

# SGH Ex-20 Australian Equities Fund



SG HISCOCK & COMPANY

## Product Disclosure Statement (PDS)

Issued: 11 October 2023

ARSN 088 905 426


APIR CRS0003AU (Class A)

APIR EQI5000AU (Class P)

ASX mFund code: SFZ19

### Important information

This PDS provides a summary of the significant information about the SGH Ex-20 Australian Equities Fund ('the Fund') and your investment in it. It incorporates a number of references to further information which forms part of this PDS.

References to additional information are highlighted with a  and can be viewed in the additional information booklet (AIB) or downloaded at [www.sghiscock.com.au](http://www.sghiscock.com.au). Alternatively, you can request a copy be sent to you by contacting Apex Fund Services on 1300 133 451 or +61 2 8259 8888.

#### **This is important information you should consider before making a decision to invest in the Fund.**

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

Investments in the Fund can only be made by someone receiving this PDS (including an electronic version) in Australia. If you are in possession of this PDS outside Australia, you should seek advice regarding restrictions on investing. Failure to comply with relevant restrictions may violate laws.

The Responsible Entity and the Fund Manager do not guarantee the repayment of capital or any rate of return on income or capital or the investment performance of the Fund.

The Target Market Determination (TMD) for the Fund can be found at [www.sghiscock.com.au](http://www.sghiscock.com.au) and includes a description of who the product is suitable for.

### Contents

1. About Melbourne Securities Corporation Limited & SG Hiscock and Company Limited.....page 2
2. How the SGH Ex-20 Australian Equities Fund works.....page 2
3. Benefits of investing in the SGH Ex-20 Australian Equities Fund.....page 3
4. Risks of managed investment schemes.....page 3
5. How we invest your money.....page 5
6. Fees and costs.....page 6
7. How managed investment schemes are taxed in Australia.....page 7
8. How to apply.....page 8
9. Other Information.....page 8

### Contact us

If you have any questions or would like more information about SG Hiscock & Company Limited or the Fund, or if you need a copy of any material, you can contact us in the following ways:

Phone: 1300 133 451 or +61 2 8259 8888

Email: [SGHinvestorservices@apexgroup.com](mailto:SGHinvestorservices@apexgroup.com)

Post: Apex Fund Services GPO Box 4968, Sydney NSW 2001

[www.sghiscock.com.au](http://www.sghiscock.com.au)

Investors in the Fund through the mFund:

[mFund.com.au](http://mFund.com.au)

ASX mFund code: SFZ19



### Fund Manager

SG Hiscock & Company Limited

ABN 51 097 263 628

AFSL 240679

Phone: 1300 555 511 or

+61 3 9612 4600

Email: [enquiries@sghiscock.com.au](mailto:enquiries@sghiscock.com.au)

Website: [www.sghiscock.com.au](http://www.sghiscock.com.au)

### Unit Registry and Administrator

Apex Fund Services Pty Ltd

ABN 81 118 902 891

GPO Box 4968, Sydney, NSW, 2001

Phone: 1300 133 451 or

+61 2 8259 8888

Email: [SGHinvestorservices@apexgroup.com](mailto:SGHinvestorservices@apexgroup.com)

Fax: +61 2 9251 3525

### Responsible Entity

Melbourne Securities Corporation Limited

ACN 160 326 545

AFSL 428289

Level 2, 395 Collins Street, Melbourne, VIC 3000, Australia

Phone: 1300 798 790

Website: [www.msc.group](http://www.msc.group)

## 1. About Melbourne Securities Corporation Limited

Melbourne Securities Corporation Limited ('Trustee' or 'MSC Trustees') is the issuer of this PDS and of units in the Fund. MSC Trustees is the trustee and Responsible Entity of the Fund under the Corporations Act.

MSC Trustees responsibilities and obligations as the Fund's responsible entity are governed by the Fund's constitution ('Constitution'), the Corporations Act and general trust law. MSC Trustees has appointed SG Hiscock & Company Limited as the Fund Manager of the Fund. MSC Trustees has appointed a Custodian to hold the assets of the Fund and the Custodian is not responsible for protecting your interests.

### The Fund Manager

SG Hiscock & Company Limited ('SGH', 'us' or 'Manager') is a boutique investment manager specialising in high conviction actively managed investment strategies and Managed Discretionary Portfolios. SGH was established in Melbourne in 2001 by six of its principals and is entirely owned by directors, staff and associates.

## 2. How the SGH Ex-20 Australian Equities Fund works

The Fund is an Australian unit trust, registered as a managed investment scheme under the Corporations Act.

Unit trusts are vehicles that allow investors to pool their money with that of other investors and this pooled money is then managed by a Fund Manager, in this case SGH who manages the pooled money in accordance with the investment objective, guidelines and strategies of the Fund. Investing in the Fund allows investors to access what they may otherwise not be able to access independently, including the services of a Fund Manager. The price of interests in the Fund will vary as the market value of assets in the Fund rises or falls.

When you invest, your money buys units in the Fund, which represent your holdings in the Fund, and your name is entered on the Fund's register as a holding of units. Each unit in the Fund confers an equal and a proportionate beneficial interest in the net assets of the Fund. The number of units you receive depends on the amount you invest and the current unit price. You can increase your units in the Fund by reinvesting distributions or making additional investments or decrease your units by making a withdrawal.

The Fund currently has two classes of units called Class A and Class P. The units in each class generally have the same rights and entitlements, however the Fees and Costs for each class are set out in Section 6 of the PDS. A separate daily unit price is determined for each class (Class A unit prices will be available on our website). All rights and entitlements of a unit in a class in the Fund relate to the assets, liabilities and other amounts referable to the relevant class of units. Where the context requires, including for example in relation to the calculation of unit prices and fees and costs, a reference to the Fund, refers to the relevant class of units in the Fund. Different classes of units in the Fund may be created in the future, in which case unitholders will be notified, with all unitholders in the different classes treated fairly.

The Fund was admitted as an mFund product under the ASX Operating Rules on 22 December 2014.

mFund uses CHESSE, ASX's electronic settlement system, allowing automated application and withdrawal of units in the Fund through your ASX broker (or your financial adviser who uses a stockbroking service on your behalf).

### Unit prices

The application price of a unit is generally calculated by taking the net asset value of the Fund, divided by the number of units in the Fund on issue, then adding a buy spread which is an amount representing the estimated cost to convert application monies to investments.

While the Fund is Liquid (as defined in the Corporation Act), the withdrawal price of a unit is generally calculated by dividing the net asset value of the Fund by the number of units in the Fund on issue, then deducting a sell spread which is an amount representing the estimated cost to convert investments to cash for withdrawal purposes. When the Fund is not Liquid, the withdrawal price of a unit will be specified in any withdrawal offer. However, there is no obligation to make such offers.

### Investing in the Fund

#### Who can invest in the Fund

The offer made in this PDS is available only to persons over 18 receiving the PDS within Australia. Units cannot be offered or sold within the United States (US) or offered or sold to, or for the account or benefit of, any 'US Person' as defined in Regulation S of the US Securities Act 1933. In very limited circumstances and at our discretion, persons in other jurisdictions who meet applicable local regulatory requirements may be able to invest in the Fund (please contact Apex Fund Services for further information).

In addition to completing the hard copy Application Form that accompanies the relevant PDS, new Investors also have the option of completing an online version of the Application Form (please go to [www.sghiscock.com.au](http://www.sghiscock.com.au) for further instructions). The Online Application Form allows new Investors to complete the AML and KYC requirements online and to submit the application using an electronic signature. Please note the online Application Form is only available for New Investors and cannot be used by existing investors for additional investments. See Section 8 "How to Apply" of this PDS.

While the Fund is admitted as an mFund product, individuals and superannuation funds only (or as otherwise advised)<sup>1</sup> will be able to make initial and additional investments in the Fund using mFund. Only investors applying for units in Class A can invest via mFund.

Further information about mFund is detailed in 'How to apply' in section 8 of this PDS.

The Fund can be accessed through an IDPS provider (commonly known as a master trust or wrap account) with which SGH has entered into an agreement to allow units in the fund to be offered through this service. This PDS has been authorised as disclosure to direct investors and investors of an IDPS. If you invest through an IDPS Provider, your rights and liabilities will be governed by the terms and conditions of the disclosure document provided by them.

Investors should carefully read those terms and conditions before investing.

Investment in Class P is reserved for wholesale investors with whom we have agreed separate arrangements in accordance with the Corporations Act, such as platforms, institutional investors, and other funds.

#### Minimum investment<sup>2</sup>

The minimum initial investment in Class A is \$20,000. Your investment in Class A may be fully redeemed if your holding falls below \$20,000. Lesser amounts may be accepted into the Fund by prior arrangement at our discretion.

#### Additional investments<sup>2</sup>

The minimum additional investment in Class A is \$5,000. If you are already a unitholder in the Fund, you can make additional investments at any time. Lesser amounts may be accepted into the Fund at our discretion. No contribution fees are payable. However, normal buy spread applies.

Any additional investments must be made in accordance with the PDS current at the time of the addition. You can make the additional investment by direct credit, together with an Additional Application Form, or by BPAY (no application form required).

<sup>1</sup> Under certain circumstances, investors other than individuals and superannuation funds may be able to invest in the Fund through mFund. Please contact your licensed broker.

<sup>2</sup> Investments in Class P may have separate arrangements.

## Processing of applications and additional investments

The Fund's processing cut-off time is 2pm (Sydney time) on each Business Day (any day other than Saturday or Sunday on which banks are open for general banking business in Sydney).

The Trustees reserve the right to accept or reject all or part of an application at our discretion and delay processing of applications where it is believed to be in the best interests of all unitholders.

## Anti-Money Laundering and Counter-Terrorism Financing laws

MSC Trustees are required to comply with these laws, including the need to establish your identity (and, if relevant, the identity of other persons associated with your account) including any appointed representative and/or under Power of Attorney.

## Withdrawals

You can decrease your units by making a withdrawal from the Fund. In some circumstances, such as when there is a freeze on withdrawals, unitholders may not always be able to withdraw their funds within the usual period on request.

### Minimum withdrawal<sup>2</sup>

The minimum withdrawal amount from the Fund is \$5,000, unless the entire investment is withdrawn. No withdrawal fees are payable on a withdrawal. However normal sell spread applies. Your investment in Class A may be fully redeemed if a withdrawal request would result in your holding falling below \$20,000 in the Fund.

### Processing of withdrawal requests

The Fund's processing cut-off time is 2pm (Sydney time) on each Business Day (any day other than Saturday or Sunday on which banks are open for general banking business in Sydney).

### Payment of withdrawal proceeds

Your withdrawal proceeds will be electronically deposited into your nominated Australian bank account, normally within 7 Business Days of the receipt and acceptance of the withdrawal request. However in some circumstances, for example, where the assets of the Fund are not readily realisable so as to meet the withdrawal, the Constitution allows a longer period of time to pay the withdrawal request.

If the Fund is not Liquid, if the processing of applications and redemptions has been suspended, or if the Fund is being wound up, you may not withdraw from the Fund unless a withdrawal offer is made to you in accordance with the Corporations Act. We are not obliged to make such offers. As at the date of the PDS the Fund is Liquid.

### Withdrawing through an IDPS Provider

If you gain exposure to the Fund through an IDPS Provider, to withdraw, you will need to complete the documents which the IDPS Provider requires.

### Withdrawing through mFund

While the Fund is admitted as an mFund product, individuals and superannuation funds invested through mFund will be able to make a withdrawal request from the Fund using mFund.


## Distributions

### Frequency of distributions

The Fund generally pays distributions half yearly. Distribution amounts will vary from year to year and there may be times when there is no distribution paid.

### How distributions are calculated

Distributions are generally calculated based on the Fund's net income at the end of the distribution period divided by the number of units on issue. The Fund will generally distribute all taxable income to unit holders each year, including the net capital gains of the Fund. Net realised capital gains are typically distributed in the final distribution of the financial year. Distribution payments are normally made within 30 days of the end of the relevant distribution period. If you do not make a choice on the Application Form, your distributions will be reinvested.

 You should read the important information about 'How the Fund works' in section 1 of the Additional Information Booklet before making a decision to invest in the Fund. Go to [www.sghiscock.com.au](http://www.sghiscock.com.au). This information may change between the time you read this PDS and the day you sign the Application Form.

## 3. Benefits of investing in the SGH Ex-20 Australian Equities Fund

### Significant features

The Fund is a high conviction actively managed Australian equity portfolio managed using a bottom-up approach with little reference to the benchmark.

Utilising SGH's proven equity investment philosophy and approach, the Fund seeks to invest in high quality companies that have dominant or leading market positions, strong cash generation and high returns on equity and are therefore better positioned to reinvest through the cycle, compound earnings and/or pay dividends. SGH believes that long term markets are inefficient and there are significant opportunities to capture risk adjusted returns where valuations are not reflective of a company's intrinsic worth.

The Fund has a strong focus on capital preservation, although it is important to note that the investment process focuses on stock selection and there will be high company specific risk. Refer to 'How we invest your money' in section 5 of this PDS for more information on the Fund's investments.

### Significant benefits

The Fund is an actively managed portfolio that invests in a concentrated portfolio of Australian stocks. The Fund's investment philosophy is based on the belief that the market does not efficiently price individual companies for the long term. The Fund seeks to achieve long-term returns by exploiting these price inefficiencies.

Benefits of investing in the Fund include:

- access to the expertise of a specialist investment boutique structure;
- access to a fund that is not bound by external indices, allowing it to invest in those companies that meet SGH's strict investment criteria;
- active management applying high conviction methodology aimed at optimising your returns in the long-term;
- application of a consistent investment process that applies logical and reasonable risk controls;
- regular reporting to keep you up to date on your investments; and
- participation in any income distributions from the Fund.

## 4. Risks of managed investment schemes

All investments carry risk. The likely investment return and the risk of losing money is different for each managed scheme, as different strategies carry different levels of risk based on the underlying mix of assets. Generally, the higher the level of risk you are prepared to accept, the higher potential returns or losses. Assets with the highest long-term returns may also carry the highest level of short-term risk, particularly if you do not hold your investment for the minimum suggested time frame. Growth assets, such as shares and property, are generally considered the most volatile assets, as they are likely to experience greater fluctuations in value than defensive assets, such as fixed income and cash.

The significant risks for the Fund are as follows:

- Market risk – investment returns are influenced by the performance of the market as a whole. Changes in economic, technological, environmental or political conditions, and even market sentiment can (and do) arise. These changes can lead to changes in prices and overall market volatility. This means that the assets in the Fund can fluctuate in value.

- Security and investment-specific risk – within each asset class, individual securities can be affected by risks that are specific to that investment or that security. For example, the value of a company's shares can be influenced by changes in company management, its business environment or profitability. These risks can also impact on the company's ability to repay its debt.
- Performance risk – the Fund may fail to perform as expected in which case the Fund's investment objective may not be achieved.
- Structural and fund risk – investing in a managed fund is not like investing directly in securities, and can result in a different outcome, including in relation to income and capital gains. We are required to take into consideration the Fund as a whole, and all unitholders. The Constitution of the Fund, subject to the Corporations Act, allows the Fund to be terminated in certain circumstances.
- Liquidity risk – refers to the difficulty in selling an asset for cash quickly without an adverse impact on the price received. Under abnormal or difficult market conditions some normally liquid assets may become illiquid, restricting the ability to sell them and to make withdrawal payments for investors without a potentially significant delay. In circumstances where the Fund's portfolio ceases to be 'Liquid' for Corporations Act purposes, there may be significant delays, or a freeze on withdrawal requests.
- Interest rate risk – changes to interest rates can directly and indirectly impact investment value and returns.
- Prepayment risk – certain debt securities can be prepaid at the option of the issuer. There is no assurance that proceeds received from a prepayment can be invested in similar securities generating the same level of return.

Risk can be managed but it cannot be completely eliminated. It is important to understand the following:

- The value of your investment will go up and down.
- Past performance is not an indicator of future performance.
- The level of returns will vary and future returns may differ from past returns.
- Returns are not guaranteed and there is always the chance you may lose money on any investment you make in the Fund.
- Laws affecting your investment in a managed scheme may change in the future.
- The level of risk for you will vary depending on a range of factors, including your age, investment time frame, where other parts of your wealth are invested, and your risk tolerance.

***You should read the important information about 'Risks of managed investment schemes' in section 2 of the Additional Information Booklet before making a decision to invest in the Fund. Go to [www.sghiscock.com.au](http://www.sghiscock.com.au). This information may change between the time you read this PDS and the day you sign the Application Form.***





## 5. How we invest your money

You should consider the likely investment return, risk and your investment time frame when choosing to invest in the Fund.

### SGH Ex-20 Australian Equities Fund

Fund description	The Fund utilises SGH's proven investment philosophy and approach to invest in a concentrated portfolio of around 20-60 companies that are listed on the Australian Securities Exchange (ASX), excluding the largest 20 securities in the S&P/ASX 300 Index (as determined by their market capitalisation). <sup>3</sup>
Investment objective	To outperform the benchmark, the S&P/ASX 300 Accumulation Index excluding S&P/ASX 20 Leaders Index, after fees, over rolling three year periods.
Fund strategy	SGH seek to identify and invest in quality Australian listed securities through first hand company visits. Quality is chiefly an evaluation of a company's management, balance sheet and business model. Only those companies which pass SGH's rigorous quality screen are considered for portfolio inclusion. SGH see risk in terms of investing in a poor quality company, or overpaying for a good one, and do not view risk in benchmark relative terms. SGH therefore downplay benchmarks in portfolio construction since these provide little indication of future performance. SGH is comfortable not holding companies if they do not satisfy its disciplined quality and valuation criteria, regardless of their benchmark weight. The normal characteristics of the Fund include: <ul style="list-style-type: none"> <li>• Little reference to the benchmark.</li> <li>• Low cash allocation (as the aim is to be fully invested in securities).</li> </ul>
Performance Benchmark	S&P/ASX 300 Accumulation Index excluding S&P/ASX 20 Leaders Index
Minimum suggested time frame	Long term – 5 years plus
Mix of asset classes <sup>4</sup>	90-100% Australian equity securities 0-10% Cash The Fund is generally fully invested in Australian equity securities.
Derivatives	N/A
Risk Level <sup>5</sup>	7 - Very high. The Risk Level may change. Please visit the Target Market Determination (TMD) on <a href="http://www.sghiscock.com.au">www.sghiscock.com.au</a> for the latest Risk Level for the Fund.
Type of investors for whom the Fund is intended to be suitable	Mainly direct and indirect investors seeking long term capital growth with some income through investment in Australian equity securities. You should consult a licensed financial adviser to obtain financial advice that is tailored to suit your personal circumstances.
Fund inception	December 1992
Fund performance	For the latest available information on the performance of the Fund, including the performance history, please visit our website at <a href="http://www.sghiscock.com.au">www.sghiscock.com.au</a> (past performance is no indication of future performance, so your decision to invest in the Fund should not be based on past performance).
Distributions frequency	Half yearly (30 June and 31 December). For up-to-date information on the distribution history of the Fund, please visit our website at <a href="http://www.sghiscock.com.au">www.sghiscock.com.au</a>
Labour, environmental, social and ethical considerations	SGH regards itself as a responsible investor and is a signatory to the Principles for Responsible Investment. SGH takes an active approach to integrating and embedding environmental, social and governance ("ESG") considerations into its investment decision making and engaging with company boards and management on ESG issues. SGH has an ESG policy which provides the framework for considering ESG risks and opportunities as part of its investment processes. SGH believes effective governance structures and processes help reduce risk, and is ultimately reflected in a company's intrinsic value over the long term.
Changes to fund details and investments	Changes may be made to the Fund at any time, and in some cases without prior notice. This could include closing or terminating the Fund, amending its investment parameters, including the investment objective and strategy, or changing the asset class allocation ranges and currency strategy (if applicable). You will be informed about any material change to the Fund's details in your next regular communication or as otherwise required by law. Details of any change will be available on our website, <a href="http://www.sghiscock.com.au">www.sghiscock.com.au</a> .

<sup>3</sup> If a security purchased is initially outside of the S&P/ASX 20 Leaders Index, and later becomes a part of this index, the Fund can continue to hold the security and sell down the security in due course.

<sup>4</sup> These are indicative asset allocation ranges for the Fund. If market movements, investments into or withdrawals from the Fund, changes in the nature of an investment, or a change in the fund investment strategy, cause the Fund to move outside these indicative ranges, or a limit set out in this PDS, this will be addressed by SGH as soon as reasonably practicable.

<sup>5</sup> The Risk Level represents the Standard Risk Measure (SRM) for the Fund. The SRM is generally reviewed each year based on the latest estimates of long-term volatility and correlation data. Any significant changes to market conditions or refinements to the SRM methodology may alter the SRM from time to time. Please refer to the TMD on [www.sghiscock.com.au](http://www.sghiscock.com.au) for more information on SRMs.

## 6. Fees and costs

### 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 investment 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 fees. Ask the fund or your financial adviser.*

### To find out more

If you would like to find out more, or see the impact of fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC) Moneysmart website ([www.moneysmart.gov.au](http://www.moneysmart.gov.au))** has a managed investment fee calculator to help you check out different fee options.

This section 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 assets of the Scheme as a whole.

Taxes are set out in section 7 of this PDS 'How managed investment schemes are taxed in Australia'.

You should read all the information about fees and costs because it is important to understand their impact on your investment.

Unless otherwise stated, all fees and costs quoted in this PDS are gross of income tax, inclusive of GST (and any applicable stamp duty) and net of an estimate of any applicable Reduced Input Tax Credits (RITCs). All dollar amounts quoted are in Australian dollars.

### Fees and costs summary

Type of fee or costs <sup>6</sup>	Amount	How and when paid
<b>Ongoing annual fees and costs</b>		
<b>Management fees and costs <sup>6</sup></b> The fees and costs for managing your investment	Estimated to be: 0.95% p.a. of the net asset value (NAV) (Class A) 0.48% p.a. of the NAV of the fund (Class P) 1. Management fee <sup>7</sup> 0.95% p.a. of the NAV of the Fund (Class A) 0.48% p.a. of the NAV of the Fund (Class P) 2. Estimated recoverable expenses:: 0.0% p.a. of the NAV of the Fund. 3. Estimated indirect costs: 0.00% p.a. of the NAV of the Fund <sup>8</sup>	1. The management fee is accrued daily in the unit price and calculated and paid monthly in arrears from the Fund prior to calculation and payment of distributions on the last day of the month. 2. Recoverable expenses are deducted from the assets of the Fund as and when they are incurred and are reflected in the unit price. 3. Indirect costs are deducted from the assets of the Fund as and when they are incurred and are reflected in the unit price
<b>Performance fees</b> Amounts deducted from your investment in relation to the performance of the product.	Nil	Not applicable
<b>Transaction costs</b> The costs incurred by the scheme when buying or selling assets. <sup>9</sup>	Estimated transaction costs: 0% p.a. of the NAV of the Fund	Transaction costs generally arise when the value of the assets of the Fund are affected by the day-to-day trading of that Fund. They are paid out of the assets of the Fund as and when incurred and are reflected in the unit price.
<b>Member activity related fees and costs (fees and services or when your money moves in or out of the scheme)</b>		
<b>Establishment fee</b> The fee to open your investment.	Nil	Not applicable
<b>Contribution fee</b> The fee on each amount contributed to your investment.	Nil	Not applicable
<b>Buy-sell spread</b> An amount deducted from your investment representing costs incurred in transactions by the scheme. <sup>10</sup>	Estimated to be +0.25% of the application amount on application and -0.25% of the withdrawal amount on withdrawal	The buy/sell spread is reflected in the buy price and sell price respectively for units in the Fund and is paid at the time of the relevant application or withdrawal for units.
<b>Withdrawal fee</b> The fee on each amount you take out of your investment.	Nil	Not applicable
<b>Exit fee</b> The fee to close your investment.	Nil	Not applicable
<b>Switching fee</b> The fee for changing investment options.	Nil	Not applicable

<sup>6</sup> See "Additional explanation of fees and costs" below for further details on fees and costs that may be payable. Unless otherwise stated, the fees and costs shown are inclusive of GST and net of any applicable input tax credits and reduced input tax credits, and are shown without any other adjustment in relation to any tax deduction available to the Trustee.

<sup>7</sup> The amount of the management fee may be negotiated if you are a wholesale client pursuant to the Corporations Act. For further information refer to "Differential fees" in the "Additional explanation of fees and costs" section below.

<sup>8</sup> The indirect costs quoted in this PDS for Class A units. All estimates of fees and costs in this section are based on information available as at the date of this PDS. All fees reflect the reasonable estimates of the typical fees for the Fund for the current financial year.

<sup>9</sup> The transaction costs disclosed in this section are shown net of any recovery received by the Fund from the buy/sell spread charged to transacting unitholders in the Fund. Please refer to the 'Additional explanation of fees and costs' section for further details.

<sup>10</sup> In estimating the buy/sell spread for the Fund, it has been assumed that the applications or withdrawals are made during normal market conditions, as in times of stressed or dislocated market conditions (which are not possible to predict) the buy/sell spread may increase significantly and it is not possible to reasonably estimate the buy/sell spread that may be applied in such situations. Buy/sell spreads may be varied for the Fund from time to time, including increasing these costs without notice when it is necessary to protect the interests of existing investors and if permitted by law. The updated information will be disclosed on our website. Please refer to the 'Additional explanation of fees and costs' section for further details.

## Example of annual fees and costs for the Fund

This table gives an example of how the ongoing annual fees and costs for the Fund can affect your investment over a one-year period. You should use this table to compare this product with other managed investment scheme products offered.

EXAMPLE SGH Ex-20 Australian Equities Fund (Class A) Balance of \$50,000 with a contribution of \$5,000 during the year. <sup>11</sup>		
Contribution Fees	Nil	For every additional \$5,000 you put in, you will be charged \$0.
PLUS Management fees and costs <sup>7, 8, 12</sup>	0.95% p.a. the NAV of the Fund	And for every \$50,000 you have in the Fund, you will have deducted from your investment \$475 each year.
PLUS Performance fees	Nil	And for every \$50,000 you have in the Fund, you will be charged or have deducted from your investment \$0 each year.
PLUS Transaction costs	Nil	And for every \$50,000 you have in the Fund, you will be charged or have deducted from your investment \$0 each year.
EQUALS Cost of the SGH Ex-20 Australian Equities Fund (Class A)		If you had an investment of \$50,000 at the beginning of the year and you put in an additional \$5,000 during that year, you would be charged costs ranging from: \$475 to \$523. <sup>12</sup> What it costs you will depend on the fees you negotiate.

## Additional explanation of fees and costs

### Management costs

Management costs comprise the management fee and indirect costs that you incur by investing in the Fund.

### Management fee

The management fee is paid from the assets of the Fund and comprises our remuneration for managing and overseeing the operations of the Fund. The management fee is calculated as a percentage of the Fund's NAV and is reflected in the Fund's unit price. The routine costs of running the Fund, including custodian, registry, and administration costs (excluding transactional and operational costs as detailed below) are paid by SGH from the management fee. However, we reserve the right to be additionally reimbursed from the Fund for any items and expenses of an extraordinary nature.

### Changing the fees

Fees may be increased or new fees introduced without unitholder consent. Investors will be provided with at least 30 days' advance notice of any increase to fees. Reasons for increasing fees might include changing economic conditions or changes in regulations or to the Fund's Constitution. Fees may be waived or reduced as described in this PDS without prior notice.

### Indirect costs

In investing the assets of the Fund in accordance with its investment objective and strategy, the Fund can incur indirect costs. Indirect costs are any amounts that are known or reasonably ought to be known, or where this is not the case, reasonably estimate has or will reduce, whether directly or indirectly, the return of the Fund or the amount or value of the income of, or assets attributable to the Fund or an interposed vehicle in which the Fund invests other than the management fee and recoverable expenses. Indirect costs are reflected in the Fund's daily unit price, and can include any underlying (indirect) management fees and costs and other indirect costs. Indirect costs are not paid to SGH or MSC Trustees. The indirect costs may vary from year to year, including to the extent that they rely on estimates. These amounts are not an indication or guarantee of the amount that may be charged in the future. From time to time, notification will be provided of updates to the estimated indirect costs on our website at [www.sghiscock.com.au](http://www.sghiscock.com.au).

### Transactional and operational costs

In operating the assets of the Fund, the Fund may incur transactional costs when assets are bought and sold, including brokerage, clearing and settlement costs, buy/sell spreads and applicable stamp duty. These costs, which are reflected in the daily unit price, are recovered in part by the buy/sell spread charged on applications and withdrawals. The Fund may also incur other transactional costs through the day-to-day trading activity required to execute the Fund's

investment strategy. These costs, which are reflected in the daily unit price, are an additional implicit costs to unitholders in the Fund. Transactional costs are not paid to SGH or MSC Trustees. The estimated net transactional costs (that are not recovered through the buy/sell spread) are detailed in the Additional Information Booklet. These costs may vary from year to year.

### Buy/sell spread


Buy/sell spreads are an amount representing the estimated costs arising from applications and withdrawals made by investors moving into and out of the Fund. The buy/sell spreads for the Fund current at the issue date of the Additional Information Booklet (AIB) are set out in the AIB. A notification of the current buy/sell spread for the Fund will be provided on our website at [www.sghiscock.com.au](http://www.sghiscock.com.au). The buy/sell spreads may be waived or varied without notice when it is appropriate to protect the interests of existing investors and if permitted by law.

### Service fees

If you consult a financial adviser or broker, and/or access the Fund via mFund or an IDPS Provider, advice or special request fees may be payable to them by you, or on your behalf under your arrangements with them. You should refer to their Statement of Advice, or speak to them directly regarding these fees.

### Differential fees

A rebate of part of the management fee or a lower management fee may be negotiated with investors who are wholesale clients for the purposes of the Corporations Act. Further information can be obtained by contacting us. See page 1 of this PDS for our contact details.

**You should read the important information about 'Fees and costs' in section 3 of the Additional Information Booklet before making a decision to invest in the Fund. Go to [www.sghiscock.com.au](http://www.sghiscock.com.au). This information may change between the time you read this PDS and the day you sign the Application Form.** 

## 7. How managed investment schemes are taxed in Australia

It is important to note that investing in the Fund is likely to have tax consequences. It is strongly advised that you seek professional tax advice before investing in the Fund. The Fund is an Australian resident for tax purposes and does not generally pay tax on behalf of its investors. Australian resident investors are assessed for tax on any income and capital gains generated by the Fund to which they become presently entitled or, where the Fund has made a choice to be an Attribution Managed Investment Trust ("AMIT") and the choice is effective for the income year, are attributed to them. Generally, it is our policy to fully attribute the taxable income and capital gains of the Fund to investors every year. As a result, unitholders will be liable to pay income tax on their attributed share of the taxable income of the Fund and income tax should

<sup>11</sup>The additional management fees and costs will be on a pro-rata basis and will vary depending on when you have made the additional investment during the year. This example is prescribed by the Corporations Act, and is based on an assumption that the \$5,000 investment in the Fund occurs on the last business day of the year (and therefore, the management fees and costs are calculated using an investment balance of \$50,000 only). These examples also assume that the value of your investment in the Fund remains the same during the year. Please note that this is just an example. In practice, actual investment balances will vary daily and actual fees and costs charged are based on the value of the Fund, which also fluctuates daily.

<sup>12</sup>All estimates of fees and costs in this section are based on information available as at the date of this PDS. All fees reflect the Responsible Entity's reasonable estimates of the typical fees for the Fund for the current financial year. Please refer to the "Additional explanation of fees and costs" section for more information on fees and costs that may be payable.

not generally be payable by the Fund. Investors should obtain advice from professional tax advisers about their individual circumstances as the tax consequences will vary depending on their individual circumstances. Investors who invest in the Fund through an IDPS Provider should seek separate tax advice.

**You should read the important information about 'How managed investment schemes are taxed in Australia' in section 4 of the Additional Information Booklet before making a decision to invest in the Fund. Go to [www.sghiscock.com.au](http://www.sghiscock.com.au). This information may change between the time you read this PDS and the day you sign the Application Form.**



## 8. How to apply

Before completing the Application Form or Additional Investment Form, please ensure you have read this PDS together with the Additional Information Booklet available from [www.sghiscock.com.au](http://www.sghiscock.com.au).

### New investors:

- Complete the application process on-line (please visit [www.sghiscock.com.au](http://www.sghiscock.com.au) for further instructions)
- Complete the Application Form accompanying the PDS (details are in the Application Form) and post it to Apex Fund Services Pty Ltd, Unit Registry, GPO Box 4968, Sydney, NSW 2001 or email the form to: [SGHinvestorservices@apexgroup.com](mailto:SGHinvestorservices@apexgroup.com); with your payment by:
  - Transfer the application money electronically to the Fund (Reference: Please quote the investor name as per your Application Form)
  - Cheque
- Making an application through mFund by placing a buy order for units with your licensed broker. If applying via mFund you will need to provide the application money directly to your licensed broker.

### Existing investors and additional applications:

Additional investment can be made into an existing account at any time. The process for existing investors or making an additional investment is to complete an Additional Investment Form available at [www.sghiscock.com.au](http://www.sghiscock.com.au); and post or email it to Apex Fund Services Pty Ltd with your payment by:

- Transfer the application money electronically to the Fund (Reference: Please quote the investor name as per your Application Form)
- Cheque
- BPAY (no form is required)

You can also make an additional application through mFund. Please note that cash cannot be accepted and all applications must be made in Australian dollars. All monies deposited by direct credit or cheque must match the amount specified on the Application Form or the Additional Investment Form for the application to be valid. Your application may be accepted or rejected in whole or in part at our discretion. If investing via direct credit or cheque, confirmation that funds have been received is required prior to units being issued.

### Investing through an IDPS Provider

If you intend to invest in the Fund through an IDPS Provider, you will need to give a direction to the IDPS Provider to invest in the Fund and complete the documents provided by them. Please email [enquires@sghiscock.com.au](mailto:enquires@sghiscock.com.au) for a current list of IDPS Providers through which the Fund is available.

### Cooling-off rights

If you invest in the Fund as a Retail Client (as defined in section 761G of the Corporations Act), you have 14 days from the earlier of 5 days after units are issued to you or receipt by you of a confirmation statement to have your investment repaid (cooling-off period). The amount repaid will be adjusted to take into account any transaction costs (including buy/sell spreads) and administration costs and increase/decrease in the value of your investment.

Your right to be repaid during this cooling-off period does not apply:

- where your units have been issued due to a reinvestment of your distribution;

- if you are a Wholesale Client;
- if you invested through an IDPS Provider; or
- if you have exercised your rights as a unitholder in the Fund.

To have your investment repaid, please write to us at the address detailed on page 1 of this PDS setting out your account details and stating that you wish to redeem your holding.

### Complaints resolution

An internal complaints handling procedure has been established. If you have a complaint about your investment, please contact SGH on:

Phone: 1300 555 511 or +61 3 9612 4600 if calling from outside Australia.

Post: SG Hiscock & Company Limited,

Level 23, 360 Collins Street, Melbourne, VIC, 3000

Email: [enquiries@sghiscock.com.au](mailto:enquiries@sghiscock.com.au)

Your complaint will be acknowledged in writing within 1 Business Day or as soon as possible after receiving the complaint and resolution provided within 30 calendar days.

If an issue has not been resolved to your satisfaction, you may lodge a complaint with the Australian Financial Complaints Authority (AFCA), of which MSC Trustees is a member.

Online: [www.afca.org.au](http://www.afca.org.au)

Email: [info@afca.org.au](mailto:info@afca.org.au)

Phone: 1800 931 678 (free call with Australia)

Mail: Australian Financial Complaints Authority

GPO Box 3, Melbourne VIC 3001

AFCA may not be available to wholesale clients.

The external dispute resolution body is established to assist you resolving your complaint where you have been unable to do so with SGH or MSC Trustees. However, it's important that you contact us first.

### Online access

You can access information about your investment in the Fund through the SGH online Investor Portal at [www.sghiscock.com.au](http://www.sghiscock.com.au) or contacting SGH Investors Services on phone: 1300 133 451 or +61 2 8259 8888 or email [SGHinvestorservices@apexgroup.com](mailto:SGHinvestorservices@apexgroup.com).

## 9. Other Information

### Continuous disclosure documents

The Fund may be subject to certain regular reporting and disclosure obligations. Copies of documents lodged with ASIC in relation to the Fund may be obtained from, or inspected at, any ASIC office.

You may obtain a copy of the following at our website (in accordance with ASIC's good practice guidance for website disclosure) or from SGH free of charge on request (where relevant):

- the Fund's annual financial report most recently lodged with ASIC;
- any half-yearly financial reports lodged with ASIC by the Fund after lodgement (where applicable);
- any continuous disclosure notices given by the Fund after that date of lodgement of that annual report;
- and any other material updates.

### Updated information

Information in this PDS and the terms of your investment are subject to change from time-to-time. In the case of material changes unitholders will be given notice in the time-frames provided for in the relevant legislation. Updated information that is not materially adverse can be obtained by:

- Contacting your financial adviser;
- Contacting your IDPS Provider (for indirect investors);
- Visiting [www.sghiscock.com.au](http://www.sghiscock.com.au); and/or emailing [enquiries@sghiscock.com.au](mailto:enquiries@sghiscock.com.au)
- Visiting [www.mFund.com.au](http://www.mFund.com.au) (mFund investors only).

**You should read the important information about 'Other information' in section 5 of the Additional Information Booklet before making a decision to invest in the Fund. Go to [www.sghiscock.com.au](http://www.sghiscock.com.au). This information may change between the time you read this PDS and the day you sign the Application Form.**

