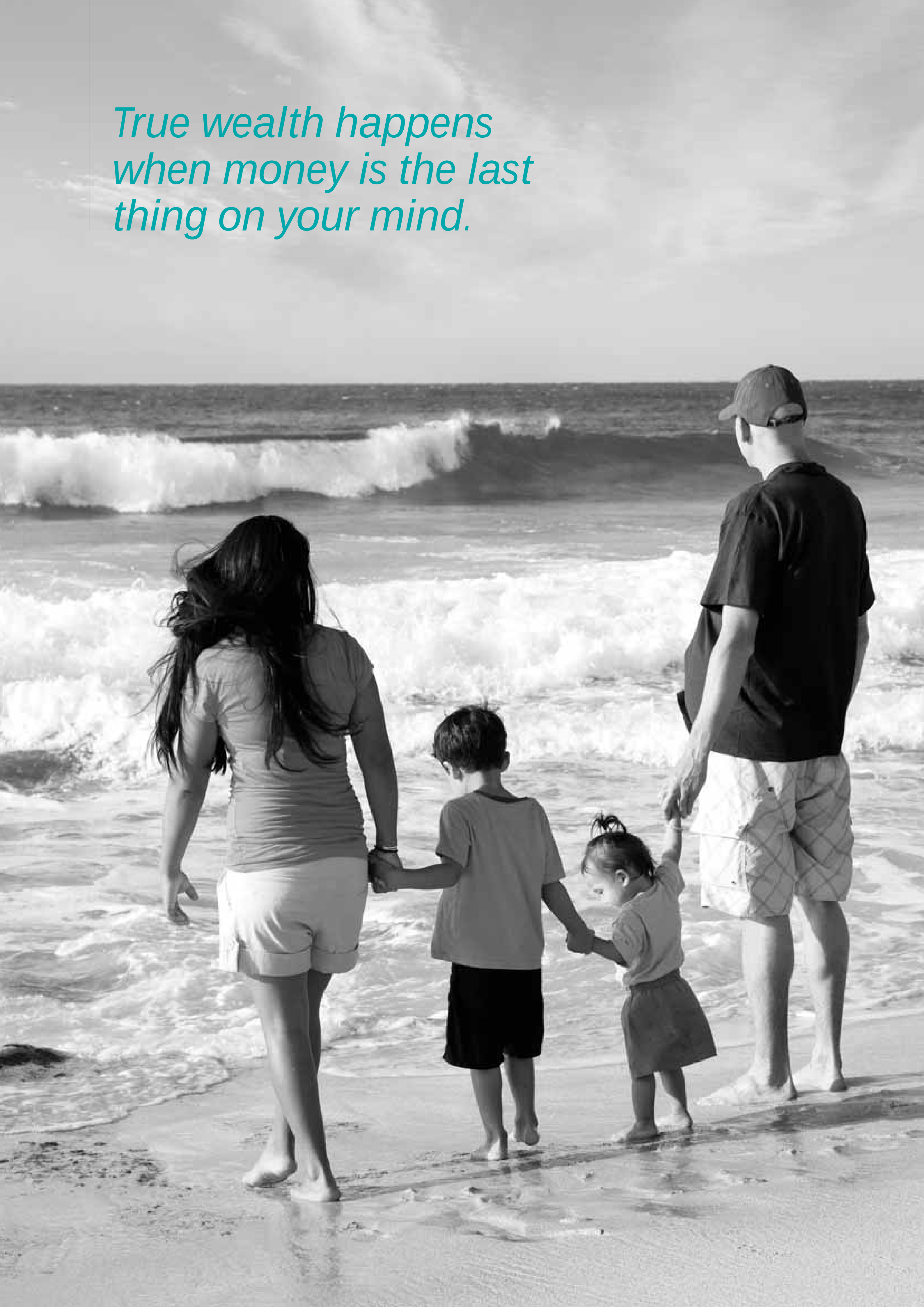
Perpetual
Since 1884

Financial Solutions for a Positive Future

True wealth happens when money is the last thing on your mind.



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Financial solutions that count

We sincerely believe that true wealth is more than just having money in the bank.

It's having the means to achieve your dreams, it's having the confidence that comes from knowing your assets are secure now and into the future. At Perpetual, we approach financial solutions from a comprehensive point of view to provide peace of mind and allow you to focus on what's most important – enjoying life.

We also understand that everyone is different. We offer integrated financial solutions that fit with your unique goals and take into account your particular needs and circumstances. Whatever stage of life you're at, we're here to help.

Trust the experts

For over 125 years, we have been providing trusted financial solutions to New Zealand families.

A wholly owned subsidiary of NZX-listed Pyne Gould Corporation, we are a proudly New Zealand owned, authorised trustee company.

We offer a comprehensive range of financial solutions and trustee services to both personal and corporate clients. Our services include:

- Financial planning and portfolio management
- UK pension transfers
- Asset protection and estate planning
- Will creation and review
- Enduring Powers of Attorney
- Trust planning and establishment
- Trust management
- Legal and conveyancing
- Accounting and tax services
- Corporate trustee services

We're here to help you

Whatever your needs, we're here for you. Our people draw on their expert knowledge and experience to provide you with the best financial solutions and service.

We understand that strong interpersonal relationships are crucial to achieving your goals. Through years of dealing with the sensitive nature of wills, supporting grieving families and helping to plan estates and achieve financial goals, we know that trusted relationships are built through communication, quality service, respect and integrity.

When it comes to investing, our core values are centred around prudence and reliability, complemented by a healthy dose of forward thinking and innovation to ensure we deliver 'best of breed' solutions. We use expert knowledge and third-party specialist advice to manage risk and achieve long-term financial stability for our clients.

Experience you can trust

Perpetual's origins date back to 1884.

As a New Zealand trustee company, ***we are legally bound to put your needs first.***

As you can imagine, we have been through a number of financial hurdles over the years, from the depression of the 30's, to the oil shocks of the 70's, to the more recent global economic crisis. We are proud to have successfully come through these trying times due to our values of balance, diversity and careful risk management. Our business practices are transparent and honest. We manage and help protect your financial assets, carefully balancing short-term gain with long-term stability.

Our people and pedigree

Our company leadership is renowned and respected in the New Zealand financial industry.

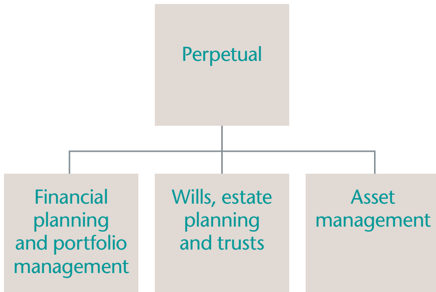
Our people are passionate about what they do and have a genuine interest in the well-being of those who have entrusted us to safeguard their valuable capital. It is a responsibility that we take very seriously.

Today, we employ over a hundred people in branches across the country and have over sixty thousand clients. We administer almost $1 billion of assets for private clients, trusts and estates, provide advice on over $250 million of managed investments and supervise more than $19 billion as corporate trustee.

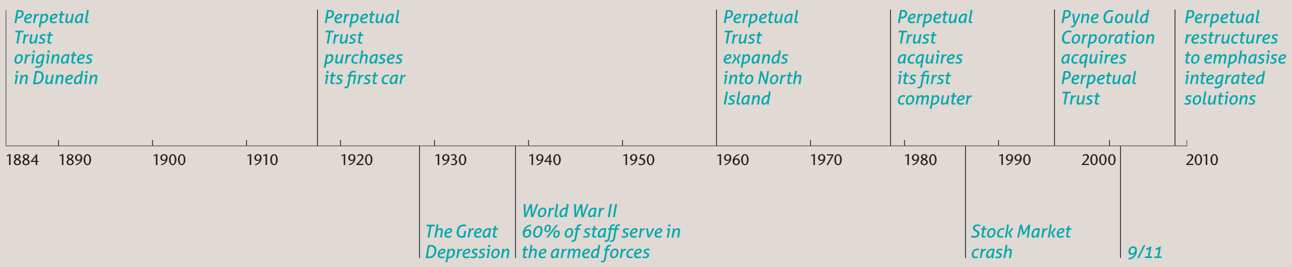
Our services

Our financial services are divided into three specialist areas:

- portfolio management
- wills, trusts and estate planning
- asset management



125 Years of Perpetual Trust



What our clients say…

“We’d have no hesitation in recommending Perpetual’s services to anyone, you all do a great job.”

“Thank you so much for all your help, support and great advice on managing Jane’s* affairs. It was lovely working with you – you put a very caring and human face also on Perpetual. My cousin in Christchurch has already asked Perpetual to be her executor when this is needed.”

Annette

“I’d like to thank you, and your colleagues for the professionalism and enthusiasm that you have all displayed with dealing with our Trust, Wills and Sale/Purchase dealing with [our two properties*], and all the dramas along the way. We’d have no hesitation in recommending Perpetual’s services to anyone, you all do a great job.”

Tracey

** names have been changed to ensure client privacy*

Financial Planning and Portfolio Management

INVESTMENT AND FINANCIAL PLANNING SERVICES

Our approach to financial planning is relationship driven. Every person has different values, habits and resources. We get to know each client so that we can provide tailored solutions rather than taking a 'one-size-fits-all' approach.

We offer you a structured model to help you achieve your goals, and work together with you to make sure those plans are realistic and optimised. Our breadth of services means we can also offer wealth protection solutions such as wills, trusts and estate planning to ensure your hard-earned money is protected throughout the years.

We offer services for people who are:

- in retirement and wishing to preserve their capital for as long as possible
- saving for retirement
- saving towards a medium to long term goal
- wishing to maximise the return on their investments for a given level of risk

PORTFOLIO MANAGEMENT SERVICES

Professional portfolio management services provide the expertise, resources, focus and time needed to look after your valuable investment capital. Many individual investors have one or more of these, but without all four there is a risk that your investment capital will not perform to its full potential, or worse, be exposed to unnecessary risk.

If you have neither the time nor the inclination to be involved with the selection and monitoring of your investments, we offer the Perpetual 'Managed' Portfolio Services. This range of portfolios is fully managed, with diversification and investment selection done for you.

Alternatively, if you want to play a more active role in the asset allocation and diversification of your investments, the Perpetual 'Select' Portfolio Service provides a more hands-on option.

MANAGED

- Straightforward
- Professionally managed
- Choice of portfolio approach
- Comprehensive reporting

SELECT

- Participation and collaboration
- Individually tailored
- Transparent
- Professionally recommended

YOUR ADVISER RELATIONSHIP

With over 125 years of experience in trust and estate services, we have developed a culture that values relationships, confidentiality and client concerns. We pride ourselves on our carefully selected personal advisers who have proven financial expertise and strong interpersonal skills. As part of our stringent quality controls, each adviser must meet or exceed qualification standards, consistently perform at strictly monitored levels and undergo an annual internal audit to ensure the service they deliver is at a very high level.

The planning process

By taking a comprehensive approach to planning, we provide advice which is personal and more accurate to each client.

We empower you with knowledge so that you can make informed decisions and remain in control of your assets every step of the way.

The six steps following offer an outline of the planning process.

1 INITIAL CONSULTATION

To start, we meet with you so we can learn about who you are and what you wish to achieve. We discuss your financial and lifestyle goals, analyse your needs and clearly detail your current and near term financial situation. These goals are kept for reference so that together with your adviser you can ensure you are on track throughout the process. Your adviser will give you their personal disclosure statement outlining their qualifications and experience so you can be assured of their capability to help you make fully informed investing decisions.

2 ASSESSMENT

Following the meeting, your adviser will assess your situation and identify areas of strength and weakness. Your adviser will use sophisticated risk profiling and projection tools to paint a picture of possible future outcomes under various scenarios. That way we can show you what is possible based on a given series of actions around saving, spending and investing.

3 FORMULATING A PLAN

Next, your adviser will prepare a comprehensive financial plan for you that covers financial objectives, discusses potential trust and estate planning needs (e.g. wills, enduring powers of attorney) and investing recommendations.

4 PRESENTING THE PLAN

Upon completion, your adviser will present your plan to you and explain the administration process. You will have the opportunity to discuss the plan and request any amendments you feel are necessary.

5 CO-ORDINATION AND IMPLEMENTATION

If you are in agreement with your plan and want to implement your adviser's investment recommendations, we will guide you through the process to do so.

6 FOLLOW UP

Your adviser will regularly monitor your plan's progress, reporting back to you either every quarter or every six months depending on your preference. In addition to formal reviews, you will have ready access to your personal adviser and can request a consultation or simply call to chat about your finances or investments. On an annual basis your adviser will meet with you for a formal review of your progress and check that your circumstances still support the plan of action recommended.

Wills, Trust and Estate Planning

Perpetual is committed to protecting and preserving your wealth.

We help ensure that your assets remain in your control until you hand them down to whomever you choose in the way you want. To achieve this, we offer end-to-end solutions designed to guide, manage and ultimately provide peace of mind.

Our services include:

- Estate Planning
- Wills
- Trusts
- Enduring Powers of Attorney

ESTATE PLANNING

Using a variety of tools, including wills, trusts and different ownership structures, our experienced consultants can tailor legally appropriate and effective solutions to protect your assets and maximise benefits from them for yourself and others whom you intend to benefit.

WILLS

The preparation of plain English wills is one of our core service offerings. We have trust consultants throughout New Zealand available to assist you with preparing and/or updating wills.

Our aim is to prepare a will that not only meets your unique needs but to also educate you on issues which you need to be aware of. There have been a number of legislative changes over recent years that directly affect how wills must be prepared, with implications for both you as the person making the will and those you choose to benefit under the terms of the will.

We let you know about relevant legislation as well as the implications of any decisions you make. Additionally, once a will has been signed, Perpetual stores the original document and makes contact on a regular basis to check that your will still reflects your wishes and is appropriate for your current circumstances.

TRUSTS

New Zealanders have an overwhelming appetite for trusts, primarily as a wealth protection mechanism. A trust can be an effective insurance policy against unwelcome claimants such as creditors or undesirable beneficiaries.

The different types of trusts include:

- Family Trusts
- Business Trusts
- Education Trusts
- Protective Trusts
- Testamentary Trusts (from a will)
- Inheritance Trusts
- Charitable Trusts

Our expert trust consultants offer specific skills, responsibilities and knowledge relating to trusts. We can help you establish and manage a trust, as well as advise you on reporting requirements to the IRD and other organisations.

We are regularly asked to review existing trusts that we haven't been involved with to ensure they comply fully with the law and with the actual Trust Deed. In addition, we are regularly appointed as a replacement trustee when individuals no longer wish to or are unable to act as trustee.

We can happily advise and establish a structure that best suits you and your unique needs.

ENDURING POWERS OF ATTORNEY (EPA)

An Enduring Power of Attorney allows you to appoint a person or organisation to take care of your affairs if you are unable or unwilling to do so – for instance, in the case of prolonged absence overseas or diminished capacity due to age, severe accident or illness. The person or organisation you appoint is called your attorney.

There are two types of Enduring Powers of Attorney – one for property and one for personal care and welfare.

Typically prepared at the same time as a will, an EPA helps safeguard against unforeseen circumstances by allowing an attorney to act on your behalf if necessary. We have certified staff to provide the best advice according to your specific needs.

Asset Management

Our Asset Management group manufactures a comprehensive range of investments.

Furthermore, we monitor the specialist investment managers in order to ensure our clients have the best financial options to fit with their personal goals, strategies and risk profiles.

Where we can add value to our more sophisticated clients' portfolios, we can also offer niche funds.

The asset management team works in a dynamic environment where they are continuously innovating and looking for opportunities, whether financial markets are distressed or vibrant. The team's mantra of selecting 'value with a catalyst' is backed by solid research to identify opportunities, accompanied by an implementation strategy designed to extract maximum value.

Underpinning asset management is the belief that success can only be accomplished through the combination of integrity, knowledge, expertise and portfolio diversification.

DELIVERING THE BEST INVESTMENT EXPERTISE

Research is at the heart of the investment process. At Perpetual, we draw on both global and domestic expertise to make optimum investment decisions for our clients.

To ensure we provide you with the best possible financial solutions we use the resources of van Eyk Research Limited, a specialist investment research firm. Used by over half of the Top 100 Dealer Groups (i.e., financial planning groups) within Australia, van Eyk has been voted the most credible and respected investment research house in Australia. van Eyk provides us with qualitative and quantitative analysis and advice on matters such as managed fund selection, risk profiles and fund manager and portfolio configurations, which we then use to make smart investment decisions for you.

As an added layer of expertise and oversight, Perpetual has an investment committee of expert senior executives to evaluate and decide on the investment strategies, using the research from van Eyk as a key input to decision making, as well as making use of their own expertise and other research sources.

In addition, your personal adviser has access to this research to determine the best investment strategy and fit with your financial situation and needs.

Measuring success

We believe the greatest indication of success is not found in numbers, but rather in your peace of mind and quality of life.

Our aim goes well beyond short term gains. We work hard to help you live the lifestyle you want to lead, take care of your family's needs, and trust that your assets are safe and secure.

Our approach to financial planning is strongly aligned with our wealth protection services. Rather than just use returns as a strict and often malleable measure of perfomance, we plan and gauge success based on your ability to achieve your distinct financial and lifestyle goals.

At Perpetual, we give you a balanced perspective on the 'big picture'. With our breadth of services, we are uniquely positioned to help you reach your financial objectives – and enjoy confidence and prosperity along the way.

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Since 1884

Contact us today to find out how we can help you make the most of your money.

Whether you're not yet a client, or already have a service with us, we'd love to hear from you to see how we can be of assistance.

Our office hours are 8:30am until 5:00pm. If you call outside of these hours, you can leave a message at any time.

A disclosure statement is available on request and free of charge.

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