## Fees bite

## Cost of hypothetical CPFIS investment

ANNUAL CHARGES	PRIOR TO OCT 2018	FROM OCT 1, 2018	INDUSTRY FROM OCT 1, 2020	WITH LOWER COST FUNDS AND NO TRAILER FEES
Wrap fee	1%	0.70%	0.40%	0.40%
Fund total expense ratio	1.75%	1.75%	1.75%	0.60%
Sales Charge (one time)	3%	1.50%	0%	0%
Sales charge amortisation (years)	3	3	3	3
Sales charge effective	1.00%	0.50%	0.00%	0.00%
Total cost effective	3.75%	2.95%	2.15%	1.00%
Return before cost	7.50%	7.50%	7.50%	7.50%
Return after cost	3.75%	4.55%	5.35%	6.50%

Note: Assumption of maximum TER of higher risk fund; holding period 3 years

## Cumulative return over the long run



Note: Assuming all scenarios have a 7.5% annualised return before any fees, and sales fees amortised over 3 years

Source: Endowus