

FirstChoice Personal Super

Product Disclosure Statement

This is a combined Financial Services Guide
and Product Disclosure Statement

Issue No 2012/1, dated 28 May 2012

Colonial First State FirstChoice Personal Super SPIN FSF0217AU

Investments in FirstChoice Personal Super are offered from
the Colonial First State FirstChoice Superannuation Trust
ABN 26 458 298 557 by Colonial First State Investments Limited
ABN 98 002 348 352 AFS Licence 232468



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This Product Disclosure Statement (PDS) is made up of the PDS, the Investment Options Menu and all of the following documents which contain all statements and information incorporated by reference:

- Reference Guide – Transacting on your account
- Reference Guide – About super
- FirstChoice Super products Insurance booklet.

A reference to 'the PDS' includes a reference to all of those documents. You should assess whether the product is appropriate for you and speak to your financial adviser before making a decision to invest in the product. You can obtain a copy of that information, free of charge, by calling us on 13 13 36, visiting our website at colonialfirststate.com.au/fcps, or from your financial adviser.

Further information about the terms referred to in sections 3 and 6 is in our 'Super terms explained' brochure. You should always refer to the most up-to-date version, available free of charge on our website at colonialfirststate.com.au/supertermsexplained or by calling Investor Services on 13 13 36. You should also regularly review how the superannuation and taxation laws affect you with your financial adviser.

FirstChoice Personal Super is offered through the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557 ('FirstChoice Trust'). The FirstChoice Trust is a public offer superannuation fund which offers personal super, employer super and pension products.

FirstChoice is a resident, regulated superannuation fund within the meaning of the Superannuation Industry (Supervision) Act 1993 and is not subject to a direction not to accept contributions.

If any part of the PDS (such as a term or condition) is invalid or unenforceable under the law, it is excluded so that it does not in any way affect the validity or enforceability of the remaining parts.

Colonial First State Investments Limited is the trustee of the FirstChoice Trust and is a subsidiary of Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 ('the Bank'). The Bank or its subsidiaries do not guarantee the performance of FirstChoice Personal Super or the repayment of capital by FirstChoice Personal Super. Investments in FirstChoice Personal Super are not deposits or other liabilities of the Bank or its subsidiaries. Investments in FirstChoice Personal Super are subject to investment risk, including loss of income and capital invested. However, the trustee has the benefit of a guarantee (in an approved form) limited to \$5 million from the Bank in respect of the due performance of its duties as a Registered

Trustee contact details

Colonial First State Investments Limited
11 Harbour Street
Sydney NSW 2000

Telephone 13 13 36

Facsimile (02) 9303 3200

Email contactus@colonialfirststate.com.au

Superannuation Licensee. The guarantee is available for inspection by contacting the Company Secretary of the trustee.

The issue of the FirstChoice Personal Super PDS is authorised solely by Colonial First State. Apart from Colonial First State, neither the Bank nor any of its subsidiaries are responsible for any statement or information contained within the PDS relating to FirstChoice Personal Super.

The trustee may change any of the terms and conditions contained or referred to in the PDS and, where a change is material, the trustee will notify you in writing within the timeframes provided for in the relevant legislation.

Information contained in this PDS which is not materially adverse information is subject to change from time to time and may be updated via our website and can be found at any time by visiting colonialfirststate.com.au. A paper copy of any updated information is available free of charge on request by contacting us on 13 13 36.

An interest in FirstChoice Personal Super cannot be issued to you unless you complete the application form attached to or accompanied by either a paper or an electronic copy of the PDS.

The offer made in the PDS is available only to persons receiving the PDS within Australia.

You should note that unless an investment option is suspended, restricted or unavailable you may withdraw from an investment option in accordance with our normal processes.

The investment managers of the investment options available for investment through FirstChoice Personal Super have given, and not withdrawn, their consent to be included in the PDS in the form and context in which they are included. The investment managers are acting as investment managers only for the relevant options. They are not issuing, selling, guaranteeing, underwriting or performing any other function in relation to the options.

Colonial First State reserves the right to outsource any or all of its investment management functions, including to related parties, without notice to investors.

Taxation considerations are general and based on present taxation laws, rulings and their interpretation as at 28 May 2012. You should seek independent professional tax advice before making any decision based on this information.

The information provided in this PDS is general information only and does not take account of your personal financial situation or needs. You should consider obtaining financial advice relevant to your personal circumstances before investing.

All monetary amounts referred to in the PDS are, unless specifically identified to the contrary, references to Australian dollars.

FirstChoice, FirstNet and FirstLink are trademarks of Colonial First State Investments Limited.

1 About Colonial First State

At Colonial First State, we've been helping Australians with their investment needs since 1988.

We've become one of Australia's leading financial services organisations that provides investment, superannuation and pension products to individual, corporate and superannuation fund investors. Our investment management expertise spans Australian and global shares, property, fixed interest and credit, cash and infrastructure.

Our business has been built on people who exercise good judgement and are acknowledged as leaders in their respective fields of expertise. We've succeeded by doing the small things well and we're absolutely dedicated to the financial wellbeing of our investors.

Colonial First State's consistent, disciplined approach to investing has been recognised by many awards within the investment management industry.

The Colonial First State Group currently manages or administers more than \$170 billion globally.

2 Benefits of investing with FirstChoice Personal Super

FirstChoice Personal Super is designed to help you achieve your super and retirement goals.

FirstChoice Personal Super provides you with exceptional value, service and choice.

Value

FirstChoice Personal Super is a leader in providing value for money. We provide what you want – a great platform at a competitive price.

Service

Our brand is synonymous with service excellence. You will receive fast and personal service.

Choice

Over 110 investment options and over 45 managers give you real choice and diversity, across specialist boutiques and leading brands, at a great price.

Investment options

With FirstChoice Personal Super, you can access a vast range of investment opportunities from well-respected Australian and international fund managers, including specialist boutique managers, across different asset classes such as shares, fixed interest, property and cash, all in the one place.

More than 110 ways to achieve your specific investment goals

FirstChoice Personal Super has more than 110 investment options across different asset classes and investment managers to tailor an investment portfolio that is just right for you.

You can choose from:

- multi-manager portfolios that are pre-mixed for you, and/or
- single manager options allowing you to tailor-make your portfolio.

You can choose one option or a combination of different options. You can transfer your money into other options at any time.

When your contributions are invested in FirstChoice Personal Super, your money is combined with other investors' money in FirstChoice. Each FirstChoice investment option is a separate investment option within this superannuation fund.

Each investment option invests in an underlying 'pool' which is managed according to the investment option's objectives.

Each investment option has a different level of risk and potential level of returns.

Warning: Before choosing an investment option or a range of investment options in which to invest, you should consider the likely investment return of each option, the risk of investing in any or all of those options and your investment timeframe.

Personal customer service every time

We understand that our success depends on our ability to provide you with great service – every time. We have some of the most dedicated and highly trained people in the market and we constantly aim for exceptional service.

No waiting for reports and statements

Instead of waiting weeks for annual reports and tax statements, FirstChoice provides you with consolidated reporting at least twice a year, which will give you a complete picture of all your investments and a summary of all your transactions.

FirstNet makes it easy

You can also access up-to-date information on your investments at any time via our secure internet site, FirstNet.

FirstNet e-Post

e-Post is the fast and secure way to submit forms and requests via FirstNet, our secure online service. You no longer need to post the originals, saving you time and effort. You will receive an instant email confirmation when you submit your request and a reference number.

Receive informative material

As an investor in FirstChoice, you can look forward to receiving:

- iQ magazine
- regular statements
- confirmation letters.

Minimums

- The minimum initial investment is **\$1,500**.¹
- The minimum account balance is **\$1,500**.
- There is no minimum additional investment amount.
- The minimum regular investment plan (monthly) is **\$100**.¹
- There is no minimum switch amount.
- There is no minimum withdrawal amount.²

¹ We may accept amounts less than the minimum, at our discretion.

² Subject to minimum account balance requirements and normal conditions of release.

Insurance

You can choose from:

- Death only cover
- Death and Total and Permanent Disablement (TPD) cover
- Salary Continuance cover.

You should refer to section 7 – Insurance in your super for more information.

FirstRate deposit choices

There are a number of ways to keep the cash portion of your portfolio growing alongside your other investments.

The benefits of FirstRate deposit choices are:

- competitive interest rates
- no ongoing management fees
- you have the added reassurance that your money is on deposit with one of Australia's leading financial institutions, Commonwealth Bank of Australia.

FirstRate deposit choices give you a suite of options to choose from, based on your needs.

FirstRate Saver is a low-risk cash alternative, which offers a competitive variable interest rate with no ongoing management fees, account keeping fees or transaction costs.

FirstRate Term Deposits allow you to lock away a competitive interest rate for periods of three, six, nine and 12 months. It's a helpful facility to use while you decide where to invest next, while knowing upfront exactly what return you will get at the end of the term.

FirstRate Investment Deposits are longer-term deposit options designed to provide you with a highly competitive interest rate at a fixed margin above the RBA cash rate.

You should read the Investment Options Menu and all the statements and information incorporated by reference in the Reference Guides: Transacting on your account and About super, available online at colonialfirststate.com.au/fcps or by calling 13 13 36. The material relating to investments may change between the time you read the PDS and the day you sign the application form.

3 How super works

Super is a form of concessional tax savings which is designed to be paid to you when you retire. If you are an employee, your employer is generally required to contribute a percentage of your salary or wages to a superannuation fund for you. Alternatively, you can contribute to your super fund for yourself (or your spouse) or you can negotiate with your employer to sacrifice some of your pre-tax salary in return for them making additional super contributions on your behalf – these contributions are known as salary sacrifice contributions.

To encourage people to save for retirement, the Federal Government provides a number of super tax concessions. These include applying a 15% tax rate to employer contributions, which includes salary sacrifice contributions, and to allow your super benefits to be paid tax-free after age 60. These concessions can make superannuation one of the most tax-effective ways to save for your retirement.

Super contributions

There are different types of contributions that can be made to your super fund. These are summarised as follows:

- **Compulsory employer contributions** – these are contributions an employer is required to make on your behalf by law. They include Superannuation Guarantee contributions and contributions required under an industrial award.
- **Voluntary employer contributions** – these are contributions an employer makes on your behalf in excess of any compulsory contributions. They include salary sacrifice contributions, where you negotiate to give up some of your pre-tax salary in return for additional employer contributions.
- **Personal contributions** – these are contributions that you make for yourself. Depending on your circumstances, you may be entitled to claim a tax deduction for the amount of the contribution or you may be entitled to a Government co-contribution.
- **Spouse contributions** – these are contributions that you make for your spouse.

However, to limit the tax concessions associated with making super contributions, the Federal Government applies caps to the different types of contributions. Contributions made in excess of these caps are subject to penalty tax rates of up to 46.5%.

How your super account works

FirstChoice Personal Super is an accumulation super fund. This means that each member has an account balance with money flowing in and out of the account.

When a contribution is made to your account, the contribution is used to purchase units in your chosen investment option. For example, if you make a contribution of \$100 and the entry unit price for your chosen investment option is \$1.00, then you will receive 100 units.

The value of your units may fluctuate due to the receipt of investment income and/or changes in the value of the underlying assets held in each investment option. The unit price you receive may also be affected by other factors such as the payment of tax and other fund costs from the assets of the fund. Other costs that relate specifically to you, such as the payment of insurance premiums or an adviser service fee, may also be deducted from your account via the withdrawal of units. This means that your account balance can fluctuate on a daily basis depending on market movements, the costs of running the fund and any expenses that relate specifically to your account.

The following table summarises the factors which may impact the value of your superannuation account.

| Things that may increase your super account | Things that may reduce your super account |
|---|--|
| <ul style="list-style-type: none">• Contributions, such as employer, personal and spouse contributions• Rollovers from other funds• Increases in the unit price of an investment option due to the accrual of investment income and changes in the market value of the underlying assets• Family law payment splits received and spouse contribution splitting payments received | <ul style="list-style-type: none">• Tax (including tax levied on contributions and the fund's investment income)• Decreases in the unit price of an investment option due to changes in the market value of the underlying assets• Benefit payments (lump sum and income stream payments)• Fund fees and charges• Insurance premiums and adviser service fees• Family law payment splits, spouse contribution splitting payments and bankruptcy clawback payments |

When can you access your super?

Generally, you cannot access your super until after you reach your preservation age and retire. This age is set by the Federal Government. Currently, the preservation age is 55, but it gradually increases to age 60 depending on the year of your birth.

Other ways in which you may be able to access your super include:

- commencing a pre-retirement pension after reaching preservation age
- turning age 65
- financial hardship
- compassionate grounds
- permanent incapacity
- a terminal medical condition
- death.

In the event of your death, a death benefit will become payable from the fund either to:

- your dependants or your legal personal representative nominated on your valid non-lapsing death benefit nomination form, or
- in any other case, your legal personal representative, to be distributed in accordance with your Will or the laws of intestacy.

You can make a non-lapsing death benefit nomination which is a request by you to the trustee of FirstChoice to pay your death benefit to the person or persons nominated on your non-lapsing death benefit nomination form. The trustee may consent to your nomination if your nomination satisfies the relevant requirements which can be found on the non-lapsing death benefit nomination form in the application forms section.

You should read the important information (incorporated by reference) about preservation, taxation, accessing your super and transaction processing before making a decision. Go to the Reference Guides: About super and Transacting on your account, available online at colonialfirststate.com.au/fcps or by calling 13 13 36. The material relating to super may change between the time you read this PDS and the day you sign the application form.

4 Risks of super

Before you consider your investment strategy, it is important that you understand that:

- all investments are subject to risk
- different strategies carry different levels of risk depending on the assets that make up the strategy, and
- assets with the highest long-term returns may also carry the highest level of short-term risk.

When considering your investment in super, it is important to understand that:

- the value of investment options will go up and down
- returns are not guaranteed
- you may lose money
- previous returns don't predict future performance
- laws affecting superannuation may change
- the amount of your superannuation savings may not be adequate for your retirement

- your level of risk will vary, depending on your age, investment timeframe, where other parts of your money are invested and how comfortable you are with the possibility of losing some of your super in some years.

Different investments perform differently over time. Investments that have provided higher returns over the longer term have also tended to produce a wider range of returns. These investments are generally described as more risky, as there is a higher chance of losing money, but they can also give you a better chance of achieving your long-term objectives. Investments that have provided more stable returns are considered less risky, but they may not provide sufficient long-term returns for you to achieve your long-term goals. Selecting the investments that best match your investment needs and timeframe is crucial in managing this risk.

Your adviser can help you understand investment risk, and design an investment strategy that is right for you.

General risks for all options

The main risks which typically affect all investment options are:

Market risk

Investment returns are influenced by the performance of the market as a whole. This means that your investments can be affected by things like changes in interest rates, investor sentiment and global events, depending on which markets or asset classes you invest in and the timeframe you are considering.

Security and investment-specific risk

Within each asset class and each option, individual securities like mortgages, shares, fixed interest securities or hybrid securities can be affected by risks that are specific to that investment or that security. For example, the value of a company's shares can be influenced by changes in company management, its business environment or profitability. These risks can also impact on the company's ability to repay its debt.

Management risk

Each option in the PDS has an investment manager to manage your investments on your behalf. There is a risk that the investment manager will not perform to expectation.

Liquidity risk

Liquidity risk refers to the difficulty in selling an asset for cash quickly without an adverse impact on the price received. Assets such as shares in large listed companies are generally considered liquid, while 'real' assets such as direct property and infrastructure are generally considered illiquid. Under abnormal or difficult market conditions, some normally liquid assets may become illiquid, restricting our ability to sell them and to make withdrawal payments or process switches for investors without a potentially significant delay.

Counterparty risk

This is the risk that a party to a transaction such as a swap, foreign currency forward or stock lending fails to meet its obligations such as delivering a borrowed security or settling obligations under a financial contract.

Legal, regulatory and foreign investment risk

This is the risk that any change in taxation, corporate or other relevant laws, regulations or rules may adversely affect your investment.

In particular, for funds investing in assets outside Australia, your investment may also be adversely impacted by changes in broader economic, social or political factors, regulatory change and legal risks applicable to where the investment is made or regulated.

Option-specific risks

Typical option-specific risks are described below and cross-referenced to particular options in the table on pages 14 to 16 in the Investment Options Menu.

Currency risk

Investments in global markets or securities which are denominated in foreign currencies give rise to foreign currency exposure. This means that the Australian dollar value of these investments may vary depending on changes in the exchange rate. Investment options in the PDS which have significant currency risks adopt different currency management strategies. These strategies may include currency hedging, which involves reducing or aiming to remove the impact of currency movements on the value of the investment.

Information on the currency management strategy for each option with a significant currency risk is set out in that option's description in the Investment Options Menu.

Because different options have different currency management strategies, you should consult your financial adviser on the best approach for you.

Derivatives risk

Derivatives are contracts between two parties that usually derive their value from the price of a physical asset or market index. They can be used to manage certain risks in investment portfolios or as part of an investment strategy; however, they can also increase other risks in a portfolio or expose a portfolio to additional risks. Risks include: the possibility that the derivative position is difficult or costly to reverse; that there is an adverse movement in the asset or index underlying the derivative; or that the parties do not perform their obligations under the contract.

In general, investment managers may use derivatives to:

- protect against changes in the market value of existing investments
- achieve a desired investment position without buying or selling the underlying asset
- gear a portfolio
- manage actual or anticipated interest rate and credit risk
- alter the risk profile of the portfolio or the various investment positions
- manage currency risk.

As a financial instrument, derivatives are valued regularly and movements in the value of the underlying asset or index should be reflected in the value of the derivative. Information on whether an investment option in this PDS uses derivatives such as futures, options, forward currency contracts and swaps, is outlined in the strategy of the investment option in the Investment Options Menu.

Credit risk

Credit risk refers to the risk that a party to a credit transaction fails to meet its obligations, such as defaulting under a mortgage, a mortgage-backed security, a hybrid security, a fixed interest security or a derivative contract. This creates an exposure to underlying borrowers and the financial condition of issuers of these securities.

Term deposit risk

FirstRate Term Deposits provide a fixed interest rate. This means you are protected from decreases in interest rates during the term of your investment. However, you may not be able to take advantage of interest rate increases should interest rates rise during the term of your investment.

Early withdrawal risk

- **FirstRate Term Deposits**
Should you need to withdraw or switch out from FirstRate Term Deposits prior to the maturity date, the interest rate applying on the amount withdrawn is reduced.
- **FirstRate Investment Deposits**
FirstRate Investment Deposits are designed to be held for a specified period. Withdrawals of all or part of your investment before the end of the specified period may be subject to an adjustment (reduction) to the withdrawal proceeds because of the recovery of costs and other charges connected with withdrawal. It is possible that you may receive back a net amount that is less than the amount of initial principal invested.

The amount of the reduction considers reasonable costs incurred in connection with termination or replacement of funding for the FirstRate Investment Deposits deposit. These costs can include break costs, administrative costs and replacement funding costs. Some major influences that may affect the size of the withdrawal costs are:

- liquidity in the financial markets
- market pricing of credit risk
- the term remaining for the offer.

Please note: Under abnormal or difficult market or liquidity conditions, we reserve the right to delay payment on FirstRate Investment Deposits for a period not exceeding 31 days.

Further details (incorporated by reference) about early withdrawal adjustments for FirstRate Term Deposits and FirstRate Investment Deposits are contained in the Reference Guide – Transacting on your account, available online at colonialfirststate.com.au/fcps or by calling 13 13 36.

Gearing risk

Some of the options in the PDS use gearing. Gearing means the option borrows so that it can invest more to increase potential gains. Gearing magnifies both gains and losses from the option's investments.

For an option geared at 50%, if the market rise is less than the option's borrowing and management costs, then it is unlikely that the geared option will outperform an equivalent ungeared portfolio. Consequently, a geared option will not always magnify market gains in a low return environment, but it will always magnify market losses.

In extreme market conditions, such as a rapid fall of over 60% in the value of investments in the Colonial First State Geared Global Share option, or over 40% for the other geared options, you may lose all your capital.

We suggest you consult a financial adviser regarding the impact of these investments on your overall portfolio.

Short selling risk

Some of the options in the PDS use short selling. Short selling means the option sells a security it does not own to try and profit from a decrease in the value of the security. This is generally done by borrowing the security from another party to make the sale. The short sale of a security can greatly increase the risk of loss, as losses on a short position are not limited to the purchased value of the security.

Short selling strategies involve additional risks such as:

Liquidity risk

In certain market conditions, an option that adopts a short selling strategy may not be able to reverse a short position because the security it needs to buy may not be available for purchase in a reasonable timeframe or at all. In this event, losses may be magnified.

Leverage risk

Whilst short selling can often reduce risk, it is also possible for an option's long positions and short positions to both lose money at the same time.

Prime broker risk

When short selling is employed, the assets of the investment option are generally held by the prime broker (which provides the broking, stock lending and other services). As part of this arrangement, assets may be used by or transferred to the prime broker, and there is a risk that the prime broker does not return equivalent assets or value to the option (for example, because of insolvency). This would have a substantial negative impact on the value of your investment. This risk is managed by having arrangements with large, well established and globally operating prime brokers. If you would like details of our prime broker, please contact us.

If an option uses short selling, this is detailed in the strategy of the option – refer to the Investment Options Menu.

Emerging markets risk

Due to the nature of the investments in emerging markets, there is an increased risk that the political and/or legal framework may change and adversely impact your investments. This could include the ability to sell assets. Options that invest in global markets may have exposure to emerging markets.

All of the investment options in the PDS are subject to some or all of these risks, which can also vary from time to time. You should consult your financial adviser before making a decision to invest. Your financial adviser is required to be qualified in understanding the risk and return associated with the wide range of investment options available to you and can help you make decisions regarding these options.

Further details about option-specific risks, such as currency, gearing, emerging markets and short selling risks and ways to manage investment risk are contained on pages 10 to 12 of the Investment Options Menu, which forms part of the PDS.

Role of your financial adviser

Your financial adviser may play a large role in implementing your financial plan and can assist you to meet your financial needs. We have therefore designed an online platform service to enable your adviser to carefully monitor the progress of your portfolio and make transactions on your behalf if you nominate this.

If you choose to appoint your financial adviser to transact on your FirstChoice account, please complete the Adviser Online Transaction Authority in the application forms section.

Colonial First State can at any time remove an adviser or refuse to record or deal with an adviser nominated on your account.

You should read all the important information about the investment risks and diversification in the Investment Options Menu, which forms part of the PDS, before making an investment decision. The material relating to investments may change between the time you read the PDS and the day you sign the application form.

5 Fees and other costs

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on long-term returns. For example, total annual fees and costs of 2% of your fund balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000). You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs. You may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask the fund or your financial adviser.

To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website (moneysmart.gov.au) has a superannuation fee calculator to help you check out different fee options.

This document shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the fund assets as a whole.

Taxes are set out in section 6.

Insurance information is set out in the FirstChoice Super products Insurance booklet.

You should read all the information about fees and costs because it is important to understand their impact on your investment.

Fees and costs for particular investment options are set out on pages 7 to 9.

| Type of fee or cost | Amount ¹ | How and when paid | | | | | | | | |
|---|--|--|---|-----------------------|-----------------|-----|----------------|-------|------------------|-------|
| FEES WHEN YOUR MONEY MOVES IN OR OUT OF THE FUND | | | | | | | | | | |
| Establishment Fee | | | | | | | | | | |
| The fee to open your investment. | Nil | N/A | | | | | | | | |
| Contribution Fee^{2,4} | | | | | | | | | | |
| The fee on each amount contributed to your investment – either by you or your employer. | Nil (Cash and deposit options) Up to 4% (all other options) | We will deduct the applicable contribution fee from your initial investment and any additional investments. The contribution fee you pay is negotiated with your adviser, up to the maximum shown in this table. Where you do not use an adviser, the maximum contribution fee applies. If you are switching from the Cash and deposit options to any other investment option, you may pay the difference in the two contribution fees. | | | | | | | | |
| Withdrawal Fee⁴ | | | | | | | | | | |
| The fee on each amount you take out of your investment. | Nil | N/A | | | | | | | | |
| Termination Fee | | | | | | | | | | |
| The fee to close your investment. | Nil | N/A | | | | | | | | |
| MANAGEMENT COSTS² | | | | | | | | | | |
| The fees and costs for managing your investment. | | | | | | | | | | |
| FirstRate options ³ | 0.00% pa | <p>Unless otherwise stated in the PDS, the management cost is expressed as a percentage of the total average net assets of the option, including estimated performance fees (if applicable). See pages 10 to 11 for details of options with performance fees.</p> <p>The management costs are reflected in the daily unit price and payable monthly or as incurred by the option.</p> <p>You may be entitled to management cost rebates which may reduce the fees and costs of your investment.</p> <p>The rebates are as follows:</p> <table border="1"> <thead> <tr> <th>Value of eligible FirstChoice products and investment options</th> <th>Portfolio rebate (pa)</th> </tr> </thead> <tbody> <tr> <td>First \$400,000</td> <td>Nil</td> </tr> <tr> <td>Next \$600,000</td> <td>0.20%</td> </tr> <tr> <td>Over \$1,000,000</td> <td>0.40%</td> </tr> </tbody> </table> <p>Please refer to page 13 under the heading 'Negotiation of fees' for further details.</p> | Value of eligible FirstChoice products and investment options | Portfolio rebate (pa) | First \$400,000 | Nil | Next \$600,000 | 0.20% | Over \$1,000,000 | 0.40% |
| Value of eligible FirstChoice products and investment options | Portfolio rebate (pa) | | | | | | | | | |
| First \$400,000 | Nil | | | | | | | | | |
| Next \$600,000 | 0.20% | | | | | | | | | |
| Over \$1,000,000 | 0.40% | | | | | | | | | |
| Geared options | 2.61% to 4.39% pa | | | | | | | | | |
| Options with performance fees | 1.22% to 5.55% pa | | | | | | | | | |
| All other options | 1.12% to 2.78% pa | | | | | | | | | |
| | The amount you pay for specific investment options is shown on pages 7 to 9. | | | | | | | | | |
| SERVICE FEES | | | | | | | | | | |
| Switching Fee⁴ | | | | | | | | | | |
| The fee for changing investment options. | Nil | There are no fees for changing investment options. However, you should be aware that contribution fees may apply if you are switching from the Cash and deposit options (as outlined above). | | | | | | | | |
| Adviser Service Fee | | | | | | | | | | |
| Please refer to page 13 for further details. | | A fee for service negotiated with your adviser. This fee is for advice on your investment in the fund. | | | | | | | | |

1 All figures disclosed include the net effect of GST, except for the adviser service fee, which is inclusive of GST. Due to GST amendments, these fees may increase from 1 July 2012. Refer to 'Management costs' on page 10.

2 This fee may include an amount payable to us which is paid to an adviser. Refer to 'What is paid to your adviser?' on page 12.

3 We may derive monetary or administrative benefits from the Bank. Refer to 'Are there any other benefits to Colonial First State' in the Investment Options Menu.

4 Transaction costs apply to most options (refer to page 12 for further details).

MANAGEMENT COSTS AND TRANSACTION COSTS

| Option name | Management costs | Estimated performance fee (pa) ¹ | Total management costs (including estimated performance fee) pa | Transaction costs per transaction (%) |
|--|--------------------|---|---|---------------------------------------|
| MULTI-MANAGER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 18 to 19.) | | | | |
| FirstChoice Defensive | 1.57% | | 1.57% | 0.15 |
| FirstChoice Conservative | 1.67% | 0.02% ¹ | 1.69% ¹ | 0.15 |
| FirstChoice Moderate | 1.82% | 0.03% ¹ | 1.85% ¹ | 0.15 |
| FirstChoice Balanced | 1.88% | 0.04% ¹ | 1.92% ¹ | 0.20 |
| FirstChoice Growth | 1.92% | 0.04% ¹ | 1.96% ¹ | 0.20 |
| FirstChoice High Growth | 2.02% | | 2.02% | 0.25 |
| FirstChoice Geared Growth Plus ² | 1.90%(g)/3.36%(n) | | 1.90%(g)/3.36%(n) | 0.25-0.65 ³ |
| MULTI-MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 20 to 22.) | | | | |
| FirstChoice Fixed Interest | 1.53% | | 1.53% | 0.20 |
| FirstChoice Property Securities | 1.67% | | 1.67% | 0.20 |
| FirstChoice Global Property Securities | 2.03% | | 2.03% | 0.25 |
| FirstChoice Global Infrastructure Securities | 2.02% | | 2.02% | 0.25 |
| FirstChoice Australian Share | 1.87% | | 1.87% | 0.20 |
| FirstChoice Boutique Australian Share | 1.97% | | 1.97% | 0.20 |
| FirstChoice Australian Small Companies | 2.12% | | 2.12% | 0.25 |
| FirstChoice Global Share | 2.03% | | 2.03% | 0.25 |
| FirstChoice Global Share – Hedged | 2.03% | | 2.03% | 0.25 |
| FirstChoice Asian Share | 2.34% | | 2.34% | 0.35 |
| FirstChoice Emerging Markets | 2.34% | | 2.34% | 0.30 |
| FirstChoice Geared Boutique Australian Share ² | 1.95%(g)/4.27%(n) | | 1.95%(g)/4.27%(n) | 0.20-0.50 ³ |
| FIRSTCHOICE MULTI-INDEX SERIES (These investment options are located in the 'Investment Options Menu' on page 23.) | | | | |
| FirstChoice Multi-Index Conservative | 1.42% | | 1.42% | 0.10 |
| FirstChoice Multi-Index Diversified | 1.46% ⁴ | | 1.46% ⁴ | 0.15 |
| FirstChoice Multi-Index Balanced | 1.50% | | 1.50% | 0.20 |
| SINGLE MANAGER MULTI-SECTOR (These investment options are located in the 'Investment Options Menu' on pages 24 to 26.) | | | | |
| Conservative | | | | |
| Colonial First State Conservative | 1.67% | | 1.67% | 0.10 |
| Perpetual Conservative Growth | 1.72% | | 1.72% | 0.10 |
| Moderate | | | | |
| Colonial First State Balanced | 1.82% | | 1.82% | 0.15 |
| Perpetual Diversified Growth | 1.82% | | 1.82% | 0.15 |
| Growth | | | | |
| BT Active Balanced | 1.92% | | 1.92% | 0.20 |
| Colonial First State Diversified | 1.92% | | 1.92% | 0.20 |
| Perpetual Balanced Growth | 1.92% | | 1.92% | 0.20 |
| High growth | | | | |
| Colonial First State High Growth | 2.03% | | 2.03% | 0.30 |
| Perpetual Split Growth | 2.03% | | 2.03% | 0.30 |
| SINGLE MANAGER SINGLE SECTOR (These investment options are located in the 'Investment Options Menu' on pages 27 to 52.) | | | | |
| Cash and deposits | | | | |
| Colonial First State Cash | 1.12% | | 1.12% | nil |
| FirstRate Investment Deposits | 0.00% | | 0.00% | nil |
| FirstRate Saver | 0.00% | | 0.00% | nil |
| FirstRate Term Deposits | 0.00% | | 0.00% | nil |
| Fixed interest and income | | | | |
| Aberdeen Australian Fixed Income | 1.53% | | 1.53% | 0.10 |
| Colonial First State Diversified Fixed Interest | 1.33% | | 1.33% | 0.20 |
| Colonial First State Global Credit Income | 1.32% | | 1.32% | 0.25 |
| Macquarie Income Opportunities | 1.58% | | 1.58% | 0.15 |
| Perpetual Diversified Income | 1.77% ⁴ | | 1.77% ⁴ | 0.10 |
| Schroder Credit Securities | 1.77% | | 1.77% | 0.20 |

Refer to page 9 for footnotes 1–4.

| Option name | Management costs | Estimated performance fee (pa) ¹ | Total management costs (including estimated performance fee) pa | Transaction costs per transaction (%) |
|--|--------------------|---|---|---------------------------------------|
| UBS Diversified Fixed Income | 1.57% | | 1.57% | 0.15 |
| Enhanced yield | | | | |
| Acadian Quant Yield | 1.42% | 0.84% ¹ | 2.26% ¹ | 0.10 |
| Colonial First State Enhanced Yield | 1.22% | 0.00% ¹ | 1.22% ¹ | 0.15 |
| Goldman Sachs Income Plus | 1.77% | | 1.77% | 0.15 |
| PM Capital Enhanced Yield | 1.32% | 0.00% ¹ | 1.32% ¹ | 0.10 |
| Property and infrastructure securities | | | | |
| BT Property Investment | 1.67% | | 1.67% | 0.20 |
| Challenger Property Securities | 1.77% | | 1.77% | 0.20 |
| Colonial First State Index Property Securities | 1.12% | | 1.12% | 0.15 |
| Colonial First State Property Securities | 1.67% | | 1.67% | 0.20 |
| Goldman Sachs Australian Infrastructure | 1.83% | | 1.83% | 0.20 |
| Principal Property Securities | 1.67% | | 1.67% | 0.20 |
| RREEF Property Securities | 1.67% | | 1.67% | 0.20 |
| Global property and infrastructure securities | | | | |
| AMP Capital Global Property Securities | 2.02% ⁴ | | 2.02% ⁴ | 0.25 |
| Colonial First State Colliers Global Property Securities | 1.87% | | 1.87% | 0.25 |
| Colonial First State Global Listed Infrastructure Securities | 2.05% | | 2.05% | 0.25 |
| Australian share | | | | |
| BT Core Australian Share | 1.88% | | 1.88% | 0.20 |
| Colonial First State Australian Share – Core | 1.87% | | 1.87% | 0.20 |
| Colonial First State Australian Share Long Short – Core | 2.03% | 0.09% ¹ | 2.12% ¹ | 0.30 |
| Colonial First State Equity Income | 2.03% | | 2.03% | 0.20 |
| Colonial First State Imputation | 1.87% | | 1.87% | 0.20 |
| Colonial First State Index Australian Share | 1.12% | | 1.12% | 0.15 |
| Fidelity Australian Equities | 1.92% | | 1.92% | 0.20 |
| Maple-Brown Abbott Imputation | 1.87% | | 1.87% | 0.20 |
| Perpetual Australian Share | 1.87% ⁴ | | 1.87% ⁴ | 0.20 |
| Perpetual Industrial Share | 1.87% | | 1.87% | 0.20 |
| Realindex Australian Share | 1.48% | | 1.48% | 0.15 |
| Schroder Australian Equity | 1.87% | | 1.87% | 0.20 |
| UBS Australian Share | 1.87% | | 1.87% | 0.20 |
| Australian share – boutique | | | | |
| Acadian Australian Equity | 1.92% | | 1.92% | 0.20 |
| Acadian Australian Equity Long Short | 1.92% | 0.00% ¹ | 1.92% ¹ | 0.30 |
| Ausbil Australian Active Equity | 1.87% | | 1.87% | 0.20 |
| Integrity Australian Share | 1.87% | | 1.87% | 0.20 |
| Investors Mutual Australian Share | 1.87% | | 1.87% | 0.20 |
| Ironbark Karara Australian Share | 1.87% | | 1.87% | 0.20 |
| Merlon Australian Share Income | 1.97% | | 1.97% | 0.30 |
| Perennial Value Australian Share | 1.87% | | 1.87% | 0.20 |
| PM Capital Australian Share | 1.62% | 0.00% ¹ | 1.62% ¹ | 0.25 |
| Solaris Core Australian Equity | 1.87% | | 1.87% | 0.20 |
| Australian share – small companies | | | | |
| Ausbil Australian Emerging Leaders | 1.94% | 0.81% ¹ | 2.75% ¹ | 0.25 |
| Celeste Australian Small Companies | 1.73% | 0.84% ¹ | 2.57% ¹ | 0.40 |
| Colonial First State Future Leaders | 2.02% | | 2.02% | 0.20 |
| Realindex Australian Small Companies | 1.67% | | 1.67% | 0.15 |
| Global share | | | | |
| Acadian Global Equity | 2.03% | | 2.03% | 0.25 |
| AXA Global Equity – Value | 2.03% | | 2.03% | 0.25 |
| BT Core Global Share | 2.03% | | 2.03% | 0.25 |
| Capital International Global Share | 2.03% | | 2.03% | 0.25 |

| Option name | Management costs | Estimated performance fee (pa) ¹ | Total management costs (including estimated performance fee) pa | Transaction costs per transaction (%) |
|--|--------------------|---|---|---------------------------------------|
| Colonial First State Global Share | 2.03% | | 2.03% | 0.25 |
| Colonial First State Index Global Share | 1.33% | | 1.33% | 0.15 |
| Colonial First State Index Global Share – Hedged | 1.33% | | 1.33% | 0.15 |
| DWS Global Equity Thematic | 2.14% | | 2.14% | 0.25 |
| MFS Global Equity | 2.02% | | 2.02% | 0.25 |
| Perpetual International | 2.03% | | 2.03% | 0.25 |
| Realindex Global Share | 1.58% | | 1.58% | 0.20 |
| Realindex Global Share Hedged | 1.59% | | 1.59% | 0.20 |
| Zurich Investments Global Thematic Share | 2.03% ⁴ | | 2.03% ⁴ | 0.20 |
| Global specialist | | | | |
| Acadian Global Equity Long Short | 2.12% | 0.00% ¹ | 2.12% ¹ | 0.40 |
| Colonial First State Global Emerging Markets Select | 2.18% | | 2.18% | 0.30 |
| Colonial First State Global Resources | 2.03% | | 2.03% | 0.30 |
| Colonial First State Global Soft Commodity | 2.03% ⁴ | | 2.03% ⁴ | 0.30 |
| Generation Global Share | 1.83% | 0.00% ¹ | 1.83% ¹ | 0.25 |
| Goldman Sachs Global Small Companies | 2.13% | | 2.13% | 0.30 |
| Magellan Global | 2.40% ⁴ | 0.00% ¹ | 2.40% ^{1, 4} | 0.25 |
| Platinum Asia | 2.78% | | 2.78% | 0.25 |
| Platinum International | 2.48% | | 2.48% | 0.35 |
| PM Capital Absolute Performance | 1.82% | 0.00% ¹ | 1.82% ¹ | 0.25 |
| Realindex Emerging Markets | 1.73% ⁴ | | 1.73% | 0.25 |
| Alternatives | | | | |
| Aspect Diversified Futures | 2.55% | 3.00% ¹ | 5.55% ¹ | nil |
| BlackRock Asset Allocation Alpha | 2.14% ⁴ | 0.00% ¹ | 2.14% ^{1, 4} | 0.10 |
| Geared | | | | |
| Acadian Geared Global Equity ² | 2.00%(g)/4.29%(n) | | 2.00%(g)/4.29%(n) | 0.25-0.65 ³ |
| Colonial First State Colliers Geared Global Property Securities ² | 1.84%(g)/3.91%(n) | | 1.84%(g)/3.91%(n) | 0.25-0.65 ³ |
| Colonial First State Geared Australian Share – Core ² | 1.90%(g)/4.39%(n) | | 1.90%(g)/4.39%(n) | 0.20-0.50 ³ |
| Colonial First State Geared Global Share ² | 1.70%(g)/2.61%(n) | | 1.70%(g)/2.61%(n) | 0.25-0.45 ³ |
| Colonial First State Geared Share ² | 1.42%(g)/3.22%(n) | | 1.42%(g)/3.22%(n) | 0.20-0.50 ³ |

These figures are inclusive of the net effect of GST. Due to GST amendments, these amounts may increase from 1 July 2012. See page 10 for more details.

1 Refer to pages 10 to 11 for more details on the calculation of performance fees and how performance fees have been estimated in the assessment of management costs. This estimate is generally based on the performance of the option over the 12 months to 31 December 2011 and the associated performance fee. As past performance is no indicator of future performance, the performance fee charged in the future may differ.

2 The two figures shown above for the geared share options are based on the gross (g) assets (which includes the option's borrowings and is the lower of the two fees) and on net (n) assets (which excludes the option's borrowings and is the higher of the two fees). **Please note:** Borrowings include any exposure to borrowings from an option investing directly or indirectly into another managed investment scheme which borrows.

3 Transaction costs depend on the specific gearing level of the option.

4 These options have not been in existence for 12 months (as at 31 December 2011). For these options, this is an estimated management cost. For these options with performance fees, we assume no outperformance. However, **please note** that based on the actual performance of the Magellan Global and the BlackRock Asset Allocation Alpha options from 11 April 2011 to 31 December 2011, the performance fees would have been 2.51% and 2.01% respectively.

Management costs

The terms 'management costs' and 'management fees' mean different things.

Management costs include management fees, estimated performance fees (if applicable), investment expenses and custody fees. Management costs are deducted from the performance of the option (ie they are not charged directly to your account). They do not include contribution fees, transaction costs or additional service fees. The management costs for each option are an estimate based on current financial information. They are expressed as a percentage of each option's net assets and, together with any applicable transaction costs, are outlined in the table on pages 7 to 9.

The management costs charged to these funds have been quoted on the basis that they fully qualify for a 75% input tax credit claim of GST. The Government has recently introduced legislative amendments to the GST Regulations which, when passed, may reduce the fund's access to claim input tax credits on some of the management costs (ie trustee fees) from 75% to 55% from 1 July 2012. As a consequence, this may result in an increase in the net management costs for the funds from 1 July 2012. For updated information, please visit colonialfirststate.com.au.

Management fees are the fees payable under the trust deed for the management of each option. Management fees are calculated from gross assets of the option. For details of the maximum management fees allowed under the trust deed, see page 11. These fees and costs may be tax deductible to the fund.

Example of annual fees and costs for a balanced investment option

This table gives an example of how fees and costs in the Colonial First State Diversified option for this product can affect your superannuation investment over a one-year period. You should use this table to compare this product with other superannuation products.

| EXAMPLE | |
|--|---|
| Colonial First State Diversified option | Balance of \$50,000 with total contributions of \$5,000 during year |
| Contribution fees 0% – 4% | For every additional \$5,000 you put in, you will be charged between \$0 and \$200. |
| PLUS | |
| Management costs 1.92% pa | And , for every \$50,000 you have in the fund, you will be charged \$960 each year. |
| EQUALS | |
| Cost of fund | If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you will be charged fees of between: \$960 and \$1,160 What it costs you will depend on the investment option you choose and the fees you negotiate with your fund or financial adviser. |

These figures are inclusive of the net effect of GST. This does not take into account any entitlement to management cost rebates which may reduce the fees and costs of your investment. Please refer to page 13 under the heading 'Negotiation of fees' for further details.

Please note that this is just an example. In practice, the actual investment balance of an investor will vary daily and the actual fees and expenses we charge are based on the value of the option, which also fluctuates daily.

Transaction costs also apply. Refer to pages 7 to 9.

Performance fees

In addition to the management fee, on some options a performance fee may also be payable. The performance fee is reflected in the daily unit price and paid monthly at the relevant performance rate (inclusive of the net effect of GST). The fee is calculated as a percentage rate of the relevant option's outperformance. The option's outperformance is the percentage return (before tax), above the relevant benchmark, as outlined below.

Please note: There is no standard that is applied to how performance fees are calculated. You should carefully compare the different performance fee types in the tables below, noting which benchmark they aim to outperform and whether performance fees are calculated before or after management fees are charged.

For options where a performance fee applies, an estimate of the performance fees is included within the management cost for the option. This estimate is generally based on the actual performance fees paid from the option over the 12 months to 31 December 2011. For options which do not have 12 months of performance history (as at 31 December 2011) or for new investment options, we have assumed that the option has achieved performance in line with the relevant benchmark and therefore no performance fees would be payable. As past performance is no indicator of future performance, the performance fee charged in the future may differ.

The tables below show which options within the PDS are subject to performance fees.

PERFORMANCE FEE BEFORE MANAGEMENT FEES

| Option | Benchmark | Management fee (pa) | Performance fee rate ¹ |
|--------------------------------------|---|---------------------|-----------------------------------|
| Acadian Australian Equity Long Short | S&P/ASX 300 Accumulation Index | 1.90% | 15% |
| Acadian Global Equity Long Short | MSCI World Net Index (AUD) | 2.10% | 15% |
| Acadian Quant Yield ³ | Reserve Bank of Australia (RBA) cash rate | 1.40% | 20% |
| Aspect Diversified Futures | Greater than 0% on futures and forwards trading accounts ⁴ | 2.50% | 20% |
| Ausbil Australian Emerging Leaders | Composite benchmark ⁵ | 1.90% | 15% |

PERFORMANCE FEE AFTER MANAGEMENT FEES

| Option | Benchmark | Management fee (pa) | Performance fee rate ¹ |
|---|---|---------------------|-----------------------------------|
| BlackRock Asset Allocation Alpha | UBS Australian Bank Bill Index | 2.10% | 20% |
| Celeste Australian Small Companies | S&P/ASX Small Ordinaries Accumulation Index | 1.70% | 20% |
| Colonial First State Australian Share Long Short – Core | S&P/ASX 100 Accumulation Index | 2.00% | 15% |
| Colonial First State Enhanced Yield ² | RBA cash rate | 1.20% | 20% |
| Generation Global Share | MSCI World (ex Australia) Net Index (AUD) | 1.80% | 20% |
| Magellan Global | MSCI World Index Total Return (Net Dividends) | 2.35% | 10% |
| PM Capital Absolute Performance | Greater than 0% | 1.80% | 20% |
| PM Capital Australian Share | S&P/ASX 200 Accumulation Index | 1.60% | 25% |
| PM Capital Enhanced Yield ² | RBA cash rate | 1.30% | 25% |

1 This rate is inclusive of the net effect of GST.

2 The return on the option includes total income, inclusive of overseas withholding tax deducted at source and grossed up by the amounts of Australian franking credits.

3 The return on the option includes total income grossed up by the amounts of Australian franking credits.

4 The performance fee is calculated on the dollar value of positive performance (less carried forward negative performance) generated on the trading accounts only (this may include futures, forwards and/or options). **Please note:** Earnings generated on cash allocations held outside the trading accounts are excluded from attracting a performance fee.

5 The composite benchmark consists of a weighting of 70% to the S&P/ASX Midcap 50 Accumulation Index and 30% to the S&P/ASX Small Ordinaries Accumulation Index.

6 The alternative investment managers may change.

Dollar fee example – performance fees (after management fees)

Assumptions for this example: 2.00% return before fees above the relevant benchmark, \$50,000 investment, performance fee rate of 25% and a management fee of 1.60% pa.

| Fees calculation | | Fee amount |
|---|----------|--|
| Management cost: (excluding performance fee) | 1.60% pa | \$800 |
| Plus | | |
| Estimated performance fee: 25% x (2.00% – 1.60%) | 0.10% pa | \$50 |
| Management cost (including performance fee) | 1.70% pa | \$850 inclusive of the net effect of GST |

Sometimes the calculation of the performance fee will result in a negative dollar amount (negative performance fee). This negative performance fee is offset against any entitlement to future performance fees. We do not have to reimburse the option for negative performance. In extreme circumstances (eg if the net outflow from the option is more than 10% in one month), the negative performance fee which is offset may be reduced pro rata with the percentage of net outflow.

It is also possible for the manager to exceed the relevant benchmark (and therefore be entitled to a performance fee) even where an option has had negative performance over a period, as that option may have performed better relative to the benchmark.

Colonial First State may keep some of the performance fee. For periods of high outperformance, the performance fee may be substantial. We recommend you discuss this with your financial adviser to understand the impact of the performance fee.

Alternative investments

Alternative investments typically include investments in futures, forwards and options and are not limited to investments in shares, bonds, cash and/or property.

FirstChoice Conservative, FirstChoice Moderate, FirstChoice Balanced and FirstChoice Growth may have an exposure to alternative investments by investing in an underlying fund that holds these investments. Their respective allocations are shown in the Investment Options Menu on pages 18 and 19.

The underlying fund that holds the alternative investments may pay a performance fee to the alternative investment managers of up to 27.50% for outperformance above a benchmark of 0%^{4,6} (calculated before the deduction of their management fees).

The effect of any performance fee paid is reflected in the return or value of the allocation that each investment option makes to alternative investments. For example, assuming all alternative investment managers achieve 2.0% outperformance above their relevant benchmark, FirstChoice Balanced (which has a 6% allocation to alternative investments) would effectively incur 0.033% in performance fees (2% x 6% x 27.50%), which would reduce the performance of the FirstChoice Balanced option by this amount.

Increases or alterations to the fees

We may vary the management fees used to calculate the management costs set out on pages 7 to 9 at any time at our absolute discretion, without your consent, within the limits prescribed in the trust deed. If the variation is an increase in a fee or charge, we will give you 30 days advance written notice.

The trust deed provides for the following maximum fees (fees are inclusive of the net effect of GST):

- a maximum entry fee (referred to in the PDS as a contribution fee) of 5.0%
- a maximum exit fee (referred to in the PDS as a withdrawal fee) of 4.0%
- a maximum management fee of 3.0%
- insurance administration fee of 10% of premium (for members entering the fund after 16 April 2004)
- a maximum switching fee of 5.0% of the value of the investment switched
- (for options with performance fees) a maximum performance fee rate of 25%
- a maximum transaction fee of \$50 (CPI-adjusted from 1 March 1994):
 - for each switch in excess of four per year
 - for any other matter to which the trustee must attend in relation to a member, where the trustee reasonably considers a transaction fee is justified.

Please note: The maximums are provided for information and are not the current fees charged. The current fees are shown on pages 7 to 9.

The law and the trust deed allow us to charge reasonable fees for requests for information relating to family law cases and the superannuation splitting provisions. At this time we have elected not to charge these fees; however, we reserve the right to charge them at a later date.

Transaction costs

Transaction costs such as brokerage, government taxes/duties/levies, bank charges and account transaction charges are paid from each option. When you invest, switch or withdraw all or part of your investment, we use what is called a 'buy/sell' spread to recover transaction costs incurred. Because there are costs in buying and selling assets, we use the 'buy/sell' spread to direct these costs to investors transacting rather than other investors in the option.

The 'buy/sell' spread that applies to each option is shown in the table on pages 7 to 9. **Please note** that the 'buy/sell' spreads are not fees paid to us. They are paid to the option. They are, however, an additional cost to you. They may be altered at any time.

For some transfers from other FirstChoice Superannuation products and some account consolidations in this product, in certain circumstances, we may be able to refund transaction costs.

Where short-term settlement borrowing or borrowing for underlying funds occurs (including geared options), borrowing costs such as interest on borrowings, legal fees and other related costs are payable by those options.

Transaction costs example: If you make a \$50,000 investment in or withdrawal from the Colonial First State Diversified option, you will incur transaction costs of \$100.

FirstRate Investment Deposits

If you withdraw or switch from FirstRate Investment Deposits within the specified period, early withdrawal adjustments may apply. Please refer to the Reference Guide – Transacting on your account for more details.

Abnormal costs

Abnormal costs such as the costs of investor meetings, changes to the trust deed, recovery and realisation of assets and defending legal proceedings are paid from FirstChoice. These costs are incurred fairly infrequently.

Other operating expenses

The trust deed allows for the ongoing operating expenses (such as registry, audit, regulatory, taxation advice and offer documents) to be paid directly from the trust. The trustee recovers costs related to custody, and a portion of the costs related to audit, regulatory, production of the offer document and particular transactions. The trust deed does not place any limit on the amount of the ongoing operating expenses that can be paid from the trust.

Investor protection

Generally, if at any time your account balance in FirstChoice Personal Super is less than \$1,000 and it includes or has included Superannuation Guarantee or award contributions by your employer, government regulations limit the amount of charges that can be deducted from your account.

What is paid to your adviser?

The adviser recommending this product may receive payments for the following:

- a contribution fee; please refer to page 6 in the fees and costs table for further information
- an adviser trail which is included in the management costs; please refer to the table below and page 6 in the fees and costs table for further information
- an adviser service fee that you agree with your adviser for advice relating to your investment in the fund; please refer to 'Adviser service fee' for further details
- insurance commission which is included in your insurance premiums. Please refer to page 14 under the heading 'Insurance commission' for further details.

You may be entitled to lower fees or to negotiate a rebate with your adviser. Please refer to 'Negotiation of fees' for further details. The maximum adviser remuneration is as follows:

| Investment option name | Contribution fee | Adviser trail | Adviser service fee | Insurance commission |
|---|------------------|----------------|-----------------------------|----------------------|
| All options except Cash and deposit options | Up to 4.29% | Up to 0.60% pa | As agreed with your adviser | 22% |
| Cash | Nil | Up to 0.60% pa | | |
| FirstRate options | | Up to 0.25% pa | | |

Dealer groups, IDPS operators and other licensees may also receive remuneration from us for offering the fund on their investment menus or for the provision of services. This remuneration may be up to an amount equal to 100% of the relevant management costs indicated in the table on pages 7 to 9 in a given year. These amounts may be rebated or retained by the dealer group, IDPS operator or licensee. If these amounts are paid, they are paid by us and are not an extra amount paid from the fund nor are they an amount you pay.

Any payments will be made in compliance with the Financial Services Council Industry Codes of Practice (Codes). We keep a register of certain payments as required by the Codes. Please contact us if you would like to view this register.

Details of the adviser's remuneration will be in the Financial Services Guide and Statement of Advice which your adviser must give you.

Negotiation of fees

Outlined below are the circumstances in which certain investors can negotiate or receive lower fees.

Contribution fees

You may be able to negotiate lower contribution fees. Please contact your adviser directly for details regarding negotiation of contribution fees.

If you do not have an adviser or unless your adviser agrees otherwise, the contribution fee defaults to the maximum shown in the fees and costs table on page 6.

Adviser service fee

You can also agree with your financial adviser to have an adviser service fee, for advice received relating to your investment in the fund, paid directly from your investment. The adviser service fee (including GST) will be paid to your current adviser or any subsequent adviser on your investment.

Please note: Paying an adviser service fee from a FirstRate Term Deposit or FirstRate Investment Deposit will be treated as an early withdrawal and this will reduce your interest rate. Please refer to the Reference Guide – Transacting on your account for further details.

An **ongoing** fee can be charged as:

- a percentage of your account value, or
- a set dollar amount.

This ongoing fee will be deducted from one of your options on a monthly basis within the first five business days of the following month.

In addition, a **one-off** fee can also be charged as:

- a set dollar amount.

This one-off fee will be deducted from one of your options within the first five business days of the following month.

The trustee may at its discretion refuse to deduct an adviser service fee or refuse to record or deal with your adviser at any time. Please contact your adviser directly regarding the negotiation of the adviser service fee.

Management cost rebates

You may be entitled to a rebate of part of the management costs on your investment options, other than FirstRate investment options.

Management cost rebates are calculated and paid net of income tax and the net effect of GST.

Management cost rebates are calculated monthly using your account balances and the rebate rate that applied on the last day of the month. If you close your account, your redemption will only include a rebate calculated to the end of the month prior to the redemption. Management cost rebates will be credited to your account in the form of additional units as follows:

| Management cost rebates | Frequency of payment |
|-------------------------|------------------------------------|
| Adviser trail rebate | Monthly |
| Portfolio rebate | Six-monthly in September and March |

Unless you nominate a particular investment option, the management cost rebates will be paid to your investment options as outlined on page A2 in the application forms section.

Adviser trail rebates

For options except FirstRate Saver, FirstRate Investment Deposits and FirstRate Term Deposits, the adviser trail is part of the management costs included in the unit prices of your investments and is not an additional cost to you.

If you do not have an adviser or unless your adviser agrees otherwise, the full management cost will apply including the adviser trail amount shown under the heading 'What is paid to your adviser?'. You may be able to negotiate a rebate of all or part of this adviser trail with your adviser. An adviser trail rebate will reduce the total fees and costs that apply to your investment.

Please note: For FirstRate Saver, FirstRate Investment Deposits and FirstRate Term Deposits, adviser trail rebate payments are paid by us and are not a further amount you pay. However, if you negotiate a rebate of all or part of the adviser trail, this rebate payment will effectively increase the interest you earn.

Your adviser may change the level of your adviser trail rebate at any time up to the maximum adviser trail included in the management costs. We will inform you of any changes to the calculation of your adviser trail rebate. Please contact your adviser directly for details regarding negotiation of an adviser trail rebate.

Portfolio rebate

You may be entitled to a portfolio rebate depending on the size of your portfolio invested in eligible FirstChoice products. Eligible FirstChoice products included in the calculation of your portfolio rebate are:

- FirstChoice Investments
- FirstChoice Personal Super
- FirstChoice Pension, and
- FirstChoice Employer Super.

Investments which you may hold in the FirstChoice Wholesale range of products are not eligible for the portfolio rebate which you may receive in relation to any of the investments described above. Additionally, although your investments in FirstChoice Employer Super, and the Colonial First State Cash, and the FirstRate investment options in any of the eligible FirstChoice products count towards whether you are eligible for the portfolio rebate, no rebate is payable on amounts invested in those options.

FirstChoice accounts held under the same Online Identity Number (OIN) are automatically eligible and are counted towards your portfolio rebate. If you have more than one OIN, please contact us to ensure that your portfolio rebate is calculated correctly. You can also nominate investments held in joint names or as trustee for a trust or superannuation fund to be included in your portfolio rebate. Each account can only be linked to one OIN for portfolio rebate purposes. We do not allow linking of nominee company accounts.

If you have more than one eligible FirstChoice product, the portfolio rebate will be paid to each eligible product in proportion to your total portfolio.

The following table details the level of portfolio rebate you may be entitled to:

| Value of eligible FirstChoice products and investment options | Portfolio rebate (pa) |
|---|-----------------------|
| First \$400,000 | Nil |
| Next \$600,000 | 0.20% |
| Over \$1,000,000 | 0.40% |

Please note: Cash, deposit and Employer Super amounts are counted first in each tier amount.

Example calculation: A FirstChoice Personal Super investor has the following investments:

- Colonial First State Cash \$500,000
- FirstChoice Growth \$700,000
- TOTAL PORTFOLIO \$1,200,000

| Portfolio balance | Rate | Management fee rebate |
|--|-------------------|-----------------------|
| First \$400,000 (Cash option counted first) | \$400,000 X 0.00% | \$0 |
| Next \$600,000 (Cash option – \$100,000 remaining x 0.00% plus \$500,000 x 0.20%) | \$500,000 X 0.20% | \$1,000 |
| Over \$1,000,000 | \$200,000 X 0.40% | \$800 |
| TOTAL | | \$1,800 |

We may change the portfolio rebate level or eligibility criteria at any time. If you require any clarification, please refer to our website, colonialfirststate.com.au, contact Investor Services on 13 13 36 or speak to your financial adviser.

Insurance costs

Insurance premiums

The cost of insurance premiums depends on the amount of cover you choose and your personal circumstances, including your gender, health, occupation, age and whether you are a smoker.

The insurance premium is deducted monthly in advance from one of your investment options. You or your adviser must specify the investment option from which the insurance premium is deducted on the insurance application form.

Please note: Choosing FirstRate Term Deposits or FirstRate Investment Deposits investment options for premium deductions will be an 'early withdrawal' and reduce the interest you receive; refer to the Reference Guide – Transacting on your account.

Insurance commission

Your adviser may be entitled to receive an insurance commission for Death, Death and Total and Permanent Disablement and Salary Continuance Insurance premiums of up to 22% (inclusive of GST). Insurance commission is already included in the premium rates and is not an additional cost to you.

Other fees

An insurance administration fee of up to 6.4% of Death, Death and Total and Permanent Disablement premiums and up to 5% of Salary Continuance premiums is charged for administering your insurance arrangements.

This administration fee is included in the standard premium rates and is not an additional fee charged to your account.

For more information on insurance, please refer to the FirstChoice Super products Insurance booklet.

Taxation

Please refer to section 6 for further details.

Expenses

Where any expenses of an investment option, other than outlined below, are tax deductible, the benefit is already reflected in the daily unit price for the option.

Tax deductibility of management costs

The management costs quoted in the PDS are shown before any allowance for tax payable.

Under current tax legislation, the fund is able to claim a tax deduction (currently at the rate of 15%) for these management

costs. This deduction is passed on to the investors of the fund at the time the management costs are incurred, through the unit price. Thus, the actual costs charged are net of the tax deduction and cannot be claimed in your personal tax return.

Tax deductibility of insurance premiums

Similarly, the insurance premiums quoted in the PDS are shown before any allowance for tax payable.

Under current tax legislation, the fund is able to claim a tax deduction in respect of all or part of the insurance premiums paid through your account.

This deduction is passed on to the investors of the fund, at the time the premium is deducted from your account. As a result, the actual insurance premium charged against your account is net of the tax deduction and cannot be claimed in your personal tax return.

6 How super is taxed

Super is taxed at three stages: when it comes into the fund (super contributions), when it is in the fund (investment earnings) and when it leaves the fund (super benefits). There are many rules surrounding these taxes and a variety of factors which may impact the amount of tax you pay.

Tax on super contributions

Tax is deducted from certain contributions made to your account. The trustee pays the tax directly to the Australian Taxation Office. Contributions such as employer and salary sacrifice contributions made to your account are subject to 15% tax unless you exceed your concessional contributions cap.

The concessional contribution cap for 2011–12 is \$25,000. However, if you are age 50 or over, a transitional concessional contribution cap of \$50,000 applies up until 30 June 2012. From 1 July 2012, the standard concessional cap (currently \$25,000) will then apply to everyone regardless of age. However, it is important to note that the Government has announced a proposal to retain a higher concessional cap (starting at \$50,000) for people over age 50 after 1 July 2012, where their total super savings are less than \$500,000. Please see your financial adviser for more information.

Personal contributions that you make from your post-tax salary are classified as non-concessional contributions. You do not pay tax on those contributions as long as those contributions are below your non-concessional contributions cap and you have not claimed a tax deduction for those contributions.

The non-concessional contributions cap for 2011–12 is \$150,000 or up to \$450,000 over a three-year period if you are under age 65 at any time throughout 2011–12. If you are age 65 or over for all of 2011–12, then the cap is \$150,000.

Personal contributions for which you claim a tax deduction are concessional contributions which are subject to the concessional contributions cap.

Warning: If you exceed the contributions caps, you may also be liable for excess contributions tax of up to 46.5%, depending on your circumstances and the types of contributions.

Tax on investment earnings

Income which is earned in the fund (investment earnings) is taxed at a maximum rate of 15%. The effective rate of tax varies from fund to fund, depending on the level of tax deductions in the fund plus any tax credits available. This may actually result in the tax being lower than 15%.

Taxation costs are reflected in the unit price of each investment option, except for the FirstRate options. The FirstRate options have a fixed unit price and the interest rate credited will be net of super earnings tax of 15%.

Tax on super benefits

The amount of tax you pay on your super benefits depends on the type of super benefit, your age and whether you choose to receive your benefits as a lump sum or a pension. The amount of tax will also depend on the tax components that make up your super benefit.

All super benefits, both lump sum and pension, are not subject to tax if you're age 60 or over (other than certain death benefit payments). If you access your super before age 60, you may have to pay tax, on all or part of your benefit.

There may be tax advantages in rolling your super into a pension, rather than taking it as a lump sum.

Warning: We can collect your Tax File Number (TFN) under the Superannuation Industry (Supervision) Act. It is not an offence not to quote your TFN.

Please note: If we don't have your TFN, employer contributions made to your account will be taxed at the top marginal tax rate plus the Medicare levy instead of the normal concessional tax rate of 15%. Additionally, you won't be able to make any non-concessional or personal contributions.

Also, if you do not provide your TFN, then:

- more tax may become payable on your benefits than would otherwise be payable
- if you are eligible, you may not receive your Government co-contribution
- it may become more difficult to locate or amalgamate your superannuation benefits in the future to pay you any benefits you are entitled to.

If you provide your TFN to us, we will use it only for legal purposes, which include:

- calculating tax on any benefit you may be entitled to
- providing information to the Commissioner of Taxation (including disclosing your TFN).

If you provide your TFN to us, you consent to us using it to:

- seek information about your superannuation accounts from the Australian Taxation Office (ATO) using the ATO's Supermatch program or other facility provided by the ATO
- where, as a result, we locate information about superannuation accounts which you hold with other superannuation providers, contacting those providers to confirm the accuracy of the information.

After we have confirmed that you hold superannuation monies with other superannuation providers we will notify you and you can authorise us to consolidate those accounts on your behalf if you choose to do so.

Please note: The legal purposes may change in the future following legislative change and the consequences of not providing the TFN may also change as a result.

If you provide your TFN to us, we may provide it to another superannuation fund trustee or Retirement Savings Account provider to whom your benefits are to be rolled over, unless you request us not to do so in writing. In all other respects, your TFN will be treated as confidential.

The Federal Government has announced its intention to make changes to the way in which contributions are managed where no TFN has been received. The detail regarding these changes is yet to be finalised but it is expected that these changes will come into effect on 1 July 2012. We will notify you as soon as reasonably practicable after the changes come into effect and in any event, no later than 12 months after the change.

You should talk with your financial adviser about how super may be appropriate for your individual objectives, financial situation and needs.

You should read the important information (incorporated by reference) about how super is taxed before making a decision. Go to the Reference Guide – About super, available online at colonialfirststate.com.au/fcps or by calling 13 13 36. The material relating to tax may change between the time you read this PDS and the day you sign the application form.

7 Insurance in your super

Insurance is a very important part of your financial planning, as it provides you and your family with financial security should something unexpected happen to you. Linking insurance to your superannuation can potentially be both cost and tax-effective.

Insurance cover is provided through group policies issued to the trustee by The Colonial Mutual Life Assurance Society Limited ('Commlnsure' or 'the insurer').

Types of insurance cover

FirstChoice Personal Super offers a range of insurance cover options to suit your individual needs. These options are:

- Death only
- Death and Total and Permanent Disablement (TPD)
- Salary Continuance (SCI).

Insurance cover can be increased or reduced to meet your changing needs. It is therefore important that you regularly review your insurance arrangements. We recommend that you speak to your financial adviser before applying for insurance cover.

When does your cover commence?

Your application for insurance cover will need to be assessed by Commlnsure. Your insurance cover will commence when:

- the insurer has accepted your application for insurance, and
- you have sufficient account balance in FirstChoice Personal Super to cover the monthly insurance premiums.

You will be notified in writing of Commlnsure's assessment of your application and, if it is accepted, the date that your insurance cover or increase in cover commences.

How much does your insurance cover cost?

Insurance premiums are the cost that you pay for insurance cover. Insurance premiums vary according to your age, gender, occupation and type of cover. Insurance premiums may also be affected by your health, whether or not you smoke and any sporting or recreational activities in which you may participate.

Premiums are calculated based on your age next birthday, the type of insurance cover that you hold and the applicable premium rate. To work out how much your premium is likely to cost, please refer to the FirstChoice Super products Insurance booklet for more detailed information or call us for a quote on 13 13 36.

Premiums are paid at the beginning of each month in advance and are deducted from your account.

You can cancel your insurance at any time but if you subsequently decide you would like to reinstate your insurance, you may be required to provide medical evidence.

If you wish to apply for insurance cover, you must complete the insurance application form and personal statement which is provided in the FirstChoice Super products Insurance booklet.

Important information (incorporated by reference) regarding the insurance benefits available to you is outlined in the FirstChoice Super products Insurance booklet, which is available online at colonialfirststate.com.au/FirstChoiceinsurance. Alternatively, your adviser can provide you with this booklet or you can call Investor Services on 13 13 36 and a copy will be provided to you free of charge. You should read this information carefully in order to decide whether the insurance offered is appropriate for your circumstances.

8 How to open an account

Read this PDS

You should read all parts of the PDS or contact Colonial First State on 13 13 36 or email us at contactus@colonialfirststate.com.au if you would like a paper copy to be sent to you free of charge. You should assess whether the product is appropriate for you and speak to your financial adviser before making a decision to invest in the product.

If you decide to invest in the product, you should always check that you are completing an application form from the most up-to-date version of the PDS.

By completing the application, you agree to the content of the PDS available at the date you first become an investor in FirstChoice Personal Super. Thereafter, we will notify you of changes to the PDS in accordance with our legal obligations.

Complete the forms required in the application forms section

Complete the application form included with or accompanied by the PDS and send it to us. Alternatively, you can complete the application online and send it to us. Please refer to the application form checklist to help you determine which forms to complete.

Units in FirstChoice cannot be issued to you unless you use the application form attached to or accompanied by either a paper or an electronic copy of the PDS.

Is there a cooling-off period?

A 14-day 'cooling-off period' will apply to your initial investment in FirstChoice Personal Super in certain circumstances. If, during the 14-day cooling-off period, you decide that FirstChoice Personal Super does not meet your needs, then contact your financial adviser and advise us in writing.

Amounts that are, or become 'preserved' or 'restricted non-preserved' cannot be refunded directly to you if you take advantage of the 14-day cooling-off period (unless you satisfy a condition of release).

The 14 days start when your transaction confirmation is received by you or five days after your units are issued, whichever is earlier.

We will refund your investment, reduced or increased for market movements. We will also deduct any tax or duty incurred and an amount for reasonable transaction and administration costs we incur in relation to your investment in the fund, including determining your application. As a result, the amount returned to you may be less than your original investment.

Please note that the cooling-off period will lapse if you transact on your account within the 14 days. We will roll over or transfer these amounts to the superannuation fund, Retirement Savings Account (RSA) or Approved Deposit Fund (ADF) you nominate.

Under normal circumstances we will return your investment within seven working days of you notifying us (and, where relevant, once we have established your identity). For more information, please call Investor Services on 13 13 36.

How is your personal information dealt with?

The privacy of your personal information is important to us. Information about how your personal information is dealt with is set out in the Reference Guide – Transacting on your account. You should read this information before you apply. You may be contacted by telephone unless you ask us not to do so. To stop receiving telemarketing, please call 13 13 36. You will be taken to agree to the collection, use and disclosure of your personal information as set out in the Reference Guide above when you apply to make an investment.

What to do if you have a complaint

We accept that sometimes we can get things wrong, and when this happens we're determined to make them right again.

Talk to us

Most problems can be resolved quickly and simply by talking with us. You can call our Customer Service team on 13 13 36 from 8am to 7pm (Sydney time) Monday to Friday. If you need further assistance after your initial enquiries, you can contact Customer Relations.

Customer Service 13 13 36
contactus@colonialfirststate.com.au

Customer Relations 1800 805 605
CustomerRelations@cba.com.au

National Relay Service TTY/Voice: 133 677
SSR: 1300 555 727
<http://www.relayservice.com.au/>

You can also contact us

- by writing to: CBA Group Customer Relations, GPO Box 41, Sydney NSW 2001
- through a third party, providing you give us written authority to deal with them about the complaint

When you make a complaint to us, we will:

- acknowledge your complaint and make sure we understand the issues
- do everything we can to fix the problem
- keep you informed of our progress
- keep a record of your complaint
- give you our name, a reference number and contact details so that you can follow up if you want to, and
- provide a final response within 45 days.

If we are unable to provide a final response to your complaint within 45 days, we will:

- inform you of the reasons for the delay
- advise of your right to complain to the Superannuation Complaints Tribunal (SCT), and
- provide you with the SCT contact details.

External dispute resolution

If you are not happy with the response we provide, you may refer your complaint to an external dispute resolution service.

The SCT is a Commonwealth body that deals with complaints about superannuation. You can contact the SCT on 1300 780 808, or by writing to Superannuation Complaints Tribunal, Locked Bag 3060, GPO Melbourne VIC 3001, or online at www.sct.gov.au. Our membership number is 10318.

Application form checklist

Send your completed application form and cheque (if required) to:

Colonial First State, Reply Paid 27, Sydney NSW 2001

Which forms should you complete?

| How can you ... | Application Form (page A3) | Request to Transfer (page A29) | Non-lapsing Death Benefit Nomination (page A23) | Direct Debit Authority (page A19) |
|---|-------------------------------|--------------------------------------|---|---|
| Make a superannuation contribution | ● | | | |
| Transfer/Roll over superannuation funds from another institution ¹ | ● | ● | | |
| Nominate who receives my benefit on death ² | ● | | ● | |
| Establish a third party direct debit ³ | ● | | | ● |

FirstChoice Personal Super application form (refer to page A3)

To ensure that we are able to process your application quickly and efficiently, please check that you have completed the following steps:

| Step 1 – Part A | Your details – Complete sections 1–4 |
|-------------------------------|--|
| Account details | Nominate to open a new account or link to an existing account |
| Investor details | Provide your full name, date of birth and Tax File Number (refer to the PDS, page 15 for further details) |
| Contact details | Provide your contact details, including residential address |
| Employment details | Indicate your employment status and complete the other applicable sections |
| Step 2 – Part B | Your investment – Complete sections 5–7 |
| Contribution/Rollover details | <p>Provide details of your contribution and/or rollover</p> <p>Please note: If you are making a CGT contribution, you will need to provide us with a CGT cap election form (available from the ATO). If you don't provide us with the form, we must treat the contribution as a non-concessional contribution and it will count towards your non-concessional contributions cap</p> <p>If you are making a personal injury payment, you will need to provide us with a contribution for personal injury form (available from the ATO). If you don't provide us with this form, we must treat the contribution as a non-concessional contribution</p> <p>CGT and personal injury payments cannot be sent via EFT or BPAY</p> <p>If you are making a personal contribution and intend to claim a personal tax deduction, you must provide us with a 'Notice of Intent to Claim a Tax Deduction', available from the ATO</p> <p>Please contact Investor Services on 13 13 36 or speak with your adviser if you require further information</p> |
| Payment details | <p>Indicate your method of payment. If investing by direct debit, please complete your bank details in section 6. If investing via cheque, please cross your cheque 'Not Negotiable' and make payable to:</p> <p>'FirstChoice Personal Super, <Investor name>'</p> |
| Investment allocation | <p>Complete your investment allocation details including:</p> <ul style="list-style-type: none"> The option(s) you wish to invest in The percentage to be attributed to each option for initial investments The percentage to be attributed to each option for your regular investment plan (if applicable) <p>Please note: If no investment option is selected, your investment is allocated to the Colonial First State Cash option</p> |

1 When you send the application form to us, please ensure that you provide an estimate of your superannuation balance. You can obtain this information from your current superannuation provider. Additionally, the completed request to transfer form **must be sent to the institution that currently holds your superannuation funds**. Some institutions may require additional paperwork. On receipt of your funds we will confirm this contribution to you.

2 Only complete the application form if you are not already a member of FirstChoice Personal Super, or are rolling insurance from another provider.

3 **Please note:** We require a separate direct debit authority to be completed in all cases where the bank account details do not exactly match the investor details on this account.

| Step 3 – Parts C & D | | Other information and declaration – Complete sections 8–13 |
|---------------------------|---|--|
| Auto-rebalancing facility | This facility allows you to rebalance the percentage amounts across each of your investment options, back in line with your preferred investment strategy. Please refer to the Reference Guide – Transacting on your account for further details of this facility | |
| Online services | You are automatically provided with access to online services. Do not cross the box if you want online access | |
| Adviser service fee | You only need to complete this section if you have agreed with your financial adviser to have an ongoing and/or one-off adviser service fee deducted from your investment | |
| Management cost rebate | Select the investment option to which any management cost rebate that may be applicable is to be credited. Refer to the PDS, page 13 to see if you are eligible and for further details on the management cost rebate | |
| Declaration and signature | Sign the declaration. If you are signing under a Power of Attorney, please see below | |

| Step 4 | | Identification and verification |
|--------|--|--|
| | | You or your adviser may also like to complete the identification and verification form on page A17 so that we can establish your identity (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws) and assist us in processing any future withdrawal request efficiently |

Please note: If you are signing under a Power of Attorney, please comply with the following:

- Attach a certified copy of the Power of Attorney document.
- **Each page** of the Power of Attorney document must be certified by a Justice of the Peace, Notary Public or Solicitor.
- Should the Power of Attorney document NOT contain a sample of the Attorney's signature, please also supply a certified copy of the identification documents for the Attorney, containing a sample of their signature, eg Driver's Licence, Passport, etc.
- The Attorney will also need to complete a power of attorney identification form (to enable us to establish the identity of the Attorney) which can be obtained from our forms library at colonialfirststate.com.au or by phoning Investor Services on 13 13 36.

Default order for deduction of fees and management cost rebates

Please note: Where amounts are to be deducted from or credited to your investment, for example, insurance premiums, adviser service fees or management cost rebates and no option or an invalid option has been nominated by you, a default order exists. Generally, the default order draws from or credits to your more conservative option first. Special rules may apply where you hold FirstRate Term Deposit or FirstRate Investment Deposit options. Please call Investor Services on 13 13 36 should you require further information.

FirstChoice Personal Super Application Form



28 May 2012

Units in FirstChoice Personal Super will only be issued on receipt of the completed application form and any documents required to be attached issued together with the PDS dated 28 May 2012. You should read all parts of the current PDS before applying. Refer to pages A1 to A2 for instructions on how to complete this form. Please phone Colonial First State Investor Services on 13 13 36 with any enquiries.

Please complete this form using **BLACK INK** and print well within the boxes in **CAPITAL LETTERS**. Mark appropriate answer boxes with a cross like the following **X**. Start at the left of each answer space and leave a gap between words.

OFFICE USE ONLY

Fields marked with an asterisk (*) **must** be completed for the purposes of anti-money laundering laws.

PART A – YOUR DETAILS

1 ACCOUNT DETAILS

I am a new investor

Link to my existing account, my account number is

2 INVESTOR DETAILS

Title Gender

Mr Mrs Miss Ms Other Male Female

Full given name(s)*

Surname*

Tax File Number. You are not obliged to disclose your TFN, but there may be tax consequences. (Refer to the PDS, page 15 for information on the implications of not providing your TFN.)

Date of birth* / / Occupation and industry*

Are you a permanent resident of Australia?* Your main country of residence, if not Australia*

Yes No

3 CONTACT DETAILS

Residential address (PO Box is NOT acceptable)*

Unit number Street number Street name

Suburb State Postcode

Country

Postal address (if different to above)

Unit number Street number PO Box Street name

Suburb State Postcode

Country

Work phone number Home phone number Fax number Mobile phone number

Email address

Please note: If you provide your email address, you agree that we may provide you with information including statements, transaction confirmations, promotions and our quarterly e-iQ newsletter by email. From time to time we may still need to send you letters in the post. If you wish to change your communication preferences you can do so by logging on to FirstNet or contacting us on 13 13 36.

4 EMPLOYMENT DETAILS

In order to invest in super you need to meet certain criteria, based upon your age and employment status. Please cross (X) in the box which represents your status.

Under age 65

Aged 65-74 **Have you worked for at least 40 hours over a period of 30 consecutive days in the current financial year?**

Yes No

Permanently retired

PART B – YOUR INVESTMENT

5 CONTRIBUTION/ROLLOVER DETAILS

Please indicate below the amount of your contribution and/or rollover. If you have multiple contributions and/or rollovers and wish to invest in a FirstRate Term Deposit and only open one term deposit, please cross (X) the box on page A8. We will then hold funds in FirstRate Saver until all application monies are received.

| | Investment or contribution amount | Regular investment plan |
|--|--|--|
| (a) Personal contribution | \$ <input type="text"/> , <input type="text"/> , <input type="text"/> . <input type="text"/> | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> |
| Amount for which I will be claiming a tax deduction ^{1,2} | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | |
| Please provide a Notice of Intent to claim or vary a deduction for personal super contributions form (available from the ATO). | | |
| (b) Employer contribution | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> |
| (c) Salary sacrifice | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> |
| (d) Spouse contribution | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> |
| (e) Rollover | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | |
| If (e) is selected, provide the following information: | | |
| Name of previous institution | Policy number | Approx. amount |
| <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"/> |
| (f) CGT contribution | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | |
| Please provide a CGT cap election form at the time you make the contribution (available from the ATO). | | |
| (g) Personal injury payment | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | |
| Please provide a contribution for personal injury form at the time you make the contribution (available from the ATO). | | |
| Total investment | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> | \$ <input type="text"/> , <input type="text"/> . <input type="text"/> |

1 Claiming a full or a partial tax deduction may result in personal deductible contributions which are subject to 15% contributions tax and may count towards your concessional cap. Please refer to the PDS for further information.

2 A partial or full withdrawal or rollover made from this account may reduce your eligibility to claim a personal tax deduction.

6 PAYMENT DETAILS

How will this investment be made? **NOTE:** Cash is not accepted. We can only accept funds in Australian dollars.

Direct debit
(One-off
investment)

Make sure you also complete your bank account details below. Please ensure cleared funds are available

Earliest date funds are to be direct debited / /
(leave blank if we can direct debit when your application is processed)

Direct debit
(Regular
investment
plan)

Make sure you also complete your bank account details below and complete **section 7**

You can only nominate a bank account that is held in the name on this application. If you wish to nominate a bank account that is held in different name(s) you will have to complete the separate direct debit authority form on page A19. By providing your bank account details in this section you authorise Colonial First State to use these details for all future transaction requests that you nominate.

Please provide your account details in this section if you have requested us to debit or credit your bank account.

Name of Australian financial institution

Branch name

Branch number (BSB)

Account number

 —

Name of account holder

BPAY

Contact your bank or financial institution to make this payment from your cheque, savings, debit or transaction account. More info: www.bpay.com.au. Please see colonialfirststate.com.au/paymentoptions for details on how to make a BPAY payment to your account

Direct credit

Contact your bank or financial institution to make this payment from your account. Please see colonialfirststate.com.au/paymentoptions on how to make a direct credit payment to your account

Rollover

Make sure you have completed and sent the request to transfer form (on page A29), along with your certified identification, to your current superannuation provider and completed **section 5** of this form

Internal rollover¹

If you are rolling funds from another Colonial First State superannuation account, you do not need to complete a request to transfer form. **Please provide details below.** If you wish to transfer the full amount write 'Balance'

I would like to transfer funds from my existing Colonial First State account number

I would like to transfer the entire balance. I understand that doing this will close my existing account.

OR

I would like to retain a balance in my existing Colonial First State account

Please transfer exactly \$, , . to open this new account

OR

Please transfer the balance leaving exactly \$, , . in my above mentioned existing account

Please leave the remaining funds invested in the following investment allocation:

If no investment allocation is indicated, we will leave the balance in your current weightings.

Transfer of insurance

Is there insurance applicable? I would like to transfer my cover across to FirstChoice Personal Super.

Please note: If you are requesting an increase to your cover, you will need to complete the insurance application form in our FirstChoice Super products Insurance booklet.

¹ If you are transferring from FirstChoice Employer Super and your employer will be contributing to this account, please ensure that you have supplied your employer with a choice of fund nomination form. This will ensure they can continue to contribute to FirstChoice Personal Super.

6 PAYMENT DETAILS (CONTINUED)

2 I would like to transfer funds from my existing Colonial First State account number

I would like to transfer the entire balance. I understand that doing this will close my existing account.

OR

I would like to retain a balance in my existing Colonial First State account

Please transfer exactly \$, , . to open this new account

OR


Please transfer the balance leaving exactly \$, , . in my above mentioned existing account
Please leave the remaining funds invested in the following investment allocation:

If no investment allocation is indicated, we will leave the balance in your current weightings.

Transfer of insurance

Is there insurance applicable? I would like to transfer my cover across to FirstChoice Personal Super.

Please note: If you are requesting an increase to your cover, you will need to complete the insurance application form in our FirstChoice Super products Insurance booklet.

Cheque  Make cheque payable to 'FirstChoice Personal Super, <Investor name>'
(attached)

7 INVESTMENT ALLOCATION

Please specify the percentage you wish to invest in each option. Total must equal 100%.

The minimum initial investment is \$1,500. The minimum regular investment plan amount is \$100 per month. **If no investment option, or an invalid option is selected, your investment is allocated to the Colonial First State Cash option.**

Cross (X) this box if you would like to increase your regular investment plan amount in line with inflation (CPI) each year.

Note: This is not available for employer or salary sacrifice contributions.

| Option name | Option CODE | Initial or additional investments (%) | Regular investment plan (per month) | |
|--|-------------|---|---|---|
| | | | \$ | (minimum \$100 per month) |
| FIRSTCHOICE OPTIONS | | | | |
| FirstChoice Defensive | 001 | <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"/> % |
| FirstChoice Conservative | 013 | <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"/> % |
| FirstChoice Moderate | 014 | <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"/> % |
| FirstChoice Balanced | 251 | <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"/> % |
| FirstChoice Growth | 015 | <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"/> % |
| FirstChoice High Growth | 032 | <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"/> % |
| FirstChoice Geared Growth Plus | 240 | <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"/> % |
| FirstChoice Fixed Interest | 012 | <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"/> % |
| FirstChoice Property Securities | 018 | <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"/> % |
| FirstChoice Global Property Securities | 204 | <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"/> % |
| FirstChoice Global Infrastructure Securities | 205 | <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"/> % |
| FirstChoice Australian Share | 016 | <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"/> % |
| FirstChoice Boutique Australian Share | 083 | <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"/> % |
| FirstChoice Australian Small Companies | 071 | <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"/> % |
| FirstChoice Global Share | 017 | <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"/> % |
| FirstChoice Global Share – Hedged | 101 | <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"/> % |
| FirstChoice Asian Share | 202 | <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"/> % |
| FirstChoice Emerging Markets | 233 | <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"/> % |
| FirstChoice Geared Boutique Australian Share | 206 | <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"/> % |
| FirstChoice Multi-Index Series | | | | |
| FirstChoice Multi-Index Conservative | 005 | <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"/> % |
| FirstChoice Multi-Index Diversified | 008 | <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"/> % |
| FirstChoice Multi-Index Balanced | 022 | <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"/> % |

7 INVESTMENT ALLOCATION (CONTINUED)

| Option name | Option CODE | Initial or additional investments (%) | Regular investment plan |
|---|-------------|--|---|
| SINGLE MANAGER OPTIONS | | | |
| Conservative | | | |
| Colonial First State Conservative | 004 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Conservative Growth | 006 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Moderate | | | |
| Colonial First State Balanced | 007 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Diversified Growth | 009 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Growth | | | |
| BT Active Balanced | 030 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Diversified | 021 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Balanced Growth | 031 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| High growth | | | |
| Colonial First State High Growth | 033 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Split Growth | 034 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Cash and deposits | | | |
| Colonial First State Cash | 011 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| FirstRate Investment Deposit | | Maturity date <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"/> % |
| FirstRate Saver | 800 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| FirstRate Term Deposit – 3 month | 810 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="checkbox"/> |
| FirstRate Term Deposit – 6 month | 811 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | Please cross (X) this box if you wish to consolidate your contributions before commencing your term deposit. Funds will be held in FirstRate Saver until all application monies are received. |
| FirstRate Term Deposit – 9 month | 812 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | |
| FirstRate Term Deposit – 12 month | 813 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | |
| Fixed interest and income | | | |
| Aberdeen Australian Fixed Income | 003 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Diversified Fixed Interest | 002 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Global Credit Income | 078 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Macquarie Income Opportunities | 252 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Diversified Income | 103 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Schroder Credit Securities | 079 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| UBS Diversified Fixed Income | 254 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Enhanced yield | | | |
| Acadian Quant Yield | 236 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |

7 INVESTMENT ALLOCATION (CONTINUED)

| Option name | Option CODE | Initial or additional investments (%) | Regular investment plan |
|--|-------------|--|--|
| Colonial First State Enhanced Yield | 047 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Goldman Sachs Income Plus | 094 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| PM Capital Enhanced Yield | 091 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Property and infrastructure securities | | | |
| BT Property Investment | 066 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Challenger Property Securities | 212 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Index Property Securities | 087 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Property Securities | 065 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Goldman Sachs Australian Infrastructure | 235 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Principal Property Securities | 090 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| RREEF Property Securities | 044 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Global property and infrastructure securities | | | |
| AMP Capital Global Property Securities | 271 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Colliers Global Property Securities | 093 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Global Listed Infrastructure Securities | 226 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Australian share | | | |
| BT Core Australian Share | 038 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Australian Share – Core | 035 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Australian Share Long Short – Core | 231 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Equity Income | 232 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Imputation | 024 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Index Australian Share | 028 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Fidelity Australian Equities | 050 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Maple-Brown Abbott Imputation | 037 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Australian Share | 111 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual Industrial Share | 026 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Realindex Australian Share | 241 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Schroder Australian Equity | 039 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| UBS Australian Share | 027 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |
| Australian share – boutique | | | |
| Acadian Australian Equity | 096 | <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> % |

7 INVESTMENT ALLOCATION (CONTINUED)

| Option name | Option CODE | Initial or additional investments (%) | Regular investment plan |
|---|-------------|---|---|
| Acadian Australian Equity Long Short | 097 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Ausbil Australian Active Equity | 036 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Integrity Australian Share | 068 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Investors Mutual Australian Share | 074 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Ironbark Karara Australian Share | 092 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Merlon Australian Share Income | 234 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perennial Value Australian Share | 075 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| PM Capital Australian Share | 073 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Solaris Core Australian Equity | 072 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Australian share – small companies | | | |
| Ausbil Australian Emerging Leaders | 211 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Celeste Australian Small Companies | 049 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Future Leaders | 081 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Realindex Australian Small Companies | 242 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Global share | | | |
| Acadian Global Equity | 048 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| AXA Global Equity – Value | 076 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| BT Core Global Share | 043 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Capital International Global Share | 042 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Global Share | 029 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Index Global Share | 041 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Index Global Share – Hedged | 095 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| DWS Global Equity Thematic | 238 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| MFS Global Equity | 063 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Perpetual International | 064 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Realindex Global Share | 243 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Realindex Global Share Hedged | 244 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Zurich Investments Global Thematic Share | 270 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Global specialist | | | |
| Acadian Global Equity Long Short | 203 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Global Emerging Markets Select | 260 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |

7 INVESTMENT ALLOCATION (CONTINUED)

| Option name | Option CODE | Initial or additional investments (%) | Regular investment plan |
|---|-------------|---|---|
| Colonial First State Global Resources | 040 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Global Soft Commodity | 268 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Generation Global Share | 230 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Goldman Sachs Global Small Companies | 077 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Magellan Global | 267 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Platinum Asia | 258 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Platinum International | 070 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| PM Capital Absolute Performance | 100 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Realindex Emerging Markets | 263 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Alternatives | | | |
| Aspect Diversified Futures | 261 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| BlackRock Asset Allocation Alpha | 269 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Geared | | | |
| Acadian Geared Global Equity | 207 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Colliers Geared Global Property Securities | 208 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Geared Australian Share – Core | 082 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Geared Global Share | 046 | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % | <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> % |
| Colonial First State Geared Share | 045 | <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 | | 1 0 0 % | 1 0 0 % |

PART C – OTHER INFORMATION

8 AUTO-REBALANCING FACILITY

Please cross (X) the boxes below to indicate if you want your investment selection above to be applied to auto-rebalance your account (excluding FirstRate Term Deposits and FirstRate Investment Deposits). Before taking up this facility, refer to the Reference Guide – Transacting on your account.

| | | | |
|-------------------------------------|--------------------------|--|------------------------------------|
| Establish auto-rebalancing facility | <input type="checkbox"/> | Please complete the frequency for your account. If you make no frequency selection, we will rebalance your portfolio annually. | Frequency |
| | | | Annually <input type="checkbox"/> |
| | | | Quarterly <input type="checkbox"/> |

9 INSURANCE

Important information regarding the insurance benefits available to you is outlined in the FirstChoice Super products Insurance booklet which is available online at www.colonialfirststate.com.au/firstchoiceinsurance. Alternatively, your adviser can provide you with this booklet or you can call Investor Services on 13 13 36 and a copy will be provided to you free of charge.

If you wish to apply for insurance cover, you must complete the insurance application form and personal statement which is provided in the booklet.

10 ONLINE SERVICES

Please note that you will be automatically granted access to manage your investment over the internet through FirstNet and by telephone through FirstLink. Online access is provided under the terms and conditions provided in the Reference Guide – Transacting on your account.

Please cross (X) this box if you **do not** wish to have online access to your investment.

Please note: If you want your adviser to transact on your behalf, you will be automatically updated to full transaction access on your account via FirstNet, if you do not already have this level of access.

11 ADVISER SERVICE FEE

If no option, more than one option, an invalid option or an option with an insufficient balance is nominated, we will deduct this fee from the first option invested in, as outlined on page A2. We recommend you do not nominate FirstRate Term Deposits or FirstRate Investment Deposits for deduction of any adviser service fees, as that will create early withdrawals.

ONGOING FEE

Complete this section only if you have agreed with your financial adviser to have an **ongoing** adviser service fee deducted. Refer to the PDS, page 13 for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A7 to A11)

Adviser service fee including GST

. % per annum **OR** \$, . per month

ONE-OFF FEE

Complete this section only if you have agreed with your financial adviser to have a **one-off** adviser service fee deducted. Refer to the PDS, page 13 for details.

Investment option from which the fee is to be deducted. Indicate one option only.

Option **CODE** (refer to pages A7 to A11)

Adviser service fee including GST

\$, .

12 MANAGEMENT COST REBATE

Select the investment option for which any management cost rebate (adviser trail and portfolio rebate) that may be applicable is to be credited. Indicate one option only.

Option **CODE** (refer to pages A7 to A11)

If no option or more than one option or an invalid option is nominated, we will credit this rebate to the first non-cash option invested in, as outlined on page A2.

13 DECLARATION AND SIGNATURE

I acknowledge that if my application to become a member is accepted, my membership will be subject to the terms of the trust deed.

I declare and agree that:

- I have received and read the PDS and I acknowledge I have access to all statements and information that are incorporated by reference, together referred to below as ‘the PDS’
- my application is true and correct
- this application form is included in or accompanied by the PDS
- I have received and accepted the offer in the PDS in Australia
- if I have received the PDS from the internet or other electronic means, that I have received it personally or a printout of it, and it is accompanied by or attached to this application form
- for each option that is selected or in which I am invested:
 - I acknowledge I am bound by the relevant trust deed’s provisions (including consents, acknowledgements and declarations), terms and conditions contained in and related to a right, power, authority, discretion or obligation in the relevant trust deed (as amended from time to time)
 - I am bound as a separate commitment by the relevant product provider’s provisions (including consents, acknowledgements and declarations), terms and conditions in the PDS, and
 - where the option selected is a FirstRate Investment Deposit option, I confirm that I have received the relevant offer term sheet
and I acknowledge those documents are amended from time to time and I am bound by those changes, including any changes to the PDS between the date of signing my application and the date I first become a member of FirstChoice Personal Super
- I have legal power to invest
- if there is no investment option selected or I have selected a suspended, restricted or unavailable investment option, the trustee may choose to reject my investment or invest it in the Colonial First State Cash option
- I will tell you if my employment status changes, in particular I acknowledge that if I am age 65 or over I must meet the work test to make contributions to super
- my adviser will receive the payments detailed in the PDS and this application form including via redemption of units from my investment
- this application is not because of an unsolicited meeting with or telephone call from another person
- future investments will be made in line with the most recent transaction (excluding FirstRate Term Deposits, FirstRate Investment Deposits and/or regular investment plan) unless I instruct you otherwise
- if I am claiming a personal tax deduction in relation to my contributions, I have:
 - not yet lodged my income tax return for the current year of income
 - not yet made a contribution splitting application in respect of these contributions
 - not yet commenced a superannuation income stream based in whole, or part, on the contribution
 - not included these contributions in an earlier notice
 - no intention of withdrawing or rolling over these contributions

- by providing my Tax File Number, I give my consent to its use and disclosure as set out in the current PDS
- by investing (and remaining invested) with Colonial First State, I give my consent to the collection, use and disclosure of personal information as set out in the current PDS.

I acknowledge and agree that Colonial First State and/or its related entities (‘the Group’) will not be liable to me or other persons for any loss suffered (including consequential loss) where transactions are delayed, blocked, frozen or where the Group refuses to process a transaction or ceases to provide me with a product or service, including in circumstances where the Group reasonably believes that I am a Proscribed Person. A ‘Proscribed Person’ means any person or entity who the Group reasonably believes to be (i) in breach of the laws of any jurisdiction prohibiting money laundering or terrorism financing, or (ii) on a list of persons with whom dealings are proscribed by Australian laws or the laws of another recognised jurisdiction. A ‘Proscribed Person’ includes any person or entity who the Group reasonably believes to act on behalf, or for the benefit of, a person or entity referred to in (i) and/or (ii).

I confirm that the adviser service fee agreed with my adviser is:

- only for financial advice provided to me
- only for financial advice in relation to my investment in FirstChoice Personal Super, and
- I believe, a reasonable amount for the financial advice provided.

I acknowledge and agree that:

- Colonial First State has the discretion to decline a request to pay this adviser service fee in order to comply with its obligations under superannuation law, and
- it may be an offence including an illegal early release of super scheme if the above confirmation is not true and correct.

I acknowledge that:

- investments in FirstChoice Personal Super are not investments, deposits or other liabilities of Commonwealth Bank of Australia or its subsidiaries and are subject to investment and other risks, including possible delays in repayment and the loss of income and principal invested
- neither Colonial First State nor Commonwealth Bank of Australia or its subsidiaries guarantee the repayment of capital or the performance of the options or any particular rate of return from the options.

Direct Debit Request Authorisation

- I authorise Colonial First State Investments Limited (User ID 011802) to arrange for funds to be debited from my account at the financial institution identified in **section 6** above and in accordance with the Bulk Electronic Clearing System (BECS).
- I have read the ‘Direct Debit Customer Service Agreement’ provided with this PDS and agree with its terms and conditions.
- I request this arrangement to remain in force in accordance with details set out in **section 6** and in compliance with the ‘Direct Debit Customer Service Agreement’.

Identification and Verification Form – individuals

ADVISER USE ONLY

Full name of investor

You or your adviser may also like to complete this form so that we can establish your identity (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws) and assist us in processing any future request efficiently.

Financial advisers undertake identification and verification procedures by completing sections A to C of this form or by using other industry standard forms.

If you do not have a financial adviser, you will need to complete section A of this form and provide certified copies of the ID documents (do not send original documents).

The list of the parties who can certify copies of the documents is set out below. To be correctly certified we need the ID documents to be clearly noted 'True copy of the original document'. The party certifying the ID documents will also need to state what position they hold and sign and date the certified documents. If this certification does not appear, you may be asked to send in new certified documents.

List of persons who can certify documents* (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws):

- Justice of the Peace
- Solicitor
- Police Officer
- Magistrate
- Notary Public (for the purposes of the Statutory Declaration Regulations 1993)
- Employee of Australia Post (with two or more years of continuous service)
- Your financial adviser (provided they have two or more years of continuous service)
- Your accountant (provided they hold a current membership to a professional accounting body)
- Australian consular officer or an Australian diplomatic officer (within the meaning of the Consular Fees Act 1955)
- An officer of a bank, building society, credit union or finance company provided they have two or more years of continuous service.

* There are additional persons who can certify documents. A full list of the persons who can certify documents is available from our forms library at colonialfirststate.com.au.

SECTION A: VERIFICATION PROCEDURE

Complete Part 1 (or if the individual does not own a document from Part 1, then complete either Part 2 or Part 3).

| Part 1 | Acceptable primary ID documents |
|---|--|
| Cross <input checked="" type="checkbox"/> | Select ONE valid option from this section only |
| <input type="checkbox"/> | Australian State/Territory driver's licence containing a photograph of the person |
| <input type="checkbox"/> | Australian passport (a passport that has expired within the preceding two years is acceptable) |
| <input type="checkbox"/> | Card issued under a State or Territory for the purpose of proving a person's age containing a photograph of the person |
| <input type="checkbox"/> | Foreign passport or similar travel document containing a photograph and the signature of the person ¹ |

Continued over the page...

1 Documents that are written in a language that is not English must be accompanied by an English translation prepared by an accredited translator. An accredited translator is any person who is currently accredited by the National Accreditation Authority for Translators and Interpreters Ltd (NAATI) at the level of Professional Translator or above.

2 ACCOUNT HOLDER(S) OR THIRD PARTY (CONTINUED)

DIRECT DEBIT REQUEST AUTHORISATION

- I/We have read the 'Direct Debit Customer Service Agreement' provided below and agree with its terms and conditions.
- I/We request this arrangement to remain in force in accordance with details set out in the schedule and in compliance with the 'Direct Debit Customer Service Agreement'.

Colonial First State Investments Limited ABN 98 002 348 352 AFS Licence 232468 (Colonial First State) is the issuer of a range of investment, pension and superannuation products. Interests in the superannuation and pension products are issued from the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557 or the Colonial First State Rollover & Superannuation Fund ABN 88 854 638 840.

Signature of bank account holder or company officer

Print name

Date

Signature of bank account holder

Print name

Date

Please mail the ORIGINAL form to:

Colonial First State
Reply Paid 27, Sydney NSW 2001

Faxed copies **cannot** be accepted.

Direct debit customer service agreement

Our commitment to you

- We will send you regular transaction statements in addition to the initial confirmation of your drawings.
- Where the due date for a drawing falls on a non-business day, we will draw the amount on the next business day.
- We will provide written notice of any proposed changes to your drawing arrangement, providing no less than 14 days notice. If you are unhappy with any changes we make, you may cancel your direct debit arrangement without fee or charge by providing us with written notice as outlined under the heading 'Your rights'.
- We may terminate your direct debit arrangement if drawings are returned unpaid, or if debit is unsuccessful three times in any 12-month period.
- We will keep all information provided by you, and details of your nominated account at the financial institution, private and confidential.
- We will investigate and deal promptly with any queries, claims or complaints regarding debits, providing a response within 20 business days.

Your commitment to us

- It is your responsibility to check with your financial institution prior to completing the direct debit request, that direct debiting is available on that account.
- It is your responsibility to ensure that the authorisation on the direct debit request is identical to the account signing instruction held by the financial institution of the nominated account.

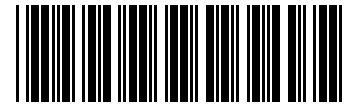
- It is your responsibility to ensure at all times that sufficient funds are available in the nominated account to meet a drawing on the due date for payment.
- It is your responsibility to advise us if the account nominated by you to receive the drawings is altered, transferred or closed.
- It is your responsibility to arrange with us a suitable alternative payment method if the drawing arrangements are stopped either by you or by the nominated financial institution.
- It is your responsibility to meet any charges resulting from the use of the direct debit system. This may include fees charged by us as a result of drawings returned unpaid, such fees being equal to actual costs we incur.

Your rights

- You may request to defer or alter the agreed drawing schedule by giving written notice to us. Such notice should be received by us at least five business days prior to the due date for the next drawing.
- You may cancel the direct debit arrangement at any time by giving written notice to us. Such notice should be received by us at least five business days prior to the due date for the next drawing. Your nominated financial institution may also accept a request to cancel your direct debit arrangement with us.
- All transaction disputes, queries and claims should be raised directly with us. We will provide a verbal or written response within 20 business days from the date of the notice. If the claim/dispute is successful, we will reimburse you by way of cheque or electronic credit to your nominated account.

Please phone Colonial First State Investor Services on 13 13 36 with any enquiries or send an email to contactus@colonialfirststate.com.au.

Colonial First State Non-lapsing Death Benefit Nomination Form



Alterations to your form must be initialled by you and both witnesses or it will be invalid. Refer to following pages for an example.

Please complete this form using BLACK INK and print well within the boxes in CAPITAL LETTERS. Start at the left of each answer space and leave a gap between words. Please cross appropriate answer boxes.

1 PERSONAL DETAILS

Account number (if known)

Mr/Mrs/Miss/Ms/Other Date of birth / /

Given name(s) Surname

Phone number Mobile phone number

Email

2 ACCOUNT DETAILS

If you have more than one account with Colonial First State, you can apply this nomination to each of those accounts by providing the account numbers below. If you do not specify any accounts, your nomination will only apply to the account nominated above, or the account opened from the application that this form is attached to. Please cross as appropriate.

This nomination is to apply to all existing accounts **OR** This nomination applies to the accounts listed below

3 NOMINATION DETAILS

To make a new nomination or update an existing nomination, please complete the table below and ensure that all necessary fields are completed.

| Nominee (full name) | Relationship to member | Date of birth | % of death benefit |
|--|--|--|--|
| <input type="text"/> | <input type="checkbox"/> Spouse <input type="checkbox"/> Child <input type="checkbox"/> Interdependant <input type="checkbox"/> Financial dependant | <input type="text"/> / <input type="text"/> / <input type="text"/> | <input type="text"/> . <input type="text"/> % |
| <input type="text"/> | <input type="checkbox"/> Spouse <input type="checkbox"/> Child <input type="checkbox"/> Interdependant <input type="checkbox"/> Financial dependant | <input type="text"/> / <input type="text"/> / <input type="text"/> | <input type="text"/> . <input type="text"/> % |
| <input type="text"/> | <input type="checkbox"/> Spouse <input type="checkbox"/> Child <input type="checkbox"/> Interdependant <input type="checkbox"/> Financial dependant | <input type="text"/> / <input type="text"/> / <input type="text"/> | <input type="text"/> . <input type="text"/> % |
| <input type="text"/> | <input type="checkbox"/> Spouse <input type="checkbox"/> Child <input type="checkbox"/> Interdependant <input type="checkbox"/> Financial dependant | <input type="text"/> / <input type="text"/> / <input type="text"/> | <input type="text"/> . <input type="text"/> % |
| Legal Personal Representative (Your Estate) | N/A | N/A | <input type="text"/> . <input type="text"/> % |
| If you nominate 100% of the Benefit Allocation to your Legal Personal Representative, continue to section 5. | | | |
| TOTAL MUST EQUAL 100%. THIS INCLUDES ANY ADDITIONAL NOMINATIONS YOU ATTACH TO THIS FORM. PLEASE REFER TO THE FREQUENTLY ASKED QUESTIONS ATTACHED – ‘HOW DO I NOMINATE MORE BENEFICIARIES’. | | | TOTAL <input type="text"/> . <input type="text"/> % |

4 REMOVE EXISTING BENEFICIARY

REMOVE EXISTING NOMINATION (Please continue to section 5 – Member declaration.)

5 MEMBER DECLARATION

I understand/declare that:

- if this nomination is consented to by Colonial First State, any existing death benefit nomination will be revoked and replaced
- any beneficiary nominated by me, other than my legal personal representative, must be a dependant within the meaning of the Superannuation Industry (Supervision) Act 1993 (SIS Act). A dependant includes my spouse, child, a person who is financially dependent on me or with whom I have an interdependency relationship
- at the time of making this nomination, the beneficiary or beneficiaries nominated by me are dependants within the meaning of the SIS Act
- if my nomination is invalid in whole or in part, or cannot be followed for any reason or because a beneficiary/beneficiaries is no longer a dependant at the date of my death, then that proportion of my benefit will be paid to my legal personal representative
- my beneficiary/beneficiaries and I will be bound by the provisions of the trust deed relating to non-lapsing death benefit nominations
- I may at any time revoke or replace a non-lapsing death benefit nomination in accordance with FirstChoice's procedures and with the consent of Colonial First State

- this declaration must be signed and dated by me in the presence of two witnesses (who are not nominated by me as a beneficiary of my death benefit), both of whom are over the age of 18
- this nomination applies to the account number(s) identified on this form. This nomination may be transferred with the identified account(s) to another superannuation or pension account
- I have read the PDS and agree to be bound by the provisions of the trust deed governing the fund (as amended)
- I am over the age of 18.

I acknowledge that Colonial First State and/or its related entities ('the Group') will not be liable to me or other persons for any loss suffered (including consequential loss) where transactions are delayed, blocked, frozen or where the Group refuses to process a transaction or ceases to provide me with a product or service, including in circumstances where the Group reasonably believes that I am a Proscribed Person.

A 'Proscribed Person' means any person or entity who the Group reasonably believes to be (i) in breach of the laws of any jurisdiction prohibiting money laundering or terrorism financing, or (ii) on a list of persons with whom dealings are proscribed by Australian laws or the laws of another recognised jurisdiction. A 'Proscribed Person' includes any person or entity who the Group reasonably believes to act on behalf, or for the benefit of, a person or entity referred to in (i) and/or (ii).



A nomination is not considered valid unless it has been completed correctly and we receive it. Any alterations to your form must be initialled by yourself and both witnesses or it will be invalid. A nomination will not be effective until we have consented to it. You should regularly review your nomination to ensure that the nominated beneficiary/beneficiaries remain eligible to receive the portion of your death benefit specified in this nomination and that this nomination accurately reflects your wishes. If you wish to revoke or replace an existing death benefit nomination, you must complete and lodge with us a new Non-lapsing Death Benefit Nomination Form. Your existing death benefit nomination will be revoked and replaced on consent being granted by Colonial First State to the new non-lapsing death benefit nomination. If you have any questions, please contact your adviser or Investor Services on 13 13 36.

Your non-lapsing death benefit nomination will be invalid unless:

- you, and two adult witnesses (aged over 18) have signed
- neither of your witnesses are named as beneficiaries
- your witnesses have dated the form the same date as you
- all alterations on this form have been initialled by three parties.

All nominations will be invalid unless:

- all required sections on this form are completed
- total percentage of nominations equal 100%.

Witness declaration

I declare that I am over the age of 18 and this non-lapsing death benefit nomination was signed and dated by the member in my presence.

Signature of member

Print name

| | | | | | | | | | | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |

Signature of witness 1

Print name

| | | | | | | | | | | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |

Signature of witness 2

Print name

| | | | | | | | | | | | | | | | | | | | |
|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |

Please note: The dates below must match the date of your two witnesses.

Date signed: Member

| | | | | | | | | | | | | | | | | | | | |
|--|--|---|--|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| | | / | | / | | | | | | | | | | | | | | | |
|--|--|---|--|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

Date signed: Witness 1

| | | | | | | | | | | | | | | | | | | | |
|--|--|---|--|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| | | / | | / | | | | | | | | | | | | | | | |
|--|--|---|--|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

Date signed: Witness 2

| | | | | | | | | | | | | | | | | | | | |
|--|--|---|--|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| | | / | | / | | | | | | | | | | | | | | | |
|--|--|---|--|---|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

Please mail the completed form to: Colonial First State, Reply Paid 27, Sydney NSW 2001

Frequently asked questions about non-lapsing death benefit nominations

Further information about the terms referred to below is in our 'Super terms explained' brochure. You should always refer to the most up-to-date version available free of charge on our website, colonialfirststate.com.au/supertermsexplained, or by calling Investor Services on 13 13 36.

What is a non-lapsing death benefit nomination?

A non-lapsing death benefit nomination is a request by you to the trustee of FirstChoice to pay your death benefit to the person or persons nominated in your non-lapsing death benefit nomination form. The trustee may consent to your nomination if your nomination satisfies the requirements described in the following paragraphs.

We are required to follow your nomination if, prior to your death, you complete and we receive your valid non-lapsing death benefit nomination, and we consent to that nomination.

The nomination remains valid until you revoke or make a new nomination. This can provide you with greater certainty on who will receive your death benefit when you die.

Who can I nominate?

A valid non-lapsing death benefit nomination can only nominate your legal personal representative and/or your dependants. Your legal personal representative is the person appointed on your death as the executor or administrator of your estate.

Please note: If you hold a pension account that has an existing reversionary beneficiary, you are not able to make a nomination.

Your dependants are:

- your current spouse
This includes the person at your death to whom you are married or with whom you are in a de facto relationship (whether of the same sex or a different sex) or in a relationship that is registered under a law of a State or Territory.
- your child
This includes any person who at your death is your natural, step, adopted, ex-nuptial or current spouse's child, including a child who was born through artificial conception procedures or under surrogacy arrangements with your current or then spouse.

- any person financially dependent on you
This includes any person who at your death is wholly or partially financially dependent on you. Generally, this is the case if the person receives financial assistance or maintenance from you on a regular basis that the person relies on or is dependent on you to maintain their standard of living at the time of your death.
- any person with whom you have an interdependency relationship
This includes any person where at your death:
 - you have a close personal relationship with this person
 - you live together with this person
 - you or this person provides the other with financial support, and
 - you or this person provides the other with domestic support and personal care.

An interdependency relationship is not required to meet the last three conditions, if the reason these requirements cannot be met is because you or the other person is suffering from a disability.

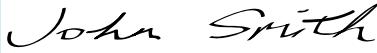
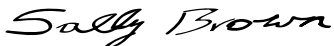

In establishing whether such an interdependency relationship exists, all of the circumstances of the relationship are taken into account, including (where relevant):

- the duration of the relationship
- whether or not a sexual relationship exists
- the ownership, use and acquisition of property
- the degree of mutual commitment to a shared life
- the care and support of children
- the reputation and public aspects of the relationship (such as whether the relationship is publicly acknowledged)
- the degree of emotional support
- the extent to which the relationship is one of mere convenience, and
- any evidence suggesting that the parties intended the relationship to be permanent.

If you are considering relying on this category of dependency to nominate a person, you should consider completing a statutory declaration addressing these points as evidence of whether such a relationship exists. You should talk to your financial adviser for more information.

How do I make an alteration to my completed form?

Example:

| | |
|---|---|
| Signature of member  | Print name JOHN SMITH |
| Date 30/08/2011 | |
| Witness declaration <ul style="list-style-type: none">• Witnesses cannot be nominated as a beneficiary of your death benefit.• The date the witnesses sign this form must be the same as the date the member signs. | |
| I declare that I am over the age of 18 and this non-lapsing death benefit nomination was signed and dated by the member in my presence. | |
| Signature of witness 1  | Signature of witness 2  |
| Print name SALLY BROWN | Print name STEVEN JONES |
| Date 30/08/2011 | Date 30/08/2011 ^{US} 2012 _{SS} ^{SU} |
| Please mail the completed form to: Colonial First State, Reply Paid 27, Sydney NSW 2001 | |

- Any alterations to the completed form must be initialled by you and both witnesses.
- Both witnesses must sign this form on the same date as the member.

How do I nominate more beneficiaries?

If you wish to nominate more beneficiaries, you can attach their nomination details to this form. The attachment must be headed 'Attachment to Non-lapsing Death Benefit Nomination Form'.

The attachment must include your full name and account number, the full names of the beneficiaries, their date of birth, their relationship to you and the percentage of the benefit to be paid to each person. The attachment must also be signed and dated by you. The same two witnesses who sign section 5 of this form must also sign and date the attachment and include in the attachment the declaration "I declare that I am over the age of 18 and this non-lapsing nomination was signed and dated by the member in my presence".

How do I make a valid non-lapsing death benefit nomination?

To make a valid non-lapsing death benefit nomination:

- you must be at least 18 years of age
- you must complete in writing, the non-lapsing death benefit nomination form available in the most up-to-date PDS or on our website or by calling us
- you must only nominate your legal personal representative and/or a person(s) who is your dependant
- you must provide the full name, date of birth and the relationship which exists between you and each of the nominated beneficiaries
- you must ensure that the proportion payable to each person nominated is stated and you have allocated 100% of your death benefit
- your nomination must not be ambiguous in any other way
- you must sign the non-lapsing death benefit nomination form in the presence of two witnesses who are both at least age 18 and are not nominated by you as a beneficiary on the form, and

For your validly completed non-lapsing death benefit nomination to be effective you must send and we must receive and consent to your validly completed non-lapsing death benefit nomination prior to your death.

You may seek to revoke your nomination or make a new non-lapsing death benefit nomination at any time by completing a new non-lapsing death benefit nomination form in writing, available in the most up-to-date PDS or on our website or by calling us.

Is my nomination effective?

It is important to be aware before completing a non-lapsing death benefit nomination that if your non-lapsing death benefit nomination is valid and the trustee consents to that nomination, the trustee must follow the nomination and it cannot be overruled by the trustee.

However, if you nominate a person who is not your legal personal representative or a dependant when you die, then your nomination will not be valid to the extent that it relates to that person despite any consent granted by the trustee.



It is important to review your nomination regularly to ensure it is still appropriate to your personal circumstances and reflects your wishes. If, after making a non-lapsing death benefit nomination, you marry, separate or divorce, enter a de facto relationship (including same-sex), have a child, or if someone you nominate has died, or someone becomes or is no longer financially dependent upon you or in an interdependency relationship with you, then you should review your non-lapsing death benefit nomination or consider making a new nomination.

If you nominate your legal personal representative, your death benefit will be paid to your estate and distributed in accordance with your Will or the laws of intestacy. This means that the distribution may be challenged if someone disputes your Will or the distribution of your estate.

If you nominate one or more of your dependants, your death benefit will be paid directly to them.

If a person nominated in your non-lapsing death benefit nomination form is no longer a dependant at the date of your death then the proportion of your death benefit which would have been payable to that person will be paid to your legal personal representative.

Tax may be withheld from your death benefit when paid to your dependants or distributed from your estate. There are differing tax treatments of death benefits depending on how old you are, how old your nominated beneficiaries are and who you nominate and whether it is paid as a pension or lump sum. You should read the 'About super' section of the PDS and refer to the 'Super terms explained' brochure for more information or talk to your financial adviser.

How is my death benefit paid?

At the time of your death, we will contact the people you have nominated in your non-lapsing death benefit nomination to ensure that they are still a dependant.

We are also generally required to establish the identity of this person before paying out your death benefit.

If you have nominated one or more of your dependants, they will be provided the choice of taking their proportion of the death benefit as a lump sum cash payment or, if available, a pension from FirstChoice Pension or FirstChoice Wholesale Pension. **Please note**, however, that from 1 July 2007 if you have nominated a child, the death benefit must be paid to them as a lump sum cash payment unless the child:

- is under age 18
- is under age 25 and is financially dependent on you, or
- has a certain type of disability.

If your child's personal circumstances change so that they no longer meet one of these exceptions, we will pay the remaining account balance to them as a lump sum cash payment. A PDS describing the features of a pension from FirstChoice Pension or FirstChoice Wholesale Pension is available on our website or by calling us.

What if I don't have a valid non-lapsing death benefit nomination?

Your death benefit will be paid to your legal personal representative if:

- at the time of your death, you have not completed or we have not received and consented to a valid non-lapsing death benefit nomination
- you have revoked your last non-lapsing death benefit nomination and you have not made a new non-lapsing death benefit nomination
- the person or persons you have nominated cannot be identified or are not your dependant or legal personal representative at the time of your death, or
- the trustee determines that the whole of your non-lapsing death benefit nomination is otherwise invalid.

This is general information only and does not take into account your personal circumstances. Please talk to your financial adviser for more information on non-lapsing death benefit nominations and your personal estate planning needs.


How to complete the request to transfer form

By completing this form, you will request the transfer of your superannuation benefits between funds.

This form will NOT change the fund to which your employer pays your contributions. The standard choice form must be used and given to your employer by you to change funds.

Before completing this form, please read the important information below.

When completing this form

Refer to these instructions where the form shows a message like this: 

Print clearly in BLOCK LETTERS.

After completing this form

- Sign the authorisation.
- Attach the appropriately certified proof of identity documents.
- Review the checklist below.
- Send the request form and proof of identity directly to your other super fund(s). Please do not return the form(s) to Colonial First State.

Important information

This transfer may close your account (you will need to check this with your fund). This form CANNOT be used to:

- transfer benefits if you don't know where your superannuation is
- transfer benefits from multiple funds on this one form – a separate form must be completed for each fund you wish to transfer superannuation from
- transfer part of your benefit
- change the fund to which your employer pays contributions on your behalf (known as choice), or
- open a superannuation account, or transfer benefits under certain conditions or circumstances, for example, if there is a superannuation agreement under the Family Law Act 1975 in place.

Checklist

- Have you read the important information?
- Have you completed all of the mandatory fields on the form (marked with '*')?
- Have you signed and dated the form?
- Have you attached the certified documentation including any linking documents if applicable?

What happens to your future employer contributions?

Using this form to transfer your benefits will not change the fund to which your employer pays your contributions and may close the account you are transferring your benefits from.

What happens if you do not quote your Tax File Number (TFN)?

You are not required by law to quote your TFN. However, if you do not provide your TFN, you may be taxed at the highest marginal tax rate plus the Medicare levy on contributions made to your account in the year, compared to the concessional tax rate of 15%. We may deduct this additional tax from your account.

If we do not have your TFN, you will not be able to make personal contributions to your account. Choosing to quote your TFN will also make it easier to keep track of your super in the future.

Under the Superannuation Industry (Supervision) Act 1993, your superannuation fund is authorised to collect your TFN, which will only be used for lawful purposes. These purposes may change in the future as a result of legislative change. The TFN may be disclosed to another superannuation provider, when your benefits are being transferred, unless you request in writing that your TFN is not to be disclosed to any other trustee.

Where do you send the form?

Please return the completed and signed form with your certified proof of identity documents directly to your other super funds. **Please do not return the form(s) to Colonial First State.**

More information

For more information about superannuation, visit the: Australian Securities and Investments Commission website at www.fido.asic.gov.au, the Australian Taxation Office website at www.ato.gov.au/super, or the Colonial First State website at colonialfirststate.com.au.

Completing proof of identity

You will need to provide documentation with this transfer request to prove you are the person to whom the superannuation entitlements belong.

Acceptable documents

The following documents may be used:

Either

One of the following documents only:

- driver's licence issued under State or Territory law, or
- passport.

Or

One of the following documents:

- birth certificate or birth extract
- citizenship certificate issued by the Commonwealth, or
- pension card issued by Centrelink that entitles the person to financial benefits.

And

One of the following documents:

- letter from Centrelink regarding a Government assistance payment, or
- notice issued by a Commonwealth, State or Territory Government or local council within the past 12 months that contains your name and residential address. For example:
 - Notice of Assessment from the Australian Taxation Office, or rates notice from local council.

Have you changed your name or are you signing on behalf of another person?

If you have changed your name or are signing on behalf of the applicant, you will need to provide a certified linking document. A linking document is a document that proves a relationship exists between two (or more) names.

The following table contains information about suitable linking documents.

| Purpose | Suitable linking documents |
|-----------------------------------|--|
| Change of name | Marriage certificate, deed poll or change of name certificate from the Births, Deaths and Marriages Registration Office. |
| Signed on behalf of the applicant | Guardianship papers or Power of Attorney, Administration orders. |

Certification of personal documents

All copied pages of ORIGINAL proof of identification documents (including any linking documents) need to be certified as true copies by any individual approved to do so (see below).

The person who is authorised to certify documents must sight the original and the copy and make sure both documents are identical, then make sure all pages have been certified as true copies by writing or stamping 'certified true copy' followed by their signature, printed name, qualification (eg Justice of the Peace, Australia Post employee, etc) and date.

Who can certify?

The following people can certify copies of the originals as true and correct copies:

- a permanent employee of Australia Post with five or more years of continuous service
- a finance company officer with five or more years of continuous service (with one or more finance companies)
- an officer with, or authorised representative of, a holder of an Australian Financial Services Licence (AFSL), having five or more years continuous service with one or more licensees
- a notary public officer
- a police officer
- a registrar or deputy registrar of a court
- a Justice of the Peace
- a person enrolled on the roll of a State or Territory Supreme Court or the High Court of Australia, as a legal practitioner
- an Australian consular officer or an Australian diplomatic officer
- a judge of a court, and
- a magistrate, or a Chief Executive Officer of a Commonwealth court.

Request to Transfer Whole Balance of External Superannuation Benefits Between Funds

By completing this form, you will request the transfer of your superannuation benefits between funds. This form will NOT change the fund to which your employer pays your contributions. The standard choice form must be used by you to change funds. Please send this form and proof of identity directly to your other super fund(s).

Please do not return the form(s) to Colonial First State.

PERSONAL DETAILS

Title
 Mr Mrs Miss Ms Other

*Family name

*Given name(s)

Other/Previous names

*Date of birth / /

Tax File Number

Under the Superannuation Industry (Supervision) Act 1993, you are not obliged to disclose your Tax File Number, but there may be tax consequences.

ⓘ See 'What happens if you do not quote your Tax File Number?'

*Gender Male Female

*Contact phone number

Residential address

Unit number Street number

Street name

Suburb

State Postcode

Previous address

ⓘ If you know that the address held by your FROM fund is different to your current residential address, please give details below.

Unit number Street number

Street name

Suburb

State Postcode

FUND DETAILS

From

*Fund name

Fund phone number

Membership or account number

Australian Business Number (ABN)

Superannuation Product Identification Number (SPIN)

To

Fund name FirstChoice Personal Super

Fund phone number 13 13 36

*Account number 0 1 0

Australian Business Number (ABN) 26 458 298 557

Superannuation Product Identification Number (SPIN) FSF0217AU

ⓘ If you have multiple account numbers with this fund, you must complete a separate form for each account you wish to transfer.

*PROOF OF IDENTITY ⓘ See 'Completing proof of identity' on page A28

I have attached a certified copy of my driver's licence or passport **OR** I have attached certified copies of both:
 Birth/Citizenship Certificate or Centrelink Pension Card **AND** Centrelink payment letter or Government or local council notice (<one year old) with name and address

AUTHORISATION

By signing this request form I am making the following statements:

- I declare I have fully read this form and the information completed is true and correct.
- I am aware I may ask my superannuation provider for information about any fees or charges that may apply, or any other information about the effect this transfer may have on my benefits, and do not require any further information.
- I discharge the superannuation provider of my FROM fund of all further liability in respect of the benefits paid and transferred to Colonial First State.
- I request and consent to the transfer of superannuation as described above and authorise the superannuation provider of each fund to give effect to this transfer.

*Name

*Signature

Date / /

*Denotes mandatory field. If you do not complete all of the mandatory fields, there may be a delay in processing your request.



Colonial First State Investments Limited
11 Harbour Street
Sydney NSW 2000
Telephone 02 9303 3000
Facsimile 02 9303 3200
colonialfirststate.com.au
Investor Services 13 13 36

28 May 2012

To whom it may concern

FirstChoice Personal Super compliance advice

FirstChoice Personal Super is part of the Colonial First State FirstChoice Superannuation Trust ('the Fund'). The Fund is a complying, resident, regulated superannuation fund and is constituted under a trust deed dated 29 April 1998. The trustee of the Fund is Colonial First State Investments Limited ('the trustee').

In the event that the Fund's complying status was revoked the trustee would receive notice to that effect under section 63 of the Superannuation Industry (Supervision) Act. The trustee confirms that it has not received nor does it expect to receive any such notice.

Yours faithfully

A handwritten signature in black ink, appearing to read "Nigel McCammon".

Nigel McCammon

General Manager, Client Services

For and on behalf of the trustee, Colonial First State Investments Limited

Colonial First State Investments Limited ABN 98 002 348 352 AFS Licence 232468 (Colonial First State) is the issuer of investment, superannuation and pension products. Interests in superannuation and pension products are issued from the Colonial First State FirstChoice Superannuation Trust ABN 26 458 298 557, Colonial First State Rollover & Superannuation Fund ABN 88 854 638 840 and the Colonial First State Pooled Superannuation Trust ABN 51 982 884 624. Colonial First State is a subsidiary of the ultimate holding company Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 ('the Bank'). The Bank or its subsidiaries do not guarantee the performance of the investments, retirement and superannuation products issued by Colonial First State and they are not deposits or other liabilities of the Bank or its subsidiaries.

Financial Services Guide

Dated 28 May 2012

This Financial Services Guide (FSG) is an important document which we are required to give to you under the requirements of our Australian Financial Services Licence. It provides you with information about Colonial First State Investments Limited ABN 98 002 348 352 ('Colonial First State', 'we', 'our', or 'us') to help you decide whether to use the financial services we provide. This FSG outlines the types of services and products we can offer to you. It also explains how we (and other relevant persons) are remunerated for these services and includes details of our internal and external complaints handling procedures and how you can access them.

To invest in any of our financial products you must complete the application form attached to or accompanying the relevant Product Disclosure Statement (PDS). The PDS contains information about the particular product and will assist you in making an informed decision about that product.

If we provide you with personal financial product advice rather than general financial product advice, we will give you a Statement of Advice (SOA). Personal financial product advice is advice that takes into account one or more of your objectives, financial situation and needs. The SOA will contain the advice, the basis on which it is given and information about fees, commissions and any associations which may have influenced the advice.

Who are we?

Colonial First State is one of Australia's leading wealth management providers and a part of the Commonwealth Bank of Australia Group ('the Bank').

Any financial services offered will be provided by a representative of Colonial First State. Colonial First State has an Australian Financial Services Licence granted under the Corporations Act to provide these services to you.

We are also licensed to be the trustee of superannuation funds under the Superannuation Industry (Supervision) Act 1993.

We do not act as a representative of any other licensee in relation to the services we provide you.

To contact us you can:

- call Investor Services on 13 13 36
- visit our website at colonialfirststate.com.au
- write to us at Reply Paid 27, Sydney NSW 2001
- email us at contactus@colonialfirststate.com.au.

What financial services and products do we offer?

Colonial First State is authorised to offer a range of financial services including:

- dealing in financial products
- giving advice on financial products
- operating registered managed investment schemes
- being the trustee of superannuation funds.

We also offer a range of managed investment, superannuation and pension products. Some of our superannuation products offer life insurance benefits. We can help you to apply for these products and can also give you general financial advice in relation to our products, or products offered by other financial institutions, including other members of the Bank.

We do not provide financial planning services and only give personal financial product advice in limited situations. Personal financial product advice is not provided through our website or Investor Services.

How can you transact with us?

You can give us instructions electronically, by telephone, mail, fax or via our website. Any dealings with us by telephone, fax or electronically will be governed by our standard 'telephone, fax and electronic communications terms and conditions'. These terms and conditions are contained in the Reference Guide – Transacting on

your account for each product and are also available on the website at colonialfirststate.com.au.

There are also terms and conditions of use for our website and FirstNet, our secure internet service. These terms and conditions can be obtained on the website.

How are we remunerated for the services we provide?

If you invest in a product we offer, Colonial First State will receive remuneration in relation to your investment in that product. Where we advise you about products offered by another company of the Bank and you acquire that product then that company will receive remuneration. This remuneration may include contribution fees and management costs (which include transaction, ongoing and, if applicable, any borrowing costs). In some situations, withdrawal fees, account fees and transaction fees may apply. The remuneration we will receive for the products we offer is set out in the PDS for the particular product. The remuneration we will receive for this product is set out in the 'Fees and costs' section of the PDS on pages 5 to 14 of this combined document.

Colonial First State does not receive any fees, nor do we charge you additional fees for providing financial product advice.

What commissions, fees or other benefits are received?

Employees of Colonial First State who give you advice do not receive specific payments or commissions for the giving of that advice. These employees and our directors receive salaries, bonuses and other benefits from us. Bonus payments and other benefits are discretionary, and based on achievement of pre-determined objectives. You may receive advice in relation to the products we offer from financial advisers who do not work for Colonial First State. These advisers may receive remuneration from us. The adviser's remuneration is included in the fees you pay when investing in our products.

The amount of this remuneration is set out in the PDS for the particular product. The remuneration we pay advisers in relation to this product is set out in the 'Fees and costs' section of the PDS on pages 5 to 14 of this combined document. Your adviser is also required to set out the remuneration and commissions they receive in the SOA which they must give to you. Some of these advisers may be representatives of other licensees in the Bank.

We do not pay commissions or provide other benefits to third parties for referring customers to us.

What kind of compensation arrangements are in place for a breach of our legal obligations?

Where we are liable to meet a claim, payment will generally be paid from our cash flows and available resources.

For claims we may rely on and claim under the professional indemnity insurances that we hold. These insurances are between us and the insurer and are intended to respond to civil liability resulting from significant claims for compensation made against us for financial services provided by us or our representatives. These insurances provide cover even if one of our representatives has ceased to act or work for us.

Our compensation arrangements comply with the legal requirements set out in section 912B of the Corporations Act.¹

How is your personal information dealt with?

Please refer to page 16 of this combined document (the PDS dated 28 May 2012) for details on how your personal information is dealt with.

What should you do if you have a complaint?

Please refer to page 16 of this combined document (the PDS dated 28 May 2012) for details about our complaints handling procedures.

¹ Section 912B requires financial services licensees who provide financial services to retail clients to have arrangements for compensating those persons for loss or damage suffered because of breaches of relevant legal obligations by a licensee or its representatives.

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Interests of the directors of the trustee

Directors may receive a salary as employees of the Bank and from time to time may hold interests in shares in the Bank or investments in the fund.

The PDS has been authorised by our directors.

