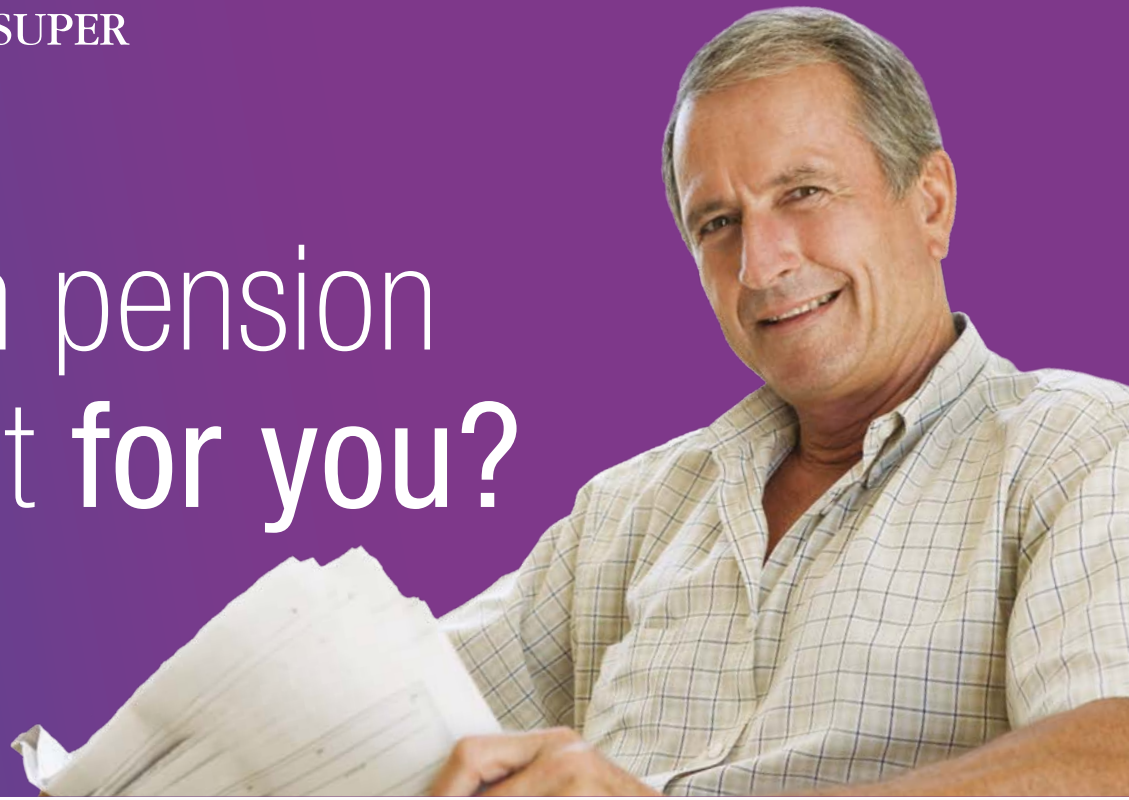




FIRST STATE SUPER

FSS Trustee Corporation  
ABN 11 118 202 672 AFSL 293340



# Which pension is right for you?

## Easy. Ask the experts!

In a marketplace cluttered with retirement products, it can be difficult and time-consuming finding one that's right for you.

So in conjunction with research company Chant West Pty Limited, we've included a table (see over) to help you compare a selection of pension products. The table shows that the First State Super income stream compares very favourably.

### First State Super offers two flexible pension options...

- a retirement income stream or RIS for income **after** retirement and
- a transition to retirement income stream or TRIS for income **before** retirement

### ...so you don't have to leave the Fund when you retire!

Just fill in a form to convert your super account to an income stream and start enjoying your First State Super pension.



### Key features of First State Super

- ✔ A not-for-profit fund
- ✔ Over \$18 billion in assets
- ✔ Over 500,000 members
- ✔ Choice of 11 investment options

**Important note:** This communication contains general information only and does not take into account your specific objectives, financial situation or needs. It is therefore important, before deciding whether to become a member of First State Super (or, if you are already a member, to continue your membership) that you consider the First State Super Product Disclosure Statements (PDSs) having regard to your own situation. The PDSs are available by visiting our website or by calling us. The information contained in this document is current as at April 2010 unless stated otherwise. Prepared by FSS Trustee Corporation ABN 11 118 202 672, AFSL 293340, the trustee of the First State Superannuation Scheme ABN 53 226 460 365.

# See for yourself First State Super's income streams

Whether you choose the First State Super retirement income stream or transition to retirement income stream, you can take advantage of a number of excellent features:

- No entry fees or commissions and a low administration fee
- 11 investment options
- Flexible payment options — fortnightly, monthly, quarterly, half yearly or yearly
- The ability to nominate how the balance of your account is distributed when you die
- Highest ratings by major research companies<sup>#</sup>
- Convenient access to useful information about superannuation, retirement and investment.

To get started, you generally need to be 55 years old and have a minimum of \$20,000 in super. Conditions apply\*.

<sup>#</sup> Chant West Pty Limited ABN 75 077 595 316 AFSL 255320  
SelectingSuper, a company of Rainmaker Information Pty. Limited ABN 86 095 610 996  
SuperRatings Pty Ltd ACN 100 192 283

\* Please consider the First State Super PDSs in regard to your own situation before deciding whether to become a member or continue membership.

## Ongoing advice available

First State Super members have access to ongoing financial advice through **FSS Financial Planning**<sup>\*</sup>. The cost of the advice is based on the complexity of the issues involved. This example assumes an investment of \$250,000 in the Diversified investment option of a First State Super income stream:

	First year	Subsequent years
Product charge (pa)	0.54%	0.54%
Initial advice fee (\$2,000) approx.	0.80%	Nil
Ongoing advice fee (\$1,200 pa) approx.	0.48%	0.48%
<b>TOTAL %</b>	<b>1.82%</b>	<b>1.02%</b>
<b>TOTAL \$</b>	<b>\$4,550</b>	<b>\$2,550</b>

<sup>\*</sup> 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.

Criteria	First State Super
<b>Fees and charges (% pa)<sup>2</sup></b>	
Member fee	0.02
Administration fee	0.20
Investment fee	0.32
Adviser commission	0.00
<b>Total Product Charge (% pa)</b>	<b>0.54</b>
<b>Total Product Charge (\$ pa)</b> based on a \$250,000 account balance	<b>\$1,352</b>
Contribution fee (max. %) <sup>4</sup>	Nil
<b>Returns (% pa)<sup>5</sup></b>	
1 year to 31 December 2009	13.7
2 years to 31 December 2009	-3.9
3 years to 31 December 2009	-0.1
5 years to 31 December 2009	N/A
<b>Strategic asset allocation (%)<sup>6</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))

1. The products included in this survey are First State Super Superannuation Income Stream, AMP Flexible Lifetime – Allocated Pension, Asgard eWRAP Pension, AustralianSuper Pension, BT SuperWrap Pension Plan, Colonial First State FirstChoice Pension, ING OneAnswer Pension, MLC MasterKey Pension, and State Super Financial Services Australia Allocated Pension.
2. 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 Expense Ratio available for the relevant multi-manager growth option, including estimated performance fees. For First State Super, the member fee of 0.02% is derived from the annual fee of \$52 being applied to the assumed account balance of \$250,000 and rounded down. The amount will vary from 0.02% depending on the actual account balance.
3. The total charges for State Super Financial Services include the provision of advice. The allowance for this service is not specified by the fund.

# compare favourably

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Comparison of pension products by fund<sup>1</sup> April 2010  
(based on an account balance of \$250,000)

AMP	Asgard	AustSuper	BT	Colonial First State	ING	MLC	State Super Financial Services
0.00	0.00	0.02	0.00	0.00	0.00	0.03	0.00
0.00	0.80	0.22	0.82	0.00	0.00	0.59	0.00
1.48*	0.78	0.84	0.77	1.35*	1.23*	0.52	1.50*
0.41	0.00	0.00	0.00	0.56	0.55	0.56	0.00
<b>1.89</b>	<b>1.58</b>	<b>1.08</b>	<b>1.59</b>	<b>1.91</b>	<b>1.78</b>	<b>1.70</b>	<b>1.50<sup>3</sup></b>
<b>\$4,725</b>	<b>\$3,949</b>	<b>\$2,702</b>	<b>\$3,970</b>	<b>\$4,775</b>	<b>\$4,450</b>	<b>\$4,253</b>	<b>\$3,750<sup>3</sup></b>
4.5	5.1	Nil	Nil	4.0	4.0	5.0	Nil
			See note 5		See note 5		See note 5
20.3	20.2	12.4	20.1	26.3	18.4	22.4	Not provided
-6.9	-4.2	-4.8	-8.3	-6.3	-6.4	-5.2	Not provided
-2.6	-1.0	N/A	-4.7	-2.1	-2.0	-1.2	Not provided
4.6	5.0	N/A	2.2	5.8	4.3	5.3	Not provided
75 / 25	70 / 30	73 / 27	71 / 29	80 / 20	70 / 30	70 / 30	80 / 20
66	374	15	520	106	86	47	4

- 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 are after investment fees but before administration fees. However, the returns for BT and ING are after administration fees as well as investment fees. State Super Financial Services were not able to provide returns to 31 December 2009 for their pension product.
- Based on the percentages of growth assets and income assets.

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

#### Disclaimer

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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.**

## Do your homework to avoid nasty surprises

The fees you pay on your investment can make a big difference to your overall return. And there's usually more than one fee to pay so when you're considering which product to choose, it's important to understand ALL the fees that might apply.

You can use this simple checklist to make your comparisons. You should refer to the Product Disclosure Statement issued by the product providers you are considering for details of their fees.

Type of fee or cost	First State Super	Other fund
<b>Fees when your money moves in or out of the Fund</b>		
Establishment fee	Nil	
Contribution fee	Nil	
Withdrawal fee		
<ul style="list-style-type: none"> <li>■ Income stream payments</li> <li>■ Lump sum withdrawals</li> </ul>	Nil \$36	
Termination fee	Nil	
<b>Management costs (assumes a \$250,000 account balance)</b>		
The annual fee for managing your investment (eg. the fee for the First State Super Diversified option is \$52 plus 0.2% of your account balance)	\$550 pa	
Investment management expense* (0.32% pa for First State Super's Diversified option)	\$775 pa	
<b>Service fees</b>		
Investment switching fee	Nil for the first switch in a financial year; \$25 thereafter	
Ongoing adviser fees	Nil	
<b>Financial planning costs (assumes a \$250,000 account balance and preparation of a full financial plan)</b>		
Fee for service (based on what you need and use)	Yes	
<b>Option 1:</b> Initial advice and plan preparation/implementation only	Approx. \$2,000	
<b>Option 2:</b> Initial advice and plan preparation/implementation <b>PLUS</b> optional ongoing service and support		
<ul style="list-style-type: none"> <li>■ First year</li> <li>■ Subsequent years</li> </ul>	Approx. \$3,200 Approx. \$1,200 pa	

\* For First State Super, if you are invested in a number of options, the fees are deducted on a pro-rata basis from each option. The amount you pay for specific investment options is included in the PDSs.

The percentage amounts are estimates of investment management expenses which reflect the actual expenses incurred, including the

fees paid to asset consultants, investment managers, the custodian and other costs directly related to managing the investments of the Diversified investment option.

Investment management expenses are deducted before the unit price for an investment option is determined.

## 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)

#### Direct link

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

### FSS Financial Planning\*

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

**Web** [www.fssfp.com.au](http://www.fssfp.com.au)

**Email** [enquiries@fssfp.com.au](mailto:enquiries@fssfp.com.au)

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

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\* Neither FSS Trustee Corporation nor First State Super is responsible for any advice given to you by Q Invest Limited ABN 35 063 511 580 AFSL 238274 trading as FSS Financial Planning.

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