

# Fees and costs



1 April 2024

The information in this document forms part of the REI Super Product Disclosure Statement (PDS) dated 1 April 2024.

## 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 fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC)** website ([moneysmart.gov.au](http://moneysmart.gov.au)) has a superannuation calculator to help you check out different fee options.

\* Please note that you or your employer, as applicable, cannot negotiate to pay lower fees in REI Super.

This document shows fees and other costs that you may be charged. These fees and other costs may be deducted from your money, from the returns on your investment or from the 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 are set out in the How super is taxed factsheet available on our website. Insurance fees and other costs relating to insurance are set out in the Insurance Guide, also available on our website. You should read all the information about fees and other costs because it is important to understand their impact on your investment.

The investment fees and costs, transaction costs and buy-sell spreads for our MySuper product and each investment option offered by the superannuation entity are set out on page 3 and 4.

## Fees and costs summary

REI Super		
Type of fee or cost	Amount	How and when paid
<b>Ongoing annual fees and costs<sup>1</sup></b>		
Administration fees and costs	0.25% p.a.	This amount is not deducted directly from your account. It is deducted proportionately from each investment option's assets and reflected in the calculation of the unit prices, usually weekly.
Investment fees and costs <sup>2</sup>	Between 0.06% and 0.73% p.a. <sup>3</sup> (estimated) depending on the investment option.	The applicable percentage is not deducted directly from your account. It is deducted proportionately from the investment option's assets and reflected in the calculation of the unit prices, usually weekly.
Transaction costs	Between 0.00% and 0.06% p.a. <sup>3</sup> (estimated) depending on the investment option.	The applicable percentage is not deducted directly from your account. It is deducted proportionately from the investment option's assets and reflected in the calculation of the unit prices, usually weekly.
<b>Member activity related fees and costs</b>		
Buy-sell spread	<b>Buy spread:</b> from 0.00% to 0.14% depending on the investment option. <b>Sell spread:</b> from 0.00% to 0.14% depending on the investment option.	These amounts are not deducted directly from your account. They are charged each time units are bought or sold on your behalf and reflected in the calculation of the unit prices, usually weekly.
Switching fee	Nil	Not applicable.
Other Fees and Costs <sup>4</sup>	Various	Deducted from your account, when applicable.

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, certain fees and costs charged to you in relation to administration and investment are capped at 3% of the account balance. Any amount charged in excess of that cap must be refunded.
  2. Investment fees and costs include an amount of between 0.00% and 0.05% pa for performance fees depending on the investment option. The calculation basis is set out under **Additional explanation of fees and costs** later in this guide.
  3. Investment fees and costs and transaction costs are estimates and the actual amount will change from year to year and may be more or less than the amounts shown. See **Additional explanation of fees and costs** later in this guide for further details.
  4. Activity fees, advice fees for personal advice and insurance fees may apply. For further information see **Additional explanation of fees and costs** later in this guide.
- Note: a fee rebate applies to large account balances. For details, see page 4.



## Example of annual fees and costs for a superannuation product

This table gives an example of how the ongoing annual fees and costs for the Balanced (MySuper) option for this superannuation product 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 – Balanced (MySuper Option)		Balance of \$50,000
Administration fees and costs	0.25%	For every \$50,000 you have in the superannuation product, you will be charged or have deducted from your investment <b>\$125</b> in administration fees and costs.
<b>PLUS</b> Investment fees and costs <sup>1</sup>	0.67%	<b>And</b> , you will be charged or have deducted from your investment <b>\$335</b> in investment fees and costs.
<b>PLUS</b> Transaction costs <sup>1</sup>	0.06%	<b>And</b> , you will be charged or have deducted from your investment <b>\$30</b> in transaction costs.
<b>EQUALS</b> Cost of product		If your balance was \$50,000, then for that year you will be charged fees and costs of <b>\$490</b> for the superannuation product.

**Please note:** Additional fees may apply. Assumes your balance of \$50,000 is maintained throughout the year.

<sup>1</sup> Investment fees and costs and transaction costs are estimates. Actual costs will vary from year to year.

## Cost of product for 1 year

The cost of product gives a summary calculation about how ongoing annual fees and costs can affect your superannuation investment over a 1-year period for all superannuation products and investment options. It is calculated in the manner shown in the Example of annual fees and costs.

The cost of product information assumes a balance of \$50,000 at the beginning of the year. (Additional fees such as a buy–sell spread may apply: refer to the Fees and costs summary for the relevant superannuation product or investment option.)

You should use this figure to help compare superannuation products and investment options.

Investment option	Cost of Product
Growth	\$520.00
Balanced (MySuper)	\$490.00
Stable	\$410.00
Australian Property	\$255.00
Australian Shares	\$215.00
Bonds	\$215.00
Global Property	\$280.00
International Shares	\$245.00
Cash	\$155.00

## Additional explanation of fees and costs

### Administration fees and costs

These fees and costs cover the general administration and management of the Fund, including the operations of the Trustee office, the costs associated with regulatory compliance, communications and marketing. These fees and costs also cover giving you access to Helpline general advice services provided by Mercer Financial Advice (Australia) Pty Ltd ABN 76 153 168 293, Australian Financial Services Licence 411766 and intrafund advice services provided by Guideway Financial Services Pty Ltd ABN 46 156 498 538, Australian Financial Services Licence 420367 (Guideway).

The cost of providing general and intrafund (personal) advice limited to your REI Super account is included in the Administration fees and costs whether or not you access these services. For further information about these intrafund advice services (including the type of advice available to you) refer to Guideway's Financial Services Guide available at [www.reisuper.com.au/publications-and-forms](http://www.reisuper.com.au/publications-and-forms).

Further information about the intrafund advice services available to you at no extra cost is available on request by contacting us, or may be made available on our website.

If you require more comprehensive financial advice services, advice fees will apply.

### Buy/Sell spread

When money is added to your account (e.g. a contribution is received) or money is deducted from your account (e.g. a benefit is paid), it is used to purchase or sell units in your investment option. For some investment options, the entry price for the issue of units may be different from the exit price for the redemption of those units. The difference between the entry and exit price represents an allowance for transaction costs, and is commonly referred to as a 'Buy/Sell spread'.

Buy/Sell spreads (if incurred) are additional costs and do not form part of the investment fees and costs and transaction costs shown in the Fees and costs summary. They are not deducted directly from members' account balances instead they are deducted from the underlying assets of each investment option and reflected in the unit prices.

The Buy/Sell spreads of each investment option is set out in the table below:

Investment Option	Buy/Sell spreads
Growth	0.14% / 0.14%
Balanced	0.14% / 0.14%
Stable	0.11% / 0.11%
Cash	0.00% / 0.00%
Australian Shares	0.07% / 0.07%
International Shares	0.09% / 0.09%
Australian Property	0.06% / 0.06%
Global Property	0.08% / 0.08%
Bonds	0.13% / 0.13%

### Investment fees and costs

The investment fees and costs (excluding performance fees) outlined in the table on the next page include internal and external investment-related fees and costs such as investment management fees, asset consulting fees, custody fees, Trustee office costs etc. These fees and costs are not deducted directly from Members' account balances; instead they are deducted from the underlying assets of each investment option and reflected in the unit prices.

### Performance Fees

Performance fees may be included in investment fees and costs. They are costs charged by some of the Fund's underlying investment managers when actual performance achieved is greater than an agreed target. The amount of performance fees paid by the Fund in each year will rise and fall depending on the level of performance the relevant managers generate.

The actual amount of performance fees that you will incur in the current and subsequent financial year(s) depends on the investment option(s) you are invested in; and the amount of performance fees accrued in relation to the investment option(s) from year to year.

Where applicable, performance fees are reflected in the unit price of the investment option and, are included in the Investment fees and costs outlined in the table on the next page. Performance fees only impact investment fees and costs, not administration fees and costs.

### Transaction costs

Transaction costs are incurred when the investments of the Fund are bought or sold and include explicit transaction costs such as brokerage, settlement costs or stamp duty, as well as buy-sell spreads charged by our investment managers or in underlying investment vehicles.

The transaction costs outlined in the table on the next page and in the Fees and costs summary are net of any amount of transaction costs recovered through the buy-sell spreads charged by the Trustee. They are an additional ongoing cost to Members, where not recovered through the buy-sell spreads, but are not deducted directly from Members' account balances; instead they are deducted from the underlying assets of each investment option and reflected in the unit prices.

The actual amount of transaction costs (excluding transaction costs recovered through the Fund's buy-sell spreads) that you will incur in the current and subsequent financial year(s) depends on the investment option(s) you are invested in and actual transaction costs incurred by REI Super from year to year in relation to the option(s).

Gross transaction costs (based on estimated transaction costs for the 22/23 financial year, ignoring transaction costs recovered through the Fund's buy-sell spreads) are set out in the table below:

Investment Option	Gross transaction costs
Growth	0.08%
Balanced (MySuper)	0.09%
Stable	0.09%
Australian Property	0.00%
Australian Shares	0.02%
Bonds	0.10%
Global Property	0.07%
International Shares	0.11%
Cash	0.00%

## Investment related fees and costs

The fees and costs in the table below apply to the balance held in the investment option.

Investment Option	Investment fees and costs p.a. <sup>^</sup>	Transaction costs p.a. <sup>*</sup>
Growth	0.73% (includes 0.05% performance fees)	0.06%
Balanced (MySuper)	0.67% (includes 0.05% performance fees)	0.06%
Stable	0.53% (includes 0.01% performance fees)	0.04%
Australian Property	0.26%	0.00%
Australian Shares	0.18%	0.00%
Bonds	0.17%	0.00%
Global Property	0.28%	0.03%
International Shares	0.19%	0.05%
Cash	0.06%	0.00%

<sup>^</sup> The Investment fees and costs above include the Trustee's estimates of investment costs including, where applicable, costs arising from performance fees charged by the underlying investment managers. Investment costs (other than costs relating to performance fees) are estimates of the investment costs incurred over the 2022/23 financial year. Performance fees are calculated on the basis of estimated accrued performance fees averaged over the previous 5 financial years, except where an average over 5 years is not available. The performance fees outlined above are calculated based on an average over the last 5 financial years up to 30 June 2023. Investment fees and costs including performance fees may vary from year to year.

<sup>\*</sup> The Transaction costs above reflect the Trustee's estimates of the transaction costs incurred by the underlying investment vehicles used by the Fund over the 2022/23 financial year (excluding transaction costs recovered through buy-sell spreads charged by the Trustee). Transaction costs may vary from year to year.

## Activity fees

### Family law splitting fee

A fee of \$350 will be charged for splitting a superannuation payment upon receipt of a splitting agreement or court order.

The fee will be divided evenly and deducted from your account and your former spouse's entitlement when the account split is processed. Unless your former spouse receives the entire balance, in which case your former spouse will pay the entire fee.

### Advice fees

In addition to the general and intrafund advice limited to your REI Super account available to you (the cost of which is included in the administration fees and costs), REI Super members also have access to more comprehensive personal financial advice through Guideway Financial Services Pty Ltd ABN 46 156 498 538, Australian Financial Services Licence 420367 (Guideway) on a fee-for-service basis with all fees agreed to between you and the Guideway financial adviser before proceeding.

If you obtain more comprehensive financial advice through Guideway, the fee for this advice will depend on the scope and complexity of the advice. If the fee is for superannuation advice it may be deducted from your REI Super account when the advice is received. The Fund must receive the member's written authorisation before any fee is deducted from their account balance. One fee can be charged in a 12 month period. You can arrange an appointment with them to discuss your financial situation. There is no cost or obligation to have the initial consultation.

You should consider the Guideway Financial Services Guide available at [reisuper.com.au/publications-and-forms](https://reisuper.com.au/publications-and-forms) or on request from **1300 138 138**.

The Trustee may not process a deduction for advice fees from your account, despite your authorisation to do so, if required by law or we otherwise consider the deduction is inappropriate.

## Fee rebate

If your total account balance is over \$300,000, you will receive a fee rebate on the portion of your account over \$300,000 as follows:

Account balance	Rebate (%)
First \$300,000	NIL
Amount over \$300,000	0.28%

The fee rebate is calculated using your account balance in the Fund at the end of each month. It will be paid to your REI Super account by way of additional units in your account. If your super is invested in more than one investment option, your rebate will be paid proportionally across your investment options. The Trustee reserves the right to change the rebate level and the eligibility conditions at any time with appropriate notice.

## Insurance fees

Any insurance fees you pay will depend on the type of insurance you have and other factors. Insurance fees include the insurer's premiums, any stamp duty charges and an insurance administration fee, charged by the Trustee for costs incurred by the Trustee for administering insurance arrangements. If applicable, insurance fees are deducted directly from your account each month.

For more information about insurance fees see the relevant *Insurance Guide* at [reisuper.com.au](https://reisuper.com.au).

## Switching fee

You do not pay any fees for switching investment options, however buy-sell spreads may apply.

## Taxes

### Goods and Service Tax (GST)

The fees and costs include the net effect of GST, after the benefits of reduced input tax credits where applicable, unless otherwise specified.

### Government charges

Government charges such as stamp duty will be applied to your account as appropriate. Insurance fees shown in the *PDS* and *Insurance Guide* include stamp duty charged by your State Government, where applicable. The stamp duty charged will be based on the stamp duty laws and practices in force from time to time.

### Tax Deductions

The benefit of any tax deductions due to the Fund in relation to Fund expenses is allocated to the Fund's reserves. The benefit of any tax deductions relating to insurance fees is passed on to relevant members via the calculation of the contributions tax if concessional contributions (e.g. employer contributions) are received for that member, otherwise these tax deduction benefits are not passed on to members and will be held in the Fund's reserves for use in accordance with the Fund's reserving policies.

For more information about taxes, see the *How super is taxed factsheet* on our website.

### Trustee Capital Reserve

To enhance the financial resilience of the Trustee in light of increased risks arising from Government reforms and, in recognition of the duties and responsibilities of the Trustee under Government laws more generally, the Trustee has decided to establish and maintain a Trustee Capital Reserve within the Trustee's corporate entity. The Trustee established this Reserve by charging a fee to the Fund, paid from REI Super's reserves in June 2023.

In future financial years, the Trustee will charge, and deduct from, REI Super's reserves additional Trustee fee amounts to further build the Trustee Capital Reserve to its target amount and, subsequently, to maintain the Trustee Capital Reserve.

The amount of the Trustee fee to be deducted from REI Super's reserves is not a fixed amount and will be determined from year to year (as appropriate at the time the determination is made) having regard to the best financial interests of members.

The Trustee Capital Reserve is subject to a maximum target amount of 0.12% of the Fund's total assets as assessed at the time any determination about the imposition of a Trustee fee (if any) is made.

Payments from REI Super's reserves in the 2022/23 financial year for Fund expenses (including the cost of building the Trustee Capital Reserve) have been considered when disclosing fees and costs in the *PDS* and this document. As at the date of preparation of this document, the Trustee fee deducted from REI Super's reserves in June 2023 does not give rise to any additional cost to member's accounts or the Fund's investment options. If this changes, we will let you know however, depending on the circumstances, this may not be notified to you beforehand. Any non-materially adverse change to the information about the impact of the Trustee fee on disclosed fees and costs may be published on our website [reisuper.com.au](https://reisuper.com.au).

Information about the Fund's reserves, the Trustee Capital Reserve and Trustee fee may also be provided in our future Annual Reports for each financial year, available from our website.

### Changes to fees and costs

Fees may be revised or adjusted by us from time to time without members' consent. We may also introduce new fees from time to time without members' consent.

Where there is an increase in the fees or charges we charge directly to members, we'll notify members at least 30 days before the change.

Increases resulting from increased costs incurred by the Fund may not be advised to members in advance and will instead be notified as soon as practicable.

We may publish updated fees and costs including revised estimates of investment fees and costs and/or transaction costs and information about the impact (if any) of the trustee fee on administration fees and costs on our website at [reisuper.com.au](https://reisuper.com.au), from time to time.

## Defined fees

These defined fees are prescribed by law. Exit fees (which are prohibited by law) and switching fees do not apply in REI Super.

### 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:
  - i) that is engaged in at the request, or with the consent, of a Member; or
  - ii) that relates to a Member and is required by law; and
- b) those costs are not otherwise charged as administration fees and costs, investment fees and costs, transaction costs, a buy-sell spread, a switching fee, an advice fee or an insurance fee.

### Administration fees and costs

**Administration fees and costs** are fees and costs that relate to the administration or operation of the superannuation entity and includes costs incurred by the trustee of the entity that:

- a) relate to the administration or operation of the entity; and
- b) are not otherwise charged as investment fees and costs, a buy-sell spread, a switching fee, an activity fee, an advice fee or an insurance fee.

### 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:
  - i) a trustee of the entity; or
  - ii) 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 administration fees and costs, investment fees and costs, a switching fee, an activity fee or an insurance fee.

### 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.

### Exit fees

An **exit fee** is a fee, other than a buy-sell spread, that relates to the disposal of all or part of Members' interests in a superannuation entity.

### Investment fees and costs

**Investment fees and costs** are fees and costs that relate 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 incurred by the trustee of the entity that:
  - i) relate to the investment of assets of the entity; and
  - ii) 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.

### 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, is 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.

### Transaction Costs

**Transaction costs** are costs associated with the sale and purchase of assets of the superannuation entity other than costs that are recovered by the superannuation entity charging buy-sell spreads.

## Need help?

1300 13 44 33 | [reisuper.com.au](https://reisuper.com.au)

✉ [admin@reisuper.com.au](mailto:admin@reisuper.com.au)



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REI Superannuation Fund Pty Limited acts as trustee (in this document referred to as 'the Trustee' or simply 'we') of REI Super (in this document referred to as 'the Fund' or simply 'us'). Where we refer in this document to the word 'our' we may be referring to either or both the Trustee and the Fund. All references for these entities required by law can be found by going to [reisuper.com.au](https://reisuper.com.au).