

State Trustees offers a diverse range of professional products and services to help protect and grow your assets. We understand when it comes to trusting someone with your personal and financial affairs you need to know you're getting professional and expert advice with your interests at heart. This guide provides you with information about some of our services and the fees we charge. If you would like more information about all our services, fees and charges, please contact us on (03) 9667 6466 and our staff can explain these in greater detail or visit our website www.statetrustees.com.au.

The fees contained in this guide are made under the provisions of the Trustee Companies Act 1984 and the State Trustees (State Owned Company) Act 1994. The details of our fees are lodged with the Treasurer of Victoria and with the Director of Consumer Affairs Victoria and are published in the Victorian Government Gazette.

'Per Annum' is referred to throughout this document as 'p.a.'. All fees are inclusive of GST. The new fees and charges, and new rates for existing fees and charges, as set out in this Guide will be charged by State Trustees on and from 1 July 2011.

1. Trust Documentation

State Trustees' Legal Services is able to prepare trust deeds and other relevant documentation to establish a trust.

If this work is outsourced to an external law firm, the fees charged by that law firm apply and are paid by the client. State Trustees does not add on any fee for the outsourcing of the legal task.

Legal Services fees charged according to hourly rates:

• Senior Lawyer	\$422 per hour
• Lawyer	\$319 per hour
• Junior Lawyer	\$194 per hour
• Articled Clerk/Para-Legal/ Law Clerk	\$183 per hour

2. Trust Administration and Establishment

State Trustees has a Trustee Services group that is able to establish and administer a wide range of trusts, such as Minors' Trusts, Life Interest Trusts, Family Trusts, Disability Trusts and Charitable Trusts.

Trust Establishment includes client consultation, drafting and/or vetting trust deeds, conducting due diligence on tax, and financial planning services. Trust administration is the effective management of Trust assets within the terms of the Trust, for the benefit of the beneficiaries. State Trustees can act as the trustee of a new Trust or may accept appointment as a new trustee of existing Trusts where the existing trustee wishes to retire.

The effective administration of a trust involves:

- being fully acquainted with the intentions, purpose and terms of the Trust
- complying with trust law and the terms of the Trust
- identifying, transferring and protecting trust assets
- managing the trust assets in the best interests of all beneficiaries
- exercising care, diligence and prudence in all actions and decisions
- complying with accounting, reporting and audit requirements
- communicating with beneficiaries about major decisions
- administering payments and transfer of assets to or on behalf of beneficiaries

To protect consumers, legislation specifies the maximum fees that a trustee company may charge. State Trustees adopts a flexible pricing approach, based on Trust value and complexity, within these prescribed limits.

Capital commission. Charged on the gross value of any assets of the Trust.	Up to 5.5%*
Income commission. Charged on the gross trust income received.	Up to 6.6%

* This rate is a legislated maximum and may be negotiated depending on the trust's value and complexity, and the amount of administration required.

3. Charitable Trusts

State Trustees' Charitable Trust administration fees may be priced according to the circumstances of the Trust, including its complexity and value. A tailored quote can be provided after consultation, and fees will be charged in accordance with the amounts set out and agreed with the client.

Our administration costs will not exceed the costs detailed below. Charges for other services may apply (see section 5 below).

Fees will be charged in accordance with the amounts set out in the Trust Deed as agreed with the client.

<p>(i) State Trustees Australia Foundation State Trustees Australia Foundation is a public charitable trust largely funded by individuals via their Will or by donation. The Foundation provides grants from income in perpetuity to charities. All funds are invested in the State Trustees Charitable and Cash Common Funds.</p>	State Trustees' Common Funds Management Fee	
	Management Fee on funds held in Common Funds.	1.1% p.a.
	Other direct Fund expenses incurred, such as audit and legal fees, are also paid from the Funds.	
	Plus an: Administration Fee	Up to 0.495% p.a.#
<p>(ii) Private Charitable Trusts State Trustees also manages a large number of private charitable trusts established from bequests. These trusts are typically managed to serve as a perpetual source of income for a nominated charity or charitable purpose. Legal advice is required to set up the Trust Deed for the Trust.</p>	State Trustees' Common Funds Management Fee	
	Management Fee on funds held in Common Funds.	1.1% p.a.
	Other direct Fund expenses incurred, such as audit and legal fees, are also paid from the Funds.	Expenses may include audit fees, brokerage and legal fees
	Plus either an: (a) Administration Fee or (b) Income commission*; and Capital commission*	Up to 0.495% p.a.# 6.6% Up to 5.5%
<p>* Applicable to some private Charitable Trusts established prior to 1 July 2001. # Some existing Charitable Trusts charge administration fees at the higher historical rate of up to 1.056% per annum. Any new Charitable Trust created by State Trustees has an Administration Fee of up to 0.495% per annum.</p>		

4. Commercial Trusts

State Trustees acts as Custodial Trustee for a number of public companies and government bodies. As Custodian, State Trustees holds the funds or other assets of the Trust and manages them according to the provisions of the Trust Deed.

State Trustees' commercial trust administration fees may be priced according to the circumstances of the trust, including its complexity, duration and value.

Fees will be charged in accordance with the amounts set out in the Trust Deed (or other governing document) as agreed with the client.

5. Other charges

Other charges:

Depending on the nature of the trust, State Trustees also provides other services for which fees are applicable. These may include:

- Legal Services:
 - Conveyancing, e.g. where sale or purchase of real estate is involved
 - Litigation and Legal advice services, e.g. where disputes around assets and liabilities need to be resolved
- Financial Planning Services, e.g. where a financial plan is prepared
- Taxation Services, e.g. preparation and lodgement of income tax returns

For more information, refer to the Guides to Services, Fees & Charges for:

- Provision of Legal Services
- Provision of Financial Planning & Investment Services
- Provision of Taxation Services
- Other Services that you should know about

Questions?

Call State Trustees

03 9667 6466

Residents outside the Melbourne metropolitan area can call

1300 138 672

or visit

www.statetrustees.com.au



A phone solution for people who are deaf or have a hearing or speech impairment

TTY users phone **133 677** then ask for 03 9667 6466

Speak and Listen users phone **1300 555 727** then ask for 03 9667 6466

Internet relay users connect via www.relayservice.com.au and ask for 03 9667 6466

State Trustees Limited

ABN 68 064 593 148

AFSL N^o 238037

(Fees+Chgs._Prep&AdminTrusts
_web 0711)

Melbourne

168 Exhibition St
Melbourne Victoria 3000

Glen Waverley

Suite 22, Level 2
40 Montclair Ave
Glen Waverley Victoria 3150

Dandenong

Shop 4, 157 Lonsdale St
(corner of Foster St)
Dandenong Victoria 3175

Bendigo

74 Pall Mall
Bendigo Victoria 3550

State Trustees aims to provide you with the best service at all times. If you have any comments on our service, or concerns, please contact the Client Relations Manager on (03) 9667 6200