



Issued: 1 December 2020

# IOOF Pursuit Select investment guide (PSI.01)

The information in this investment guide forms part of the disclosure documents for:

- **IOOF Pursuit Select Personal Superannuation (Super Service)**, including the Product Disclosure Statement dated 1 December 2020, IOOF Pursuit Super general reference Guide (PSS.01), IOOF Pursuit Select Investment Menu (Investment Menu) and the IOOF Pursuit insurance guide (PIN.03);
- **IOOF Pursuit Select Allocated Pension and IOOF Pursuit Select Term Allocated Pension (Pension Service)** including the Product Disclosure Statements dated 1 December 2020, IOOF Pursuit Select Investment Menu (Investment Menu) and IOOF Pursuit Pension general reference Guide (PSP.01); and
- **IOOF Pursuit Select Investment (Investment Service) IDPS (Offer Document) Guide** dated **1 December 2020**, including the IOOF Pursuit Select Investment Menu (Investment Menu).

These documents should be considered before making a decision to acquire the products. We recommend you read this entire guide and refer to the **Investment Menu** available on the website [ioof.com.au/pursuit-select-investment-menu](http://ioof.com.au/pursuit-select-investment-menu) which contains information about the range of available investment strategies and options that you can select.

The information is divided into the following sections.

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## Important notice

This guide has been prepared and issued by IOOF Investment Management Limited (IIML) ABN 53 006 695 021, AFSL 230524 and IOOF Investment Services Ltd (IISL) ABN 80 007 350 405, AFSL 230703. IIML is the Trustee of the IOOF Portfolio Service Superannuation Fund (Fund) ABN 70 815 369 818, and IISL is the Service Operator of IOOF Pursuit Select Investment Service.

IOOF Pursuit Select (the Service) consists of IOOF Pursuit Select Personal Superannuation (Super Service), IOOF Pursuit Select Allocated Pension and IOOF Pursuit Select Term Allocated Pension (Pension Service) and IOOF Pursuit Select Investment (Investment Service). The Super Service and Pension Service are superannuation and pension products forming part of the Fund.

### Investment options offered

The Trustee of the Super Service and Pension Service and Service Operator of the IDPS Service monitor the investment options available to investors and provide no assurances that any investment option currently available will continue to be available in the future.

The Trustee and Service Operator make no recommendations regarding the investment options set out in the **Investment Menu**.

The Trustee/Service Operator has the right to suspend or cease investments in a specific investment option and, if necessary, can redeem and transfer your investments to your Cash Account. For the Super Service and Pension Service only, the proceeds may be directed to a similar investment option or the default investment strategy in circumstances where the investment option is no longer available, and no alternative instructions are provided. The Trustee/Service Operator will notify you of any such change where possible before the change occurs. The fund managers have not authorised or caused the issue of this product disclosure statement (PDS) or Offer Document but have consented to the inclusion of statements which relate to their particular managed investment.

IOOF Investment Services Ltd (IISL), ABN 80 007 350 405, AFSL 230703, part of the IOOF group, is the responsible entity of IOOF MultiSeries, IOOF MultiMix Trusts, IOOF Cash Management Trust, Profile Managed Investments, the Specialist Funds and the Strategic Funds (the Trusts) and receives fees under the Constitutions of the Trusts. These are some of the investment options offered in Super Service, Pension Service and Investment Service as listed in the **Investment Menu**.

In order to choose an investment option for your investment strategy, you should review the information in this Investment Guide and the Investment Menu. Before selecting an investment option, your financial adviser should provide you with the PDS for the relevant managed investment or the PDS or product guide for the relevant term deposit. These documents provide you with important information to consider and evaluate prior to investing. PDSs and product guides are also available on our website ([ioof.com.au](http://ioof.com.au)). Please note, PDSs and product guides are not available for listed investment options.

### Managing conflicts of interest

As IOOF is a large financial institution that participates in both domestic and international markets both real and perceived conflicts of interest may arise when adding to or removing from the Investment Menu. For example, IISL acts as the responsible entity for a number of investments on our menu. We have policies as to how conflicts are managed and these policies apply to the investment selection process. The same selection process is applied in selecting both related and unrelated managed investments to the menu.

## General advice warning

The information contained in this guide is of a general nature only and does not take into account your individual objectives, financial situation or needs. You should consider the appropriateness of this information having regard to your objectives, financial situation and needs and you may want to seek advice from a financial adviser before deciding to invest through the Service.

The Service's Investment Menu is extensive and identifying the right investment strategy for you can be complex and risky without professional assistance. We recommend that all clients consider obtaining and maintaining professional financial and/or tax advice prior to and while investing via the Service.

# Investment strategies

## Your investment strategy

This guide is designed to provide you with information about the range of investment strategies available for you to select.

Making the right investment choice is an important part of developing a plan to help you achieve your financial goals. This requires careful consideration of a number of factors including your retirement needs, investment risk and return profile, and your overall financial position.

We recommend that you discuss your investment strategy with a financial adviser.

## The investment options

The investment options available vary in risk, investment objectives (goals), strategies (ways of achieving those goals) and the types of assets in which investments are made. This allows you to invest in a range of investment options which may be diversified across different asset classes, fund managers and investment styles.

You can normally switch between different managed investments at any time and you can also select diversified managed investments managed by a range of leading Australian and international fund managers.

Before selecting an investment option, you should read the relevant product PDS, this guide and talk to your financial adviser. For each investment option you select, you should read the relevant PDS or product guide, provided by your financial adviser or available from our website. These documents include information about performance, asset allocation, costs and the risks associated with investing in a particular investment option.

The PDS for a managed investment may be updated or replaced by the fund manager from time to time. This means that you may not always have the most recent copy of the applicable PDS for a new managed investment at the time of an investment instruction, such as for a regular savings plan, income distribution re-investment or switch request. We provide electronic versions of PDSs for the available managed investment via Portfolio Online. You can also obtain a copy free of charge by contacting your financial adviser or by calling ClientFirst on 1800 913 118.

Please note, PDSs and product guides are not available for listed investment options.

## Choose what is right for you

As your individual circumstances change over time, your investment strategy may also need to change to accommodate any new goals or objectives.

The investment strategy that best suits your needs will depend on a number of personal factors, such as your:

- attitude towards investment risk and return
- investment timeframe
- income needs.

## What investment options can you choose?

The range of investment options available includes:

- **Term investments:** term deposits and fixed-term annuities.
- **Managed investments:** diversified managed investments that invest across a range of different asset classes (such as balanced investments), specific asset class or sector managed investments (such as Australian shares).
- **Listed investments:** The majority of fully paid ordinary, preference and equity shares, stapled securities, Exchange Traded Funds (ETFs), interest rate securities, Hybrids, Listed Investment Trusts (LIT) and Listed Investment Companies (LIC) listed on the Australian Securities Exchange (ASX) for the Investment Service. The Super and Pension Service have access to the majority of listed investments in the S&P/ASX 300 Index plus other listed investments approved by the Trustee from time to time.

Section	Overview of objectives
<b>Easy Choice</b>	Offers you access to a spread of different asset classes designed to meet particular investment objectives. IOOF's range of diversified and single-sector multi-manager trusts simplify the investment selection process by blending some of the best available managers to suit your investment objectives.
<b>Premier Investor Choice</b>	Complements our existing Easy Choice investment selection by providing a suite of screened managers who offer high-conviction, quality investments to form the core of your investment strategy with significantly lower management fees.
<b>Investor Choice</b>	This is where you and your financial adviser can tailor the investments to suit your investment strategy. Investor Choice allows you to select term investments and a wide range of managed investments.
<b>Direct Share Choice</b>	Offers you access to the majority of fully paid ordinary and preference shares, stapled securities, ETFs, interest rate securities, LICs and LITs listed on the ASX for the Investment Service. The Super and Pension Service have access to the majority of listed investments in the S&P/ASX 300 Index plus other listed investments approved by the Trustee from time to time.

The list of Easy Choice, Premier Investor Choice and Investor Choice investment options is set out in the Investment Menu. The process undertaken by the Trustee or Service Operator in establishing the Investment Menu is explained below. This list may change from time to time.

The list of Direct Share Choice investment options is available on our website ([www.ioof.com.au](http://www.ioof.com.au)). This list may change from time to time.

**Important note**

More information about each of the fixed-term annuities or managed investments available is detailed in the PDS issued by the fund manager for the particular fixed-term annuity or managed investment and the product guide for the particular term deposit.

PDSs include information about performance, asset allocation, costs and the risks associated with investing in a particular managed investment and must be read and considered before selecting a managed investment.

Before investing, your financial adviser should provide you with a copy of the PDS for the fixed-term annuity or managed investment and the product guide for any term deposit you have selected. Alternatively, you can obtain a copy free of charge by downloading it directly from our website or requesting it from ClientFirst on 1800 913 118.

It is recommended that you consult a financial adviser before selecting the investment options that you would like to invest in.

Please note that listed investments do not have PDSs.

## Direct Share Choice

You have the option to invest in various listed investments through your Pursuit Select account. The current list of Direct Share Choice investment options is available on our website. This list may change from time to time.

See the Investing in listed investments available in Direct Share Choice section on page 21 of this guide for more information on how you can invest in listed investments through Pursuit Select.

## Term deposits

Terms and conditions relating to investing in term investments are detailed in the 'Investing in term deposits and fixed-term annuities' section on page 19 of this guide.

If you are investing through the Super or Pension services there are maximum percentages of your account balance that can be allocated to each of restricted investments, annuity funds, term deposits and listed investments are detailed in the Investment limits section below.

## Managed Portfolio Service

Managed Portfolio Service (MPS) is a managed discretionary account service. This service is only available through advisers from approved dealer groups. The service provides access to professionally managed models that are constructed, monitored and rebalanced in accordance with an investment strategy chosen with your adviser.

## Investment limits (Super and Pension Service only)

In order to maintain liquidity and diversification in your account, the Trustee has set limits on the amount of your account balance which can be allocated to particular investment options. The limits are set out in the table below and are only assessed at the time an investment is made.

The Trustee will not monitor these limits on an ongoing basis and will generally not sell down investment options if these limits are exceeded, other than where necessary to maintain liquidity in your account or for any other reason where the Trustee determines the sale to be in your best interests or the best interests of the Fund as a whole.

Investment option	Investment limit
<b>Restricted investments</b>	30% of your account balance in each investment option or in each Investment Category, with not more than 70% of your account balance invested in restricted investments.
<b>Term investments and annuities</b>	95% of your account balance.
<b>Listed investments</b>	30% of your account balance in each listed investment.
<b>Important note:</b> Minimum cash requirements still apply	

## Topping up your Cash Account

You should ensure your minimum cash balance is always maintained. If we are required to top up your Cash Account using your managed investments, we will do so according to your nominated option or where you haven't nominated an option, the default.

Where there are insufficient managed investments to enable top up of your Cash Account, we will redeem some of your other investments in order to fund fees, expenses, taxes and insurance premiums and to provide the minimum cash requirement. We will redeem investments in the following order:

- Managed Portfolio Service model
- listed investments with the highest balance
- capital guaranteed income/pension investments with the highest balance
- term deposits with the lowest balance (redeemed in full).

The normal fees, charges and penalties will apply to these transactions. There may also be tax implications.

## Selection of investments by the Trustee and Service Operator

The Trustee and Service Operator are ultimately responsible for the selection, management and monitoring of investments in a prudent and independent manner, having regard to legal and regulatory requirements and corporate governance standards. A Board Investment Committee has been established to assist the Board in fulfilling its investment responsibilities, by approving the appointment and termination of investment options.

The construction of the 'Investment options menu' section of this guide takes into account factors that may include the following:

- recommendations made by the IOOF Research department
- ratings from independent Research houses
- diversification by asset class, investment style and investment management groups
- constraints including capacity, liquidity, transparency, diversification and management accessibility

- cost-efficient fee alternatives.

This selection process employs both quantitative and qualitative assessments, which are used to identify investment options that our Research department considers are most likely to achieve their investment objectives. Their due diligence process encompasses criteria including operational factors, financial viability of the manager, investment process, portfolio structure and performance.

## Termination or change of status of an investment option

The IOOF Research department and/or an external asset consultant, as appointed by the Board Investment Committee from time to time, reviews the Investment Menu periodically to identify investment options that may no longer be suitable for continued Investment Menu inclusion.

The considerations for removal include (but are not limited to):

- a change in their research rating resulting in a lower probability that the investment option will meet its stated objectives (factors may include a material personnel change or a change in operational risk, structural risk, underperformance or governance)
- an elevated probability of the investment option closing (potentially due to declining profitability driven by low levels of funds under management)
- insufficient demand
- termination by the manager or the listed investment is delisted from the ASX.

## Labour standards, environmental, social and ethical considerations

The Trustee and Service Operator do not generally take into account Labour standards, Environmental, Social and Governance (ESG) considerations when selecting, retaining or removing fund managers and managed investments for the list of available investments. However, both acknowledge that ESG factors are considered by the underlying investment managers in investment decision-making processes in order to protect and manage investments for the long term. All other things being equal, entities that best manage ESG factors are more likely to be financially sustainable in the long term. ESG, especially good corporate governance, is a key contributor to sustainable positive outcomes for investors.

Information regarding these policies will be disclosed in the PDS of the managed investments.

# About investing

## Your investment risk and return profile

Your investment risk and return profile will affect your investment strategy. Generally, the higher the level of risk you are prepared to accept, the higher the potential return you can expect from the investment. For example, investing in shares may provide the highest potential return over the longer term, but may also have the highest risk of capital loss in the short term. Cash tends to have a small chance of capital loss, but its investment returns may be lower.

## Diversification

Diversification is a common investment technique used to manage investment risk. You can diversify investments within an asset class, diversify investments across different asset classes or diversify investments across different fund managers.

A financial adviser can help you understand the relationship between risk and return and the possible advantages of diversification.

## Indexed investment options

An index offering is available on most asset classes except asset classes such as cash and diversified classes where indexing is not practical or adds insignificant value to investor' investment portfolios.

## IOOF multi-manager trusts

We recognise the importance and expertise required in managing investments through all investment cycles. We believe a multi-manager approach provides investors with an expertly managed portfolio incorporating the latest in investment, strategic and economic information. Our multi-manager trusts simplify the investment selection process by accessing a team of investment professionals who are dedicated to identifying, blending and managing specialist fund managers to improve returns for investors.

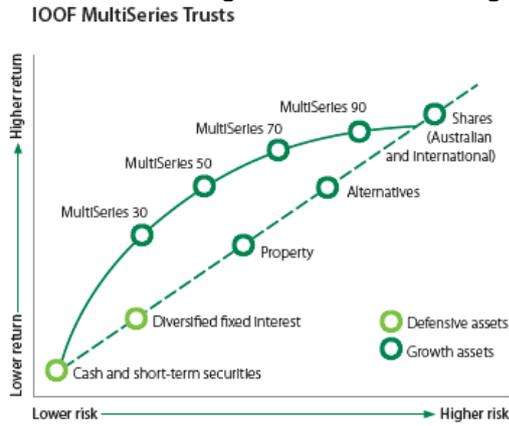
## Managing risk through diversification

IOOF multi-manager trusts aim to maximise returns for a given level of risk and take diversification that extra step by:

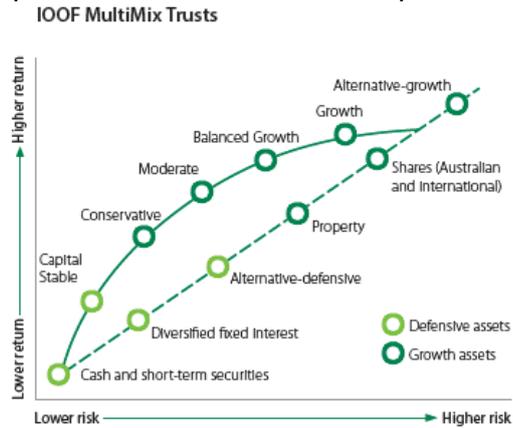
- investing in **multiple asset sectors** such as international and Australian shares, property, alternative strategies, fixed interest securities and cash
- investing the assets of each portfolio with **multiple fund managers** which have been carefully selected
- blending **multiple investment styles** within a single investment.

## Understanding risk versus return

IOOF multi-manager trusts offer a range of options across the risk/return spectrum.



The risk/return positions included in this graph are for illustrative purposes only.



The risk/return positions included in this graph are for illustrative purposes only. Please note, Alternative – defensive, Property and Alternative – growth are not offered as retail MultiMix Trusts.

## Risk bands

The standard risk measure is based on industry guidance to allow investors to compare investment options that are expected to deliver a similar number of negative annual returns over any 20 year period.

The standard risk measure is not a complete assessment of all forms of investment risk, for instance it does not detail what the size of a negative return could be or the potential for a positive return to be less than a investor may require to meet their objectives. Further, it does not take into account the impact of administration fees and tax on the likelihood of a negative return.

Investors should still ensure they are comfortable with the risks and potential losses associated with their chosen investment option(s).

Risk band	Risk label	Estimated number of negative annual returns over any 20 year period
1	Very low	Less than 0.5
2	Low	0.5 to less than 1
3	Low to medium	1 to less than 2
4	Medium	2 to less than 3
5	Medium to high	3 to less than 4
6	High	4 to less than 6
7	Very high	6 or greater

## Your investment options

A full list of investment options can be obtained from the **Investment Menu**, available on our website [ioof.com.au/pursuit-select-investment-menu](http://ioof.com.au/pursuit-select-investment-menu) or by calling ClientFirst.

Additional information, including a PDS for all of the managed investment options is available from our website ([www.ioof.com.au](http://www.ioof.com.au)) or from ClientFirst on 1800 913 118. Please ensure you read the relevant PDS before investing or making an investment switch in IOOF Pursuit Select. If you have not read the relevant PDS, you may not have up-to-date information or may not have been notified of materially adverse changes or significant events affecting the investment option.

### Investment categories and typical investors

The Trustee has determined that the investment strategy for the Fund is to provide diversified Investment Menus where adequate returns can be delivered for members over the long-term without exposing their investment to unreasonable risk. The Fund offers a multitude of investment options categorised into 17 Investment Strategies. Each of the investment categories is described in terms of their investment objective, investment strategy, level of risk and asset allocation.

Following are the asset allocations for each of the 17 categories

Investment Strategy	Asset Mix
Diversified Growth	70% to 100% growth assets and 0% to 30% defensive assets
Diversified Balanced	40% to 70% growth assets and 30% to 60% defensive assets
Diversified Conservative	0% to 40% growth assets and 60% to 100% defensive assets
Australian Share Funds <sup>1</sup>	90% to 100% Australian Shares and 0% to 10% cash
Global Share Funds <sup>2</sup>	90% to 100% Global Shares and 0% to 10% cash
Property <sup>3</sup>	90% to 100% Property and 0% to 10% cash
Global Infrastructure	90% to 100% Global Infrastructure and 0% to 10% cash
Alternatives <sup>4</sup>	90% to 100% Alternative Investments and 0% to 10% cash
Commodities	90% to 100% Commodities and 0% to 10% cash
Australian Fixed Interest Funds <sup>5</sup>	90% to 100% Australian Fixed Interest and 0% to 10% cash

International Fixed Interest Funds <sup>6</sup>	90% to 100% International Fixed Interest and 0% to 10% cash
Cash Funds	100% Cash
Listed Investments – International Shares	90% to 100% International Shares and 0% to 10% cash
Listed Investments – Australian Shares	90% to 100% Australian Shares and 0% to 10% cash
Listed Investments – Australian Property Trusts	90% to 100% Australian Property and 0% to 10% cash
Listed Investments – High Yield Investments	25% to 75% Australian Fixed Interest and 25% to 75% International Fixed Interest
Exchange Traded Funds	As per the underlying strategy or product

1. Includes large, mid and small caps
2. Includes large unhedged and large hedged global shares, small caps and regional shares
3. Includes both Australian and global property exposures
4. Includes hedge funds, private equity, managed futures, multi asset funds
5. Includes Australian Government, semi Government, corporate, inflation-linked, mortgage securities and high yielding securities
6. Includes foreign Government, semi Government, corporate, inflation-linked, mortgage securities and high-yielding securities.

## Easy Choice

Investment Strategy	Investment Objective	Underlying Investments	Usually held for a minimum of:	Risk Band	Risk Label	Est. negative annual returns over 20yrs
Diversified Growth Funds	To provide a diverse range of multi asset growth orientated investment options that offer varied strategies aiming to achieve capital growth (in a risk adjusted manner) through the investment cycles. This can be delivered through a well-diversified portfolio of growth assets with higher expected volatility	A mixture of cash, fixed interest, shares and property. Shares and property securities will generally represent more than three quarters of the portfolio.	Long Term 7+ Years	6	High	4 to less than 6
Diversified Balanced Funds	To provide a diverse range of multi asset balanced orientated investment options that offer varied strategies aiming to achieve above inflation rate growth (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a balanced exposure across growth and defensive assets.	Broadly an equal spread between growth assets such as shares and property securities and defensive assets such as cash and bonds.	Medium Term 5+ Years	5-6	Medium - High	3 to less than 6

<p>Diversified Conservative Funds</p>	<p>To provide a diverse range of multi-asset defensive orientated investment options that offer varied strategies aiming to achieve relatively stable returns (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a range of growth and income assets, while providing lower volatility and capital protection through a high weighting to defensive assets.</p>	<p>A range of cash, fixed interest securities, shares and property securities. Fixed interest securities and cash will represent at least three quarters of the portfolio.</p>	<p>Short-Medium Term 2+ Years</p>	<p>3-6</p>	<p>Low to High</p>	<p>1 to less than 6</p>
<p>Australian Share Funds</p>	<p>To provide a diverse range of Australian Share investment options that offer varied investment styles aiming to achieve high returns (in a risk adjusted manner) through the investment cycles by investing in a variety of Australian listed companies.</p>	<p>A range of shares in listed Australian companies which operate in different industries.</p>	<p>Long Term 7+ Years</p>	<p>6-7</p>	<p>High - Very High</p>	<p>4 to 6 or greater</p>
<p>Global Share Funds</p>	<p>To provide a diverse range of International Share investment options that offer varied investment styles aiming to achieve high returns (in a risk adjusted manner) through the investment cycles by investing in a variety of international listed companies.</p>	<p>A range of shares in companies listed on world stock markets.</p>	<p>Long Term 7+ Years</p>	<p>6-7</p>	<p>High - Very High</p>	<p>4 to 6 or greater</p>
<p>Cash funds</p>	<p>To provide a diverse range of cash investments aiming to achieve a high degree of stability while delivering returns that are consistent with the prevailing market</p>	<p>A range of short-term money market securities issued by Australian governments, banks, high quality</p>	<p>No Minimum</p>	<p>2-3</p>	<p>Low</p>	<p>0.5 to less than 2</p>

	cash rate (in a risk adjusted manner) through the investment cycles.	corporate borrowers and credit union deposits.				
Australian fixed interest funds	To provide a diverse range of Australian fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate (in a risk adjusted manner) through the investment cycles by investing in a variety of Australian fixed interest securities.	A range of fixed interest securities issued by Australian governments, banks, other financial institutions and corporates	Medium Term 4+ Years	3-6	Low - High	1 to less than 6
International fixed interest funds	To provide a diverse range of international fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate (in a risk adjusted manner) through the investment cycles by investing in a variety of international fixed interest securities	A range of international fixed interest securities issued by governments, banks, other financial institutions and corporates.	Medium Term 4+ Years	4 – 6	Medium to High	2 to less than 6
Property Fund	To provide a diverse range of Australian and internationally listed property investment options that offer varied investment styles aiming to achieve moderate to high returns from growth and income (in a risk adjusted manner) through the investment cycles by investment in a variety of Australian and international property trusts.	A range of property securities listed on the Australian and international stock exchanges.	Long Term 7+ Years	6-7	High - Very High	4 to 6 or greater

## Investor Choice

Investment Strategy	Investment Objective	Underlying Investments	Usually held for a minimum of:	Risk Band	Risk Label	Est. negative annual returns over 20yrs
Diversified Growth Funds	To provide a diverse range of multi asset growth orientated investment options that offer varied strategies aiming to achieve capital growth (in a risk adjusted manner) through the investment cycles. This can be delivered through a well-diversified portfolio of growth assets with higher expected volatility	A mixture of cash, fixed interest, shares and property. Shares and property securities will generally represent more than three quarters of the portfolio.	Long Term 7+ Years	6	High	4 to less than 6
Diversified Balanced Funds	To provide a diverse range of multi asset balanced orientated investment options that offer varied strategies aiming to achieve above inflation rate growth (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a balanced exposure across growth and defensive assets.	Broadly an equal spread between growth assets such as shares and property securities and defensive assets such as cash and bonds.	Medium Term 5+ Years	5-6	Medium - High	3 to less than 6

Diversified Conservative Funds	To provide a diverse range of multi-asset defensive orientated investment options that offer varied strategies aiming to achieve relatively stable returns (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a range of growth and income assets, while providing lower volatility and capital protection through a high weighting to defensive assets.	A range of cash, fixed interest securities, shares and property securities. Fixed interest securities and cash will represent at least three quarters of the portfolio.	Short-Medium Term 2+ Years	3-6	Low to High	1 to less than 6
Australian Share Funds	To provide a diverse range of Australian Share investment options that offer varied investment styles aiming to achieve high returns (in a risk adjusted manner) through the investment cycles by investing in a variety of Australian listed companies.	A range of shares in listed Australian companies which operate in different industries.	Long Term 7+ Years	6-7	High - Very High	4 to 6 or greater
Global Share Funds	To provide a diverse range of International Share investment options that offer varied investment styles aiming to achieve high returns (in a risk adjusted manner) through the investment cycles by investing in a variety of	A range of shares in companies listed on world stock markets.	Long Term 7+ Years	6-7	High - Very High	4 to 6 or greater

	international listed companies.					
Property Funds	To provide a diverse range of Australian and internationally listed property investment options that offer varied investment styles aiming to achieve moderate to high returns from growth and income (in a risk adjusted manner) through the investment cycles by investment in a variety of Australian and international property trusts.	A range of property securities listed on the Australian and international stock exchanges.	Long Term 7+ Years	6-7	High - Very High	4 to 6 or greater
Global Infrastructure funds	To provide a diverse range of global listed infrastructure investment options that offer varied investment strategies aiming to achieve moderate to high returns with lower correlation to traditional assets (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a wide range of global listed infrastructure strategies.	A range of infrastructure securities listed on Australian and international stock exchanges.	Long Term 7+ Years	6-7	High – Very High	4 to 6 or greater

Alternatives funds	To provide a diverse range of alternative investment options that offer varied investment strategies aiming to achieve moderate absolute returns with lower correlation to traditional assets (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a wide range of alternative investment strategies.	All asset classes may be utilised, including derivatives. Internal leverage may also be incorporated in some funds.	Medium Term 5+ Years	4-7	Medium – Very High	2 to 6 or greater
Cash funds	To provide a diverse range of cash investments aiming to achieve a high degree of stability while delivering returns that are consistent with the prevailing market cash rate (in a risk adjusted manner) through the investment cycles.	A range of short-term money market securities issued by Australian governments, banks, high quality corporate borrowers and credit union deposits.	No Minimum	2-3	Low to Medium	0.5 to less than 2
Commodities	To provide a diverse range of commodities investment options that offer varied investment strategies aiming to achieve moderate absolute returns with lower correlation to traditional asset classes (in a risk adjusted manner) through the investment cycles.	A range of derivatives based on raw materials such as wheat, cattle, oil and natural gas, gold, silver, sugar, cotton, cocoa and coffee.	Long Term 7+ Years	7	Very High	6 or greater

Australian fixed interest funds	To provide a diverse range of Australian fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate (in a risk adjusted manner) through the investment cycles by investing in a variety of Australian fixed interest securities.	A range of fixed interest securities issued by Australian governments, banks, other financial institutions and corporates	Medium Term 4+ Years	3-6	Low - High	1 to less than 6
International fixed interest funds	To provide a diverse range of international fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate (in a risk adjusted manner) through the investment cycles by investing in a variety of international fixed interest securities	A range of international fixed interest securities issued by governments, banks, other financial institutions and corporates.	Medium Term 4+ Years	4 – 6	Medium to High	2 to less than 6

## Premier Investor Choice

The Premier Investor Choice investment selection consists of a suite of high-conviction, quality discretionary investment strategies across most major asset classes but with significantly lower management fees:

- **Value** – lower investment costs.
- **Brand** – household names, leading global financial institutions.
- **Quality** – performance and consistency.

The investment strategy for Premier Investor Choice is identical to Investor Choice.

Please refer to the **Investment Menu** for the list of investment options available [ioof.com.au/pursuit-select-investment-menu](http://ioof.com.au/pursuit-select-investment-menu)

## Direct Share Choice

Investment Strategy	Investment Objective	Underlying Investments	Usually held for a minimum of:	Risk Band	Risk Label	Est. negative annual returns over 20yrs
Listed High yielding investments	To provide a range of listed high yielding investment options aiming to achieve a higher return than investment grade securities issued by Australian governments and banks through the investment cycles.	A range of listed debt securities issued by corporates.	Long Term 6+ Years	6	High	4 to less than 6
Listed investment companies – International Shares	To provide a diverse range of LIC options that offer varied strategies aiming to achieve high returns (in a risk adjusted manner) through the investment cycles from a variety of international listed companies.	A range of shares in companies listed on international stock markets.	Long Term 6+ Years	6-7	High – Very High	4 to 6 or greater
Listed investment companies – Australian Shares	To provide a diverse range of LIC options that offer varied strategies aiming to achieve high returns (in a risk adjusted manner) through the investment cycles from a variety of Australian listed companies.	A range of shares in listed Australian companies which operate in different industries.	Long Term 6+ Years	6-7	High – Very High	4 to 6 or greater
Listed Australian property trusts	To provide a moderate to high return over time through a variety of Australian listed property trusts.	A range of property trusts and companies listed on Australian Securities Exchange with exposures in commercial, industrial, retail and leisure property sectors.	Long Term 6+ Years	6	High	4 to less than 6

Exchange-traded funds	To provide a range of exchange-traded funds aiming to achieve returns in line with market indices through the investment cycles.	A range of pooled funds listed on the Australian Securities Exchange with exposure to different markets and assets.	Medium to Long Term 3 - 6+ Years	As per underlying pool of investments
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### Important note

Any reference to investment returns includes a reference to both income and capital returns. The indicative investment strategy, objectives and benchmarks may vary across the different managed investments from time to time. This includes variances in the actual asset allocation for each managed investment as compared to the target strategy benchmarks. To obtain more information on the investment strategy and benchmarks for each managed investment, please refer to the PDS for the particular managed investment.

## Differences between investing directly and investing through the Service

If you are investing through the Service, there are a number of differences in the rights you might have if you had invested directly and held the managed investment in your own name. The following table illustrates some key differences.

Category	Investing in your own name	Investing in the Investment Service	Investing in the Super Service and Pension Service
Access to retail v wholesale investments	Generally, you only have access to retail managed investments, unless you have a large sum of money to invest, or if you are a professional investor and can invest directly in wholesale funds.	You have access to a range of wholesale managed investments that generally charge lower fees than equivalent retail funds.	You have access to a range of wholesale managed investments that generally charge lower fees than equivalent retail funds.
Ownership	You are the legal and beneficial owner of the investments and hold the investments directly in your name.	Australian Executor Trustees Limited (Custodian) has custody of your investments, but you are the beneficial owner. All investments are legally held by the Custodian in the name of the Service on trust for you and not in your name.	The Custodian is the legal owner of the investments you have directed us to purchase and the investments are held in the name of the Custodian on behalf of the Trustee. The investment forms part of your beneficial interest in the Fund.
Multiple v single points of Customer service contact details	You need to contact each fund manager separately for all investment administration issues. You will receive numerous communications such as reports, valuations and accounts from each fund manager for each investment.	You have one point of contact for all investment administration issues and receive a consolidated reporting on your account.	You have one point of contact for all investment administration issues and receive a consolidated reporting on your account.
Responsibility for acting on communications	You receive and are responsible for responding to various communications from the listed entity in relation to your listed investment holding, including corporate action notices.	We will receive, review, respond to all communications received in relation to the listed investment holding and provide you with consolidated reporting. Responses to these communications (including corporate action notices) will be completed by us, in accordance with the terms outlined in the IDPS Guide.	We will receive, review, respond to all communications received in relation to the listed investment holding and provide you with consolidated reporting. Responses to these communications (including corporate action notices) will be completed by us, in accordance with the terms outlined in the IOOF Pursuit Super and IOOF Pursuit Pension general reference guide.

Category	Investing in your own name	Investing in the Investment Service	Investing in the Super Service and Pension Service
Fees and costs	<p>You only incur the fees and costs applicable to the managed investment and not the fees and costs applicable to the Service. Managed investment fees such as entry and exit fees can apply if you switch from one managed investment to another.</p>	<p>You pay no entry, exit or switching fees when you change your managed investments within the Investment Service. You are entitled to any wholesale discounts or rebates we can negotiate with a fund manager</p>	<p>You pay no entry, exit or switching fees when you change your managed investments within the Super Service or Pension Service. You are entitled to any wholesale discounts or rebates we can negotiate with a fund manager</p>
	<p>Generally, you will pay one combined administration and investment management fee for each investment you choose. For term deposits these costs are built into the interest rate.</p>	<p>You will pay an administration management fee under the Investment Service.</p>	<p>You will pay an administration management fee under the Super Service or Pension Service.</p>
Withdrawal rights	<p>You will have any relevant withdrawal rights. Where a PDS or disclosure document becomes defective before the issue of the investment, the issuer must offer you the ability to have your investment returned to you or offer you an option to withdraw your investment.</p>	<p>As the Custodian is the registered holder of accessible investments, it is the direct investor and holds all relevant withdrawal rights. These rights may differ due to the Custodian's wholesale client status and depending on whether the Custodian was provided with a PDS or other disclosure document for the purposes of investing on your behalf. Withdrawal rights for an accessible investment may not be available if the relevant PDS or disclosure document becomes defective before issue of the investment. Because the Custodian will be the registered owner, the product issuer would not be required to return the investment to you or provide you with other options such as notification of an option to withdraw under s724 (for disclosure documents) or s1016E (for PDSs) of the Corporations Act.</p>	<p>As the Custodian is the registered holder of accessible investments, it is the direct investor and holds all relevant withdrawal rights. These rights may differ due to the Custodian's wholesale client status and depending on whether the Custodian was provided with a PDS or other disclosure document for the purposes of investing on your behalf. Withdrawal rights for an accessible investment may not be available if the relevant PDS or disclosure document becomes defective before issue of the investment. Because the Custodian will be the registered owner, the product issuer would not be required to return the investment to you or provide you with other options such as notification of an option to withdraw under s724 (for disclosure documents) or s1016E (for PDSs) of the Corporations Act. Accessing monies held in the Super Service and</p>

Category	Investing in your own name	Investing in the Investment Service	Investing in the Super Service and Pension Service
			Pension Service are subject to meeting a condition of release. However, you are also eligible for concessional tax treatment that is available in respect of super withdrawals.
Income distribution	Income received from any managed investments will be reinvested or paid directly to you by each fund manager. You need to deal with each one separately.	Income received from any managed investments is collected first by us and deposited into your Cash Account. It is then reinvested back into those same managed investment(s). Alternatively, it can remain in your Cash Account. We then provide consolidated tax reporting.	Income received from any managed investments is collected first by us and deposited into your Cash Account. It is then reinvested back into those same managed investment(s). Alternatively, it can remain in your Cash Account. Tax on earnings is paid within the super fund and you receive an annual statement from the Trustee.
Term deposit Maturity	At maturity, you can elect that the proceeds from a term deposit (principal and interest) be rolled into another term deposit.	At maturity, the proceeds from a term deposit can be rolled into another term deposit, (principal and interest) (default option). Alternatively, it can be paid in your Cash Account.	At maturity, the proceeds from a term deposit can be rolled into another term deposit, (principal and interest) (default option). Alternatively, it can be paid in your Cash Account
Contract notes	You receive a contract note for each order executed by your broker.	You do not receive a contract note for each order you place with The Service Operator. The broker sends the contract note to The Service Operator who is the broker's client. You can view completed trades on Portfolio Online when an order has been executed.	You do not receive a contract note for each order you place with us. The broker sends the contract note to the Trustee who is the broker's client. You can view completed trades on Portfolio Online when an order has been executed.
Voting rights	You are entitled to vote and to any additional benefits associated with your holding of the listed investment (such as, shareholder discount cards or special offers) or managed investment.	You have no entitlement to vote or to any additional benefits associated with the listed investment holding or interest in a managed investment option.	You have no entitlement to vote or to any additional benefits associated with the listed investment holding or interest in a managed investment option.

Category	Investing in your own name	Investing in the Investment Service	Investing in the Super Service and Pension Service
Cooling off period	You are generally entitled to a 14-day cooling-off period to change your mind and cancel your investment. Term deposits can generally be redeemed early subject to an interest rate penalty and/or a processing fee.	You do not have any specific cooling-off rights with respect to the underlying investments that we purchase on your behalf. We provide a 14 day cooling-off period in respect of your initial investment through the Investment Service.	You do not have any specific cooling-off rights with respect to the underlying investments that we purchase on your behalf. We provide a 14 day cooling-off period in respect of your initial investment through the Super Service and Pension Service.
Complaints	If you invested directly in a managed investment, any queries or complaints would be handled by the inquiry and dispute resolution mechanisms of the managed investment	As an investor in the Investment Service, any queries or complaints must be handled by the Service Operator's inquiry and dispute resolution mechanisms, even if they relate to a managed investment.	As a super or pension investor, any queries or complaints must be handled by the Trustee's inquiry and dispute resolution mechanisms, even if they relate to a managed investment.

# Investing in term deposits and fixed-term annuities

## Investment terms and limits

A minimum of \$5,000 per term investment applies.

If you are investing through the Super or Pension services, you may invest up to 95% of your account balance in term investments. Term deposits are available twice-monthly. Details of term deposits available can be obtained from our website ([www.ioof.com.au](http://www.ioof.com.au)). Term deposit investment periods may vary slightly due to maturity dates falling on non-business days. For example, a 6-month term deposit will not be for exactly 6 months if the maturity date falls on a non-business day.

Term deposits may only be purchased/opened on the:

- 1st day of each month, or the next business day if the 1st falls on a non-business day
- 15th day of each month, or the next business day if the 15th falls on a non-business day.

Fixed-term annuities are available within an offer period. These offers will be communicated to your financial adviser when available.

## Opening term investments

Instructions to purchase a term investment can be made in the following ways:

### Portfolio Online instructions

If you have appointed a financial adviser, you are taken to have authorised your financial adviser to transact on your behalf. Your financial adviser can operate your account and give instructions to purchase term investments via the Order Pad within Portfolio Online. The instruction must be submitted **at least 24 hours prior to the term deposit purchase date or before the fixed-term annuity offer period closes (cut-off date)**.

If you have not appointed a financial adviser, you can submit instructions and manage your account directly via Portfolio Online.

### Paper-based instructions (term deposits only)

Term deposits can be purchased by completing the Investment Instructions form. Forms are available at [www.ioof.com.au](http://www.ioof.com.au). Completed Investment Instructions forms must be received **at least 5 business days prior to the term deposit purchase date (cut-off date)**.

Once an instruction has been received and processed, the funds required to purchase the term investment will be quarantined in the client's Cash Account until invested in the term investment.

## Early redemption of a term deposit

We have the right on your behalf to redeem a term deposit early where your account has insufficient funds to meet required payments from the Cash Account. Depending on the terms and conditions of the term deposit, there may be a delay of up to 31 days in obtaining the funds when redeeming early from a term deposit. This may also result in the term deposit interest rate being reduced.

### Important note

Early exit is not available for investments in fixed-term annuities. In the event of death or financial hardship, early exit will be subject to the terms stated in the PDS of the fixed-term annuity.

## Investment amount

The final value of any term investment purchased on your behalf will be reduced by any Member/Investor Advice Fee - Upfront applied, or where we are required to retain additional funds in the Cash Account to restore it to the required minimum balance (or a higher amount you have nominated). If this reduces the amount available to open the term investment to less than \$5,000, the investment instruction will be invalid.

## Maturity

At maturity, the proceeds from the term investment (principal and interest) will be paid into your Cash Account. You can elect to rollover/reinvest your term investment principal into new selected term investments of the same investment type by providing an instruction prior to maturity (if available). Reinvestment between different investment types (term deposit and fixed-term annuity) is not available.

As a reminder that a maturity is approaching, communications will normally be sent to investors approximately two weeks prior to a term deposit maturity, and approximately four weeks prior to a fixed-term annuity maturity.

## Portfolio Online instructions

Instruction to reinvest all or part of the principal amount into a new term investment can be made via the Maturing Investments portal. The reinvestment must be submitted **at least 24 hours prior to the next term deposit purchase date or by the fixed-term annuity offer cut-off date**.

## Paper-based instructions (term deposits only)

To reinvest a maturing term deposit, complete the Term deposit reinvestment form. This form is available at [www.ioof.com.au](http://www.ioof.com.au) or through the Products & forms page in Portfolio Online ([www.portfolioonline.com.au](http://www.portfolioonline.com.au)).

Completed Term deposit reinvestment forms must be received **at least 5 business days prior to the next term deposit purchase date**.

If no reinvestment instruction is received by the relevant cut-off date, the investment in the term deposit (principal and interest) will be paid into the client's Cash Account shortly after the maturity date.

### Important note

If there is insufficient cash available for investment to action the reinvestment instruction, the reinvestment instruction may not be processed.

## Investing in a term investment by redeeming existing investment options

The total value of assets redeemed to open a term investment must be an amount sufficient to open the desired term investment plus any amount required to restore the Cash Account to the required minimum balance (or the higher amount nominated by you). If specific dollar amounts are nominated, where required, we will increase these dollar amounts proportionately to meet the required Cash Account minimum balance.

### Important note

Where you elect to redeem assets to open the term investment, we will not open the term investment until the proceeds from all redemptions necessary have been received into the Cash Account.

In the event some redemption proceeds are not available on or before the cut-off date:

Term Deposit - the investment instruction will be taken as an instruction to open the investment at the next available term deposit offer date. The required funds to open the term deposit will remain quarantined in the Cash Account until the term deposit is opened.

Fixed-term annuity – the Investment Instruction will be cancelled and the redemption proceeds will be placed in the Cash Account.

# Investing in listed investments available in Direct Share Choice

You have the option to invest in various listed investments through your Pursuit Select account.

When you invest in listed investments through your Pursuit Select account you agree to certain terms and conditions outlined on page 24 below.

If you have a financial adviser you agree that all orders to buy and sell listed investments, and any instructions regarding your listed investments, must be placed by your financial adviser.

When you invest in listed investments through your Pursuit Select account, you will also have the opportunity to participate in Dividend Reinvestment Plans (DRPs) and the majority of corporate actions offered in respect of the listed investments.

**Please note:** For clients who opened a Pursuit Select account prior to 1 July 2019, you should refer to the relevant Pursuit Select PDS available at the time you signed your Pursuit Select application form if you require further information about Direct Share Choice.

## Features at a glance

<b>Investment universe</b>	<p>The Super and Pension Service offers access to the S&amp;P/ASX 300 Index plus other listed investments approved by the Trustee from time to time.</p> <p>The Investment Service offers access the majority of fully paid ordinary, preference and equity shares, stapled securities, Exchange Traded Funds (ETFs), interest rate securities, Hybrids, LITs and LICs listed on the ASX.</p>
<b>Minimum order</b>	\$2,000 per share parcel.
<b>Dividend Reinvestment Plan</b>	Where available in respect of a listed investment, you have full flexibility to participate in the DRP under the terms of the DRP rules.
<b>Corporate actions</b>	You will generally have the opportunity to participate in most corporate actions such as renounceable and non-renounceable rights issues, off-market share buy-backs, security purchase plans and entitlement offers for approved listed investments.
<b>Online order placement, tracking orders, DRP and corporate action elections</b>	Your instructions must be submitted by your financial adviser to us using the Order Pad or Corporate Action functions available through Portfolio Online.

## Listed investments you can invest in

You can generally invest in the majority of fully paid ordinary, preference and equity shares, stapled securities, Exchange Traded Funds (ETFs), interest rate securities, Hybrids, LITs and LICs listed on the ASX for the Investment Service.

With the Super and Pension Service generally invest in the majority of investments forming part of the S&P/ASX 300 Index plus other listed investments approved by the Trustee from time to time. The S&P/ASX300 index is re-balanced twice annually, and other changes made from time to time as corporate actions occur. While an investment remains part of this index, you can instruct us to purchase the investment on your behalf.

You can view the composition of the index at our website ([www.ioof.com.au](http://www.ioof.com.au)).

If an investment is removed from the index, you will not be able to invest additional funds in that investment. However, you may retain your existing investment and are able to continue participating in any DRP available for that investment. There are no restrictions placed on the sale of shares which have been removed from the index.

From time to time, an investment with a unique capital structure or other unique feature may form part of the index (for example a partially paid security). Where this occurs, we will review the nature of the investment and determine whether or not it will be included as a suitable investment within Pursuit Select.

## What is the minimum order?

The minimum buy order (excluding investments under a DRP or through a corporate action) is \$2,000 per investment.

The minimum sell order is \$2,000 unless this would result in you retaining less than \$2,000 in the investment, in which case you must instruct us to sell your holding in full.

## How are orders placed and other instructions given?

All requests to buy and sell listed investments and DRP elections must be submitted electronically by your financial adviser using the Order Pad. If you do not have a financial adviser, you can submit orders and instructions yourself electronically using the Order Pad.

## You must have sufficient funds in your Cash Account to complete an order

When placing a buy order, your financial adviser must ensure there are sufficient funds available in your Cash Account at the time of placing the order to settle the order and pay the fees and charges. Where there are insufficient funds available, your adviser will not be able to submit the order.

An order to buy listed investments involves an online instruction using the Order Pad to switch cash out of your Cash Account and the purchase of the listed investment or investments you wish to buy, after deduction of the transaction costs.

An order to sell listed investments involves an online instruction using the Order Pad to switch by selling the listed investments you wish to sell and the allocation of the settlement proceeds into your Cash Account where they will remain, after deduction of the transaction costs, until you provide a further instruction to switch the cash into another investment option.

## Buy orders

Where a buy order is placed, we will validate that the minimum buy order is met, sufficient funds are available in your Cash Account to settle the trade (including payment of fees and charges) and to ensure that should the trade be completed, the portion of your account balance held in listed investments would not exceed the maximum holdings detailed above. Buy instructions can only be submitted once this validation has been cleared. Your financial adviser must instruct us to purchase a specified number of investments at either a specified price (known as 'at limit') or at the market price (known as 'at market'). We will quarantine funds in your Cash Account based on the order attributes to ensure the trade can be settled and fees and charges paid. These funds will remain quarantined until the order is either settled or cancelled.

## Sell orders

Where a sell order is placed, we will validate that the minimum sell order is met and sufficient units and funds are available in your account to settle the trade (including payment of fees and charges). Sell instructions can only be submitted once this validation has been cleared.

The net proceeds from the sell order will be deposited into your Cash Account after deducting any payment of fees and charges. Furthermore, the proceeds of a sale transaction placed at limit cannot be used until settlement has occurred.

Similar to a buy order, your financial adviser must instruct us to sell a specified number of investments either at limit or at market.

## Placement of orders to market

Once an order has been submitted to us, we will send your buy or sell order to our broker to be placed onto the market as soon as possible. If the online order system is down and expected to remain down for longer than one day, we will advise you of any alternate arrangements made to receive and validate orders.

Whilst we and our broker will make all reasonable attempts to place your order to market as promptly as possible with due care and attention, by opting to invest in listed investments through Pursuit Select you are agreeing that we will not be liable for any loss to you resulting from a delay in the placement of an order to market (for any reason whatsoever) or any trade which is executed in a manner inconsistent with your instruction.

Orders will remain in the market for 20 business days unless filled or cancelled at your instruction. In addition, an open order may be cancelled where the market price moved too far away from the specified price of an 'at limit' order or where company specific events occur.

## Order confirmation

You will receive an email notification to advise that an order to change your investments has been submitted by your financial adviser. You and your financial adviser will be able to view details of orders placed in the Order Monitor in Portfolio Online. A history of your trades and open orders can also be viewed in the Order Monitor. Where you have not supplied a valid email address, we recommend you contact your financial adviser to request this information.

## Dividend Reinvestment Plans

Some listed investments have a DRP which allows investors to use a dividend or distribution paid in respect of the listed investment to purchase additional investments. DRPs enable investors to increase their holding in a listed investment without incurring brokerage and transaction costs.

Where you purchase a listed investment, which has a DRP, you are able to participate in the DRP under the rules of that Plan. DRP rules vary for each listed investment.

Please note that DRP is not applicable to listed investments within the Managed Portfolio Service model (MPS). If you have a DRP for a listed investment that forms part of the MPS, the DRP will be cancelled.

## DRP and residual amounts

Reinvesting your dividends and distributions in listed investments under a DRP usually results in a small cash residual. For example, if a dividend payment was \$100, and the issue price of investments issued under the DRP was \$2.10, a total of 47 new investments would be issued, at a cost of \$98.70 (\$2.10 multiplied by 47 investments), leaving a residual cash amount of \$1.30 (usually referred to as a 'carried forward amount' or 'residual balance'). This amount will always be less than the value of one investment issued under a particular DRP allotment and allocated to your Cash Account.

## Effect of DRP on re-investing income distributions

As part of your application, you will instruct us how income from your investment options is to be managed in your Pursuit Select account. Where you elect to participate in a DRP, any dividend or distribution payment from the listed investment will first be used by the issuer of the listed investment to allot investments in accordance with the DRP rules. Where any remaining portion of the dividend or distribution is credited to your Cash Account it will be invested in accordance with your instructions as to how income distributions are to be invested in your account.

## Requests to participate or vary your participation in a DRP

Your financial adviser will submit your DRP election for each eligible listed investment using Portfolio Online. You will also be able to view the participation in any DRP in Portfolio Online.

Where a DRP election (or an amendment to an existing election) is submitted in Portfolio Online, we will notify the share registry for the listed investment of this change. You must notify us at least ten business days prior to the listed investment going ex-dividend otherwise your election may not be processed by the share registry in time for the election to apply to that particular dividend or distribution.

## Effect of changes in your investment holding on a DRP election

Depending upon the DRP election you have made, and the relevant DRP plan rules, changes in your listed investment holding may affect the portion of your holding participating in a DRP for any given dividend or distribution. You should review your DRP election following any increase or decrease in your listed investment holding.

## Corporate actions

A corporate action is an event affecting an investor's holding in a listed investment. This could be a simple dividend payment or a complex capital reconstruction, off market share buy-back or renounceable rights issue.

Frequently, corporate actions provide investors with different options so each investor can elect the option they believe is best suited to their personal circumstances. Other corporate actions simply occur, and investors have no options available to them (a mandatory corporate action).

Where you hold a listed investment through your Pursuit Select account which is affected by a corporate action we will review the nature of the corporate action, and in certain cases allow you to make an election in relation to that action.

Please note that corporate actions are not available for listed investments within the MPS. Corporate actions for listed securities that form part of the MPS are managed by the model provider on your behalf.

## What types of corporate actions will you be able to make an election in?

You will generally be able to elect to participate in most corporate actions. Examples include off market share buy-backs, rights issues (renounceable and non-renounceable), and other entitlement offers.

## What corporate actions are not available through Pursuit Select?

Corporate actions such as voting at Annual General and Extraordinary Meetings are not available through Pursuit Select.

In addition, the Trustee or Service Operator may elect to not provide investors with the ability to make an election in relation to a corporate action where the timeframe does not allow adequate time for the Trustee/Service Operator to lodge investors' 'responses with the issuers' share registry or any other reason which the Trustee and Service Operator believe is not in their best interests, which cannot reasonably be administered by them or any other reason in their absolute discretion.

## How do you lodge your election for corporate actions?

When a corporate action occurs, and the Trustee and Service Operator determine to provide investors with the opportunity to make an election with regard to the action, we will notify your financial adviser of the event. Your adviser will be required to submit your election to us in Portfolio Online prior to our specified cut-off date and time. This cut-off date and time will be earlier than the cut-off date and time set by the issuer for the corporate action itself to allow adequate time for us to collate investors' responses and communicate them to the issuer's share registry.

If an election is not made prior to our cut-off date and time, you will be taken to have made no election with regard to the corporate action, and the corporate action default as detailed in the relevant documentation relating to the corporate action, or an alternative default as determined by the Trustee/Service Operator, will apply.

We will make the ASX announcements relating to the corporate action available to your financial adviser in Portfolio Online. However, the Trustee/Service Operator will not make a recommendation with regard to any corporate action. These documents will be accessible by your financial adviser in Portfolio Online.

Following our cut-off date, we may quarantine sufficient funds in your Cash Account or sufficient investments to ensure that your election can be executed under the terms of the corporate action.

## What happens when a corporate action is complete?

You will receive an email notification from us when a corporate action is complete, and all necessary adjustments made to your Pursuit Select account. This email will identify the listed investment and corporate action type which has been completed, including both corporate actions for which an election was made and mandatory corporate actions.

You will then be able to view the changes to your portfolio as a result of the corporate action in Portfolio Online.

## Corporate actions may limit your ability to trade investments

Following a corporate action, complex and extensive updates may be necessary to accurately reflect the effect of the corporate action on your Pursuit Select account. Depending on the nature of the update required, you may not be able to sell listed investments affected by a corporate action until after we have notified you of the completion of the corporate action.

## Transferring listed investments into your Pursuit Select account

### Investments held within the Service

If you currently hold listed investments in another product in the Fund, you can transfer these investments into your Pursuit Select account by instructing us to do so in your application.

### From an existing Pursuit Select account to a new Pursuit Select account

If you transfer a particular listed investment between your accounts you must transfer all of your holding in that particular listed investment.

Once you transfer all of the listed investments from one account to the other account, you will need to provide new DRP elections in respect of the listed investments transferred to the new account.

### Investments held outside the Service

Where you hold investments outside the Service, you may be able to transfer these investments into your Pursuit Select account. The Trustee/Service Operator reserves the right to refuse any request to transfer investments into Pursuit Select. If you are interested in transferring listed investments into your Pursuit Select account, please contact our ClientFirst on 1800 913 118 for further information.

## We may redeem listed investments on your behalf

From time to time, we may dispose of listed investments on your behalf to pay for expenses as they fall due or to ensure adequate liquid funds are available in your Pursuit Select account. This will usually only occur where other investment options such as managed funds and term deposits have already been exhausted.

## Investing in listed investments should be for the long term

Investing in listed investments through Pursuit Select is for longer-term investment purposes consistent with your risk profile, investment objectives, financial needs and retirement goals. It is not intended to facilitate short-term trading activities.

## Terms and conditions for investing in listed investments

In these terms and conditions, references to 'our', 'we' and 'us' are references to the Trustee or Service Operator and references to 'you' and 'your' are references to you as an investor of The Service.

You agree that:

1. You will incur fees and charges as described in the PDS.
2. If you have appointed a financial adviser, your financial adviser must place all orders to buy or sell listed investments, receive and give all instructions regarding dividend reinvestment and corporate action elections and give all other instructions relating to listed investments in your account online using Portfolio Online.

3. If you have not appointed a financial adviser, you must place all orders to buy or sell listed investments, receive and give all instructions regarding dividend reinvestment and corporate action elections and give all other instructions relating to listed investments in your account online using Portfolio Online.
4. All information, statements and other communications that we are either required to give to you or choose to give to you in relation to your listed investments may be given to you electronically by making them available on Portfolio Online.
5. Portfolio Online is a facility that you will use for the purposes of confirming transactions in listed investments in your account.
6. The acquisition of listed investments is for long-term investment purposes and is appropriate for your investment objectives, personal circumstances and needs.
7. You will comply with the investment limits, order rules, dividend reinvestment plan and corporate action requirements and other listed investment information set out in this guide.
8. Orders to buy or sell listed investments first need to be validated by us and will normally be passed on to our broker to be placed onto the market as soon as possible. We reserve the right to reject any order in our absolute discretion.
9. The online listed investments trading facility in Portfolio Online to place orders and give instructions regarding any listed investments to be acquired or in your account may not be available to you at all times and we may notify you of alternate arrangements to place orders and give instructions at any time.
10. We will not be responsible for any delay in processing orders or any other instructions relating to listed investments in your account.
11. We can suspend your access to Portfolio Online with immediate effect and without prior notice if you breach these terms and conditions or the Portfolio Online terms and conditions.
12. We reserve the right to change these terms and conditions at any time. We will then post a notice on Portfolio Online giving notice of that change for a period of 30 days. Any subsequent access to, or use of, Portfolio Online by you will constitute an acceptance of those modifications.
13. If your access to Portfolio Online is revoked you will not be permitted to buy any more listed investments in your account and all instructions you have previously given relating to dividend reinvestment plans or otherwise are automatically revoked and you will not be permitted to give any further instructions or participate in any corporate actions in relation to any of your listed investments other than to instruct us to sell them.

## Investing in Managed Portfolio Service

If your financial adviser is from a dealer group approved to use Managed Portfolio Service (MPS), you have the option to invest in professionally managed models through your Pursuit Select account.

MPS minimums will vary depending on the number of assets in the MPS model. If your investment is below the recommended minimum, the suggested amount displays in Portfolio Online.

Investments that form part of your chosen model cannot be held separately in your account. If you have an existing investment that forms part of the model, it will be transferred into the model.

If an investment that forms part of your chosen model is pending, you will not be able to buy or sell the model until the pending transaction has been completed.

The Automatic Re-weight Facility is not available on accounts linked to an MPS model.

This service is only available through financial advisers from approved dealer groups. If you remove your adviser or your adviser leaves the approved dealer group, the MPS model will be de-linked from your account. The investments from the de-linked MPS model will remain on your Pursuit Select account.

Please refer to the Managed Portfolio Service Investor Agreement for more details.

## Online instructions

### The role of your financial adviser

If you have appointed a financial adviser, you are taken to have authorised and agreed to your current or any future financial adviser and their respective staff (your financial adviser) to operate your account and give any instructions on your behalf electronically using Portfolio Online or any other method approved by us, without prior authorisation from you.

The authority allows your financial adviser to submit switch or re-weight instructions on investment options, establish or change investment instructions in relation to your account, place orders to buy and sell listed investments, submit DRP and corporate action elections on your behalf and authorise payment of withdrawals from your account to the bank account nominated by you (or any bank account you nominate in future) using Portfolio Online.

### What happens if you don't have a financial adviser?

The Trustee/Service Operator recommends that before investing in investment options you seek professional finance advice. If you have not appointed a financial adviser, you can submit instructions and manage your account directly via Portfolio Online.

Please note that MPS is only available through financial advisers from approved dealer groups. Therefore, if you do not have a financial adviser you will not be able to invest into the MPS.

### Transaction confirmations

All transaction confirmations will be sent via email. Where you have a valid email address on your account, you will receive an email notification to advise that an instruction to change your investments has been submitted by your financial adviser (except corporate action confirmations which are sent via email only when a corporate action is complete, and all necessary adjustments made to your Pursuit Select account). Where you have not supplied a valid email address, we recommend you contact your financial adviser to request this information.

Both you and your financial adviser will be able to view details of instructions placed in the Order Monitor in Portfolio Online. A history of transactions/trades made and open trade orders can also be viewed in the Order Monitor.

