



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[#]
- 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*.

[#] 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***. 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)	0.48%	0.48%
Initial advice fee (\$2,000) approx.	0.80%	N/A
Ongoing advice fee (\$1,200 pa) approx.	0.48%	0.48%
TOTAL %	1.76%	0.96%
TOTAL \$	\$4,400	\$2,400

* 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	AGEST
Fees and charges (% pa)²		
Member fee	0.02%	0.02%
Administration fee	0.20%	0.06%
Investment fee	0.26%	0.64%
Adviser commission	0.00%	0.00%
Total product charge (% pa)	0.48%	0.72%
Total product charge (\$ pa) based on a \$250,000 account balance	\$1,202	\$1,810
Contribution fee (max. %) ⁴	Nil	Nil
Returns (% pa)⁵		
1 year to 31 December 2010	3.3%	4.9%
2 years to 31 December 2010	8.4%	4.0%
3 years to 31 December 2010	-1.6%	-3.6%
5 years to 31 December 2010	N/A	2.9%
Strategic asset allocation (%)⁶		
Multi-manager growth option (growth/income)	70/30	74/26
Investment options (includes single and multi-manager options)	11	12

* includes administration fee

Source: Chant West Pty Limited (www.chantwest.com.au)

- The products included in this survey are First State Super Superannuation Income Stream, AGEST Pension, AMP Flexible Super Choice – Retirement, Asgard eWRAP Pension, AustralianSuper Pension, BT SuperWrap Pension Plan, Colonial First State FirstChoice Pension, MLC MasterKey Pension, OnePath OneAnswer Pension, and State Super Financial Services Australia Allocated Pension.
- 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.
- 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 fund¹ February 2011 (based on an account balance of \$250,000)

AMP	Asgard	AustSuper	BT	Colonial First State	MLC	OnePath	State Super Financial Services
0.05%	0.00%	0.02%	0.00%	0.00%	0.03%	0.00%	0.00%
0.00%	0.80%	0.22%	0.82%	0.00%	0.59%	0.00%	0.00%
1.14%	0.78%	0.60%	0.77%	1.35%*	0.61%	1.23%*	1.50%*
0.00%	0.00%	0.00%	0.00%	0.56%	0.56%	0.55%	0.00%
1.19%	1.58%	0.84%	1.59%	1.91%	1.79%	1.78%	1.50%³
\$2,980	\$3,949	\$2,102	\$3,970	\$4,775	\$4,478	\$4,450	\$3,750³
Nil	5.1%	Nil	Nil	4.0	5.0%	4.0%	Nil
5.2%	6.2%	7.4%	6.4%	5.6%	5.5%	See note 5	See note 5
12.5%	13.0%	9.8%	13.8%	15.5%	13.7%	1.5%	5.2%
-3.0%	-0.8%	-0.9%	-3.0%	-2.5%	-1.8%	9.6%	Not provided
2.5%	3.7%	N/A	1.5%	3.4%	3.0%	-3.9%	-3.4%
						1.9%	1.9%
73/27	70/30	73/27	70/30	80/20	70/30	70/30	80/20
85	418	15	547	106	47	93	4

4. The contribution fee shown above is the maximum contribution fee allowable in each fund. Some funds do not charge this fee.

5. 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 OnePath are after administration fees as well as investment fees and the returns for State Super Financial Services are after administration fees, investment fees, and the cost of providing full advice services.

6. 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.

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
Fees when your money moves in or out of the Fund		
Establishment fee	Nil	
Contribution fee	Nil	
Withdrawal fee		
<ul style="list-style-type: none"> ■ Income stream payments ■ Lump sum withdrawals 	Nil \$36	
Termination fee	Nil	
Management costs (assumes a \$250,000 account balance)		
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* (0.26% pa for First State Super's Diversified option)	\$650 pa	
Service fees		
Investment switching fee	Nil for the first switch in a financial year; \$25 thereafter	
Ongoing adviser fees	Nil	
Financial planning costs (assumes a \$250,000 account balance and preparation of a full financial plan)		
Fee for service (based on what you need and use)	Yes	
Option 1: Initial advice and plan preparation/implementation only	Approx. \$2,000	
Option 2: Initial advice and plan preparation/implementation PLUS optional ongoing service and support		
<ul style="list-style-type: none"> ■ First year ■ Subsequent years 	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

Ring Customer Service

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Send us an email

enquiries@firststatesuper.com.au

Direct link

www.firststatesuper.com.au/Pension/JoiningPensionDivision

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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