



FIRST STATE SUPER

FSS Trustee Corporation  
ABN 11 118 202 672 AFSL 293340

If you're thinking of moving, don't forget there are some

# great reasons to stay with First State Super



Moving your money from one super fund to another is a big decision, and you want to be sure you've got all the facts.

To help you gather these facts, in conjunction with research company Chant West Pty Limited, we've developed a table (see over) that compares the key features of a selection of super funds. The table shows that First State Super compares very favourably.

## Key features of First State Super

- ✓ **Low fees** – First State Super has the 'best fee deal' for superannuation funds that anyone can join<sup>1</sup>.
- ✓ **Size and strength** – one of Australia's largest super funds with over \$18 billion in assets and more than 500,000 members.
- ✓ **Investment choice** – a choice of 11 investment options so you can choose the investment option that best suits your needs.
- ✓ **Not-for-profit** – as a not-for-profit fund, all profits go to members, not shareholders.
- ✓ **Financial planning** – members have access to a dedicated financial planning service that offers low-cost personal financial advice.
- ✓ **Insurance cover** – you can apply for death insurance, total and permanent disablement insurance and income protection.
- ✓ **Income streams** – our income streams mean you can stay with the Fund when you retire permanently or want to make the transition to retirement.<sup>2</sup>
- ✓ **Ongoing membership** – you can stay in the Fund no matter where you work because any employer can contribute to First State Super.
- ✓ **Online information** – latest Fund updates, investment performance and access to your account are available on our website.
- ✓ **Seminars** – First State Super runs regular seminars on superannuation, investment and retirement.

So if you're thinking of switching funds, **make sure you're not missing out** on any of these important benefits.



# First State Super's features

## Fees matter!

Keeping costs down can make a big difference to your super balance.

The table shows that a member in a low-fee fund like First State Super could save quite a bit compared to someone in a high-fee fund. Of course, fees aren't the only factor and you need to consider all the services that your fund provides when you are comparing funds. But a lower fee can certainly make a big difference.

Most importantly, if you are considering changing funds, you should check whether any exit fees or penalties will apply, and whether there will be any impact on your insurance cover.

## Ongoing advice

First State Super members have access to financial advice through FSS Financial Planning.

FSS Financial Planning\* offers a range of services from simple phone advice through to a comprehensive financial plan. The advice is offered on a fee for service basis and no commissions are payable to advisers. For more information, go to the FSS Financial Planning website [www.fssfp.com.au](http://www.fssfp.com.au), call 1800 665 756 or email [enquiries@fssfp.com.au](mailto:enquiries@fssfp.com.au)

\* Q Invest Limited ABN 35 063590 AFSL 238274, trading as FSS Financial Planning, is not related to FSS Trustee Corporation and provides financial planning services under its own Australian Financial Services Licence. FSS Trustee Corporation, the trustee of First State Super Superannuation Scheme, does not act as an agent or representative of FSS Financial Planning and accepts no responsibility or liability for any advice provided to you by FSS Financial Planning.

[www.firststatesuper.com.au](http://www.firststatesuper.com.au)

Criteria	First State Super
<b>Fees &amp; charges (% pa)<sup>b</sup></b>	
Member fee	0.12
Administration	0.00
Investment	0.32
Adviser commission	0.00
<b>Total product charge (% pa)</b>	<b>0.44</b>
<b>Total product charge (\$ pa)</b> Based on a \$50,000 balance	<b>221</b>
Contribution fee (max. %) <sup>c</sup>	Nil
<b>Returns (% pa)<sup>d</sup></b>	
1 year to 31 December 2009	12.2
2 years to 31 December 2009	-3.6
3 years to 31 December 2009	-0.1
5 years to 31 December 2009	5.2
<b>Strategic asset allocation (%)<sup>e</sup></b>	
Multi-manager growth option (growth/income)	70/30
<b>Investment options</b>	
(includes single and multi-manager options)	11

\* includes administration fee

Source: Chant West Pty Limited ([www.chantwest.com.au](http://www.chantwest.com.au))

### Notes

- The products included in this survey are First State Super, AMP Flexible Lifetime – Super, AustralianSuper, BT Super for Life, Colonial First State FirstChoice Super, HESTA, Macquarie Super Manager, MLC MasterKey Super, PSS accumulation plan and QSuper Accumulation Account.
- Fees and charges are estimates and meant as a guide only. They are based on publicly available information and discussions with each provider. The investment charge is based on the latest Management Expenses Ratio available for the relevant multi-manager growth option, including estimated performance fees. For First State Super, the member fee of 0.12% is derived from the annual fee of \$52 being applied to the assumed account balance of \$50,000, adjusted for tax and rounded down. The amount will vary from 0.12% depending on the actual account balance.
- The contribution fee shown above is the maximum contribution fee allowable in each fund. Some funds do not charge this fee.
- The performance shown for all the products is for the multi-manager growth option (options with growth assets between 61% and 80%), of which First State Super's Diversified strategy is an example. For most products, the returns shown above are after tax and investment fees but before administration fees. However, the returns for Macquarie are after investment fees but before tax and the returns for QSuper are after administration fees as well as investment fees. It is important to remember that past performance is not an indicator or guarantee of future performance.
- Based on the percentages of growth assets and income assets.

For important information about this comparison, refer to the disclaimer.

# compare very favourably

## Comparison of superannuation products by fund<sup>a</sup> April 2010 (based on an account balance of \$50,000)

AMP	AustSuper	BT Super for Life	Colonial First State	HESTA	Macquarie	MLC	PSSap	QSuper
0.00	0.18	0.12	0.00	0.13	0.00	0.16	0.00	0.00
0.00	0.06	0.00	0.00	0.12	0.77	0.85	0.00	0.00
1.88*	0.84	0.99	1.34*	0.86	0.98	0.58	0.91*	0.67*
0.41	0.00	0.00	0.56	0.00	0.00	0.47	0.00	0.00
<b>2.29</b>	<b>1.08</b>	<b>1.11</b>	<b>1.90</b>	<b>1.11</b>	<b>1.75</b>	<b>2.06</b>	<b>0.91</b>	<b>0.67</b>
<b>1,145</b>	<b>542</b>	<b>555</b>	<b>950</b>	<b>555</b>	<b>875</b>	<b>1,028</b>	<b>455</b>	<b>335</b>
4.5	Nil	Nil	4.0	Nil	Negotiable	5.0	Nil	Nil
					See note d		See note d	
18.8	10.2	21.1	24.2	9.4	17.8	17.7	11.4	14.5
-6.5	-5.7	-6.6	-6.7	-5.2	-4.9	-5.0	-5.4	-2.9
-2.5	-0.1	N/A	-2.8	-0.3	-1.2	-1.0	-0.1	0.4
4.2	5.9	N/A	4.2	5.2	4.8	4.8	N/A	5.6
75/25	73/27	76/24	80/20	73/27	70/30	70/30	78/22	69/31
66	16	5	108	14	589	46	11	9

**Disclaimer<sup>®</sup>** This table has been prepared by Chant West Pty Limited (ABN 75 077 595 316) 1997–2010. You may only use this table for your own personal, non-commercial use. This table may not be copied, reproduced, scanned or embodied in any other document or distributed to another party unless you have obtained the prior written consent of Chant West to do so.

The information above is based on data supplied by third parties. While such data is believed to be accurate, Chant West does not accept responsibility for any inaccuracy in such data. Past performance is not a reliable indicator of future performance. The products, reports and ratings do not contain all of the information that is required in order to evaluate the nominated service providers, and you are responsible for obtaining such further information.

The data provided by Chant West does not constitute financial product advice. However to the extent that this data may be considered to be general financial product advice, Chant West warns that: (a) Chant West has not considered any individual person's objectives, financial situation or particular needs; (b) individuals need to consider whether the advice is appropriate in light of their goals, objectives and current situation; and (c) individuals should obtain a Product Disclosure Statement from the relevant fund provider before making any decision about whether to acquire a financial product from that fund provider. A Financial Services Guide has been made available by Chant West through its website at [www.chantwest.com.au](http://www.chantwest.com.au).

**It is important to understand that past performance is not a reliable indicator of future performance.**

**First State Super is a low fee, not for profit fund.**



# Don't forget!

- ✓ **You can stay** with First State Super wherever you work
- ✓ First State Super is **open to anyone** eligible to join a super fund
- ✓ **You don't have to leave** First State Super when you retire
- ✓ SuperRatings has rated First State Super in Australia's **top 10 super funds** and **top 5 pension funds**<sup>3</sup>
- ✓ First State Super has the **"best fee deal"** of all super funds that anyone can join<sup>1</sup>



## Need more information?

### First State Super

#### Visit the web:

[www.firststatesuper.com.au](http://www.firststatesuper.com.au)

#### Ring Customer Service:

1300 650 873

#### Send us an email:

[enquiries@firststatesuper.com.au](mailto:enquiries@firststatesuper.com.au)

### FSS Financial Planning

**Phone:** 1800 665 756 (toll free)

**Email:** [www.fssfj.com.au](http://www.fssfj.com.au)

**Post:** PO Box R352 Royal Exchange NSW 1225

**Fax:** 1800 459 182 (toll free)

<sup>1</sup> Source: SelectingSuper – describes the best overall fees payable for funds open to the public where overall fees are calculated for a member earning around \$50,000 pa who has \$50,000 in their super fund's default investment option as at June 2009. Go to [www.selectingsuper.com.au](http://www.selectingsuper.com.au) and look under Top Ten Funds/Best Fees for more information.

<sup>2</sup> Interests in the First State Super income stream are issued by FSS Trustee Corporation. Before making a decision about acquiring a First State Super income stream you should consider the First State Super Superannuation Income Stream Product Disclosure Statement available from our website or Customer Service.

<sup>3</sup> Source: SuperRatings annual survey of over 300 of Australia's leading public sector, industry, retail and corporate superannuation funds and divisions. Go to the SuperRatings website at <http://www.superratings.com.au/media/mediareleases/150909> for more information.