	7.71	11.55	17.17	13.94	12.30
Perpetual Share Plus Long Short	1.73	7.03	6.94	10.32	13.70	17.01	14.10	11.56
Perpetual Smaller Companies Share	-5.07	9.39	7.62	10.53	15.52	20.34	16.48	13.67
Schroder Australian Equity	-0.04	4.11	6.46	8.15	11.93	16.88	14.05	12.43
Vanguard Australian Shares Index	-6.12	2.99	5.85	7.77	13.30	16.05	13.36	11.86
International Shares - Median	-9.02	5.99	7.45	11.16	10.14	11.05	10.45	9.89
Barrow Hanley Global Share	-0.86	8.13	9.23	11.89	6.46	11.21	10.67	10.21
Magellan Global	-11.69	1.13	6.82	10.09	11.23	10.06	9.67	9.84
MFS Global Equity	-8.77	3.92	6.75	11.67	10.61	11.28	10.64	10.46
Perpetual Global Innovation Share	-46.88	na	na	na	na	na	na	na
Platinum International	-5.70	3.49	4.36	9.41	11.51	10.78	10.19	10.03
T Rowe Price Global Equity	-23.52	5.10	9.13	12.49	11.51	12.98	12.01	10.94
Vanguard International Share Index	-5.53	6.91	8.59	na	na	na	na	na
Vanguard Int Share Index Hedged	-11.32	4.65	5.39	9.03	14.21	15.33	13.81	11.37
Investment options not falling into any of the SuperRatings Asset Groups								
Perpetual Diversified Real Return	-0.94	2.73	3.13	na	na	na	na	na
Platinum Asia	-13.30	5.48	5.91	9.56	12.51	9.84	10.23	10.38

source: SuperRatings' Super Fund Crediting Rate Survey (June 2022), All Products – generated on 26/09/2022

Investment Return	1 st quartile	2 nd quartile	3 rd quartile	4 th quartile
Investment Risk	1 st quartile	2 nd quartile	3 rd quartile	4 th quartile

² Standard deviation is commonly used as a measure of investment risk. A higher standard deviation represents higher volatility in returns indicating a higher degree of risk or uncertainty in outcomes. A lower standard deviation indicates more predictable or stable outcomes.

Fees, Costs and the Basis of Setting Fees

At PSL, we're committed to providing value to our members. During the year ending 30 June 2022, we continued to review our fee structure to ensure that it is fair and transparent.

Administration Fees

Our administration fees are designed to cover the costs of running the Plan, including the management of member accounts, processing transactions, and providing member support. During the year, administration fees were generally 0.25% p.a., below the median administration fee charged by peers.

Investment Management Fees

The investment management fees cover the costs of managing the investments, including the management of the portfolio, research, and trading. These fees are a pass-through of the fees charged by the investment managers of the options. The fee comparison shows that members are offered a choice from low fee passively managed options to some investment managers charging higher fees due to their differentiated investment process or strong track record.

30 June 2022 - Multi-asset class options, administration and investment fees

Super Plan	Admin fee		Admin + Investment fee	
	\$50k	\$100k	\$50k	\$100k
Capital Stable (20-40) – Median	0.39%	0.33%	0.94%	0.88%
Perpetual Conservative Growth	0.25%	0.25%	0.93%	0.93%
BlackRock Diversified ESG Stable	0.25%	0.25%	0.83%	0.83%
Conservative Balanced (41-59) - Median	0.39%	0.33%	1.01%	0.95%
Perpetual Diversified Growth	0.25%	0.25%	1.00%	1.00%
Perpetual Diversified Real Return	0.25%	0.25%	1.13%	1.13%
Balanced (60-76) - Median	0.39%	0.33%	1.05%	0.99%
Perpetual Balanced Growth	0.25%	0.25%	1.08%	1.08%
BlackRock Diversified ESG Growth	0.25%	0.25%	0.93%	0.93%
BlackRock Tactical Growth	0.25%	0.25%	0.92%	0.92%
Morningstar Growth Real Return	0.25%	0.25%	0.86%	0.86%
Schroder Sustainable Growth	0.25%	0.25%	1.10%	1.10%
High Growth (91-100) - Median	0.39%	0.33%	1.19%	1.13%
Perpetual Global Allocation Alpha	0.25%	0.25%	0.84%	0.84%

Source: Perpetual derived from SuperRatings' Fee Survey and Investment Survey³

Fees	1 st quartile	2 nd quartile	3 rd quartile	4 th quartile
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³ Perpetual sourced data on administration fees from SuperRatings' Super Fee Survey (30 June 2022) and data on investment fees from SuperRatings' Super Investment Survey (30 June 2022), Choice Products excluding passively managed options. The median values were calculated by Perpetual.

Single asset class options – administration and investment fees

Super Plan	Admin fee		Admin + Investment fee	
	\$50k	\$100k	\$50k	\$100k
Cash – Median	0.39%	0.33%	0.46%	0.40%
Perpetual Cash	0.10%	0.10%	0.10%	0.10%
Fixed Income – Median	0.39%	0.33%	0.76%	0.70%
Bentham Global Income	0.25%	0.25%	0.92%	0.92%
Macquarie Income Opportunities	0.25%	0.25%	0.74%	0.74%
Perpetual Diversified Income	0.25%	0.25%	0.84%	0.84%
Perpetual Dynamic Fixed Income	0.25%	0.25%	0.70%	0.70%
Schroder Fixed Income	0.25%	0.25%	0.70%	0.70%
Vanguard Australian Fixed Interest Index	0.25%	0.25%	0.44%	0.44%
Infrastructure - Median	0.39%	0.33%	1.23%	1.17%
Lazard Global Listed Infrastructure	0.25%	0.25%	1.13%	1.13%
Property - Median	0.39%	0.33%	1.06%	1.00%
Pendal Property Securities	0.25%	0.25%	0.85%	0.85%
Vanguard Australian Property Securities Index	0.25%	0.25%	0.48%	0.48%
Australian Shares - Median	0.39%	0.33%	1.16%	1.10%
Ausbil Australian Active Equity	0.25%	0.25%	1.05%	1.05%
Ausbil Australian Emerging Leaders	0.25%	0.25%	1.10%	1.10%
Fidelity Australian Equities	0.25%	0.25%	1.00%	1.00%
Investors Mutual Australian Share	0.25%	0.25%	1.05%	1.05%
Pendal Australian Equity	0.25%	0.25%	0.99%	0.99%
Perpetual Australian Share	0.25%	0.25%	1.24%	1.24%
Perpetual Concentrated Equity	0.25%	0.25%	1.23%	1.23%
Perpetual ESG Australian Share	0.25%	0.25%	1.43%	1.43%
Perpetual Geared Australian ⁴	0.25%	0.25%	2.42%	2.42%
Perpetual Industrial Share	0.25%	0.25%	1.23%	1.23%
Perpetual SHARE-PLUS Long-Short	0.25%	0.25%	1.64%	1.64%
Perpetual Smaller Companies	0.25%	0.25%	1.28%	1.28%
Schroder Australian Equity	0.25%	0.25%	1.05%	1.05%
Vanguard Australian Shares Index	0.25%	0.25%	0.41%	0.41%
International Shares - Median	0.39%	0.33%	1.29%	1.23%
Barrow Hanley Global Share	0.25%	0.25%	1.24%	1.24%
Magellan Global	0.25%	0.25%	1.67%	1.67%
MFS Global	0.25%	0.25%	1.02%	1.02%
Perpetual Global Innovation Share ⁵	0.25%	0.25%	3.55%	3.55%
Platinum Asia	0.25%	0.25%	1.66%	1.66%
Platinum International	0.25%	0.25%	1.61%	1.61%
T.Rowe Price Global Equity	0.25%	0.25%	1.19%	1.19%
Vanguard International Shares Index	0.25%	0.25%	0.43%	0.43%
Vanguard International Shares Index (Hedged)	0.25%	0.25%	0.46%	0.46%

Source: Perpetual derived from SuperRatings' Fee Survey and Investment Survey⁶

Fees	1 st quartile	2 nd quartile	3 rd quartile	4 th quartile
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⁴ The investment fees charged on the underlying fund are charged on gross asset value (GAV). That is on the sum of investments plus borrowings. When converted back to net asset value (NAV) this appears high relative to peers.

⁵ The estimated investment fee includes a large performance fee component based on performance fees paid in prior years.

⁶ Perpetual sourced data on administration fees from SuperRatings' Super Fee Survey (30 June 2022) and data on investment fees from SuperRatings' Super Investment Survey (30 June 2022), Choice Products excluding passively managed options. The median values were calculated by Perpetual.

Assessment Factors

Options, benefits and facilities

Member Services

At PSL, one of our primary goals is to provide exceptional service to our members. Over the year ending 30 June 2022, we continued to make significant investments in our technology, processes, and people to enhance the member experience.

Online Services

We have continued to invest in our online platform to make it even more user-friendly and accessible to members. Our online platform now provides a wide range of functionality, including account balance and transaction history, contribution options, investment choice changes, and statement access. Member satisfaction with our online services continues to improve over prior years.

Member Support

Our dedicated member support team is available to answer any questions and assist with any queries. For members who contacted us by phone or email over the year, satisfaction with the service provided remains high with an average rating of 8.6 out of 10.⁷

Insurance strategy and premiums

At PSL, we understand the importance of providing our members with access to insurance cover. During the year ended 30 June 2022, we continued to review our insurance strategy to ensure that it is tailored to meet the needs of our members.

Insurance Options

We offer a range of insurance options to our members, including life insurance, total and permanent disability (TPD) insurance, and income protection insurance. Members have the option to tailor their insurance cover to meet their specific needs and budget.

Insurance Premiums

The insurance premiums are determined based on the type and level of cover selected by the member, as well as their age, gender and smoker status. The insurance premiums charged are driven by the claims experience of the Plan. Overall, premiums are broadly in line with the market.

Claims Experience

All claims where a decision was reached during the year were approved. All claims' handling activity was completed within service levels agreed with the insurer. Our claims experience has been better than industry benchmarks, and we have continued to review and refine our claims processes to ensure that they are efficient and fair.

⁷ Satisfaction is measured across all clients contacting the Contact Centre. This includes other products in addition to the Plan.

Overall size and scale of operations

Members of the Plan benefit by PSL being part of the broader Perpetual Group. Perpetual is a global diversified financial services business managing \$90.1 billion in AUM (as at 30 June 2022). This provides sufficient scale to negotiate favourable rates with market leading service providers and to attract and retain key staff members.

The Plan continues to operate in a way which is both sustainable and focussed on delivering good member outcomes. Being part of the Perpetual Group provides the Plan with access to world-class investment management capability backed by institutional standard administration and support services.

Promoting the financial interests of members

Each year we assess whether we have promoted the financial interests of members by completing the comparisons and assessments summarised in this Member Outcomes Assessment.

Important note

This information has been prepared by Perpetual Superannuation Limited ABN 84 008 416 831 (PSL), AFSL 225246, RSE L0003315 (as trustee for Perpetual WealthFocus Superannuation Fund RSE R1057010, ABN 41 772 007 500). It is general information only and is not intended to provide you with financial advice or take into account your objectives, financial situation or needs. You should consider, with a financial adviser, whether the information is suitable for your circumstances. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this information.

The product disclosure statement (PDS) for the Perpetual WealthFocus Super Plan, issued by PSL, should be considered before deciding whether to acquire or maintain an interest in the Fund. The PDS can be obtained by calling 1800 022 033 or visiting our website www.perpetual.com.au.

No company in the Perpetual Group (Perpetual Group means Perpetual Limited ABN 86 000 431 827 and its subsidiaries) guarantees the performance of any fund or the return of an investor's capital. Past performance is not indicative of future performance.

Net returns shown have been calculated net of fees, costs and tax deducted from the Plan. It does not include any fees or costs deducted directly from members' accounts. No allowance has been made for any investment fee rebate for Super Plan members, if applicable.

Our commitment to providing high-quality services and products to our members remains strong, and we will continue to strive for excellence in all areas of our operations. Investment performance for many of the options managed by Perpetual Investment Management Limited was amongst the top 25% of options, and we were able to offer competitive fees and costs to our members.

This year we have determined that we have promoted the financial interests of members. We would like to thank our members for their continued trust in us and for choosing the Perpetual Wealthfocus Super Plan as their preferred superannuation fund. We look forward to serving our members in the future and will continue to work hard to provide the best outcomes for our members.