

# FirstChoice Investments

## Product Disclosure Statement

Including FirstRate Saver and FirstRate Term Deposits

This is a combined Financial Services Guide  
and Product Disclosure Statement

Issue No 2012/1, dated 28 May 2012

Issued 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 and the Investment Options Menu and the following document which contains all statements and information incorporated by reference:

- Reference Guide – Transacting on your account.

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/fcinv](http://colonialfirststate.com.au/fcinv), or from your financial adviser.

Investments in FirstChoice are offered by Colonial First State Investments Limited (Colonial First State). Colonial First State is a subsidiary of Commonwealth Bank of Australia ABN 48 123 123 124 AFS Licence 234945 ('the Bank').

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.

The issue of the FirstChoice Investments 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 Investments.

FirstRate products are deposit products of the Bank. The issue of FirstRate products is authorised solely by the Bank. To the extent permitted by law, neither Colonial First State nor any of its subsidiaries are responsible for any statement or information contained within the PDS that relates to FirstRate products. Colonial First State does not guarantee the performance or return of capital on investments in FirstRate products.

The Bank or its subsidiaries do not guarantee the performance of FirstChoice Investments or the repayment of capital by FirstChoice Investments. With the exception of FirstRate products, investments in FirstChoice Investments are not deposits or other liabilities of the Bank or its subsidiaries, and investment-type products are subject to investment risk, including loss of income and capital invested.

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

## Responsible entity 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](mailto:contactus@colonialfirststate.com.au)

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

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

The investment managers of the investment options available for investment through FirstChoice Investments 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.

The offer made in the PDS is available only to persons receiving the PDS within Australia. The offer may, at the discretion of Colonial First State, be made in New Zealand at a later date during the term of the PDS. If Colonial First State elects to make the offer in New Zealand, it will be available only to persons who have received the relevant offer document in New Zealand and have completed the application form attached to that relevant offer document to make their initial investment. This will only be made in accordance with the terms of any treaty or exemption which allows Colonial First State to make the offer in New Zealand.

The offer made in the PDS cannot be offered or sold within the US, or sold to, or for the account or benefit of, 'US Persons' (as defined in Regulation S of the US Securities Act 1933).

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 the 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 in FirstChoice Investments

FirstChoice Investments is designed to help you achieve your investment goals and provides access to a wide range of managed funds from some of the world's most respected managers.

FirstChoice Investments provides you with exceptional value, service and choice.

### Value

FirstChoice Investments 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 Investments, 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 Investments 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.

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 **\$5,000**.<sup>1</sup>
- The minimum account balance is **\$1,000**.
- There is no minimum additional investment amount.
- The minimum regular investment plan (monthly) is **\$100**.<sup>1</sup>
- There is no minimum switch amount.
- There is no minimum withdrawal amount.<sup>2</sup>
- The minimum regular withdrawal plan (monthly or quarterly) is **\$100**.

### 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.

<sup>1</sup> We may accept amounts less than the minimum, at our discretion.

<sup>2</sup> Subject to minimum account balance requirements.

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. **Please note:** You should read the **separate** FirstRate Investment Deposits PDS and relevant offer term sheet before investing in this product.

You should read the Investment Options Menu and all the statements and information incorporated by reference in the Reference Guide – Transacting on your account, available online at [colonialfirststate.com.au/fcinv](http://colonialfirststate.com.au/fcinv) 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 FirstChoice Investments works

When you invest in FirstChoice Investments, your money is combined with other investors' money in a managed investment scheme. Each FirstChoice investment option is a separate managed investment scheme except for FirstRate products, which are deposit products of the Bank. We may invest directly or indirectly in other managed investment schemes managed by us to gain exposure and administrative efficiencies.

#### How your account works

When you make an investment into FirstChoice Investments, you are issued units in the investment option(s) you select.

The unit price you receive is the unit price which applies on the day we receive a transaction request, provided the request is received before 3pm, Sydney time, on any business day.

The value of units fluctuates as a result of changes in the value of the underlying assets or as a result of costs reflected in the unit price (except for FirstRate products, where the value changes as a result of the payment of interest). This means that your account balance can fluctuate on a daily basis depending on the value of the units which you hold in your account.

Depending on the investment option(s) you select, you may receive income in the form of distributions.

There may be tax consequences as a result of your investment.

#### Receiving income

Any income that you receive from your investment, other than FirstRate products, will be in the form of distributions. Your distribution may include income such as interest, dividends and realised capital gains.

FirstRate products will pay interest only. The payment of interest will follow the distribution choices you make on your FirstChoice Investments account.

Distributions are based on the number of units you hold in a particular option, in proportion to the number of units held by all unitholders, at the distribution date. Distributions are not pro-rated for investors who were not unitholders for the whole period. The type of income you receive depends on the asset classes in which each option invests.

#### Withdrawal of funds

Where an option is suspended, restricted or unavailable, we may not process withdrawal requests. Any decisions whether to process withdrawals or partial withdrawals will be made in the best interests of investors as a whole, and if any payment is to be made, then the exit price used to calculate this payment will be the one determined at the time the payment is made.

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.

## 4 Risks of investing

### What is risk?

Understanding investment risk is the key to successfully developing your investment strategy. 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, 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 investments may change
- 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 investment 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.

## Distribution risk

In some circumstances, the frequency or rate of distribution payments may vary or you may not receive a distribution. This is more likely to occur when an option employs extensive currency hedging or uses derivatives.

## 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

Specific risks apply to investments in term deposits. Refer to section 7 on page 13 for information about this product.

## 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](http://moneysmart.gov.au)) has a managed investment 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.

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 6 to 8.

FirstRate Saver and FirstRate Term Deposits are deposit products of the Bank, refer to section 7 for information on these products.

Type of fee or cost	Amount <sup>1</sup>	How and when paid								
<b>FEES WHEN YOUR MONEY MOVES IN OR OUT OF THE FUND</b>										
<b>Establishment Fee</b> The fee to open your investment.	Nil	N/A								
<b>Contribution Fee<sup>2,3</sup></b> The fee on each amount contributed to your investment.	Nil (Cash and deposit options)  Up to 4.0% (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.								
<b>Withdrawal Fee<sup>3</sup></b> The fee on each amount you take out of your investment.	Nil	N/A								
<b>Termination Fee</b> The fee to close your investment.	Nil	N/A								
<b>MANAGEMENT COSTS<sup>2</sup></b>										
The fees and costs for managing your investment.										
FirstRate products	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 9 to 10 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 11 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 5.53% pa									
All other options	1.12% to 2.77% pa									
	The amount you pay for specific investment options is shown on pages 6 to 8.									
<b>SERVICE FEES</b>										
<b>Switching Fee<sup>3</sup></b> 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 11 for further details.

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 9.

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 11.

3 Transaction costs apply to most options (refer to page 11 for further details).

## MANAGEMENT COSTS AND TRANSACTION COSTS

Option name	Management costs	Estimated performance fee (pa) <sup>1</sup>	Total management costs (including estimated performance fee) pa	Transaction costs per transaction (%)
<b>MULTI-MANAGER MULTI-SECTOR</b> (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% <sup>1</sup>	1.69% <sup>1</sup>	0.15
FirstChoice Moderate	1.82%	0.03% <sup>1</sup>	1.85% <sup>1</sup>	0.15
FirstChoice Balanced	1.87%	0.04% <sup>1</sup>	1.91% <sup>1</sup>	0.20
FirstChoice Growth	1.92%	0.04% <sup>1</sup>	1.96% <sup>1</sup>	0.20
FirstChoice High Growth	2.02%		2.02%	0.25
FirstChoice Geared Growth Plus <sup>2,7</sup>	1.90%(g)/3.35%(n)		1.90%(g)/3.35%(n)	0.25–0.65 <sup>3</sup>
<b>MULTI-MANAGER SINGLE SECTOR</b> (These investment options are located in the 'Investment Options Menu' on pages 20 to 22.)				
FirstChoice Fixed Interest	1.52%		1.52%	0.20
FirstChoice Property Securities	1.67%		1.67%	0.20
FirstChoice Global Property Securities	2.02%		2.02%	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	2.33%		2.33%	0.35
FirstChoice Emerging Markets	2.33%		2.33%	0.30
FirstChoice Geared Boutique Australian Share <sup>2,7</sup>	1.95%(g)/4.27%(n)		1.95%(g)/4.27%(n)	0.20–0.50 <sup>3</sup>
<b>FIRSTCHOICE MULTI-INDEX SERIES</b> (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% <sup>4</sup>		1.46% <sup>4</sup>	0.15
FirstChoice Multi-Index Balanced	1.50%		1.50%	0.20
<b>SINGLE MANAGER MULTI-SECTOR</b> (These investment options are located in the 'Investment Options Menu' on pages 24 to 26.)				
<b>Conservative</b>				
Colonial First State Conservative	1.67%		1.67%	0.10
Perpetual Conservative Growth	1.72%		1.72%	0.10
<b>Moderate</b>				
Colonial First State Balanced	1.82%		1.82%	0.15
Perpetual Diversified Growth	1.82%		1.82%	0.15
<b>Growth</b>				
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
<b>High growth</b>				
Colonial First State High Growth	2.03%		2.03%	0.30
Perpetual Split Growth	2.03%		2.03%	0.30
<b>SINGLE MANAGER SINGLE SECTOR</b> (These investment options are located in the 'Investment Options Menu' on pages 27 to 52.)				
<b>Cash and deposits</b>				
Colonial First State Cash	1.12%		1.12%	nil
FirstRate Investment Deposits <sup>5</sup>	0.00%		0.00%	nil
FirstRate Saver <sup>6</sup>	0.00%		0.00%	nil
FirstRate Term Deposits <sup>6</sup>	0.00%		0.00%	nil
<b>Fixed interest and income</b>				
Aberdeen Australian Fixed Income	1.52%		1.52%	0.10
Colonial First State Diversified Fixed Interest	1.32%		1.32%	0.20
Colonial First State Global Credit Income	1.32%		1.32%	0.25
Macquarie Income Opportunities	1.57%		1.57%	0.15
Perpetual Diversified Income	1.77% <sup>4</sup>		1.77% <sup>4</sup>	0.10

Refer to page 8 for footnotes 1–7.



Option name	Management costs	Estimated performance fee (pa) <sup>1</sup>	Total management costs (including estimated performance fee) pa	Transaction costs per transaction (%)
Schroder Credit Securities	1.77%		1.77%	0.20
UBS Diversified Fixed Income	1.57%		1.57%	0.15
<b>Enhanced yield</b>				
Acadian Quant Yield	1.42%	0.86% <sup>1</sup>	2.28% <sup>1</sup>	0.10
Colonial First State Enhanced Yield	1.22%	0.00% <sup>1</sup>	1.22% <sup>1</sup>	0.15
Goldman Sachs Income Plus	1.77%		1.77%	0.15
PM Capital Enhanced Yield	1.32%	0.02% <sup>1</sup>	1.34% <sup>1</sup>	0.10
<b>Property and infrastructure securities</b>				
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	1.82%		1.82%	0.20
Principal Property Securities	1.67%		1.67%	0.20
RREEF Property Securities	1.67%		1.67%	0.20
<b>Global property and infrastructure securities</b>				
AMP Capital Global Property Securities	2.02% <sup>4</sup>		2.02% <sup>4</sup>	0.25
Colonial First State Colliers Global Property Securities	1.87%		1.87%	0.25
Colonial First State Global Listed Infrastructure Securities	2.03%		2.03%	0.25
<b>Australian share</b>				
BT Core Australian Share	1.87%		1.87%	0.20
Colonial First State Australian Share – Core	1.87%		1.87%	0.20
Colonial First State Australian Share Long Short – Core	2.02%	0.03% <sup>1</sup>	2.05% <sup>1</sup>	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% <sup>4</sup>		1.87% <sup>4</sup>	0.20
Perpetual Industrial Share	1.87%		1.87%	0.20
Realindex Australian Share	1.47%		1.47%	0.15
Schroder Australian Equity	1.87%		1.87%	0.20
UBS Australian Share	1.87%		1.87%	0.20
<b>Australian share – boutique</b>				
Acadian Australian Equity	1.92%		1.92%	0.20
Acadian Australian Equity Long Short	1.92%	0.00% <sup>1</sup>	1.92% <sup>1</sup>	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% <sup>1</sup>	1.62% <sup>1</sup>	0.25
Solaris Core Australian Equity	1.87%		1.87%	0.20
<b>Australian share – small companies</b>				
Ausbil Australian Emerging Leaders	1.92%	0.72% <sup>1</sup>	2.64% <sup>1</sup>	0.25
Celeste Australian Small Companies	1.72%	0.74% <sup>1</sup>	2.46% <sup>1</sup>	0.40
Colonial First State Future Leaders	2.02%		2.02%	0.20
Realindex Australian Small Companies	1.68%		1.68%	0.15
<b>Global share</b>				
Acadian Global Equity	2.03%		2.03%	0.25

Refer to page 8 for footnotes 1–7.

Option name	Management costs	Estimated performance fee (pa) <sup>1</sup>	Total management costs (including estimated performance fee) pa	Transaction costs per transaction (%)
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
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	2.13%		2.13%	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	2.02% <sup>4</sup>		2.02% <sup>4</sup>	0.20
<b>Global specialist</b>				
Acadian Global Equity Long Short	2.12%	0.00% <sup>1</sup>	2.12% <sup>1</sup>	0.40
Colonial First State Global Emerging Markets Select	2.17%		2.17%	0.30
Colonial First State Global Resources	2.03%		2.03%	0.30
Colonial First State Global Soft Commodity	2.02% <sup>4</sup>		2.02% <sup>4</sup>	0.30
Generation Global Share	1.83%	0.00% <sup>1</sup>	1.83% <sup>1</sup>	0.25
Goldman Sachs Global Small Companies	2.13%		2.13%	0.30
Magellan Global	2.38% <sup>4</sup>	0.00% <sup>1</sup>	2.38% <sup>1,4</sup>	0.25
Platinum Asia	2.77%		2.77%	0.25
Platinum International	2.48%		2.48%	0.35
PM Capital Absolute Performance	1.82%	0.00% <sup>1</sup>	1.82% <sup>1</sup>	0.25
Realindex Emerging Markets	1.73% <sup>4</sup>		1.73% <sup>4</sup>	0.25
<b>Alternatives</b>				
Aspect Diversified Futures	2.53%	3.00% <sup>1</sup>	5.53% <sup>1</sup>	nil
BlackRock Asset Allocation Alpha	2.12% <sup>4</sup>	0.00% <sup>1</sup>	2.12% <sup>1,4</sup>	0.10
<b>Geared<sup>7</sup></b>				
Acadian Geared Global Equity <sup>2</sup>	2.00%(g)/4.29%(n)		2.00%(g)/4.29%(n)	0.25–0.65 <sup>3</sup>
Colonial First State Colliers Geared Global Property Securities <sup>2</sup>	1.84%(g)/3.90%(n)		1.84%(g)/3.90%(n)	0.25–0.65 <sup>3</sup>
Colonial First State Geared Australian Share – Core <sup>2</sup>	1.90%(g)/4.39%(n)		1.90%(g)/4.39%(n)	0.20–0.50 <sup>3</sup>
Colonial First State Geared Global Share <sup>2</sup>	1.70%(g)/2.61%(n)		1.70%(g)/2.61%(n)	0.25–0.45 <sup>3</sup>
Colonial First State Geared Share <sup>2</sup>	1.42%(g)/3.22%(n)		1.42%(g)/3.22%(n)	0.20–0.50 <sup>3</sup>

These figures are inclusive of the net effect of GST. Due to GST amendments, these amounts may increase from 1 July 2012. See page 9 for more details.

- 1 Refer to pages 9 to 10 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 1.58% respectively.
- 5 FirstRate Investment Deposits are deposit products of the Bank. You should read the separate FirstRate Investment Deposits PDS and relevant offer term sheet before investing in this product.
- 6 FirstRate Saver and FirstRate Term Deposits are deposit products of the Bank, refer to section 7.
- 7 For these options, we are not remunerated by way of a cash fee. Instead, each month we receive units in the options at no cost in consideration for managing the options.

## Additional explanation of fees and costs

### 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 6 to 8.

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 responsible entity 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](http://colonialfirststate.com.au).

Management fees are the fees payable under the Constitution 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 Constitution, see page 10.

### 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 investment over a one-year period. You should use this table to compare this product with other managed investment products.

#### EXAMPLE

The Colonial First State Diversified option		Balance of \$50,000 with a contribution 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.
<b>PLUS</b>		
Management costs	1.92% pa	<b>And</b> , for every \$50,000 you have in the fund, you will be charged \$960 each year.
<b>EQUALS</b>		
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: <b>\$960 and \$1,160</b> <b>What it costs you will depend on the investment option you choose and the fees you negotiate with your fund or financial adviser.</b>

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 11 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 6 to 8.

### 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 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 <sup>8</sup>
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 <sup>9</sup>	Reserve Bank of Australia (RBA) cash rate	1.40%	20%
Aspect Diversified Futures	Greater than 0% on futures and forwards trading accounts <sup>10</sup>	2.50%	20%
Ausbil Australian Emerging Leaders	Composite benchmark <sup>11</sup>	1.90%	15%

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

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

10 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.

11 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.

## PERFORMANCE FEE AFTER MANAGEMENT FEES

Option	Benchmark	Management fee (pa)	Performance fee rate <sup>1</sup>
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 <sup>2</sup>	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 <sup>2</sup>	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.

### 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
<b>Plus</b>	0.10% pa	\$50
Estimated performance fee: 25% x (2.00%–1.60%)		
<b>Management cost (including performance fee)</b>	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%<sup>3, 4</sup> (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 6 to 8 at any time at our absolute discretion, without your consent, within the limits prescribed in each option's Constitution. If the variation is an increase in a fee or charge, we will give you 30 days advance written notice. The Constitution of each option provides for the following maximum fees:

- a maximum entry fee (referred to in the PDS as a contribution fee) of 5%
- a maximum exit fee (referred to in the PDS as a withdrawal fee) of 4%
- a maximum management fee of 3%
- a maximum switching fee of \$50 (CPI-adjusted from 30 June 2003) for each switch in excess of four per year.

For all other options with performance fees other than those listed in the table below, a maximum performance fee rate of 25.00% (inclusive of the net effect of GST) is provided for under the Constitution.

3 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.

4 The alternative investment managers may change.

Option name	Maximum performance fee <sup>5</sup>
Acadian Quant Yield, Aspect Diversified Futures, BlackRock Asset Allocation Alpha and Magellan Global	27.50%
Colonial First State Australian Share Long Short – Core	26.83%

5 All maximum performance fees in the table are inclusive of the net effect of GST.

**Please note:** The maximums are provided for information and are not the current fees charged. The current fees are shown on pages 6 to 8.

## Transaction costs

Transaction costs such as brokerage, government taxes/duties/levies, bank charges and account transaction charges are paid from each option. When you (or any person you have authorised) 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 6 to 8. **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.

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.

## Abnormal costs

Abnormal costs (such as costs of unitholder meetings, recovery and realisation of assets, changes to the Constitution and defending or pursuing legal proceedings) are paid out of the option. These costs are incurred fairly infrequently.

## Other operating expenses

The Constitution for each option allows for the ongoing operating expenses (such as registry, audit, regulatory, taxation advice and offer documents) to be paid directly from the option. The responsible entity recovers costs related to custody, and a portion of the costs related to audit, regulatory, production of the offer document and particular transactions.

The Constitution does not place any limit on the amount of the ongoing operating expenses that can be paid from each option.

## What is paid to your adviser?

The adviser recommending the investment product may receive payments (‘remuneration’) for the following:

- a contribution fee; please refer to page 5 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 5 in the fees and costs table for further information
- an adviser service fee that you agree with your adviser. Please refer to ‘Adviser service fee’ 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 <sup>6</sup>	Adviser trail <sup>7</sup>	Adviser service fee
All options except Cash and deposit options	Up to 4.29%	Up to 0.60% pa	As agreed with your adviser
Cash	Nil	Up to 0.60% pa	
FirstRate products		Up to 0.25% pa	

6 Calculated on the % of initial and additional investment, and includes GST.

7 Calculated on the % of value of retained investment, and includes GST.

The contribution fee and adviser trail shown in the table include GST, which is paid by us.

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 6 to 8 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 a further 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 5.

### 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 FirstChoice Investments, including FirstRate products, paid directly from one of your investment options. 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 will be treated as an early withdrawal and this will reduce your interest rate. Please refer to page 13 for more details on the FirstRate Term Deposit investment options.

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.

Colonial First State 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 investment options other than FirstRate products.

Management cost rebates are calculated and paid before income tax. You may be assessable for income tax on the rebate amount so you should ensure that this amount is included in your annual tax return. You should speak to your financial adviser or accountant for more information.

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 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 products, 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 products, 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, the Colonial First State Cash and FirstRate products

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 the 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 Investments 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)	$400,000 \times 0.00\%$	\$0
Next \$600,000 (Cash option – \$100,000 remaining $\times 0.00\%$ plus $500,000 \times 0.20\%$ )	$500,000 \times 0.20\%$	\$1,000
Over \$1,000,000	$200,000 \times 0.40\%$	\$800
<b>TOTAL</b>		<b>\$1,800</b>

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.

### Tax implications

**Please note** that this portfolio rebate will have income tax and may have GST implications. Please discuss this with your financial adviser.

### Differential fees

We may issue units to certain investors such as sophisticated, professional, wholesale investors or Bank employees with reduced contribution and/or management costs. Such arrangements would be subject to individual negotiation, compliance with legal requirements and any applicable ASIC class orders.

## 6 How managed investment schemes are taxed

General taxation information has been provided for you in this PDS. However, because the Australian taxation system is complex and different investors have different circumstances, you should consider seeking professional taxation advice before investing in FirstChoice options.

You may be required to pay tax in relation to your investment in an option (generally income or capital gains tax); however, you may be able to claim some tax credits or receive the benefit of some tax concessions.

Some tax information has been provided for you below. However, although every care is taken, it is never possible to rule out the risk that on a subsequent review, taxation liabilities of each option could be increased or the benefit of concessions reduced.

Because investors can move into and out of an option at different points in time, there is a risk that taxation liabilities in respect of gains that have benefited past investors may have to be met by subsequent investors.

This tax information is current as at 28 May 2012.

The levels and basis of tax may change in the future. We will send you all the information you need each year in order for you to complete your tax return.

### Will you be liable to pay tax on income distributions you receive from an option?

You may, depending on your total level of taxable income and your income tax rate. This is the case regardless of whether the money is actually paid to you or reinvested. Any tax you pay depends on what makes up the distributions. Distributions could comprise:

- income (such as dividends and interest)
- net capital gains (from the sale of the option's investments), and
- tax credits (such as franking credits attached to dividend income and credits for tax paid on foreign income).

### Will you be liable for tax when you switch or withdraw money from an option?

You may, depending on your total level of taxable income and your income tax rate. Australian residents are generally subject to capital gains tax on gains when they switch or withdraw from an option or transfer units to another person or entity. Depending on the type of taxpayer you are defined as and how long you have held your units, you may be entitled to a capital gains tax concession which can reduce the liability by up to 50% if you are an individual, or 33.33% if the investment is by a complying superannuation entity.

### Do you have to quote a Tax File Number (TFN) or an Australian Business Number (ABN)?

(Australian residents only)

You are not required by law to quote your TFN. However, without your TFN or appropriate exemption information, we are required to withhold tax at the highest marginal tax rate (plus Medicare levy) from income distributions and interest payments made to you.

### Non-residents

Non-residents may be subject to withholding tax on distributions. The exact amount cannot be determined in advance because it varies depending upon the type of income. Generally, for the options offered in this document (with the exception of the property securities options), non-residents will not be subject to Australian tax on capital gains arising at redemption. However, non-residents seeking to invest should obtain tax advice on their specific circumstances.

## 7 FirstRate Saver and FirstRate Term Deposits

### What are FirstRate Saver and FirstRate Term Deposits?

FirstRate Saver can provide you with an easy to use, low risk deposit account with a competitive variable interest rate.

FirstRate Term Deposits provide the certainty of an interest rate, fixed until the maturity date, with a choice of three, six, nine or 12-month investment term options.

### Who are the parties involved?

FirstRate Saver and FirstRate Term Deposits are deposit products of Commonwealth Bank of Australia ('the Bank'), one of Australia's leading financial institutions. When you or a person you authorise makes or requests a deposit to FirstRate Saver or FirstRate Term Deposits, you enter into an agreement with the Bank on the terms and conditions (incorporated by reference) in the Reference Guide – Transacting on your account, available online at [colonialfirststate.com.au/fcinv](http://colonialfirststate.com.au/fcinv).

The Bank has appointed Colonial First State Investments Limited to collect information, administer and otherwise deal with matters relating to FirstRate Saver and FirstRate Term Deposits.

### How do you establish and operate FirstRate Saver and FirstRate Term Deposits?

FirstRate Saver and FirstRate Term Deposits work together with your FirstChoice Investments account. This provides you and your financial adviser the convenience and ease of establishing and managing the different investments in your portfolio in the one place.

### Benefits of FirstRate Saver and FirstRate Term Deposits

- **No fees** – There are no transaction or account keeping fees.
- **Peace of mind** – Knowing at the time what interest you will earn and that your money is on deposit with a leading Australian bank.
- **Easy set-up** – Simply use the same application form as FirstChoice Investments.
- **Ask us once** – You can transact on FirstRate Saver and FirstRate Term Deposits at the same time as your other FirstChoice investments.
- **Your investments at a glance** – One consolidated and easy to understand statement and you can view your account through the FirstNet secure online service.
- **Switch with ease** – Move your money between the FirstRate deposit products and other FirstChoice Investments options with ease.

## Risks of investing in FirstRate Term Deposits

FirstRate Term Deposit products are considered to be a relatively low risk product offered by Commonwealth Bank of Australia. Specific risks that apply to FirstRate Term Deposit products are listed below:

- **Market risk** – FirstRate Term Deposit products 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** – Should you need to withdraw or switch out from FirstRate Term Deposit products prior to the maturity date, the interest rate applying on the amount withdrawn is reduced.

At a glance	
<b>Who can apply?</b>	FirstRate Saver and FirstRate Term Deposits are available with a new or existing FirstChoice Investments account (including joint account holders).
<b>Features</b>	<b>FirstRate Saver</b> Competitive variable interest rate. Interest calculated on your account balance daily and paid effective on the last calendar day of each month. <b>FirstRate Term Deposits</b> Competitive interest rates, fixed until the maturity date of the term deposit. Interest calculated daily and paid effective on the maturity date.
<b>Fees</b>	No transaction or account keeping fees on FirstRate Saver or FirstRate Term Deposits.
<b>Minimum balance</b>	No minimum balance is required to be held in FirstRate Saver or FirstRate Term Deposits. You must maintain the FirstChoice Investments minimum account balance. FirstRate Saver and FirstRate Term Deposit balances count toward this minimum.
<b>Interest rate</b>	Current interest rates are available at colonialfirststate.com.au or by contacting us on 13 13 36.
<b>Access information</b>	View and transact 24/7 through FirstNet, Colonial First State's secure online service. Or contact us on 13 13 36 (8am to 7pm Monday to Friday (Sydney time)) or contact your financial adviser.

Further details about and terms and conditions for FirstRate Saver and FirstRate Term Deposits (incorporated by reference) are contained in the Reference Guide – Transacting on your account, available online at colonialfirststate.com.au/fcinv.

## 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](mailto: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 Investments. 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 Investments in certain circumstances. If, during the 14-day cooling-off period, you decide that the investment does not meet your needs, then contact your financial adviser and advise us in writing.

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 (and, where relevant, once we have established your identity). 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:** The cooling-off period does not apply to FirstRate products. FirstRate products terms and conditions deal with the withdrawal of your investment, together with accrued interest. Refer to the Reference Guide – Transacting on your account, available online at [colonialfirststate.com.au/fcinv](http://colonialfirststate.com.au/fcinv) or the separate FirstChoice Investment Deposits PDS (whichever is applicable).

### 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 Financial Ombudsman Service (FOS), and
- provide you with the FOS 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 FOS offers a free, independent dispute resolution service for the Australian banking, insurance and investment industries. You can contact the FOS on 1300 780 808, or by writing to Financial Ombudsman Service, GPO Box 3, Melbourne VIC 3001, or online at [www.fos.org.au](http://www.fos.org.au). Our membership number is 10318.

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# Application form checklist

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

Colonial First State, Reply Paid 27, Sydney NSW 2001

## FirstChoice Investments 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 (TFN) or exemption (refer to alternative codes in bold below): <b>E</b> Exemption – please write the full name of the benefit that you receive (eg 'Age Pension') <b>N</b> Non-resident – please write the full name of your country of residence <b>O</b> Not for profit organisations – who are not required to lodge a TFN <b>D</b> No TFN or do not wish to quote a TFN – please refer to the PDS for further information
Portfolio fee rebate (Joint/Trust accounts only)	Complete portfolio fee rebate account nomination if applicable (refer to the PDS, page 12)
Contact details	Provide your contact details, including residential address
Income distribution	Nominate your distribution payment instructions
Step 2 – Part B	Your investment – Complete sections 5–6
Payment details	Indicate your method of payment. If investing by direct debit, please complete your bank details. If investing via cheque, please cross your cheque 'Not Negotiable' and make payable to: <b>'FirstChoice Investments, &lt;Investor name&gt;'</b>
Investment allocation	Complete your investment allocation details including: <ul style="list-style-type: none"><li>• The option(s) you wish to invest in</li><li>• The percentage to be attributed to each option for initial investments</li><li>• The percentage to be attributed to each option for your regular investment plan (if applicable)</li></ul>
Step 3 – Parts C & D	Other information and declaration – Complete sections 7–11
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. <b>Do not</b> 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 12 to see if you are eligible and for further details on management cost rebates
Declaration and signature	Sign the declaration. If you are signing under a Power of Attorney, please comply with the following: <ul style="list-style-type: none"><li>• Attach a certified copy of the Power of Attorney document</li><li>• <b>Each page</b> of the Power of Attorney document must be certified by a Justice of the Peace, Notary Public or Solicitor</li><li>• 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</li><li>• 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</li></ul>
Step 4	Identification and verification
For individual/joint accounts (including sole traders)	You or your adviser <b>must</b> also complete the identification and verification form on page A17 so that we can establish your identity or the identity of other people associated with your account
For companies, partnerships, superannuation funds and other entity types	You or your adviser <b>must</b> also complete the appropriate identification form which can be found in our forms library at colonialfirststate.com.au, so that we can establish your identity or the identity of other people associated with your account
For your agent	If you are appointing an agent, the appointment of agent form (which includes the identification form) must be completed so that we can establish their identity. This form can be found in our forms library at colonialfirststate.com.au
For verifying officers	If you are appointing a verifying officer (for non-individual investors), then the verifying officer form must be completed so that we can establish their identity. This form can be found in our forms library at colonialfirststate.com.au

## Additional information on setting up alternative account types

### Accounts on behalf of a minor

We do not accept any investments in the name of a minor (under 18 years of age); however, the investment may be held 'as designation' for the minor. In order to set up an account as designation for a minor, please insert the minor's name in the 'Account designation' field under section 2. It is important that you also complete Investor 1 and/or Investor 2 as owners of the account, and provide the TFN(s) of the investor(s) rather than the minor.

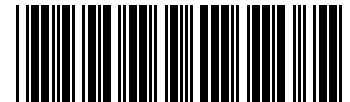
### Superannuation fund or trust

Please insert the entity's name under 'Superannuation fund/trust'. We will also require information of the trustees. To supply this trustee information, please complete Investor 1 and/or Investor 2 if trustees are individuals. If the trustee is a company, please complete the 'Company name' field.

## 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, 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 Investments Application Form



28 May 2012

Units in FirstChoice Investments will only be issued on receipt of this 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 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

#### INVESTOR 1 (individual accounts/sole trader/super fund trustee)

Title  
Mr  Mrs  Miss  Ms  Other

Full given name(s)\*

Surname\*

Date of birth\*  /  /  Gender Male  Female

Occupation and industry\*

Your main country of residence, if not Australia\*

Tax File Number or reason for exemption (refer to page A1)  or code

If a foreign resident for tax purposes, specify country of residence

Full business name of sole trader\*

Full address of principal place of business (**PO Box is NOT acceptable**) (sole traders only)\*

Unit number  Street number  Street name

Suburb  State  Postcode

Country

ABN (if any) of sole trader\*

#### INVESTOR 2 (joint accounts/super fund trustee)

Title  
Mr  Mrs  Miss  Ms  Other

Full given name(s)\*

Surname\*

Date of birth\*  /  /  Gender Male  Female

Occupation and industry\*

Your main country of residence, if not Australia\*

Tax File Number or reason for exemption (refer to page A1)  or code

If a foreign resident for tax purposes, specify country of residence

## 2 INVESTOR DETAILS (CONTINUED)

### ACCOUNT DESIGNATION

Only use to indicate a minor's name for an account designation (refer to page A2)

### PORTFOLIO FEE REBATE – JOINT/TRUST ACCOUNTS ONLY

Please nominate whose portfolio you wish this account to be included in for the purposes of portfolio rebate calculation. If no nomination is made, this account will not be linked. Please refer to the PDS, page 12 for further details and to see if you are eligible.

Investor 1 portfolio  Investor 2 portfolio  Do not link this account

### NON-INDIVIDUAL INVESTORS – COMPANY/PARTNERSHIP/SUPERANNUATION FUND OR OTHER ENTITY

Cross (X) the appropriate box to indicate the type of investor you are:

Self Managed Super Fund  Trust  Company  Partnership  Other, please specify \_\_\_\_\_

Full name of company/partnership/trustee/other entity\*

Full name of superannuation fund/trust\*

Principal business/trust activity\*

Are you a charity?\*

Yes  No

Country established, if not Australia\*

ABN/ARBN/ARSN

Tax File Number (superannuation fund/trust/company – if applicable)

## 3 CONTACT DETAILS

### INVESTOR 1

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 for investor 1

**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.

### INVESTOR 2 – IF APPLICABLE AND DIFFERENT TO ABOVE

Residential address (PO Box is NOT acceptable)\*

Unit number  Street number  Street name

Suburb  State  Postcode

Country

### 3 CONTACT DETAILS (CONTINUED)

Postal address (if different to above)

Unit number	<input type="text"/>	Street number	<input type="text"/>	PO Box	<input type="text"/>	Street name	<input type="text"/>		
Suburb	<input type="text"/>					State	<input type="text"/>	Postcode	<input type="text"/>
Country	<input type="text"/>								

Work phone number	<input type="text"/>	Home phone number	<input type="text"/>	Fax number	<input type="text"/>	Mobile phone number	<input type="text"/>
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Email address for investor 2

**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.

### NON-INDIVIDUAL INVESTORS – IF APPLICABLE

Registered office address/principal place of business (**PO Box is NOT acceptable**)

Unit number	<input type="text"/>	Street number	<input type="text"/>	Street name	<input type="text"/>				
Suburb	<input type="text"/>					State	<input type="text"/>	Postcode	<input type="text"/>
Country	<input type="text"/>								

Postal address (if different to above)

Unit number	<input type="text"/>	Street number	<input type="text"/>	PO Box	<input type="text"/>	Street name	<input type="text"/>		
Suburb	<input type="text"/>					State	<input type="text"/>	Postcode	<input type="text"/>
Country	<input type="text"/>								

Work phone number	<input type="text"/>	Fax number	<input type="text"/>
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Email address for non-individual investor

**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 INCOME DISTRIBUTION

A nomination in this section overrides any previous nominations. Distributions will be reinvested unless otherwise stated.  
Cross (X) one box only.

How would you like your income distributions to be paid?

Reinvested in the option	<input type="checkbox"/>
Credit to my/our bank account	<input type="checkbox"/>  Make sure you also complete your bank account details in <b>section 5</b> .



## PART B – YOUR INVESTMENT

### 5 PAYMENT DETAILS

How will this investment be made? NOTE: Cash is not accepted.

A minimum total investment of \$5,000 is required to establish an account in FirstChoice Investments. A \$1,000 minimum initial balance is required if a regular investment plan is set up at commencement of the account. The minimum regular investment plan amount is \$100 per month.

Total amount to be invested \$ , ,  including any internal transfers shown below.

Direct debit  Make sure you also complete your bank account details below.

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

You can only nominate a bank account that is held in the name(s) 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.

#### BANK ACCOUNT 1

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

#### BANK ACCOUNT 2

Only complete your account details in this section if you would like your **regular investment plan** debited from a **different** bank account.

Name of Australian financial institution

Branch name

Branch number (BSB)

Account number

Name of account holder

BPAY  More info: [www.bpay.com.au](http://www.bpay.com.au). Please see the Reference Guide – Transacting on your account 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 the Reference Guide – Transacting on your account for details on how to make a direct credit payment to your account.

Internal transfer  Funds coming from a Colonial First State account

Please attach a redemption request.

Contact your bank or financial institution to make this payment from your cheque, savings, debit or transaction account.

## 5 PAYMENT DETAILS (CONTINUED)

### INTERNAL TRANSFER DETAILS

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.

Cheque  
(attached)



Make cheque payable to 'FirstChoice Investments, <Investor name>'.

## 6 INVESTMENT ALLOCATION

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

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

Option name	Option CODE	Initial or additional investments %	Regular investment plan (per month)	
			\$	(minimum \$100 per month)
<b>FIRSTCHOICE OPTIONS</b>				
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"/> <input type="text"/> <input type="text"/> %
FirstChoice Conservative	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"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> %
FirstChoice Moderate	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"/> <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"/> <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"/> <input type="text"/> <input type="text"/> %
FirstChoice High Growth	020	<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"/> %
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"/> <input type="text"/> <input type="text"/> %
FirstChoice 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"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> %
FirstChoice Property Securities	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"/> <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"/> <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"/> <input type="text"/> <input type="text"/> %
FirstChoice Australian Share	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"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> %
FirstChoice Boutique Australian Share	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"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> %
FirstChoice Australian Small Companies	051	<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"/> %
FirstChoice Global Share	023	<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"/> %
FirstChoice Global Share – Hedged	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"/> <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"/> <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"/> <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"/> <input type="text"/> <input type="text"/> %
<b>FirstChoice Multi-Index Series</b>				
FirstChoice Multi-Index Conservative	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"/> <input type="text"/>	<input type="text"/> <input type="text"/> <input type="text"/> %
FirstChoice Multi-Index Diversified	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"/> <input type="text"/> <input type="text"/> %
FirstChoice Multi-Index Balanced	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"/> <input type="text"/> <input type="text"/> %
<b>SINGLE MANAGER OPTIONS</b>				
<b>Conservative</b>				
Colonial First State Conservative	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"/> <input type="text"/> <input type="text"/> %
Perpetual Conservative Growth	010	<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"/> %

## 6 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments %	Regular investment plan
<b>Moderate</b>			
Colonial First State Balanced	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"/> %
Perpetual Diversified Growth	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"/> %
<b>Growth</b>			
BT Active Balanced	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"/> %
Colonial First State Diversified	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"/> %
Perpetual Balanced Growth	019	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
<b>High growth</b>			
Colonial First State High Growth	024	<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	025	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
<b>Cash and deposits</b>			
Colonial First State Cash	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"/> %
FirstRate Investment Deposit <sup>1</sup>		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 <sup>1</sup>	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 <sup>1</sup>	810	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	
FirstRate Term Deposit – 6 month <sup>1</sup>	811	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	
FirstRate Term Deposit – 9 month <sup>1</sup>	812	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	
FirstRate Term Deposit – 12 month <sup>1</sup>	813	<input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %	
<b>Fixed interest and income</b>			
Aberdeen Australian Fixed Income	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"/> %
Colonial First State Diversified Fixed Interest	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"/> %
Colonial First State Global Credit Income	056	<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	057	<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"/> %
<b>Enhanced yield</b>			
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"/> %
Colonial First State Enhanced Yield	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"/> %
Goldman Sachs Income Plus	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"/> %

1. FirstRate Saver, FirstRate Investment Deposits and FirstRate Term Deposits are deposit products of Commonwealth Bank of Australia, refer to section 7 – FirstRate Saver and FirstRate Term Deposits in the PDS or the FirstRate Investment Deposits PDS (whichever is applicable).

## 6 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments %	Regular investment plan
PM Capital Enhanced Yield	064	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>Property and infrastructure securities</b>			
BT Property Investment	045	<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	067	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Colonial First State Property Securities	043	<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	066	<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"/> %
<b>Global property and infrastructure securities</b>			
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	068	<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"/> %
<b>Australian share</b>			
BT Core Australian Share	034	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Colonial First State Australian Share – Core	026	<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	027	<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	078	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Maple-Brown Abbott Imputation	031	<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	033	<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	035	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
UBS Australian Share	030	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>Australian share – boutique</b>			
Acadian Australian Equity	077	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Acadian Australian Equity Long Short	075	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Ausbil Australian Active Equity	029	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %



## 6 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments %	Regular investment plan
Integrity Australian Share	048	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Investors Mutual Australian Share	054	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Ironbark Karara Australian Share	065	<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"/> %
Perennial Value Australian Share	055	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
PM Capital Australian Share	053	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Solaris Core Australian Equity	052	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
<b>Australian share – small companies</b>			
Ausbil Australian Emerging Leaders	211	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Celeste Australian Small Companies	070	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Colonial First State Future Leaders	061	<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"/> %
<b>Global share</b>			
Acadian Global Equity	069	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
AXA Global Equity – Value	058	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
BT Core Global Share	042	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Capital International Global Share	040	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Colonial First State Global Share	037	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Colonial First State Index Global Share	038	<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	071	<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"/> %
MFS Global Equity	039	<input type="text"/> <input type="text"/> <input type="text"/> %	<input type="text"/> <input type="text"/> <input type="text"/> %
Perpetual International	041	<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"/> %
Realindex Global Share Hedged	244	<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"/> %
<b>Global specialist</b>			
Acadian Global Equity Long Short	203	<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"/> %
Colonial First State Global Resources	036	<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"/> %

## 6 INVESTMENT ALLOCATION (CONTINUED)

Option name	Option CODE	Initial or additional investments %	Regular investment plan
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	059	<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	050	<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	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 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"/> %
<b>Alternatives</b>			
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"/> %
<b>Gearred</b>			
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	062	<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	047	<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	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"/> %
<b>TOTAL</b>		<b>1 0 0 %</b>	<b>1 0 0 %</b>

## PART C – OTHER INFORMATION

### 7 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  Please complete the frequency for your account. If you make no frequency selection, we will rebalance your portfolio annually.

Frequency

Annually

Quarterly

### 8 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.

### 9 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 11 for details.

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

Option **CODE** (refer to pages A8 to A12)

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 11 for details.

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

Option **CODE** (refer to pages A8 to A12)

Adviser service fee including GST

\$

### 10 MANAGEMENT COST REBATE

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

Option **CODE** (refer to pages A8 to A12)

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.

## 11 DECLARATION AND SIGNATURE

I/We acknowledge that if my/our application to become a unitholder is accepted, my/our unitholding will be subject to the terms of the Constitution.

I/We declare and agree that:

- I/we have received and read the PDS and I/we acknowledge I/we have access to all statements and information that are incorporated by reference, together referred to below as ‘the PDS’, and have received and accepted the offer in it in Australia
- my/our application is true and correct. Where I am/we are applying for one or more of FirstRate Saver, FirstRate Term Deposits and FirstRate Investment Deposits, I/we have received and read all relevant terms and conditions and the Product Disclosure Statement for the FirstRate Investment Deposits to the extent applicable to the nominated product(s)
- this application form is included in or accompanied by the PDS
- for each option that is selected or in which I am/we are invested:
  - I/we acknowledge I am/we are bound by the relevant Constitution’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 Constitution (as amended from time to time)
  - I am/we are 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/we confirm that I/we have received the relevant FirstRate Investment Deposits PDS and the offer term sheet

and I/we acknowledge those documents are amended from time to time and I am/we are bound by those changes, including any changes to the PDS and the FirstRate Investment Deposits PDS (to the extent applicable) between the date of signing my/our application and the date I/we first become a member(s) of FirstChoice Investments

- I/we have legal power to invest
- my/our adviser will receive the payments detailed in the PDS and this application form including via redemption of units from my/our investment
- if I/we have received the PDS or the FirstRate Investment Deposits PDS from the internet or other electronic means that I/we received it personally or a printout of it, accompanied by or attached to this application form
- if this is a joint application, each of us agrees, unless otherwise indicated on this application or relevant option’s terms and conditions, our investment is as joint tenants. Each of us is able to operate the account and bind the other(s) to any transaction including investments, switches or withdrawals by any available method
- 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/we instruct you otherwise

- if investing as trustee, on behalf of a superannuation fund or trust I/we confirm that I am/we are acting in accordance with my/our designated powers and authority under the trust deed. In the case of superannuation funds, I/we also confirm that it is a complying fund under the Superannuation Industry (Supervision) Act 1993
- by investing (and remaining invested) with Colonial First State, I/we give my/our consent to the collection, use and disclosure of personal information as set out in the current PDS
- I am/we are not in the United States or a ‘US Person’ (as defined in Regulation S under the US Securities Act 1933, as amended) (‘US Person’), nor am I/are we acting for the account or benefit of a US Person
- I/we will not make a copy of this document available to, or distribute a copy of such documents to, of for the account or benefit of, any US Person or any person in the United States or in any other place in which, or to any other person to whom, it would be unlawful to do so.

I/We acknowledge and agree that Colonial First State and/or its related entities (‘the Group’) will not be liable to me/us 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/us with a product or service, including in circumstances where the Group reasonably believes that I am/we are 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/We acknowledge that:

- other than FirstRate Saver, FirstRate Term Deposits and FirstRate Investment Deposits, which are deposit products of Commonwealth Bank of Australia, investments in the options 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/We authorise Colonial First State Investments Limited (User ID 011802) to arrange for funds to be debited from my/our account at the financial institution identified in **section 5** above and in accordance with the Bulk Electronic Clearing System (BECS).
- I/We have read the ‘Direct Debit Customer Service Agreement’ provided with this PDS and agree with its terms and conditions.
- I/We request this arrangement to remain in force in accordance with details set out in **section 5** and in compliance with the ‘Direct Debit Customer Service Agreement’.





# Identification and Verification Form – individuals and sole traders

ADVISER USE ONLY

Please complete a separate form for each investor.

Full name of investor

All clients applying for a new FirstChoice Investments account (including FirstRate products) **must** complete the identification procedures (for the purposes of Anti-Money Laundering and Counter-Terrorism Financing laws). This form is to assist with those procedures for individuals and sole traders. If you are making an application for a non-individual account (for example, a company or trust) you or your adviser will be required to complete different forms to establish your identity, which can be obtained from our forms library at colonialfirststate.com.au or by phoning Investor Services on 13 13 36.

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 are required to complete section A of this form and provide certified copies of the ID documents (do not send original documents). **Please note:** For joint accounts a separate form is required for each investor.

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 <sup>1</sup>

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.











### 3 DECLARATION

#### CONDITIONS FOR AUTHORISING AN ADVISER TO TRANSACT ON YOUR BEHALF

By signing this authority you authorise the named adviser, and any other person authorised by that adviser, to perform the following activities on your account online (if available) on your behalf:

- make an additional investment, set up or modify a regular investment plan (including modifying the adviser fees as agreed by you and your adviser from time to time), switch between investment options and modify account details (excluding bank account details)
- modify investment selection and frequency (including auto-rebalancing)
- withdraw an investment (does not apply to superannuation or pension accounts)
- transact on FirstRate products (including managing maturity instructions).

This adviser transaction authority is subject to the following:

- You agree that the named adviser remains authorised, even if this adviser transfers to a new dealer group (with the current dealer's release) and changes to new arrangements without notice to you.
- If the dealer group's Australian Financial Services Licence is suspended or cancelled by the Australian Securities and Investments Commission, we have the discretion to switch off the adviser authority.
- If we reasonably believe that a person is your authorised adviser or their authorised delegate, then anything they do on your behalf will be treated as if you have done it personally.
- Once you sign this authority, then we will treat your adviser (or their delegate) as being properly appointed unless you tell us otherwise. We will not accept or be on notice of any restrictions on their authority.
- At our complete discretion we can refuse to accept an authority, permit a person to transact or carry out a transaction.

- You agree to release, discharge and indemnify us from and against any liability, cost or loss that is incurred by us or you as a result of our acting on this authority except if we have acted fraudulently or have wilfully defaulted in our obligations to you and you acknowledge we will process transactions under this authority until we receive a valid written notification, signed by you, amending or revoking this authority.
- You also agree that neither you, nor any person claiming through you, has any claim against us for a transaction done in accordance with this authority.
- This authority continues until the second business day after we receive written notice from you of cancellation of the authority.
- Use of Colonial First State's online facilities is subject to specific terms and conditions. These are available on our internet site.
- We can cancel or vary these conditions by giving you not less than seven (7) days written notice.
- If during our normal business hours FirstNet is unavailable or online transactions are not being processed (as determined by us), then this authority will permit your adviser (or their delegate) to transact on your behalf using fax instructions. The terms of fax usage which will then apply are set out in the Reference Guide – Transacting on your account.

**Investments and withdrawals can only be made to and from a bank account pre-nominated by you.**

**Please note:** By providing this authority to your adviser you will also be automatically updated to full transaction access on your account via FirstNet, if you do not already have this level of access.

The adviser and any other person authorised by that adviser will be authorised to carry out these activities online only.

**Please note that the adviser may also delegate this authority to third parties, such as others in their office. Therefore you should carefully consider the implications of giving this authority before proceeding.**

Joint applicants must both sign.

**PLEASE NOTE THAT BY APPOINTING AN ADVISER TO TRANSACT ON YOUR BEHALF, YOU ARE GIVING THAT ADVISER, AND ANY PERSON ACTING ON BEHALF OF THE ADVISER, AUTHORITY TO TRANSACT AND MODIFY DETAILS ON YOUR ACCOUNT(S), UNTIL WE RECEIVE A VALID WRITTEN NOTIFICATION, SIGNED BY YOU, AMENDING OR REVOKING THIS AUTHORITY.**

Signature of investor 1 or company officer

Print name

Date

Signature of investor 2 or company officer (if applicable)

Print name

Date

Please send the completed form to:

Colonial First State  
Reply Paid 27, Sydney NSW 2001

# 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 4 to 12 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 4 to 12 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.<sup>1</sup>

## How is your personal information dealt with?

Please refer to page 14 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 15 of this combined document (the PDS dated 28 May 2012) for details about our complaints handling procedures.

<sup>1</sup> 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 responsible entity**

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.

