



# Executive member guide.

Product Disclosure Statement

The information in this document forms part of the  
Hostplus Executive Product Disclosure Statement issued

# **Section 6. Fees and costs**

## Section 6. Fees and costs

The information in this document forms part of the Hostplus Executive Product Disclosure Statement 3 September 2020.

Our aim is to ensure you have as much as possible when you retire. We're sure you share this vision. That's why we don't pay financial adviser commissions or shareholder dividends. And we don't charge percentage-based member fees. With Hostplus Executive you pay the same, fixed weekly member fee regardless of your investment value, plus investment expenses. It means more money stays with you.

### 6.1 Consumer Advisory Warning

#### 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 or your employer, as applicable, 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 ([www.moneysmart.gov.au](http://www.moneysmart.gov.au)) has a superannuation calculator to help you check out different fee options.*

**Please note: This Consumer Advisory Warning is prescribed by law. However, the statement concerning the possibility of negotiating fees is not applicable to Hostplus.**

### 6.2 Fees and other costs at a glance

This document shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the fund assets of the superannuation entity as a whole.

Other fees, such as activity fees, advice fees for personal advice and insurance fees may also be charged, but these will depend on the nature of the activity, advice or insurance chosen by you. Entry fees and exit fees cannot be charged.

Taxes, insurance and other costs relating to insurance are set out in another part of this document.

You should read all the information about fees and costs because it is important to understand their impact on your investment.

The fees and other costs associated with an investment in Hostplus, are set out below. For a breakdown of the fees and costs for each investment option, refer to section [6.4 Additional Fees and Costs](#).

Hostplus Superannuation Fund		
Type of fee	Amount	How and when paid
<i>Investment fee</i> <sup>1</sup>	Varies according to your chosen investment option(s), ranges between 0.00% and 0.78% <sup>3</sup>	The investment fee is not deducted from your account balance. It is deducted daily from gross investment earnings before net investment returns are applied to your account
<i>Administration fee</i> <sup>1</sup>	\$78.00 p.a. (\$1.50 per week)	The Administration Fee is deducted from your account each month and is paid into the Fund's Administration Reserve
<i>Buy – sell spread</i>	Nil	Not applicable
<i>Switching fee</i>	Nil	Not applicable
<i>Advice fee</i> relating to all members investing in the MySuper Balanced investment option	Nil	Not applicable

<i>Other fees and costs</i> <sup>2</sup>		
<i>Indirect cost ratio (ICR) - Investment costs</i> <sup>1</sup>	Varies according to your chosen investment option(s), ranges between 0.00% and 0.71% <sup>3</sup>	The ICR is not deducted from your account balance. It is deducted daily from gross investment earnings before net investment returns are applied to your account

1. If your account balance for a product offered by the superannuation entity is less than \$6,000 at the end of the entity's income year, the total combined amount of administration fees, investment fees and indirect costs charged to you is capped at 3% of the account balance. Any amount charged in excess of that cap must be refunded

2. See "[Additional explanation of fees and costs](#)" for a description of other fees and costs; such as activity fees, advice fees for personal advice, insurance fees and **Choiceplus** investment option fees.

3. The Investment fee and ICR – Investment fees and costs are estimated for the financial year ended 30 June 2020. Investment fees (but not ICR) include performance fees which may vary from year to year. Because the investment fees and costs are estimates based on the previous financial year's investment performance, fees and costs payable in respect of each future year may be higher or lower.

### 6.3 Example of annual fees and costs for the MySuper product

This table gives an example of how the fees and costs for the default Hostplus Balanced investment option can affect your superannuation investment over a 1 year period. You should use this table to compare this superannuation product with other superannuation products.

Example - HOSTPLUS Balanced option		BALANCE OF \$50,000
Investment fees	0.71%	For every \$50,000 you have in the superannuation product you will be charged \$355 each year
<b>PLUS</b> Administration fees	\$78 (\$1.50 per week)	<b>And</b> , you will be charged \$78 in administration fees regardless of your balance
<b>PLUS</b> Indirect costs for the MySuper product	0.39%	<b>And</b> , indirect investment costs of \$195 each year will be deducted from your investment
<b>EQUALS</b> Cost of product		If your balance was \$50,000, then for that year you will be charged fees of <b>\$628</b> for the superannuation product.

Note: additional fees may apply. **And**, if you leave the superannuation entity, you may be charged an **exit fee** of **\$0** and a **buy/sell spread** which also applies whenever you make a contribution, exit, rollover or investment switch. The **buy/sell spread** for exiting is **0%** (this will equal to **\$0** for every \$50,000 you withdraw).

## 6.4 Additional explanation of fees and costs

### Defined fees

#### Estimated Hostplus Superannuation Fund - 30 June 2020 Fees and costs

Investment option	Investment Fee			Indirect Cost Ratio		
	Management Fee (1)	Performance Fee (1)	Total Investment Fee (1)	Transaction Cost (3)	Operational Cost (3)	Total Indirect Cost Ratio (ICR) (2)
Balanced	0.55%	0.16%	0.71%	0.23%	0.16%	0.39%
Capital Stable	0.28%	0.04%	0.32%	0.14%	0.08%	0.22%
Conservative Balanced	0.37%	0.06%	0.43%	0.18%	0.10%	0.28%
Socially Responsible Investment (SRI) – Balanced	0.67%	0.00%	0.67%	0.24%	0.10%	0.34%
Indexed Balanced	0.02%	0.00%	0.02%	0.03%	0.01%	0.04%

	Investment Fee			Indirect Cost Ratio		
Shares Plus	0.51%	0.14%	0.65%	0.22%	0.13%	0.35%
Cash	0.02%	0.00%	0.02%	0.00%	0.00%	0.00%
Diversified Fixed Interest	0.06%	0.00%	0.06%	0.05%	0.01%	0.06%
Property	0.49%	0.02%	0.51%	0.29%	0.21%	0.50%
Infrastructure*	0.37%	0.12%	0.49%	0.11%	0.21%	0.32%
Australian Shares	0.37%	0.06%	0.43%	0.26%	0.06%	0.32%
International Shares	0.46%	0.05%	0.51%	0.19%	0.10%	0.29%
International Shares - Indexed	0.02%	0.00%	0.02%	0.01%	0.10%	0.11%
International Shares (Hedged) - Indexed	0.02%	0.00%	0.02%	0.04%	0.04%	0.08%
Macquarie - Australian Fixed Interest	0.00%	0.00%	0.00%	0.00%	0.01%	0.01%

	Investment Fee			Indirect Cost Ratio		
BlackRock - International Fixed Interest	0.08%	0.00%	0.08%	0.08%	0.01%	0.09%
Industry Super Fund Property Trust - Property	0.27%	0.00%	0.27%	0.31%	0.33%	0.64%
Lend Lease Managed Australian Prime Property Funds	0.68%	0.00%	0.68%	0.17%	0.11%	0.28%
IFM - Australian Infrastructure	0.37%	0.00%	0.37%	0.06%	0.19%	0.25%
Balanced Equity Management - Aust. Shares	0.13%	0.00%	0.13%	0.09%	0.05%	0.14%
IFM - Australian Shares	0.02%	0.00%	0.02%	0.00%	0.01%	0.01%
Paradise Investment Management (Small Cap)	0.78%	0.00%	0.78%	0.64%	0.07%	0.71%



	Investment Fee			Indirect Cost Ratio		
Neuberger Berman - International Shares	0.61%	0.00%	0.61%	0.01%	0.10%	0.11%

\* The Infrastructure option was introduced on 1 December 2019, therefore the Indirect Cost Ratio and the Investment Fee for this option is not based on actual expenses incurred from 1 July 2019 to 30 June 2020 but on reasonable estimates expected for the full 2019/20 financial year.

The performance based fee component comprises actual fees paid and estimates of fees to be paid for the financial year ending 30 June 2020.

The Indirect Cost Ratio and the Investment fee is based on the expenses incurred from 1 July 2019 to 30 June 2020. As a result these figures are indicative only and may change in subsequent years depending on (for example) the performance of each option. These costs are deducted before the net investment return for each investment option are declared and applied to members' accounts.

[See Section 7 for information on tax.](#)

Please note; all fees and costs are inclusive of GST (unless otherwise stated) less any input tax credits and stamp duty (if applicable). The fund passes on any tax deduction on investment costs in the form of higher returns.

### 1. Investment fee

An investment fee is a fee that relates to the investment of the assets of a superannuation entity and includes:

- (a) fees in payment for the exercise of care and expertise in the investment of those assets (including performance fees); and
- (b) costs that relate to the investment of assets of the entity, other than:
  - (i) borrowing costs; and
  - (ii) indirect costs that are not paid out of the superannuation entity that the trustee has elected in writing will be treated as indirect costs and not fees, incurred by the trustee of the entity or in an interposed vehicle or derivative financial product; and
  - (iii) costs that are otherwise charged as an administration fee, a buy-sell spread, a switching fee, an exit fee, an activity fee, an advice fee or an insurance fee, but does not include property operating costs. In simple terms, investment fees are the fees we choose to pay to managers as part of our strategy for active management and for access unlisted assets.

Note: The costs referred to in paragraph (b) do not include transactional and operational costs referred to in paragraphs (b), (ea) and (eb) of the definition of transactional and operational costs.

### Management fee

A Management fee is a fee that is indirectly or directly paid to an investment manager for their time and expertise in managing a portfolio or investment trust. Management fees result in a reduction in the value of each investment option and are deducted daily from investment earnings before net investment returns are applied to your account.

## Performance fee

In certain circumstances, Hostplus agrees, as part of the fees payable to an investment manager, to pay a performance fee. Performance fees are payable to investment managers if they outperform required performance targets. The performance fees payable varies between the underlying investment managers and may change from year to year.

These performance fees are included within the investment fee and are borne by members invested in an investment option before investment earnings are declared and applied to their account. Investment fees can change as a result of changes to the performance fees.

## 2. Indirect Cost Ratio (ICR)

The indirect cost ratio (ICR), for a MySuper product or an investment option offered by a superannuation entity, is the ratio of the total of the indirect costs for the MySuper product or investment option, to the total average net assets of the superannuation entity attributed to the MySuper product or investment option.

In simple terms the ICR represents "the (largely) unavoidable costs Hostplus pays to market intermediaries just to invest in markets" (i.e. brokerage, stamp duty, custody, asset consulting, FX spreads etc.)

Note: A fee deducted from a member's account or paid out of the superannuation entity is not an indirect cost.

## 3. Transactional and operational costs

Hostplus incurred transactional and operational costs in the course of investing which is already included in the Indirect Cost Ratio (ICR). Transaction costs are incurred when assets are bought or sold and are an additional cost to the member. Different transaction costs arise depending on the assets involved. For example, the transaction costs incurred in buying or selling listed securities and derivatives are different to the transaction costs in buying or selling property, and private equity and infrastructure businesses. Examples of transactional and operational costs include such items as:

- (a) Brokerage
- (b) Buy-sell spreads
- (c) Settlement costs (including custody costs)
- (d) Clearing costs;
- (e) Stamp duty on an investment transaction
- (ea) where an asset is acquired other than through a financial market, any part of the acquisition price of the asset that exceeds the price at which the asset could have been disposed of;
- (eb) where an asset is acquired through a financial market, any part of the acquisition price of the asset that exceeds the bid price in the financial market that would apply without the acquisition having occurred either:
  - (i) immediately following the acquisition; or
  - (ii) if the acquisition was a part of multiple acquisitions reflecting a single and non-recurring instruction to acquire, after the last acquisition made in accordance with the instruction.

Operational costs include all administrative / operational expenses that are additional costs - for example, custody, accounting/ tax, trustee-related expenses, organisational expenses, advisory committee expenses, director fees, regulatory and compliance costs, administration, legal fees, salaries, consulting and other overheads.

## 4. Borrowing costs

Borrowing costs may arise in a few circumstances, including (but not limited to) where money is borrowed to purchase an asset and where securities are borrowed as part of the investment strategy. Borrowing costs are an additional cost to the member which are recovered daily from the earnings of an investment option prior to the

distribution of any earnings to members. These costs are not charged directly to your account.

The following borrowing costs currently apply:

Investment Option	Borrowing Costs
Balanced	0.18%
Capital Stable	0.13%
Conservative Balanced	0.12%
Socially Responsible Investment (SRI) – Balanced	0.04%
Shares Plus	0.11%
Property	0.91%
Infrastructure*	0.01%
International Shares	0.01%
Industry Super Fund Property Trust - Property	0.52%
Lend Lease Managed Australian Prime Property Funds	0.61%

\* The Infrastructure option was introduced on 1 December 2019, therefore the borrowing costs for this option is not based on actual expenses incurred from 1 July 2019 to 30 June 2020 but on reasonable estimates expected for the full 2019/20 financial year.

All other investment options have nil borrowing costs.

## 5. Property Operating Costs

Property operating costs are paid or payable in relation to the holding of real property or an interest in real property, but do not include any of borrowing costs, amounts paid or payable relating to the acquisition or disposal of real property or an interest in real property, or amounts otherwise disclosed in this document.

Property operating costs (for example, rates, utilities, staff costs) are incurred, even if recovered from the tenant or through rental income - including such costs of any "interposed vehicle" - but not including property development or refurbishment costs. Property operating costs are an additional cost to the member which are recovered daily from the earnings of an investment option prior to the distribution of any earnings to members. These costs are not charged directly to your account.

An interposed vehicle is any holding vehicle or entity that would not be considered the ultimate reference asset. Examples include master/feeder structures, fund of fund structures, holding companies and companies used to manage shareholder rights. Vehicles include trusts / funds, limited partnerships / companies, exchange traded funds, listed investment companies (LICs), life companies and hedge funds. Technically, a vehicle is an interposed vehicle if more than 70% of its assets (by value) are invested in relevant financial products.

The Property Operating Costs are shown below:

<b>Investment Option</b>	<b>Property Operating Costs</b>
Balanced	0.15%
Capital Stable	0.11%
Conservative Balanced	0.11%
Socially Responsible Investment (SRI) – Balanced	0.02%
Shares Plus	0.09%
Property	1.10%
Industry Super Fund Property Trust - Property	1.30%
Lend Lease Managed Australian Prime Property Funds	0.71%

All other investment options have nil property operating costs. The property operating costs comprises actual costs paid for the financial year ending 30 June 2020. Property Operating Costs payable in respect of each future year may be higher or lower.

## 6. Administration fee

An administration fee is a fee that relates to the administration or operation of the superannuation entity and includes costs that relate to that administration or operation, other than:

- (a) borrowing costs; and
- (b) indirect costs that are not paid out of the superannuation entity that the trustee has elected in writing will be treated as indirect costs and not fees, incurred by the trustee of the entity or in an interposed vehicle or derivative financial product; and
- (c) costs that are otherwise charged as an investment fee, a buy-sell spread, a switching fee, an exit fee, an activity fee, an advice fee or an insurance fee.

The Administration Fee is deducted from your account each month and paid into the Fund's Administration Reserve. The Fund's Administration Reserve is separately maintained by the Trustee to manage the receipt of Administration Fees and the payment of Fund expenditure. Any tax benefit associated with Fund expenditure is paid into the Fund's Administration Reserve. For the 12 months ended 30 June 2020, the Fund's total administration and operating expenses were \$95.26 per member, per annum (or \$1.83 per week).

The administration fee is also known as the 'member fee'.

## 7. Activity fees

A fee is an activity fee if:

- (a) the fee relates to costs incurred by the trustee of the superannuation entity that are directly related to an activity of the trustee:

- that is engaged in at the request, or with the consent, of a member; or
- that relates to a member and is required by law; and

- (b) those costs are not otherwise charged as an administration fee, an investment fee, a buy sell spread, a switching fee, an advice fee or an insurance fee.

### Family Law fee

Under family law, your spouse, a person considering entering into a superannuation agreement with you, or their authorised representative, can request information about your account. Hostplus charges a \$75 fee for supplying this requested information, which is paid by the person making the application at the time the request is made.

Hostplus also charges a fee of \$60 for splitting the interest in your account upon receipt of a splitting agreement or court order, which is deducted from your account at the time the benefit is split.

### Dishonoured payment fees

If you make a contribution by cheque or direct debit that is dishonoured, a handling fee of \$15 will be deducted from your account.

### Contribution splitting fees

A \$60 contribution splitting fee will be payable by the splitting member for each transaction which will be deducted from the member's account.

## 8. Advice fees

A fee is an advice fee if:

(a) the fee relates directly to costs incurred by the trustee of the superannuation entity because of the provision of financial product advice to a member by:

- a trustee of the entity; or
- another person acting as an employee of, or under an arrangement with, the trustee of the entity; and

(b) those costs are not otherwise charged as an administration fee, an investment fee, a switching fee, an exit fee, an activity fee or an insurance fee.

Throughout this PDS, advice fees are referred to as "financial planning fees".

Hostplus offers a financial planning service to its members by Hostplus financial planners licensed by Industry Fund Services Limited (IFS), ABN 54 007 016 195, AFSL 232514.

Members who choose to engage the services of a Hostplus financial planner will receive a fixed quote before proceeding with personal advice services. This quote will be provided to you once the planner has understood and agreed with your specific requirements. The fee (once approved by you) will be charged on a fee for service basis.

Hostplus members can elect to authorise the fund to deduct all or a portion of the agreed advice fee from their Hostplus account to cover the cost of personal advice that relates solely to the members' interest in Hostplus (please note; conditions apply).

For more information or to arrange a consultation, simply call us on 1300 467 875 or refer to the IFS Financial Services Guide (FSG).

## **9. Buy-sell spreads**

A buy-sell spread is a fee to recover transaction costs incurred by the trustee of the superannuation entity in relation to the sale and purchase of assets of the entity. Hostplus does not charge members any buy-sell spread fees.

## **10. Exit fees**

An exit fee is a fee, other than a buy-sell spread, that relates to the disposal of all or part of a member's interests in a superannuation entity. The Law prohibits superannuation fund trustees from charging exit fees.

## **11. Switching fees**

A switching fee for a MySuper product is a fee to recover the costs of switching all or part of a member's interest in a superannuation entity from one class of beneficial interest in the entity to another.

A switching fee for a superannuation product other than a MySuper product, means a fee to recover the costs of switching all or part of a member's interest in the superannuation entity from one investment option or product in the entity to another.

Hostplus does not charge members switching fees.

## **12. Insurance fees**

A fee is an insurance fee if:

(a) the fee relates directly to either or both of the following:

(i) insurance premiums paid by the trustee of a superannuation entity in relation to a member or members of the

entity;

(ii) costs incurred by the trustee of a superannuation entity in relation to the provision of insurance for a member or members of the entity

(b) the fee does not relate to any part of a premium paid or cost incurred in relation to a life policy or a contract of insurance that relates to a benefit to the member that is based on the performance of an investment rather than the realisation of a risk; and

(c) the premiums and costs to which the fee relates are not otherwise charged as an administration fee, an investment fee, a switching fee, an exit fee, an activity fee or an advice fee.

Applicable insurance premiums are deducted from your account on a monthly basis. See Section 8 for information on the premiums associated with your insurance cover.

## Other fees and costs

### 13. Fees for the Choiceplus investment option

The fees set out below are current at the date of this publication but may vary from time to time in the future. For more information about Choiceplus download the [Choiceplus Guide](#)

Portfolio administration fee

In addition to our standard \$1.50 per week administration fee, the Choiceplus investment option has a portfolio administration fee of \$15.00 a month (\$180.00 a year including GST). The portfolio administration fee will be deducted from your Hostplus Choiceplus transaction account at the end of each month.

A portfolio administration fee will be payable for each Choiceplus account held by you.

Brokerage fees for shares, Exchange Traded Funds (ETFs) and Listed Investment Companies (LICs)

Whenever you buy and sell shares, ETFs or LICs there are brokerage fees that apply. The applicable fees are shown in the table below.

Brokerage fee per trade	
Transaction value	Brokerage fee*
\$0.00 to \$10,000.00	\$19.95
\$10,000.01 to \$27,500.00	\$29.95

\$27,500.01 to \$250,000

0.11% of trade value

\*Fees are exclusive of Goods and Services Tax (GST).

The brokerage fee payable depends on the transaction amount and where it falls within the above ranges (only one range is applicable per trade). For example, a \$9,000 trade would incur a brokerage fee of \$19.95 (exclusive of GST). A \$24,000 trade would incur a brokerage fee of \$29.95 (exclusive of GST) – and if you placed a \$45,000 trade, your total brokerage would be calculated as:  
 $\$45,000 \times 0.11\% = \$49.50$  (exclusive of GST).

\*Brokerage fees are subject to Goods and Services Tax at the rate of 10%. A refund (for the reduced input tax credit) of 75% of the GST paid will be credited to members' accounts at the time of settlement. For example, brokerage fees of \$19.95 are subject to GST of \$1.99. Members will be credited 75% of the GST paid i.e. \$1.50.

For any limit/market orders not fully executed on the same trading day, normal brokerage will be charged for the portion executed each day.

Management fees for Exchange Traded Funds (ETFs) and Listed Investment Companies (LICs)

Fees for ETFs and LICs are generally lower than traditional managed funds. Management fees, custody costs and other expenses are included in the ETF and LIC fees and deducted from the returns of the underlying securities in the ETF or LIC. This means the price quoted on the ASX for each ETF or LIC reflects all fees and expenses incurred in the management of the ETF or LIC. These fees may cause the total return of the ETF or LIC to be different to the return of any underlying index which the ETF or LIC may track.

Choiceplus asset transfer fees

Hostplus does not charge for asset transfers. For more information about asset transfers please see [5.30 A closer look at our Choiceplus option](#) or the Choiceplus guide available at [hostplus.com.au](http://hostplus.com.au)

#### 14. Superannuation tax

See Section 7 for information on tax. Please note; all fees and costs are inclusive of GST (unless otherwise stated) less any input tax credits and stamp duty (if applicable). The fund passes on any tax deduction on investment costs in the form of higher returns. For more information on tax and your Choiceplus investment options please refer to the Choiceplus Guide available at [hostplus.com.au](http://hostplus.com.au)

#### 15. Alteration to fees and costs

We undertake to notify all Hostplus members of any change in fees and costs. We are required to let you know 30 days before the change takes effect if the change results in an increase in fees (unless the increase is an increase in a fee that results from an increase in costs). In addition, we may introduce or increase fees at our discretion, including where increased charges are incurred due to government changes to legislation; increased costs; significant changes to economic conditions and/or the imposition or increase of processing charges by third parties.

The information in this Section contains general advice only and does not take into account your personal objectives, financial situation or needs. You should consider if this information is appropriate for you in light of your circumstances before acting on it. You may also find it beneficial to obtain advice from a licensed financial adviser. Past performance is not a reliable indicator of future performance.





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