

Step 2: Type of Investment Instructions

Please tick the type of Investment Instructions you wish to provide:

INSTRUCTION

- New application**
Please nominate the amount for your Cash Account and establish your Investment Instructions.
- Additional contribution/deposit**
Provide a specific investment instruction for an initial/one-off contribution/deposit made by cheque.
- Change of existing investment strategy** (re-weight* instruction)
Provide a re-weight instruction for a full change of my/our investment options.
- Standing instructions**
Establish or change my/our standing instructions.
- Term deposit**
Provide an instruction to invest in a term deposit.
- Switch instruction**
Provide a switch (**excluding a re-weight**) instruction for my/our investment options and/or invest cash from my/our Cash Account into one or more investment options.

STEPS TO READ/COMPLETE (where applicable)

- Steps 3, 4(a), 4(c) and 7
- Steps 4(a) and 7
- Steps 4(b), 4(c) if applicable and 7
- Steps 4(c) and 7
- Steps 4(a), 5 and 7
- Steps 4(c) if applicable, 6 and 7

*Does not include term deposits.

Step 3: Investment Instructions

CASH ACCOUNT (compulsory for new applicants)

To allow sufficient funds to pay fees as they are due and to cover any insurance premiums/taxes/pension payments/regular withdrawals (for IOOF Portfolio Service Investments and IOOF Portfolio Service Wholesale Investments only) (if applicable) from your account, a minimum amount is required to be maintained in your Cash Account. You must select from one of the two options below.

Standard minimum holding

Please note:

The minimum holding in your Cash Account must be the higher of:

• \$500

OR

• 2% of total account/portfolio value for Standard Entry Fee Option and 3% of total account/portfolio value for Deferred Entry Fee Option

PLUS

any payment obligations as described in the relevant PDS/Offer Document.

OR

Nomination of higher minimum holding

If you wish to nominate a higher minimum holding, please indicate this percentage: %

Please note:

- We recommend you speak to a financial adviser prior to completing this section.
- If no selection is made for the Cash Account minimum on initial application, then the Standard minimum holding as described above, will apply.

INITIAL OR ADDITIONAL CONTRIBUTION/DEPOSIT OR CHANGE OF EXISTING INVESTMENT STRATEGY

Indicate the percentage allocation (%) for your initial or additional contribution/deposit (including rollovers and transfers) against your selected Easy Choice, Premier Investor Choice and Investor Choice investment options in the table in Step 4.

Please note: The total percentage allocation must equal 100% *not including* the minimum Cash Account requirements.

STANDING INSTRUCTIONS

Investment

Use the 'Investment' column in the table in Step 4(c) to indicate which investment option(s) you wish the excess cash in your Cash Account to be invested into.

Please refer to the relevant PDS/Offer Document for the process we follow when you do not provide us with a standing investment instruction.

Redemption

Use the 'Redemption' column in the table in Step 4(c) to indicate which investment option(s) you wish to redeem to top-up your Cash Account or in the event you request a one-off lump sum withdrawal* (in the absence of a specific instruction in this circumstance).

Please refer to the relevant PDS/Offer Document for the process we follow when you do not provide us with a standing redemption instruction.

*There are Government restrictions on withdrawals from a superannuation product.

Please note:

- Standing instruction proportions must be expressed as a whole percentage and the total must add up to 100%.
- Direct Share Choice investment options and term deposits cannot form part of your standing instructions.
- After submitting a switch, change of investment strategy request or a change to standing instructions, it may take approximately 10 business days to finalise.
- Where an investment option is no longer available (or if you have fully redeemed your holding in an investment option) and we have not received alternative investment instructions from you, the portion of your standing investment/redemption instruction relating to the unavailable (or fully redeemed) investment option will be reweighted in proportion against the remaining investment options you have nominated in your standing investment/redemption instruction. If there are no remaining investment options, your standing investment/redemption instruction will be deemed invalid, in which case contributions/deposits will remain in the Cash Account and the amount redeemed from each managed fund will be weighted in proportion to the balance of your investment options. Refer to the relevant PDS/Offer Document which explains this process in further detail.

Step 4: Investment Instructions table

Please note: The total percentage allocation in each column must equal 100% *not including* the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)			Change of investment strategy (re-weight)	Standing instructions	
						Investment	Redemption	
Easy Choice								
IOOF Diversified Multi – Conservative								
IOF0094AU	IOOF MultiMix Capital Enhanced Trust	UU1154	\$	OR	%	%	%	%
IOF0095AU	IOOF MultiMix Conservative Growth Trust	UU1148	\$	OR	%	%	%	%
IOOF Diversified Multi – Balanced								
IOF0090AU	IOOF Multi Series Balanced Trust	UU1105	\$	OR	%	%	%	%
IOF0093AU	IOOF MultiMix Balanced Growth Trust	UU1149	\$	OR	%	%	%	%
IOOF Diversified Multi – Growth								
IOF0097AU	IOOF MultiMix Hi Growth Trust	UU1147	\$	OR	%	%	%	%
IOF0099AU	IOOF MultiMix Total Growth Trust	UU1166	\$	OR	%	%	%	%
IOOF Sectoral Multi – Cash								
IOF0091AU	IOOF MultiMix Australian Liquids Trust	UU1153	\$	OR	%	%	%	%
IOOF Sectoral Multi – Fixed Interest								
IOF0096AU	IOOF MultiMix Diversified Fixed Interest Trust	UU1152	\$	OR	%	%	%	%
IOOF Sectoral Multi – Australian Shares								
IOF0092AU	IOOF MultiMix Australian Shares Trust	UU1150	\$	OR	%	%	%	%
IOOF Sectoral Multi – Global Shares								
IOF0098AU	IOOF MultiMix International Shares Trust	UU1151	\$	OR	%	%	%	%
Premier Investor Choice								
Global Fixed Interest								
SSB0028AU	Brandywine Global Opportunistic Fixed Income Trust	UU1393	\$	OR	%	%	%	%
Australian Shares								
SSB0029AU	Legg Mason Australian Small Companies Trust	UU1392	\$	OR	%	%	%	%
SCH0002AU	Schroder Australian Equity Fund	UU1349	\$	OR	%	%	%	%
ETL0200AU	Tribeca Alpha Plus Fund – Class C Grant Samuel Tribeca Alpha Plus Units	UU1396	\$	OR	%	%	%	%
Global Shares								
HOW0061AU	Five Oceans World Fund – Class A	UU1391	\$	OR	%	%	%	%
Property								
ZUR0584AU	Zurich Investments Global Property Securities Fund Class D	UU1394	\$	OR	%	%	%	%
Investor Choice								
Cash								
Cash Management								
IOF0141AU	Perennial Cash Trust	UU1183	\$	OR	%	%	%	%
SBC0811AU	UBS Cash Fund	UU1121	\$	OR	%	%	%	%
Term Deposits								
–	Adelaide Bank 6 month Term Deposit		\$	OR	%	! Please ensure you complete Step 5.		
–	Adelaide Bank 12 month Term Deposit		\$	OR	%			
Cash Enhanced								
CSA0029AU	Aberdeen Australian Floating Rate Income Fund	UU1197	\$	OR	%	%	%	%
INT0030AU	Ibbotson Cash Trust	UU1312	\$	OR	%	%	%	%
IOF0047AU	Perennial Cash Enhanced Wholesale Trust	UU0100	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

Please note: The total percentage allocation in each column must equal 100% *not including* the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)	Change of investment strategy (re-weight)	Standing instructions			
					Investment	Redemption		
Australian Fixed Interest								
Annuity Funds								
HOW0058AU	Challenger Guaranteed Income Fund – 6.75 cents pa 30 June 2012 (MV\$1)	UU1355	\$	OR	%	%	%	
HOW0054AU	Challenger Guaranteed Income Fund – 7.10 cents pa 30 June 2013 (MV\$1)	UU1356	\$	OR	%	%	%	
HOW0059AU	Challenger Guaranteed Income Fund – 7.20 cents pa 30 June 2014 (MV\$1)	UU1395	\$	OR	%	%	%	
Mortgages								
STL0002AU	Sandhurst Select Mortgage Fund	UU0181	\$	OR	%	%	%	%
Diversified								
CRS0004AU	Aberdeen Australian Fixed Income Fund	UU1288	\$	OR	%	%	%	%
AUS0009AU	Australian Unity Vianova Strategic Fixed Interest Trust – Wholesale	UU1189	\$	OR	%	%	%	%
SSB0122AU	Legg Mason Australian Bond Trust	UU0176	\$	OR	%	%	%	%
MAQ0061AU	Macquarie Master Fixed Interest Fund	UU0122	\$	OR	%	%	%	%
IOF0046AU	Perennial Fixed Interest Wholesale Trust	UU0099	\$	OR	%	%	%	%
IOF0145AU	Perennial Tactical Income Trust	UU1274	\$	OR	%	%	%	%
ETL0015AU	PIMCO EQT Wholesale Australian Bond Fund	UU1203	\$	OR	%	%	%	%
SBC0813AU	UBS Australian Bond Fund	UU1193	\$	OR	%	%	%	%
Enhanced Yields								
FSF0694AU	Colonial First State Wholesale Enhanced Yield Fund	UU1104	\$	OR	%	%	%	%
PMC0103AU	PM CAPITAL Enhanced Yield Fund	UU1143	\$	OR	%	%	%	%
SCH0103AU	Schroder Credit Securities Fund	UU1214	\$	OR	%	%	%	%
Indexed								
BGL0105AU	BlackRock Indexed Australian Bond Fund	UU1285	\$	OR	%	%	%	%
VAN0001AU	Vanguard® Australian Fixed Interest Index Fund	UU1127	\$	OR	%	%	%	%
Global Fixed Interest								
Diversified								
CSA0104AU	Aberdeen Balanced Fixed Income Fund	UU1291	\$	OR	%	%	%	%
AMP0557AU	AMP Capital Corporate Bond Fund (Class A)	UU1360	\$	OR	%	%	%	%
PPL0114AU	Aviva Investors Professional Selection Premier Fixed Income Fund	UU1190	\$	OR	%	%	%	%
PWA0825AU	BlackRock Wholesale International Bond Fund	UU1192	\$	OR	%	%	%	%
RFA0032AU	BT Wholesale Global Fixed Interest Fund	UU1065	\$	OR	%	%	%	%
INT0080AU	Ibbotson International Bonds Active (Hedged) Trust	UU1317	\$	OR	%	%	%	%
ANZ0212AU	ING Wholesale Diversified Fixed Interest Trust	UU1279						
MAQ0277AU	Macquarie Income Opportunities Fund	UU1161	\$	OR	%	%	%	%
MAQ0274AU	Macquarie Master Diversified Fixed Interest Fund	UU1053	\$	OR	%	%	%	%
ETL0116AU	PIMCO Diversified Fixed Interest Fund	UU1305	\$	OR	%	%	%	%
ETL0016AU	PIMCO EQT Wholesale Diversified Fixed Interest Fund	UU1204						
ETL0018AU	PIMCO EQT Wholesale Global Bond Fund	UU1206	\$	OR	%	%	%	%
ETL0114AU	PIMCO Global Credit Fund	UU1304	\$	OR	%	%	%	%
SCH0028AU	Schroder Fixed Income Fund	UU1350	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

Please note: The total percentage allocation in each column must equal 100% **not including** the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)			Change of investment strategy (re-weight)	Standing instructions	
							Investment	Redemption
SBC0007AU	UBS Diversified Fixed Income Fund	UU1347	\$	OR	%	%	%	%
Enhanced Yields								
CSA0045AU	Bentham Professional Global Income Fund	UU1077	\$	OR	%	%	%	%
CSA0038AU	Bentham Wholesale Global Income Fund	UU1289	\$	OR	%	%	%	%
CSA0046AU	Bentham Wholesale Syndicated Loan Fund	UU1290	\$	OR	%	%	%	%
MAL0012AU	BlackRock Monthly Income Fund (Class D units)	UU1063	\$	OR	%	%	%	%
ETL0017AU	PIMCO EQT Wholesale Extended Markets Fund	UU1205	\$	OR	%	%	%	%
PGI0001AU	Principal Global Strategic Income Fund	UU1146	\$	OR	%	%	%	%
UBS0003AU	UBS Diversified Credit Fund	UU1265	\$	OR	%	%	%	%
Indexed								
VAN0103AU	Vanguard® International Fixed Interest Index Fund (Hedged)	UU1128	\$	OR	%	%	%	%
Australian Shares								
Large Companies								
MGL0114AU	Aberdeen Australian Equities Fund	UU0128	\$	OR	%	%	%	%
VEN0006AU	All Star IAM Australian Share Fund	UU1178	\$	OR	%	%	%	%
PAM0001AU	Alphinity Wholesale Australian Share Fund	UU1046	\$	OR	%	%	%	%
AMP0370AU	AMP Capital Equity Fund (Class A)	UU0012	\$	OR	%	%	%	%
ARO0011AU	Arnhem Australian Equity Fund	UU1227	\$	OR	%	%	%	%
AAP0103AU	Ausbil Australian Active Equity Fund	UU1064	\$	OR	%	%	%	%
PPL0110AU	Aviva Investors Australian Equities Fund	UU1334	\$	OR	%	%	%	%
NML0061AU	AXA Wholesale Australian Equity – Value Fund	UU1330	\$	OR	%	%	%	%
PWA0823AU	BlackRock Wholesale Australian Share Fund	UU0168	\$	OR	%	%	%	%
BTA0055AU	BT Wholesale Australian Share Fund	UU0022	\$	OR	%	%	%	%
RFA0103AU	BT Wholesale Imputation Fund	UU1085	\$	OR	%	%	%	%
FSF0003AU	Colonial First State Wholesale Imputation Fund	UU0042	\$	OR	%	%	%	%
FID0008AU	Fidelity Australian Equities Fund	UU1160	\$	OR	%	%	%	%
JBW0009AU	Goldman Sachs Australian Equities Wholesale Fund	UU0117	\$	OR	%	%	%	%
AJF0804AU	ING Wholesale Australian Share Trust	UU0010	\$	OR	%	%	%	%
ITG0001AU	Integrity Australian Share Fund	UU1384	\$	OR	%	%	%	%
PAT0001AU	Ironbark Karara Australian Share Fund	UU1145	\$	OR	%	%	%	%
LAZ0006AU	Lazard Australian Equity Fund (I Class)	UU1322	\$	OR	%	%	%	%
SSB0125AU	Legg Mason Australian Core Equity Trust	UU1029	\$	OR	%	%	%	%
HOW0020AU	Orion Wholesale Australian Share Fund	UU1045	\$	OR	%	%	%	%
IOF0048AU	Perennial Growth Shares Wholesale Trust	UU0101	\$	OR	%	%	%	%
IOF0206AU	Perennial Value Shares Wholesale Trust	UU0112	\$	OR	%	%	%	%
PVA0011AU	Prime Value Growth Fund	UU1336	\$	OR	%	%	%	%
WHT0012AU	Solaris Core Australian Equity Fund	UU1221	\$	OR	%	%	%	%
SBC0817AU	UBS Australian Share Fund	UU0175	\$	OR	%	%	%	%
ZUR0060AU	Zurich Investments Australian Value Share Fund	UU1008	\$	OR	%	%	%	%
Mid/Small Companies								
ASK1203AU	IOOF Blended Australian Smaller Companies	UU1343	\$	OR	%	%	%	%
CSA0131AU	Aberdeen Classic Series Australian Small Companies Fund	UU1235	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

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APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)			Change of investment strategy (re-weight)	Standing instructions	
							Investment	Redemption
AAP0104AU	Ausbil Australian Emerging Leaders Fund	UU1277	\$	OR	%	%	%	%
AUS0108AU	Australian Unity Acorn Capital Wholesale Microcap Trust	UU1043	\$	OR	%	%	%	%
EGG0001AU	Eley Griffiths Group Small Companies Fund	UU1050	\$	OR	%	%	%	%
IML0003AU	Investors Mutual Future Leaders Fund	UU1002	\$	OR	%	%	%	%
MAQ0454AU	Macquarie Australian Small Companies Fund	UU1123	\$	OR	%	%	%	%
HOW0027AU	NovaPort Wholesale Microcap Fund	UU1062	\$	OR	%	%	%	%
PER0270AU	Pengana Emerging Companies Fund	UU1224	\$	OR	%	%	%	%
IOF0214AU	Perennial Value Smaller Companies Trust	UU1164	\$	OR	%	%	%	%
Specialist								
ASK1202AU	IOOF Blended Australian Geared Shares	UU1341	\$	OR	%	%	%	%
ARO0015AU	Arnhem Concentrated Australian Equity Fund	UU1281	\$	OR	%	%	%	%
AAP0002AU	Ausbil Australian Geared Equity Fund	UU1188	\$	OR	%	%	%	%
AUS0030AU	Australian Unity Investments Platypus Australian Equities Trust – Wholesale	UU1182	\$	OR	%	%	%	%
PPL0115AU	Aviva Investors Elite Opportunities Fund (Professional Selection)	UU1068	\$	OR	%	%	%	%
PPL0106AU	Aviva Investors High Growth Shares Fund (Professional Selection)	UU1055	\$	OR	%	%	%	%
BFL0004AU	Bennelong ex-20 Australian Equities Fund	UU1383	\$	OR	%	%	%	%
RFA0025AU	BT Wholesale Ethical Share Fund	UU1135	\$	OR	%	%	%	%
FSF0043AU	Colonial First State Wholesale Geared Share Fund	UU0050	\$	OR	%	%	%	%
HOW0019AU	Custom Choice Wholesale Boutique Australian Share Portfolio	UU1300	\$	OR	%	%	%	%
ETL0030AU	EQT SGH Wholesale Absolute Return Trust	UU1144	\$	OR	%	%	%	%
INT0022AU	Ibbotson Australian Shares Active Trust	UU1307	\$	OR	%	%	%	%
INT0074AU	Ibbotson Australian Shares High Alpha Trust	UU1315	\$	OR	%	%	%	%
IML0004AU	Investors Mutual Industrial Share Fund	UU1244	\$	OR	%	%	%	%
HBC0011AU	Merlon Wholesale Australian Share Income Fund	UU0064	\$	OR	%	%	%	%
MLC0264AU	MLC Wholesale IncomeBuilder™	UU0131	\$	OR	%	%	%	%
OPS0001AU	OC Dynamic Equity Fund	UU1079	\$	OR	%	%	%	%
LEF0043AU	Optimix Wholesale Australian Share Trust – Class A Units	UU1082	\$	OR	%	%	%	%
IOF0089AU	Perennial Growth High Conviction Shares Trust	UU1101	\$	OR	%	%	%	%
IOF0117AU	Perennial Socially Responsive Shares Trust	UU1102	\$	OR	%	%	%	%
IOF0078AU	Perennial Value Shares for Income Trust	UU1094	\$	OR	%	%	%	%
PER0102AU	Perpetual Wholesale Concentrated Equity Fund	UU1380	\$	OR	%	%	%	%
PER0116AU	Perpetual Wholesale Ethical SRI Fund	UU1125	\$	OR	%	%	%	%
PER0071AU	Perpetual Wholesale Geared Australian Fund	UU1100	\$	OR	%	%	%	%
PER0046AU	Perpetual Wholesale Industrial Fund	UU0154	\$	OR	%	%	%	%
RIM0006AU	Russell Australian Shares Fund – Class A Units	UU1372	\$	OR	%	%	%	%
STL0101AU	Sandhurst IML Industrial Share Fund	UU0185	\$	OR	%	%	%	%
ASC0001AU	Smallco Investment Fund	UU1083	\$	OR	%	%	%	%
UBS0024AU	UBS–HALO Australian Share Fund	UU1382	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

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APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)			Change of investment strategy (re-weight)	Standing instructions	
						Investment	Redemption	
RIM0033AU	Ventura Australian Opportunities Fund – Class A Units	UU1173	\$	OR	%	%	%	%
ZUR0538AU	Zurich Investments Equity Income Fund	UU1099	\$	OR	%	%	%	%
Indexed								
BGL0034AU	BlackRock Indexed Australian Equity Fund	UU0017	\$	OR	%	%	%	%
FSF0976AU	Realindex RAFI Australian Share – Class A	UU1386	\$	OR	%	%	%	%
FSF0978AU	Realindex RAFI Australian Small Companies – Class A	UU1387	\$	OR	%	%	%	%
VAN0002AU	Vanguard® Australian Shares Index Fund	UU0189	\$	OR	%	%	%	%
Global Shares								
Large Companies (Hedged)								
CSA0135AU	Aberdeen Fully Hedged International Equities Fund	UU1198	\$	OR	%	%	%	%
BGL0109AU	BlackRock Scientific Hedged International Equity Fund	UU1044	\$	OR	%	%	%	%
GSF0001AU	Grant Samuel Epoch Global Equity Shareholder Yield (Hedged) Fund	UU1225	\$	OR	%	%	%	%
TGP0004AU	GVI Global Industrial Share Fund	UU1159	\$	OR	%	%	%	%
ETL0041AU	MFS Fully Hedged Global Equity Trust	UU1301	\$	OR	%	%	%	%
Large Companies (Unhedged/Active Hedged)								
CRS0005AU	Aberdeen Actively Hedged International Equities Fund	UU0034	\$	OR	%	%	%	%
EQI0015AU	Aberdeen International Equity Fund	UU1186	\$	OR	%	%	%	%
NML0318AU	AXA Wholesale Global Equity – Growth Fund	UU0149	\$	OR	%	%	%	%
NML0348AU	AXA Wholesale Global Equity – Value Fund	UU1011	\$	OR	%	%	%	%
BAR0817AU	BlackRock Scientific International Equity Fund	UU0016	\$	OR	%	%	%	%
BTA0056AU	BT Wholesale International Share Fund	UU0023	\$	OR	%	%	%	%
MGL0004AU	DWS Global Equity Thematic Fund	UU1097	\$	OR	%	%	%	%
MMC0110AU	EQT Intrinsic Value International Sharemarkets Fund	UU1328	\$	OR	%	%	%	%
PER0078AU	EQT Marvin & Palmer Global Equity Trust	UU1332	\$	OR	%	%	%	%
FID0007AU	Fidelity Global Equities Fund	UU1296	\$	OR	%	%	%	%
JBW0014AU	Goldman Sachs International Wholesale Fund	UU1010	\$	OR	%	%	%	%
GSF0002AU	Grant Samuel Epoch Global Equity Shareholder Yield (Unhedged) Fund	UU1226	\$	OR	%	%	%	%
MGE0001AU	Magellan Global Fund	UU1218	\$	OR	%	%	%	%
MIA0001AU	MFS Global Equity Trust	UU1327	\$	OR	%	%	%	%
IOF0045AU	Perennial International Shares Wholesale Trust	UU0098	\$	OR	%	%	%	%
PER0050AU	Perpetual Wholesale International Share Fund	UU0156	\$	OR	%	%	%	%
SCH0030AU	Schroder Global Active Value Fund	UU1156	\$	OR	%	%	%	%
ETL0071AU	T.Rowe Price Global Equity Fund	UU1303	\$	OR	%	%	%	%
FRT0004AU	Templeton Global Equity Fund	UU1223	\$	OR	%	%	%	%
SBC0822AU	UBS International Share Fund	UU1056	\$	OR	%	%	%	%
MAQ0410AU	Walter Scott Global Equity Fund	UU1141	\$	OR	%	%	%	%
ZUR0061AU	Zurich Investments Global Thematic Share Fund	UU0194	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

Please note: The total percentage allocation in each column must equal 100% *not including* the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)	Change of investment strategy (re-weight)	Standing instructions			
					Investment	Redemption		
Small Companies								
JBW0103AU	Goldman Sachs Global Small Companies Wholesale Fund	UU0118	\$	OR	%	%	%	%
LAZ0002AU	Lazard Global Small Cap Fund (I Class)	UU1321	\$	OR	%	%	%	%
Regional								
EQI0028AU	Aberdeen Asian Opportunities Fund	UU1185	\$	OR	%	%	%	%
ETL0032AU	Aberdeen Emerging Opportunities Fund	UU1103	\$	OR	%	%	%	%
BTA0054AU	BT Wholesale Asian Share Fund	UU1124	\$	OR	%	%	%	%
HOW0033AU	Challenger Wholesale China Share Fund	UU1133	\$	OR	%	%	%	%
FID0011AU	Fidelity China Fund	UU1207	\$	OR	%	%	%	%
FID0003AU	Fidelity Europe Fund	UU1294	\$	OR	%	%	%	%
FID0015AU	Fidelity India Fund	UU1208	\$	OR	%	%	%	%
FID0004AU	Fidelity Japan Fund	UU1295	\$	OR	%	%	%	%
PER0553AU	HSBC Asia Select Equity Fund	UU1362	\$	OR	%	%	%	%
PER0522AU	HSBC Global Emerging Markets Equity Fund	UU1276	\$	OR	%	%	%	%
SSB0124AU	Legg Mason Emerging Market Trust	UU1122	\$	OR	%	%	%	%
IOF0203AU	Perennial Asian Shares Wholesale Trust	UU0109	\$	OR	%	%	%	%
MAQ0635AU	Premium Asia Fund	UU1381	\$	OR	%	%	%	%
MAQ0441AU	Premium China Fund	UU1136	\$	OR	%	%	%	%
SCH0006AU	Schroder Asia Pacific Fund	UU1155	\$	OR	%	%	%	%
SCH0034AU	Schroder Global Emerging Markets Fund	UU1213	\$	OR	%	%	%	%
TGP0006AU	TAAM New Asia Fund	UU1352	\$	OR	%	%	%	%
FRT0006AU	Templeton Emerging Markets Fund	UU1222	\$	OR	%	%	%	%
Specialist								
ASK1204AU	IOOF Blended Global Shares	UU1342	\$	OR	%	%	%	%
FSF0891AU	Acadian Wholesale Geared Global Equity Fund	UU1114	\$	OR	%	%	%	%
HHA0002AU	Hunter Hall Global Ethical Trust	UU1299	\$	OR	%	%	%	%
HOW0002AU	Hunter Hall Value Growth Trust	UU1120	\$	OR	%	%	%	%
INT0086AU	Ibbotson International Shares High Opportunities (Hedged) Trust	UU1318	\$	OR	%	%	%	%
INT0069AU	Ibbotson International Shares High Opportunities (Unhedged) Trust	UU1314	\$	OR	%	%	%	%
LEF0047AU	Optimix Wholesale Global Share Trust – Class A Units	UU1080	\$	OR	%	%	%	%
IOF0080AU	Perennial Global Shares High Alpha Trust	UU1163	\$	OR	%	%	%	%
PLA0004AU	Platinum Asia Fund	UU1132	\$	OR	%	%	%	%
PLA0001AU	Platinum European Fund	UU1333	\$	OR	%	%	%	%
PLA0002AU	Platinum International Fund	UU0159	\$	OR	%	%	%	%
PLA0101AU	Platinum International Technology Fund	UU1131	\$	OR	%	%	%	%
PLA0003AU	Platinum Japan Fund	UU1130	\$	OR	%	%	%	%
PMC0100AU	PM CAPITAL Absolute Performance Fund	UU1027	\$	OR	%	%	%	%
RIM0009AU	Russell International Shares Fund – \$A Hedged – Class A Units	UU1374	\$	OR	%	%	%	%
RIM0008AU	Russell International Shares Fund – Class A Units	UU1373	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

Please note: The total percentage allocation in each column must equal 100% *not including* the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)			Change of investment strategy (re-weight)	Standing instructions	
Indexed								
BGL0044AU	BlackRock Indexed Hedged International Equity Fund	UU1286	\$	OR	%	%	%	%
FSF0974AU	Realindex RAFI Global Share Fund – Class A	UU1388	\$	OR	%	%	%	%
FSF0975AU	Realindex RAFI Global Share Hedged Fund – Class A	UU1389	\$	OR	%	%	%	%
VAN0003AU	Vanguard® International Shares Index Fund	UU0190	\$	OR	%	%	%	%
VAN0105AU	Vanguard® International Shares Index Fund (Hedged)	UU1165	\$	OR	%	%	%	%
VAN0022AU	Vanguard® International Small Companies Index Fund (Hedged)	UU1217	\$	OR	%	%	%	%
Property								
Australian Property (Listed)								
APN0008AU	APN AREIT Fund	UU1390	\$	OR	%	%	%	%
CRS0007AU	Challenger Wholesale Property Fund	UU1199	\$	OR	%	%	%	%
HBC0008AU	Challenger Wholesale Property Securities Fund	UU0061	\$	OR	%	%	%	%
FSF0004AU	Colonial First State Wholesale Property Securities Fund	UU0043	\$	OR	%	%	%	%
SSB0128AU	Legg Mason Property Securities Trust	UU0178	\$	OR	%	%	%	%
MAQ0063AU	Macquarie Master Property Securities Fund	UU0123	\$	OR	%	%	%	%
IOF0079AU	Perennial Australian Listed Property Securities Trust	UU1319	\$	OR	%	%	%	%
IOF0044AU	Perennial Australian Property Wholesale Trust	UU0097	\$	OR	%	%	%	%
PER0070AU	Perpetual Wholesale Property Securities Fund	UU1331	\$	OR	%	%	%	%
PRE0001AU	Principal Property Securities Fund	UU1335	\$	OR	%	%	%	%
PAL0002AU	RREEF Paladin Property Securities Fund	UU1243	\$	OR	%	%	%	%
ETL0003AU	SGH Professional Investor Listed Property Securities Trust	UU1292	\$	OR	%	%	%	%
Australian Property (Hybrid/Direct)								
AUS0037AU	Australian Unity Healthcare Property Trust – Class A Units*	UU1379	\$	OR	%	%	%	%
YOC0100AU	Australian Unity Property Income Fund – Wholesale Units	UU1357	\$	OR	%	%	%	%
Global Property (Listed)								
AMP0974AU	AMP Capital Global Property Securities Fund (Class A)	UU1076	\$	OR	%	%	%	%
ETL0005AU	EQT SGH LaSalle Global Listed Property Securities Trust	UU1293	\$	OR	%	%	%	%
INT0077AU	Ibbotson International Property Securities (Hedged) Trust	UU1316	\$	OR	%	%	%	%
HML0016AU	ING Wholesale Global Property Securities Fund	UU1220	\$	OR	%	%	%	%
IOF0081AU	Perennial Global Property Wholesale Trust	UU1078	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

Please note: The total percentage allocation in each column must equal 100% *not including* the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)	OR	%	Change of investment strategy (re-weight)	Standing instructions	
Investment	Redemption							
Indexed								
BGL0108AU	BlackRock Indexed Australian Listed Property Fund	UU1287	\$	OR	%	%	%	%
VAN0004AU	Vanguard® Australian Property Securities Index Fund	UU1126	\$	OR	%	%	%	%
Infrastructure								
Australian Infrastructure (Listed)								
JBW0030AU	Goldman Sachs Australian Infrastructure Wholesale Fund	UU1096	\$	OR	%	%	%	%
Global Infrastructure (Listed)								
FSF0905AU	Colonial First State Wholesale Global Listed Infrastructure Securities Fund	UU1196	\$	OR	%	%	%	%
MAQ0432AU	Macquarie International Infrastructure Securities Fund	UU1098	\$	OR	%	%	%	%
MGE0002AU	Magellan Infrastructure Fund	UU1219	\$	OR	%	%	%	%
Global Infrastructure (Hybrid/Direct)								
AMP1179AU	AMP Capital Core Infrastructure Fund (Class A)	UU1187	\$	OR	%	%	%	%
Commodities								
AMR0001AU	Ascalon H3 Commodities Fund	UU1229	\$	OR	%	%	%	%
MAL0016AU	BlackRock International Gold Fund (Class D Units)	UU1139	\$	OR	%	%	%	%
FSF0038AU	Colonial First State Wholesale Global Resources Fund	UU1047	\$	OR	%	%	%	%
CSA0063AU	Credit Suisse Enhanced Commodity Fund	UU1200	\$	OR	%	%	%	%
MGL0019AU	DWS Global Equity Agribusiness Fund	UU1201	\$	OR	%	%	%	%
ETL0048AU	PIMCO Global CommodityRealReturn Fund – Class A	UU1302	\$	OR	%	%	%	%
Alternative Investments								
FSF1086AU	Aspect Diversified Futures Fund – Class A	UU1385	\$	OR	%	%	%	%
MAL0030AU	BlackRock Asset Allocation Alpha Fund Class D	UU1191	\$	OR	%	%	%	%
MAL0029AU	BlackRock Global Allocation Fund (Aust)	UU1162	\$	OR	%	%	%	%
PER0555AU	HSBC GH Diversified Strategy Fund*	UU1361	\$	OR	%	%	%	%
SSB0130AU	Legg Mason Tactical Allocation Trust	UU0179	\$	OR	%	%	%	%
UBS0013AU	UBS Absolute Return Fund (AUD)	UU1215	\$	OR	%	%	%	%
MAQ0482AU	Winton Global Alpha Fund	UU1211	\$	OR	%	%	%	%
Diversified - Conservative								
ASK1206AU	IOOF Defensive	UU1340	\$	OR	%	%	%	%
PWA0821AU	BlackRock Wholesale Managed Income Fund	UU0166	\$	OR	%	%	%	%
INT0034AU	Ibbotson Conservative Growth Trust	UU1309	\$	OR	%	%	%	%
IOF0100AU	Perennial Capital Stable Wholesale Trust	UU0107	\$	OR	%	%	%	%
RIM0002AU	Russell Conservative Fund - Class A Units	UU1369	\$	OR	%	%	%	%
SBC0814AU	UBS Defensive Investment Fund	UU1348	\$	OR	%	%	%	%
MAQ0291AU	van Eyk Blueprint Capital Stable Fund	UU1324	\$	OR	%	%	%	%
VAN0109AU	Vanguard® Conservative Index Fund	UU1232	\$	OR	%	%	%	%

Step 4: Investment Instructions table (continued)

Please note: The total percentage allocation in each column must equal 100% **not including** the minimum Cash Account requirements and the percentage allocation must be in whole figures.

APIR code	Easy Choice, Premier Investor Choice and Investor Choice investment options	Asset code	Step 4(a)			Step 4(b)	Step 4(c)	
			Initial or additional contribution/deposit (specific investment instruction)	Change of investment strategy (re-weight)	Standing instructions			
						Investment	Redemption	
Diversified - Balanced								
PWA0822AU	BlackRock Wholesale Balanced Fund	UU0167	\$	OR	%	%	%	%
INT0028AU	Ibbotson Balanced Growth Trust	UU1308	\$	OR	%	%	%	%
MMF0700AU	ING Tax Effective Income Trust - Wholesale Units	UU1051	\$	OR	%	%	%	%
AJF0802AU	ING Wholesale Balanced Trust	UU0009	\$	OR	%	%	%	%
MLC0260AU	MLC Wholesale Horizon 4 Balanced Portfolio	UU0129	\$	OR	%	%	%	%
LEF0044AU	Optimix Wholesale Balanced Trust - Class A Units	UU1081	\$	OR	%	%	%	%
IOF0104AU	Perennial Balanced Wholesale Trust	UU0108	\$	OR	%	%	%	%
RIM0001AU	Russell Balanced Fund - Class A Units	UU1368	\$	OR	%	%	%	%
RIM0003AU	Russell Diversified 50 Fund - Class A Units	UU1370	\$	OR	%	%	%	%
SCH0102AU	Schroder Balanced Fund	UU1351	\$	OR	%	%	%	%
SBC0815AU	UBS Balanced Investment Fund	UU1012	\$	OR	%	%	%	%
MAQ0290AU	van Eyk Blueprint Balanced Fund	UU1323	\$	OR	%	%	%	%
VAN0108AU	Vanguard® Balanced Index Fund	UU1231	\$	OR	%	%	%	%
RIM0019AU	Ventura Diversified 50 Fund – Class A Units	UU1175	\$	OR	%	%	%	%
ZUR0059AU	Zurich Investments Managed Growth Fund	UU0193	\$	OR	%	%	%	%
Diversified – Growth								
ASK1207AU	IOOF Growth with Income	UU1344	\$	OR	%	%	%	%
BAR0813AU	BlackRock Scientific Diversified Growth Fund	UU0015	\$	OR	%	%	%	%
JBW0017AU	Goldman Sachs Diversified Growth Wholesale Fund	UU1320	\$	OR	%	%	%	%
INT0038AU	Ibbotson Growth Trust	UU1310	\$	OR	%	%	%	%
INT0040AU	Ibbotson High Growth Plus Trust	UU1311	\$	OR	%	%	%	%
MMF0115AU	ING Wholesale Managed Growth Trust	UU1090	\$	OR	%	%	%	%
IOF0126AU	Perennial Partners Trust	UU1169	\$	OR	%	%	%	%
PER0063AU	Perpetual Wholesale Balanced Growth Fund	UU0158	\$	OR	%	%	%	%
RIM0004AU	Russell Growth Fund - Class A Units	UU1371	\$	OR	%	%	%	%
RIM0034AU	Russell High Growth Fund - Class A Units	UU1375	\$	OR	%	%	%	%
MAQ0292AU	van Eyk Blueprint High Growth Fund	UU1325	\$	OR	%	%	%	%
VAN0110AU	Vanguard® Growth Index Fund	UU1233	\$	OR	%	%	%	%
VAN0111AU	Vanguard® High Growth Index Fund	UU1234	\$	OR	%	%	%	%
RIM0020AU	Ventura Growth 70 Fund – Class A Units	UU1176	\$	OR	%	%	%	%
You can include new investment option(s) added since this form was printed below.								
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
			\$	OR	%	%	%	%
TOTAL			\$	OR	%	%	%	%

Must add up to 100% if completed Must add up to 100% if completed Must add up to 100% if completed Must add up to 100% if completed

*** For superannuation applicants/members/investors**

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

Step 5: 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)').

OR

By cheque attached to this form.

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

Amount

\$



Please ensure you have completed Step 4(a).

OR

Redeem funds using my existing nominated standing redemption instructions in place.

OR

Redeem funds from all of my existing investment options proportionately (excluding direct shares where applicable).

OR

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

FROM

APIR code

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Asset code

<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Name of investment option(s)

<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>

% or \$ amount

<input type="text"/>
<input type="text"/>
<input type="text"/>
<input type="text"/>

Total



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 the terms and conditions, which are outlined in IPS fact sheet 13: Investing in a term deposit.

Step 6: Switch instructions

I/We wish to switch between the Easy Choice, Premier Investor Choice and Investor Choice investment options as indicated below:

FROM

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

TO

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

*Please ensure that the total amount is equal to 100%.

For IOOF Portfolio Service Investments and IOOF Portfolio Service Wholesale Investments only – switch instructions must satisfy the minimum switch requirements set out in the Offer Document.

Please note: switch requests cannot be finalised until proceeds from all redeemed investment options have been deposited into your Cash Account. You may incur a buy/sell spread or capital gains tax when switching between investment options.

Step 7: Applicant/Member/Investor declaration and signature

In signing this Investment Authority (Form B), I/we direct the Trustee/Service Operator, IOOF Investment Management Limited (IIML), ABN 53 006 695 021, AFS Licence No. 230524, to process the transaction instructions specified in this form and I/we acknowledge that:

- the Trustee/Service Operator provided me/us with the product disclosure statements or product guides (as applicable) for the underlying investment options I/we have selected via the IOOF website (www.ioof.com.au) and I/we agree to receive these product disclosure statements or product guides (as applicable) by obtaining them from the website
- I/we have received (either from the IOOF website or from a financial adviser), read and understood the current Product Disclosure Statement (PDS) and any supplementary PDS for the relevant product or service and the current product disclosure statement or product guide (as applicable) of the underlying investment option(s) I/we have selected
- I/we may not have the most current product disclosure statement and continuous disclosure information for an investment option when switches and/or further investments are made into the fund
- I/we have either obtained financial advice from a licensed financial adviser concerning my/our investment option(s) or chosen not to seek such advice. I/we acknowledge that I/we understand the risks and effects of this transaction and take full responsibility for my/our choice of investment options, including the consequences of any switching instructions
- I/we have read and understood the privacy information in the relevant PDS/Offer Document and consent to the collection, use, storage and disclosure of my/our personal information as described in the relevant PDS/Offer Document. I/We also acknowledge that a copy of the IOOF group Privacy Policy is available on the website www.ioof.com.au or can be obtained from our **client services team** on **1800 062 963**.

If I/we have invested in term deposits:

- I/we have read, understood and agree to the terms and conditions regarding investing in term deposits as set out in the PDS/Offer Document
- the Trustee/Service Operator provided me/us with the product guide for the underlying term deposit I/we selected via the IOOF website (www.ioof.com.au) and I/we agree to receive the product guide by obtaining it from the website
- I/we have received (either from the IOOF website or from a financial adviser), read and understood the current product guide and any supplementary product guide for the relevant product or service, and the current product guide statements of the underlying term deposit I/we have selected
- I/we 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 relation to your new account is processed.

Step 7: Applicant/Member/Investor declaration and signature (continued)

For superannuation applicants/members only

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 website (www.ioof.com.au)), I have been informed that:

- 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)
- 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
- 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.

Note for Power of Attorney

If this form is signed under a Power of Attorney, please enclose a certified copy of the Power of Attorney and the proof of identity documents for the Attorney with this form. If signed under Power of Attorney, the Attorney certifies that no notice of revocation of that Power of Attorney has been received.

Note for corporate applicants/investors

This form must be signed either:

- under common seal, and/or
- by two directors or a director and the company secretary, or
- by the sole director (where applicable) who is also the sole company secretary.

Applicant/Member/Investor/Trustee/Director (Sole)

Signatory 1

Common seal of company (if required)

Date

 / /

For IOOF Portfolio Service Investments and IOOF Portfolio Service Wholesale Investments only

Joint Investor or additional Trustee/Director (if applicable)

Signatory 2

Date

 / /

Additional Trustee (if applicable)

Signatory 3

Date

 / /

Additional Trustee (if applicable)

Signatory 4

Date

 / /

Please sign and return this form by post to:

IOOF Portfolio Service, Reply Paid 264, Melbourne, VIC 8060

Enquiries: 1800 062 963

Fax: 1800 558 539

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