



## The new WealthFocus

Your Perpetual WealthFocus enhancements guide



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# Welcome to the new WealthFocus

## Perpetual WealthFocus enhancements guide

At Perpetual, we are dedicated to providing the best possible investment experience. So after listening to your feedback, we have made a number of enhancements to the WealthFocus platform.

First, we have a new product, **WealthFocus Investment Advantage**, the first platform to offer three unique capital gains tax benefits, all backed by an ATO product ruling (PR 2008/62).

We've also significantly upgraded our investment menu, improved our insurance offering and added other features and functionality based on your feedback.

Over the last 12 months we've also introduced a new system, a new specialist business development and technical team, and enhanced our Online Account Access.

Overall, WealthFocus now offers investors and advisers better portfolio construction and taxation outcomes. And stay tuned for more enhancements coming soon.

We are very excited to bring you the new and improved WealthFocus, and we look forward to working with you in the future.

Yours sincerely



Gai Ferrington  
General Manager, Platforms

This information has been prepared by Perpetual Investment Management Limited (PIML) ABN 18 000 866 535, AFSL 234426 and Perpetual Superannuation Limited (PSL) ABN 84 008 416 831, AFSL 225246, RSE L0003315 for financial advisers only. It is general information only and is not intended to provide you with financial advice. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this information. The product disclosure statement (PDS) for Perpetual WealthFocus Investment Advantage, Investment Funds, Super Plan and Pension Plan, issued by PIML or PSL, should be considered before deciding whether to acquire or hold units in the Fund(s). The PDS can be obtained by calling 1800 062 725 or visiting [www.perpetual.com.au](http://www.perpetual.com.au). No company in the Perpetual Group (Perpetual Limited ABN 86 000 431 827 and its subsidiaries) guarantees the performance of any fund or the return of an investor's capital.

# What's new to WealthFocus?

**WealthFocus is a diverse and flexible platform designed for easy management of your clients' portfolios. And now we've improved it, to make your job simpler.**

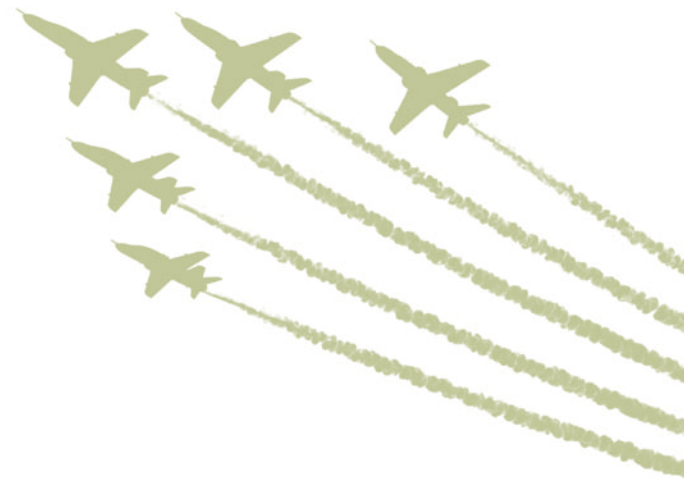
## So what's changed?

- WealthFocus has a new, innovative investment offering. Introducing **WealthFocus Investment Advantage**, a platform with unique capital gains tax features.
- The WealthFocus investment menu has been refreshed, giving you and your clients even more choice. The menu is now made up of over **70 highly rated funds**, across a **range of investment managers and asset classes**.
- The WealthFocus Super Plan has an **improved insurance offering**.
- WealthFocus now has **more features, enhanced online functionality** and **better adviser support**.

**The new WealthFocus allows you to build high quality, tailored portfolios for your clients in less time, with access to great features and functionality.**

## A summary of improvements

	WealthFocus Investment Advantage	WealthFocus Investment Funds	WealthFocus Super Plan	WealthFocus Pension Plan
A unique tax structure	✓	-	-	-
High quality, broad investment menu	✓	✓	✓	✓
Improved insurance offering	-	-	✓	-
Enhanced features and functionality	✓	✓	✓	✓
Excellent technical and business development support	✓	✓	✓	✓



# A platform with a unique tax structure

## WealthFocus Investment Advantage

WealthFocus Investment Advantage can give your clients something they won't find anywhere else – platform benefits with the ability to move between investment options without incurring capital gains tax (CGT).

We understand that from time to time your clients will need to switch investment options or redeem their investments.

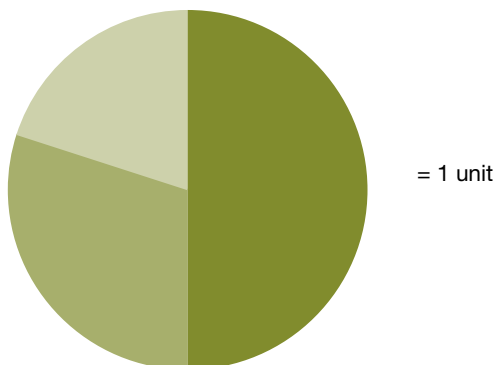
WealthFocus Investment Advantage is no ordinary platform. It offers a range of **76 investment options within a single fund**, which you can combine to create a portfolio unique to your client. This allows them to move their money across asset classes or investment managers while reducing the CGT consequences.

## How it works

Your client acquires one unit in the fund with their initial investment. Your client's unit value is calculated based on the proportion of each investment option held in their portfolio and the value of the investment options in their portfolio.

## Example portfolio structure for a \$10,000 investment

- Investment Option 1 – \$5,000
- Investment Option 2 – \$3,000
- Investment Option 3 – \$2,000



## What are the tax benefits?

- **CGT-free switching.** You can move your clients across asset classes and managers without triggering CGT.
- **CGT-free partial withdrawals until the cost base is reduced to zero.** Partial withdrawals will not incur CGT unless the withdrawal amount exceeds the cost base of the unit.
- **If the initial investment is held for more than 12 months, the CGT discount applies to all investments.** Additional investments in WealthFocus Investment Advantage will not alter the acquisition date.

All of these unique tax benefits are backed by an **ATO product ruling (PR 2008/62)**.

For more details, or to order a product disclosure statement, contact your WealthFocus Business Development Manager or visit [www.perpetual.com.au/wealthfocus](http://www.perpetual.com.au/wealthfocus)

# A broad, high quality investment menu

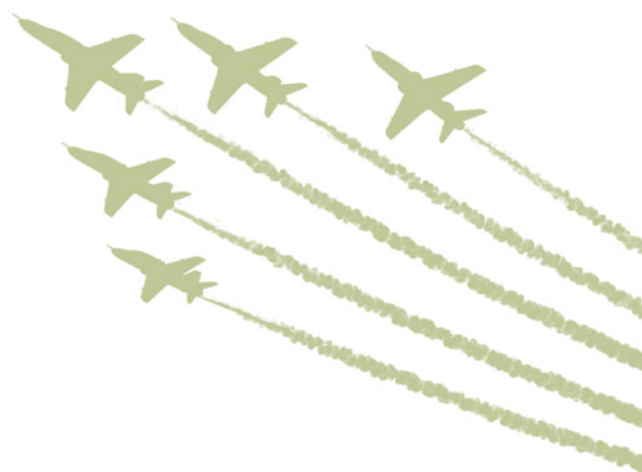
**Perpetual WealthFocus has a large selection of investment options ranging across asset classes and investment managers, enabling you to create highly diversified client portfolios.**

We regularly review the investment options offered on WealthFocus to ensure we continue to deliver a high quality menu. As an outcome of our latest review, your clients now have access to **76 highly rated funds**, including more than 50 externally managed funds and 19 Perpetual funds. Of the 76 investment options offered, 26 are van Eyk 'A' or 'AA' rated and 49 are Lonsec 'Recommended' or 'Highly Recommended' funds.

## **New funds available on the WealthFocus platform**

<b>Fund name</b>	<b>Fees %</b>
Aberdeen Core Plus	1.40
AMP Capital Sustainable Share	1.95
Ausbil – Australian Active Equity	1.95
BlackRock Balanced	1.85
BT International Share	2.15
BT Property Securities	1.85
GMO Global Equity	2.15
Lazard Global Listed Infrastructure	2.15
Macquarie Income Opportunities	1.40*
Perpetual Global Resources	2.25
Solaris Core Australian Equity	1.95
Templeton Global Equity	2.15
van Eyk Blueprint – Capital Stable	2.20
van Eyk Blueprint – Balanced	2.35
van Eyk Blueprint – High Growth	2.50

\* plus performance fee



# Improved insurance through WealthFocus Super

WealthFocus Super now offers your clients a better insurance offering. Members can now access **salary continuance cover** as well as **death** or **death and total and permanent disability cover (TPD)**. They simply nominate a preferred level of cover, either in terms of the insurance premium paid or the benefit to be received.

## What else is new?

- Your clients will have better cover for less. Our **premiums have been reduced by 13%**, making cover competitively priced and affordable
- Our overall service has been enhanced to make the application process easier:
  - a **short form application** is now available for applications up to \$1 million death only, \$800,000 death and TPD, and \$8,000 salary continuance
  - the **terms and conditions** have been improved
  - **advised clients** are **given priority access** to underwriters
  - you can now **view your clients' insurance details online**, including underwriting and claims status
  - we offer **flexible benefit types** and **periods** for **salary continuance** cover
  - adviser remuneration is more flexible – you can choose to receive either upfront/stepped commission or the level commission option, which has also been increased.





# Enhanced features and functionality

**WealthFocus' enhanced features and functionality minimise the complexity of investing.**

## Direct debits

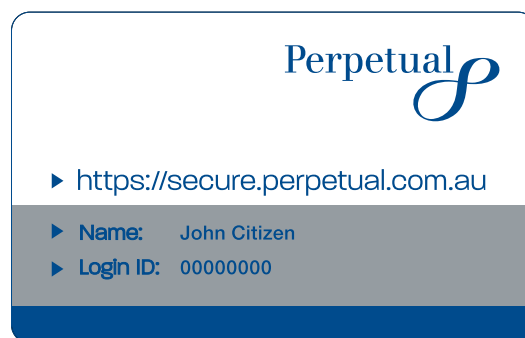
Your clients can now use direct debit to place **initial** and **ad-hoc investments**, as well as for their **savings plans**. This feature is available for WealthFocus Investment Advantage, WealthFocus Investment Funds and WealthFocus Super Plan. Your clients simply authorise us on their application form to debit investment amounts directly from their nominated Australian bank, building society or credit union.

## Online Account Access

You can have 24 hour access to your WealthFocus clients' latest account information via **Online Account Access**. Your clients can choose between 'view only' access, or 'view and transact' access which now enables you to:

- perform online transactions
- view investor correspondence
- view unit prices
- view fund performance
- view account balances
- view recent transaction history
- view distributions
- view superannuation components
- view insurance details
- view portfolio review report
- update contact details.

Now also available online to help you service your clients are various calculators, such as our Insurance Premium calculator and Asset Allocation and Fee calculator.



## No buy/sell spread when switching from Super Plan to Pension Plan

We will waive the buy/sell spread when members of the WealthFocus Super Plan move their entire balance across to the WealthFocus Pension Plan in the same options and amounts. No transaction costs will be incurred at the underlying fund level.

# Don't forget the other great features

**WealthFocus has lots of other features that make investing easier.**

## **Anti-detriment payments**

WealthFocus Super Plan and Pension Plan can refund contributions tax paid by a deceased member, which is called an **anti-detriment payment**.

This payment is available if the benefit is being paid as a lump sum to an eligible dependant as defined under the relevant legislation. We can also pay this additional amount to the estate provided it is being passed on to an eligible dependant. The anti-detriment payment is included as an additional amount in the final benefit.

## **Auto rebalancing**

Over time, due to unit price movements or reinvested distributions the value of an investment in any particular portfolio will change, which may cause an investor's actual portfolio asset allocation to differ from their intended portfolio allocation. Auto rebalancing helps keep the portfolio asset allocation in line with the original portfolio asset allocation.

## **BPAY facility**

WealthFocus gives your clients the ability to make initial investments by BPAY for WealthFocus Investment Advantage and Investment Funds. Your clients can make additional investments by BPAY for WealthFocus Investment Advantage, Investment Funds and Super Plan.

## **Dollar cost averaging plan**

Dollar cost averaging is a convenient and flexible way to gain exposure to investments over time while reducing risk. Simply invest an initial amount into Perpetual's Cash Fund and nominate an amount to transfer into your selected funds on a regular basis.

## **UK pension transfers**

The Perpetual WealthFocus Super Plan and Pension Plan are Qualifying Recognised Overseas Pension Schemes (QROPS). This could benefit your clients looking to transfer their UK pensions to Australia and help to avoid UK penalty tax.

Visit [www.perpetual.com.au/advisers/wealthfocus.htm](http://www.perpetual.com.au/advisers/wealthfocus.htm) for more information.

## **Savings plan**

Your clients can choose to make fortnightly, monthly or quarterly regular investments which are automatically debited from their bank account into one or more nominated funds for WealthFocus Investments Advantage, Investment Funds and Super Plan.

## **Single contact point and consolidated reporting**

With WealthFocus as a single point of contact, you can keep track of all your clients' investments through our consolidated reporting and online access, saving you valuable time.

**These are just some of our great features. For details on all of WealthFocus' features, refer to the relevant product disclosure statement.**

# Helping you grow your business

## Your WealthFocus Business Development team

Our Business Development team is here to help. Their services include:

- assisting with client queries
- providing product and technical assistance
- delivering presentations for your staff or clients
- providing support for client events.

If you have a query, your Business Development Manager (BDM) will help you over the phone or in person.

## Your WealthFocus Technical Services team

Our specialist technical team offers personal, high quality technical services. They can:

- keep you up-to-date with changing legislation
- give you ideas for client strategies
- answer your technical financial planning questions
- help you train your staff.

For more information, or to arrange a visit, contact your WealthFocus BDM.

## Other tools available

We offer a selection of WealthFocus material that you may find useful.

### Newsletters

#### WealthFocus Update

A monthly e-newsletter produced exclusively for advisers with clients in WealthFocus, to keep you up-to-date on product, technical and general industry information.

#### Tech Time

A monthly technical guide to what's new and topical in the financial planning industry.

If you'd like to subscribe to these newsletters, contact your WealthFocus BDM or email [investments@perpetual.com.au](mailto:investments@perpetual.com.au)

### Technical

#### Fast Facts

A handy pocket-sized summary of taxation, social security and superannuation rules as at 30 June 2008.

Contact your WealthFocus BDM today to receive your copy.



## Product information flyers



WealthFocus investment menu flyer

WealthFocus Investment Advantage flyer

WealthFocus product summary

WealthFocus Super insurance guide

WealthFocus Super and Pension Plan  
QROPS guide

### Comprehensive fund profiles

Log in to Online Account Access to view our comprehensive fund profiles. The profiles are prepared by Morningstar, and are updated monthly to show the most recent fund performance.

## Product disclosure statements



WealthFocus Investment Advantage PDS

WealthFocus Investment Funds PDS

WealthFocus Super Plan PDS

WealthFocus Pension Plan PDS

**For more details, visit [www.perpetual.com.au/wealthfocus](http://www.perpetual.com.au/wealthfocus) or contact your WealthFocus BDM on 1800 062 725 for a product disclosure statement.**



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