



# PERPETUAL WEALTHFOCUS INVESTMENT ADVANTAGE

## PDS UPDATE 14 OCTOBER 2019

This document should be read in conjunction with Product Disclosure Statement issue number 8 dated 1 March 2019, including the separate Features Book, for Perpetual WealthFocus Investment Advantage (PDS). This document updates the PDS in relation to the disclosures detailed below.

Section 6 on pages 6-7 of the PDS is replaced with the following updated information.

### 6. FEES AND COSTS

#### DID YOU KNOW?

Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns.

For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000).

You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs.

You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask us or your financial adviser.

#### TO FIND OUT MORE

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

The following information can be used to compare costs between different managed investment products.

Unless otherwise stated, all fees and costs disclosed in this PDS are inclusive of the net effect of goods and services tax (GST).

Fees and costs may be deducted from your money, from the returns on your investment or from the assets of the managed investment scheme as a whole.

The fees and costs that are charged for an investment in the Perpetual Balanced Growth investment option are shown below. Management costs vary between investment options (refer to the Features Book for details).

#### FEES AND OTHER COSTS

TYPE OF FEE OR COST	AMOUNT
<b>Fees when your money moves in or out of the managed investment product</b>	
Establishment fee	Nil
Contribution fee	Up to 4.00% <sup>1,2</sup>
Withdrawal fee	Nil <sup>2</sup>
Exit fee	Nil
<b>Management costs<sup>3</sup></b>	
The fees and <b>estimated</b> costs for managing your investment	<b>Perpetual Balanced Growth investment option: 2.01% pa<sup>4</sup></b>

- 1 Where charged, this fee includes an amount payable to an intermediary. The amount of this fee can be negotiated with your intermediary.
- 2 A buy/sell spread will generally apply.
- 3 Our management fee may include an amount payable to an intermediary. We may negotiate the management fee with wholesale clients (as defined by the Corporations Act) and employees of the Perpetual Group.
- 4 Eligible investors that agree to receive online communications and where no intermediary commission is payable on their account may be entitled to receive a management fee rebate of 0.75% pa, reducing the estimated effective total management cost from 2.01% pa to 1.26% pa (based on indirect costs for the financial year ended 30 June 2019).

We may change our fees without your consent. However, we won't increase our fees, or introduce new fees, without giving you at least 30-days' written notice.

#### OTHER FEES AND COSTS

Additional costs apply, including transactional and operational costs. Abnormal operating expenses may also apply.

Additional fees may be paid to a financial adviser if a financial adviser is consulted, including a member advice fee (referred to in the separate Features Book). The fee details should be set out in the Statement of Advice provided by your financial adviser.

## EXAMPLES OF ANNUAL FEES AND COSTS FOR A BALANCED INVESTMENT OPTION

These tables give examples of how the fees and costs in the Perpetual Balanced Growth investment option can affect your investment over a one-year period. You should use these tables to compare this investment option with other managed investment products.

### STANDARD FEES – FOR INVESTORS RECEIVING PAPER-BASED COMMUNICATIONS AND/OR WHERE INTERMEDIARY COMMISSION IS PAYABLE ON THEIR ACCOUNT

EXAMPLE – PERPETUAL BALANCED GROWTH INVESTMENT OPTION		BALANCE OF \$50,000 <sup>1</sup> WITH A CONTRIBUTION OF \$5,000 DURING YEAR
Contribution fees	0.00% – 4.00%	For every additional \$5,000 you put in, you will be charged between \$0.00 and \$200.00. <sup>2</sup>
<b>PLUS</b> Management costs	2.01%	<b>And</b> , for every \$50,000 you have in the investment option, you will be charged \$1,005.00 each year.
<b>EQUALS</b> Cost of balanced investment option		If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of from <b>\$1,005.00 to \$1,205.00</b> . <sup>1,2</sup>  <b>What it costs you will depend on the investment option(s) you choose, its actual indirect costs and the fees you negotiate with us or your intermediary and/or whether any rebates of intermediary commissions apply.</b>

### DIFFERENTIAL FEES – FOR ELIGIBLE INVESTORS THAT AGREE TO RECEIVE ONLINE COMMUNICATIONS AND WHERE NO INTERMEDIARY COMMISSION IS PAYABLE ON THEIR ACCOUNT

EXAMPLE – PERPETUAL BALANCED GROWTH INVESTMENT OPTION		BALANCE OF \$50,000 <sup>1</sup> WITH A CONTRIBUTION OF \$5,000 DURING YEAR
Contribution fees	Nil	For every additional \$5,000 you put in, you will be charged \$0.00. <sup>2</sup>
<b>PLUS</b> Management costs	1.26%	<b>And</b> , for every \$50,000 you have in the investment option, you will be charged \$630.00 each year.
<b>EQUALS</b> Cost of balanced investment option		If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged fees of <b>\$630.00</b> . <sup>1,2</sup>  <b>What it costs you will depend on the investment option(s) you choose, its actual indirect costs and the fees you negotiate with us or your intermediary.</b>

1 We have assumed a constant value of \$50,000 for the whole year.

2 A buy spread of 0.34% (as at the issue date of this PDS update and which may have since changed), equal to \$17.00 on a \$5,000 contribution, will also apply.

## FURTHER INFORMATION

Further details about fees and costs are available in the separate Features Book, which forms part of the PDS. The latest annual transactional and operational costs and current buy/sell spread details for each investment option, which also form part of the PDS, are publicly available at our website.

You should read the important information about fees and costs before making a decision. Go to [www.perpetual.com.au/wealthfocus-investment-advantage-updates.aspx](http://www.perpetual.com.au/wealthfocus-investment-advantage-updates.aspx).

The material relating to fees and costs may change between the time when you read the PDS and the day when you acquire the product.

## ADDITIONAL EXPLANATION OF FEES AND COSTS

The following 'Estimated management costs' table updates the PDS by replacing the corresponding table on pages 16-17 of the Features Book.

You should read this updated management costs information with the Features Book, which contains additional important information about fees and costs, including more details about the estimated management costs.

None of our management fees have increased.

The amounts shown in the following table include all management fees and estimated indirect costs as at the date of this PDS update. The indirect costs information is based on information available and (if applicable) estimates as at the date of this PDS update. Any updates from time to time, which are not materially adverse, will be available at our website.

Management costs may vary in future years. Updated details will also be available at our website each year.

## UPDATED MANAGEMENT COSTS

The total management cost for each investment option comprises:

- our management fee
- indirect costs.

### ESTIMATED MANAGEMENT COSTS

INVESTMENT OPTION	STANDARD MANAGEMENT FEES AND COSTS					DIFFERENTIAL FEES FOR ELIGIBLE INVESTORS <sup>7</sup>	
	MANAGEMENT FEE <sup>1</sup> (% PA)	ESTIMATED INDIRECT COSTS (% PA)			ESTIMATED TOTAL MANAGEMENT COST (% PA) <sup>6</sup>	MANAGEMENT FEE REBATE (% PA) <sup>7</sup>	ESTIMATED EFFECTIVE TOTAL MANAGEMENT COST (% PA) <sup>8,7</sup>
		OUR ESTIMATED EXPENSE RECOVERIES <sup>12</sup>	ESTIMATED PERFORMANCE-RELATED FEES <sup>34</sup>	ESTIMATED OTHER INDIRECT COSTS <sup>35</sup>			
<b>CASH</b>							
Perpetual Cash	0.42%	0.03%	n/a	0.00%	0.45%	0.00%	0.45%
<b>FIXED INCOME</b>							
Bentham Global Income	1.65%	0.03%	n/a	0.05%	1.73%	-0.75%	0.98%
Macquarie Income Opportunities	1.40%	0.03%	n/a	0.02%	1.45%	-0.75%	0.70%
OnePath Diversified Fixed Interest	1.60%	0.03%	n/a	0.00%	1.63%	-0.75%	0.88%
Perpetual Diversified Income	1.65%	0.03%	n/a	0.00%	1.68%	-0.75%	0.93%
Perpetual Dynamic Fixed Income	1.50%	0.03%	n/a	0.00%	1.53%	-0.75%	0.78%
Schroder Fixed Income	1.40%	0.03%	n/a	0.00%	1.43%	-0.75%	0.68%
Vanguard Australian Fixed Interest Index	1.30%	0.03%	n/a	0.00%	1.33%	-0.75%	0.58%
<b>PROPERTY AND INFRASTRUCTURE</b>							
AMP Capital Global Property Securities	2.05%	0.03%	n/a	0.00%	2.08%	-0.90%	1.18%
Lazard Global Listed Infrastructure	2.15%	0.03%	n/a	0.08%	2.26%	-0.90%	1.36%
Pendal Property Securities	1.85%	0.03%	n/a	0.00%	1.88%	-0.90%	0.98%
Vanguard Australian Property Securities Index	1.45%	0.03%	n/a	0.00%	1.48%	-0.90%	0.58%
<b>AUSTRALIAN SHARES</b>							
Ausbil Australian Active Equity	1.95%	0.03%	n/a	0.00%	1.98%	-0.90%	1.08%
Ausbil Australian Emerging Leaders	2.10%	0.03%	0.00%	0.00%	2.13%	-0.90%	1.23%
Fidelity Australian Equities	1.95%	0.03%	n/a	0.00%	1.98%	-0.90%	1.08%
Investors Mutual Australian Share	2.15%	0.03%	n/a	0.00%	2.18%	-0.90%	1.28%
Investors Mutual Future Leaders	2.15%	0.03%	0.00%	0.00%	2.18%	-0.90%	1.28%
Pendal Australian Equity	1.95%	0.03%	n/a	0.00%	1.98%	-0.90%	1.08%
Perpetual Australian Share	1.95%	0.03%	n/a	0.00%	1.98%	-0.75%	1.23%
Perpetual Concentrated Equity	1.95%	0.03%	n/a	0.00%	1.98%	-0.75%	1.23%
Perpetual Ethical SRI	2.25%	0.03%	n/a	0.00%	2.28%	-0.75%	1.53%
Perpetual Geared Australian	1.95% <sup>8</sup>	0.03%	n/a	0.00%	1.98%	-0.75%	1.23%
Perpetual Industrial Share	1.95%	0.03%	n/a	0.00%	1.98%	-0.75%	1.23%
Perpetual SHARE-PLUS Long-Short	1.95% <sup>9</sup>	0.03%	0.00%	0.00%	1.98%	-0.75%	1.23%
Perpetual Smaller Companies	1.95%	0.03%	n/a	0.00%	1.98%	-0.70%	1.28%
Schroder Australian Equity	1.95%	0.03%	n/a	0.00%	1.98%	-0.90%	1.08%
Vanguard Australian Shares Index	1.38%	0.03%	n/a	0.00%	1.41%	-0.90%	0.51%

**ESTIMATED MANAGEMENT COSTS (CONTINUED)**

INVESTMENT OPTION	STANDARD MANAGEMENT FEES AND COSTS					DIFFERENTIAL FEES FOR ELIGIBLE INVESTORS <sup>7</sup>	
	MANAGEMENT FEE <sup>1</sup> (% PA)	ESTIMATED INDIRECT COSTS (% PA)			ESTIMATED TOTAL MANAGEMENT COST (% PA) <sup>6</sup>	MANAGEMENT FEE REBATE (% PA) <sup>7</sup>	ESTIMATED EFFECTIVE TOTAL MANAGEMENT COST (% PA) <sup>5,7</sup>
		OUR ESTIMATED EXPENSE RECOVERIES <sup>12</sup>	ESTIMATED PERFORMANCE-RELATED FEES <sup>3,4</sup>	ESTIMATED OTHER INDIRECT COSTS <sup>3,5</sup>			
<b>INTERNATIONAL SHARES</b>							
Magellan Global	2.35%	0.03%	0.14%	0.00%	2.52%	-0.90%	1.62%
MFS Global Equity	2.00%	0.03%	n/a	0.00%	2.03%	-0.90%	1.13%
Perpetual Global Share	2.02%	0.03%	0.00%	0.02%	2.07%	-0.80%	1.27%
Platinum Asia	2.56%	0.03%	n/a	0.00%	2.59%	-0.90%	1.69%
Platinum International	2.56%	0.03%	n/a	0.00%	2.59%	-0.90%	1.69%
T. Rowe Price Global Equity	2.15%	0.03%	n/a	0.07%	2.25%	-0.90%	1.35%
Vanguard International Shares Index	1.35%	0.03%	n/a	0.00%	1.38%	-0.90%	0.48%
Vanguard International Shares Index (Hedged)	1.58%	0.03%	n/a	0.00%	1.61%	-0.90%	0.71%
<b>DIVERSIFIED – CONSERVATIVE</b>							
BlackRock Scientific Diversified Stable	1.75%	0.03%	n/a	0.01%	1.79%	-0.90%	0.89%
Perpetual Conservative Growth	1.75%	0.03%	n/a	0.03%	1.81%	-0.75%	1.06%
<b>DIVERSIFIED – BALANCED</b>							
Perpetual Diversified Growth	1.85%	0.03%	n/a	0.04%	1.92%	-0.75%	1.17%
Perpetual Diversified Real Return	1.85%	0.03%	n/a	0.05%	1.93%	-0.75%	1.18%
<b>DIVERSIFIED – GROWTH</b>							
BlackRock Scientific Diversified Growth	1.95%	0.03%	n/a	0.00%	1.98%	-0.90%	1.08%
BlackRock Tactical Growth	1.75%	0.03%	n/a	0.00%	1.78%	-0.90%	0.88%
Morningstar Growth Real Return	1.78%	0.03%	n/a	0.22%	2.03%	-0.90%	1.13%
Perpetual Balanced Growth	1.95%	0.03%	n/a	0.03%	2.01%	-0.75%	1.26%
Perpetual Split Growth	2.10%	0.03%	n/a	0.01%	2.14%	-0.75%	1.39%
Schroder Balanced	1.95%	0.03%	n/a	0.00%	1.98%	-0.90%	1.08%
<b>ALTERNATIVES</b>							
Aspect Diversified Futures	2.62%	0.03%	0.94%	0.06%	3.65%	-0.90%	2.75%

- 1 These amounts are deducted directly from the investment option's assets and reflected in its notional unit price.
- 2 These amounts include our normal operating expenses of 0.03% per annum plus any abnormal operating expenses recovered from the investment options for the financial year ended 30 June 2019, which aren't necessarily incurred each year.
- 3 These amounts are additional to the fees and costs we charge. They are generally incurred indirectly and reflected in the unit prices of the underlying funds.
- 4 These **estimated** amounts are based on performance-related fees charged in relevant underlying funds for the financial year ended 30 June 2019. **Past performance and these estimates are not indicative of future returns.** Performance-related fees payable in the future may vary depending on the underlying funds' actual investment returns. See 'Performance-related fees' on page 18 of the current 'Features Book' dated 1 March 2019 for further information.
- 5 These percentages are based on expense recoveries in underlying funds and other indirect costs incurred for the financial year ended 30 June 2019. They include all indirect costs associated with investing in the underlying funds and any relevant derivatives plus any performance-related fees charged in downstream underlying funds.
- 6 Totals may vary slightly to the sum of the various components due to roundings.
- 7 See 'Rebates and differential fees' on page 20 of the current 'Features Book' dated 1 March 2019 for further information.
- 8 This percentage is based on the underlying fund's management fee of 1.17% pa charged on its gross asset value plus the investment option's additional management fee of 0.78% pa charged on its net asset value. If the average gearing level in the underlying fund is 50%, the management fee will be 3.12% pa of the investment option's net asset value. If the average gearing level in the underlying fund over the year is higher than 50%, the management fee will be higher than 3.12% pa of the investment option's net asset value.
- 9 This percentage is based on the underlying fund's management fee of 0.99% pa on the sum of its long and short positions plus the investment option's additional management fee of 0.96% pa on its net asset value.

**Disclaimer**

This information has been prepared by Perpetual Investment Management Limited ABN 18 000 866 535 AFSL 234426. 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 current PDS should be considered before deciding whether to invest in Perpetual WealthFocus Investment Advantage. The PDS can be obtained by calling 1800 022 033 or visiting our website [www.perpetual.com.au/wealthfocus-investment-advantage-updates.aspx](http://www.perpetual.com.au/wealthfocus-investment-advantage-updates.aspx). No company in the Perpetual Group (Perpetual Limited ABN 86 000 431 827 and its subsidiaries) guarantees the performance of any fund or the return of an investor's capital.