

# Prepaid Funeral Plan

## Fees and Costs

### 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 account 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 fees. Ask the fund or your financial adviser.

### To find out more

If you would like to find out more, or see the impact of the fees based on your own circumstances, the Australian Securities and Investments Commission (ASIC) website ([moneysmart.gov.au](http://moneysmart.gov.au)) has a managed funds fee calculator to help you check out different fee options.

The table below shows fees and other costs that you may be charged. These fees and other costs may be deducted from your account balance, the returns on your investment or the Fund's assets as a whole. You should read all the information about fees and costs because it is important to understand their impact on your investment.

| Type of fee or cost   | Amount                  | How and when paid   |
|---|-------------------------|---|
| <b>Transaction Costs</b>  |                         |   |
| <i>Establishment Fee</i><br>The fee to set up your initial investment   | Nil                     | Not applicable  |
| <i>Contribution Fee</i><br>The fee on each amount contributed to your investment  | Nil                     | Not applicable  |
| <i>Commission</i>   | Nil                     | Not applicable  |
| <i>Exit Fee</i><br>The fee when the total investment is payable   | Nil                     | Not applicable  |
| <i>Switching Fee</i><br>The processing fee for changing investment options  | Nil                     | Not applicable  |
| <i>Buy/Sell Fee</i><br>The transaction costs for buying or selling underlying units in an investment option   | Nil                     | Not applicable  |
| <b>Management Costs</b>   |                         |   |
| <i>Foresters Financial Management Fee</i><br>To cover the cost of administering the Fund. The Management Fee may vary from time to time in accordance with the Rules of the Benefit Fund. | 1.50%                   | Annual fee of 1.50% charged on the average balance of the Capital Guaranteed Fund assets.   |
|   | 1.40%                   | Annual fee of 1.40% charged on the average balance of the market-linked assets. Accrued daily in the unit price and paid monthly.   |
| <i>Investment Management Fee</i><br>To cover the cost of external investment advice.  | 0.055% to 0.385%        | Accrued daily in the unit price and paid quarterly: <ul style="list-style-type: none"> <li>Cash/Term Deposits 0.055%</li> <li>Credit &amp; Government Bonds 0.165%</li> <li>Australian Shares 0.385%</li> <li>International Equities 0.385%</li> <li>Alternative Assets 0.385%</li> </ul> Capital Guaranteed option is not unit priced. Capital Guaranteed fees are charged against Fund assets. There is no additional management fee for the Capital Guaranteed option. |
| <b>Total Management Cost (unit priced only)</b>   | <b>1.455% to 1.785%</b> | <b>Total estimated management costs per annum.</b>  |

## Example for illustration purposes

The following table is an example of annual fees and costs for a \$10,000 investment in the Growth investment option together with an additional contribution after six (6) months of a further \$1,000. This is for illustrative purposes only. The fees payable in the other investment options in the Fund are no higher than those shown in this example.

| Fee  | %      | Amount   | Description  |
|--|--------|--|--|
| <b>Contribution Fee</b><br>The fee on each amount contributed to your investment.            | Nil    | \$0  | For any amounts you contribute you will be charged \$0.                                |
| <b>Foresters Financial Management Fee</b><br>The fee for administering the Fund.             | 1.40%  | $(\$10,000 \times 1.40\%) =$<br><b>\$140</b>   | For every \$10,000 you have in the Growth investment option you will be charged \$140. |
|  |        | $(\$1,000 \times 1.40\% \times$<br>$6 \text{ months}/12 \text{ months}) =$<br><b>\$7</b>                                     | The contribution of \$1,000 made after 6 months will be                                |
| <b>Investment Management Fee</b><br>The fee for external investment advice inclusive of GST. | 0.385% | $(\$10,000 \times 0.385\%)$<br>$(\$1,000 \times 0.385\% \times$<br>$6 \text{ months}/12 \text{ months}) =$<br><b>\$40.43</b> | The fee will be accrued in the unit price on the balance                               |
| <b>Total Fees For That Year</b>  |        | <b>\$187.43</b>  |  |

## Direct Fund Charges

Income taxes (includes corporate tax), bank debit taxes, underlying fund manager, brokerage, account keeping fees and any other taxes or statutory charges that are subsequently introduced will be charged against the Fund's investment earnings and accrued daily in the unit price (except for Capital Guaranteed option). Both Management Fees and Direct Fund Charges reduce the investment earnings of the Fund.

## Dishonour Fee

We currently do not charge dishonour fees when we are unable to process direct debit transactions or deposit cheques due to cancellations or insufficient funds. However, we may choose to deduct dishonour fees from your account in the future.

## Funeral Director Marketing Assistance

Marketing assistance may be provided to funeral directors from the Foresters Financial Management Fee, however no commission payments are paid.

## Financial Adviser Service Fees

Foresters Financial may offer this product to you through a financial adviser. If you wish to pay your financial adviser a service fee, you will need to do so directly. These are not fees associated with Foresters Financial and we recommend you speak to your financial adviser. Foresters

Financial does not pay any fees or commissions to financial advisers in its own right. Foresters may however provide other support and soft dollar benefits to financial advisers, such as product training, invitations to engagement and business development events.

## Fee Changes

Foresters Financial may increase its fees to the maximum allowed in the Fund Rules, provided it gives policy owners ninety (90) days' notice in writing of the change.