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The information in this document forms part of the Investor Guide dated 1 February 2024 for the Fiducian Investment Service.

## 1. How the service works

### Cash account

Each account includes a Cash Account, which is held by the Operator in an omnibus bank account with the Australia and New Zealand Banking Group Limited (ANZ) (ABN 11 005 357 522), into which your application moneys, investment income and redemption proceeds are paid. You earn interest on your Cash Account based on your average balance held during the month. We will not withdraw the moneys held in this account from the ANZ bank account except at your direction.

Fiducian facilitates this activity, but it does not guarantee the maintenance of capital. Investors will receive a minimum crediting rate equal to the Reserve Bank of Australia target cash rate (which is the market rate on overnight funds) less 0.5% pa. The difference between the rate negotiated with the banks and the crediting rate which may be up to 0.85% will be retained by the Fiducian Group for services it provides in relation to the management of the arrangements for the investment of money held in the Cash Account. The amount in the Fees and Costs table has been calculated on the total account balance based on the estimated cash balance of 3%.

The Cash Account is held to receive deposits, investment income and proceeds of asset sales, and to pay for investments, withdrawals, charges, taxes and fees. After deduction of any fee, 3% of the initial value of your account is retained in cash. Investments according to your instructions are made as soon as possible after cleared funds are available.

Distributions received from investments in Fiducian Funds are automatically reinvested into additional units in the fund from which the distribution was paid. If you wish to have any of these distributions paid into your Cash Account within the Service, you should indicate this on the application form in the Investment Authority section. Distributions from investments in the Fiducian Collection can only be paid into your Cash Account.

### Cash re-balance

From time to time, a cash rebalance will be run on your account. If your Cash Account exceeds the cash target level of 3% of your total account balance and meets the applicable minimum investment amount, an investment is automatically made on your behalf in accordance with your recorded instructions. This is known as your Automatic Investment Selection.

Likewise, if your Cash Account balance falls below 1% of your total account balance, a redemption or sale from your investments is automatically made in accordance with your recorded instructions (and subject to various minimums), to restore the balance to the 3% level. This is known as your Automatic Redemption Order. You must make a valid Automatic Redemption order selection to establish your account.

### Savings plan

After you have established your account with the minimum of \$5,000 you can build it by regular savings. Amounts of at least \$250 per month can be paid by direct transfer from your financial institution. A Direct Debit Request form must be completed.

Investments through the Savings Plan are limited to the Fiducian Collection or Fiducian Funds described in the How Your Money is Invested section. For instalments in Fiducian Funds, at least \$100 per month must be applied to each investment selection. For example, to be invested immediately in 3 Fiducian Fund investment options, you need to be investing at least \$300 per month, otherwise your monies will be placed in your Cash Account and invested in accordance with your Automatic Investment Selection when cash rebalance is next run, subject to applicable minimums. For Fiducian Collection investments a minimum of \$250 per fund applies.

Should you wish to cease the Savings Plan you must notify the Service in writing. If you do stop regular deposits but wish to resume, then a current Application Form must be completed and sent to the Service. You may also vary the monthly amount at any time (subject to the minimum amount being met).

### Savings Plan and Gearing

Regular deposits may be supplemented by borrowings under a Regular Gearing Plan. In this case the total initial minimum amount is \$5,000.

The available investment options are the Fiducian Collection or Fiducian Funds, which require at least \$250 and \$100 respectively on a monthly basis for investment.

It is essential that you obtain your Financial Adviser's assistance in relation to gearing, and that you obtain information from the financial institution providing the funding. Please follow carefully the instructions for completing the relevant parts of the Application Form.

### Withdrawals/redemptions

You may request the sale or redemption, or transfer to you or to another party (where possible), of any of your investments. Transfers of investments in specie may incur a transfer fee.

A partial withdrawal must not reduce the balance in the following investments below the figure stated.

<b>Fiducian Collection &amp; Fiducian Funds</b>	\$2,000
<b>Fiducian Managed Portfolios</b>	\$30,000
<b>Fixed Income Portfolio Options</b>	\$10,000

When you submit a request to withdraw funds from your account (provided minimums are satisfied), the Administrator places a request with the fund manager(s) or broker to redeem the assets you have decided to sell.

You should note that some fund managers may take a longer period than others to pay the proceeds to the Service. In any single withdrawal, the Service must ensure that it has received the proceeds from all asset sales before making a payment to you.

Depending on the time of the year, for example, end of financial year, managed fund redemptions can take up to 30 business days to be received by the Service. However, proceeds from the fund manager are generally expected to be received within 10 business days.

Following receipt of the proceeds, the Service will normally make payment to you within 5 business days.

### Transfer

When an investment is transferred, a transfer fee and other costs, such as stamp duty, may be payable.

### Cash withdrawal plan

You may request that regular payments be made from your Cash Account directly to your financial institution. Payments may be made monthly, quarterly, half yearly or yearly and will be made on or about the 15th of each relevant month. The minimum payment amount is \$250.

If a regular payment would result in your Cash Account falling below the minimum balance, the balance will be restored by redemption of investments. This option is not available for gearing facilities.

## 1. How the service works (continued)

### Borrowing to invest (gearing)

By borrowing to invest you may be able to increase the return on your portfolio. However, if the value of your portfolio falls, you would be subjected to greater losses than if you had not borrowed to invest. This is because you will be losing on investments purchased with borrowed funds as well as on investments purchased with your own money. Borrowing to invest, also known as gearing, should only be considered after consultation with your Financial Adviser. In particular, you should ensure that you have an adequate income stream to service the interest payments and/or loan repayments.

For those investors in the Service who wish to borrow funds for investment, a lending facility is available, for both lump sum and Savings Plan investments.

Under the facility, you may arrange to borrow to invest in most of the investment options. Margin requirements, interest rates, security requirements and other conditions imposed by the lender under the facility (which is a contractual arrangement between you and the lender) and other details, can be obtained from your Financial Adviser.

The negotiation of a lending facility for investors in the Service should not be taken as a recommendation by us that investors in the Service should borrow funds for investment purposes, or that they should use any particular lender.

### Switching

Subject to minimum investment conditions you have flexibility to change the investment options in your portfolio.

Any investment switch will generally be made on a First In First Out (FIFO) basis. For example, if your units in a managed fund were acquired at different times, the units with the earliest purchase date will be redeemed or sold first. Switching out of an investment is treated as a disposal for capital gains tax purposes, within the Service. We recommend you obtain independent tax advice.

### Netting of investments

Instructions may be received to buy and sell investments in the same fund from different investors through the Service. When this happens, the Service may offset the instructions so that only one net buy request or sell request is made to the relevant fund manager. This process of offset is called Netting. Netting may reduce transaction costs and any benefit arising may be kept by us. This does not represent an additional cost to you.

## 2. How your money is invested

The Operator has considered investment options to offer diversification across investment funds, investment styles and investment managers. In approving each investment option, the Operator has put in place procedures for the research, recommendation and approval of all investment options offered.

### Investment menu selection process

The Investment Menu selection process is based on a number of criteria. The criteria and timing of the assessment may vary. The Investment Menu is reviewed regularly, generally on a quarterly basis. Where the Operator become aware that an investment on the Investment Menu requires reassessment, it may close the option to new investments where it deems appropriate. Where this occurs and you hold the investment, the Service will communicate this to you directly or via your Financial Adviser.

The following criteria are considered:

- **Operational** – This includes the liquidity of the investment (i.e. the ability to easily purchase/redeem the asset), the availability of pricing and performance data, the tax treatment and the ability of the product issuer to integrate with the Service's systems.
- **Demand** – To meet the changing needs of clients, the demand for products is assessed.

Other considerations may include the availability of independent research or any other factors that may result in the investment not meeting its stated objectives or otherwise not being manageable through our existing processes.

In adding or removing an investment to or from the Investment Menu, we take no liability for any movement in prices or costs in delays in adding or removing the investment nor do we make any representations as to the suitability of the investment either generally or for your personal circumstances.

### Managing conflicts of interest

Fiducian is a financial services group that participates in the domestic and international markets, so real and perceived conflicts of interest may arise when adding to or removing from the Investment Menu. For example, Fiducian Investment Management Services Limited (FIM) act as the responsible entity for a number of investments on our Investment Menu. There are policies on managing conflicts and these apply to the investment selection process.

#### Fiducian Funds

FIM's goals are relatively straightforward. They are:

- To add value for investors through understanding and controlling the trade-offs between investment risk and return over particular time periods
- To achieve above median investment performance against comparable investment products reported in national surveys
- To provide full, fair and timely investment information to investors and their Financial Advisers
- To service investors professionally by efficient processing of applications, reporting and queries
- To keep the products true-to-label

### Investment process

FIM's investment team undertakes continuous analysis of leading fund managers in Australia and overseas by reviewing policy, personnel and performance. This information and analysis of the stage of the business cycle is used to select fund managers and to allocate funds between selected managers.

Experienced managers are selected for the diversification and performance benefits they may provide through their particular investment styles. Portfolio exposures, operations and performance of all these fund managers are routinely monitored. Discussions are regularly held with them to ascertain their current thinking about markets and economies in which they operate, and to consider their analyses of their investments and performance.

In this way FIM can assess whether each manager remains 'true-to-label' and is not unduly influenced by such things as changing staff, changing investment trends and fashionable investment market themes. This process assists in the continuing process of manager selection and manager weighting.

### No guarantee

Given the nature of investment markets, FIM cannot and does not guarantee the performance, income or retention of capital of any of the Fiducian Funds.

### Fiducian Funds available

FIM currently offer 15 Fiducian Funds with different objectives and risk/reward characteristics: 4 diversified funds, 4 sector funds and 7 specialist funds, as detailed below. You may select any number of the Fiducian Funds and in any proportion. Other Fiducian Funds may be added in the future.

#### Diversified Funds

Fiducian Capital Stable Fund

Fiducian Balanced Fund

Fiducian Growth Fund

Fiducian Ultra Growth Fund

#### Sector Funds

Fiducian Australian Shares Fund

Fiducian International Shares Fund

Fiducian Australian Smaller Company Shares Fund

Fiducian Property Securities Fund

#### Specialist Funds

Fiducian India Fund

Fiducian Global Smaller Companies & Emerging Markets Fund

Fiducian Capital Safe Fund

Fiducian Geared Australian Shares Fund

Fiducian Technology Fund

Fiducian Diversified Social Aspirations Fund

Fiducian Managed Portfolios\*

\* Please refer to page 7 for more information on this Fund.

### How the active 'Manage the Manager System' works

Leading fund managers with different, specialist investment skills have been combined into a cohesive offering of well-blended funds. Selected fund managers are charged with achieving consistent performance over a long-term investment horizon. However, it is understood that during different economic conditions, in different markets and in different asset sectors, fund managers could deliver a range of good or poor investment returns. This is why FIM offers its carefully researched selection of blended funds.

## 2. How your money is invested (continued)

### Continual research

FIM's skilled Investment Team continually reviews fund managers in Australia and overseas to find those suitable to be managers of Fiducian Funds. The best prospects must then pass through a number of critical final filters before they qualify for selection. It also undertakes thorough analysis of the business cycle and the global economic environment to enable informed asset allocation decisions.

### Labour standards, environmental, social or ethical considerations

The Operator does not take into account labour standards, environmental, social or ethical considerations in our investment selection decisions.

### Always striving to improve

Fiducian accepts the primary responsibility to constantly monitor its underlying fund managers to ensure that they maintain the investment styles and processes which originally gained their selection. An existing underlying fund manager may be removed and a new one added if the Investment Team's research so warrants.

### The Fiducian Funds

The Fiducian Funds are a range of investment funds offering investment choice to clients in sector specific, diversified and specialist funds. Each of the funds is managed via Fiducian's Manage the Manager System.

The Investment Team uses the Fiducian Manage the Manager System to apply a carefully structured research process to the selection of funds and other products. This process involves the application of quantitative and qualitative analysis to identify well performing funds, managed by competent and experienced investment teams, who are assessed as being able to achieve consistently good performance over time without taking excessive risks.

The Investment Team also makes active asset allocation decisions within the Fiducian Funds, both between managers as well as between asset classes. These decisions are the result of strategy decisions taken by the Investment Team on the basis of detailed economic, market and fund performance analysis.

### Well researched investment strategy

Using the Manage the Manager System of investment management for the Fiducian Funds, FIM invest in a blend of well-researched funds selected for the expertise of their managers and on the basis of the complementarity of their investment styles. In the case of the diversified funds, the investment process adopted involves analysis of the business cycle and the global economic environment to determine tactical asset allocation decisions. This process is designed to enable Fiducian Funds to be invested relatively more defensively in times of uncertainty, and relatively more aggressively at other times. However, these funds are to remain within specified asset sector ranges at all times, in consequence always being 'true-to-label'. Careful investing under this system aims to provide investors with the proven benefits of diversification, with the overall objective of achieving, over time, better than average returns with reduced volatility.

### Fiducian collection

The Fiducian Collection provides a selected range of registered funds managed by external fund managers.

### Selection of external funds

Selection of funds for the Fiducian Collection is a process requiring research and expertise. External funds are selected based on their style, efficiency and performance as revealed by the extensive research data currently available and by personal contact.

The Service may cease to accept further investments for a particular managed fund. We may also recommend that you switch your monies to an alternative fund. You should discuss any such recommendation with your Financial Adviser.

If we consider that prompt action is necessary, we may redeem all investments from a particular managed fund and will advise you accordingly.

### The Fiducian managed portfolios

The Fiducian Managed Portfolios offers investments through four different styles of portfolio. The Imputation Portfolio is aimed at selecting shares that provide a growing level of dividend income and some capital growth. The Growth Portfolio invests in shares that are selected primarily for capital growth and is not focussed on generating income, whether franked or not. The Emerging Leaders Portfolio invests in companies that hold a strong market position and have the prospect of positive earnings through growth. The Property Securities Portfolio invests in listed property trusts, and companies with property related business.

FIM believe that effective management and administration of a portfolio with even a small number of shares is difficult and time consuming. It requires careful and continual monitoring of the companies in which investments have been made.

However, while the management is by FIM, investors have their own portfolios. Records are maintained of the timing of each investor's investments (and disinvestments) and of relevant transaction prices. Thus each investor's interests and investment performance is independent of the actions of other investors, and the results of the Portfolios are not averaged between investors as in a unit trust.

You have a beneficial interest in the underlying securities whilst still investing in a portfolio managed by investment professionals.

### Operation of the portfolios

Shares included in the Portfolios are selected on the basis of our internal research, stockbroker research and company presentations. While the shares included may be varied at our discretion, you may obtain details of your investments at any time.

In the management of the Portfolios, exchange traded options on shares already held may occasionally be used. Call options may be sold and put options may be bought to protect the performance of your Portfolio, and may be closed out before expiry date if they are believed to have served their purpose. Options will not be used to increase sharemarket exposure to a level in excess of uninvested cash in the Portfolio. The use of options is a matter of judgment and no guarantee can be given that options will be in place at the right time to protect a Portfolio or to enhance its returns.

FIM may also sub-underwrite an issue of shares and/or apply for a new issue of shares.

It is our current intention not to elect to participate in dividend reinvestment plans. In respect of renounceable rights issues, we intend to sell your rights entitlements for your benefit.

Following your initial investment, additional investments (minimum \$5,000) may be made at any time into your Portfolio. Fiducian will, at its discretion, invest the additional investment amounts into one or more shares within the Portfolio.

## 2. How your money is invested (continued)

Your Financial Adviser should provide you with a current portfolio listing and research report before you invest. You should accept that all share investments involve risk and that you can lose a part of your capital if you sell shareholdings after a fall in their prices.

### Imputation Portfolio

The Imputation Portfolio comprises up to 14 Australian listed shares selected by FIM:

- on the basis of their potential to generate a consistent and growing dividend stream with a high level of franking credits, and the potential to generate some capital growth over the next three to five years
- from those included (and new issues expected to be included) in the top 150 companies (by market capitalisation) listed on the ASX. Shares in these companies are generally frequently traded and therefore may be readily purchased and sold
- so that, for diversification purposes, shares of no more than 3 companies in any one industry sector are included

Shares of quality companies offering high and consistent dividend streams are generally regarded as defensive in nature because when their prices fall, assuming the rate of dividend is maintained, the dividend yield on purchases is proportionately increased. This tends to attract new investors to the shares, and the prices tend to rise. Further, investing in shares that produce dividends with a high level of franking credits can be a tax efficient way of receiving income, because imputation credits can generally be deducted from your income tax liability.

You should ask your Financial Adviser to explain the advantages of imputation credits.

### Growth Portfolio

The Growth Portfolio comprises up to 14 Australian listed shares selected by FIM:

- on the basis of their potential to generate a high level of capital growth over the next 3 to 5 years;
- from those included (and new issues expected to be included) in the top 150 companies (by market capitalisation) listed on the ASX. Shares in these companies are generally frequently traded and therefore may be readily purchased and sold;
- so that, for diversification purposes, shares of no more than 3 companies in any one industry sector are included; and
- to include on occasion a 'recovery' component of shares chosen for potential significant growth in 18 months to 2 years. These shares will generally be of well managed companies that we believe have suffered from negative market sentiment which is misplaced and short term.

Shares included in the Growth Portfolio are likely to be bought and sold more frequently than those in the Imputation Portfolio.

### Emerging Leaders Portfolio

The Emerging Leaders Portfolio comprises up to 14 Australian listed shares selected by FIM:

- on the basis of their potential to generate a competitive Internal Rate of Return through capital growth and tax effective income over at least the next 3 to 5 years;
- from those listed (and new issues expected to be listed) on the ASX at least below the top 70 companies (by market capitalisation);
- using portfolio construction parameters that include exposure to broad market style segments defined by us as defensive, cyclical, commodity driven and listed property;

- so that, for diversification purposes, shares of no more than 3 companies in any one industry sector are included; and
- to include on occasion a 'recovery' component of shares chosen for potential significant growth in 18 months to 2 years. These shares will generally be of well managed companies that we believe have suffered from negative market sentiment.

Investing in small and mid-sized companies could deliver attractive returns because they are relatively nimble in their operations, work in niche markets and may exhibit superior earnings growth rates when compared with companies of large capitalisation. They could therefore more rapidly increase their earnings and grow into larger, more valuable companies. Relative to larger, more liquid stocks, investing in small and mid cap stocks involves potentially greater volatility and risk.

Shares included in the Emerging Leaders Portfolio are likely to be bought and sold relatively frequently.

### Property Securities Portfolio

The Property Securities Portfolio comprises up to 8 listed property trusts, or property-related stocks, selected by FIM:

- on the basis of their potential to generate a consistent income stream; and
- their ability to be readily traded on the ASX or an equivalent market.

Trusts and property-related stocks chosen for investment are likely to provide a steady income stream rather than rapid capital growth. In general, these securities are selected from the commercial (i.e. office), retail, hotel and industrial sectors of the S&P/ASX Property Trust Index. However, other trusts (and property companies) may be selected from time to time.

### Deep Green ESG Portfolio

The Deep Green ESG Portfolio comprises up to 15 securities, selected by FIM, that are large to small companies that are recognised as attempting to lead and drive positive social and environmental change for humanity.

The portfolio can suit investors who support emerging industries of the future such as renewable energy, non-polluting power storage batteries, environment cleaning technology, sustainable agriculture, animal welfare and veganism, and technologies for the wellness and betterment of life on our extraordinary planet. We will also use screens that consider, in addition to social and environmental factors, ethical and labour standards that incorporates data from a range of sources including professional service providers, media reports, company disclosures and internal research. Companies may be removed from the portfolio should changes occur that reduce their overall attractiveness as compared to alternative companies that may be more suitable for the portfolio.

Therefore, investors who are passionate about supporting companies with pure ESG characteristics in the pursuit of admirable social and environmental causes should appreciate the portfolio's higher than usual risk of loss or potential gain, and as well, be prepared to hold the portfolio for a long term time period, until the promised success hopefully comes to fruition.

**NOTE:** Securities may be changed at any time. To obtain an updated list of securities visit our website, contact your Financial Adviser or call Fiducian Client Services on 1800 653 263 or email [info@fiducian.com.au](mailto:info@fiducian.com.au).

## 2. How your money is invested (continued)

### Personal share administration service

#### Administration for your shares

If you currently have, or intend to start, your own share portfolio, you may use the Fiducian Personal Share Administration Service. Fees which apply are shown in the Fees & Costs section. This Administration Service is available for shares listed on the Australian Securities Exchange.

The Personal Share Administration Service is not an investment advisory service. All the securities in your portfolio are selected by you, and you make all decisions to change your portfolio.

If you transfer shares into the Service, you must also pay into your Cash Account an amount equal to 3% of the value of the shares transferred.

The Service will provide you with quarterly and annual reports, and an annual tax statement.

You should consult your Financial Adviser before making a decision to use the Fiducian Personal Share Administration Service.

#### Share transactions

If you sell shares held in the Personal Share Administration Service, stamp duty, other government charges and the brokerage negotiated by us will apply to the transaction. Brokerage at the same rate will also apply to purchases of additional or replacement shares. You may, at any time, transfer shares, subject to a transfer fee (currently \$40). If you sell or transfer your interests you may incur capital gains tax.

Should your Cash Account balance fall below 1% of your account the Service may request that it be increased, or sell shares (or any other investments you may hold in the Service) nominated by you, to restore your Cash Account balance to 3%.

#### Bank term deposits

Bank Term Deposits are available as an investment option through the Service. For those who seek the security of a stable income stream, the Service offers investments in a range of bank term deposits. Term deposits are deposits held at financial institutions, including banks, that have a fixed term to maturity. These are generally short-term investments, with maturities ranging from a month to a few years.

Before investing in a Bank Term Deposit, it is important that you understand the features of that investment. Before you make an investment decision you should read the Issuer's Product Disclosure Statement which is available from your Financial Adviser.

Bank Term Deposits are interest-bearing deposits that have a fixed term and pay a fixed rate of interest. They may be an appropriate investment for investors seeking a fixed return with a low level of risk.

Once a Bank Term Deposit is purchased, it generally cannot be withdrawn prior to maturity, except in certain circumstances at the discretion of the issuer.

#### Features

<b>Terms</b>	90 days, 180 days and 1 year
<b>Issuer</b>	An Australian Bank
<b>Interest Rate</b>	Prevailing rate
<b>Interest Payments</b>	Paid at maturity
<b>Minimums</b>	\$10,000 per investment (multiples of \$100)

#### Fees and other costs

Bank Term Deposits are subject to any applicable fees and costs of the Service. Standard administration fees apply on Term Deposits.

#### Applications

Applications are accepted during an offer period, which is currently monthly. The offer period generally opens on the third Friday of each month (or the next business day) and closes 5 days later.

The interest rate will be published each offer period and is based on the prevailing rate as offered by the Issuer.

#### Maturity and Withdrawals

On maturity, the Bank Term Deposit principal, plus interest is paid into your Cash Account. Funds will remain in the Cash Account unless investment instructions are received.

### 3. Fees & costs

Essential information about Fees and Costs required to be disclosed under the law is provided in Sections 8 & 9 of the Fiducian Investment Service (Service) Investor Guide.

Generally, the amounts of fees and costs that will apply to your account will be disclosed in Sections 8 & 9 unless the Operator gives you 30 days notice of any increase. However, the Operator may at its discretion, either generally or in specific circumstances having regard to the Service as a whole, reduce or waive any of the fees or costs.

The following provides more information on fees and costs, and the basis on which the fees and costs are charged.

It is important that you understand the fees you pay and the costs incurred by the Service in the management of your investments and the operation and administration of the Service.

#### Fees and costs for existing investors

Different fees and costs may apply to investors who established their account before the date of the Investor Guide, in accordance with the terms that applied at the date their account was established.

#### Related party investment arrangements and transactions

The Operator and other members of the Fiducian Group may receive payments from third parties in connection with the Service. Some of the investment options available through the Service are operated by the Fiducian Group companies and they receive fees for doing so. Related parties will receive fees for the services they provide.

#### Example of annual fees and costs for a range of investment options

This table gives an example of the fees and costs for the Service on a \$400,000 investment in a typical range of investment options.

Investment held	Account balance	Investment fee	
Cash Account	\$12,000	$\$12,000 \times 0.85\%$ <sup>1</sup>	\$102.00
Fiducian Balanced Fund	\$100,000	$\$100,000 \times 1.00\%$	\$1,000.00
Fiducian International Shares Fund	\$100,000	$\$100,000 \times 1.38\%$	\$1,380.00
12 month Term Deposit	\$88,000	n/a	\$0.00
Australian Shares	\$50,000	n/a	\$0.00
<b>Total Investment fees</b>	<b>\$400,000</b>		<b>\$2,482.00</b>

#### Administration fees

On Total Account Balance (\$400,000)	$= (\$300,000 \times 0.47\%) + (\$100,000 \times 0.33\%)$	\$1,740.00
Plus \$324 Account fee (includes unlimited transactions)		\$324.00
Plus 0.07% Custody fee	$= (\$400,000 \times 0.07\%)$	\$280.00
<b>Total Administration fees</b>		<b>\$2,344.00</b>
<b>Total Investment fees</b>		<b>\$2,482.00</b>
<b>Investment Holding and Transaction Monitoring fee</b>	$= (2 \times \$4.00 \times 12)$	<b>\$96.00</b>
<b>Total Administration and Investment fees</b>		<b>\$4,922.00</b>

**Note:** Fees and Costs are calculated to 2 decimal places.

<sup>1</sup> Fiducian may retain up to 0.85% as a fee for Cash Management activities of monies held in the Cash Account.

#### Other costs

Costs that may be deducted directly from your account include GST and Government charges applicable to you as well as Financial Adviser Remuneration where instructed by you.

#### Financial adviser remuneration

A Financial Adviser can guide you and assist you in tailoring a portfolio of investments that may help you achieve your investment objectives. Details of all remuneration will be in the Financial Services Guide and advice document given to you by your Financial Adviser. You may negotiate and agree the level of all Financial Planning and Portfolio Review Service Fees with your Financial Adviser at any time.

#### Fee collection & disbursement of financial planning fees

As a platform Administrator, Fiducian Services Pty Limited (FSL) can collect the fees from your account and disburse them to the appropriate licensed dealer group in accordance with the agreement you have with your Financial Adviser.



### 3. Fees & costs (continued)

#### Additional example of fees and costs for investment options

The tables below contain further fees and costs examples for balances of \$50,000 for the 10 largest investment options by size of investments made by members of the Service.

	Fiducian Balanced Fund		Fiducian Capital Stable Fund		Fiducian Australian Shares Fund	
	Fee	Cost	Fee	Cost	Fee	Cost
<b>Contribution fees</b>	Nil	\$0	Nil	\$0	Nil	\$0
<b>PLUS Management fees and costs</b>						
Management costs <sup>1</sup>	0.54%	\$270	0.54%	\$270	0.54%	\$270
Account fee <sup>2</sup>	\$27 p.m.	\$324	\$27 p.m.	\$324	\$27 p.m.	\$324
<b>PLUS Performance fees</b>	Nil	\$0	Nil	\$0	Nil	\$0
<b>PLUS Investment fees<sup>3</sup> (nominated fund)</b>						
Management fees and costs						
Management Costs	0.93%	\$465	0.76%	\$380	0.96%	\$480
Est Custody Fee and Expense Recovery	0.05%	\$25	0.04%	\$20	0.03%	\$15
Cash Management Returns	0.01%	\$5	0.01%	\$5	0.00%	\$0
Performance Fees <sup>4</sup>	0.01%	\$5	0.00%	\$0	0.03%	\$13
Transaction Costs	0.00%	\$0	0.00%	\$0	0.08%	\$40
<b>EQUALS Cost of Service and nominated Fund</b>	The maximum fee you may be charged is \$1,094		The maximum fee you may be charged is \$999		The maximum fee you may be charged is \$1,142	

	Fiducian Growth Fund		Fiducian International Shares Fund		Fiducian Ultra Growth Fund	
	Fee	Cost	Fee	Cost	Fee	Cost
<b>Contribution fees</b>	Nil	\$0	Nil	\$0	Nil	\$0
<b>PLUS Management fees and costs</b>						
Management costs <sup>1</sup>	0.54%	\$270	0.54%	\$270	0.54%	\$270
Account fee <sup>2</sup>	\$27 p.m.	\$324	\$27 p.m.	\$324	\$27 p.m.	\$324
<b>PLUS Performance fees</b>	Nil	\$0	Nil	\$0	Nil	\$0
<b>PLUS Investment fees<sup>3</sup> (nominated fund)</b>						
Management fees and costs						
Management Costs	0.99%	\$495	1.24%	\$620	1.45%	\$725
Est Custody Fee and Expense Recovery	0.06%	\$30	0.04%	\$20	0.07%	\$35
Cash Management Returns	0.02%	\$10	0.01%	\$5	0.01%	\$5
Performance Fees <sup>4</sup>	0.01%	\$5	0.00%	\$0	0.32%	\$160
Transaction Costs	0.01%	\$5	0.09%	\$45	0.03%	\$15
<b>EQUALS Cost of Service and nominated Fund</b>	The maximum fee you may be charged is \$1,139		The maximum fee you may be charged is \$1,284		The maximum fee you may be charged is \$1,534	

### 3. Fees & costs (continued)

	Fiducian Australian Smaller Company Shares Fund		Fiducian Technology Fund		Fiducian Capital Safe Fund		Fiducian India Fund	
	Fee	Cost	Fee	Cost	Fee	Cost	Fee	Cost
<b>Contribution fees</b>	Nil	\$0	Nil	\$0	Nil	\$0	Nil	\$0
<b>PLUS Management fees and costs</b>								
Management costs <sup>1</sup>	0.54%	\$270	0.54%	\$270	0.54%	\$270	0.54%	\$270
Account fee <sup>2</sup>	\$27 p.m.	\$324	\$27 p.m.	\$324	\$27 p.m.	\$324	\$27 p.m.	\$324
<b>PLUS Performance fees</b>	Nil	\$0	Nil	\$0	Nil	\$0	Nil	\$0
<b>PLUS Investment fees<sup>3</sup> (nominated fund)</b>								
Management fees and costs								
Management Costs	1.19%	\$595	1.36%	\$680	0.42%	\$210	1.54%	\$770
Est Custody Fee and Expense Recovery	0.04%	\$20	0.05%	\$25	0.05%	\$25	0.21%	\$105
Cash Management Returns	0.01%	\$5	0.01%	\$5	0.01%	\$5	0.00%	\$0
Performance Fees <sup>4</sup>	0.72%	\$362	0.00%	\$0	Nil	\$0	0.00%	\$0
Transaction Costs	0.17%	\$85	0.10%	\$50	0.00%	\$0	0.11%	\$55
<b>EQUALS Cost of Service and nominated Fund</b>	The maximum fee you may be charged is \$1661		The maximum fee you may be charged is \$1,354		The maximum fee you may be charged is \$834		The maximum fee you may be charged is \$1,524	

<sup>1</sup> The Management Costs above comprises of an Administration Fee of 0.47% p.a. and Custody Related Charges of 0.07% p.a. The Cash Management fee has not been applied as this example solely relates to a \$50,000 investment in an underlying fund.

<sup>2</sup> The Account fee is charged at \$27 per month.

<sup>3</sup> This investment fee is calculated and deducted from the unit price by the external investment manager. This is not an additional fee charged by the Service.

<sup>4</sup> It is important to note that when a performance fee is charged, your investment returns have generally been superior and above the hurdles set by the issuer and higher returns will always benefit investors. Except as noted, the Performance Fees in the table are charged by each underlying fund manager when that manager outperforms its benchmark or other stated additional hurdles after the deduction of fees and has been averaged for the past five years. For the Fiducian Technology Fund and Fiducian India Fund, although there was no performance fees paid out in prior years, the issuer is entitled to a performance fee going forward and the disclosed amount is based upon a reasonable estimate calculation consistent with regulatory requirements.

**Note:** The Investment Holding and Transaction Monitoring Fee has not been applied in the example as the investment of \$50,000 is below the threshold for this fee to apply. Fees and Costs are calculated to 2 decimal places.

## 4. Taxation

The taxation implications of investing through the Service will depend on your personal situation.

You should seek professional advice before making an investment decision.

### Tax File Number (TFN)

You have no obligation to provide your Tax File Number, or details of any exemption or, alternatively your Australian Business Number. If you choose not to do so we are obliged to withhold tax from any income distributions made to you at the highest marginal tax rate plus Medicare levy.

### Non-resident for tax purposes

If you are not an Australian resident for tax purposes, non-resident withholding tax may be withheld from applicable Australian sourced taxable income. The tax rate will depend on the nature of the distributions and the country in which you reside.

### Capital gains

Where you have purchased or sold an investment holding on different dates, you are deemed to have purchased or sold this asset in 'parcels'. The methods available to calculate capital gains or losses on these 'parcels' are:

- **First In First Out (FIFO)** – Under this method, the first parcel purchased will be deemed to be the first parcel sold. This is the default which will apply should neither of the following 2 methods be chosen, on your behalf, by your Financial Adviser.
- **Last In First Out (LIFO)** – Under this method, the last parcel purchased will be deemed to be the first parcel sold.
- **Specific Parcel Selection** – Under this method, you have the ability to select specific parcels to be sold where available.

### Foreign Account Tax Compliance Act (FATCA)

FATCA is United States (US) tax legislation that assists the US Internal Revenue Service (IRS) to identify and collect tax from US residents for tax purposes, that invest in certain financial accounts through non-US entities. To comply with FATCA obligations, as determined by either the FATCA regulations or any inter-governmental agreement (IGA) entered into by Australia and the US, we may obtain and disclose information about certain investors to the ATO or IRS. The Service may request that you provide certain information about yourself, including your US Taxpayer Identification Number (if applicable).

### Allowable deductions

The administration and transaction fees you pay for the Service, and ongoing fees paid to your Financial Adviser or their licensed dealer group, may be tax deductible. For specific information on what is and what is not tax deductible, please contact your professional tax adviser.

### Goods and Service Tax (GST) invoices

Valid tax invoices for GST purposes are available through your Financial Adviser.

## 5. Other information

### Your privacy

Your privacy is very important to us and we believe it should be protected.

Information that we have and collect about you will be used to administer your membership in the Service. The information may also be used to provide you with ongoing information about the range of financial services that may be useful for your financial needs. These may include investment, retirement, financial planning, life risk insurance, investment life insurance products and other customer services that may be made available by us or your Financial Adviser. If you do not wish to receive any of this information (whether in hard copy or electronically) from us or your Financial Adviser, please tick the box in the Declaration and Signature section of the Application Form.

We usually disclose information of this kind to:

- other companies of the Fiducian Group;
- your Financial Adviser (if any) and if your Financial Adviser operates through an Australian Financial Services Licensee that licensee;
- the Custodian;
- anyone you authorise; or
- if required by law.

Where sensitive information such as information about your health, race, sexual orientation and activities is collected, it will only be used or disclosed for the primary purpose of collection, i.e. to assess applications to purchase new or additional insurance and for directly related purposes. It will not be used or disclosed for any other purpose unless we have your consent, or as otherwise permitted by the Australian Privacy Principles.

A copy of the Fiducian Privacy Policy may be obtained from **Fiducian Client Services on 1800 653 263 or email [info@fiducian.com.au](mailto:info@fiducian.com.au)** or your Financial Adviser.

### No guarantee

While Fiducian takes all reasonable care and employs qualified personnel, the value of your investment could decline and no guarantee express or implied can be given or is given that the value of any of the investments will be maintained.

### General information only

The information contained in this document is general information only and does not constitute personal advice. It does not take into account your objectives, financial situation or needs. You should read this Guide carefully and assess whether the product is appropriate for you. You should consider talking to a Financial Adviser before making an investment decision.