

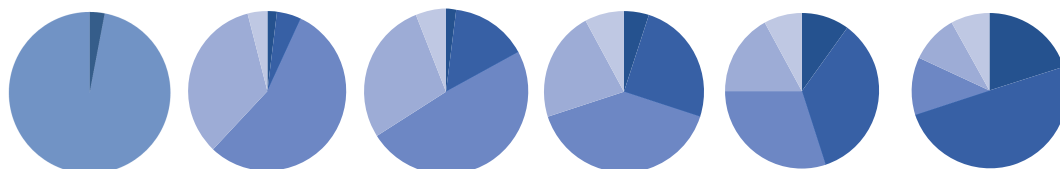
# WILSONS

## RISK PROFILE

Further information regarding each of the risk profiles is set out in the table below. Please note that the strategic asset allocation target weights are indicative only, and other weights may be appropriate for your risk profile provided the split between growth and defensive assets remains similar.

Investor profiles						
Investor Objectives	Aust. Equities	High Growth	Growth	Balanced	Moderate	Defensive
Minimum Investment Timeframes	5.5 years	5.5 years	4.5 years	3.5 years	3.0 years	2.0 years
Portfolio Characteristics						
Growth Assets	97%	93%	83%	70%	55%	30%
Defensive Assets	3%	7%	17%	30%	45%	70%

Strategic asset allocation target weights						
	Aust. Equities	High Growth	Growth	Balanced	Moderate	Defensive
Cash	3%	2%	2%	5%	10%	20%
Fixed Interest – Domestic	0%	5%	15%	25%	35%	50%
Fixed Interest – Int'l	0%	0%	0%	0%	0%	0%
Equities – Domestic	97%	55%	49%	40%	30%	12%
Equities – Int'l	0%	34%	28%	22%	17%	10%
Alternatives	0%	4%	6%	8%	8%	8%



Expected strategic returns (P.A.)*						
	Aust. Equities	High Growth	Growth	Balanced	Moderate	Defensive
<b>Benchmark Strategic Return</b>	<b>8.06%</b>	<b>7.73%</b>	<b>7.25%</b>	<b>6.64%</b>	<b>5.99%</b>	<b>4.89%</b>
% Capital Growth	4.07%	4.60%	4.09%	3.46%	2.77%	1.64%
% Income	3.99%	3.13%	3.16%	3.18%	3.22%	3.25%
% of Income Franked	77.89%	56.32%	49.60%	40.23%	29.84%	11.83%

Risks*						
	Aust. Equities	High Growth	Growth	Balanced	Moderate	Defensive
Probability of a negative return in any 1 year	20%	20.8%	15.6%	15.6%	12.6%	6.0%

Long term expected returns per asset class (p.a.)						
	Income	+ Capital Growth	=	Long Term Expected Return	Drawdown in Tail Risk Event	
Cash	3.5%	0.0%		<b>3.5%</b>	0.0%	
Fixed Interest – Domestic	3.5%	0.4%		<b>3.9%</b>	-1.10%	
Fixed Interest – Int'l	3.2%	0.6%		<b>3.8%</b>	-1.0%	
Equities – Domestic	4.0%	4.2%		<b>8.2%</b>	-22.1%	
Equities – Int'l	1.8%	6.2%		<b>8.0%</b>	-23.5%	
Alternatives	1.7%	4.0%		<b>5.7%</b>	-10.0%	

\* Simulations are based on historical data provided by Wilsons estimates, Lonsec (July 2018), MSCI World Ex-Australia, Citigroup World Government Bond Index, Bloomberg Barclays Global Treasury Index in \$A. While Wilsons believes the information contained in this communication is based on reliable information, no warranty is given as to its accuracy and persons relying on this information do so at their own risk. Investment returns do not make provision for investment fees or taxation. To the extent permitted by law, Wilsons disclaims all liability to any person who suffers any loss or damage from relying on the information however caused. All performance and risk projections contained in this communication are estimates only and are based on the historical performance of asset classes. Performance and risk projections are subject to market influences and contingent upon matters outside the control of Wilsons and therefore projections based on historical data may not be an accurate indicator of future performance and/or risk.