

# Supplementary Product Disclosure Statement

## Date of Issue: 6 October 2010



This Supplementary Product Disclosure Statement (SPDS) replaces and supplements information contained on pages 13, 14, 24 & 25 of the Club Super Combined Product Disclosure Statement (PDS) and Financial Services Guide (dated 10 November 2009) and must be read in conjunction with that document.

This SPDS dated 6 October 2010 is issued by Club Plus Qld Pty. Ltd. (ABN 30 010 892 396), the Trustee of Club Super (ABN 12 737 334 298). Club Plus Qld Pty. Ltd. is Corporate Authorised Representative No. 268814 under Australian Financial Services Licence No. 238507. Club Plus Qld Pty. Ltd. is authorised to provide general financial product advice in relation to superannuation.

### General Advice Notice






The information in this SPDS has been prepared without taking into account your objectives, financial situation or needs. Because of this, you should, before acting on the information contained in this SPDS, consider whether it is appropriate for your objectives, financial situation or needs.

## Diversified Options

Crediting Rates	Balanced	Growth	Capital Stable
30 June 2010	9.90%	10.79%	9.09%
30 June 2009	-14.50%	-16.60%	-2.90%
30 June 2008	-7.60%	-10.50%	1.20%
30 June 2007	17.50%	18.50%	9.00%
30 June 2006	14.80%	17.80%	7.00%
5 year average*	3.21%	2.91%	4.57%
Investment Objectives	To achieve a competitive rate of return through investment in a diversified range of assets, in order to optimise members' eventual retirement benefits	To provide a medium to high risk investment with the potential for a high level of growth over the long term. Crediting rates could be negative or zero.	To provide security of capital, while delivering returns that will exceed cash over the medium term.
Investment Strategy	Investments are diversified across a mix of asset classes with a bias more towards shares and property than defensive assets.	Predominately shares and property with little defensive exposure.	Invests predominantly in defensive assets such as cash and fixed interest securities, with a limited exposure to Australian and international shares and property.
Strategic asset allocations	<p>Growth 75% Defensive 25%</p> <ul style="list-style-type: none"> <li><span style="color: green;">■</span> Australian Shares.....35%</li> <li><span style="color: yellow;">■</span> International Shares .....25%</li> <li><span style="color: cyan;">■</span> Property.....10%</li> <li><span style="color: grey;">■</span> Growth Alternatives .....5%</li> <li><span style="color: maroon;">■</span> Defensive Alternatives.....10%</li> <li><span style="color: blue;">■</span> Fixed Interest .....10%</li> <li><span style="color: orange;">■</span> Cash.....5%</li> </ul>	<p>Growth 90% Defensive 10%</p> <ul style="list-style-type: none"> <li><span style="color: green;">■</span> Australian Shares.....40%</li> <li><span style="color: yellow;">■</span> International Shares .....30%</li> <li><span style="color: cyan;">■</span> Property.....10%</li> <li><span style="color: grey;">■</span> Growth Alternatives .....10%</li> <li><span style="color: darkgreen;">■</span> Fixed Interest .....5%</li> <li><span style="color: orange;">■</span> Cash.....5%</li> </ul>	<p>Growth 30% Defensive 70%</p> <ul style="list-style-type: none"> <li><span style="color: green;">■</span> Australian Shares.....10%</li> <li><span style="color: yellow;">■</span> International Shares .....5%</li> <li><span style="color: cyan;">■</span> Property.....10%</li> <li><span style="color: grey;">■</span> Growth Alternatives .....5%</li> <li><span style="color: maroon;">■</span> Defensive Alternatives.....10%</li> <li><span style="color: blue;">■</span> Fixed Interest .....30%</li> <li><span style="color: orange;">■</span> Cash.....30%</li> </ul>
Suggested investment period	3 to 5 years	At least 7+ years	Up to 3 years
Risk of negative return	1 in 5 years	1 in 4 years	1 in 10 years

You are entitled to one free switch of investment options each financial year.

# Single Asset Class Options

Cash	Property <sup>^</sup>	Australian Shares <sup>^</sup>	International Shares <sup>^</sup>	Fixed Interest <sup>^</sup>
2.86%	3.82%	14.74%	11.17%	11.64%
3.40%	-10.50%	7.30%	-1.80%	5.10%
6.20%	-	-	-	-
5.50%	-	-	-	-
5.10%	-	-	-	-
<b>4.60%</b>	<b>-3.61%</b>	<b>10.96%</b>	<b>4.48%</b>	<b>8.32%</b>
To provide security of capital over all periods.	To achieve a return before tax and after fees that exceeds the 100% Mercer Unlisted Property Unit (pre tax) over rolling 3 year periods.	To achieve a return before tax and after fees that exceeds the S&P/ASX 300 Accumulation Index over rolling 3 year periods.	To achieve a return before tax and after fees that exceeds the MSCI World ex-Australia Index in \$A over rolling 3 year periods.	To achieve a return before tax and after fees that exceeds the 50% UBSA Composite Bond Index, 50% Lehman Global Aggregate Hedged Index over rolling 3 year periods.
Investments in short term money market securities and fixed interest. Investments include bank deposits, bank bills and cash management trusts.	This option is only invested in property.	This option is only invested in Australian Shares.	This option is only invested in International Shares.	This option is invested in Australian and international fixed interest.
Defensive 100% 	Growth 100% 	Growth 100% 	Growth 100% 	Defensive 100% 
12 months	At least 7-10 years	7+ years	7+ years	At least 3 years
Negligible	1 in 12 years	1 in 3.5 years	1 in 5 years	1 in 32 years

<sup>^</sup>This option commenced from 1 January 2009, therefore no prior period returns are available.

\* 'Average' is the compound average of the Annual returns for each investment option for the past 5 years. C.P.I. over the same 5 year period averaged 3.04% in eight capital cities. No information exists for the Property, Australian Shares, International Shares and Fixed Interest options prior to the 30 June 2009 year as these options were introduced on 1 January 2009. Members are credited with the earnings from the underlying investments in each option net of taxes and investment expenses. Club Super maintains an administration reserve. Past performance is not necessarily an indication of future performance.

You don't have to put all of your money into one option. You can mix and match options if you wish. Need help selecting the best option for you? Call us on **1300 369 330** and we can put you through to a Money Solutions coach.

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# Fees & 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 fund 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 may be able to negotiate to pay lower contribution fees and management costs where applicable. Ask the fund or your financial adviser.

Please note that Club Super is unable to negotiate fees with individual members as we do not charge any contribution fees or advisory fees.

### 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.fido.asic.gov.au](http://www.fido.asic.gov.au)) has a superannuation fee calculator to help you check out different fee options.

This document shows fees and other costs that you may be charged. These fees and costs may be deducted from your money, from the returns on your investment or from the Fund assets as a whole. Taxes and insurance premiums are set out in another part of this document. You should read all the information about fees and costs because it is important to understand their impact on your investment. Fees and costs for particular investment options are set out on page 4 of this SPDS.

Please note that Club Super is unable to negotiate fees with individual members as we do not charge any contribution fees or advisory fees.

Type of fee or costs	Amount	How & when paid
<b>Fees when your money moves in or out of the fund</b>		
Establishment fee The fee to open your investment	Nil	Not applicable
Contribution fee The fee on each amount contributed to your investment – either by you or your employer	Nil	Not applicable
Withdrawal fee The fee on each amount you take out of your investment	Nil	Not applicable
Termination fee The fee to close your investment	Nil	Not applicable
<b>Management costs</b>		
Operational cost The fees and costs for managing your investment. The amount you pay for specific investment options is detailed on the following page.	0.21% to 1.04% p.a. (\$2.10 to \$10.40 p.a per \$1,000) plus \$78.00 p.a. (\$1.50 p.w.)	The fees and costs calculated as a percentage of Fund assets are deducted from the Fund's investment earnings before the interest crediting rate is determined. This comprises management costs of the Fund as well as fees paid to investment managers. The \$1.50 per week fee is an account-keeping fee deducted from your account balance.
Other management costs* Administration	up to 0.30% of assets	This amount is already deducted from investment returns before they are credited or debited to your account.
Performance fees*	Estimated to be between 0 and 0.02% p.a. of your account balance, depending on your investment option.	This amount is already deducted from investment returns before they are credited or debited to member accounts.
<b>Service fees</b>		
First investment switching fee Subsequent fee for switching investment options	Nil \$50	No fee is charged for your first switch in each financial year. Deducted from your account balance at the time of your second and subsequent switches in the same financial year.
Location fee	\$33	Payable if your address is incorrect and we need to use our search agency to locate you. The fee is deducted from your account balance at the time your address is updated.
Family law enquiry fee	\$110	Charged to process requests for information from your spouse, and is payable by cheque by your spouse at the time of processing a request for information.
Family law splitting fee	\$100	Charged for splitting an account under the Family Law Act, and is divided evenly and deducted from your's and your spouse's account balances at the time of processing the split.

## Fees & Costs

### Additional Explanation of fees and costs

For tax costs, refer to Taxation Fact Sheet available on our website. The Fund passes the benefit of any taxation deductions indirectly to members through the crediting rate. For Insurance costs, refer to the Club Super Insurance Guide. Club Super does not charge any advisory fees.

Fees and charges may be reviewed at any time by the Trustee. However, members will be notified in writing at least 30 days in advance of any increase to a fee charged by the Trustee. The Indirect costs of the Management costs comprises expenses of the Fund, including fees paid to investment managers, and these may change at any time. Performance fees are paid by the Fund to underlying investment managers, where a manager has out-performed a pre-determined benchmark.

For the year ended 30 June 2010, total performance fees represented 0.003% of the Fund's average net assets and were paid to one investment manager who outperformed its benchmark of: CPI + 6% p.a.

### You Benefit Through Low Fees and No Commissions

Club Super is a profit for members superannuation fund, which means that you benefit as all profits are returned to members. There are no entry or advisers' fees. Club Super does not pay commissions or incentives to agents.

### Example of annual fees and costs for a balanced investment option

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

EXAMPLE – the Balanced Investment Option		Balance of \$50,000 with a contribution of \$5,000 during year
Contribution fees	Nil	For every \$5,000 you put in, you will be charged \$0
PLUS Management Costs	(0.82% + 0.004% + 0.30%) + \$78.00 p.a. (\$1.50 p.w.)	And, for every \$50,000 you have in the fund you will be charged \$562 each year plus \$78.00 in administration fees, regardless of your balance
EQUALS Cost of fund		If you put \$5,000 in during a year and your balance was \$50,000. Then for that year you will be charged fees of:  \$640.00*  What it costs you will depend on the investment option you choose and the fees you negotiate with your fund or financial adviser.
EXAMPLE – the Balanced Investment Option		Balance of \$20,000 with a contribution of \$5,000 during year
Contribution fees	Nil	For every \$5,000 you put in, you will be charged \$0
PLUS Management Costs	(0.82% + 0.004% + 0.30%) + \$78.00 p.a. (\$1.50 p.w.)	And, for every \$20,000 you have in the fund you will be charged \$224.80 each year plus \$78.00 in administration fees.
EQUALS Cost of fund		If you put \$5,000 in during a year and your balance was \$20,000. Then for that year you will be charged fees of:  \$302.80*  What it costs you will depend on the investment option you choose and the fees you negotiate with your fund or financial adviser.

\*Additional fees may apply. Please refer to the Additional Explanation of fees and costs.

### Operational costs for each investment option

Capital Stable	0.58%
Balanced (Default)	0.82%
Growth	0.80%
Cash	0.21%
Fixed Interest	0.55%
Property	0.72%
Australian Shares	0.82%
International Shares	1.04%

Operational costs are deducted from the Fund's investment before the interest crediting rate is determined. These figures exclude the 0.3% administration fee and any performance fees.