

## HUNTER HALL INVESTMENT MANAGEMENT LIMITED

ABN 69 063 081 612

Level 2, 60 Castlereagh Street, Sydney NSW 2000, Australia  
Telephone: 1800 651 674 Fax: +61 2 8224 0333

### HUNTER HALL INVESTMENT MANAGEMENT LIMITED TRUSTS AND HUNTER HALL INTERNATIONAL LIMITED SHARES CAN BE ACCESSED THROUGH THE FOLLOWING MARGIN LENDERS

MARGIN LENDER	CONTACT TELEPHONE	PRODUCT AND RETAIL MARGIN				
		HHL	VGT	GET	AVT	HHV
ANZ Margin Lending	1800 639 330		60%	60%	60%	
BT Margin Lending	1800 816 222	50%*	60%	60%	60%	
Commsec Margin Lending (CBA)	13 17 09		70%	70%	75%	
Colonial Margin Lending	1800 252 351		70%	70%	75%	
HSBC	1300 300 128	45%*	70%	70%	70%	65%*
Leveraged Equities	1300 307 807	60%*	70%	70%	70%	70%
Metway Credit Corporation Limited	1800 805 972	45%*	70%	70%	70%	65%*
National Australia Bank	1300 135 145		70%	70%	60%	
St George	1300 304 065	45%*	70%	70%	70%	65%*
Suncorp	1800 115 211	45%*	70%	70%	70%	65%*

\* 50% LVR to existing clients, but no longer available to new investors.

The Hunter Hall Asian Value Trust (ASV), Global Ethical Trust - Hedged (GEH) and Global Deep Green Trust (GDG) are not yet available through any margin lending services.

Financial Planners and Advisors may also access Hunter Hall products via:  
Asgard (telephone: 1800 731 804) and Colonial First State (telephone: 1300 360 645).

#### LEGEND

HHL = Hunter Hall International Limited

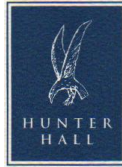
VGT = Value Growth Trust

GET = Global Ethical Trust

AVT = Australian Value Trust

HHV = Hunter Hall Global Value Limited (listed investment)

The above information is current as at 10 June 2011 but is subject to change without notice. Initial applications for units in the Funds can only be made on an Application Form attached to the current Product Disclosure Statement. Hunter Hall Investment Management Limited or any related entity does not guarantee the repayment of capital or any particular rate of return from the Trust. Past performance is no guarantee of future performance. Investment returns have been calculated in accordance with normal industry practice utilising movements in unit price and assuming reinvestment of all distribution of income and realised profits.



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### MARGIN LENDING

#### **What is Margin Lending?**

From the investor's point of view, margin lending means borrowing to invest. Investing a combination of savings and borrowed funds allows you to invest more, increasing the potential returns compared to investing savings only. In the same way as property investors will put down a 20-30% deposit and borrow the rest, margin lending allows you to buy a significant share or managed fund portfolio with as little as a 20% deposit. This approach is also known as 'gearing'.

Margin Lending is a facility that allows you to borrow against your existing portfolio of cash, shares and managed funds. It can suit a wide cross section of individuals - ranging from the conservative investor to the more growth-oriented individual.

#### **Who does Margin Lending suit?**

Investors who:

- are looking for medium to long-term investment opportunities,
- have a relatively high, secure disposable income,
- are willing to bear greater risk for the chance of greater return,
- have adequate cash reserves or other security to meet margin calls,
- have some understanding of the stock market and its operations,
- understand that gearing multiplies losses as well as gains.

#### **What are the benefits?**

Many investors would like to increase their exposure to the sharemarket - yet lack the funds to do so. For such investors, margin lending can be a simple and flexible gearing option.

Gearing your investment can increase your opportunity costs more than would be possible if you relied solely on your own equity. Usually you won't be required to supply asset and liability statements, and have the flexibility to switch holdings within your portfolio, using the adviser of your choice.

#### **What are the risks?**

It is important to remember that while borrowing money can accelerate your investment returns, it does increase your exposure to investments that can also decrease in value. Margin Lending therefore magnifies both the rise and fall of the sharemarket due to increased exposure.

Hunter Hall Investment Management Limited or any related entity are not authorised to give advice and accordingly we strongly recommend that you seek independent advice and make sure that you fully understand the tax implications, as well as the legal and financial ramifications of margin lending, as lenders are not authorised to give tax or investment advice.