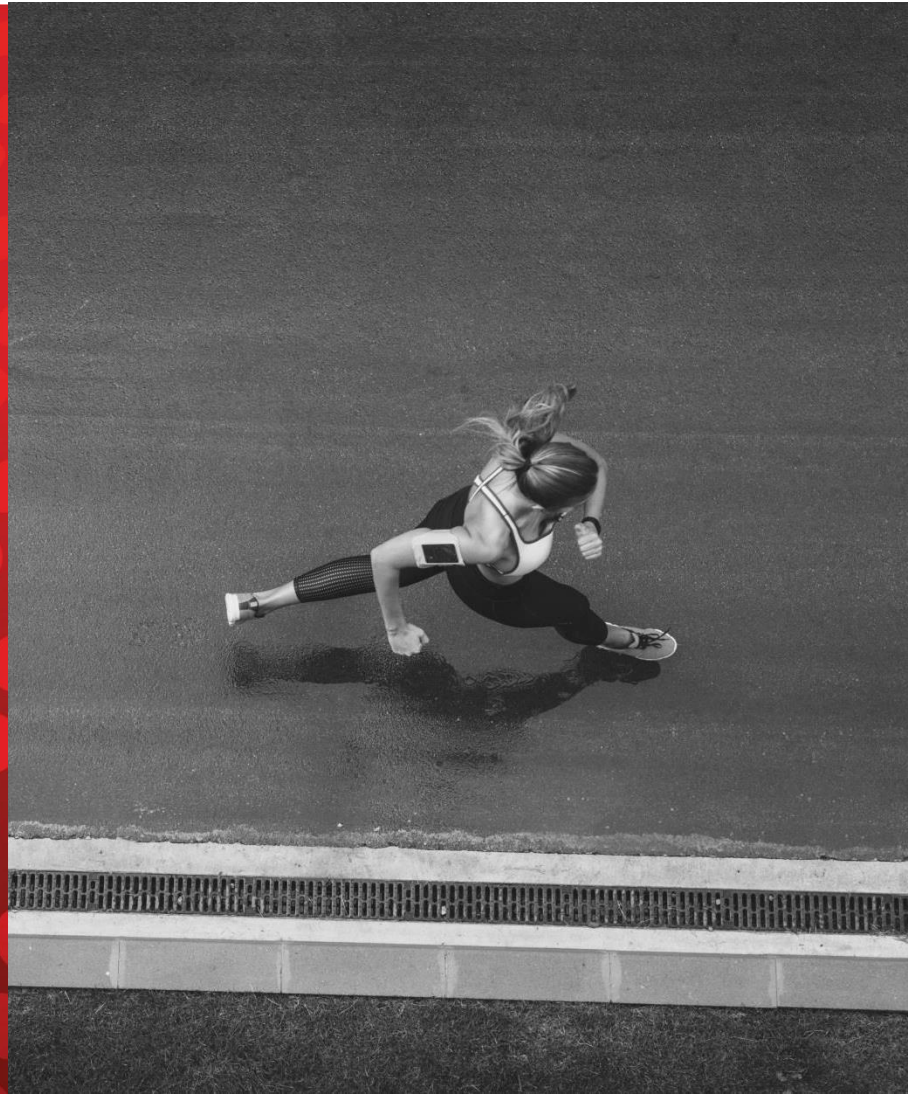
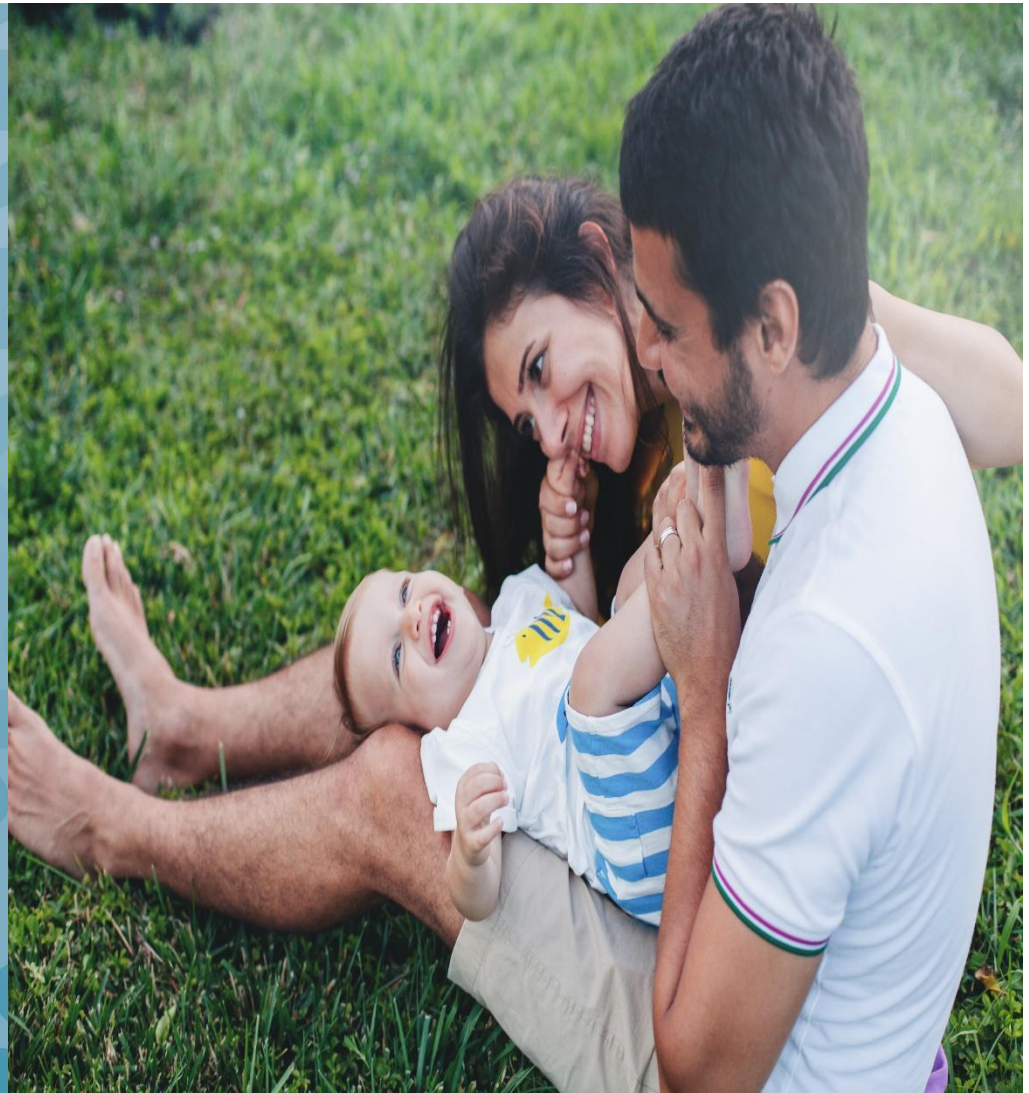


# Building a fit financial future



# Protecting your lifestyle



# Important notice

**This presentation contains factual information and general advice only. It has been prepared without taking into account your objectives, financial situation and needs. You should consider whether the information is appropriate having regard to your personal circumstances before making any financial decisions.**

**If you are considering acquiring a financial product you should obtain the relevant product disclosure statement before making any decision.**

**Any taxation information in the presentation is factual information only. If you require taxation advice you should consult your accountant or tax adviser.**



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# Agenda

**01**

Why do we insure

**02**

Types of insurance

**03**

Insurance in super

**04**



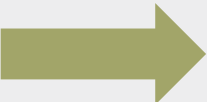

How TelstraSuper  
can help

# Why do we Insure



# What is insurance

Provides protection against financial loss when things go wrong:

-  Insurance helps pay your expenses or covers some of your losses when things go wrong.
-  You and the insurer agree on what is being insured and how much items are being insured for.
-  By paying for insurance, you are 'transferring the risk' of having to pay – if something goes wrong – to the insurer.
-  You can only claim on your insurance if the thing that goes wrong is covered in your insurance policy.



# What are the risks

It is estimated 1 in 2 Australians will be diagnosed with cancer by the age of 85

26,000 Australians are living with MS – on average, more than 10 diagnosed every week

150,000 new cases of cancer were estimated to be diagnosed in 2020

In 2019 it was estimated 19,353 people will be diagnosed with breast cancer – 164 males and 19,371 females

55,000 strokes occur in Australia annually – 65% of stroke survivors suffer a disability affecting their ability to carry out daily living

1 in 7 men will get prostate cancer by the age of 52.

Cardiovascular disease kills 1 Australian every 12 minutes and affects 4.2 million people in Australia

In 2019 – 1,188 were killed on our roads, up 4.7% from 2018



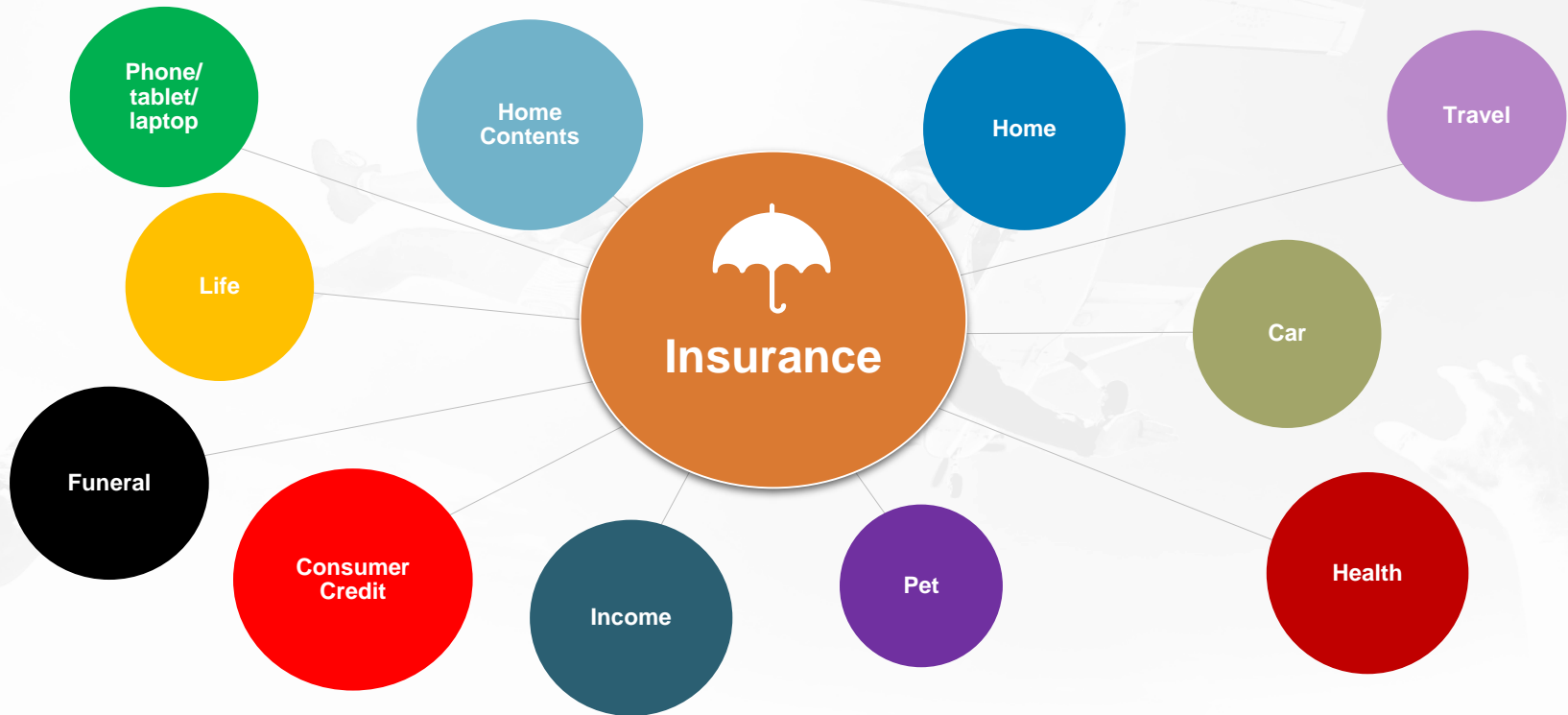
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# Types of insurance



# What do we insure



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# What do we insure



## Motor Vehicle

### Car insurance

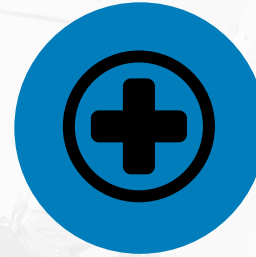
- Comprehensive or third party cover
- Damage to your vehicle
- Damage to other vehicles or property
- theft



## Home

### House and contents

- Damage to dwelling
- Damage to personal possessions
- Theft or loss



## Health

### Private health cover

- Hospital cover
- Extras cover (optical, chiro, physio, dental)



## Life/Income

### Lump sum cover

- Death
- Total & Permanent Disability (TPD)
- Trauma / Critical Illness

### Monthly income

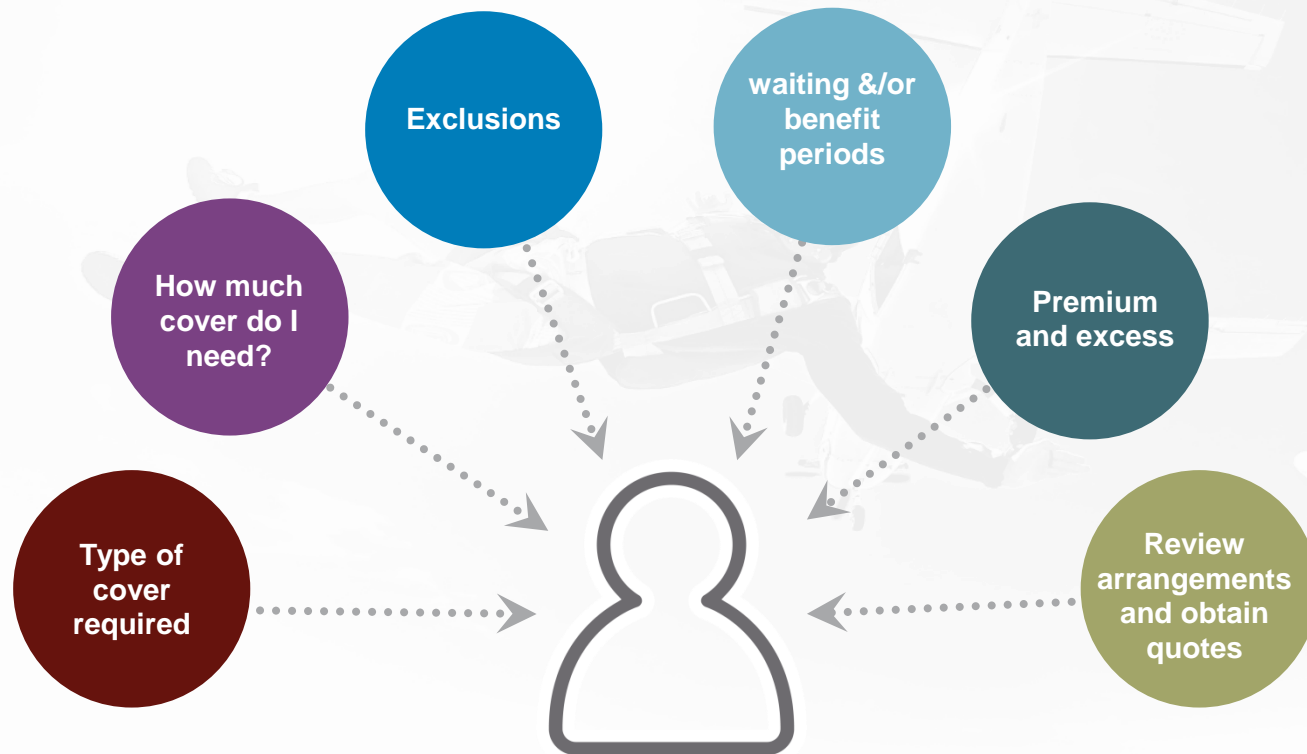
- Income protection (temporary disability)



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# What to look for in a policy



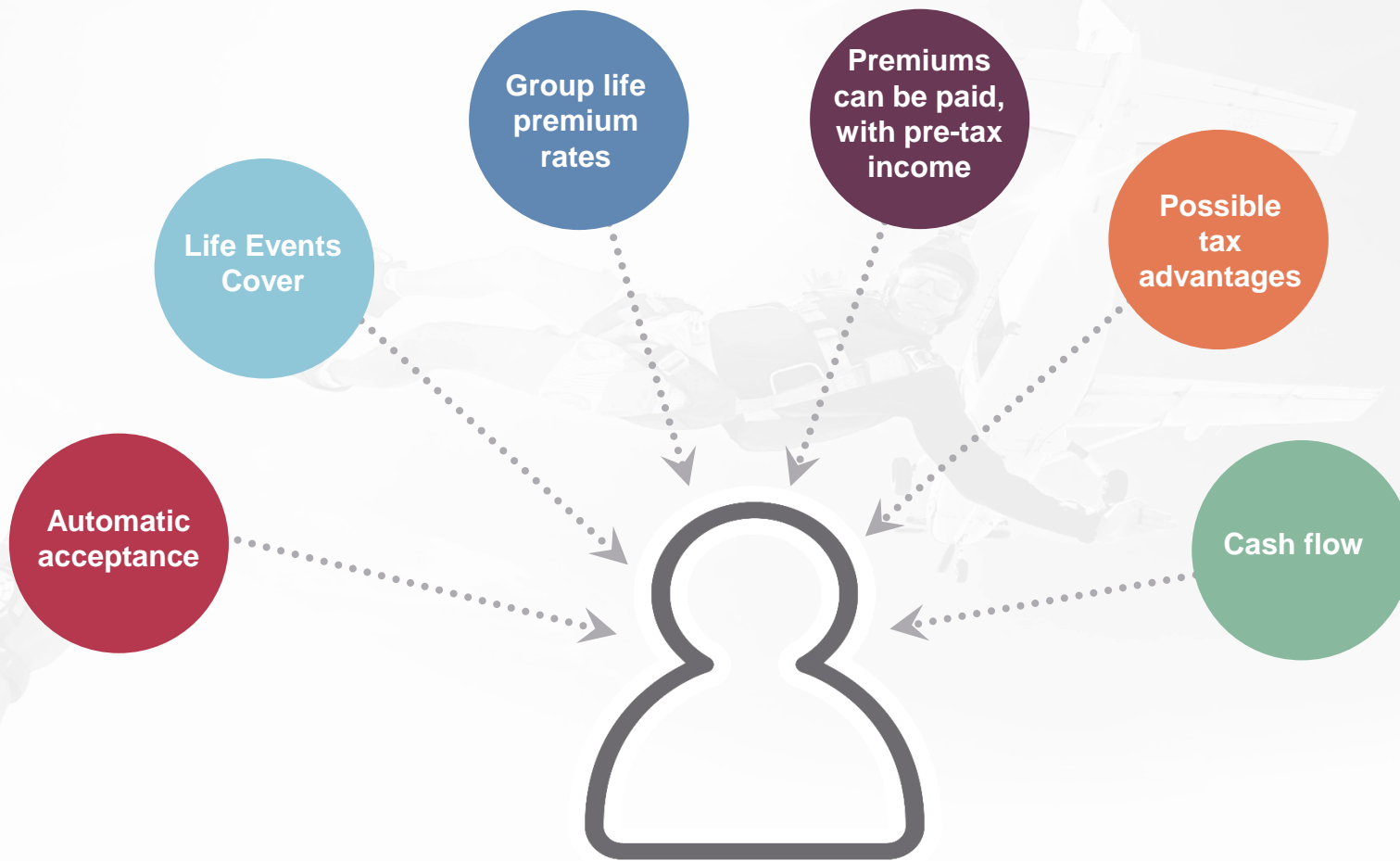
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# Insurance in super



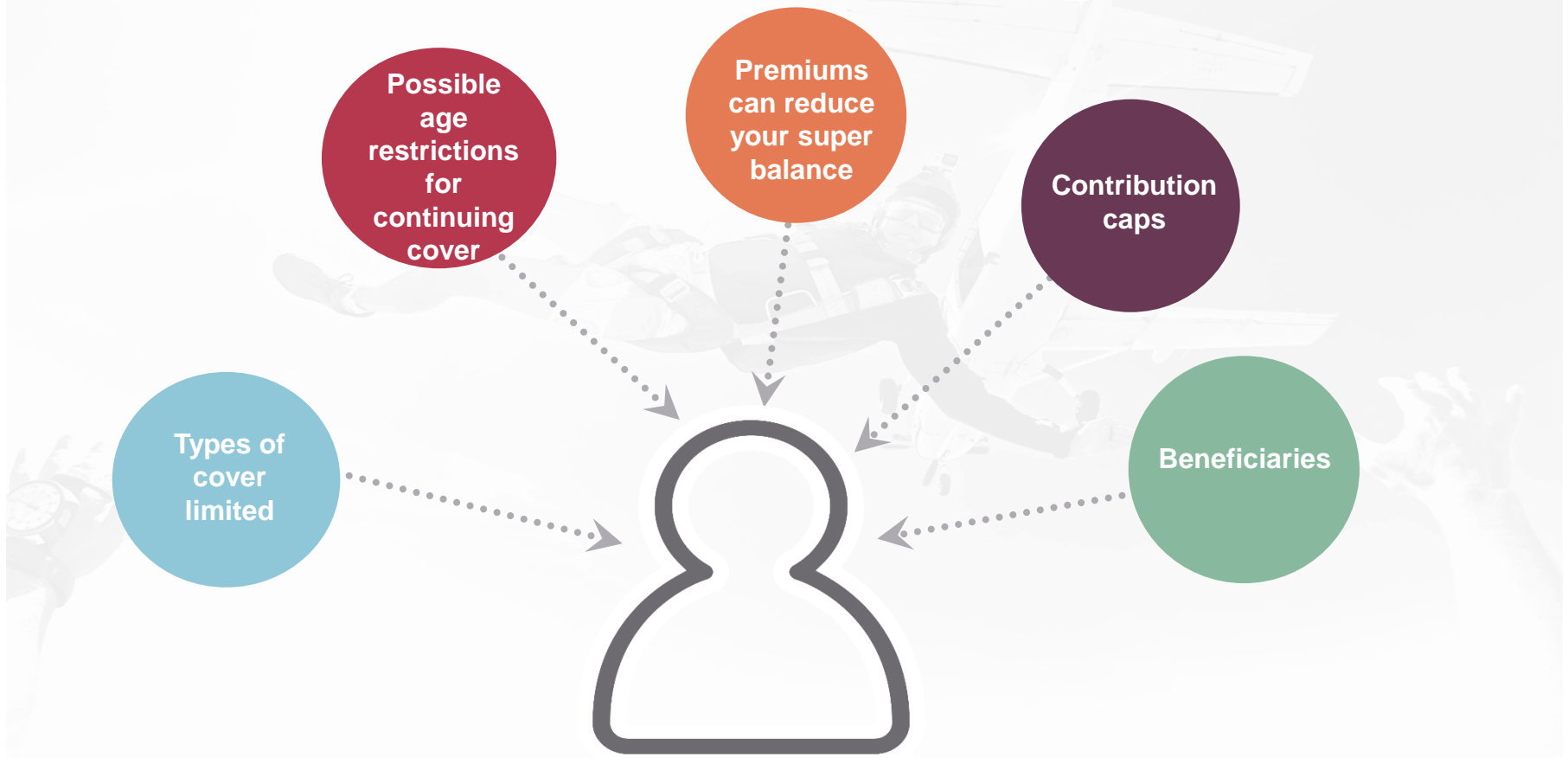
# Advantages of insurance in your super



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# Considerations for insurance in your super



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# Putting Members' Interests First (PMIF)

PMIF stands for **Putting Member's Interests First**. This legislation was introduced to protect the retirement savings of members by ensuring they're not paying for insurance cover they may not need or want.

PMIF legislation comes into effect on 1 April 2020 however, TelstraSuper introduced the changes as at 1 December 2019. The key elements are:

- Members under age 25 who opens a new superannuation account, needs to opt-in to member paid insurance cover. It is no longer automatically offered.
- Member's who opens a new superannuation account after 1 December 2019, must opt-in to member paid insurance cover. It is no longer automatically offered.
- Members with a superannuation balance which has not been \$6,000 or more, must elect to keep their member paid insurance cover.



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# TelstraSuper Insurance cover



## Types of cover:

- Death insurance in the event of death
- Total and permanent disablement (TPD)
- Income protection



If you're with TelstraSuper, your default Death and TPD insurance and TPD cover is paid for by Telstra \*

### Ensure your Beneficiary is up to date

Who will receive your super and any insurance benefits in the event of your death

\* Must join TelstraSuper within 120 days of commencing employment with Telstra Group to be eligible for base cover

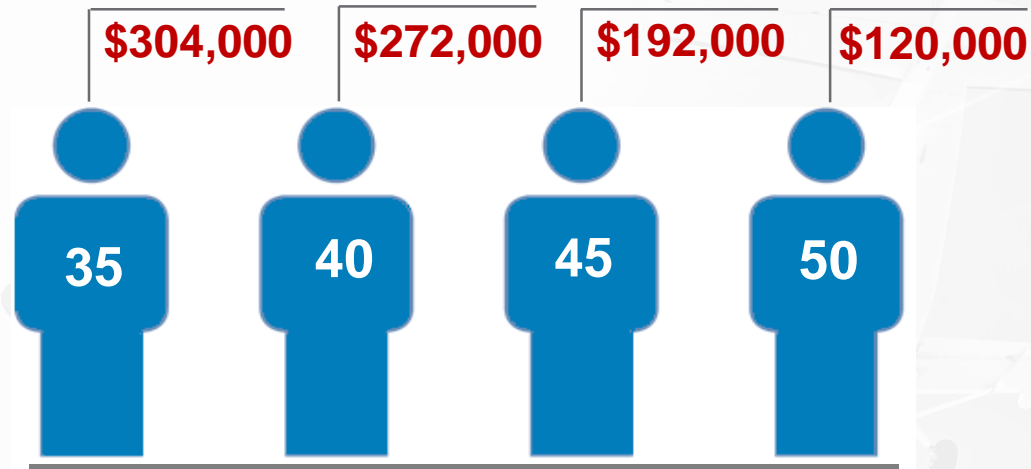


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# TelstraSuper Corporate Plus: default insurance cover



Automatic base Death and TPD cover\*#

Your Income Protection will be up to

**75% of your salary** plus **10% paid to your super\***

# Must join TelstraSuper within 120 days of commencing employment with Telstra Group to be eligible for base cover.

\* Salary of \$80,000p.a. plus 10% employer superannuation guarantee contributions.

Source: TelstraSuper Corporate Plus Insurance Guide, 1 July 2019



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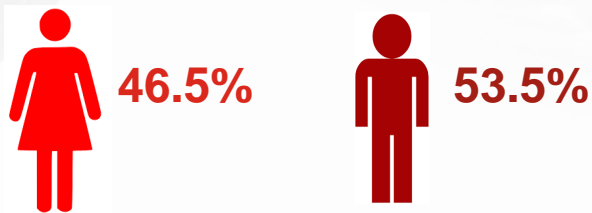
# TelstraSuper insurance claims

For the financial year ended 30 June 2019, 98% of TelstraSuper claims were approved for payment.

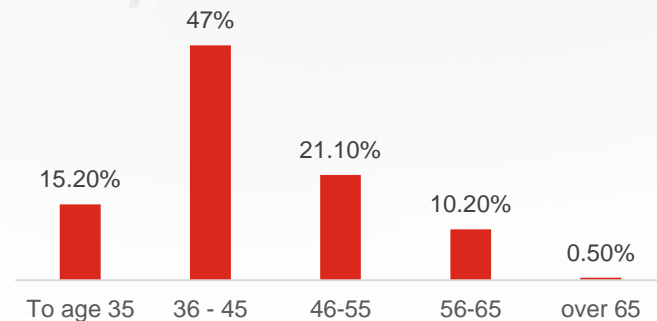
The main conditions of member's claims are for:

- Cancer (various)
- Mental health (depression, anxiety, PTSD)

## Claims by gender



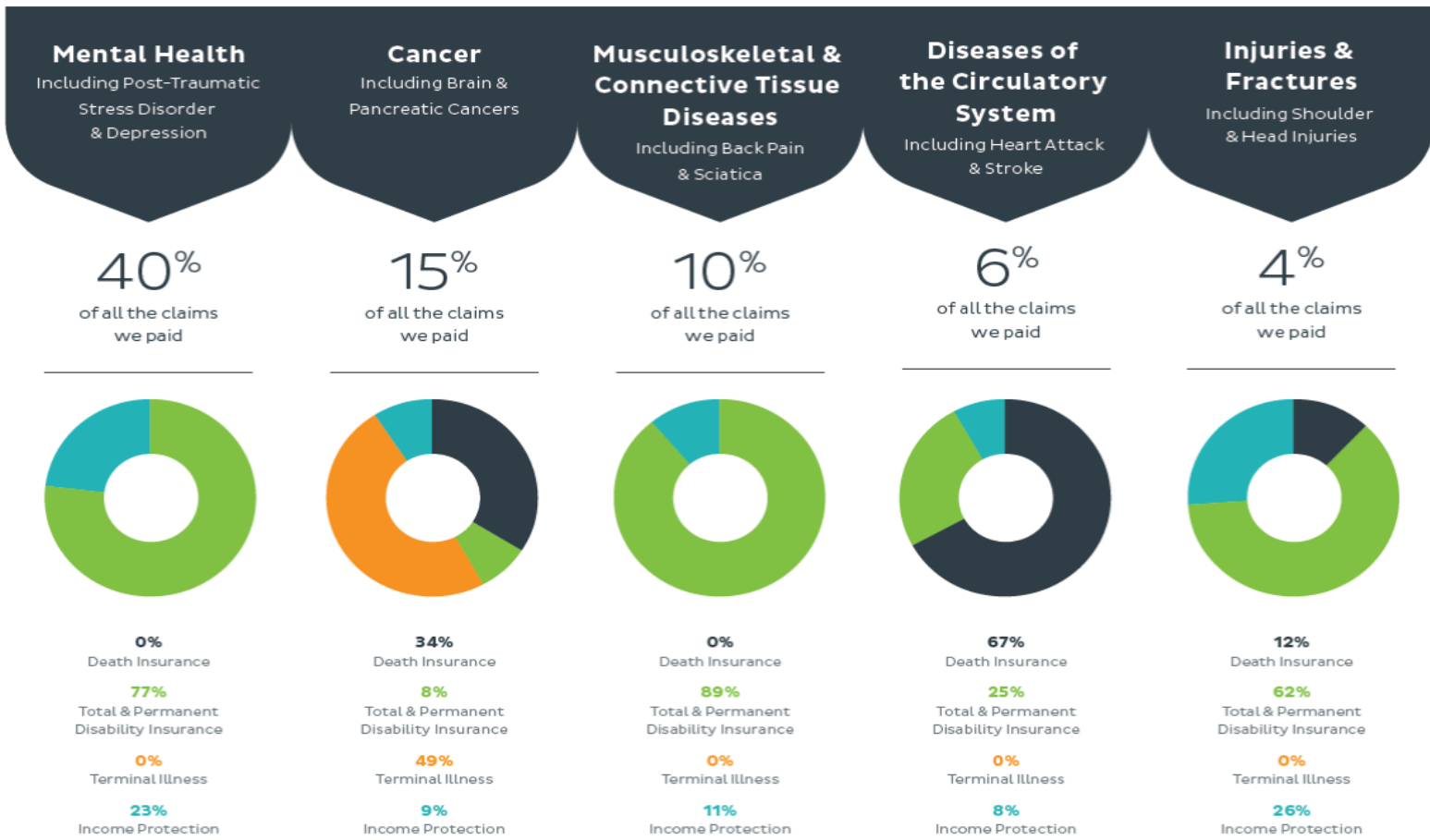
## Claims by age



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# TelstraSuper insurance claims



This information is as at December 2019 in relation to claims paid for TelstraSuper



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# How TelstraSuper can assist



# Insurance Calculator

Date of Birth  
23 January 1972

Gender  
 Female  Male

Member Group  
Telstra Super Corporate Plus

Company  
Telstra

Employment  
Full-time

Cover Type  
Death and TPD

Salary including super  
\$0 \$800K \$ 100,000

## Your cover

You currently have \$180,000.00 of base Death and TPD cover.

Add Top-up Cover

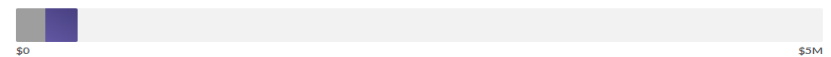
Death and TPD  Death

\$0 \$4.9M \$ 200,000

### TOTAL DEATH COVER



### TOTAL TPD COVER



## Your premiums

PER YEAR

**\$ 528.00**

This is equal to \$44.00 per month

## Terms of use

The assumptions and information provided in this calculator are given in good faith and have been derived from sources, believed to be correct and reliable as at 1 July 2018. However, as the assumptions and information may change, Telstra Super Pty Ltd gives no warranty or guarantee as to the accuracy or the reliability of the information in, or provided by, this calculator. The validity of the estimates depends on the appropriateness of the assumptions and the accuracy of the data entered by you. To the extent permitted by law, Telstra Super Pty Ltd is in no way liable for any loss or damage caused by your reliance on information obtained by using this calculator. This calculator provides estimates only and should not be relied on for the purposes of making any decisions in relation to your super. We recommend you seek financial advice from Telstra Super Financial Planning Pty Ltd prior to making any decisions.



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# Super online

ABOUT US CONTACT US FORMS LOGOUT

TelstraSuper

Managing your super **▼** Get your super sorted  
Investments **▼** How we perform  
Products & services **▼** What we offer  
Information hub **▼** Resources to help you  
**Your account** **▼**

Your Account Balance Transactions Super statements Retirement Income projector Insurance details Investment choices Enquire Direct Access

Home > Your Account

## Hello Chris

VIEW MESSAGES

**Multiple super accounts? Consolidate and save**

If you have multiple accounts, fees can erode away your super! We can locate and help you consolidate your other accounts.

[READ MORE](#) [REMINDE ME LATER](#)

**Welcome to SuperOnline**

Use the above menu to access information about your account.

If you have questions or require assistance, please call us on 1300 033 166 between 8:30am and 5:30pm (Melbourne time) Monday to Friday.

**Contact us**

 Call 1300 033 166 between 8:30am - 5:30pm Monday to Friday <a href="#">SUBMIT AN ONLINE ENQUIRY</a>	 Member education Register for one of our upcoming sessions <a href="#">ATTEND AN EVENT</a>	 Financial advice Simple and comprehensive advice <a href="#">REQUEST AN APPOINTMENT</a>
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update your email address



check your balance



check your insurance



nominate your beneficiaries



review your investment options



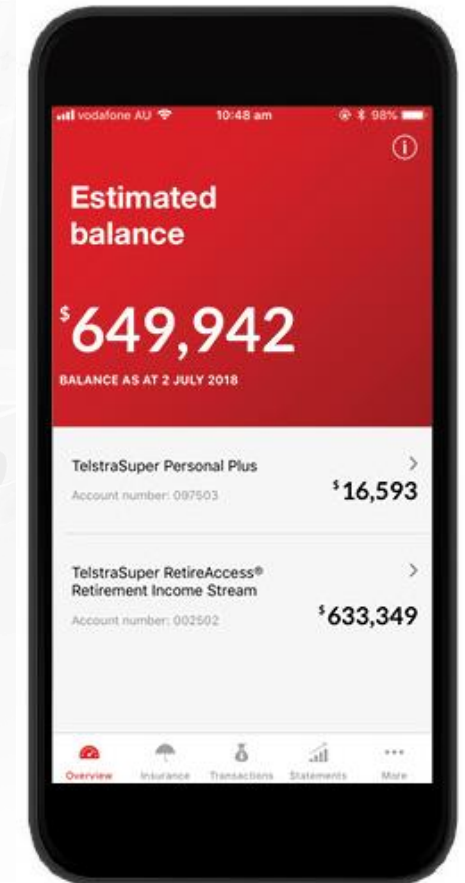
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# TelstraSuper app – iOS and Android

## Easy access to:

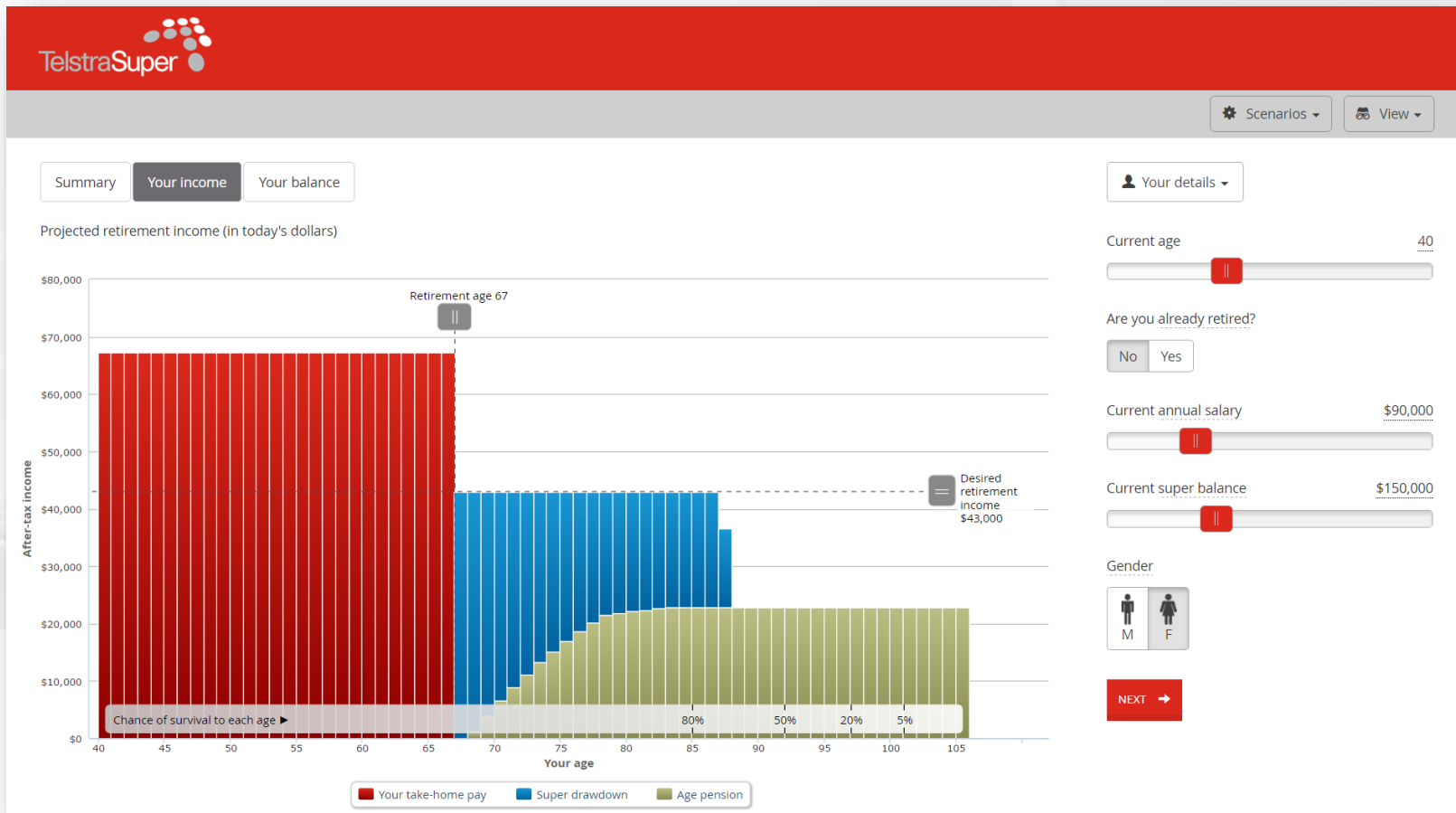
- estimated account balance
- investment options, allocation units and returns
- latest contribution
- concessional contributions against the cap
- Statements
- Insurance
- Transactions
- Digital Member Card
- Contact TelstraSuper



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# Retirement projector



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# Financial advice



Advice  
over the  
phone



- ✓ **No additional cost**
- ✓ Highly qualified financial advisers
- ✓ Walk through your options
- ✓ Receive limited personal advice on super



Advice in person



- ✓ Ongoing or once-off
- ✓ Highly qualified financial advisers
- ✓ Lower cost than the industry average
- ✓ Receive comprehensive personal advice




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# Thank you



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