Investing with Perpetual Private

IT'S NOT ONLY ABOUT GROWTH

Perpetual Private's investment philosophy is simple: to first protect and then grow the wealth of our clients. Through expertise and experience it's an approach that's given generations of Australian families peace of mind for more than 130 years.

We protect and grow your wealth guided by these key principles:

1. We take a **long-term** approach to investing
2. We believe **quality** investments will provide benefits in the long run
3. We are responsive to **client needs** and provide long-term strategic advice
4. We aim to protect client wealth by **minimising risk.** We do this by:
   - Diversifying across asset classes, industry sectors and individual investments
   - Ensuring investments meet our stringent quality investment criteria

TAILORED TO YOUR NEEDS

Your Senior Adviser will work with you to understand your circumstances, needs and family situation, allowing them to:

- Determine your risk profile and the right investment strategy for you
- Establish a tailored strategic investment plan which includes advice on appropriate investments – including direct and managed investments
- Work with a team of experts to invest and manage your portfolios, making changes in line with the ongoing service you choose, and any changes to your circumstances or risk profile
- Provide online access to your portfolio so you can receive clear and transparent reporting on performance and the underlying investments

Vicki Mounts
Senior Adviser

A PHILOSOPHY BUILT ON QUALITY

We believe that quality investments provide you with the best opportunity for positive returns over the long term, while managing risk. We define quality investment managers as those with:

- a sound organisational structure with high standards of risk management and corporate governance
- skilled investment teams that are appropriately resourced
- a coherent, well-executed investment process.

A TEAM OF EXPERTS

Our team of highly experienced investment experts is responsible for making decisions about what our clients invest in. They spend their day studying and analysing thousands of investment opportunities and have a rigorous process for ensuring each investment we recommend to clients meets our quality standard. The team works on the principle that our clients expect we will be just as focused on the protection of wealth as on growing that wealth.

At any one time there are many investments that meet our quality criteria. The other critical activity the investment team is responsible for is to match the investments available to the specific needs of our clients. The investment team creates a series of model portfolios to meet a variety of needs and personal circumstances.

Your adviser works closely with the investment team to make sure the portfolio chosen for you matches your personal goals and aspirations.

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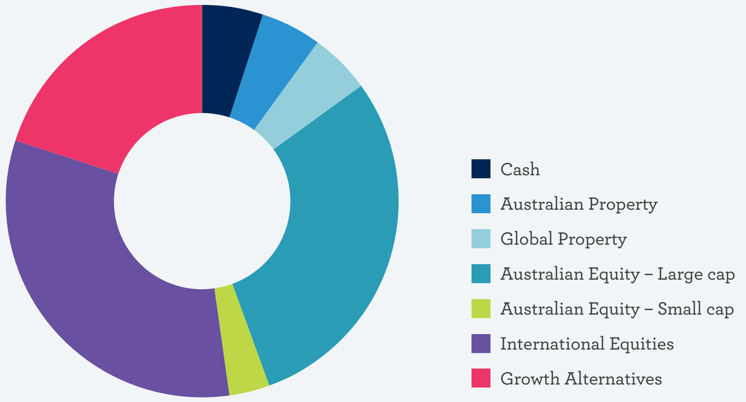
DURING VOLATILE TIMES, ROBUST AND DIVERSIFIED PORTFOLIOS ARE KEY

Ups and downs in financial markets are to be expected. Rather than being a great cause for concern, our clients' portfolios are well positioned to take advantage of volatility through diversification, both within and across asset classes.

Combining asset classes with different sources of income and growth can reduce volatility risk without sacrificing expected returns. Perpetual's High Growth portfolio, for example, is diversified both domestically and internationally, and also across a range of asset classes, as illustrated in Chart 1.

Chart 2 demonstrates how our diversified High Growth portfolio is designed to reduce expected risk without sacrificing expected return. Our High Growth portfolio has a similar long-term expected return as a portfolio with 100% Australian shares, but it has much lower expected volatility/risk.

CHART 1
ASSET ALLOCATION – PERPETUAL'S HIGH GROWTH PORTFOLIO



KEY BENEFITS

Personal Advice
Your investment portfolio is tailored to your circumstances, goals and risk profile, and reviewed regularly

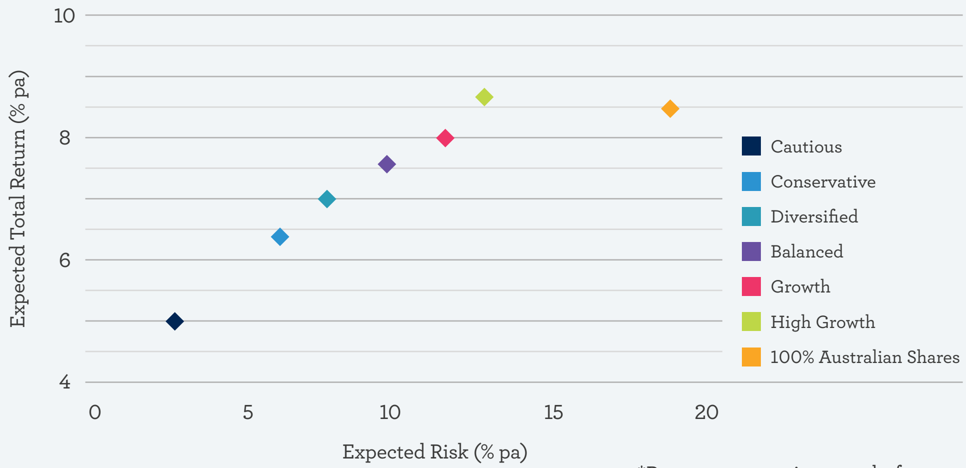
Team of Experts
Investment specialists with significant experience research the market to ensure your adviser only recommends the most suitable investments for you

Peace of Mind
Knowing that your investments are being managed by specialists with reference to your personal circumstances and goals

Flexible Service
Choice of administration, advisory and discretionary service models to suit your needs

CHART 2
RISK VS RETURN

The expected risk and return* of Perpetual Private's diversified portfolios compared with Australian shares, over the long term.



Source: Perpetual Private, May 2016

*Return assumptions are before tax

MORE INFORMATION

Perpetual Private 1800 631 381
Email perpetualprivate@perpetual.com.au
www.perpetual.com.au/advice

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