



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



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 Pursuit Core Personal Superannuation;
- 3% for Pursuit Core Allocated Pension and Pursuit Core Term Allocated Pension.

APIR code	Asset code	Name of Investment Option(s)	Step 3 (a)			Step 3 (b)	Step 3 (c)
			Specific/Initial Investment Instruction			Primary Instruction	Re-weight Instruction
–	CA0001	Cash Account (mandatory)	\$ MANDATORY	OR	MANDATORY %	MANDATORY %	MANDATORY %
<b>Easy Choice</b>							
<b>IOOF Diversified Multi – Conservative</b>							
IOF0095AU	UU1148	IOOF MultiMix Conservative Growth Trust	\$	OR	%	%	%
<b>IOOF Diversified Multi – Balanced</b>							
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 – 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>Investor Choice</b>							
<b>Cash</b>							
<b>Cash Management</b>							
IOF0141AU	UU1183	Perennial Cash Trust	\$	OR	%	%	%
IOF0143AU	UU1230	Perennial Protected Cash Trust	\$	OR	%	%	%
<b>Term Deposits</b>							
–	–	Adelaide Bank 6 month Term Deposit	\$	OR	%	! Please ensure you also complete Step 8.	
–	–	Adelaide Bank 12 month Term Deposit	\$	OR	%		
<b>Cash Enhanced</b>							
IOF0047AU	UU0100	Perennial Cash Enhanced Wholesale Trust	\$	OR	%	%	%
<b>Australian Fixed Interest</b>							
<b>Mortgages</b>							
HOW0005AU	UU0086	Challenger Howard Wholesale Mortgage Fund**	\$	OR	%	%	%
<b>Bonds</b>							
IOF0046AU	UU0099	Perennial Fixed Interest Wholesale Trust	\$	OR	%	%	%
VAN0001AU	UU1127	Vanguard® Australian Fixed Interest Index Fund	\$	OR	%	%	%
<b>Enhanced Yields</b>							
AMP0685AU	UU1042	AMP Capital Enhanced Yield Fund Class A**	\$	OR	%	%	%
<b>Global Fixed Interest</b>							
<b>Diversified</b>							
MAL0012AU	UU1063	BlackRock Monthly Income Fund (Class D units)	\$	OR	%	%	%
MAQ0274AU	UU1053	Macquarie Master Diversified Fixed Interest Fund	\$	OR	%	%	%
VAN0103AU	UU1128	Vanguard® International Fixed Interest Index Fund (Hedged)	\$	OR	%	%	%

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APIR code	Asset code	Name of Investment Option(s)	Step 3 (a)			Step 3 (b)	Step 3 (c)
			Specific/Initial Investment Instruction	Primary Instruction	Re-weight Instruction	Primary Instruction	Re-weight Instruction
<b>Australian Shares</b>							
<b>Large Companies</b>							
AMP0370AU	UU0012	AMP Capital Equity Fund Class A	\$	OR	%	%	%
PAM0001AU	UU1046	Challenger Wholesale Australian Share Fund	\$	OR	%	%	%
IOF0048AU	UU0101	Perennial Growth Shares Wholesale Trust	\$	OR	%	%	%
IOF0206AU	UU0112	Perennial Value Shares Wholesale Trust	\$	OR	%	%	%
SCH0101AU	UU1061	Schroder Wholesale Australian Equity Fund	\$	OR	%	%	%
<b>Small Companies</b>							
EGG0001AU	UU1050	Eley Griffiths Group Small Companies Fund	\$	OR	%	%	%
<b>Specialist</b>							
PPL0106AU	UU1055	Aviva Investors High Growth Shares Fund (Professional Selection)	\$	OR	%	%	%
LEF0043AU	UU1082	Optimix Wholesale Australian Share Trust – Class A Units	\$	OR	%	%	%
PER0046AU	UU0154	Perpetual Wholesale Industrial Fund	\$	OR	%	%	%
<b>Global Shares</b>							
<b>Large Companies (Unhedged/Active Hedged)</b>							
CRS0005AU	UU0034	Aberdeen Actively Hedged International Equities Fund	\$	OR	%	%	%
NML0348AU	UU1011	AXA Wholesale Global Equity – Value Fund	\$	OR	%	%	%
ZUR0061AU	UU0194	Zurich Investments Global Thematic Share Fund	\$	OR	%	%	%
<b>Small Companies</b>							
JBW0103AU	UU0118	Goldman Sachs JBWere Global Small Companies Wholesale Fund	\$	OR	%	%	%
VAN0022AU	UU1217	Vanguard® International Small Companies Index Fund (Hedged)	\$	OR	%	%	%
<b>Specialist</b>							
LEF0047AU	UU1080	Optimix Wholesale Global Share Trust – Class A Units	\$	OR	%	%	%
PLA0002AU	UU0159	Platinum International Fund	\$	OR	%	%	%
<b>Property</b>							
<b>Australian Property (Listed)</b>							
JBW0108AU	UU1009	Goldman Sachs JBWere Property Securities Wholesale Fund	\$	OR	%	%	%
IOF0044AU	UU0097	Perennial Australian Property Wholesale Trust	\$	OR	%	%	%
VAN0004AU	UU1126	Vanguard® Australian Property Securities Index Fund	\$	OR	%	%	%
<b>Australian Property (Hybrid/Direct)</b>							
MAL0008AU	UU1054	BlackRock Combined Property Income Fund (Class D)**	\$	OR	%	%	%
<b>Global Property (Listed)</b>							
IOF0081AU	UU1078	Perennial Global Property Wholesale Trust	\$	OR	%	%	%
<b>Diversified – Conservative</b>							
IOF0100AU	UU0107	Perennial Capital Stable Wholesale Trust	\$	OR	%	%	%
<b>Diversified – Balanced</b>							
LEF0044AU	UU1081	Optimix Wholesale Balanced Trust – Class A Units	\$	OR	%	%	%
IOF0104AU	UU0108	Perennial Balanced Wholesale Trust	\$	OR	%	%	%

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

APIR code	Asset code	Name of Investment Option(s)	Step 3 (a)		Step 3 (b)	Step 3 (c)
			Specific/Initial Investment Instruction		Primary Instruction	Re-weight Instruction
<b>Diversified – Growth</b>						
PER0063AU	UU0158	Perpetual Wholesale Balanced Growth Fund	\$	OR	%	%
You can include new investment option(s) added since this form was printed below:						
			\$	OR	%	%
			\$	OR	%	%
			\$	OR	%	%
			\$	OR	%	%
			\$	OR	%	%
			\$	OR	%	%
<b>TOTAL</b>			<b>\$</b>	<b>OR</b>	<b>%</b>	<b>%</b>

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

\* 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.

\*\* This investment option is not available for investment at the time of preparing this form. More up to date information on this investment option can be found on our web site at [www.ioof.com.au](http://www.ioof.com.au)

### Step 4: Changing your Primary Instruction (for Existing Members only)

I direct IOOF 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		

TO				% of redeemed funds to be invested
Name of Investment Option(s)	APIR code	Asset code		

**Total\***

\*Total amount needs to equal 100%.

**!** Please ensure percentages are whole numbers.

## Step 6: Cash Account Top Up

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

- 1% of the account balance for Pursuit Core Personal Superannuation
- 3% of the account balance for Pursuit Core 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:  %

IOOF will 'top up' your Cash Account balance by redeeming the necessary amount from your existing managed funds (without prior notice to you) with the highest balance.

## Step 7: Income distributions

I direct IOOF 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 managed fund that made the income distribution where possible. (This is a default option, which means it will apply automatically even if you do not make a selection.)

**OR**

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

## Step 8: 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 from my existing investment option with the highest balance.

**OR**

Redeem funds from all of my existing investment options proportionately.

**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 Pursuit fact sheet 13: Investing in a term deposit (available at [www.ioof.com.au](http://www.ioof.com.au)).

## Step 9: Applicant/Member declaration and signature

In signing this Investment Instructions form, I declare that:

### Investment Instruction\*

- the Trustee, IOOF Investment Management Limited (**IOOF**), 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 Adviser Service Fee – Upfront) and income distributions (if applicable), unless I provide IOOF with alternate instructions. I understand that this does not apply to the transfer of investments from an existing IOOF Investment Service or an IOOF Portfolio Service Superannuation Fund product;
- if I have omitted to insert an amount against the Cash Account in my Investment Instruction, I authorise IOOF 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 IOOF to deduct the amount necessary from the first of such investment options that share the highest percentage allocation, and I authorise IOOF 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 web site 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 web site ([www.ioof.com.au](http://www.ioof.com.au)) and I agree to receive these product disclosure statements by obtaining them from the web site;
- 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;

### Switching Instruction

- if I have given IOOF 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;

### 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 web site ([www.ioof.com.au](http://www.ioof.com.au)) and I agree to receive the product guide by obtaining it from the web site;
- I have received (either from the IOOF web site 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 'Your privacy' section in the PDS and consent to providing IOOF 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 web site ([www.ioof.com.au](http://www.ioof.com.au)) or can be obtained by calling a Client Services Officer on 1800 062 963;

\*Investment Instruction refers to your Primary Instruction, Re-weight Instruction and/or Specific Instruction as applicable.

Signature

Date

 /  / 

Please sign and return this form by post to:

**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**