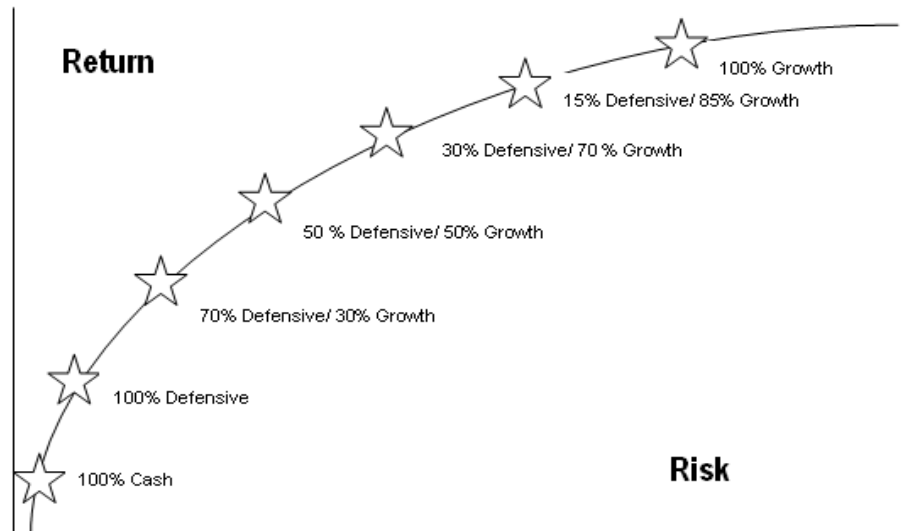


Risk & Return Explained

Having an understanding of what you want your investments to achieve is an important part of the financial planning process.

You must be rational and ensure that your investments assist you in achieving your goals. To do this you must focus on **objective** and **time frame**.

Risk Profile: Spectrum of Return/Risk (for illustrative purposes)



Performance of Asset Classes 1996 - 2010

Calendar Year	Cash	Australian Fixed Interest	International Fixed Interest	Listed Property	Australian Shares	International Shares
1996	7.6	11.9	9.5	14.2	14.5	6.2
1997	5.6	12.2	10.7	21.9	12.2	41.6
1998	5.1	9.5	10.1	18.4	9.7	32.3
1999	5.0	-1.1	0.3	-4.7	19.5	17.2
2000	6.3	11.9	9.7	19.7	6.3	2.2
2001	5.3	5.5	8.3	14.6	10.5	-10.0
2002	4.8	8.8	11.6	11.8	-8.6	-27.4
2003	4.9	3.0	6.6	8.8	15.0	-0.8
2004	5.6	7.0	8.9	32.0	27.9	9.9
2005	5.7	5.8	6.6	12.5	22.5	16.8
2006	6.0	3.1	4.4	34.0	24.5	11.5
2007	6.8	3.5	6.6	-8.4	16.2	-2.6
2008	7.6	15.0	9.2	-54.0	-38.9	-24.9
2009	3.5	1.7	8.0	7.9	37.6	-0.3
2010	4.7	6.0	9.2	-0.4	1.9	-2.0
Best 1 year return	7.6	15.0	11.6	34.0	37.6	41.6
Worst 1 year return	3.5	-1.1	0.3	-54.0	-38.9	-27.4
15 year average return	5.6	6.9	8.0	8.6	11.4	4.6

Indices Used

UBSA 90 Day Bank Bill

UBSA Composite Bond All Maturities Index

Barclays Capital Global Aggregate Index (hedged to A\$)

S&P/ASX 200 A-REITs Accumulation Index

S&P/ASX 300 Accumulation Index (All Ords before 1/4/2000)

MSCI World ex-Australia NET WHT

*** Illustrative purposes only. It is important to note that past performance is no indication of future performance.**

