

Fees and Cost Guide

1 April 2012

- Simple low-cost fee structure
- Same administration fees for all members
- Investment costs from 0.09% to 0.77% depending on the investment options you choose

This document explains how fees and costs may affect your super benefit.

Consumer Advisory Warning (required by law)

Did you know?

Small differences in both investment performance and fees and costs can have a substantial impact on your long-term returns.

For example, total annual fees and costs of 2% of your fund balance rather than 1% could reduce your final return by up to 20% over a 30-year period (for example, reduce it from \$100,000 to \$80,000).

You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs.

You may be able to negotiate to pay lower contribution fees and management costs where applicable¹. Ask the fund or your financial adviser.

¹It is not possible to negotiate your AGEST fees.



The fees and costs shown below may be deducted from your AGEST account balance, from the returns on your investment, or from the fund assets as a whole.

Type of Fee	Amount	How and When Paid																																																				
Fees when your money moves in or out of the fund																																																						
Establishment fee	Nil																																																					
Contribution fee	Nil																																																					
Withdrawal fee	Nil																																																					
Termination fee	Nil																																																					
Management Costs (The fees for managing your investment)																																																						
Administration fees These fees cover the general administration of the fund, the operations of the Trustee Office and communications material.	\$6.50 per month (or \$78.00 per annum) PLUS 0.05% of your account balance (up to a maximum of \$250.00 per annum)	Deducted from members' accounts monthly. These fees commences from the date your account is created.																																																				
Investment management fees These are the costs for investing your superannuation. They include fees paid to external investment managers, investment consulting fees, custodian costs and internal costs relating to investment management (excluding transaction costs). Performance fees may be paid to some investment managers if their performance exceeds defined performance hurdles. The figures shown are the estimated costs for the 2010/2011 financial year.	<table border="1"> <thead> <tr> <th>Investment option</th> <th>Investment costs %</th> <th>Performance fees %</th> <th>Investment costs %</th> </tr> </thead> <tbody> <tr> <td>Growth</td> <td>0.65</td> <td>0.08</td> <td>0.73</td> </tr> <tr> <td>Balanced</td> <td>0.60</td> <td>0.06</td> <td>0.66</td> </tr> <tr> <td>Moderate</td> <td>0.49</td> <td>0.04</td> <td>0.53</td> </tr> <tr> <td>Stable</td> <td>0.36</td> <td>0.03</td> <td>0.39</td> </tr> <tr> <td>Conservative</td> <td>0.26</td> <td>0.01</td> <td>0.27</td> </tr> <tr> <td>MultiStrategy</td> <td>0.76</td> <td>0.01</td> <td>0.77</td> </tr> <tr> <td>Australian Shares</td> <td>0.43</td> <td>0.13</td> <td>0.56</td> </tr> <tr> <td>International Shares (Hedged)</td> <td>0.65</td> <td>0.06</td> <td>0.71</td> </tr> <tr> <td>International Shares (Unhedged)</td> <td>0.62</td> <td>0.06</td> <td>0.68</td> </tr> <tr> <td>Listed Property</td> <td>0.21</td> <td>-</td> <td>0.21</td> </tr> <tr> <td>Fixed Interest</td> <td>0.17</td> <td>-</td> <td>0.17</td> </tr> <tr> <td>Cash</td> <td>0.09</td> <td>-</td> <td>0.09</td> </tr> </tbody> </table>	Investment option	Investment costs %	Performance fees %	Investment costs %	Growth	0.65	0.08	0.73	Balanced	0.60	0.06	0.66	Moderate	0.49	0.04	0.53	Stable	0.36	0.03	0.39	Conservative	0.26	0.01	0.27	MultiStrategy	0.76	0.01	0.77	Australian Shares	0.43	0.13	0.56	International Shares (Hedged)	0.65	0.06	0.71	International Shares (Unhedged)	0.62	0.06	0.68	Listed Property	0.21	-	0.21	Fixed Interest	0.17	-	0.17	Cash	0.09	-	0.09	Deducted from investment earnings before unit prices are determined.
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Service fee																																																						
Investment switching fee	Nil																																																					

Example of annual fees and costs for the Balanced investment option

This table gives an example of how the fees and costs in the Balanced investment option can affect your superannuation investment over a one year period. You should use this table to compare this product with other superannuation products.

Balance of \$50,000 with total contributions of \$5,000 during a year

Contribution Fees	Nil
Plus Management Costs*	0.70% + \$103.00 For every \$50,000 you will be charged \$350 each year, plus \$103.00 in administration fees regardless of your balance.
Equals Cost of fund	If you put \$5,000 during a year and your balance was \$50,000, then for that year you will be charged fees of: \$453. What it costs you will depend on the investment options you choose.

* The 0.70% cost comprises 0.66% investment costs and 0.04% for member protection costs. The \$103.00 cost comprises a flat dollar fee of \$78.00 and a 0.05% of account balance fee of \$25.00. The percentage of account balance fee is capped at \$250 per annum. When the cap is reached the administration fees of \$103.00 for every \$50,000 will reduce.

Additional information about fees and costs

- Investment managers incur brokerage costs when buying and selling investments. These costs are distributed to members via a reduction in unit prices.
- We reserve the right to alter our fees without member consent. Changes to our administration fees will be reported to members 30 days prior to the new fee commencing.
- The investment management fees will vary from year to year based on the investment manager line -up, asset allocation and any other changes to the costs of managing fund investments.
- The fund receives a tax deduction for administration costs. The monthly administration fee includes the benefit of this tax deduction.
- Member protection is the cost of protecting members with a small account balance from administration fees, as required by law. The cost varies from year to year and is usually quite small, ranging from 0.02% to 0.06%.
- Any tax deductions received by AGEST in respect of fund investments is distributed to members via an increase in unit prices