



## Step 3: Investment Instructions – Specific/Initial, Primary, Re-weight and Distribution

**!** Please ensure that the Primary Instruction and Re-weight Instruction (if applicable) include at least the default minimum allocation against the Cash Account. The percentages allocated to the Cash Account and your selected investment option(s) must be whole numbers and add up to 100%. The default Cash Account minimums are:

- 1% for IOOF Pursuit Select Personal Superannuation
- 3% for IOOF Pursuit Select Allocated Pension and Pursuit Select Term Allocated Pension.

**Important note:** Where you supply an Initial or Specific Instruction in Step 3a, this Instruction only applies to a contribution made by cheque attached to this form OR the Initial contribution details noted in your Application.

APIR code	Asset code	Name of investment option(s)	Step 3(a)			Step 3(b)	Step 3(c)	Step 3(d)
			Specific/Initial Investment Instruction			Primary Instruction	Re-weight Instruction	Distribution Instruction
-	CA0001	Cash Account (mandatory)	\$ MANDATORY	OR	MANDATORY%	MANDATORY%	MANDATORY%	%
<b>Easy Choice</b>								
<b>IOOF diversified multi – conservative</b>								
IOF0094AU	UU1154	IOOF MultiMix Capital Enhanced Trust	\$	OR	%	%	%	%
IOF0095AU	UU1148	IOOF MultiMix Conservative Growth Trust	\$	OR	%	%	%	%
<b>IOOF diversified multi – balanced</b>								
UFM0051AU	UU1417	IOOF MultiMix Moderate Growth Trust	\$	OR	%	%	%	%
IOF0090AU	UU1105	IOOF Multi Series Balanced Trust	\$	OR	%	%	%	%
IOF0093AU	UU1149	IOOF MultiMix Balanced Growth Trust	\$	OR	%	%	%	%
<b>IOOF diversified multi – growth</b>								
IOF0097AU	UU1147	IOOF MultiMix Hi Growth Trust	\$	OR	%	%	%	%
<b>IOOF sectoral multi – cash</b>								
IOF0091AU	UU1153	IOOF MultiMix Cash Enhanced Trust	\$	OR	%	%	%	%
<b>IOOF sectoral multi – fixed interest</b>								
IOF0096AU	UU1152	IOOF MultiMix Diversified Fixed Interest Trust	\$	OR	%	%	%	%
<b>IOOF sectoral multi – australian shares</b>								
IOF0092AU	UU1150	IOOF MultiMix Australian Shares Trust	\$	OR	%	%	%	%
<b>IOOF sectoral multi – global shares</b>								
IOF0098AU	UU1151	IOOF MultiMix International Shares Trust	\$	OR	%	%	%	%
<b>Premier Investor Choice</b>								
<b>Global fixed interest</b>								
MAL0077AU	UU1428	BlackRock Global Fixed Interest Plus Fund	\$	OR	%	%	%	%
SSB0028AU	UU1393	Brandywine Global Opportunistic Fixed Income Trust	\$	OR	%	%	%	%
<b>Australian shares</b>								
MAL0072AU	UU1403	BlackRock Australian Equity Opportunities Fund	\$	OR	%	%	%	%
SSB0029AU	UU1392	Legg Mason Australian Small Companies Trust	\$	OR	%	%	%	%
SCH0002AU	UU1349	Schroder Australian Equity Fund	\$	OR	%	%	%	%
ETL0200AU	UU1396	Tribeca Alpha Plus Fund – Class C Grant Samuel Tribeca Alpha Plus Units	\$	OR	%	%	%	%
<b>Global shares</b>								
HOW0061AU	UU1391	Five Oceans World Fund – Class A	\$	OR	%	%	%	%
<b>Property</b>								
ZUR0584AU	UU1394	Zurich Investments Global Property Securities Fund Class D	\$	OR	%	%	%	%
<b>Investor Choice</b>								
<b>Cash</b>								
<b>Cash management</b>								
IOF0141AU	UU1183	Perennial Cash Trust	\$	OR	%	%	%	%
SBC0811AU	UU1121	UBS Cash Fund	\$	OR	%	%	%	%

### Step 3: Investment Instructions – Specific/Initial, Primary, Re-weight and Distribution

APIR code	Asset code	Name of investment option(s)	Step 3(a)			Step 3(b)	Step 3(c)	Step 3(d)
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Term deposits</b>								
–	–	Adelaide Bank 6 Month Term Deposit	\$	OR	%	! Please ensure you also complete Step 9.		
–	–	Adelaide Bank 12 Month Term Deposit	\$	OR	%			
<b>Cash enhanced</b>								
CSA0029AU	UU1197	Aberdeen Australian Floating Rate Income Fund	\$	OR	%	%	%	%
IOF0047AU	UU0100	Perennial Cash Enhanced Wholesale Trust	\$	OR	%	%	%	%
<b>Australian fixed interest</b>								
<b>Annuity funds</b>								
HOW0054AU	UU1356	Challenger Guaranteed Income Fund – 7.10 cents pa 30 June 2013 (MV\$1)	\$	OR	%	%	%	%
HOW0091AU	UU1418	Challenger Guaranteed Income Fund – 5.30 cents pa 30 June 2014 (MV\$1)	\$	OR	%	%	%	%
HOW0092AU	UU1429	Challenger Guaranteed Income Fund – 5.60 cents pa 30 June 2015 (MV\$1)	\$	OR	%	%	%	%
HOW0095AU	UU1430	Challenger Guaranteed Pension Fund – 30 June 2017	\$	OR	%	%	%	%
HOW0096AU	UU1431	Challenger Guaranteed Pension Fund – 30 June 2021	\$	OR	%	%	%	%
<b>Mortgages</b>								
STL0002AU	UU0181	Sandhurst Select Mortgage Fund	\$	OR	%	%	%	%
<b>Diversified</b>								
CRS0004AU	UU1288	Aberdeen Australian Fixed Income Fund	\$	OR	%	%	%	%
AUS0009AU	UU1189	Australian Unity Vianova Strategic Fixed Interest Trust – Wholesale	\$	OR	%	%	%	%
SSB0122AU	UU0176	Legg Mason Australian Bond Trust	\$	OR	%	%	%	%
MAQ0061AU	UU0122	Macquarie Australian Fixed Interest Fund	\$	OR	%	%	%	%
IOF0046AU	UU0099	Perennial Fixed Interest Wholesale Trust	\$	OR	%	%	%	%
IOF0145AU	UU1274	Perennial Tactical Income Trust	\$	OR	%	%	%	%
ETL0015AU	UU1203	PIMCO EQT Wholesale Australian Bond Fund	\$	OR	%	%	%	%
SBC0813AU	UU1193	UBS Australian Bond Fund	\$	OR	%	%	%	%
<b>Enhanced yields</b>								
FSF0694AU	UU1104	Colonial First State Wholesale Enhanced Yield Fund	\$	OR	%	%	%	%
PMC0103AU	UU1143	PM CAPITAL Enhanced Yield Fund	\$	OR	%	%	%	%
SCH0103AU	UU1214	Schroder Credit Securities Fund	\$	OR	%	%	%	%
<b>Indexed</b>								
VAN0001AU	UU1127	Vanguard® Australian Fixed Interest Index Fund	\$	OR	%	%	%	%
<b>Global fixed interest</b>								
<b>Diversified</b>								
CSA0104AU	UU1291	Aberdeen Balanced Fixed Income Fund	\$	OR	%	%	%	%
CRS0006AU	UU1252	Aberdeen Global Government Bond Fund	\$	OR	%	%	%	%
AMP0557AU	UU1360	AMP Capital Corporate Bond Fund (Class A)	\$	OR	%	%	%	%
PPL0114AU	UU1190	Aviva Investors Professional Selection Premier Fixed Income Fund	\$	OR	%	%	%	%
PWA0825AU	UU1192	BlackRock Wholesale International Bond Fund	\$	OR	%	%	%	%
RFA0032AU	UU1065	BT Wholesale Global Fixed Interest Fund	\$	OR	%	%	%	%
MAQ0277AU	UU1161	Macquarie Income Opportunities Fund	\$	OR	%	%	%	%
MAQ0274AU	UU1053	Macquarie Master Diversified Fixed Interest Fund	\$	OR	%	%	%	%
ETL0016AU	UU1204	PIMCO EQT Wholesale Diversified Fixed Interest Fund	\$	OR	%	%	%	%
ETL0018AU	UU1206	PIMCO EQT Wholesale Global Bond Fund	\$	OR	%	%	%	%

### Step 3: Investment Instructions – Specific/Initial, Primary, Re-weight and Distribution

APIR code	Asset code	Name of investment option(s)	Step 3(a)		Step 3(b)	Step 3(c)	Step 3(d)	
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Enhanced yields</b>								
CSA0045AU	UU1077	Bentham Professional Global Income Fund	\$	OR	%	%	%	%
CSA0038AU	UU1289	Bentham Wholesale Global Income Fund	\$	OR	%	%	%	%
MAL0012AU	UU1063	BlackRock Monthly Income Fund (Class D units)	\$	OR	%	%	%	%
ETL0017AU	UU1205	PIMCO EQT Wholesale Extended Markets Fund	\$	OR	%	%	%	%
PGI0001AU	UU1146	Principal Global Strategic Income Fund	\$	OR	%	%	%	%
<b>Indexed</b>								
VAN0103AU	UU1128	Vanguard® International Fixed Interest Index Fund (Hedged)	\$	OR	%	%	%	%
<b>Australian shares</b>								
<b>Large companies</b>								
MAL0077AU	UU1428	BlackRock Global Fixed Interest Plus Fund	\$	OR	%	%	%	%
PAM0001AU	UU1046	Alphinity Wholesale Australian Share Fund	\$	OR	%	%	%	%
AMP0370AU	UU0012	AMP Capital Equity Fund (Class A)	\$	OR	%	%	%	%
ARO0011AU	UU1227	Arnhem Australian Equity Fund	\$	OR	%	%	%	%
AAP0103AU	UU1064	Ausbil Australian Active Equity Fund	\$	OR	%	%	%	%
PWA0823AU	UU0168	BlackRock Wholesale Australian Share Fund	\$	OR	%	%	%	%
BTA0055AU	UU0022	BT Wholesale Australian Share Fund	\$	OR	%	%	%	%
RFA0103AU	UU1085	BT Wholesale Imputation Fund						
FSF0003AU	UU0042	Colonial First State Wholesale Imputation Fund	\$	OR	%	%	%	%
FID0008AU	UU1160	Fidelity Australian Equities Fund	\$	OR	%	%	%	%
JBW0009AU	UU0117	Goldman Sachs Australian Equities Wholesale Fund	\$	OR	%	%	%	%
AJF0804AU	UU0010	ING Wholesale Australian Share Trust	\$	OR	%	%	%	%
ITG0001AU	UU1384	Integrity Australian Share Fund	\$	OR	%	%	%	%
PAT0001AU	UU1145	Ironbark Karara Australian Share Fund	\$	OR	%	%	%	%
SSB0125AU	UU1029	Legg Mason Australian Core Equity Trust	\$	OR	%	%	%	%
HOW0020AU	UU1045	Orion Wholesale Australian Share Fund	\$	OR	%	%	%	%
IOF0048AU	UU0101	Perennial Growth Shares Wholesale Trust	\$	OR	%	%	%	%
IOF0206AU	UU0112	Perennial Value Shares Wholesale Trust	\$	OR	%	%	%	%
WHT0012AU	UU1221	Solaris Core Australian Equity Fund	\$	OR	%	%	%	%
SBC0817AU	UU0175	UBS Australian Share Fund	\$	OR	%	%	%	%
ZUR0060AU	UU1008	Zurich Investments Australian Value Share Fund	\$	OR	%	%	%	%
<b>Mid/Small companies</b>								
CSA0131AU	UU1235	Aberdeen Classic Series Australian Small Companies Fund	\$	OR	%	%	%	%
AUS0108AU	UU1043	Australian Unity Acorn Capital Wholesale Microcap Trust	\$	OR	%	%	%	%
EGG0001AU	UU1050	Eley Griffiths Group Small Companies Fund	\$	OR	%	%	%	%
IML0003AU	UU1002	Investors Mutual Future Leaders Fund	\$	OR	%	%	%	%
MAQ0454AU	UU1123	Macquarie Australian Small Companies Fund	\$	OR	%	%	%	%
HOW0027AU	UU1062	NovaPort Wholesale Microcap Fund	\$	OR	%	%	%	%
PER0270AU	UU1224	Pengana Emerging Companies Fund	\$	OR	%	%	%	%
IOF0214AU	UU1164	Perennial Value Smaller Companies Trust	\$	OR	%	%	%	%
ZUR0583AU	UU1438	Zurich Investments Small Companies Fund	\$	OR	%	%	%	%

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APIR code	Asset code	Name of investment option(s)	Step 3(a)			Step 3(b)	Step 3(c)	Step 3(d)
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Specialist</b>								
AAP0002AU	UU1188	Ausbil Australian Geared Equity Fund	\$	OR	%	%	%	%
AUS0030AU	UU1182	Australian Unity Investments Platypus Australian Equities Trust – Wholesale	\$	OR	%	%	%	%
PPL0115AU	UU1068	Aviva Investors Elite Opportunities Fund (Professional Selection)	\$	OR	%	%	%	%
PPL0106AU	UU1055	Aviva Investors High Growth Shares Fund (Professional Selection)	\$	OR	%	%	%	%
BFL0004AU	UU1383	Benelong ex-20 Australian Equities Fund	\$	OR	%	%	%	%
RFA0025AU	UU1135	BT Wholesale Ethical Share Fund	\$	OR	%	%	%	%
FSF0043AU	UU0050	Colonial First State Wholesale Geared Share Fund	\$	OR	%	%	%	%
ETL0030AU	UU1144	EQT SGH Wholesale Absolute Return Trust	\$	OR	%	%	%	%
SSB0026AU	UU1413	Legg Mason Australian Real Income Fund	\$	OR	%	%	%	%
HBC0011AU	UU0064	Merlon Wholesale Australian Share Income Fund	\$	OR	%	%	%	%
MLC0264AU	UU0131	MLC Wholesale IncomeBuilder™	\$	OR	%	%	%	%
OPS0001AU	UU1079	OC Dynamic Equity Fund	\$	OR	%	%	%	%
LEF0043AU	UU1082	Optimix Wholesale Australian Share Trust – Class A Units	\$	OR	%	%	%	%
IOF0089AU	UU1101	Perennial Growth High Conviction Shares Trust	\$	OR	%	%	%	%
IOF0117AU	UU1102	Perennial Socially Responsive Shares Trust	\$	OR	%	%	%	%
IOF0078AU	UU1094	Perennial Value Shares for Income Trust	\$	OR	%	%	%	%
PER0102AU	UU1380	Perpetual Wholesale Concentrated Equity Fund	\$	OR	%	%	%	%
PER0116AU	UU1125	Perpetual Wholesale Ethical SRI Fund	\$	OR	%	%	%	%
PER0071AU	UU1100	Perpetual Wholesale Geared Australian Fund	\$	OR	%	%	%	%
PER0046AU	UU0154	Perpetual Wholesale Industrial Fund	\$	OR	%	%	%	%
RIM0006AU	UU1372	Russell Australian Shares Fund – Class A Units	\$	OR	%	%	%	%
STL0101AU	UU0185	Sandhurst IML Industrial Share Fund	\$	OR	%	%	%	%
ASC0001AU	UU1083	Smallco Investment Fund	\$	OR	%	%	%	%
UBS0024AU	UU1382	UBS-HALO Australian Share Fund	\$	OR	%	%	%	%
ZUR0538AU	UU1099	Zurich Investments Equity Income Fund	\$	OR	%	%	%	%
<b>Indexed</b>								
FSF0976AU	UU1386	Realindex RAFI Australian Share – Class A	\$	OR	%	%	%	%
FSF0978AU	UU1387	Realindex RAFI Australian Small Companies – Class A	\$	OR	%	%	%	%
VAN0002AU	UU0189	Vanguard® Australian Shares Index Fund	\$	OR	%	%	%	%
<b>Global shares</b>								
<b>Large companies (hedged)</b>								
CSA0135AU	UU1198	Aberdeen Fully Hedged International Equities Fund	\$	OR	%	%	%	%
BGL0109AU	UU1044	BlackRock Scientific Hedged International Equity Fund	\$	OR	%	%	%	%
GSF0001AU	UU1225	Grant Samuel Epoch Global Equity Shareholder Yield (Hedged) Fund	\$	OR	%	%	%	%

### Step 3: Investment Instructions – Specific/Initial, Primary, Re-weight and Distribution

APIR code	Asset code	Name of investment option(s)	Step 3(a)			Step 3(b)	Step 3(c)	Step 3(d)
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Large companies (unhedged/active hedged)</b>								
CRS0005AU	UU0034	Aberdeen Actively Hedged International Equities Fund	\$	OR	%	%	%	%
EQI0015AU	UU1186	Aberdeen International Equity Fund	\$	OR	%	%	%	%
NML0318AU	UU0149	AXA Wholesale Global Equity – Growth Fund	\$	OR	%	%	%	%
NML0348AU	UU1011	AXA Wholesale Global Equity – Value Fund	\$	OR	%	%	%	%
BAR0817AU	UU0016	BlackRock Scientific International Equity Fund	\$	OR	%	%	%	%
BTA0056AU	UU0023	BT Wholesale International Share Fund	\$	OR	%	%	%	%
MGL0004AU	UU1097	DWS Global Equity Thematic Fund	\$	OR	%	%	%	%
JBW0014AU	UU1010	Goldman Sachs International Wholesale Fund	\$	OR	%	%	%	%
G5F0002AU	UU1226	Grant Samuel Epoch Global Equity Shareholder Yield (Unhedged) Fund	\$	OR	%	%	%	%
MGE0001AU	UU1218	Magellan Global Fund	\$	OR	%	%	%	%
IOF0045AU	UU0098	Perennial International Shares Wholesale Trust	\$	OR	%	%	%	%
PER0050AU	UU0156	Perpetual Wholesale International Share Fund	\$	OR	%	%	%	%
SCH0030AU	UU1156	Schroder Global Active Value Fund	\$	OR	%	%	%	%
FRT0004AU	UU1223	Templeton Global Equity Fund	\$	OR	%	%	%	%
SBC0822AU	UU1056	UBS International Share Fund	\$	OR	%	%	%	%
MAQ0410AU	UU1141	Walter Scott Global Equity Fund	\$	OR	%	%	%	%
ZUR0061AU	UU0194	Zurich Investments Global Thematic Share Fund	\$	OR	%	%	%	%
<b>Small companies</b>								
MAL0133AU	UU1404	BlackRock Global Small Cap Fund (Class D Units)	\$	OR	%	%	%	%
JBW0103AU	UU0118	Goldman Sachs Global Small Companies Wholesale Fund	\$	OR	%	%	%	%
<b>Regional</b>								
EQI0028AU	UU1185	Aberdeen Asian Opportunities Fund	\$	OR	%	%	%	%
ETL0032AU	UU1103	Aberdeen Emerging Opportunities Fund	\$	OR	%	%	%	%
BTA0054AU	UU1124	BT Wholesale Asian Share Fund	\$	OR	%	%	%	%
HOW0033AU	UU1133	Challenger Wholesale China Share Fund	\$	OR	%	%	%	%
FID0011AU	UU1207	Fidelity China Fund	\$	OR	%	%	%	%
FID0015AU	UU1208	Fidelity India Fund	\$	OR	%	%	%	%
PER0553AU	UU1362	HSBC Asia Select Equity Fund	\$	OR	%	%	%	%
PER0522AU	UU1276	HSBC Global Emerging Markets Equity Fund	\$	OR	%	%	%	%
SSB0124AU	UU1122	Legg Mason Emerging Market Trust	\$	OR	%	%	%	%
IOF0203AU	UU0109	Perennial Asian Shares Wholesale Trust	\$	OR	%	%	%	%
MAQ0635AU	UU1381	Premium Asia Fund	\$	OR	%	%	%	%
MAQ0441AU	UU1136	Premium China Fund	\$	OR	%	%	%	%
SCH0006AU	UU1155	Schroder Asia Pacific Fund	\$	OR	%	%	%	%
SCH0034AU	UU1213	Schroder Global Emerging Markets Fund	\$	OR	%	%	%	%
FRT0006AU	UU1222	Templeton Emerging Markets Fund	\$	OR	%	%	%	%

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APIR code	Asset code	Name of investment option(s)	Step 3(a)			Step 3(b)	Step 3(c)	Step 3(d)
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Specialist</b>								
FSF0891AU	UU1114	Acadian Wholesale Geared Global Equity Fund	\$	OR	%	%	%	%
HOW0002AU	UU1120	Hunter Hall Value Growth Trust	\$	OR	%	%	%	%
LEF0047AU	UU1080	Optimix Wholesale Global Share Trust – Class A Units	\$	OR	%	%	%	%
IOF0080AU	UU1163	Perennial Global Shares High Alpha Trust	\$	OR	%	%	%	%
PLA0004AU	UU1132	Platinum Asia Fund	\$	OR	%	%	%	%
PLA0100AU	UU1419	Platinum International Brands Fund	\$	OR	%	%	%	%
PLA0002AU	UU0159	Platinum International Fund	\$	OR	%	%	%	%
PLA0101AU	UU1131	Platinum International Technology Fund	\$	OR	%	%	%	%
PLA0003AU	UU1130	Platinum Japan Fund	\$	OR	%	%	%	%
PMC0100AU	UU1027	PM CAPITAL Absolute Performance Fund	\$	OR	%	%	%	%
RIM0009AU	UU1374	Russell International Shares Fund – \$A Hedged – Class A Units	\$	OR	%	%	%	%
RIM0008AU	UU1373	Russell International Shares Fund – Class A Units	\$	OR	%	%	%	%
<b>Indexed</b>								
FSF0974AU	UU1388	Realindex RAFI Global Share Fund – Class A	\$	OR	%	%	%	%
FSF0975AU	UU1389	Realindex RAFI Global Share Hedged Fund – Class A	\$	OR	%	%	%	%
VAN0003AU	UU0190	Vanguard® International Shares Index Fund	\$	OR	%	%	%	%
VAN0105AU	UU1165	Vanguard® International Shares Index Fund (Hedged)	\$	OR	%	%	%	%
VAN0022AU	UU1217	Vanguard® International Small Companies Index Fund (Hedged)	\$	OR	%	%	%	%
<b>Property</b>								
<b>Australian property (listed)</b>								
APN0008AU	UU1390	APN AREIT Fund	\$	OR	%	%	%	%
CRS0007AU	UU1199	Challenger Wholesale Property Fund	\$	OR	%	%	%	%
HBC0008AU	UU0061	Challenger Wholesale Property Securities Fund	\$	OR	%	%	%	%
FSF0004AU	UU0043	Colonial First State Wholesale Property Securities Fund	\$	OR	%	%	%	%
SSB0128AU	UU0178	Legg Mason Property Securities Trust	\$	OR	%	%	%	%
MAQ0063AU	UU0123	Macquarie Master Property Securities Fund	\$	OR	%	%	%	%
IOF0044AU	UU0097	Perennial Australian Property Wholesale Trust	\$	OR	%	%	%	%
<b>Australian property (hybrid/direct)</b>								
AUS0037AU	UU1379	Australian Unity Healthcare Property Trust – Class A Units*	\$	OR	%	%	%	%
YOC0100AU	UU1357	Australian Unity Property Income Fund – Wholesale Units	\$	OR	%	%	%	%
<b>Global property (listed)</b>								
AMP0974AU	UU1076	AMP Capital Global Property Securities Fund (Class A)	\$	OR	%	%	%	%
HML0016AU	UU1220	ING Wholesale Global Property Securities Fund	\$	OR	%	%	%	%
IOF0081AU	UU1078	Perennial Global Property Wholesale Trust	\$	OR	%	%	%	%
<b>Global property (hybrid/direct)</b>								
<b>Indexed</b>								
VAN0004AU	UU1126	Vanguard® Australian Property Securities Index Fund	\$	OR	%	%	%	%

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			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Infrastructure</b>								
<b>Australian infrastructure (listed)</b>								
JBW0030AU	UU1096	Goldman Sachs Australian Infrastructure Wholesale Fund	\$	OR	%	%	%	%
<b>Global infrastructure (listed)</b>								
FSF0905AU	UU1196	Colonial First State Wholesale Global Listed Infrastructure Securities Fund	\$	OR	%	%	%	%
MAQ0432AU	UU1098	Macquarie International Infrastructure Securities Fund	\$	OR	%	%	%	%
MGE0002AU	UU1219	Magellan Infrastructure Fund	\$	OR	%	%	%	%
<b>Global infrastructure (hybrid/direct)</b>								
AMP1179AU	UU1187	AMP Capital Core Infrastructure Fund (Class A)	\$	OR	%	%	%	%
<b>Commodities</b>								
AMR0001AU	UU1229	Ascalon H3 Commodities Fund	\$	OR	%	%	%	%
MAL0016AU	UU1139	BlackRock International Gold Fund (Class D Units)	\$	OR	%	%	%	%
FSF0038AU	UU1047	Colonial First State Wholesale Global Resources Fund	\$	OR	%	%	%	%
CSA0063AU	UU1200	Credit Suisse Enhanced Commodity Fund	\$	OR	%	%	%	%
MGL0019AU	UU1201	DWS Global Equity Agribusiness Fund	\$	OR	%	%	%	%
<b>Alternative investments</b>								
FSF1086AU	UU1385	Aspect Diversified Futures Fund – Class A	\$	OR	%	%	%	%
MAL0030AU	UU1191	BlackRock Asset Allocation Alpha Fund Class D	\$	OR	%	%	%	%
MAL0029AU	UU1162	BlackRock Global Allocation Fund (Aust)	\$	OR	%	%	%	%
SSB0130AU	UU0179	Legg Mason Tactical Allocation Trust	\$	OR	%	%	%	%
MAQ0482AU	UU1211	Winton Global Alpha Fund	\$	OR	%	%	%	%
<b>Diversified – conservative</b>								
CRS0001AU	UU1401	Aberdeen Multi-Asset Income Fund	\$	OR	%	%	%	%
PWA0821AU	UU0166	BlackRock Wholesale Managed Income Fund	\$	OR	%	%	%	%
IOF0100AU	UU0107	Perennial Capital Stable Wholesale Trust	\$	OR	%	%	%	%
RIM0002AU	UU1369	Russell Conservative Fund – Class A Units	\$	OR	%	%	%	%
VAN0109AU	UU1232	Vanguard® Conservative Index Fund	\$	OR	%	%	%	%
<b>Diversified – balanced</b>								
MMF0700AU	UU1051	ING Tax Effective Income Trust – Wholesale Units	\$	OR	%	%	%	%
MLC0260AU	UU0129	MLC Wholesale Horizon 4 Balanced Portfolio	\$	OR	%	%	%	%
LEF0044AU	UU1081	Optimix Wholesale Balanced Trust – Class A Units	\$	OR	%	%	%	%
IOF0104AU	UU0108	Perennial Balanced Wholesale Trust	\$	OR	%	%	%	%
RIM0001AU	UU1368	Russell Balanced Fund – Class A Units	\$	OR	%	%	%	%
RIM0003AU	UU1370	Russell Diversified 50 Fund – Class A Units	\$	OR	%	%	%	%
SBC0815AU	UU1012	UBS Balanced Investment Fund	\$	OR	%	%	%	%
VAN0108AU	UU1231	Vanguard® Balanced Index Fund	\$	OR	%	%	%	%
ZUR0059AU	UU0193	Zurich Investments Managed Growth Fund	\$	OR	%	%	%	%

### Step 3: Investment Instructions – Specific/Initial, Primary, Re-weight and Distribution

APIR code	Asset code	Name of investment option(s)	Step 3(a)			Step 3(b)	Step 3(c)	Step 3(d)
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Distribution Instruction		
<b>Diversified – growth</b>								
CRS0002AU	UU0033	Aberdeen Capital Growth Fund	\$	OR	%	%	%	%
IOF0126AU	UU1169	Perennial Partners Trust	\$	OR	%	%	%	%
PER0063AU	UU0158	Perpetual Wholesale Balanced Growth Fund	\$	OR	%	%	%	%
RIM0004AU	UU1371	Russell Growth Fund – Class A Units	\$	OR	%	%	%	%
RIM0034AU	UU1375	Russell High Growth – Class A Units	\$	OR	%	%	%	%
VAN0110AU	UU1233	Vanguard® Growth Index Fund	\$	OR	%	%	%	%
VAN0111AU	UU1234	Vanguard® High Growth Index Fund	\$	OR	%	%	%	%
<b>You can include new investment option(s) added since this form was printed below</b>								
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
<b>Total</b>			\$	OR	%	%	%	%

If % used, must add up to 100% including the Cash Account allocation

Must add up to 100% including the Cash Account allocation

Must add up to 100% including the Cash Account allocation

Must add up to 100% including the Cash Account allocation

\* This investment option is classified as a 'restricted investment'. You are able to invest up to 70% of your account balance in restricted investments and no more than 30% of your account balance in any single restricted investment or restricted investments within the same sub-category of an investment category.

If you are a client of Infocus Securities Australia Pty Ltd (Infocus), additional investment options are available that are exclusive to clients of Infocus. The full list of investment options can be found in IOOF Pursuit fact sheet 2: IOOF Pursuit Select investment options menu. If you would like to choose any of these exclusive investment options, please include them in the space above.

If you are either a client of Professional Investment Service Pty Ltd (PIS), or any AFS Licensee who has entered into an arrangement with Associated Advisory Practices Ltd, additional investment options will be available to you. The full list of investment options can be found in IOOF Pursuit fact sheet 2: IOOF Pursuit Select investment options menu. If you would like to choose any of these exclusive investment options, please include them in the space above.

If you are a client of Finovia Pty Ltd (Finovia), additional investment options are available that are exclusive to clients of Finovia. The full list of investment options can be found in IOOF Pursuit fact sheet 2: IOOF Pursuit Select investment options menu. If you would like to choose any of these exclusive investment options, please include them in the space above.

If you are a client of Bendigo Financial Planning Ltd (Bendigo), additional investment options are available that are exclusive to clients of Bendigo. The full list of investment options can be found in IOOF Pursuit fact sheet 2: IOOF Pursuit Select investment options menu. If you would like to choose any of these exclusive investment options, please include them in the space above.

## Step 4: Changing your Primary Instruction (for existing members only)

I direct the Trustee to change my Primary Instruction (my main Investment Instruction) in accordance with:

the instructions provided in the 'Primary Instruction' column in the table in Step 3 (b)

OR

the instructions provided in the 'Re-weight' column in the table in Step 3 (c)

## Step 5: Switching Instructions (for existing members only)

Please indicate which investment option(s) you wish to redeem units in and which investment option(s) you wish to purchase units in.

FROM			% of investment option OR \$ amount of investment option
Name of investment option(s)	APIR code	Asset code	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

  

TO			% of redeemed funds to be invested
Name of investment option(s)	APIR code	Asset code	
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**Total\***

\*Total amount needs to equal 100%.



Please ensure percentages are whole numbers.

## Step 6: Regular Contribution Plan and BPAY® Instructions

(for IOOF Pursuit Select Personal Superannuation members only)

Would you like to set up a Regular Contribution Plan and BPAY® Instruction that is different to your Primary Instruction?

No

I acknowledge that my contributions will be invested in accordance with my Primary Instruction.

**OR**

Yes

I would like all my contributions to be invested via a Regular Contribution Plan and BPAY® Instruction as provided in the table below, and acknowledge that it will override my Primary Instruction.

APIR code	Asset code	Name of investment option(s)	Percentage allocation (must be in whole numbers)
<input type="text"/>	C A 0 0 0 1	Cash Account*	MANDATORY %
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Total</b>			<input type="text"/> %

Must add up to 100% including the Cash Account allocation



\*The percentage allocation against the Cash Account must be at least the default minimum or the higher percentage nominated in your Primary Instruction (if applicable).

## Step 7: Income distributions

I direct the Trustee to manage any income distributions that I receive from my investment option(s) as follows:

Re-invest (default option)  Re-invest 100% of the income distributions back into the same investment option that made the income distribution. This is a default option, which means it will apply automatically even if you do not make a selection.

**OR**

Distribution Instruction  Income distributions are to be invested in accordance with my Distribution Instruction.

**OR**

Retain in Cash Account  Leave all income distributions to accumulate in my Cash Account.



If you select the 'Distribution Instruction' as your re-investment/distribution method but do not provide a Distribution Instruction in Step 3 (d), income distributions will be invested in accordance with your Primary Instruction.

## Step 8: Cash Account top up

If the balance in your Cash Account is likely to fall below zero in the next seven days, you authorise the Trustee to 'top up' the balance to the minimum Cash Account requirement of:

- 1% of your account balance for IOOF Pursuit Select Personal Superannuation
- 3% of your account balance for IOOF Pursuit Select Allocated Pension and IOOF Pursuit Select Term Allocated Pension

**PLUS** amounts expected to fall due within the next seven days.

If you would like to set a higher minimum Cash Account requirement, please specify the percentage amount here:  %

We will 'top up' your Cash Account balance by redeeming the necessary amount from your managed funds (without prior notice to you) in accordance with the option you have selected below:

Highest balance (default option)  Redeem funds from the managed fund with the highest balance.  
 This is the default option, which means it will apply automatically even if you do not make a selection.

**OR**

Pro-rata  Redeem funds across all managed funds according to the proportion invested in each managed fund.

**OR**

Pecking order  Redeem funds from my managed fund(s) according to a prioritised list specified below.

If you selected the 'pecking order' option, please specify which managed funds are to be used and the (pecking) order in which the funds are to be redeemed, one at a time. Please note, you can not include term deposits or restricted investments.

Pecking order	APIR code	Asset code	Name of investment option(s)
1	<input type="text"/>	<input type="text"/>	<input type="text"/>
2	<input type="text"/>	<input type="text"/>	<input type="text"/>
3	<input type="text"/>	<input type="text"/>	<input type="text"/>
4	<input type="text"/>	<input type="text"/>	<input type="text"/>
5	<input type="text"/>	<input type="text"/>	<input type="text"/>
6	<input type="text"/>	<input type="text"/>	<input type="text"/>
7	<input type="text"/>	<input type="text"/>	<input type="text"/>

## Step 9: Term deposit details

Please indicate how the term deposit is to be opened:

By transfer(s) from other superannuation funds (please ensure you complete and attach a 'Request to transfer a superannuation benefit form(s)' (Form C))

**OR**

By cheque attached to this form.

**AND/OR** one of the following options (for existing members only):

Amount \$

Redeem funds using my existing nominated Cash Account top up method.

**OR**

Redeem funds from all of my existing investment options proportionately (excluding listed securities).

**OR**

Redeem funds from my existing investment options or from the Cash Account as per the instructions in the table below.

**FROM**

APIR code	Asset code	Name of investment option(s)	Amount % OR \$
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Total</b>			<input type="text"/>

**!** Where you elect to redeem assets to open the term deposit, we will not purchase your term deposit until the proceeds from all redemptions necessary have been received into the Cash Account. Please ensure you have read IOOF Pursuit fact sheet 13: Investing in a term deposit (available at [www.ioof.com.au](http://www.ioof.com.au)).

## Step 10: Applicant/Member declaration and signature

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In signing this Investment Instructions Form, I declare that:

### Investment Instruction\*

- the Trustee, IOOF Investment Management Limited (**IIML**), ABN 53 006 695 021, AFS Licence No. 230524 is directed to process the Investment Instructions specified on this form
- the Investment Instruction provided in this form overrides any previous Investment Instruction
- my main Investment Instruction will be my Primary Instruction and will be used for my initial contribution and all additional contributions (less any Member Advice Fee – Upfront) and income distributions (if applicable), unless I provide the Trustee with alternate instructions. I understand that this does not apply to the transfer of investments from any existing account within the IOOF Portfolio Service product suite
- if I have omitted to insert an amount against the Cash Account in my Investment Instruction, I authorise the Trustee to deduct the amount necessary from the investment option with the highest percentage allocation to satisfy the required minimum allocation to the Cash Account
- if there are two or more investment options that share the highest percentage allocation, I authorise the Trustee to deduct the amount necessary from the first of such investment options that share the highest percentage allocation, and I authorise The Trustee to deduct the amount necessary from the first of such investment options listed in the table to satisfy the default minimum allocation to the Cash Account.

### Restricted investments

I acknowledge that if I make an investment in an investment option that is designated as a restricted investment (in the investment menu as updated on our web site at [www.ioof.com.au](http://www.ioof.com.au)), I have been informed that:

- (a) the Trustee is not required to transfer the whole of my withdrawal benefit (or a partial amount requested to be transferred) within 30 days after receiving all information prescribed by Super law (including all information that is necessary to process my request)
- (b) the reasons why an investment is illiquid is due to the underlying fund manager imposing withdrawal restrictions or having the ability to extend the withdrawal period in certain market conditions
- (c) the maximum period in which a transfer must be effected is the period set out in the underlying product disclosure statement for the restricted investment which may be up to 365 days for some restricted investments.

I understand and accept that a period longer than the 30 days mentioned in (a) above is required (possibly in respect of the whole of the requested transfer amount) because of the illiquid nature of the investment.

### Product disclosure statements

- I have received (either from the IOOF website or from a financial adviser), read and understood the current Product Disclosure Statement (**PDS**) and any Supplementary PDS for the relevant product or service, and the current product disclosure statements of the underlying managed funds I have selected.
- The Trustee provided me with the product disclosure statements for the underlying managed funds I have selected via the IOOF website ([www.ioof.com.au](http://www.ioof.com.au)) and I agree to receive these product disclosure statements by obtaining them from the website.
- I may not have the most current product disclosure statement and continuous disclosure information for a managed fund when switches and/or further investments are made into the fund.

### Investment options

- if I have acquired the services of a licensed financial adviser concerning my choice of investment options, that I have been fully informed of the nature and risks of the selected investment options and am satisfied these investments are suitable for my investment needs
- if I choose not to acquire the services of a financial adviser, then I understand the risks and effects of this investment and take full responsibility for my choice of investment options.

### Infocus clients only

- I acknowledge that I can only select an Infocus-exclusive investment option while I remain a client of Infocus Securities Australia Pty Ltd, ABN 47 097 797 049, AFS Licence No. 236523.

### PIS clients only

- I acknowledge that I can only select a PIS-exclusive investment option while I remain a client of Professional Investment Services Australia Pty Ltd, ABN 11 074 608 558, AFS Licence No. 234951 (PIS) and for clients of any AFS Licensee who has entered into an arrangement with Associated Advisory Practices Ltd, ABN 24 118 000 150 (AAP).

### Finovia clients only

- I acknowledge that I can only select a Finovia-exclusive investment option while I remain a client of Finovia Pty Ltd, ABN 31 007 353 068, AFSL No: 230662.

### Bendigo clients only

- I acknowledge that I can only select a Bendigo-exclusive investment option while I remain a client of Bendigo Financial Planning Ltd, ABN 81 087 585 073, AFSL No: 237898.

### Switching Instruction

- I have given the Trustee a switching instruction, it:
  - must satisfy the minimum requirements as set out in the relevant PDS
  - cannot be finalised until proceeds from all redeemed investment options have been deposited into my Cash Account
  - will normally be finalised within 10 business days following the receipt of my switching request
  - may give rise to a buy/sell spread or capital gains tax.

## Step 10: Applicant/Member declaration and signature (Continued)

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### Term deposits

If I have invested in term deposits:

- I have read, understood and agree to the terms and conditions regarding investing in term deposits as set out in the PDS
- the Trustee provided me with the product guide for the underlying term deposit I have selected via the IOOF website ([www.ioof.com.au](http://www.ioof.com.au)) and I agree to receive the product guide by obtaining it from the website
- I have received (either from the IOOF website or from a financial adviser), read and understood the current product guide and any supplementary product guide for the relevant product or service, and the current product guide statements of the underlying term deposit I have selected
- I acknowledge that where this Investment Instruction for a term deposit is made at the same time as a new application for an IOOF product or service, this Investment Instruction will be processed before any other Investment Instruction relating to your new account is processed.

### Privacy

I have read and understood the privacy section in the PDS and consent to providing the Trustee with my personal information pursuant to the *Privacy Act 1988* for the purposes described in the PDS. I also acknowledge that the IOOF group privacy policy is available on the IOOF website ([www.ioof.com.au](http://www.ioof.com.au)) or can be obtained by calling our client services team on 1800 062 963.

\*Investment Instruction refers to your Primary Instruction, Re-weight Instruction, Specific Instruction and/or Regular Contribution Plan and BRPAY® Instruction as applicable.

Signature

Date   /   /

Please sign and return this form by post to:

**IOOF Pursuit, Reply Paid 264, Melbourne, VIC 8060**

**Enquiries: 1800 062 963**

**Fax: 1800 558 539**

**Trustee: IOOF Investment Management Limited, ABN 53 006 695 021, AFS Licence No. 230524**