



Issued: 1 July 2018

# Pitcher Partners Superannuation Fund investment guide (PPS.01)

The information in this guide forms part of the Product Disclosure Statement (PDS) for **Pitcher Partners Superannuation Fund – Employer & Personal Superannuation PDS** dated 1 July 2018 and **Pitcher Partners Superannuation Fund - Pension PDS** dated 1 July 2018, together with the general reference guide (**Pitcher Partners Superannuation Fund general reference guide (PPS.02)**) and insurance guide (**Pitcher Partners Superannuation Fund insurance guide (PPS.03)**). These documents should be considered before making a decision to acquire the products.

## Contents

General advice warning.....	2
Important notice.....	2
What to consider when investing.....	2
What investment options can you choose? .....	5
Managing risk through diversification .....	7
Your investment options.....	10
Investing in a term deposit.....	19
Investing in listed investments.....	20
Investment options menu .....	23

## General advice warning

The information contained in this guide:

- does not and is not intended to contain any recommendations, statements of opinion or advice
- is of a general nature only and does not take into account your individual objectives, financial situation or needs.

You should consider the appropriateness of this information having regard to your objectives, financial situation and needs and you may want to seek advice before deciding whether to acquire this product.

## Important notice

This guide has been prepared and issued by IOOF Investment Management Limited (IIML) (ABN 53 006 695 021) AFS Licence No. 230524. IIML is a company in the IOOF group comprising IOOF Holdings Ltd (ABN 49 100 103 722) and its related bodies corporate. The Plan is issued by IIML as Trustee of the IOOF Portfolio Service Superannuation Fund (ABN 70 815 369 818).

Product Disclosure Statements for products in the Plan are available by downloading copies from the website ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)) or by calling Pitcher Partners Client Services Team on (07) 3222 8444. You should consider the Product Disclosure Statement for the relevant product before making an investment decision.

## About the Trustee

- IIML is a part of the IOOF group comprising IOOF Holdings Limited ABN 49 100 103 722 and its related bodies corporate (IOOF group).
- As Trustee, IIML is responsible for operating the IOOF Portfolio Service Superannuation Fund (Fund), ABN 70 815 369 818 honestly and in the best interests of members.
- IIML is also responsible for holding the assets of the Fund on behalf of members and undertakes all of the administrative tasks through IOOF Service Co Pty Ltd ABN 99 074 572 919. IIML has investment and service contracts with related parties within the IOOF group, including IOOF Service Co Pty Ltd.

IIML is solely responsible for the content of this PDS and was prepared by IIML based on its interpretation of the relevant legislation as at the date of issue.

Contributions made to, and investments in, the Plan do not represent assets or liabilities of IIML (other than as Trustee of the Fund) or any other company or business within the IOOF group. The terms 'our', 'we', 'us' and 'Trustee' in this PDS refer to IIML.

Neither IIML, nor any other related or associated company, the fund managers providing the self-selected managed funds, service providers or the related bodies corporate of the parties mentioned, guarantee the repayment of capital or the performance or any rate of return of the investment options chosen in the Plan. Investments made into the investment options are subject to investment risks and other risks. This could involve delays in the repayment of principal and loss of income or principal invested.

IIML as Trustee of the Fund operates the Plan on the terms and conditions outlined in this PDS and in accordance with the Fund's Trust Deed. We may change any of the terms and conditions set out in the PDS at any time where permitted to do so under the Trust Deed and super law.

IIML is the responsible entity of the IOOF Balanced Investor Trust, the IOOF Cash Management Trust, the IOOF MultiMix Trusts and the IOOF Multi Series Trusts (the Trusts), and we receive fees under the Constitutions of the Trusts. These are some of the investment options offered in the Plan (as listed in the **Pitcher Partners Superannuation Fund investment guide (PPS.01)**). IIML may from time to time hold some of the Fund's assets in custody.

## Investment options offered

IIML makes no recommendation regarding the investment options set out in **PPS.01**.

As Trustee, IIML regularly monitors the investment options available to members and provides no assurance that any investment option currently available will continue to be available in the future. We have the right to suspend or cease investments in a specific investment option and if necessary, can redeem and transfer your investments to your Cash Account, a similar investment option or the default investment strategy in circumstances where the investment option is no longer available and no alternative instructions are provided. We will notify you of any such change where possible before the change occurs. The fund managers have not authorised or caused the issue of this PDS but have consented to the inclusion of statements which relate to their particular self-selected managed fund.

In order to choose an investment option for your investment strategy, you should review the information in **PPS.01**. Before selecting an investment option your financial adviser should provide you with the product disclosure statement for the relevant managed investment or the product disclosure statement or product guide for the relevant term deposit. These documents provide you with important information to consider and evaluate prior to investing. Product disclosure statements and product guides are also available on our website ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)). Please note, product disclosure statements and product guides are not available for listed investment options.

## Sponsor

The Pitcher Partners Superannuation Fund is a super fund which aims to provide members with an easy, cost-effective way of saving for retirement. The Plan is sponsored by the accounting firm Pitcher Partners, through Pitcher Partners Corporate Finance Limited ABN 99 054 784 619, AFSL No. 255516, an Australian Financial Services Licensee.

# What to consider when investing

## Your investment strategy

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

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

## The investment options

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

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

Before selecting an investment option, you should read the current PDS for the Pitcher Partners Superannuation Fund (the Plan), this guide and talk to your Pitcher Partners adviser. For each investment option you select, you should read the relevant product disclosure statement or product guide, provided by your Pitcher Partners adviser or available from the website ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)). These documents include information about performance, asset allocation, costs and the risks associated with investing in a particular investment option. Please note, product disclosure statements and product guides are not available for listed investment options.

## Choose what is right for you

As your individual circumstances change over time, your investment strategy may also need to change to accommodate any new goals or objectives. The investment strategy that best suits your needs will depend on a number of personal factors, such as your:

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

# What investment options can you choose?

You may choose from a range of investment options within the following sections.

Section	Description
Ready-made portfolios	Offers you access to a spread of different asset classes designed to meet particular investment objectives. IOOF's range of diversified and single sector multi-manager trusts simplify the investment selection process by blending some of the best available managers to suit your investment objectives.
Self-Selected managed funds	This is where you and a financial adviser can tailor the investments to suit your investment strategy. Self-selected managed funds comprise a wide range of managed investments across different asset classes to meet particular investment objectives.
Listed investments	The majority of the S&P/ASX 300 index (plus any other securities approved from time to time by the Trustee).
Term deposits	A range of term deposits.

The list of all managed investment options is set out in the 'Investment options menu' section of this guide. The process undertaken by the Trustee in establishing the investment menu is explained in the PDS. This list may change from time to time. Details of listed investment options is available on our website [www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au). This list may change from time to time.

## Selection of investments by the Trustee

The (IIML) Board is ultimately responsible for the selection, management and monitoring of investments in a prudent and independent manner, having regard to legal and regulatory requirements and corporate governance standards. A Product Investment Committee has been established to assist the Board in fulfilling its investment responsibilities, by approving the appointment and termination of investment options. The current Committee consists entirely of six internal members and meets quarterly in order to review the investment menu.

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

- recommendations made by the IOOF Research department
- Ratings from independent Research houses
- the needs, goals and objectives of investors
- diversification by asset class, investment style and investment management groups
- constraints including capacity, liquidity, transparency, diversification and management accessibility
- cost-efficient fee alternatives.

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

## Termination or change of status of an investment option

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

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

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

## Managing conflicts of interest

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

## Investment limits

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

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

Investment option	Investment limit
Restricted investments	30% of your account balance in each investment option or in each Investment Category, with not more than 70% of your account balance invested in restricted investments.
Annuity funds	95% of your account balance.
Term deposits	95% of your account balance.
Listed investments	30% of your account balance in each listed investment, with not more than 95% of your account balance invested in listed investments.

In addition, any combination of the above investment options must not exceed 95 per cent of your account balance.

## IOOF multi-manager trusts - ready made portfolios

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

## Indexed investment options

An index offering is available on most asset classes within the available self-selected managed funds, except asset classes such as cash and diversified classes where indexing is not practical or adds insignificant value to members' investment portfolios.

# Managing risk through diversification

## Your investment risk and return profile

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

Your Pitcher Partners adviser can help you understand the relationship between risk and return and the possible advantages of diversification.

## Diversification

Diversification is a common investment technique used to manage investment risk. You can diversify investments within an asset class, diversify investments across different asset classes or diversify investments across different fund managers. Ready-made portfolios aim to maximise returns for a given level of risk and take diversification that extra step by:

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

## Understanding risk versus return

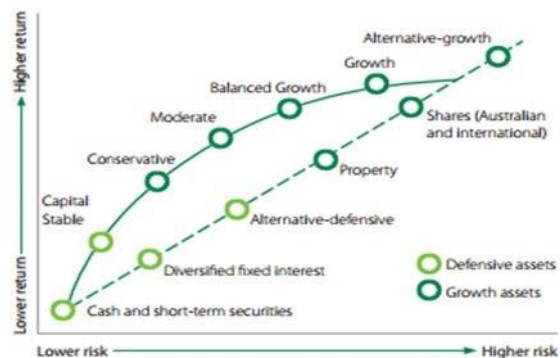
Our ready-made portfolios offer a range of options across the risk/return spectrum.

### IOOF MultiSeries Trusts



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

### IOOF Multimix Trusts



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

## Risk bands

The Standard Risk Measure is based on industry guidance to allow members to compare investment options that are expected to deliver a similar number of negative annual returns over any 20 year period.

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

Members should still ensure they are comfortable with the risks and potential losses associated with their chosen investment option/s.

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

## Labour standards, environmental, social and ethical considerations

The Trustee does not generally take into account Labour standards, Environmental, Social and Governance (ESG) considerations when selecting, retaining or removing fund managers and managed investments for the list of available investments. However, the Trustee acknowledges that ESG factors are considered by the underlying investment managers in investment decision-making processes in order to protect and manage investments for the long term.

All other things being equal, entities that best manage ESG factors are more likely to be financially sustainable in the long term. ESG, especially good corporate governance, is a key contributor to sustainable positive outcomes for investors. Information regarding these policies will be disclosed in the product disclosure statement of the managed investments.



## **Differences between investing in a managed investment directly and investing through a super fund**

If you are investing through a super or pension product within the Plan there are a number of differences in the rights you might have if you had invested directly and held the managed investment in your own name:

- All investments through a super product are held in the name of the Trustee, not in your name. This means you will not receive communications from the underlying fund managers in relation to your managed investments.
- You do not have the right to call, attend or vote at meetings of investors in a managed investment because the Trustee is the legal owner of the units in the managed investment.
- If you invested directly in a managed investment and not through a super or pension product, you would be able to withdraw your money without the legislative restrictions and other limitations affecting access to super benefits.
- However, you would not be able to transfer preserved super money into a managed investment directly. Nor would you be eligible for concessional tax treatment that is available in respect of super contributions.
- If you invested directly in a managed investment, you would only incur the fees and costs applicable to the managed investment and not the fees and costs applicable to the super or pension product. But you might not be entitled to any wholesale discounts or rebates that a Trustee can usually negotiate with a fund manager.
- The time for processing transactions may be quicker if you were a direct investor because the Trustee may be required to deal with several fund managers in order to process a single investor's request.
- If you invested directly in a managed investment, you would usually have the benefit of a 14-day cooling-off period. The Trustee is not entitled to any cooling-off period because it is a wholesale investor.
- If you invested directly in a managed investment, any queries or complaints would be handled by the inquiry and dispute resolution mechanisms of the managed investment. As a super investor, any queries or complaints must be handled by the Trustee's inquiry and dispute resolution mechanisms, even if they relate to a managed investment.

## Your investment options

A full list of investment options can be obtained from the website or by calling Pitcher Partners Client Services Team. The list of managed investment options provided below is current as at the date of this guide and may change from time to time. Each of the managed investments is described in terms of their investment objective, investment strategy, asset allocation and level of risk.

Additional information, including a product disclosure statement for all of the managed investment options is available from the website ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)) or from Pitcher Partners Client Services Team on (07) 3222 8444. Please ensure you read the relevant product disclosure statement before investing or making an investment switch in the Plan. If you have not read the relevant product disclosure statement, you may not have up-to-date information or may not have been notified of materially adverse changes or significant events affecting the investment option.

### Investment categories and typical investors

The available categories and the typical investors that they could suit are as follows:

#### Ready-made portfolios

Investment categories	IOOF Diversified Multi – Conservative	IOOF Diversified Multi – Balanced	IOOF Diversified Multi – Growth	IOOF Sectoral Multi – Cash	IOOF Sectoral Multi – Fixed Interest	IOOF Sectoral Multi – Australian Shares	IOOF Sectoral Multi – Global Shares
Investment objective	To provide consistent returns over the medium to long-term through high exposure to defensive assets.	To provide moderate to high growth over the long-term through high exposure to growth assets.	To provide moderate to high growth over the long-term through high exposure to growth assets	To provide a high degree of security and stability, while delivering returns that are consistent with the prevailing market cash rates.	To provide a return that is higher than the available cash rates through holdings of a diversified portfolio of fixed interest, mortgage and enhanced yield securities.	To produce high returns over the long-term.	To produce high returns over the long-term.
Investment strategy	To invest predominantly in defensive assets such as fixed interest and cash investments. Some capital growth is provided through a small exposure to growth assets such as shares and	To invest in a diversified portfolio providing a balanced exposure to the major asset classes such as cash, fixed interest securities, shares and property.	To invest predominantly in a diversified range of Australian and international shares and property with a small exposure to income producing investments.	To invest in a range of short-term interest-bearing securities including bank bills, bank deposits, Government, corporate and mortgage-backed securities by combining different fund managers and styles within a single asset class.	To invest in Australian and/or international Government, semi-Government and corporate fixed interest securities as well as inflation-linked bonds, mortgage securities and money market assets by combining different fund managers and styles	To invest predominantly in listed Australian shares in a variety of market sectors by combining different fund managers and styles within a single asset class.	To invest predominantly in shares listed on stock exchanges in a range of countries by combining different fund managers and styles within a

	property.				within a single asset class.		single asset class
Asset allocation ranges*	Growth assets: 0% - 40% Defensive assets: 60% - 100%	Growth assets: 40% - 70% Defensive assets: 30% - 60%	Growth assets: 70% - 100% Defensive assets: 0% - 30%				
Risk level	Low to medium (Risk band 3)	Medium to high (Risk band 5)	High (Risk band 6)	Very low (Risk band 1)	Medium (Risk band 4)	Very high (Risk band 7)	Very high (Risk band 7)
Risk factors influencing investment returns	Volatility in interest rates may cause the value of the fixed interest investments to fluctuate.	Returns in the short-term may be somewhat volatile and will be affected by movements in global and local share markets, property values as well as movements in foreign currencies.	Returns in the short-term may be volatile and will be affected by movements in global and local share markets, property values as well as movements in foreign currencies.	Movements in short-term interest rates will affect investment returns.	The value of fixed interest investments is linked to the market and therefore they may lose value in periods where interest rates rise and correspondingly gain value in times of decreasing interest rates. Currency movements may also have an impact on international fixed interest returns	Returns are affected by movements in the share market and may be volatile in the short-term. Returns may also be affected by the level of gearing and whether any short-selling strategies are employed by the fund manager.	Returns in the short-term may be volatile and will be affected by movements in global share markets as well as movements in foreign currencies.
Likely investment return	Low to medium	Medium to high	High	Very low	Low to medium	High	High
Minimum suggested time frame for holding the investment	2 to 3 years	5 to 7 years	7 years or more	1 year	3 to 5 years	7 years or more	7 years or more
A negative annual return is expected more frequently than	1 but less than 2 times in every 20 years	3 but less than 4 times in every 20 years	4 but less than 6 times in every 20 years	Less than 0.5 times in every 20 years	2 but less than 3 times in every 20 years	6 or more times in every 20 years	6 or more times in every 20 years

Typical investor	Investors seeking a conservative portfolio with some exposure to growth assets.	Investors seeking a balanced exposure to growth and defensive assets and who are prepared to tolerate short-term volatility.	Investors seeking superior long-term returns and who are prepared to tolerate short-term volatility.	Investors seeking absolute security of capital.	Investors seeking returns higher than that available from cash.	Investors seeking long-term investments who are prepared to accept short-term fluctuation in returns.	Investors seeking long-term investments who are prepared to accept short-term fluctuation in returns
------------------	---------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------	-------------------------------------------------	-----------------------------------------------------------------	-------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------

\* Growth assets include more volatile and higher risk assets that are expected to have higher growth potential over the longer term such as Australian and international shares and listed property trusts. Defensive assets include assets that are expected to have lower returns and lower volatility as they tend to have less risk such as cash, corporate bonds and other Australian and international fixed interest investments

## Self-selected managed funds

Investment categories	Australian Shares	International Shares	Growth	Property	Capital stable	Fixed Interest	Income	Cash and secure
Investment objective	To produce high returns over the long-term.	To produce high returns over the long-term.	To provide moderate to high growth over the Long-term through high exposure to growth assets.	To provide a combination of income and growth over the long-term.	To provide moderate growth over the medium to long-term through a balanced exposure to growth and defensive assets.	To provide exposure to global fixed interest securities and provide higher than available cash rates through holdings of diversified fixed interest and enhanced yield securities.	To provide consistent returns over the medium to long-term through high exposure to defensive assets.	To provide a high degree of security and stability, while delivering returns that are consistent with the prevailing market cash rates.
Investment strategy	To invest predominantly in listed Australian shares in a variety of market sectors.	To invest predominantly in shares listed on stock exchanges in a range of countries.	To invest predominantly in a diversified range of Australian and international shares and property with a small exposure to income producing investments.	To invest predominantly in property investments and listed property trusts within Australian and international property markets.	To invest in a diversified portfolio providing a balanced exposure to the major asset classes such as cash, fixed interest securities, shares and property.	To invest in either Australian or foreign Government, semi-Government and corporate fixed interest securities as well as inflation-linked bonds, mortgage securities, high yielding securities and money market assets.	To invest predominantly in defensive assets such as fixed interest and cash investments. Some capital growth is provided through a small exposure to growth assets such as shares and property.	To invest in a range of short-term interest-bearing securities including bank bills, bank deposits, Government, corporate and mortgage-backed securities.
Risk level	Very high (Risk band 7)	Very high (Risk band 7)	High (Risk band 6)	High (Risk band 6)	Medium to high (Risk band 5)	Medium (Risk band 4)	Low to medium (Risk band 3)	Very low (Risk band 1)

<p>Risk factors influencing investment returns</p>	<p>Returns are affected by movements in the share market and may be volatile in the short-term. Returns may also be affected by the level of gearing and whether any short selling strategies are employed by the fund manager.</p>	<p>Returns in the short-term may be volatile and will be affected by movements in global share markets as well as movements in foreign currencies.</p>	<p>Returns in the short-term may be volatile and will be affected by movements in global and local share markets, property values as well as movements in foreign currencies.</p>	<p>Returns will be affected by movements in property values and in the case of listed property trusts, by movements in the share market. Movements in both short and long-term interest rates will also affect investment returns. Currency movements may also have an impact on international property returns.</p>	<p>Returns in the short-term may be somewhat volatile and will be affected by movements in global and local share markets, property values as well as movements in foreign currencies.</p>	<p>The value of investments in this category may lose value in periods where interest rates rise and correspondingly gain value in times of decreasing interest rates. In addition, the credit quality of the securities and liquidity of the market is also an important factor in influencing investment returns. Currency movements may also have an impact on international securities returns.</p>	<p>Volatility in interest rates may cause the value of the fixed interest investments to fluctuate.</p>	<p>Movements in short-term interest rates will affect investment returns.</p>
<p>Likely investment return</p>	<p>High</p>	<p>High</p>	<p>High</p>	<p>Medium</p>	<p>Medium to high</p>	<p>Low to medium</p>	<p>Low to medium</p>	<p>Very low</p>
<p>Minimum suggested time frame for holding the investment</p>	<p>7 years or more</p>	<p>7 years or more</p>	<p>5 to 7 years</p>	<p>5 to 7 years</p>	<p>5 to 7 years</p>	<p>3 to 5 years</p>	<p>2 to 3 years</p>	<p>1 year</p>
<p>A negative annual return is expected more</p>	<p>6 or more times in every 20 years</p>	<p>6 or more times in every 20 years</p>	<p>4 but less than 6 times in every 20 years</p>	<p>4 but less than 6 times in every 20 years</p>	<p>3 but less than 4 times in every 20 years</p>	<p>2 but less than 3 times in every 20 years</p>	<p>1 but less than 2 times in every 20 years</p>	<p>Less than 0.5 times in every 20 years</p>

frequently than								
Typical investor	Investors seeking long-term investments who are prepared to accept short-term fluctuation in returns.	Investors seeking long-term investments who are prepared to accept short-term fluctuation in returns.	Investors seeking superior long-term returns and who are prepared to tolerate short-term volatility.	Investors seeking mostly income returns and some growth to increase the value of their investment in the long-term.	Investors seeking a balanced exposure to growth and defensive assets and who are prepared to tolerate short-term volatility.	Investors seeking returns higher than that available from cash.	Investors seeking a conservative portfolio with some exposure to growth assets.	Investors seeking greater security of capital.

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

## MySuper default investment option

IOOF Balanced Investor Trust													
Investment objective	To provide capital growth over the medium to long-term by investing in a diversified portfolio of growth and defensive assets through a range of investment managers. To achieve total returns after fees in excess of the CPI +3.5% over a rolling 10 year basis.												
Investment strategy	<p>The Trust generally gains its exposure to a diversified portfolio of investments through a mix of investment managers.</p> <p>The Trust provides a greater exposure to growth assets, such as property, Australian and international shares and alternative assets, with a moderate exposure to defensive assets, such as fixed interest and cash.</p> <p>A mix of passive, passive enhanced and active investment managers may be selected to manage the assets of the Trust providing differing yet complementary investment styles to achieve more consistent investment returns.</p> <p>The Trust is authorised to utilise approved derivative instruments for risk management purposes and investment efficiency subject to the specific restriction that the derivative instruments are not used to gear portfolio exposure.</p> <p>The underlying managers may utilise strategies for the management of currency exposure. It is the strategy of the Trust that international currency exposure may be hedged. The Trust has the capacity to change the level and nature of the currency overlay to manage currency risk.</p>												
Asset allocation ranges*	<table border="0"> <tr> <td>Cash and short-term securities</td> <td>0-15%</td> </tr> <tr> <td>Diversified fixed interest</td> <td>15-35%</td> </tr> <tr> <td>Property</td> <td>0-20%</td> </tr> <tr> <td>Australian shares</td> <td>20-40%</td> </tr> <tr> <td>International shares</td> <td>15-35%</td> </tr> <tr> <td>Alternatives</td> <td>0-15%</td> </tr> </table>	Cash and short-term securities	0-15%	Diversified fixed interest	15-35%	Property	0-20%	Australian shares	20-40%	International shares	15-35%	Alternatives	0-15%
Cash and short-term securities	0-15%												
Diversified fixed interest	15-35%												
Property	0-20%												
Australian shares	20-40%												
International shares	15-35%												
Alternatives	0-15%												
Risk level	Medium to high (Risk band 5)												
Risk factors influencing investment returns	Returns in the short-term may be somewhat volatile and will be affected by movements in global and local share markets, property values as well as movements in foreign currencies.												
Likely investment return	Medium to high												
Minimum suggested time frame for holding the investment	5 years												
A negative annual return is expected more frequently than	3 but less than 4 times in every 20 years												



Typical investor

Investors seeking both income and capital growth and consistent returns through a well-diversified portfolio and who are prepared to tolerate short-term volatility.

## Listed investments

Investment objective	To achieve capital growth and/or income from dividend distributions over the medium to long-term through investing in specific share investments.
Investment strategy	The level of capital growth and/or income generated is dependent on the specific direct share option, the number of shares purchased and the selection/variety of shares included in a member's portfolio. The Trustee has made a broad range of direct shares available for selection by individual members.
Risk level	Very high
Risk factors influencing investment returns	Returns from direct shares are affected by movements in the stock market as well as individual company specific factors. Investment risk can generally be reduced by diversifying holdings across different sectors and within sectors.
Likely investment return	Very high (Risk band 7)
Minimum suggested time frame for holding the investment	7 to 10 years
A negative annual return is expected more frequently than	6 or more times in every 20 years.
Typical investor	Investors seeking a long-term investment who are prepared to accept short-term fluctuations in returns.

# Investing in a term deposit

## Opening a term deposit

If you invest into a term deposit, we will normally lodge your funds directly with the provider within 48 hours from the date all requirements are received. If you are redeeming funds from other investments within your account to fund your purchase there may be a delay while we wait for the redemption proceeds to become available.

## Investment limits

A minimum of \$20,000 per term deposit applies.

You may invest up to 95 per cent of your account balance in one or more term deposits providing the maximum overall combined investment weighting you can hold in listed investments, term deposits, annuity funds and restricted investments remains below 95 per cent.

## Early redemption

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

## Maturity

At maturity, you will have the opportunity for the proceeds from the term deposit (principal and interest) to be invested in accordance with your instructions.

Your instructions must be received by us on or before the date of maturity if you wish to change the term or amount of your term deposit.

If you do not tell us otherwise the term deposit (principal and interest) will be automatically renewed for the same investment term as before but at the interest rate that applies to that term at the day of maturity.

A communication will normally be sent to members up to three weeks prior to maturity as a reminder the maturity is approaching.

## Where can you find more details regarding the operation of your term deposit?

If you would like to find out further information not included in this section, you can contact Pitcher Partners Client Services Team on (07) 3222 8444 or you can access the term deposit provider's product disclosure statement or product guide from the website ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)). Note that not all product offerings in the provider's PDS are available to members.

# Investing in listed investments

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

## Features at a glance

<b>Investment universe</b>	The majority of the S&P/ASX 300 Index (plus any other securities approved from time to time by the Trustee).
<b>Minimum order</b>	A minimum parcel of \$2,000 is required per listed investment trade.

## How much of your account balance can you invest in listed investments?

Up to 30 per cent of your total account balance may be invested in each listed investments, providing the maximum overall combined investment weighting you hold in, listed investments, term deposits, annuity funds and restricted investments is below 95 per cent.

## What is the minimum order?

The minimum buy order is \$2,000 per listed investment.

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

## How are orders placed and other instructions given?

Requests to buy and sell listed investments may be submitted online or by completing a Switching Instructions form or a New Member Investment Authority.

## Buy orders

Where a buy order is placed, we will validate that sufficient liquid funds are available to settle the trade (including payment of brokerage) and to ensure that should the trade be completed, the portion of your account balance held in listed investments would not exceed the maximum allowable holdings. Once this validation has been completed, we will submit your order to our broker to put to market.

You must instruct us to purchase either a dollar value or a specified number of listed investments at either a specified price (known as 'at limit') or at the market price (known as 'at market').

You can buy listed investments using Pitcher Partners Super Online ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)). Please note that you need to have sufficient cash available before you can place a buy order.

## Sell orders

Where a sell order is placed, we will check that sufficient listed investments are held on your behalf to settle the trade. Once this has been completed, we will put your order to market.

Similar to a buy order, you must instruct us to sell either a dollar value or a specified number of listed investments either 'at limit' or 'at market'.

You will not be permitted to place a sell order for listed investments purchased until the day after settlement of the purchase order.

## Our broker

Our current broker is Bridges Financial Services Pty Ltd ABN 60 003 474 977, a related entity of the Trustee.

You will be charged brokerage of 0.205 per cent of the gross value of the trade (or \$2.05 per \$1,000 trade – minimum \$38.44).

## **Placement of orders to market**

We normally lodge trades within 48 hours from the date all requirements are received.

Once an order has been validated by us, it will normally be submitted to our broker by the end of the next business day.

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

Orders will remain in the market for 30 days unless filled or cancelled at your instruction. In addition, an open order may be cancelled by the ASX where the market price moved too far away from the specified price of an 'at limit' order or where company specific events occur.

## **Order confirmation**

When all or part of an order is filled details of the trade type, price and number of listed investments traded can be viewed by logging into your account through Pitcher Partners Super Online ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)). We provide a detailed listing of trades and dividends in your annual statement and a history of your trades can also be viewed online.

## **Transferring listed investments**

### **Listed investments held within the Fund**

If you currently hold listed investments in another product in the Fund, you can request to transfer them between accounts in the Fund.

Any transfer of listed investments between divisions of the Plan must not result in the value of that security falling below \$2,000 in your account.

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

### **Listed investments held outside the Fund**

Where you hold listed investments outside the Fund, you may be able to transfer them into your account in the Fund. We reserve the right to refuse any such request. If you are interested in transferring listed investments into your account in the Fund, please contact Pitcher Partners Client Services Team for further information.

## **We may redeem listed investments on your behalf**

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

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

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

## Differences between investing in listed investments directly and through the Plan

Investing in listed investments in your own name	Investing in listed investments through the Plan
<p>You are the legal and beneficial owner of the listed investments and the listed investments will be held in your name in the issuer's share registry.</p>	<p>The Trustee is the legal owner of the listed investments you have directed us to purchase and the listed investments are held in the name of the Trustee. The listed security forms part of your beneficial interest in the Fund.</p>
<p>You receive and are responsible for responding to all communications from the listed entity in relation to your investment holding, including corporate action notices.</p>	<p>We will receive and review all communications received in relation to the security holding. All responses to these communications will be completed by us, in accordance with the terms outlined in this guide.</p>
<p>You are entitled to vote and to any additional benefits associated with your holding of the listed security (such as shareholder discount cards and special</p>	<p>You have no entitlement to vote or to any additional benefits associated with the security holding.</p>
<p>You receive a contract note for each order executed by your broker.</p>	<p>You do not receive a contract note for each order you place with us. The broker sends the contract note to the Trustee who is the broker's client. You can view completed trades on Pitcher Partners Super Online when an order has been executed.</p>

## Investment options menu

The figures stated in the table below are estimates only and subject to change. The figures are based on the information available from Morningstar and the relevant product disclosure statement as at the date of this guide. These figures do not include administration fees charged by us or fees charged by your financial adviser. Costs are inclusive of the net effect of GST, if applicable (i.e. inclusive of ten per cent GST less any RITCs available to the managed investment).

IIML accepts no responsibility if any figures published by us (excluding the IOOF MultiMix Trusts, the IOOF MultiSeries Trusts and the IOOF Cash Management Trust) are not the same as those that were actually charged by a fund manager. We cannot fully verify the accuracy of third party information we receive and can therefore accept no responsibility whatsoever for any errors.

The indirect cost ratios shown below include the fees and costs charged by the fund managers, including any applicable estimated performance related fees based on the financial year ended 30 June 2017. For more details regarding any applicable performance related fees, please refer to the relevant product disclosure statement.

The net transaction costs shown are after any amounts recovered by the charging of a buy-sell spread and are based on the financial year ended 30 June 2017.

Details of the buy-sell spread and net transaction costs applicable to each investment option are outlined in the product disclosure statement issued by the fund manager for the particular managed investment, which is available on our website ([www.pitcherpartnerssuper.com.au](http://www.pitcherpartnerssuper.com.au)).

## Ready-made portfolios and self-selected managed funds

Investment option name	APIR Code	ICR (% pa)	Performance Related Fee	+Buy-Sell Spread (% pa)	Net Transaction Costs (% pa)
<b>Ready-made portfolios</b>					
<b>IOOF Diversified Multi – Balanced</b>					
IOOF MultiMix Balanced Growth Trust	IOF0093AU	1.05	Yes	0.26/0.26	0.21
IOOF MultiMix Moderate Trust	UFM0051AU	0.83	Yes	0.23/0.23	0.17
IOOF MultiSeries 50	IOF0254AU	0.44	Yes	0.08/0.08	0.19
IOOF MultiSeries 70	IOF0090AU	0.50	Yes	0.10/0.10	0.22
<b>IOOF Diversified Multi – Conservative</b>					
IOOF MultiMix Conservative Trust	IOF0095AU	0.73	Yes	0.13/0.13	0.15
IOOF MultiSeries 30	IOF0253AU	0.39	Yes	0.06/0.06	0.14
<b>IOOF Diversified Multi – Growth</b>					
IOOF MultiMix Growth Trust	IOF0097AU	1.12	Yes	0.30/0.30	0.22
IOOF MultiSeries 90	IOF0255AU	0.54	Yes	0.12/0.12	0.25
<b>IOOF Sectoral Multi – Cash</b>					
IOOF Cash Management Trust Class A	PIM0002AU	0.30	Yes	0.00/0.00	0.00

Investment option name	APIR Code	ICR (% pa)	Performance Related Fee	+Buy/Sell Spread (% pa)	Net Transaction Costs (% pa)
IOOF MultiMix Cash Enhanced Trust	IOF0091AU	0.35	Yes	0.00/0.00	0.01
<b>IOOF Sectoral Multi – Australian Shares</b>					
IOOF MultiMix Australian Shares Trust	IOF0092AU	1.16	Yes	0.25/0.25	0.23
<b>IOOF Sectoral Multi – Global Shares</b>					
IOOF MultiMix International Shares Trust	IOF0098AU	0.92	Yes	0.33/0.33	0.21
<b>MySuper</b>					
IOOF Balanced Investor Trust	IOF0232AU	0.50	Yes	0.10/0.10	0.24
<b>Self-selected managed funds</b>					
<b>Australian Shares</b>					
Celeste Australian Small Companies Fund	FAM0101AU	1.04	Yes	0.30/0.30	0.02
Colonial First State Wholesale Imputation Fund	FSF0003AU	0.96	Yes	0.20/0.20	0.36
Perennial Value Shares Wholesale Trust	IOF0206AU	0.92	Yes	0.30/0.30	0.07
Perpetual Wholesale Industrial Share Fund	PER0046AU	1.01	Yes	0.30/0.00	0.11
Perpetual Wholesale SHARE-PLUS Long-Short Fund	PER0072AU	1.15	Yes	0.20/0.20	0.17
Schroder Australian Equity Fund	SCH0002AU	0.62	Yes	0.25/0.25	0.03
Vanguard® Australian Shares Index Fund	VAN0002AU	0.18	Yes	0.08/0.08	0.00
<b>International Shares</b>					
AB Global Equities Fund	ACM0009AU	1.05	Yes	0.26/0.26	0.09
Aberdeen Actively Hedged International Equities Fund	CRS0005AU	0.98	Yes	0.15/0.15	0.00
AMP Capital Wholesale Global Equity – Value Fund	NML0348AU	1.03	Yes	0.20/0.20	0.19
Capital Group New Perspectives Fund	CIM0006AU	1.05	Yes	0.00/0.00	0.13
Capital Group New Perspectives Fund (Hedged)	CIM0008AU	1.05	Yes	0.00/0.00	0.20
Grant Samuel Epoch Global Equity Shareholder Yield (Hedged) Fund	GSF0001AU	1.30	Yes	0.20/0.20	0.21



Investment option name	APIR Code	ICR (% pa)	Performance Related Fee	+Buy-Sell Spread (% pa)	Net Transaction Costs (% pa)
Lazard Emerging Markets Equity Fund	LAZ0003AU	1.15	Yes	0.40/0.40	0.06
Platinum Asia Fund	PLA0004AU	1.50	Yes	0.25/0.25	0.37
Platinum International Fund	PLA0002AU	1.48	Yes	0.25/0.25	0.14
Platinum Japan Fund	PLA0003AU	1.50	Yes	0.20/0.20	0.24
Robeco Emerging Conservative Equity Fund (AUD)	ETL0381AU	0.96	Yes	0.30/0.35	0.05
State Street Global Equity Fund	SST0050AU	0.98	Yes	0.16/0.11	0.00
<b>Growth</b>					
Colonial First State Wholesale Diversified Fund	FSF0008AU	0.96	Yes	0.20/0.20	0.28
Maple-Brown Abbott Diversified Investment Trust	MPL0001AU	0.97	No	0.18/0.18	0.11
Maple-Brown Abbott Pooled Superannuation Trust	MPL0801AU	0.82	No	0.18/0.18	0.12
<b>Property</b>					
AMP Capital Wholesale Listed Property Trusts Fund	AMP0269AU	0.46	No	0.25/0.25	0.09
Ironbark Paladin Property Securities Fund	PAL0002AU	0.86	Yes	0.25/0.25	0.00
Vanguard® Australian Property Securities Index Fund	VAN0004AU	0.23	Yes	0.02/0.02	0.00
<b>Fixed Interest</b>					
Macquarie Dynamic Bond Fund	MAQ0274AU	0.63	Yes	0.08/0.08	0.22
UBS Australian Bond Fund	SBC0813AU	0.45	Yes	0.02/0.05	0.06
<b>Income</b>					
UBS Income Solution Fund	UBS0003AU	0.70	Yes	0.08/0.18	0.04

The ICR data has been sourced from Morningstar, Inc. (Morningstar) and the individual investment managers (as applicable).

© Morningstar, Inc. All rights reserved. The data and content contained herein are not guaranteed to be accurate, complete or timely. Neither Morningstar, nor its affiliates nor their content providers will have any liability for use or distribution of any of this information. To the extent that any of the content above constitutes advice, it is general advice that has been prepared by Morningstar Australasia Pty Ltd ABN: 95 090 665 544, AFSL: 240892 (a subsidiary of Morningstar, Inc.), without reference to your objectives, financial situation or needs. Before action of

any advice, you should consider the appropriateness of the advice and we recommend you obtain financial, legal and taxation advice before making any financial investment decision. If applicable investors should obtain the relevant product disclosure statement and consider it before making any decision to invest. Please refer to Morningstar's Financial Services Guide (FSG) for more information at [www.morningstar.com.au/s/fsg.pdf](http://www.morningstar.com.au/s/fsg.pdf) Indirect cost ratios are inclusive of the net effect of GST, if applicable (i.e. inclusive of ten per cent GST less any RITCs available to the managed investment). IIML believes these figures to be correct and up-to-date as at the time of publication.

The fund managers for the investment options named herein (other than IIML) have not been involved in the preparation of the Pitcher Partners Superannuation Fund PDS nor have they authorised or caused the issue of the PDS.