

### Your questions answered

Perpetual's Wholesale Monthly Income Fund (Fund) has been providing investors with regular income and capital stability for many years, including through the turbulent financial markets of recent years.

Here we explain how the withdrawal process works and provide an update on how the Fund has performed. Further updates are available at [www.perpetual.com.au/fundchanges](http://www.perpetual.com.au/fundchanges)

The quarterly withdrawal process enables us to provide withdrawals in an orderly way while managing the Fund's assets in the best interest of all investors.

#### How does the withdrawal process work?

Withdrawals are paid quarterly based on available cash in the Fund. If withdrawal requests exceed the Fund's available cash, all investors who have submitted a request for that quarter will receive a pro-rata amount. Investor's withdrawal requests are pooled and treated equally using the following formula:

$$\begin{array}{l} \text{\% of withdrawal} \\ \text{requests paid} \\ \text{(payout ratio)} \end{array} = \frac{\text{total of cash available from fund}}{\text{total investor withdrawal requests}}$$

You may make one withdrawal request each quarter and it will only be eligible for the quarter in which it is received.

Investors with \$1000 or less who make a full or partial withdrawal request will have their full investment amount returned. This will not have any material impact on the withdrawal amounts paid to other investors.

#### What was the withdrawal payout ratio for the December quarter 2010?

For the December 2010 quarter the total withdrawal request amounts were greater than the Fund's available cash. Therefore all withdrawal requests were paid on a pro-rata basis and we were able to pay 19 per cent of investors' withdrawal requests.

#### How much has been paid in withdrawals since the Fund's withdrawal process changed?

Investors who have submitted full withdrawal requests each quarter since the December 2008 quarter, inclusively, would have now received 88 per cent of their investment.

#### What will the withdrawal payout ratio be for the next quarter?

The payout ratio that investors receive will depend on the Fund's available cash and the level of withdrawal requests we receive up until 3pm on 31 March 2011. We will not be able to calculate the next payout ratio until shortly after this time.

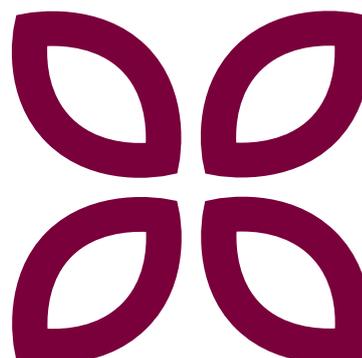
#### How do I make a further withdrawal?

If you would like to make a further withdrawal you must submit a new withdrawal request for the next quarter ending 31 March 2011. The withdrawal form is available on our website [www.perpetual.com.au/MIFform](http://www.perpetual.com.au/MIFform). To be included in the next quarter's withdrawal process we must receive your request in our Sydney office by 3pm (Sydney time) on Thursday 31 March 2011.

Please note, your previous request for the December quarter will not be included in the next quarterly withdrawal process even though it was only partly paid.

#### Will I continue to receive my monthly income payments?

Yes. Monthly income payments will continue as usual. They are not affected by the quarterly withdrawal process.



## Why was the withdrawal process changed?

We changed the Fund's withdrawal process to protect the interests of investors. Following the introduction of the Federal Government's bank deposit guarantee in October 2008 there was a marked increase in withdrawals in mortgage funds across the industry. If we paid withdrawal requests which exceeded the amount of cash available, we would be forced to sell some of the Fund's assets at discounted prices. This would greatly disadvantage remaining investors in the Fund.

The quarterly withdrawal process enables us to provide withdrawals in an orderly way and continue to manage the Fund's assets in the best interests of all investors.

## Can I withdraw funds to meet a financial hardship?

If you're suffering hardship, you may be able to access your investment separately to the quarterly withdrawal process. To pay withdrawals based on hardship, you must meet one of the hardship conditions of release and there must be sufficient funds available.

If you would like to make a hardship claim, you must complete a statutory declaration and submit relevant supporting documentation. To make a claim you must have exhausted all other means of accessing funds to meet your needs including, realising other liquid assets, applying for financial hardship through your superannuation fund and applying to Centrelink for assistance.

Please contact us or visit our website if you would like further information.

## How does Perpetual manage my money?

The Fund invests in high quality mortgage loan assets as well as deposits, money markets and fixed income securities.

Our experienced mortgage team invests in high quality mortgages with attractive loan-to-valuation ratios that are secured by income-producing properties. The mortgage assets must pass stringent lending criteria, credit checks and independent valuations. The Fund does not have any exposure to land banks, development projects or construction loans.

Our funds are regulated by the Australian Securities and Investments Commission (ASIC) and their investments are held in completely separate structures to the assets of the Perpetual business. Perpetual does not have the right or ability to access investors' investment money for its own use. We are simply managing your investments on your behalf and will continue to do so.

## How has the Fund performed?

The objective of the Fund is to provide a consistent monthly income stream with strong capital stability, and this has been achieved over many years including through the turbulent financial markets of recent years.

Perpetual's Wholesale Monthly Income Fund – returns to 31 December 2010	
3 months	1.1%
1 year	4.5%
3 years	4.9% pa
5 years	5.4% pa
10 years	5.6% pa

Total returns shown have been calculated using exit prices after taking into account all ongoing fees and assuming reinvestment of distributions. No allowance has been made for taxation. Past performance is not indicative of future performance.

For detailed information on the Fund's investments please visit [www.perpetual.com.au/WMIprofile](http://www.perpetual.com.au/WMIprofile), and [www.perpetual.com.au/mortgage-pool](http://www.perpetual.com.au/mortgage-pool)

## Can I make a new investment into the Fund?

The Fund is open for new investments, including distribution reinvestments. If you would like to reinvest distributions please notify us in writing, by email or phone using the contact details below. Please note that any new investments (including switches in) will be subject to the quarterly withdrawal process and you should read the latest copy of the product disclosure statement before making an investment decision.

## Is withdrawing from the Fund the best option?

There may be many reasons why you would want to withdraw from a fund, depending on your particular circumstances and objectives. However, if your investment is fulfilling its role in providing regular income and preserving your capital, we recommend you seek financial and taxation advice to ensure you are able to make an informed decision. If you do not have a financial adviser you can phone us and we will put you in touch with one.

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## Further information

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