



Perpetual WealthFocus Investment Advantage

Updated estimated ongoing annual fees and costs reflecting the financial year ended 30 June 2021

This document should be read in conjunction with the current Product Disclosure Statement issue number 9 dated 1 December 2020 (PDS) for Perpetual WealthFocus Investment Advantage, including the Features Book dated 1 December 2020 which contains additional information about fees and costs.

Ongoing annual fees and costs

The total ongoing annual fees and costs for each investment option comprises:

- management fees and costs
- any applicable performance fees
- transaction costs.

The estimated ongoing annual fees and costs shown in the current PDS include our management fees, estimated management costs, estimated performance fees and estimated transaction costs (based on the previous financial year ended 30 June 2020) as at the date of the PDS. The following table provides updated estimated ongoing annual fees and costs based on updated estimated management costs, updated estimated performance fees and updated estimated transaction costs reflecting the latest completed financial year ended 30 June 2021.

Ongoing annual fees and costs may vary in future years.

Updated estimated ongoing annual fees and costs reflecting the financial year ended 30 June 2021

Investment option	Management fees and estimated management costs			Estimated performance fees (% pa) ³	Estimated transaction costs (% pa) ⁴	Estimated total ongoing annual fees and costs (% pa)
	Management fees (% pa)	Estimated management costs				
		Investment management fees (% pa) ¹	Estimated other management costs (% pa) ²			
Cash						
Perpetual Cash	0.10%	0.00%	0.00%	n/a	0.02%	0.12%
Fixed income						
Bentham Global Income	0.25%	0.67%	0.05%	n/a	0.06%	1.03%
Macquarie Income Opportunities	0.25%	0.46%	0.02%	n/a	0.06%	0.79%
OnePath Diversified Fixed Interest	0.25%	0.44%	0.00%	n/a	0.23%	0.92%
Perpetual Diversified Income	0.25%	0.59%	0.00%	n/a	0.24%	1.08%
Perpetual Dynamic Fixed Income	0.25%	0.45%	0.00%	n/a	0.03%	0.73%
Schroder Fixed Income	0.25%	0.45%	0.01%	n/a	0.06%	0.77%

Vanguard Australian Fixed Interest Index	0.25%	0.24%	0.00%	n/a	0.02%	0.51%
Property and infrastructure						
Lazard Global Listed Infrastructure	0.25%	0.80%	0.08%	n/a	-0.03%	1.10%
Pendal Property Securities	0.25%	0.60%	0.00%	n/a	0.07%	0.92%
Vanguard Australian Property Securities Index	0.25%	0.23%	0.00%	n/a	-0.04%	0.44%
Australian shares						
Ausbil Australian Active Equity	0.25%	0.80%	0.00%	n/a	0.00%	1.05%
Ausbil Australian Emerging Leaders	0.25%	0.85%	0.00%	0.00%	0.17%	1.27%
Fidelity Australian Equities	0.25%	0.75%	0.00%	n/a	-0.04%	0.96%
Investors Mutual Australian Share	0.25%	0.80%	0.00%	n/a	0.02%	1.07%
Investors Mutual Future Leaders	0.25%	0.80%	0.00%	0.00%	0.11%	1.16%
Pendal Australian Equity	0.25%	0.74%	0.00%	n/a	0.06%	1.05%
Perpetual Australian Share	0.25%	0.98%	0.00%	n/a	0.13%	1.36%
Perpetual Concentrated Equity	0.25%	0.98%	0.00%	n/a	0.06%	1.29%
Perpetual Ethical SRI	0.25%	1.18%	0.00%	n/a	0.06%	1.49%
Perpetual Geared Australian	0.25%	2.15% ⁵	0.00%	n/a	0.22%	2.62%
Perpetual Industrial Share	0.25%	0.98%	0.00%	n/a	0.12%	1.35%
Perpetual SHARE-PLUS Long-Short	0.25%	1.38% ⁶	0.00%	0.00%	0.30%	1.93%
Perpetual Smaller Companies	0.25%	1.03%	0.00%	n/a	0.15%	1.43%
Schroder Australian Equity	0.25%	0.80%	0.00%	n/a	-0.01%	1.04%
Vanguard Australian Shares Index	0.25%	0.16%	0.00%	n/a	-0.04%	0.37%
International shares						
Magellan Global	0.25%	1.35%	0.00%	0.10%	0.00%	1.70%
MFS Global Equity	0.25%	0.77%	0.00%	n/a	0.01%	1.03%
Perpetual Global Innovation Share	0.25%	0.99%	0.02%	2.30%	0.28%	3.84%
Perpetual Global Share	0.25%	0.99%	0.00%	n/a	0.79%	2.03%
Platinum Asia	0.25%	1.35%	0.00%	n/a	0.33%	1.93%
Platinum International	0.25%	1.35%	0.00%	n/a	0.25%	1.85%
T. Rowe Price Global Equity	0.25%	0.94%	0.00%	n/a	-0.07%	1.12%
Vanguard International Shares Index	0.25%	0.18%	0.00%	n/a	-0.03%	0.40%
Vanguard International Shares Index (Hedged)	0.25%	0.21%	0.00%	n/a	0.04%	0.50%

Diversified – conservative						
BlackRock Diversified ESG Stable	0.25%	0.56%	0.03%	n/a	0.12%	0.96%
Perpetual Conservative Growth	0.25%	0.65%	0.03%	n/a	0.12%	1.05%
Diversified – balanced						
Perpetual Diversified Growth	0.25%	0.71%	0.04%	n/a	0.12%	1.12%
Perpetual Diversified Real Return	0.25%	0.85%	0.06%	n/a	0.09%	1.25%
Diversified – growth						
BlackRock Diversified ESG Growth	0.25%	0.66%	0.03%	n/a	0.13%	1.07%
BlackRock Tactical Growth	0.25%	0.60%	0.07%	n/a	0.38%	1.30%
Morningstar Growth Real Return	0.25%	0.52%	0.03%	n/a	-0.03%	0.77%
Perpetual Balanced Growth	0.25%	0.79%	0.04%	n/a	0.14%	1.22%
Perpetual Split Growth	0.25%	0.55%	0.05%	n/a	0.33%	1.18%
Schroder Strategic Growth	0.25%	0.85%	0.00%	n/a	0.01%	1.11%

- We have set the investment management fee for each investment option to align with the net management fee charged in the underlying fund (ie the gross management fee charged in the unit price of the underlying fund less any management fee rebate we may receive from the underlying fund and pass on to investors). All percentages are rounded up to two decimal places.
- Estimated other management costs are based on the financial year ended 30 June 2021, which may vary in future years without notice.
- Estimated performance fees are generally based on average annual performance fees charged in the relevant underlying funds for the previous five financial years ended 30 June 2021 (or less if an underlying fund has been in operation for a shorter period). **Performance fees should not be considered in isolation of investment returns. Past performance and these estimates are not indicative of future returns.** Performance fees payable in the future may vary depending on the underlying funds' actual investment returns.
For the **Ausbil Australian Emerging Leaders** investment option, the performance fee charged in the underlying fund for the financial year ended 30 June 2021 was 0.00%.
For the **Investors Mutual Future Leaders** investment option, the performance fee charged in the underlying fund for the financial year ended 30 June 2021 was 0.00%.
For the **Perpetual SHARE-PLUS Long-Short** investment option, the performance fee charged in the underlying fund for the financial year ended 30 June 2021 was 0.00%.
For the **Magellan Global** investment option, the performance fee charged in the underlying fund for the financial year ended 30 June 2021 was 0.00%.
For the **Perpetual Global Innovation Share** investment option, the performance fee charged in the underlying fund for the financial year ended 30 June 2021 was 1.60%.
- Estimated transaction costs represent **net** transaction costs borne by all investors in an investment option after any buy/sell spread recoveries charged on investor-initiated transactions for the financial year ended 30 June 2021, which may vary in future years without notice. **Transaction costs should not be considered in isolation of investment returns.** It is important to understand that actively managed investments are likely to have higher transaction costs than passively managed investments, such as index funds, because of the higher expected volume of trading of the portfolio's assets in generating investment returns.
- The investment management fee percentage for Perpetual Geared Australian investment option is based on the underlying fund's **management fee of 1.17% pa charged on its gross asset value (GAV)**, which equates to a **management fee of 2.34% pa of the underlying fund's net asset value (NAV)** assuming an average gearing level of 50% in the underlying fund, less the management fee rebate of 0.19% pa received from the underlying fund and applied to the investment option. If the average gearing level in the underlying fund over the year is lower or higher than 50%, the investment option's investment management fee based on the NAV of the underlying fund will be respectively lower or higher than 2.15% pa.
- The investment management fee percentage for Perpetual SHARE-PLUS Long-Short investment option is based on the underlying fund's **management fee of 0.99% pa charged on the sum of its long and short positions (GAV)**, which equates to a **management fee of 1.39% pa** (1.386% pa rounded up to two decimal places) **of the underlying fund's net asset value (NAV)** assuming the sum of its long and short positions (maximum 150%) averages 140% over the year, less the management fee rebate of 0.01% pa received from the underlying fund and applied to the investment option. If the average sum of the underlying fund's long and short positions over the year is lower or higher than 140%, the investment option's investment management fee based on the NAV of the underlying fund will be respectively lower or higher than 1.38% pa.

