

Important changes to Wrap Essentials

This notification dated 19 May 2014 provides information on changes that will be made to Wrap Essentials and the Investor Short Guide ('Guide').

Wrap Essentials will not be available to new investors after 30 May 2014.

As you are an existing investor, the closure will not impact your Wrap Essentials account. You will continue to have access to all features, functionality and investments.

Any material changes to your account after 30 May 2014 will be communicated to you online, via your adviser, by email or by mail.

Please review all changes carefully as these may affect your Wrap Essentials account, if you have any questions, call Wrap Customer Relations on 1300 657 010 or discuss them with your financial adviser.

1. Portfolio Service facility

From 1 July 2014, a new Portfolio Service facility will be introduced to help keep your portfolio aligned to your investment strategy. It allows your adviser and/or the distributor defined in the Guide to perform transactions to rebalance your investments as per the investment strategy you agreed with your adviser. This facility enables all or part of your Wrap Essentials account to remain tailored to your investment needs.

2. Changes to rebates, fees and costs

Expense recovery

The Administrator has discretion in deciding whether to pass on to investors all or a portion of the actual expenses properly incurred in each financial year by the Administrator in operating your fund. The Administrator intends to exercise its right to recover expenses in respect of your Wrap Essentials account. These expenses include complying with legislative standards and those in relation to the significant program of work undertaken to ensure Wrap Essentials is compliant with recent regulatory reforms such as the Future of Financial Advice ('FOFA').

Any recovery is payable to the Administrator and will not be passed on to the Distributor of your product, your adviser, or your adviser's dealer group. These expense recoveries will be deducted from your Cash Account at the time they are applied. They are estimated to be approximately \$10 per annum per account. The exact amount deducted from your account will be confirmed in your Annual Statement.

Cash Account disclosure

The current Cash Account fee disclosure is amended to better reflect the current monitoring process in respect of the rate paid on your Cash Account, which ensures that the rate of interest declared by the Administrator will not be lower than the average of the four major Australian banks for comparable cash transaction accounts (if available) with balances of \$10,000¹. Further, the disclosure in respect of your Cash Account is also amended to reflect that your Cash Account is not a separate bank account and is part of your investment in Wrap Essentials. Your cash may be pooled and deposited in one or more underlying bank accounts, maintained by the Administrator at Westpac, which may include term deposits, breakable only at Westpac's discretion.

¹ You can contact your adviser or Wrap Customer Relations on 1300 657 010 to confirm the current interest rate declared by the Administrator.

3. Other important information

Implications if you no longer have an adviser

Wrap Essentials is designed to be used by you together with your adviser. For that reason, you will need to have a relationship with the distributor or an authorised adviser to optimise account features and fee structures. If your relationship with your adviser or the distributor ends, and you choose not to appoint a substitute adviser within 30 days, you must notify us by completing the Advice Relationship Opt-out Form. This will assist in managing your account. In some cases, your adviser or the distributor may notify us that they no longer provide advice or other related services to you.

At least 30 days after we either process the Advice Relationship Opt-out Form, or alternatively, notify you that the relevant relationship has ended, the following changes will be made to your account:

- ▶ You will have the ability to place transactions online via investorwrap.com.au
- ▶ You will be able to manage your account directly
- ▶ The name and branding of your account may change (including on any communications which you will receive from us directly). However, other account details will remain the same

To request a policy document, free of charge, that outlines what will happen to investors who no longer have an authorised adviser or a relationship with the Distributor, please call Wrap Customer Relations on 1300 657 010. We may amend this policy from time to time.

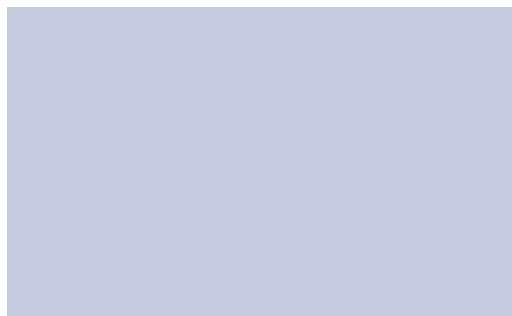
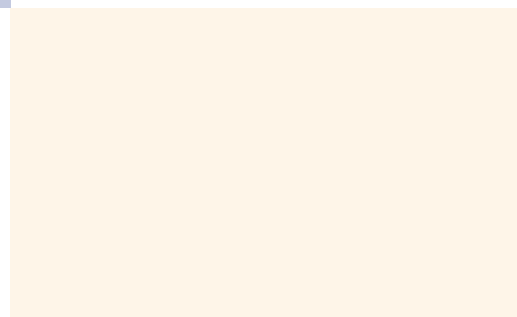
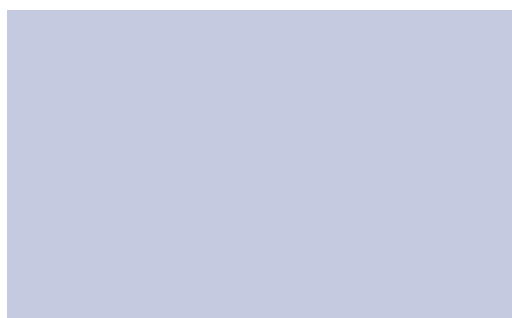
Information is current as at May 2014. BT Portfolio Services Ltd (ABN 73 095 055 208, AFSL 233715) ('Administrator') operates and administers Wrap Essentials. An Investor Short Guide (Guide) is available for Wrap Essentials and can be obtained from your financial adviser. You should obtain and carefully consider the Guide and other related disclosure documents before deciding whether to acquire, continue to hold or dispose of interests in Wrap Essentials. The information in this notice regarding legislative changes is intended as a guide only, it is not exhaustive and does not constitute legal advice. It is based on our interpretation of the law currently in force on the date of this notification. Consequently, it should not be relied upon as a complete statement of all relevant laws, the application of which may vary, depending on your particular circumstances. The information in this notice also does not take into account your personal objectives, financial situation or needs. You should consider the appropriateness of the information having regard to these factors and, where appropriate, consult your adviser or obtain other independent professional advice before acting on this information. The Administrator is a subsidiary of Westpac Banking Corporation ABN 33 007 457 141 (Westpac). Apart from any interest investors may have in underlying bank accounts held at Westpac through a Wrap Essentials Cash Account or Westpac securities acquired through Wrap Essentials, an investment in, or acquired using, Wrap Essentials is not an investment in, deposit with or any other liability of Westpac or any other company in the Westpac Group. These investments are subject to investment risk, including possible delays in repayment of withdrawal proceeds and loss of income and principal invested. Westpac and its related entities do not stand behind or otherwise guarantee the capital value or investment performance of any investments in, or acquired through, Wrap Essentials.

wealth-e-account

Wrap Essentials

wealth-e-account Wrap Essentials

- ★ More control
- ★ Efficient administration
- ★ Better service



Investor Short Guide

Dated 11 March 2013

wealth-e-account® is a registered trademark of Count Financial Limited, ABN 19 001 974 625. Count and Count Wealth Accountants® are the trading names of Count Financial Limited. Count Financial Limited is an Australian Financial Services (AFS) Licence Holder No. 227232, ABN 19 001 974 625. BT Portfolio Services Ltd, ABN 73 095 055 208 is the administrator for wealth-e-account®.



Purpose of the Investor Short Guide

This Investor Short Guide is the Investor Guide for Wrap Essentials and should assist you to make an investment decision by:

- giving you a clear overview of the Wrap Essentials service and how it works
- explaining how you can benefit from it, and
- giving you an understanding of what's available to you and where you can go to find more assistance and information.

Documents you should read:



Investor Short Guide

→ This document

Please read this for a clear overview of Wrap Essentials.



Additional Information and Terms Booklet

- On our website: investmentwrap.com.au/essentials or
- A hard copy can be obtained from your adviser

Please read this for more detailed information on how to use Wrap Essentials and important terms and conditions.

Updates to this Investor Guide

We may update this Investor Guide. The latest version is available at investorwrap.com.au. We will give you 30 days notice prior to making changes to Wrap Essentials that are materially adverse to investors.

Additional Information and Terms Booklet

In addition to reading this Investor Guide you should read the Additional Information and Terms Booklet available on our website investmentwrap.com.au/essentials and also available free of charge from your adviser. This provides additional information in relation to how to use Wrap Essentials and other important information. This document also contains the terms and conditions that form part of your contract with the Administrator.

About the Administrator

BT Portfolio Services Ltd ABN 73 095 055 208 operates and administers wealth-e-account Wrap Essentials ('Wrap Essentials'). Throughout this Investor Guide, BT Portfolio Services Ltd is referred to as 'the Administrator'. The Administrator issues this Investor Guide in Australia and is responsible for the transaction, administration and technology functions of Wrap Essentials. The Administrator also acts as custodian for Wrap Essentials and holds the managed funds and cash on your behalf.

The Administrator is a subsidiary of Westpac Banking Corporation ('Westpac') ABN 33 007 457 141. Apart from any interest investors may have in underlying bank accounts held at Westpac through their Cash Account or other Westpac deposit products, an investment in, or acquired using Wrap Essentials is not an investment in, deposit with or any other liability of Westpac or any other company in the Westpac Group. These investments are subject to investment risk, including possible delays in repayment of withdrawal proceeds and loss of income and principal invested. Neither Westpac nor any other company in the Westpac Group stands behind or otherwise guarantees the capital value or investment performance of any investments in, or acquired through Wrap Essentials.

About the Distributor

Count Financial Limited ('the Distributor') ABN 19 001 974 625 AFSL 227232 a wholly owned, non-guaranteed subsidiary of Commonwealth Bank of Australia ABN 48 123 123 124 distributes Wrap Essentials and supports your financial adviser. It is not responsible for bringing Wrap Essentials to you, its role being limited to distributor only.

The Distributor is the Australian financial services licensee of the Count Wealth Accountants® network of financial advisers. 'Count' and 'Count Wealth Accountants' are trading names of the Distributor. The Distributor is not an agent of, or a representative of the Administrator, and has no authority to act on behalf of, or bind, the Administrator.

Eligibility

Wrap Essentials is only available to investors who receive this Investor Guide in Australia and either (i) are Australian residents or (ii) appoint an Australian resident attorney to act on their behalf in relation to their Wrap Essentials account.

Australian Financial Services Licences

The Australian Financial Services Licence ('AFSL') numbers of the AFSL holders identified in this Investor Short Guide are as set out in the table below:










AFSL Holder	AFSL number
BT Portfolio Services Ltd	233715
Westpac Banking Corporation	233714
Count Financial Limited	227232

Investment in Wrap Essentials

Wrap Essentials is an investment service operated under the Investor Directed Portfolio Service Class Order (02/294) issued by the Australian Securities and Investments Commission ('ASIC'). ASIC is not responsible for Wrap Essentials.

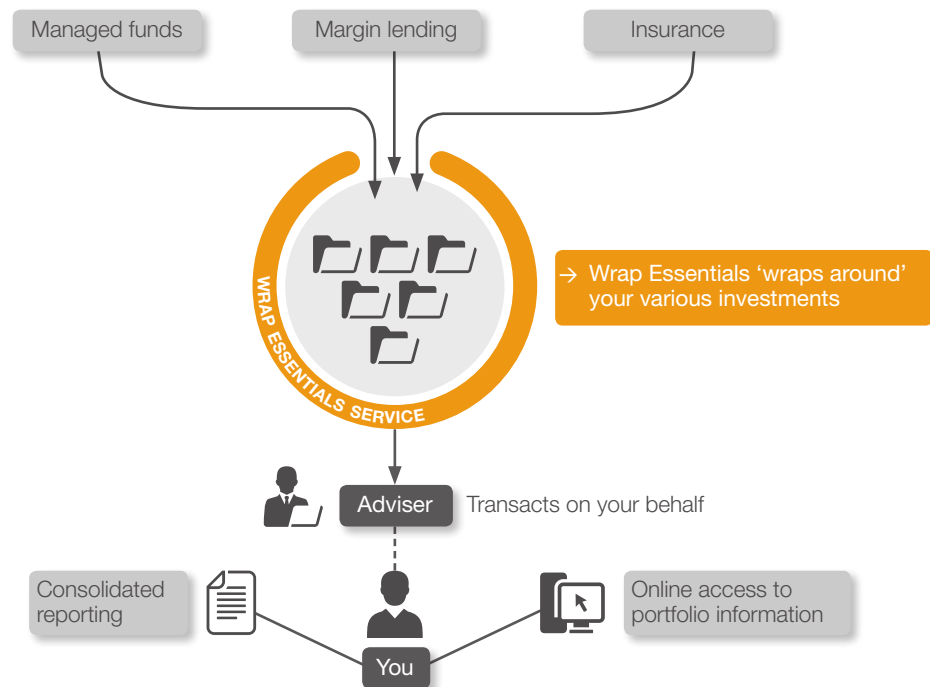
The provision of the Investor Guide, the Additional Information and Terms Booklet and the Available Managed Funds List should not be taken as the giving of investment advice by the Administrator in relation to investments that may be acquired through Wrap Essentials. The Investor Guide has been prepared without taking account of your objectives, financial situation or needs. You should consider the appropriateness of Wrap Essentials having regard to your objectives, financial situation and needs.

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What is Wrap Essentials?

Wrap Essentials is a way of managing a diverse range of investments through a single point of access. Instead of having to keep track of all your investments separately, you can have them all located in one place – which can save you time, money and lots of extra paperwork.



Who plays a part in Wrap Essentials?

You

- You make the choices about which investments to include in your Wrap Essentials portfolio in conjunction with your adviser.
- You can monitor the performance of your Wrap Essentials portfolio online and issue instructions through your adviser to make any change to your Wrap Essentials portfolio.



The Administrator

- The Administrator operates and administers Wrap Essentials for you and your adviser, maintaining the underlying systems and working with your adviser to deliver associated services.
- The Administrator acts as custodian of your Wrap Essentials account and holds your cash and managed funds on your behalf.

Your adviser

- We recommend that you speak to your adviser before making any investment decisions.
- Your adviser will help you develop a personalised investment strategy and may advise you about making changes to your portfolio over time.
 - Based on your instructions, he or she will direct the Administrator to buy, sell or transfer investments into or out of your portfolio. You may provide your adviser with authority to direct the Administrator without seeking your specific instructions.
 - Your adviser will monitor the performance of your investments and may provide you with regular status reports.
 - If you cease to have an authorised adviser you may not be able to retain your investment in Wrap Essentials.



Fund managers

- Fund managers are responsible for the investment management and administration of specific managed funds you choose to invest in.



What are the top 5 benefits of using Wrap Essentials?

Ultimately, your adviser does all the hard work of developing your investment strategy and instructing the Administrator to undertake actions for you. Wrap Essentials helps make this job easier and more efficient by providing a central platform from which your adviser is able to monitor your entire investment portfolio. Here we highlight the top 5 benefits to you.

1

A range of investment options and features

Wrap Essentials offers you a single point of access to a range of managed funds. In addition, you can access a suite of comprehensive insurance benefits and options and other wealth products through Wrap Essentials.

2

Consolidated reporting and 24/7 access to your Wrap Essentials account information

Wrap Essentials combines all of your investment information and presents you with quarterly reports, annual tax statements, PAYG reports, portfolio valuations and cash statements. You can view your portfolio online at any time and, by registering for eStatements, you can receive your regular statements online as soon as they become available.

3

Cost savings

Wrap Essentials allows your adviser to actively monitor your investments and conduct transactions through one technology platform. The savings in administration time may result in less cost for you and allows your adviser to spend more valuable time developing your investment strategy. And with the consolidated annual tax report Wrap Essentials generates, you may see a reduction in your accounting fees.

4

Personal tailoring with a flexible platform

Wrap Essentials makes it easy to construct and monitor a diversified investment portfolio. Features such as the regular deposit plan and rebalancing options allow you to implement a customised investment strategy which you can change over time. You can also access your money if you need it. Wrap Essentials is ideal for a wide range of investors and may provide substantial advantages for self-managed super funds. In addition, Wrap Essentials allows you to monitor and take control of the tax outcomes of your investment strategy.

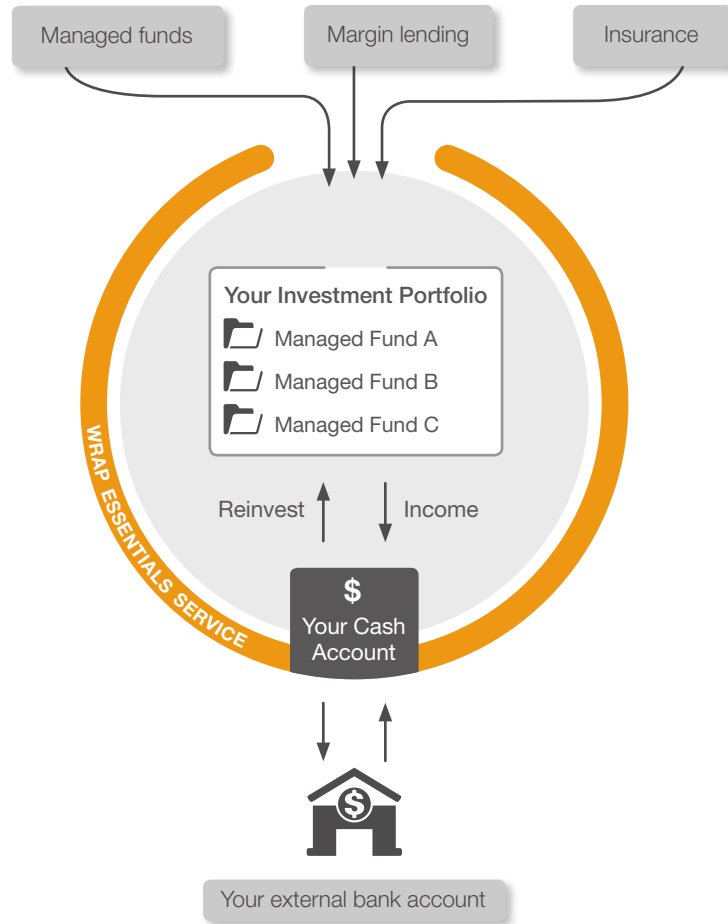
5

Ease in transferring your existing investments onto Wrap Essentials

You can take full advantage of the benefits of a single platform and consolidated reporting by transferring certain managed funds that you hold into your Wrap Essentials portfolio. Depending on your circumstances, you may not realise capital gains or incur stamp duty when transferring. Your adviser can advise which managed funds can be transferred into your portfolio.



What can you do with Wrap Essentials?



1 Invest in a range of premium investment options

Managed funds

Through Wrap Essentials you have access to a range of managed funds, encompassing some of Australia's leading fund managers. Your choice includes:

- diversified funds (eg growth, balanced)
- sector funds (eg Australian and international shares)
- specialist funds.

The accessible managed funds are specified in the Available Managed Funds List, which is available on request from your adviser free of charge.

Through Wrap Essentials, you may be able to obtain Capital Protection in relation to eligible investments by investing in the BT Capital Protection Fund. The Capital Protection feature aims to protect the value of your investments in eligible managed funds from adverse market movements, while still allowing you to benefit from growth when your chosen funds perform well. See the Additional Information and Terms Booklet for more information.*

Margin lending

Gearing, via a margin loan, can be a growth strategy that allows you to unlock the value of your Wrap Essentials account. By using the value of your Wrap Essentials investment to borrow money from a margin lender, you will have more money to invest in managed funds, which can potentially increase your returns and diversification.

While margin lending increases the potential return on investments, it is important to recognise that margin lending can also increase your potential losses. Ask your adviser about how margin lending works and read the relevant product disclosure statement to determine whether it is suitable for you.

Insurance

A comprehensive range of insurance benefits to protect you and your family from the financial consequences of illness, injury, medical trauma and death are available through Wrap Essentials. Speak to your adviser about your insurance needs and read the relevant product disclosure statement.

2_Receive consolidated reporting and access your Wrap Essentials account information 24/7

Reporting

You and your adviser will receive quarterly and annual consolidated reporting summarising your Wrap Essentials account activity, as well as a consolidated tax report soon after the end of the financial year.

Your quarterly and annual statement information can be provided to your accountant in electronic form making it easier and more efficient for your accountant to access and use the information.

Online platform

Information on your Wrap Essentials account is also available 24 hours a day, 7 days a week by visiting investorwrap.com.au. You can view your account balance, investment holdings and transactions.

eStatements

All statements, as well as additional guides and inserts, are available in the one convenient location online at investorwrap.com.au.

You can elect to receive eStatements when completing your Investor Registration Form, by notifying your adviser, or by registering online via investorwrap.com.au. If you have registered to receive eStatements, there's no need to wait for statements to arrive in the mail. Instead you can access them as soon as they are available online.

3_Manage your account easily and efficiently

Use the Cash Account for all Wrap Essentials transactions

When you join Wrap Essentials, a Cash Account is automatically established for you and acts as the main transaction account inside Wrap Essentials. The Cash Account is used to settle your managed fund transactions. Interest will accrue daily on your money held in the Cash Account, and will be credited to your balance quarterly in arrears so your money is working for you even between investments. Interest on the Cash Account is calculated at a variable rate determined by the Administrator.

Transfer funds between your Cash Account and a nominated external bank account

Your Cash Account can be linked to an external bank account (or credit union account) for easy transfer of funds into and out of Wrap Essentials. You may authorise your adviser to transfer funds between your Cash Account and your linked bank account at any time. Deposits can also be made via BPAY^{®1} and you can get access to a cheque and deposit book facility.

Set up regular transaction plans

→ Regular investment plan

You can make regular investments into managed funds from your Cash Account, and spread your purchase over a number of periods, which may help reduce the impact of market volatility on your Wrap Essentials account.

→ Regular deposit plan and regular withdrawal plan

These two plans allow you to deposit funds regularly from your nominated external bank account into your Cash Account and to transfer funds regularly from your Cash Account to your nominated external bank account respectively.

Access to your funds

You can access your funds through a one-off withdrawal, as you require, with funds generally available within 24–48 hours.

Give us instructions relating to your portfolio

You can give us instructions relating to your portfolio through your adviser. For example this includes all instructions to buy, sell or switch between investments. You can also appoint a representative to give us directions on your behalf without first seeking your instructions.

¹ Registered to BPAY Pty Limited ABN 69 079 137 518. Applications by BPAY will generally not be processed until the next business day following the BPAY transaction

request, provided that the request is made before your bank's cut-off time. Your bank can provide detailed terms and conditions in relation to BPAY to you.



What can you do with Wrap Essentials?

4_Personally tailor your portfolio with a flexible platform

Change the mix of your investment portfolio

Through your adviser, you can switch between investments or add new investments to your portfolio.

Reinvest your distributions

You instruct the Administrator to reinvest your distributions from all of your managed funds (where permitted by the managed fund). You can vary this instruction by notifying the Administrator in which case distributions will be deposited into your Cash Account.

Please note that at the time your income is reinvested you may not have received the current disclosure document for that fund however you can request a copy from the fund manager or your adviser.

Keep your investments aligned to your strategy

The Preferred Portfolio is a facility in Wrap Essentials that allows you and your adviser to establish and maintain a pre-determined investment strategy for managed funds through regular rebalancing of your portfolio back to your desired settings. This facility enables all or part of your Wrap Essentials account to remain tailored to your investment needs. See the Additional Information and Terms Booklet for more information on Preferred Portfolios.

Monitor and control your tax outcomes

You and your adviser can view the tax consequences of investment decisions and adapt the appropriate tax method for your Wrap Essentials account depending on your overall circumstances. Speak to your adviser to find out how you can optimise your tax position.

Take advantage of Wrap Essentials with your self-managed super funds (SMSFs)

SMSFs benefit from the control and simplified administration that consolidated reporting provides. In particular, you may benefit from reduced accounting costs because of the reduced time and effort required to collect relevant information about your investments for tax and other purposes.

5_Easily transfer existing investments into your Wrap Essentials account

If you have existing managed fund investments, you may be able to take full advantage of the benefits of a single platform and consolidated reporting by transferring certain managed fund investments into your Wrap Essentials account (your adviser can tell you if your managed funds can be transferred).

You may not realise any capital gains or incur stamp duty when you transfer (although some nominal duty may apply). You should seek professional advice on the taxation and stamp duty implications of transferring investments into Wrap Essentials.

What are the main Wrap Essentials features?

Investment options	
Managed funds	Access to a range of managed funds.
Cash Account	Used to settle your transactions and pays interest.
Margin lending	Increase your investment opportunities by borrowing against the value of your Wrap Essentials assets to build your wealth and potentially maximise your long-term investment returns.

Protection option	
Insurance	A range of insurance benefits and options are available.

Tailored portfolio options	
Switching	Switch between your managed funds at any time.
Preferred Portfolios	Option to establish a Preferred Portfolio facility which allows you to maintain a pre-determined managed funds investment strategy through regular rebalancing.
Tax tools	Option to change the sale allocation method at any time to meet your specific tax needs.

Easy transaction options	
Nominated external bank account	Flexibility to link external bank accounts to your Cash Account for easy transfer of funds into and out of Wrap Essentials.
One-off direct debit	Enables you to deposit funds from your nominated external bank account into your Cash Account or have other institutions or third parties draw payments from your Cash Account.
BPAY	Enables you to make initial and additional deposits into your Cash Account using BPAY.
Cheque book	Enables you to access funds from your Cash Account easily by using a cheque book.
Deposit book	Enables you to deposit funds into your Cash Account.

Regular transaction plans	
Regular deposit plan	Enables you to regularly deposit funds from your nominated external bank account into your Cash Account.
Regular investment plan	Enables you to regularly invest funds from your Cash Account into your choice of managed funds.
Regular withdrawal plan	Enables you to regularly withdraw funds from your Cash Account to your nominated external bank account.

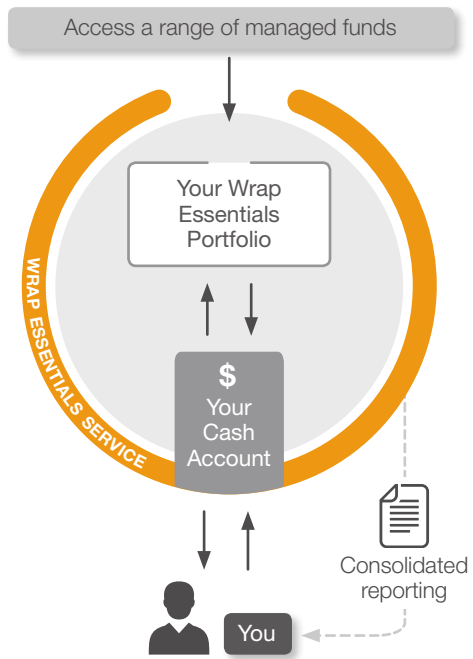
Investment minimums	
Minimum initial investment	\$5,000 or \$2,000 with a regular deposit plan of \$100 per month.
Minimum additional investment or switch	No minimums.
Minimum balance per managed fund	No minimums.
Minimum Cash Account balance	No minimum. However, where you have nominated regular amounts to be deducted from your Cash Account like insurance premiums, you should ensure there is sufficient balance held to cover these payments.
Minimum withdrawal	No minimum for withdrawals from your Cash Account.

Services provided	
Consolidated reporting and eStatements	You will receive quarterly and annual consolidated reporting summarising your Wrap Essentials account activity. You will also receive a consolidated tax report soon after the end of the financial year. If you have registered to receive eStatements, there's no need to wait for statements to arrive in the mail. Instead you can access them as soon as they are available online.
Telephone service	For your latest account balance and transactions, call the Voice Response Service ('VRS') any time on the number listed on the back cover of this Investor Short Guide. Call costs apply (currently \$0.55 per minute, higher for mobile phone and non-Telstra carriers.)
Internet access	Information on your Wrap Essentials account is available 24 hours a day, 7 days a week by visiting investorwrap.com.au .



How is investing through Wrap Essentials different from investing directly?

Investing through Wrap Essentials



1_ Consolidated reporting

You will receive comprehensive consolidated reporting on your Wrap Essentials account.

2_ Beneficial ownership of your managed funds

You retain beneficial ownership of units you hold in managed funds. The Administrator is the legal owner of these units and keeps a record of these units held on your behalf.

3_ No cooling-off rights

The Administrator is a wholesale investor and so may not become entitled to any cooling-off rights when investing in units in managed funds on your behalf. As the beneficial owner of the units, you will generally not be entitled to any cooling-off rights.

4_ No communications from product issuers

Because the Administrator holds the managed fund units on your behalf, you will not normally receive communications, such as annual or other reports, notices of meetings, or notification of changes in investment policies and fees, from the product issuers. You can obtain this information by providing the Administrator with instructions specifying the information you require.¹

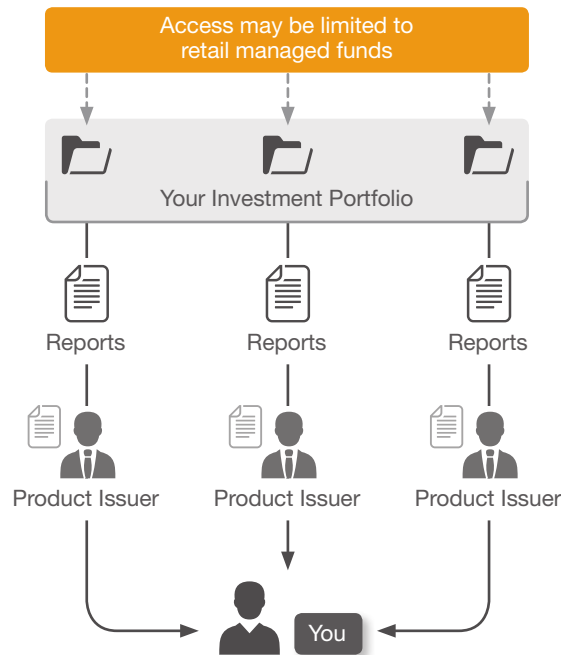
5_ Limited voting rights

From time to time there may be proposals by managed funds that involve the exercise of voting rights. The Administrator is not required to exercise voting rights in relation to the managed funds units it holds for you. Where a proposal involves voting rights, the Administrator may notify your adviser and seek instructions. The Administrator will act on your instructions if they are received by the deadline.

¹ If you do instruct the Administrator to provide this information, the Administrator reserves the right to

charge a minimum of \$10 for each item requested. This charge would be deducted from your Cash Account.

Investing directly



1_ Reporting is not consolidated

Your reporting is on a fund-by-fund basis.

2_ Direct ownership of your retail managed funds

You are the legal and beneficial owner of your retail managed funds and acquire all rights attaching to ownership.

3_ Cooling-off rights

If you are a retail client you may be entitled to a 14 day cooling-off period with respect to your retail managed funds. If you exercise your right within the cooling-off period, you can have your application money returned (subject to some adjustments).

4_ Regular communications from product issuers

You will receive regular communications from product issuers including annual reports, notices of meetings and notification of any changes.

5_ Voting rights

As you are the legal and beneficial owner, you are free to participate in any actions requiring voting that affect your investment.



What are the fees and other costs?

As small differences in both investment performance and fees and costs can have a substantial impact on your long term returns, it is important that you understand that the total fees you pay include both the costs of Wrap Essentials itself and the costs associated with the investments you make on Wrap Essentials eg transaction fees and managed fund costs. The costs for each investment will usually be shown in the disclosure documents for that investment.

Why do you pay fees?

- 1_ For the advice, professional expertise and oversight of your portfolio by your adviser.
- 2_ For ongoing access to the sophisticated technology of Wrap Essentials and the services the Administrator provides through it.
- 3_ For conducting transactions, such as changing your mix of investments.
- 4_ For management of assets in the managed funds you choose.



The fees you pay to the Administrator

What type of services do you get?	What do you pay?	What services do you receive?
Operating and maintaining Wrap Essentials	Nil.	<ul style="list-style-type: none"> → The bundle of services provided through Wrap Essentials, including access to sophisticated technology for managing your investment portfolio that saves you and your adviser time, money and paperwork. → Holding (custody) and administration of your investment portfolio. → Online access to up-to-date Wrap Essentials account information. → Consolidated reporting for all investments in your Wrap Essentials portfolio, as well as useful consolidated tax information. → Ongoing investment in improving the technology and product offerings of Wrap Essentials.



Please consult your adviser

Please note that these fee descriptions are meant to give you a clear overview of the types of fees you might pay and why you pay them. Your adviser will provide you with a Statement of Advice ('SOA'), which will outline exact fees for your specific situation. Please consult with your adviser for more information on the fees you will be paying.



The fees you pay to the Administrator

What type of services do you get?	What do you pay?	What services do you receive?
Administering your Cash Account	Cash Account fee This fee is the difference between: (a) the interest rate earned by the Administrator on the underlying bank accounts it maintains at Westpac in which the cash that constitutes your Cash Account is deposited, and (b) the interest rate the Administrator declares for your Cash Account and which is payable to you. This fee accrues daily.	→ Efficient administration of all transactions into and out of the Cash Account. → The rate of interest declared by the Administrator will not be lower than the average of the interest rates of the four major Australian banks for Cash Management Accounts with balances of \$10,000. ¹
Conducting transactions through Wrap Essentials	Investment switching fee Nil.	→ Executing the requested change with the relevant fund manager.
Preferred Portfolio option	Preferred Portfolio fee Nil.	→ Access to the Preferred Portfolio facility, which allows your Wrap Essentials account to be rebalanced in line with a Preferred Portfolio.

¹ You can contact your adviser or a Wrap Consultant to find out the current interest rate declared by the Administrator.

What are the fees and other costs?



The fees you pay to your adviser

What type of services do you get?	What do you pay?	What services do you receive?
Establishing your investment portfolio	Contribution fee This fee can be a dollar or percentage fee. It is charged on deposits. You can negotiate the amount of this fee with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	→ An investment portfolio aligned with your overall investment strategy. → Processing of the paperwork to set up the relevant investments.
Ongoing advice which may include keeping your investment portfolio under review	Ongoing advice fee This fee can be a dollar or percentage fee. Percentage fees are calculated as a percentage of the average of your opening and closing account balance (excluding nil balances) for each month. You can negotiate the amount of this fee with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	→ Ongoing service including requesting transactions on your behalf. → Depending on the relationship you have agreed with your adviser, you may also get: <ul style="list-style-type: none"> — updates on the status of your Wrap Essentials account — advice on your investment portfolio — assistance to answer questions.
Establishing your investment within the relevant managed fund	Managed fund transaction fee This fee can be a dollar or percentage fee. Percentage fees are calculated as a percentage of each managed fund investment you make. You can negotiate the amount of this fee with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	→ Requesting managed fund transactions on your behalf.
One-off advice or other services that may be provided by your adviser from time to time.	One-off advice fee This fee is a fixed dollar fee. It may be charged multiple times a year as agreed with your adviser from time to time under the One-off advice fee form. You can negotiate the amount of this fee with your adviser. There is no maximum, however, the Administrator has the right to reject the amount you agree with your adviser.	→ Additional advice or other services provided by your adviser from time to time.

The Administrator may pay ongoing adviser commission of up to 0.6% pa of the value of your account (excluding the Cash Account), which may be split between your adviser, their dealer group and the Distributor. This commission is paid from

product access payments and fund manager payments received by the Administrator from fund managers. See the Additional Information and Terms Booklet for more information on these payments.



The fees you may pay to other people

What type of services do you get?	What do you pay?	What services do you receive?
Fund managers Administering the managed fund and managing its assets	Investment manager fee Various fees and expenses are deducted from the total value of the fund before calculating the value of each individual unit (ie the unit price). Some investment managers also charge contribution and withdrawal fees. Some also recover transaction costs through charging a higher entry unit price and providing a lower exit unit price, which is referred to as a buy/sell spread. These fees vary between managed funds. Your adviser will provide you with a product disclosure statement or other disclosure document for each of the relevant managed funds, which will disclose what specific fees will apply.	→ Professional expertise in administering the managed fund and managing the fund's assets according to the fund's investment strategy. → Day-to-day management of the assets of the managed fund.
Capital Protection provider Providing Capital Protection for your investments in eligible managed funds, if you choose Capital Protection.	Protection issuer fee and protection acquisition cost These are deducted from your Cash Account on a monthly basis. Your adviser will provide you with the product disclosure statement for the BT Capital Protection Fund, which provides more details about the specific fees and costs that apply.	→ Capital Protection for your investments in chosen managed funds, by investing in a managed fund called the BT Capital Protection Fund. → Capital Protection is designed to provide you with at least a specified minimum outcome at the end of your chosen term (approx 5-10 years) in respect of your holdings in the managed funds for which you have chosen Capital Protection, regardless of the performance of those managed funds.

Cheque and deposit book fees

The Administrator may deduct the following cheque and deposit book fees from your Cash Account:

A cheque book containing 20 or 50 cheques, or a deposit book containing 20 or 50 deposit slips	\$5
Request to stop or alter a transaction	\$20
Request for a cheque to be traced	\$20
Special clearance (at time of investment only)	\$15
Dishonoured cheques deposited or written by you	\$35 per cheque

Other fees and costs

All other fees and costs (such as Government fees, bank fees, stamp duty, fees for dishonoured cheques, fees for failed transactions and penalty interest) incurred as a result of a contribution or withdrawal, will be passed on to you. The costs of providing you with any managed fund documents you request will be deducted from your Cash Account (minimum charge \$10).

Fund manager payments and product access payments

The Administrator may receive the following payments from fund managers:

- fund manager payments of up to 1.95% pa of the total amount invested in a managed fund accessible through Wrap Essentials, and
- product access payments of up to \$25,000 pa (per fund manager) plus between \$5,000 and \$15,000 pa (per managed fund accessible through Wrap Essentials).

Goods and Services Tax ('GST')

Except where otherwise stated, all fees in this Investor Guide are expressed as inclusive of any GST and are net of any reduced input tax credits ('RITCs'), which may be claimed.

Payment of fees from your Cash Account

All fees that you pay to your adviser or the Administrator (except for the Cash Account fee) are deducted from your Cash Account.

Third party payments

The Administrator and other members of the Westpac Group receive payments from third parties in connection with Wrap Essentials. Further information relating to these payments is set out in the Additional Information and Terms Booklet.

Additional information

The Administrator can change the amount of fees or introduce new fees, however you will be given 30 days notice. You should read the Additional Information and Terms Booklet.



How do fees work?

Below is a hypothetical example of what fees you might incur over a two-year period. Please note that these fees are only representative. The fees will vary depending on the type and value of your investments held in Wrap Essentials, how often you transact and the fees agreed between you and your adviser. Your adviser can show you an estimate of the cost to administer your Wrap Essentials account.

Making the initial contribution

1_ Transfer \$60,000 into your Cash Account



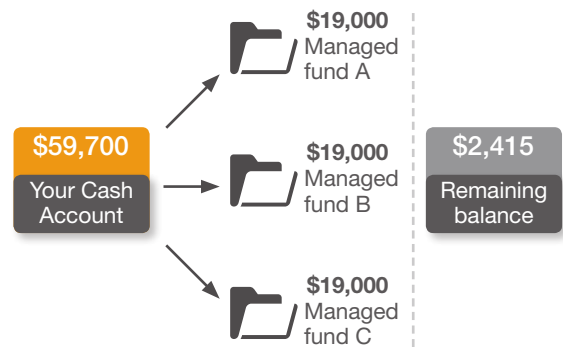
Once your adviser sets up your Wrap Essentials account, you transfer \$60,000 from your external bank account into your Cash Account. This is normally called an 'initial contribution'. After deduction of the contribution fee, \$59,700 remains.

Moving your money into Wrap Essentials

	Activity	Calculation	Fee amount
	Establishment fee	Nil	\$0
	Contribution fee — 0.5%	$\$60,000 \times 0.5\%$	\$300 (Applicable in Year 1 only)

Making investment choices

2_ Invest in 3 managed fund holdings of \$19,000 each



Your adviser establishes your Wrap Essentials investment portfolio by helping you invest in 3 managed fund holdings of \$19,000 each. After deduction of the managed fund transaction fee, the remaining balance in the Cash Account is \$2,415.

Investing in managed funds

	Activity	Calculation	Fee amount
	Managed fund transaction fee — 0.5%	$(3 \times \$19,000) \times 0.5\%$	\$285 (Applicable in Year 1 only)
	Investment manager fee ¹ (Assumed fee measure) — 1.9%	$(3 \times \$19,000) \times 1.9\%$	\$1,083 pa
	Investment switching fee	Nil	\$0

¹ The investment manager fee is included in the unit price and is not deducted from the Cash Account.

Managing your Wrap Essentials account¹

3_Make no further transactions in Year 1 and 2



Total Fees

Year 1
\$1,938
= 3.23% of your account balance

Year 2
\$1,353
= 2.26% of your account balance

You make no further transactions on your Wrap Essentials account in the first and second years, and the value of your Wrap Essentials portfolio and Cash Account remains unchanged.

Managing your account and portfolio

	Activity	Calculation	Fee amount
	Ongoing advice fee	$\$60,000 \times 0.4\%$	\$240 pa
	Cash Account fee (Assumed average is 1% pa)	$\$3,000 \times 1\%$	\$30 pa

¹ For the purpose of this example, it is assumed that the average account balance in both Year 1 and 2 remains at \$60,000 and the Cash Account

balance remains at \$3,000. This example assumes that no other transactions are made throughout the first year of investment and does not

include any applicable buy/sell spread charges, Government or bank fees.



Risks

What are the risks?

Wrap Essentials offers a wide range of investment options to meet different risk and return expectations. You must first take into account the risks of various investments and any operational risk associated with Wrap Essentials to assess whether the potential returns justify those risks. Your adviser will be able to help you assess your risk tolerance and ensure your investment objectives and goals are considered.

There are a range of factors beyond the control of investors that may affect investment returns, such as:

Market risk

Markets are affected by a host of factors including economic and regulatory conditions, market sentiment, political events and environmental and technology issues. These could have a negative impact on returns of all investments in that market. This may affect investments differently at various times.

Currency risk

If an investment is held in international assets, a rise in the Australian dollar relative to the other currencies may negatively impact investment value or returns.

Interest rate risk

Changes in interest rates can have a negative impact either directly or indirectly on investment value or returns of all types of assets.

Security specific risk

An investment in a managed fund may be affected by unexpected changes in the operations of that managed fund (due to quality of management, use of technology, etc) or its business environment or by unexpected changes to the operations or business environment of the managed funds or companies in which it invests. If you decide to apply Capital Protection to your investment in managed funds, you will be exposed to additional risk, such as credit risk, transaction execution risk and operational risk. Please see the BT Capital Protection Fund PDS for more details.

Gearing risk

If you borrow to invest through Wrap Essentials, this will magnify the effect of gains and losses on your investment portfolio. You should discuss this risk with your adviser.

Taxation risk

You should also be aware that any investment decision you make will have tax consequences and may also have social security and stamp duty consequences. The impact depends on your individual circumstances, and you are responsible for all such consequences when dealing with your assets.

Generally, each financial year you are liable to pay tax on any capital gains arising upon disposal of your investments, interest, distributions, dividends or other income from your investments (even if reinvested). You may be entitled to some rebates or tax credits. You should seek appropriate advice before you transact in any assets using Wrap Essentials.

Operational risk

Wrap Essentials depends on the integrity of its administration and computer systems. However, there is a risk that these systems may not be available in certain circumstances. The Administrator takes risk management and security seriously, and it has procedures in place that are designed to reduce the risk of systems not working effectively and to respond promptly and effectively should problems arise. However, you should be aware that not all of these risks can be foreseen.

→ More information

Disclosure documents for managed funds

Please see the product disclosure statement for each managed fund which will explain the risks relevant for that investment. Your adviser will be able to provide you with this information.

GST

For information on GST and how it may affect your account, please refer to the Additional Information and Terms Booklet.

What are your rights?



Basic rights for investors

You have the right to:

- 1_ Have Wrap Essentials explained to you in a language you can understand.
- 2_ Have the Administrator perform the obligations it owes to you honestly and with reasonable care and diligence.
- 3_ Receive on request free of charge, the Available Managed Funds List which specifies the investments that you can access through Wrap Essentials.
- 4_ Receive from your adviser this Investor Guide and the disclosure documents (including all supplements to them) for each investment option free of charge before you choose to invest in that investment option.
- 5_ Choose which investments to include in your portfolio, and how long to hold them (together with your adviser).
- 6_ Have all your managed funds and cash held on trust for you.
- 7_ Expect that the Administrator will respond quickly and professionally to the instructions you give through your adviser to establish a Wrap Essentials account or to undertake transactions through your Wrap Essentials account.
- 8_ Have access to helpful information and/or people who can help you answer any questions you may have about Wrap Essentials.
- 9_ Have access to quarterly reporting (within one month of the quarter end), annual reporting (within three months of the financial year end) and up-to-date information on the status of your investments.
- 10_ Elect to receive a copy of any communication that is required by law to be given to a direct holder about the managed funds.
- 11_ Receive all the income generated from your investments, less agreed fees, costs, taxes and charges.
- 12_ Have your privacy protected and have confidence about the way your personal information is being used.
- 13_ Complain to an independent complaints resolution service if you feel you have a concern or issue that cannot be resolved by your adviser or the Administrator.
- 14_ Be compensated where the Administrator breaches its obligation to perform agreed functions (and for this purpose the acts or omissions of any agent the Administrator has engaged are treated as if they were acts or omissions of the Administrator itself).

Addressing your concerns

How do I give feedback or lodge a complaint?

If you have a concern or complaint about Wrap Essentials that you cannot resolve with your adviser, please refer the matter in writing to:

The Complaints Officer
Wrap Services
GPO Box 2337
Adelaide SA 5001

The Complaints Officer will acknowledge receipt of your complaint, and will endeavour to resolve the situation within 30 days of receiving your letter.

What should I do if I don't receive a response or I'm dissatisfied with the Administrator's response?

If you remain dissatisfied with the Administrator's response (or have not received a response within 45 days), you may escalate your complaint to the Financial Ombudsman Service ('FOS') by:

- Calling 1300 780 808
- Faxing to 03 9613 6399
- Writing to:
Financial Ombudsman Service
GPO Box 3
Melbourne VIC 3001

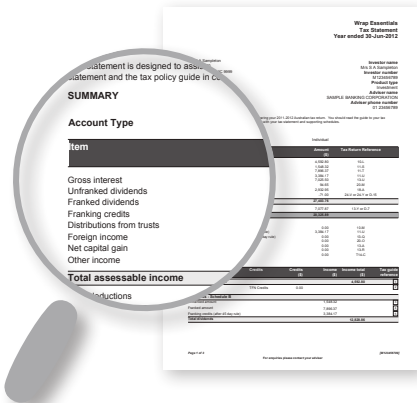
FOS is an independent body, set up to assist customers in the resolution of complaints relating to members of the financial services industry including life insurance and funds management companies.



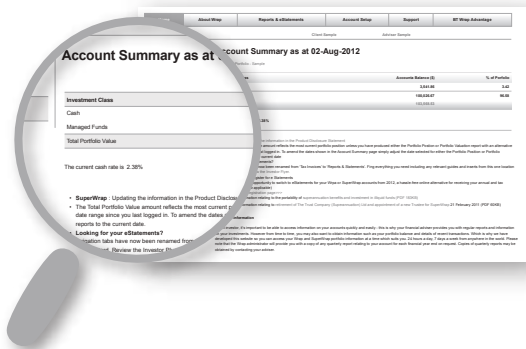
How will we keep you informed?

Wrap Essentials' range of convenient services helps to place the information you need at your fingertips.

You have access to:



- Consolidated reports showing a holistic view of all your investments
- Comprehensive tax reporting



- A current view of your Wrap Essentials account balance, investment holdings and transactions

How can I access this information?

You can access information about your investments 24 hours a day, 7 days a week via our website. You can enquire about and view your Wrap Essentials account balance, investment holdings and transactions at investorwrap.com.au .

What kind of reports will I receive?

Wrap Essentials provides you and your adviser with consolidated reports for your Wrap Essentials account on a quarterly basis and for your annual tax position after the end of the financial year. Your adviser always has online access to your reports, and you can also access various reports at investorwrap.com.au .

At the end of each quarter, the Administrator will provide you and your adviser with a report that summarises your portfolio valuation, transactions and income for the quarter. We will provide taxation information upon receipt of all necessary information from third parties.

How can you contact us?

There are various ways you can contact us to give or receive information.

How to get access



Internet
investorwrap.com.au



Contact your
adviser

How do I change my details?

If you need to change any of your personal details, such as your address or adviser fees and remuneration, you need to let the Administrator know in writing, and you should mail these changes directly to:

✉ Wrap Services
GPO Box 2337
Adelaide SA 5001

How you can give us instructions

You are able to give us instructions relating to your portfolio, for example to buy, sell, switch and periodically rebalance your investments and how to deal with distributions from your investments. You agree to give all instructions to us only through:

- your adviser or
- your representative

Your adviser can place your instructions to the Administrator online. You can nominate or change your adviser or representative by writing to us. They are your agent and we will rely on their instructions as if those instructions were given by you. Your representative is not required to obtain your instructions prior to giving instructions on your behalf. However there are some restrictions on what your representative can do (see the Additional Information and Terms Booklet).

In exceptional circumstances (such as where we are not reasonably satisfied that you have received all required documents), we are not required to act on your instructions. When you apply, you also give us standing instructions to act on your behalf and deal with your investments in certain circumstances without obtaining further instructions from you or your agents. These circumstances are set out in the terms and conditions in the Additional Information and Terms Booklet.

What are the next steps?

Here's what you need to do to complete your application:

1

Read the Additional Information and Terms Booklet

You should read the Additional Information and Terms Booklet, which contains important information and terms and conditions of the contract you enter into with the Administrator when you apply for a Wrap Essentials account.

If you still have questions after reading this Investor Short Guide and the Additional Information and Terms Booklet, ask your adviser for more information.

2

Finalise your application with your adviser

Your adviser can help you complete the application form and lodge it on your behalf. By signing the application form and the Administrator accepting your application, you enter into a contract with the Administrator. The terms of that contract are set out in:

- the Nominee Deed for Wrap Essentials (this document is available from the Administrator free of charge)
- the application form itself, and
- the terms and conditions set out in the Additional Information and Terms Booklet.

Depending on the options you choose, you may also sign a direct debit request service agreement as part of the application process.

3

Receive a Welcome Pack from the Wrap Essentials Administrator

Once your application is accepted and processed, your adviser may provide you with a Welcome Pack containing information about how to access your Wrap Essentials account. You will also receive a PIN and password to securely access your account.

4

Monitor the progress of your investments and talk to your adviser regularly

You can view your investment portfolio online, and you will also receive quarterly and annual consolidated reports and annual tax information.

You can also work with your adviser to shift money from one investment to another, move out of a particular investment or add a new investment to ensure you still have a well-balanced portfolio.

5

Review your overall strategy in light of any changing needs or life circumstances

As your life circumstances change or events arise, you should work with your adviser to review your overall investment strategy to make sure it remains appropriate to your financial objectives, situation and needs.

Additional Information and Terms



Please read the Additional Information and Terms Booklet for more detailed information on the features of Wrap Essentials and how to use it.

→ On our website
investmentwrap.com.au/essentials

See the Additional Information and Terms Booklet for more information about:

- transaction options, including regular investment plans
- Capital Protection
- the Cash Account
- the Preferred Portfolio facility
- fees and costs
- tax
- terms and conditions of Wrap Essentials.

→ Protecting your privacy

The Administrator and the Distributor have access to your personal details once you register to use Wrap Essentials.

The personal information collected from you on the Investor Registration Form is used to establish and administer your Wrap Essentials account. If you do not provide all of the information requested, neither the Administrator nor the Distributor can provide services to you and the Administrator cannot administer your Wrap Essentials account. Correspondence sent from you or your adviser will be stored by the Administrator together with any notes made on discussions you have with the Administrator over the telephone.

Please keep your details up-to-date (your adviser can provide you with a form that can allow you to update your details with the Administrator), and advise the Administrator of any information that appears inaccurate (especially your address, email and adviser details). The Administrator will correct that information if you ask.

To access the information that is held about you, please write to the Administrator at:

Wrap Services
GPO Box 2337
Adelaide SA 5001

Your personal information will only be passed on to parties that assist the Administrator in the administration of your Wrap Essentials account (for example, mail houses or Australia Post), your adviser or your representative, or to related bodies corporate of the Administrator. These parties must agree to keep this information confidential.

The Administrator and the Distributor may also pass on your information if it is required or allowed under the law (for example in connection with legal proceedings) to third parties such as the ATO, AUSTRAC or Centrelink.

The Distributor may use your personal information for marketing purposes, but if you prefer, your name will be removed from the marketing mailing list on request. Please contact the Distributor or your adviser if you wish to have your name removed from this list.

You must give the Administrator all reasonable information connected with Wrap Essentials about you. You must sign any documents and do other things to give effect to instructions or your agreement with the Administrator.

You authorise the Administrator to obtain information from your bank about authorities granted on your nominated external bank account.

Voice Response Service 1902 920 610

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