



HEALTHIER, LONGER,  
BETTER LIVES

# We're changing our fees and costs

Applicable to superannuation products  
issued by AIA Australia (AIAA).

**Product Changes Effective 28 May 2022**

## About this booklet

This booklet forms part of the Significant Event Notice issued in April 2022 and provides information about important changes to your product and investment menu that will occur on or about 28 May 2022. It is important that you retain this booklet for your records.

## Things you should know:

Issued by AIA Australia Limited ABN 79 004 837 861 AFSL 230043 (AIA Australia).

This general advice has been prepared without taking into account your particular financial needs, circumstances or objectives. You should consider the appropriateness of this information in light of your circumstances and the relevant product disclosure before making a decision to continue to hold a product. This advice is based on our understanding of current law, as at April 2022 and is based on its continuance unless stated otherwise. While every effort has been made to ensure the accuracy of the information, it is not guaranteed. You should obtain professional financial planning and tax advice before acting on the information contained in this document.

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# About these changes

## Introduction

As a result of a recent comprehensive review of our fees and costs, we've decided to make some changes that include improving the transparency of our administration and investment fees and where possible, reducing the overall fees and costs of your product. These changes are expected to help enhance your retirement outcomes.

**If you currently pay an amount that is different to what is shown in this booklet, we will charge the lesser of your current fee and the new fee.**

The information in this Notice is of a general nature and does not take into account your individual objectives, financial situation or needs. You should obtain financial advice tailored to your personal circumstances before acting on this information or making any further changes.

## What you need to do

You don't need to do anything. Changes will automatically be applied to your product and investment options. It's still important that you read this Notice and speak to your financial adviser if you have any concerns. This Notice should be read in conjunction with the accompanying letter we sent to you in April 2022 titled **Significant Event Notice**. If you have any questions in relation to this Notice, please email [au.service@aia.com](mailto:au.service@aia.com) or phone us on the number listed in the table below.

## Products impacted by fee changes

The following products will be impacted by changes to investment fees and/or administration fees and costs.

Please note that where an investment option for a product is not shown then there is no change for that investment option.

<b>Customer Service</b> <b>13 20 15</b> Rollover Bond	<b>Customer Service</b> <b>13 17 78</b> Rollover Plan	<b>Customer Service</b> <b>1800 631 600</b> Superannuation Bond	<b>Customer Service</b> <b>1800 624 100</b> Personal Superannuation Bond Umbrella Investment Plan Super
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# How to use this information

## Step 1

You will need to read the letter we sent to you titled **Significant Event Notice** in conjunction with this booklet to confirm your product. You can find your investment options in your latest annual statement or if you are unsure, please call us on the phone number listed in the previous section of this booklet.

## Step 2

Read **Section 1: Investment fee changes – Rollover Plan and Superannuation Bond** if your policy sits within these products. This will provide you with an understanding of the Investment fee changes that may apply to your product.

## Step 3

Read **Section 2: Fees by Product – Personal Superannuation Bond, Roll-over Bond and Umbrella Plan Investment Super** if your policy sits within these products. Read both the **Glossary of fees** and **How fees are calculated** sections. This will provide you with an understanding of the fees that may apply to your product and how the approximate overall fees of your product are calculated. Find your product for applicable changes to your product's administration and investment fees. Remember, you can refer back to **How fees are calculated** if you want to calculate the approximate overall fees specific to your product and your personal account balance. If you have an investment option that is not listed in this section, then there is no change for that investment option.

# Section 1: Investment fee changes - Rollover Plan and Superannuation Bond

## Rollover Plan

### Investment fees

Investment option code	Investment option name	Investment fee	
		Current fee	New fee
CS2SG	Capital Stable	1.62%	1.54%
BALASG	Growth	1.63%	1.57%
F193SG	Guaranteed Cash	1.36%	1.35%
EPSG	High Growth	1.63%	1.57%

## Superannuation Bond

### Investment fees

Investment option code	Investment option name	Investment fee	
		Current fee	New fee
CS2SG	Capital Stable	1.63%	1.54%
BALASG	Growth	1.62%	1.57%
F193SG	Guaranteed Cash	1.36%	1.35%
EPSG	High Growth	1.62%	1.57%

# Section 2: Fees by product – Personal Superannuation Bond, Roll-over Bond and Umbrella Investment Plan Super

## Glossary of fees

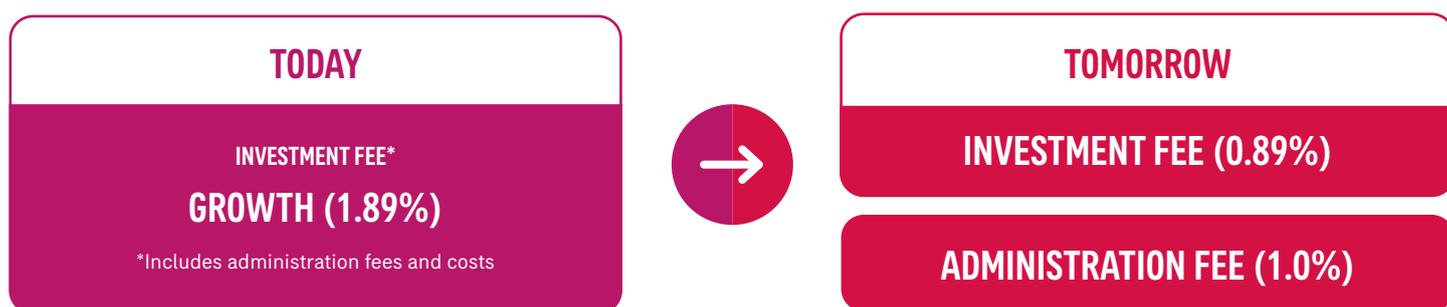
### Administration fees

Administration fees can either be deducted directly from your account balance or deducted before the unit price is declared and therefore reflected in the daily unit price. There are also different types of administration fees that can apply to your product or can be a combination of them.

- 1 **Dollar based administration fees** - are usually expressed as an annual amount charged to your account on either a monthly, quarterly, half yearly or yearly basis and deducted directly from your account balance.
- 2 **Percentage based administration fees** – can be charged as either:
  - a) a percentage of your total account balance, which we refer to as the **fee charged in unit price** throughout this booklet. This fee is not deducted from your account balance rather deducted before the daily unit price is declared or;
  - b) at different rates based on the value of your account, for example, the first \$100,000 an administration fee of 1.35 per cent is charged and then the next \$150,000 is charged at 1.00 per cent and so on. These are referred to as **tiered fees** and are deducted directly from your account balance.

### What else you need to know about administration fees

For some products (listed below) the investment fee, previously a “management charge” includes an allowance for administrative expenses and as a result bundles both investment and administration charges into a single fee. To improve transparency, we’ll unbundle the administration expenses from the investment management fee so that you’ll be able to view each fee component separately, instead of one fee for both. In most instances, each fee component will be priced so that the total fees combined are less than what is charged now. We’ve provided the below illustration to help explain this further<sup>^</sup>.



<sup>^</sup> This illustration is an example only and does not reflect your specific investment option or costs.

### Products impacted by unbundling the investment and administration fee:

- Personal Superannuation Bond
- Roll-over Bond
- Umbrella Investment Plan Super

## Investment fees and costs

Investment fees and costs are deducted from your investment and cover amounts that reduce the return on your investment. These fees and costs are paid to the investment manager and the responsible entities of the underlying trusts in which AIA Australia's statutory fund invests. These include:

- a) fees in payment for the exercise of care and expertise in the investment of those assets and
- b) costs incurred by AIA Australia that relate to the investment of assets of the fund; and are not otherwise charged as administration fees and costs, a buy/sell spread, a switching fee, an activity fee, an advice fee or an insurance fee.

## Transaction costs

Transaction costs are costs associated with the sale and purchase of assets in the underlying investments in which AIA Australia's Statutory funds invest, other than costs that are recovered by AIA Australia's charging buy/sell spreads.

## Performance costs

In addition to the investment fees and costs, on some options, performance costs may also be payable. The performance costs are reflected in the daily unit prices.

Performance costs are fees paid based on the performance of an underlying alternative investment within the option. Alternative investments typically include investments in futures, forwards and options and are not limited to investments in shares, bonds, cash and/or property.

## Other information on fees and costs

Investment fees, transaction costs and performance costs are deducted before the unit price is declared and reflected in the daily unit price.

All fees disclosed in this booklet are based on the Gross Asset Value (GAV) unless otherwise specified. They are calculated as a percentage of your share of the total assets of the fund.

To better understand how the overall fees are calculated refer to ***How fees are calculated*** for the fees and costs that apply to your specific product and investment options.

For the fees and costs that apply to your specific product and investment options, please refer to the following pages.

## How fees are calculated

The following example shows the total fees you would pay over a one year period if you had \$50,000 invested in our Growth option\*. Please note 'Transaction and performance costs' have been provided as indicative only.



### Administration fees

This fee is deducted from your account balance OR as a percentage of your account balance and for some products are reflected in the daily unit price.

This can be charged as either a dollar amount or as a percentage or both.



### Investment fees

Investment fees are deducted from your investment, which cover amounts that reduce the return on your investment and are reflected in the daily unit price of your investment option.



### Transaction and performance costs

are costs associated with the sale and purchase of assets in the underlying investments.

On some options, performance costs may also be payable. These costs are reflected in the daily unit prices.

### Total

**fees charged on a \$50,000 balance over a one year period.**

\$109.20+ 0.75%

0.69%

0.15%

**\$904.20**

Using the example above, the following table compares the total fees paid for your product before and after the change, calculated on a typical account balance of \$50,000 and invested in the Growth option\*.

### \$50,000 Growth option

	Current	Future
<b>Administration fees</b>		
- Dollar based fee <sup>^</sup> plus	\$109.20	\$109.20
- Percentage based admin fee or	n/a	n/a
- Fee charged in the unit price	0.00% (= \$0)	0.75% (= \$375)
Investment fee	1.62% (= \$810)	0.69% (= \$345)
Transaction and performance costs	0.15% (= \$75)	0.15% (= \$75)
<b>Total fee</b>	<b>\$994.20</b>	<b>\$904.20</b>

\* All fees used in this example are for the Umbrella Investment Plan Super. Your product fees and costs may differ. Fees associated with your product can be found in the following section.

<sup>^</sup> If you currently pay a different amount than listed here, then you will pay the lesser of the two.

## Personal Superannuation Bond

### Administration fees

	Current fee	New fee
Dollar based fee <i>plus</i>	n/a	n/a
Percentage based admin fee <i>or</i>	n/a	n/a
Fee charged in unit price	n/a	0.75%

### Investment fees

Investment option code	Investment option name	Investment fee	
		Current fee	New fee
2EQU	Multi-Manager Australian Share	1.63%	0.71%
2MGU <sup>1</sup>	Growth	1.58%	0.69%
2STU	Capital Stable	1.58%	0.64%
2FIU	Multi-Manager Fixed Income	1.50%	0.55%
2CSU	Guaranteed Cash	1.41%	0.45%
2INU	Multi-Manager Global Share	1.61%	0.71%
2PRU	Global Property Securities	1.67%	0.68%

## Roll-over Bond

### Administration fees

	Current fee	New fee
Dollar based fee <i>plus</i>	n/a	n/a
Percentage based admin fee <i>or</i>	n/a	n/a
Fee charged in unit price	n/a	0.90%

### Investment fees

Investment option code	Investment option name	Investment fee	
		Current fee	New fee
M3	Growth	1.71%	0.69%

<sup>1</sup> Highest possible fee for the investment option

# Umbrella Investment Plan Super

## Administration fees

	Current fee	New fee
Dollar based fee <i>plus</i>	\$109.20	\$109.20
Percentage based admin fee <i>or</i>	n/a	n/a
Fee charged in unit price	n/a	0.75%

## Investment fees

Investment option code	Investment option name	Investment fee	
		Current fee	New fee
2CSU	Guaranteed Cash	1.26%	0.45%
2STU	Capital Stable	1.58%	0.64%
2EQU	Multi-Manager Australian Share	1.69%	0.71%
2FIU	Multi-Manager Fixed Income	1.54%	0.55%
2INU	Multi-Manager Global Share	1.69%	0.71%
2MGU	Growth	1.62%	0.69%
2PRU	Global Property Securities	1.68%	0.68%