

Unit Pricing Discretions Practice

The following Funds have their unit price set at \$1.00. The earnings from investments in the Funds are accrued daily and paid to investors upon full redemption of their investment or at time of the Funds' income distributions. The discretion applied by Tasmanian Perpetual Trustees Limited (TPTL) to set the unit price at \$1.00 for these Cash and Income Funds is reasonable in all circumstances such that new, existing or former investors are not materially or significantly advantaged or disadvantaged. There are no other discretion(s) to be applied by TPTL.

- At Call Fund
- Cash Management Fund
- Select Term Fund
- Fixed Term Fund
- Long Term Fund

Unitised Funds

Unit prices for the following Funds are calculated daily by TPTL.

- Income Plus Fund
- Balanced Fund
- Equity Fund
- Leaders Imputation Fund
- International Share Fund
- Property Fund

The unit price for each Fund is determined by a calculation using the net asset value of each Fund.

For each Fund, the net asset value is divided by the number of units on issue (for the Fund) to determine the unit price for each unit.

How is the net asset value determined?

The net asset value is determined by reference to the underlying value of the investments of the Fund less any liabilities.

When a Fund invests with external fund managers (as disclosed in the relevant Product Disclosure Statement) the unit prices disclosed by those fund managers are used in determining the net asset values and for the calculations of unit buy and unit sell prices.

TPTL does not exercise any discretion in ascertaining these prices.

The Equity Fund invests in direct securities listed on the Australian Securities Exchange (ASX). To determine the net asset value, daily uploads of prices of each security from the ASX are used. TPTL does not exercise any discretion in determining the value of these investments.

Does TPTL exercise any discretion in its unit pricing practices?

TPTL uses the unit prices determined by external fund managers for determining the value of underlying investments in each of the Funds. There is no reasonable alternative method and as such TPTL does not exercise any discretion in determining the value of the underlying investments in the Funds.

Where cash is held, it is valued at cost plus accrued interest. TPTL does not exercise any discretion in determining the value of cash held in each of the Funds.

Expenses of each of the Funds are based on prescribed percentages as disclosed in the Product Disclosure Statement (PDS). The Issuer fee is that prescribed by the *Trustee Companies Act (Tasmania) 1953* for Common Funds and the expense recoveries are based upon historical trends and budgeted expenses for each of the Funds. The discretion exercised by TPTL in the expense recoveries is reasonable in all circumstances, such that new, existing or former investors are not materially or significantly advantaged or disadvantaged.

TPTL reviews the expense recoveries on a regular basis to ensure that appropriate expense recoveries are being made in line with expenses being charged to the Funds and comparison is made to the budgeted expenses.

How many units will be issued in any particular investment?

The number of units issued to an investor will be dependent upon the amount invested and the unit buy price (refer our website) on the day of investment. The number issued is determined by the value of the investment, divided by the unit buy price. TPTL exercises no discretion in this determination.

The number of units allocated to you will only change with additional investments to the Fund or withdrawals from the Fund.

What is the difference between buy and sell prices?

There is a difference between the unit buy price (refer our website) and unit sell price (refer our website) for each unitised Fund. This difference in price relates to the transaction costs when buying investments for the Fund and the costs of selling investments for the Fund. TPTL does not exercise any discretion in this.

Rounding off

All unit price calculations use four decimal places and are then rounded up or down to two decimal places. The discretion applied by TPTL in this calculation is reasonable in all circumstances, such that new, existing or former investors are not materially or significantly advantaged or disadvantaged.