

24 December 2021

SIGNIFICANT EVENT NOTICE

Diversa Trustees Limited, as the Trustee of Allan Gray Superannuation and Allan Gray Retirement (Allan Gray Super), a sub plan of OneSuper ABN 43 905 581 638 RSE R1001341, is writing to advise you of some important changes to Allan Gray Super which come into effect from 1 February 2022 and include the following:

- A new fee structure will apply to your Allan Gray Super Account, and
- Availability of family pricing for investors who are investing in Allan Gray Super through a financial adviser.

These changes are explained in detail below.

Changes to fee structure

We are introducing a new fee structure which will take effect from 1 February 2022. The new fee structure includes the following updates:

- Administration fees starting from 0.23% p.a. for account balances of up to \$250,000, and then tiered, based on your average daily balance of all your investments, excluding any balance in Allan Gray Managed Funds where no asset-based tiered administration fees will be charged,
- An account keeping fee of \$150 p.a. will now be charged on all accounts, irrespective of your underlying investments
- The separate Sub-Promoter fee of up to 0.10% has been removed and this fee will now form part of the administration fees, and
- The Sub-Promoter fee component of the administration fee, payable to Allan Gray Australia Pty Ltd as the Sub-Promoter of Allan Gray Super, will be a maximum of 0.08% p.a.
- The Expense Recovery Fee will be charged on account balances of up to \$1,000,000 at 0.03% p.a. plus \$50 p.a. and capped at \$350 p.a.

A full list of the changes to the fee structure is attached at the end of this notice. Please note that these changes will result in changes to your fees, and in some cases may result in an increase in fees.

The impact on fees you pay will depend on the particular investments you hold and your account balance. Most accounts with a balance below \$60,000 will receive a fee increase, while most accounts with a balance above \$60,000 will receive a fee decrease.

The following examples demonstrate the impact of the fee change on members with an account balance of \$50,000 and \$250,000 but different investment profiles.

Example 1: Member balance is \$50,000 and is invested in Allan Gray Funds

	Asset Based fee	Sub Promoter Fee	Account Keeping Fee	Expense Recovery Fee	Total Annual Administration Fee
Current Annual Administration Fee	0.20% of the balance of your investments Equals \$100.00	0.10% of the Cash Hub balance (\$2,500), as Allan Gray Managed Funds are excluded Equals \$2.50	\$0.00 as fully invested in the Core Menu Equals \$0.00	0.03% of the balance of your account plus \$50 Equals \$65.00	\$167.50
New Annual Administration Fee	0.23% of the Cash Hub balance Equals \$5.75	N/A	\$150.00 for all accounts	0.03% of the balance of your account plus \$50 Equals \$65.00	\$220.75

Example 2: Member balance is \$50,000 and is invested in Perpetual Wholesale Concentrated Equity Fund

	Asset Based fee	Sub Promoter Fee	Account Keeping Fee	Expense Recovery Fee	Total Annual Administration Fee
Current Annual Administration Fee	0.20% of the balance of your investments Equals \$100.00	0.10% of the balance as not invested in Allan Gray Managed Funds Equals \$50.00	\$100.00 as fully invested in the Full Menu Equals \$100.00	0.03% of the balance of your account plus \$50 Equals \$65.00	\$315.00
New Annual Administration Fee	0.23% of the balance of your investments Equals \$115.00	N/A	\$150.00 for all accounts	0.03% of the balance of your account plus \$50 Equals \$65.00	\$330.00

Example 3: Member balance is \$250,000 and is invested in Allan Gray Funds

	Asset Based fee	Sub Promoter Fee	Account Keeping Fee	Expense Recovery Fee	Total Annual Administration Fee
Current Annual Administration Fee	0.20% of the first \$100,000 balance of your investments plus 0.15% of the next \$150,000 Equals \$425.00	0.10% of the Cash Hub balance (\$2,500), as Allan Gray Managed Funds are excluded Equals \$2.50	\$0.00 as fully invested in the Core Menu Equals \$0.00	0.03% of the balance of your account plus \$50 Equals \$125.00	\$552.50
New Annual Administration Fee	0.23% of the Cash Hub balance Equals \$5.75	N/A	\$150.00 for all accounts	0.03% of the balance of your account plus \$50 Equals \$125.00	\$280.75

Example 4: Member balance is \$250,000 and is invested in Perpetual Wholesale Concentrated Equity Fund

	Asset Based fee	Sub Promoter Fee	Account Keeping Fee	Expense Recovery Fee	Total Annual Administration Fee
Current Annual Administration Fee	0.20% of the first \$100,000 balance of your investments plus 0.15% of the next \$150,000 Equals \$425.00	0.10% of the balance as not invested in Allan Gray Managed Funds Equals \$250.00	\$100.00 as fully invested in the Full Menu Equals \$100.00	0.03% of the balance of your account plus \$50 Equals \$125.00	\$900.00
New Annual Administration Fee	0.23% of the balance of your investments Equals \$575.00	N/A	\$150.00 for all accounts	0.03% of the balance of your account plus \$50 Equals \$125.00	\$850.00

It is important to ensure you understand the impact on your account. Please contact your financial adviser, or Allan Gray Super directly, to discuss this change should you have any questions.

Family pricing

From 1 February 2022, members with a financial adviser can access family pricing of Allan Gray Super and Retirement. Family pricing is designed to create a more competitive administration fee pricing by allowing you and your family members to aggregate your account balances for the purposes of calculating administration fees, potentially saving money.

Up to 6 family members who have the same financial adviser can apply in writing to have their individual Allan Gray Super, Allan Gray Retirement and Allan Gray Investment accounts linked as a family group in order to aggregate their average daily balances across all investments. If the Allan Gray Accounts are linked, the asset-based administration fee is calculated on the aggregate average daily balance of the linked accounts and then applied proportionally to each linked account, according to the share of the aggregated balance. In this way, a lower asset-based administration fee may apply, depending on the aggregate average daily balance of all linked accounts. The account keeping fee and any other fees that apply are not included in this arrangement and will continue to apply to each account, as relevant.

In order for an Allan Gray Account to qualify for family group pricing, the holder of the account must be a family member. A family member of a person means:

- a) a member of the same immediate family including a Spouse, another member of a de facto relationship, child, parent, sibling, grandchild or grandparent; and
- b) a company, family trust or Self-Managed Super Fund, where the directors/directors of the trustee or the trustees and/or beneficiaries are all members of the same immediate family.

We reserve the right to determine whether accounts may be linked in any family group, or whether to reject a request. We may also cancel the linking of accounts and change these terms at any time.

A new Product Disclosure Statement and Target Market Determination will be issued to reflect these changes and will be available online at allangray.com.au and via the Secure Online Portal from 1 February 2022.

We are here to help

We are always here to help. For further details about your existing account or if you require information or have any questions about the new fee structure, please do not hesitate to contact your adviser or us.

Phone: 1300 604 604 **Email:** clientservices@allangray.com.au **Write:** PO Box 1282, Albury NSW 2640

Kind regards

For and on behalf of Diversa Trustees Limited
Trustee of Allan Gray Superannuation and Allan Gray Retirement

The fund is a superannuation product within OneSuper ABN 43 905 581 638 RSE R1001341. Diversa Trustees Limited ABN 49 006 421 638, AFSL 235153 RSE Licence L0000635 (referred to as the Trustee, we, our, us) is the Trustee of OneSuper and the product issuer. The information in this document has been prepared by OneVue Wealth Services Pty Ltd ABN 70 120 380 627, AFSL 308868 as the Promoter. It is intended to provide you with general information only and does not take into account your personal objectives, financial situation or needs. Before making any financial decisions about the fund, it is important that you read the current Product Disclosure Statement (PDS) and Target Market Determinations (TMDs), consider your particular circumstances and whether the particular financial product is right for you. The current PDS and TMDs for the fund are available at onesuper.com. Each TMD sets out who an investment in the fund might be appropriate for and the circumstances that trigger a review of the TMD. You should consult a financial adviser if you require personal advice.

ALLAN GRAY SUPERANNUATION AND ALLAN GRAY RETIREMENT FEE CHANGES

Changes to the administration fee

Current	Effective 1 February 2022																				
<p>- Administration fee – asset based fee</p> <p>Calculated on the average daily balance of your investments and deducted from your Cash Hub monthly and on exit.</p> <table border="1"> <thead> <tr> <th>Balance</th> <th>Fee p.a.</th> </tr> </thead> <tbody> <tr> <td>\$0 - \$100,000</td> <td>0.20%</td> </tr> <tr> <td>\$100,001 - \$1,000,000</td> <td>0.15%</td> </tr> <tr> <td>\$1,000,001 and above</td> <td>NIL</td> </tr> </tbody> </table>	Balance	Fee p.a.	\$0 - \$100,000	0.20%	\$100,001 - \$1,000,000	0.15%	\$1,000,001 and above	NIL	<p>- Administration fee – asset based fee</p> <p>- Calculated on the average daily balance of all your investments (excluding Alan Gray Managed Funds) and deducted from your Cash Hub monthly and on exit.</p> <p>- No asset based administration fee applies to your balance in Allan Gray Managed Funds.</p> <p>- Family Members may link their Accounts to aggregate their average daily balances.</p> <table border="1"> <thead> <tr> <th>Balance</th> <th>Fee p.a.</th> </tr> </thead> <tbody> <tr> <td>\$0- \$250,000</td> <td>0.23% p.a.</td> </tr> <tr> <td>\$250,001 - \$500,000</td> <td>0.16% p.a.</td> </tr> <tr> <td>\$500,001 - \$1,000,000</td> <td>0.11% p.a.</td> </tr> <tr> <td>\$1,000,001 - \$1,500,000</td> <td>0.05% p.a.</td> </tr> <tr> <td>\$1,500,001 +</td> <td>NIL</td> </tr> </tbody> </table> <p>The Sub-Promoter fee is no longer charged as a separate item but incorporated into the above asset based administration fees. Please refer to the Additional Information Guide for further details.</p>	Balance	Fee p.a.	\$0- \$250,000	0.23% p.a.	\$250,001 - \$500,000	0.16% p.a.	\$500,001 - \$1,000,000	0.11% p.a.	\$1,000,001 - \$1,500,000	0.05% p.a.	\$1,500,001 +	NIL
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Changes to the account keeping fee

Current		Effective 1 February 2022	
<p>An account keeping fee is calculated daily based on your investment profile (Core Menu or Full Menu) and deducted from your Cash Hub monthly and on exit.</p>		<p>An account keeping fee will apply on all account balances , calculated daily and deducted from your Cash Hub monthly and on exit.</p>	
Core Menu	NIL	All accounts	\$150 p.a.
Full Menu	\$100 p.a.		

1 October 2021

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Important information

This Product Disclosure Statement (PDS) is issued by Diversa Trustees Limited ABN 49 006 421 638 AFSL 235153 RSE Licence No L0000635 (referred to as we, our, us, the Trustee). It provides a summary of significant information about Allan Gray Superannuation and Allan Gray Retirement and includes references to other important information in the Additional Information Guide and the Insurance Guide (together, the PDS Guides) each of which forms part of this PDS. You should read the important information in this document and the PDS Guides before making a decision about Allan Gray Superannuation and Allan Gray Retirement.

This PDS and the PDS Guides are available online via the Secure Online Portal and at onesuper.com, or you can obtain a printed copy from us free of charge on request.

Tel: 1300 604 604

PO Box 1282, Albury NSW 2640

The information in this PDS is general information only and does not take into account your personal financial situation or needs. You should consult a licensed financial adviser to obtain financial advice that is tailored to suit your personal circumstances.

The Allan Gray Superannuation and Allan Gray Retirement PDS can only be used by persons receiving it (electronically or otherwise) in Australia and applications from outside Australia will not be accepted. We may reject or accept an application without giving reasons. All third parties named in this document have consented to be named and have not withdrawn their consent at the date of publication.

Investing in Allan Gray Superannuation and Allan Gray Retirement

You can invest in Allan Gray Superannuation and Allan Gray Retirement directly or through a financial adviser who is registered with OneVue Wealth Services Ltd ABN 70 120 380 627 AFSL 308868 (OneVue Wealth) to use the Secure Online Portal and authorised to be your Nominated Representative. This authority extends to any authorised employee of your financial adviser. More information on Nominated Representatives is available in the Additional Information Guide. Unless otherwise stated, 'You' refers to you or your Nominated Representative.

Updated Information

The information in this PDS is subject to change, and may be updated by us at any time, if not materially adverse to you, online via the Secure Online Portal. You can obtain a printed copy of updated information from us free of charge on request.

Your nominated email address

You must provide your email address as part of the online application process. If you change your email address, you must notify us in writing and provide your new email address. Your email address is used to provide you with access to the Secure Online Portal to view your Allan Gray Superannuation and Allan Gray Retirement Account.

Privacy

We request personal information from you when you apply to become a member of Allan Gray Superannuation and Allan Gray Retirement and from time to time in order to provide Allan Gray Superannuation and Allan Gray Retirement to you. If the requested information is not provided, we may not be able to process your application or provide Allan Gray Superannuation and Allan Gray Retirement to you.

We are required to comply with the Privacy Act and the Australian Privacy Principles. Information about how we collect, use and disclose your personal information is set out in our Privacy Policy. You should read this before you apply. When you apply, you will be taken to agree to the use and disclosure of your personal information in accordance with our Privacy Policy.

OneVue Wealth's Privacy Policy is available at onesuper.com and the Sub-Promoter's Privacy Policy is available at www.allangray.com.au.

1. About Allan Gray Superannuation and Allan Gray Retirement

Allan Gray Superannuation and Allan Gray Retirement is a sub-plan of OneSuper ABN 43 905 581 638 RSE R1001341 (the Fund). The Trustee of the Fund is Diversa Trustees Limited. The Sponsor and Promoter of the Fund and Allan Gray Superannuation and Allan Gray Retirement is OneVue Wealth.

Allan Gray Australia Pty Limited (Allan Gray) ABN 48 112 316 168, AFSL No 298487 is the appointed Sub-Promoter of Allan Gray Superannuation and Allan Gray Retirement.

Allan Gray Superannuation and Allan Gray Retirement is an accumulation superannuation and pension product. It offers superannuation options, investment options and insurance options.

Superannuation options

- Super Account (accumulation phase) which applies during your working life,
- Transition to Retirement Pension Account where in certain circumstances you can draw some of your preserved super while you are still working,
- Pension Account where you can enjoy a pension income after you have reached your preservation age and have permanently retired or have met another condition of release.

Investment Options

Allan Gray Superannuation and Allan Gray Retirement offers a wide range of Investment Options including the Cash Hub, Managed Funds, Term Deposits, and Managed Account Model Portfolios and ASX Listed Securities, available through the OneVue Managed Account, a registered managed investment scheme ARSN 112 517 656 (the Managed Account). Refer to part 5 and the Additional Information Guide for more information.

Insurance options

Allan Gray Superannuation offers Group Insurance (including default cover and voluntary cover) and Retail Insurance covering Death, Total and Permanent Disablement (TPD) and Salary Continuance. You can pay your insurance premiums out of your superannuation. Refer to part 8 of this document and the Insurance Guide for more information.

Trustee disclosure

The Trustee is required to disclose certain information and documentation in relation to themselves and the Fund on a website. This information and documentation is available at onesuper.com and at diversa.com.au and includes but is not limited to the Trust Deed, the PDS and the PDS Guides, executive remuneration disclosure, the most recent Annual Report and the names of each material outsourced service provider to the Fund.

2. How super works

Super is an important long-term way to save for your retirement and is, in part, compulsory. There are tax concessions provided by the Australian Government to help you save more money in your super. However, there are limits to how much you and your employer can contribute under the tax concessions. There are also limits and rules about when you can access your super. When you reach age 60, withdrawals from your super will generally be tax-free. Refer to part 7 of this document and the Additional Information Guide for more information on how super is taxed.

Contributing to your super

There are different types of contributions that can be made to your super, some of which are voluntary. Voluntary contributions you make into your super may also be eligible for Australian Government contributions

If you are an employee, your employer usually must make super guarantee contributions to your super. Currently, this is 10% of your 'ordinary time earnings'.

Contributions can also be made through salary sacrifice (by asking your employer to deduct extra money and contribute into super before tax is taken out), by making your own personal contributions (for example if you are self-employed), by contributions made by your spouse on your behalf, or by directing personal voluntary savings into your super.

Choosing your own super

Generally, you can choose which super fund your super guarantee contributions are paid into by your employer. If you have not made a choice or you do not tell your employer which super fund to pay your super guarantee contributions into, they may be directed into a super fund that is not your intended fund.

Consolidating your super

You can take Allan Gray Superannuation from job to job and you can consolidate your current super account and any other existing super accounts into Allan Gray Superannuation to avoid having multiple super funds and fees. Before doing so, please consider any potential loss of existing insurance or other benefits you may have with your existing super fund.

Accessing your super

As super is designed to help you save for retirement, there are limits and rules about when you can access your super, usually when reach your preservation age (between 55 and 60, depending on your

date of birth) and have permanently retired from the workforce or when you reach age 60 and cease gainful employment (see the Additional Information Guide for more detail). There are limited circumstances when early access to your super may be available. These are specified "conditions of early release", for example, compassionate grounds, severe financial hardship, permanent incapacity for work, or through the First Home Super Saver Scheme.

Pension

Once you meet certain criteria you can start a pension by opening:

- a Transition to Retirement Pension Account, when you reach your preservation age and remain in employment, or
- a Pension Account, when you retire permanently or reach age 65, or meet another condition of release.

Further details about Pension Accounts can be found in Part 2 of the Additional Information Guide. A minimum amount of \$20,000 is required to start a pension, which can be transferred from your Super Account or other sources. The eligibility criteria for each Pension Account can be found in the Additional Information Guide.

You can choose your regular pension payment within the prescribed limits set by the Australian Government. Consult your adviser or go to ato.gov.au/super for more information.

You may make a lump sum withdrawal, however, a lump sum withdrawal made from a Transition to Retirement Pension Account can only be made:

- if your account has an unrestricted non-preserved component and your lump sum withdrawal does not exceed this amount, or
- if you satisfy a "condition of release" with a "nil" cash restriction, or
- to give effect to a payment split under family law.

More information You should read the important information about how super works before making a decision. Go to Part 2 in the Additional Information Guide and refer to ASIC's Moneysmart website at moneysmart.gov.au. Material about how super works may change between the time you read this PDS and the day when you acquire the product.

3. Benefits of investing with Allan Gray Superannuation and Allan Gray Retirement

Track and Manage Allan Gray Superannuation and Allan Gray Retirement online – anytime, anywhere

The Secure Online Portal provides online access to:

- check your balance,
- obtain BPAY contribution information,
- view your contributions and Account transactions,
- view and vary your pension payments,
- vary your Group Life Insurance, and
- view and download various reports.

A broad range of investment options

Allan Gray Superannuation and Allan Gray Retirement offers a wide range of Investment Options. Refer to part 5 of this document and the Additional Information Guide for more information.



Access to a range of insurance options

Allan Gray Superannuation offers Group Insurance (including default cover and voluntary cover) and Retail Insurance covering Death, Total and Permanent Disability (TPD) and Salary Continuance cover. You're also able to opt out of cover, opt-in to cover, transfer existing cover, or vary your cover. Limited cover, exclusions and other conditions may apply. Refer to part 8 of this document and the Insurance Guide for more information.

Your super consolidation partner

We can help consolidate your super, rollover super from your existing super fund or consolidate multiple super accounts. Before doing so, we recommend that you seek financial advice to consider any potential loss of existing insurance or other benefits you may have with your existing super fund.

Payment methods that suit you

Allan Gray Superannuation accepts various contribution payment methods to make it easy for you, your spouse or your employer to contribute to your super.

Easy transition into retirement

You have an opportunity to supplement your income while you are still working through a Transition to Retirement Pension Account once you reach your preservation age.

A partner for your future

Allan Gray Superannuation and Allan Gray Retirement can stay with you throughout your entire working life and into retirement. If you change jobs, just ask your new employer to contribute to Allan Gray Superannuation.

4. Risks of super

All investments carry risk. Super funds may invest in a range of asset classes – for example, cash, fixed interest, property and shares – that have different levels of risks.

The likely investment return, and the risk of losing money is different for each investment option depending on the assets that make up the investment strategy. Generally, the highest long term returns may also carry the highest level of short-term risk.

Investments risks

It is important to understand and consider the investment risks in super before you invest:

- the value of the investment will go up and down,
- the level of returns will vary, and future returns may differ from past returns,
- returns are not guaranteed and you may lose some of your money,
- the amount of your future superannuation savings (including contributions and returns) may not be enough to provide adequately for your retirement,
- the laws affecting your super and pension may change in the future, and
- the level of risk for you will vary depending on a range of factors including your age, your investment timeframes, where other parts of your wealth are invested and your risk tolerance.

Other risks

Other risks associated with investing in Allan Gray Superannuation and Allan Gray Retirement include:

- Capital risk
- Market risk
- Inflation risk
- Settlement risk
- Interest rate risk
- Exchange rate risk
- Derivatives risk
- Fund risk
- Operational risk
- Legal and Regulatory risk
- Credit risk
- Investment management risk
- Country/Emerging markets risk
- Valuation risk
- Leverage risk
- Borrowing risk
- Liquidity risk
- Longevity risk

More information You should read the important information on the risks of investing in Allan Gray Superannuation and Allan Gray Retirement in Part 4 of the Additional Information Guide before making a decision. The material about the risks of investing in Allan Gray Superannuation and Allan Gray Retirement may change between the time you read this PDS and the day when you acquire the product.

5. How we invest your money

Investment Menu

Allan Gray Superannuation and Allan Gray Retirement offers a Core Menu and a Full Menu which offer different investments and have different administration fees. Depending on the type of the investments in your portfolio you will be automatically classified as investing in the Core Menu or the Full Menu on a daily basis. The Investment Menu is available in the Secure Online Portal free of charge or on request from the Trustee or your financial adviser.

Cash Hub

The Cash Hub, available in the Core Menu and the Full Menu for both Super and Pension Accounts, is an interest bearing transaction account which holds your available cash for investment in the Investment Options - Managed Funds, Managed Account Model Portfolios and ASX Listed Securities available through the Managed Account, and Term Deposits, as you choose. The Cash Hub is also used to receive income and distributions from your investments and pay fees, costs, tax and other deductions.

You must maintain at least \$2,500 in your Cash Hub plus:

- three-months' pension payments if you have a Pension Account, or
- three-months' insurance premium payments if you have Group or Retail Insurance in place.

Investment options

The investment options available in the Core Menu and Full Menu are shown in the Table below. You can choose one investment option or a combination of different investment options across both menus.

Warning: You must consider the likely investment return, the risk and your investment time frame when choosing which option to invest in. Please consult your financial adviser when choosing your investment options.

The full list of investments available in the Core Menu and Full Menu can be found in the Investment Menu available in the Secure Online Portal free of charge or on request from the Trustee or your financial adviser.

Core Menu	Full Menu
<ul style="list-style-type: none"> • Cash Hub • Allan Gray Managed Funds • Selected Managed Funds • Selected Managed Account Model Portfolios, available through the Managed Account • Term Deposits 	<ul style="list-style-type: none"> • Cash Hub • Full range of Managed Funds • Full range of Managed Account Model Portfolios, available through the Managed Account • ASX Listed Securities, available through the Managed Account • Term Deposits

Managed Funds: Allan Gray Australia Balanced Fund

Below is example information about one of the Managed Fund investment options available in Allan Gray Superannuation and Allan Gray Retirement, the Allan Gray Australia Balanced Fund. Further information on other investment options can be found in the Additional Investment Guide.

Who is this investment option for?	For investors who are looking for capital growth from a diversified portfolio of shares, fixed income and commodity investments from Australia and overseas.	
Investment return objective	The fund seeks to earn long term returns that are higher than the custom benchmark. The custom benchmark comprises the S&P/ASX 300 Accumulation Index (36%), S&P/ASX Australian Government Bond Index (24%), MSCI World Index (net dividends reinvested) AUD (24%) and JP Morgan Global Government Bond Index AUD (16%).	
Minimum suggested time frame	More than 3 years	
Risk Level ¹	Medium - High	
Asset classes	Benchmark	Target Asset allocation range
Australian and International Equities	60%	40% to 90%
Diversified Fixed Interest and Cash	40%	10% to 50%
Commodity Assets	0%	0% to 10%

All contributions and rollovers are invested into the Cash Hub.

You or your financial adviser can also place investment orders or switch between investment options via the Secure Online Portal. We may change the investment options offered. We will notify you in advance if we do this and information about all changes will be included in the Additional Information Guide and in the Investment Menu available via the Secure Online Portal.

More information You should read the important information on how we invest your money in Part 5 of the Additional Information Guide before making a decision. The material relating to how we invest your money may change between the time you read this PDS and the day when you acquire the product.

¹ For further information on Risk Level, including the applicability of the Standard Risk Measure, please refer to the Additional Information Guide.

6. Fees and costs

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.² 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) has a superannuation fee calculator to help you check out different fee options.

Fees and costs table

This document shows the fees and costs that you may be charged for the **Allan Gray Australia Balanced Fund**. These fees and costs may be deducted directly from your money, from your returns on your investment or from the assets of the fund as a whole.

You should use this table to compare this superannuation product with other superannuation products. 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 fees and other costs relating to insurance are set out in the Insurance Guide.

You should read all the information about fees and other costs because it is important to understand their impact on your investment. Details about the fees disclosed here can be found in the Additional Information Guide. All fees disclosed in this PDS are GST inclusive.

The fees and costs will depend on the investment options you select. For Investment Options, fees and costs can be found in the relevant disclosure document for the particular investment, available in the Secure Online Portal free of charge or on request from the Trustee or your financial adviser.

² This disclosure is prescribed by law. The Fund does not negotiate fees.



Type of fee ¹	Amount	How and when paid
Investment fee	Nil ²	Not applicable
Administration fee	Asset based fee	
	\$0 - \$100,000	0.20% p.a.
	\$100,001 - \$1,000,000	0.15% p.a.
	Over \$1,000,000	Nil
	PLUS	
	Sub-Promoter fee excluding Allan Gray Managed Funds	
	\$0 - \$750,000	0.10% p.a.
	Over \$750,000	Nil
PLUS		Sub-Promoter fee – calculated on the average daily balance of your investments other than Allan Gray Managed Funds and deducted from your Cash Hub monthly and on exit, pro-rata by number of days in the month.
Account keeping fee \$100 p.a. (Full Menu only)		
PLUS		
Expense Recovery fee³ 0.03% p.a. + \$50 p.a.		Account keeping fee - calculated daily based on your investment profile (Core Menu or Full Menu) and deducted from your Cash Hub monthly and on exit, pro-rata by number of days in the month.
		Expense Recovery fee - calculated on the average daily balance and pro-rata by the number of days in the month, and deducted from your Account monthly and on exit. Refer to Additional Information Guide for more information.
Buy-sell spread	Nil	Refer to the relevant product disclosure statements for details.
Switching fee	Nil	Not applicable
Advice fee relating to all members investing in a particular MySuper product or investment option	Nil	Not applicable
Other fees and costs	Nil	Not applicable on this investment option. See additional information in the Additional Information Guide.

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 Underlying fees may be charged by the Fund Manager, investment manager or the product provider.

Type of fee ¹	Amount	How and when paid
Indirect cost ratio ⁴	Up to 0.28% p.a. on the Cash Hub balance	Deducted from the interest earned before the interest rate is calculated on your daily Cash Hub balance and credited to your Cash Hub monthly.

Example of annual fees and costs

This table gives an example of how the fees and costs for the **Allan Gray Australia Balanced Fund** can affect your super investment over a one-year period. You should use this table to compare this superannuation product with other superannuation products.

EXAMPLE - Allan Gray Australia Balanced Fund		Balance of \$50,000
Investment fees ²	0.00%	For every \$50,000 you have in the superannuation product you will be charged \$0 each year.
PLUS Administration fees	0.20% p.a. + Sub-Promoter fee 0.10% p.a. (charged on Cash Hub balance only) + Expense Recovery fee 0.03% p.a. + \$50	And , you will be charged \$167.50 in administration fees each year.
PLUS Indirect costs	Cash Hub 0.28% p.a.	And , indirect costs of \$7 each year will be deducted from your investment.
EQUALS Cost of product	If your balance was \$50,000, then for that year you will be charged fees of \$174.50 for the superannuation product.	

How fees and costs are charged

Fees and costs can be paid directly from your Cash Hub or deducted from your investment returns.

Fee calculator

ASIC's website moneysmart.gov.au has a super calculator you can use to calculate the effect of fees and costs on your account balance.

Changes to fees and costs

The Trustee may introduce new fees or change existing fees at any time. We will notify you at least 30 days in advance before we introduce new fees, if the changes are materially adverse to you, or if we increase existing fees, other than buy-sell spreads and indirect costs. These changes are available in the Secure Online Portal and you should check for the most up to date information before making any decisions.

³ Expense Recovery fee is paid into a reserve and may include transfers to an Operational Risk Financial Reserve (ORFR) from member accounts if required to meet regulatory requirements. Subject to 1 above, the fee of \$50 applies irrespective of your Account balance.

⁴ Depending on the investment profile you choose, other fees and costs may apply. Refer to the Additional Information Guide.

Fees and costs of underlying investments

For investments in Managed Funds, in the Managed Account Model Portfolios and ASX Listed Securities available in the Managed Account, underlying fees may be charged by the Fund Manager, portfolio investment manager or the product provider, as applicable. These fees and costs are in addition to the fees and costs you pay in Allan Gray Superannuation and Allan Gray Retirement. For details of the fees and cost that apply to the particular investment, you should refer to the product disclosure statement for the particular investment, available in the Secure Online Portal.

Additional explanation of fees and costs

Other fees such as advice fees you pay your financial adviser, activity fees (such as family law fees), insurance premiums and if applicable other insurance costs for Retail Insurance Cover may be charged, depending on the nature of the advice, activity or insurance you choose. Refer to Part 6 of the Additional Information Guide.

Warning: You may agree to pay additional fees to your financial adviser. Details of the fees you agree to pay should be set out in the Statement of Advice or Fee Disclosure Statement your adviser gives you. The amount of the fees may be deducted from your Allan Gray Superannuation and Allan Gray Retirement Account if you agree with your adviser to do so.

More information - You should read the important information about fees and other costs in Part 6 of the Additional Information Guide before making a decision. The material about fees and other costs may change between the time when you read this PDS and the day you acquire the product.

7. How super is taxed

This section provides a summary of the significant tax information relating to superannuation. It is based on the laws that apply at the date this PDS is issued and changes in the law or its interpretation may affect the tax consequences of investing in Allan Gray Superannuation and Allan Gray Retirement. For professional advice tailored to your personal circumstances you should consult a tax adviser.

Super is taxed at three stages, contributions, earnings and withdrawals. The tax is paid directly to the Australian Taxation Office (ATO).

TFN Information

Warning: While it is not compulsory, don't forget to provide your tax file number (TFN) so you can benefit from the lower tax rates applied to superannuation contributions. Without your TFN, a higher tax rate will also be applied when it's time to access your super and on certain contributions we receive for you. Without your TFN personal contributions cannot be accepted by super funds.

Tax on contributions

Concessional contributions such as superannuation guarantee (SG) contributions and salary sacrifice are generally taxed at the concessional tax rate of 15%. Additional taxes may apply if your concessional contributions exceed the cap.

Non-Concessional contributions such as contributions made from after-tax income, up to the non-concessional contribution cap, are not taxed. Additional taxes may apply when this cap is exceeded.

What happens if you exceed the contribution caps?

Warning: There are significant tax implications if you exceed the caps during a financial year. For more information on contributions, contribution caps and applicable taxes, please refer to part 7 of the Additional Information Guide or go to ato.gov.au/super.

Tax on super investment earnings

Generally, investment earnings within your Super and Transition to Retirement (TTR) Pension Accounts will be taxed at a maximum of 15%. Pension Accounts are exempted from tax.

Tax on withdrawals

Withdrawal benefits may be taxed if you are aged less than 60. The tax will be deducted from your withdrawal benefit. If you are aged 60 or over, no tax will apply to your withdrawal benefit, unless you are a temporary resident.

Tax on death benefits

Lump sum death benefits paid to dependants for tax purposes are fully tax free.

The tax treatment for lump sum benefits paid to non-dependants for tax purposes is different. No tax is payable in respect of any tax-free component while any taxable component will be taxed at rates between 15% to 30%, plus any applicable levies.

More information - You should read the important information about how super is taxed before making a decision. Refer to Part 7 of the Additional Information Guide or ato.gov.au/super. The material relating to taxation of your super may change between the time you read this PDS and the day when you acquire the product.

8. Insurance in your super

Types of cover

Subject to meeting the eligibility criteria, you can access insurance cover through Allan Gray Superannuation to help protect your family's financial security against the unexpected. Both Group Life Insurance Cover (Default Cover and Voluntary Cover), and Salary Continuance Insurance Cover (Default and Voluntary Cover) and Retail Insurance Cover are available in Allan Gray Superannuation. Retail Insurance terms are specific to the retail insurer's product disclosure statement. Speak to your financial adviser to obtain a copy of an insurer's product disclosure statement or to apply for Retail Insurance cover.

Options available for Retail Insurance and Group Insurance Cover include:

- Death insurance, which provides a lump sum benefit in the event of death, or if you are diagnosed with a Terminal Illness,
- Total & Permanent Disablement (TPD) Insurance, which provides a lump sum benefit if you suffer a TPD event, and
- Salary Continuance, which pays a set percentage of your monthly income for a pre-defined length of time in the event that you suffer Total Disability as a result of illness or injury.

You will receive insurance cover that is New Events cover on the date the Fund receives your fully completed and signed application form, and the first contribution or rollover has been received by the Fund. You must also be At Work on the date that Default Cover commences. Default Group Life and Group Salary Continuance insurance cover is New Events cover for the first twenty-four months of



your membership. Any pre-existing illness or injuries are not covered during this time. Refer to the Allan Gray Superannuation Insurance Guide for further information on New Events cover.

Default Cover when you join

Allan Gray Superannuation offers Default cover, provided you meet eligibility conditions, and you opt in to accept Default Group Insurance Cover when you join up as a member, and an initial contribution or rollover from another superannuation fund is received for you, you will receive Default Death and TPD, and Salary Continuance cover without any medical underwriting. Default cover commences on the date that the first contribution or rollover is received, provided there is a sufficient account balance to pay the first monthly Premium.

You may choose to reduce or decline this cover at any time. The value of the Default Group Insurance Cover sum insured and cost of Default Cover will depend on your age, your occupation and your gender. As you age, the amount of insurance cover provided to you and the cost of insurance changes. Please refer to the Insurance Guide for information on eligibility, and commencement of cover.¹ The table in this section explains the level of cover and costs for both Default and Voluntary Cover.

Warning:

Cooling off period: If you choose to accept Default Insurance Cover when you join Allan Gray Superannuation, the premiums will be deducted from your Account monthly in arrears. You have 30 days from acceptance of the application to opt-out of Default Cover before insurance premiums are deducted from your Allan Gray Superannuation Account. This is known as the cooling off period. After this period no insurance premium refund will be available.

Loss of cover: We cannot continue to provide insurance cover to Accounts which have not received a contribution or rollover for sixteen months or longer, unless you make an election to maintain cover notwithstanding inactivity. We'll let you know if you're at risk of losing cover, and what your options are.

Voluntary Cover

Voluntary Group Life and Salary Continuance insurance cover is additional to Default Group Insurance Cover, is available as a fixed amount of cover and is subject to underwriting and policy maximums as follows. Refer to the Insurance Guide for further information:

- Death - No maximum TPD - \$3 million inclusive of Default Cover,
- TPD - \$3 million and Terminal Illness - \$3 million inclusive of Default Cover, and
- Salary Continuance
 - 1) 75% of your pre-disability monthly income, up to a maximum of \$30,000 per month, including additional cover equal to the amount of employer contributions to Superannuation Guarantee up to 10% of your pre-disability monthly income.
 - 2) A choice of 30 days, 60 days or 90 days waiting period, and a choice of a 2 years, 5 years or to age 65 Benefit Periods.

¹ Default Cover is Limited for the first twenty-four (24) months of your membership. Any pre-existing illness or injuries are not covered during this time. Refer to 'Death and TPD Terms and Conditions' in the Allan Gray Superannuation Insurance Guide for further information on new events cover.

Transferring cover from another insurer

You may be able to transfer your current Death, TPD and Salary Continuance Cover from another insurer to Allan Gray Superannuation. Provided you meet eligibility conditions, cover will be converted to the same type and level of cover and the relevant policy premium rates under the Allan Gray Superannuation Group Life Insurance policy as currently held. The maximum value which can be transferred is \$1.5 million Death and TPD insurance cover, and Salary Continuance of \$15,000 per month insurance cover, and your total insurance cover must not exceed the maximum cover limit under the insurance policy. Refer to the Insurance Guide for further details on transferring cover from another Insurer.

Increasing, reducing or cancelling Group Life or Group Salary Continuance cover

You can increase, reduce or cancel your Group Insurance cover (subject to acceptance by the Insurer and any limitations, exclusions and other conditions which may apply) by logging on to the Secure Online Portal, selecting insurance and submitting or printing and completing the appropriate form. You will be notified by the Fund of the acceptance of your insurance cover.

Note, if you wish to increase your cover this will need to be underwritten and accepted by the Fund's insurer.

Cost of Default Insurance

There are costs associated with insurance cover. These costs are referred to as insurance premiums, including any stamp duty applicable, and are covered in detail in the Allan Gray Superannuation Insurance Guide. These costs are deducted from your Account monthly in arrears. Premiums are calculated on the amount and type of cover, your age, gender, occupation and assessment by the Insurer (for any Voluntary cover).

Group Life – Default Death and TPD Insurance Cover summary

Age next birthday ³	Default Insurance Cover ¹	
	Death Cover	TPD Cover
16 – 20 years	\$50,000	\$50,000
21 – 25 years	\$100,000	\$100,000
26 – 30 years	\$150,000	\$150,000
31 – 45 years	\$250,000	\$250,000
46 – 50 years	\$200,000	\$200,000
51 – 55 years	\$150,000	\$150,000
56 – 61 years	\$100,000	\$100,000
62 – 70 years ²	\$90,000-\$10,000	\$90,000-\$10,000
Cost for Default Cover and when is it paid	Males \$3.49 to \$287.26 p.m. Females \$1.43 to \$222.13 p.m.	
Does the value of default cover remain the same as I age?	Default Cover will vary with your age. From age 61, TPD cover reduces by the TPD tapering factor. Refer to the Insurance Guide, Section 6 for further information.	
Does the cost for cover remain the same as I age?	Cost will vary with age.	

² Refer to the Insurance Guide for more details.

³ Age Next Birthday is the age on the birthday next following the date joined Fund or next following the next Fund annual review date (1 May every year)

Group Salary Continuance – Default Insurance Cover

Default Cover - Maximum Monthly Benefit amount	\$6,000 p.m.
Default Cover - Benefit and Waiting Period	Benefit Period is two years Waiting Period is 90 days.

For further details on costs and types of cover, refer to the Allan Gray Superannuation Insurance Guide.

Group and Retail Insurance Costs

If you decide to take up insurance cover, Allan Gray Superannuation will charge you an administration fee to cover the expenses for administering insurance. The following activity fees will apply for administering Group and Retail insurance cover through Allan Gray Superannuation. These fees are in addition to your insurance premium.

Type of fee	Amount	How and when paid
Activity fee: Insurance Administration Fee (Group Policies)	11% (p.a. inclusive of GST)	1/12 of the annual fee charged at the end of each month and deducted from your Account, together with your insurance premium.
Activity fee: Insurance Administration Fee (Retail Policies)	\$88 per annum	1/12 of the annual fee charged at the end of each month and deducted from your Account.
Activity fee: Insurance Establishment Fee (Retail Policies only)	\$88	Charged at the end of the month and deducted from your Account on commencement of your cover.

Making a claim

If you make an insurance claim, the Trustee and the insurer will determine whether you are entitled to be paid based on the terms of the policy, the Fund’s rules and the law.

Warning:

Information about:

- eligibility for, or the cancellation of, the insurance cover,
- details of definitions, conditions and exclusions applicable to the insurance cover,
- the level and type of voluntary insurance cover available,
- the actual cost of the voluntary insurance cover in dollars, or the range of costs that would be payable depending on your circumstances,
- any other significant matter in relation to insurance cover (including the transfer of existing insurance) that may affect your entitlement to insurance cover, and
- other important additional information

is contained in the Insurance Guide. You should read this important information before making a decision. The material on insurance cover may change between the time when you read this PDS and the day you acquire the product.

The duty to take reasonable care

Where an application for insurance or an increase to the benefit amount needs to be made for a particular member, the duty to take reasonable care not to make a misrepresentation will apply when answering any question the insurer asks. A misrepresentation is a false answer, an answer that is only partially true, or an answer which does not fairly reflect the truth.

9. How to open an Account

If you are eligible, you can open your Allan Gray Superannuation and Allan Gray Retirement Account online via the Secure Online Portal through your adviser. You should have your tax file number ready to open your Account.

Cooling-off period

If you change your mind after opening an Account, you must write to us to cancel your application within your 14-day cooling-off period. Your cooling-off period starts at the earlier of:

- 5 days after your application is accepted, or
- the date the Fund confirms your membership in writing. On cancellation, we will refund any contributions you have made to your Account (if you are entitled to access your super) or transfer any contributions you have made to a nominated complying super fund. The refund may be decreased or increased to allow for market movements of your investments during that time. We may also deduct any reasonable transaction and administrative costs, tax or duty incurred. Fees you have agreed to pay your financial adviser may also be deducted.

Complaints

If you have a complaint about your Allan Gray Superannuation and Allan Gray Retirement Account, please contact us by phone on 1300 604 604 or contact the Iress Complaints Officer at:

Phone: 03 9018 5800

Email: aus-compliance@iress.com

Mail: Level 16, 385 Bourke St, Melbourne, VIC 3000

We aim to resolve all complaints efficiently and fairly. If we do not resolve your complaint to your satisfaction, or the complaint is not dealt with within 45 days or other timeframe as prescribed by legislation, you may lodge a complaint with the Australian Financial Complaints Authority (AFCA). AFCA is an external dispute resolution scheme to deal with complaints from consumers in the financial system.

To find out if the AFCA can handle your complaint and determine the type of information you would need to provide, contact the AFCA:

Telephone: 1800 931 678

Website: www.afca.org.au

Email: info@afca.org.au

Write: Australian Financial Complaints Authority
 GPO Box 3, Melbourne VIC 3001

More information You should read the important information on how to open and operate an Allan Gray Superannuation and Allan Gray Retirement Account in Part 8 of the Additional Information Guide before making a decision. Material on how to open and operate an Allan Gray Superannuation and Allan Gray Retirement Account may change between the time when you read this PDS and the day when you acquire the product.