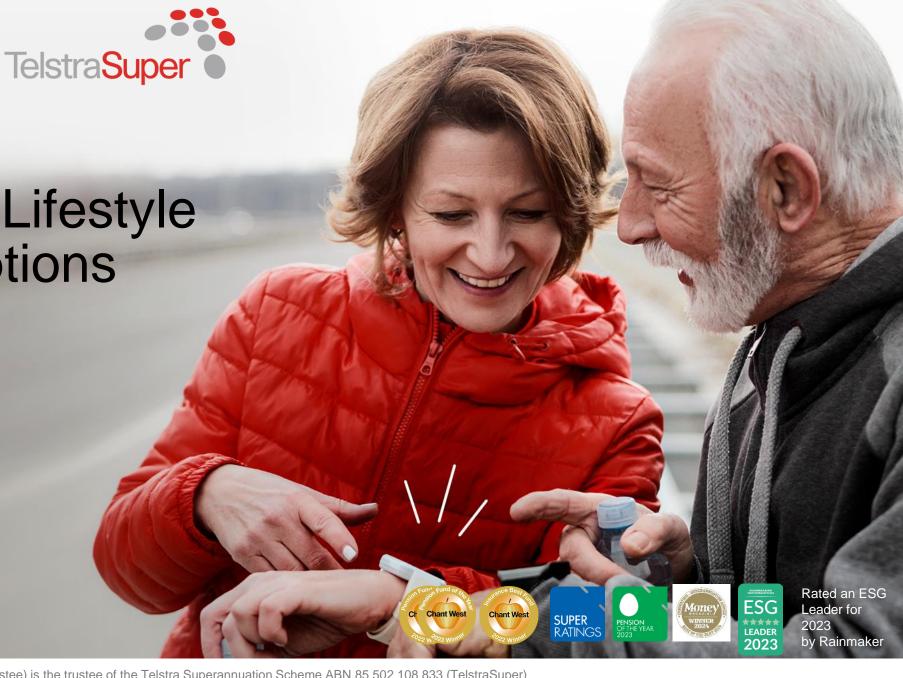
TODAY'S TOPIC

RetireAccess Lifestyle investment options for retirees

Thank you for joining us. We will commence shortly.



"We acknowledge the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their elders past present and emerging and extend that respect to all Aboriginal and Torres Strait Islander peoples today."

Acknowledgement of Country



IMPORTANT NOTICE

This presentation contains factual information and general advice only, including information about financial products. It has been prepared without taking into account your objectives, financial situation and needs. You should consider whether it is appropriate having regard to your personal circumstances before making any financial decisions. Please also consider our financial services guide which is available at www.telstrasuper.com.au

If you are considering acquiring a financial product, you should obtain the relevant product disclosure statement and target market determination before making a decision, which are available on our website at www.telstrasuper.com.au

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

If you would like to find out more information about TelstraSuper, please contact us by email at contact@telstrasuper.com.au or use the Contact Form on the website to make a request, and we will arrange for a Member Contact Centre Consultant to call you. Alternatively, you can call our Member Contact Centre Consultants on 1300 033 166 to ask for further information.

Please refer to https://www.telstrasuper.com.au/about-us/awards to see further information on our awards from both third-party rating agencies and industry peers that recognise TelstraSuper's achievements in each of the nominated areas.

Agenda





RetireAccess Lifestyle investment options - RetireAccess retirement income stream



How to make an investment switch online



How to modify the cash allocation



Introducing TelstraSuper's RetireAccess lifetime pension



How TelstraSuper can assist



Questions



RETIREACCESS LIFESTYLE
INVESTMENT OPTIONSRETIREACCESS
RETIREMENT INCOME
STREAM



The Lifestyle investment options

The Lifestyle investment options are diversified investments which are designed to help manage retirement risks such as drawing down on your savings during a market downturn.

To help deliver a consistent and sustainable income, the Lifestyle product suite includes a cash allocation feature that allows members to automatically allocate some of their investment to their cash investment option each month.

Members can then draw a regular, consistent income from this cash investment option. This helps them manage volatility by transferring small amounts, more often, into the cash option.



The Lifestyle investment options

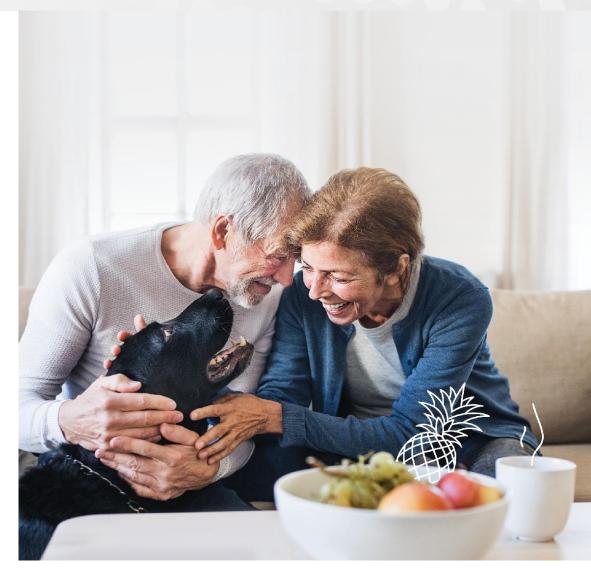
TelstraSuper •

TelstraSuper recognises that members who are drawing down on their super in retirement, have different requirements and investment risks to members who are working and accumulating superannuation.

The four Lifestyle investment options Lifestyle Growth, Lifestyle Balanced, Lifestyle Moderate, Lifestyle Conservative are specifically designed to:

- provide sustainable income in retirement
- be tax effective
- grow and preserve capital; and
- manage retirement specific risks such as drawing down on superannuation during a market downturn and providing income sustainability throughout retirement.

The Lifestyle investment options are only available for members in the RetireAccess Retirement Income stream.



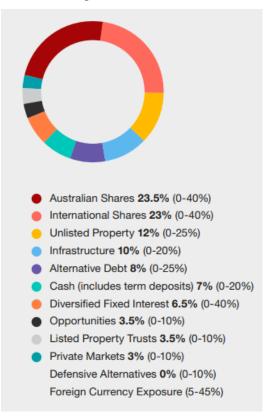
The Lifestyle investment options



Lifestyle Growth



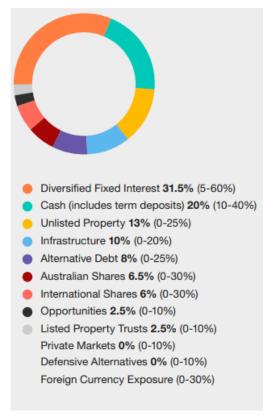
Lifestyle Balanced



Lifestyle Moderate



Lifestyle Conservative



Please refer to TelstraSuper's RetireAccess Income stream Product Disclosure Statement and Retirement Income Stream Target Market Determination for further information Product Disclosure Statements and Guides | TelstraSuper

Foreign Currency Exposure (5-45%)

Cash Allocation feature

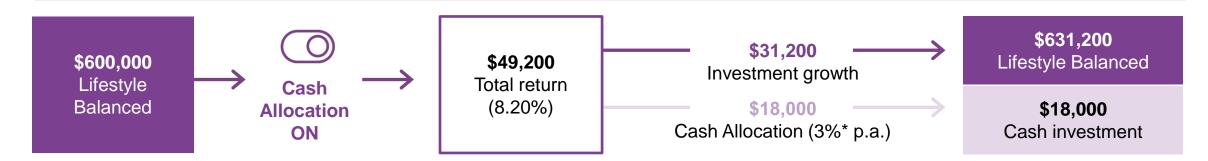


Lifestyle investment options offer an optional Cash Allocation feature, which can help provide investment flexibility and can assist in managing market by continually transferring small portions of your growth assets into your cash option. Moving smaller amounts more often reduces the risk associated with drawing down in bigger proportions during market downturns.

If you elect to use the Cash Allocation feature, each month we will allocate funds to the Cash investment option from your chosen Lifestyle investment option(s) using a declared rate which will vary for each Lifestyle investment option. The rate is determined on a six-monthly basis by the Trustee who considers the expected yield on the underlying assets and the sustainability of the amounts.

Example

John has a total balance of \$600,000 invested in the Lifestyle Balanced investment option. He decides to turn on the Cash Allocation feature. In the first year, Lifestyle Balanced generates a total return of 8.20% (or \$49,200). From this, the equivalent of 3%* p.a. (or \$18,000 p.a.) is allocated to the Cash investment option each month and the balance is reinvested.



^{*}This example is conceptual only – investment returns, and cash allocation amounts will change year to year and are not guaranteed.



HOW TO MAKE AN INVESTMENT SWITCH ONLINE

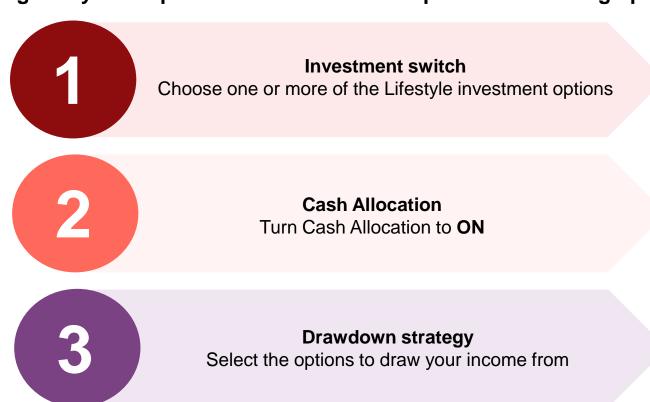


Current as at 15th April 2024. This work is copyright and no part may be reproduced by any process without prior written permission from Telstra Super.

Investment switch steps



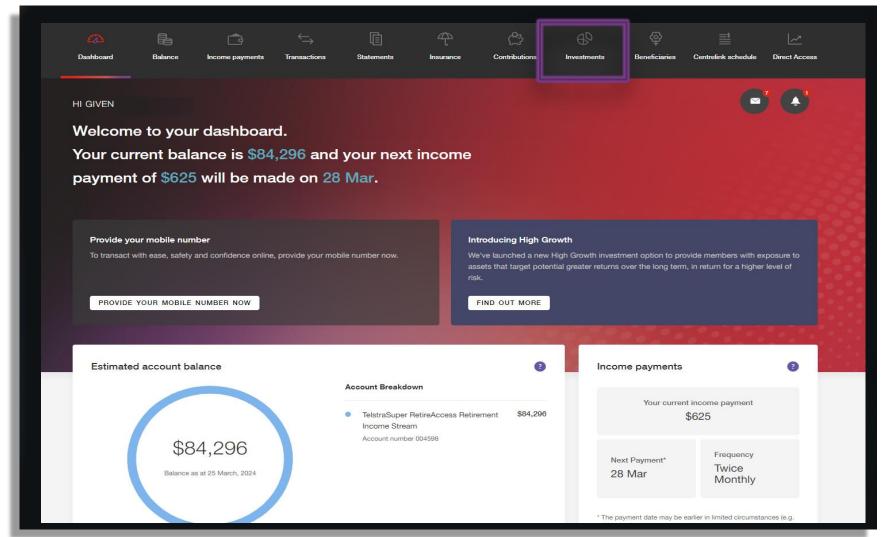
Log into your SuperOnline account to complete the following options:



Important

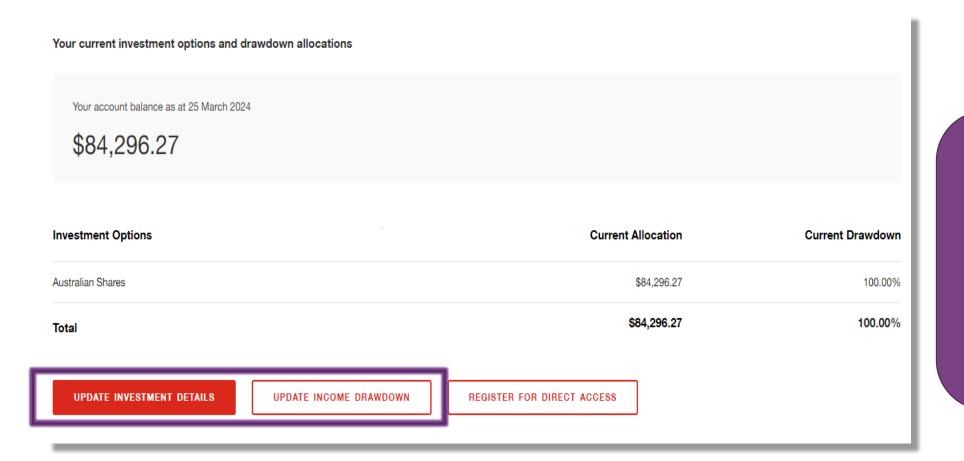
Choosing your drawdown strategy is a new online feature. It's important to note that if you don't have enough money to pay your income from your chosen drawdown option(s), your income will be taken proportionally from all the options you are invested in. Refer to the relevant TelstraSuper RetireAccess Product Disclosure Statements and Guides | TelstraSuper





To make an investment switch online, from your SuperOnline dashboard, select the **Investment tab** at the top of the screen.





You will then be able to review your current investment selection as well as the options to either update investment details or update income drawdown.

In this example, we will select update investment details.



Investment choice update type Update investment allocation for my current balance Update your investment option(s) for your account balance using either percentage allocation or dollar amount. Select one Update my current investments using percentage allocation Update my current investments using dollar amounts I have read and understood the following: A <u>buy-sell spread</u> may apply as a result of any changes I make to my investment choice. Changing my investment option will affect how investment returns are allocated to my account. . If I invest across more than one investment option, the initial percentage split may change over time due to investment market movements and transactions on my account. · I can make one investment switch a day. . My account will be invested in my new investment selections the next business day if my request is submitted before 5:30pm (Melbourne time). Requests received on or after 5:30pm (Melbourne time) on a business day, or on weekends or public holidays, will take an extra day. Investment option switches will be processed at the sell unit price (out of current investment options) and the buy unit price (into the selected investment options) applicable to the day the change took place. I understand that if I have an automatic investment re-weight instruction in place I cannot update this online and that the processing of this investment switch will cancel my instruction. I also understand that I will need to download and complete an investment choice form to reinstate my automatic investment re-weight instruction and make my . If you provide multiple Cash Allocation instruction(s) within a month, only your most recent instruction(s) will be actioned for that month.

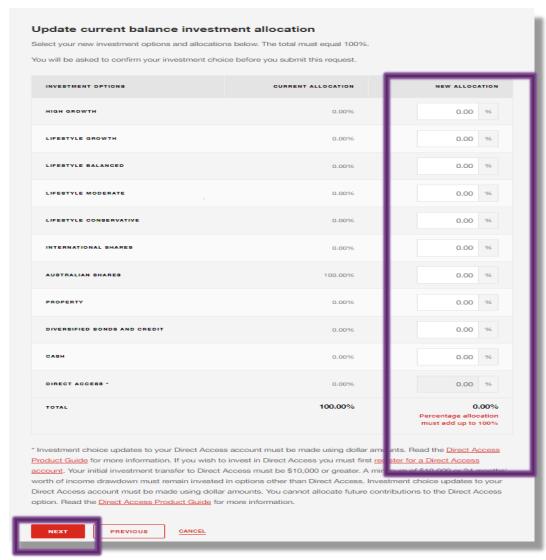
Review the investment choice update type you would like to make.

Select whether you would like your investment switch to be based on **percentage or dollar amounts**. The checkbox will default to the percentage option.

Once you have made a selection, tick 'I have read and understood the following' which confirms you understand the terms and conditions.

Select **Next** to continue





The next step is to update your current investment allocation.

In the new allocation section, select your new allocation. You are unable to proceed until the selection equals 100%.

When you have finalised your selection, select **Next**.



Update your cash allocation choice

The Cash Allocation feature is only available in the Lifestyle investment options. You can turn the Cash Allocation feature on or off at anytime. If you turn it on you will be set up with a Cash investment option which will receive the monthly allocation. You need to turn the Cash Allocation on by the last calendar day of the month for the payment to be made within the next month.



Review your income draw down instructions

If you are turning on the Cash Allocation feature for the first time, a <u>Cash investment option</u> will be opened. As a result you should review your income draw down instructions and confirm the investment options you would like to draw your income from, which can include the Cash investment option.

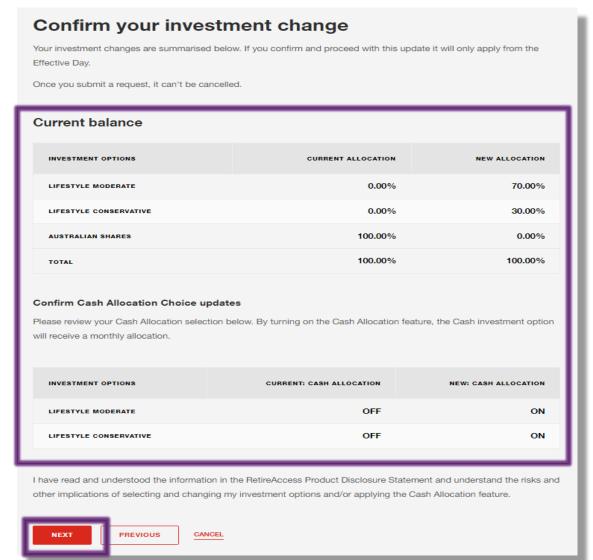


If you select one of the lifestyle investment options, you can elect to turn on the cash allocation.

Make your selection to either **ON/OFF**.

Select **Next** to continue

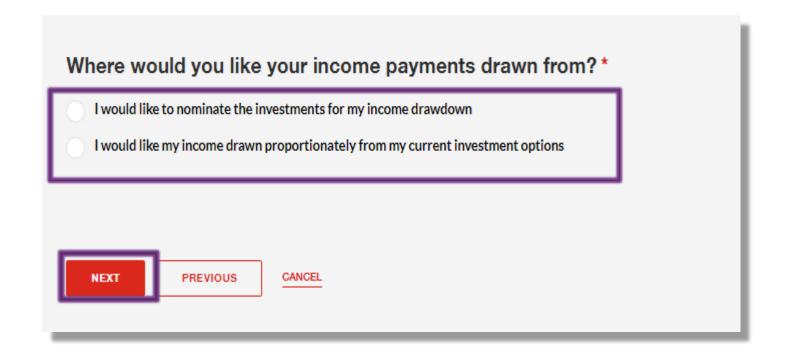




You will then be asked to review your investment change and confirm the cash allocation choice update.

If correct and you wish to proceed, select **Next.**





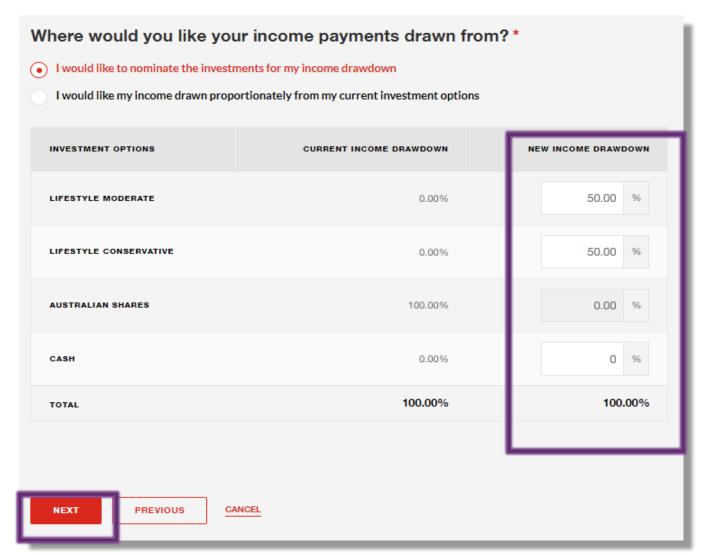
If you are invested in more than 1 option, the next step is to select where you would like your income payments drawn from*.

You can <u>nominate the investments</u>
<u>for your income drawdown</u> or
<u>draw your income proportionately</u>
<u>from your current investment</u>
<u>options</u>

Select **Next** to continue

^{*} Note - If you are only invested in one investment option, this question is not presented. The process is complete, and your will receive confirmation of your investment switch.





In this example, we have selected to nominate the investments for the income drawdown.

In the new income drawdown section, select the investments and the allocation for the drawdown.

You are unable to proceed until the selection equals 100%.

When you have finalised your selection, select **Next**.



Confirm your income drawdown change

Be sure to review the details below before submitting your changes.

It is important to note that requests to update your income drawdown made less than three Melbourne business days prior to your next income payment, may not take effect until your following payment.

INVESTMENT OPTIONS	CURRENT INCOME DRAWDOWN	NEW INCOME DRAWDOWN
LIFESTYLE MODERATE	0.00%	50.00%
LIFESTYLE CONSERVATIVE	0.00%	50.00%
AUSTRALIAN SHARES	100.00%	0.00%
CASH	0.00%	0.00%
TOTAL	100.00%	100.00%

I acknowledge that when there's insufficient funds in one of my nominated drawdown investment options, the available funds will be drawn from that investment option and the shortfall will be drawn proportionately from my other nominated drawdown investment options. If I only have one nominated drawdown investment option, funds will be drawn first from that option then proportionately from all my investment options.

SUBMIT PREVIOUS CANCEL

You will then be asked to review and confirm your income drawdown changes.

You will then be required to tick the box to confirm you wish to make the changes. As you can see in this example, you will be notified if there is insufficient funds in one of the nominated drawdowns. You will be advised of the options or you can select **previous** and amend your selection.

If correct and you wish to proceed, select Next.



Your have submitted changes to your investment details

Thank you for confirming your updated selections.

You will receive confirmation via your SuperOnline mailbox or by post according to your communication preference. You can view and update your communication preference anytime via your SuperOnline account.

Please note, Investment option switch instructions received before 5.30pm on a Melbourne business day will be transacted at the unit price declared for that day. Switch instructions received after 5.30pm on a Melbourne business day will be transacted at the unit price declared for the next Melbourne business day. Please note that the unit price for any given Melbourne business day is declared on the following Melbourne business day.

BACK TO MY INVESTMENTS

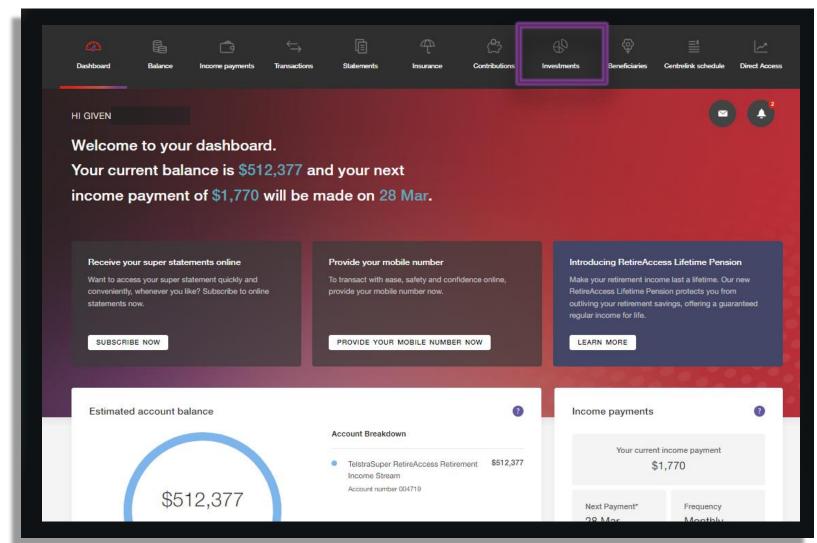
You will then receive confirmation you have submitted changes to your investment details.



HOW TO MODIFY THE CASH ALLOCATION

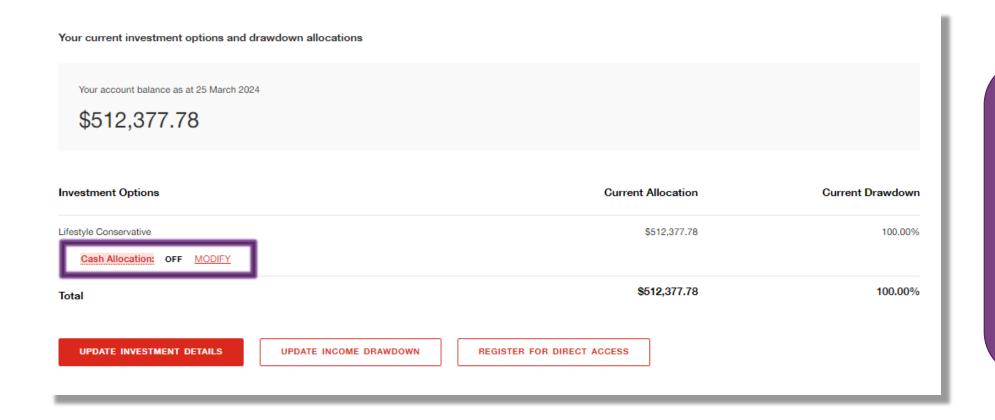






To modify the cash allocation online, from your SuperOnline dashboard, select the Investment tab at the top of the screen.





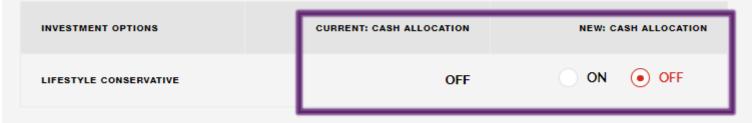
If you are invested in one of the Lifestyle options, you can view if the cash allocation feature is **ON/OFF**.

If you would like to alter your nomination, select **Modify**.



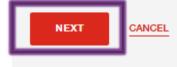
Update your cash allocation choice

The Cash Allocation feature is only available in the Lifestyle investment options. You can turn the Cash Allocation feature on or off at anytime. If you turn it on you will be set up with a Cash investment option which will receive the monthly allocation. You need to turn the Cash Allocation on by the last calendar day of the month for the payment to be made within the next month.



Review your income draw down instructions

If you are turning on the Cash Allocation feature for the first time, a <u>Cash investment option</u> will be opened. As a result you should review your income draw down instructions and confirm the investment options you would like to draw your income from, which can include the Cash investment option.



You can then modify by either turning the cash allocation either **ON/OFF**.

When you have finalised your selection, select **Next**.



receive a monthly allocation selection receive a monthly allocation.	on below. By turning on the Cash Allocation feat	ure, the Cash investment option
INVESTMENT OPTIONS	CURRENT: CASH ALLOCATION	NEW: CASH ALLOCATION
LIFESTYLE CONSERVATIVE	OFF	ON
I have read and understood the inform	nation:	
I have read and understood the inform	nation:	
	osure Statement and understand the risks and o	ther implications of selecting an

Review the changes and confirm you understand and have read the terms by ticking the checkbox.

Select **Submit** to continue.



Your Cash Allocation nomination has been submitted

Successful updates will be confirmed via your SuperOnline mailbox or by post according to your communication preference. You can view and update your communication preference anytime via your SuperOnline account.

You cannot make further changes to your investments while the change to your Cash Allocation is pending. Please check back on your account shortly and once confirmed you will be able to make changes to your investment choices and income drawdown should you chose to do so.

BACK TO MY INVESTMENTS

You will receive confirmation your cash allocation nomination has been submitted.



INTRODUCING TELSTRASUPER'S RETIREACCESS LIFETIME PENSION



TelstraSuper's Lifetime Pension

On November 1, 2023, TelstraSuper launched our RetireAccess Lifetime Pension. Our lifetime pension is an annuity-style product that can provide you with a guaranteed, regular and tax-free income payment in retirement for you and your spouse's lifetime, in exchange for a lump sum purchase price.

The benefit of the Lifetime Pension include:



Providing a guaranteed income stream for the rest of your life. This also includes payments to your spouse if they have been included as the reversionary life insured of your RetireAccess Lifetime Pension.



Having the flexibility to choose from several monthly payment options being either fixed, partially or fully indexed to inflation, indexed to changes in the RBA cash rate or indexed to your chosen market-linked index option.



Can help members **sustain higher levels of income** over their retirement and increase their Government Age Pension entitlements. Only part of the lifetime pension is assessed in Centrelink's asset and income tests.



Providing peace of mind, and the **confidence to spend** in retirement by guaranteeing income for life

Refer to <u>TelstraSuper's RetireAccess Lifetime Pension</u> for more information



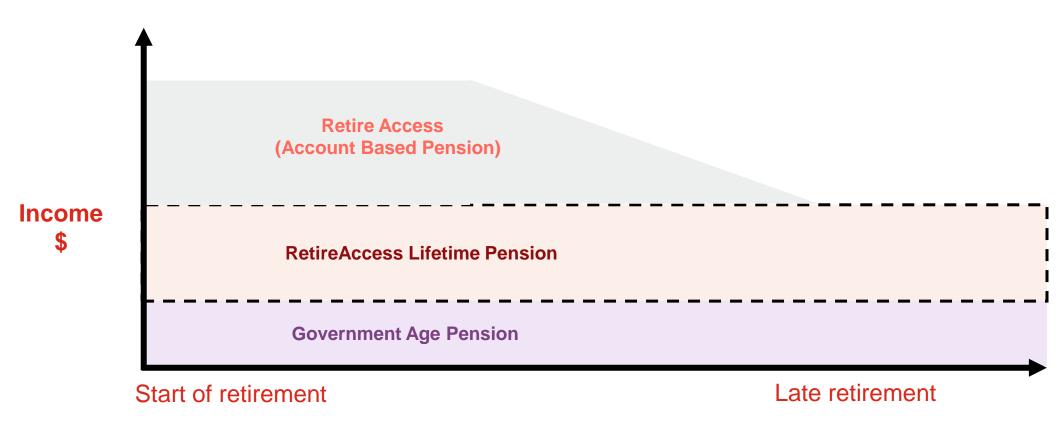
Refer to TelstraSuper Lifetime Pension Product Disclosure Statement and Target Market Determination located on TelstraSuper's website at Product Disclosure Statements and Guides | TelstraSuper.

The benefits provided by RetireAccess Lifetime Pension are supported by a life insurance policy issued to Telstra Super Pty Ltd, the trustee of TelstraSuper ("Trustee") by Challenger Life Company Limited (ABN 44 072 486 938) (AFSL 234670) ("Challenger"). The Trustee, as issuer of the RetireAccess Lifetime Pension product, does not provide any guarantee in respect of the product. The guarantee is provided by Challenger Life under the life policy issued to the Trustee. The Trustee relies wholly on Challenger Life to pay your pension and will not pay your pension under a RetireAccess Lifetime Pension if Challenger Life is unable to.

Improve retirement income

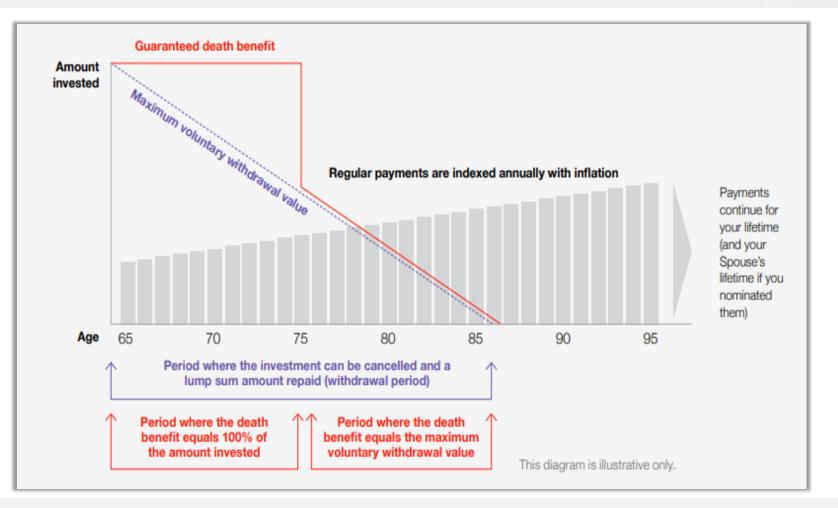


Solutions to help members maximise their income in retirement with greater flexibility and certainty



TelstraSuper's lifetime pension





- Guaranteed payments for life:
 Irrespective of market performance
 or how long a member lives
- Multiple payment options
- The lifetime pension offers a withdrawal value and a guaranteed death benefit for a period based on life expectancy
- Favourable Centrelink asset test treatment

This example is based on a 65-year-old female with CPI-indexed payments.

The benefits provided by RetireAccess Lifetime Pension are supported by a life insurance policy issued to Telstra Super Pty Ltd, the trustee of TelstraSuper ("Trustee") by Challenger Life Company Limited (ABN 44 072 486 938) (AFSL 234670) ("Challenger").

The Trustee, as issuer of the RetireAccess Lifetime Pension product, does not provide any guarantee whatsoever in respect of the product. The guarantee is provided by Challenger Life under the life policy issued to the Trustee. The Trustee relies wholly on Challenger Life to pay your pension and will not pay your pension under a RetireAccess Lifetime Pension if Challenger Life is unable to.



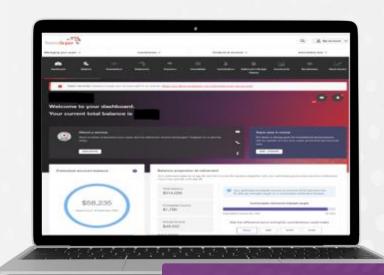
HOW TELSTRASUPER CAN ASSIST



Keeping in touch with your super



- ✓ Update your personal details
- ✓ Provide your personal email address
- Check your account balance
- Review your insurance cover
- ✓ View your nominated beneficiaries and make a non-binding nomination
- Review your investment options and investment returns
- Keep track of pre-tax contributions against the concessional contribution caps
- Review benefit statements
- View latest contributions and transactions



Available on **Android** and Apple iOS. TelstraSuper

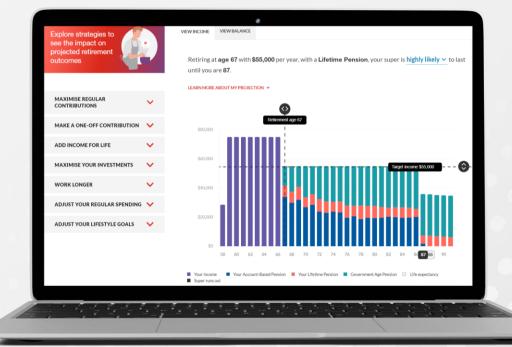
Log into SuperOnline at www.telstrasuper.com.au

HOW TELSTRASUPER CAN ASSIST

Retirement lifestyle planner







- You can set your goals and where you want to be at retirement helping you to determine how much income you may need to support your retirement lifestyle
- Allows you to assess the impact that different scenarios could have on your goals/retirement outcomes such as planned career breaks/time off to raise children, making lump sum withdrawals and making additional contributions
- See how much Government Age Pension you may qualify for and include other investments, assets and income that you may have

The information you provide in the calculator will be used by TelstraSuper Pty Ltd to provide you with an illustrative income projection. However, it may not take into account all of your relevant personal needs and circumstances and it is not intended to replace financial advice. A financial planner can assess your financial needs more broadly, can help you optimise your financial position and can provide you with specific financial product advice. We recommend that, prior to acting on any information contained in this calculator, you consider the relevant Product Disclosure Statement and Target Market Determination.

Access the calculators www.telstrasuper.com.au/information-hub/calculators

Meet the Guidance Specialist team



- Provide general advice relating to your retirement options and generate a Lifetime Pension quote.
- Provide assistance with online tools and calculators
- Provide assistance with locating and completion of application forms
- Educate our members
- Discuss the advice services available
- Offer as much time as required to ensure our members are happy and comfortable with next steps
- Phone appointments are at no additional cost and can be utilised as often as required



Godwin Mifsud Guidance Specialist



Agnes Waclawik Guidance Specialist



Stephen Gilhooley Guidance Specialist

The Guidance Specialist team can provide general advice for the RetireAccess Lifetime pension and on most super related topics over the phone during a prearranged appointment to ensure our members fully understand all their options while on the path to retirement and throughout.

To arrange an appointment with a TelstraSuper Financial Planning Guidance Specialist email education@telstrasuper.com.au

Four financial advice services to empower you





SUPER sorter

Simple phone advice and info designed to help you maximise your super.

No additional cost to members

Included in membership



STEP it up

Want to take that next step with your super or finances? We'll find you a simple solution.

Low cost Options

\$500 - \$900 per topic per person (+GST if applicable)



BIG picture it

Let's check out your whole financial situation and make a plan.

One off fee for service

\$1000 - \$3000 (+GST if applicable)



STAY on track

Ongoing expert advice on super and wealth. We'll nudge and encourage you, keeping you on track as life changes.

Annual fee for service

\$1750^ pa or \$2300 ^pa depending on advice (+GST if applicable)

Financial advice is provided by Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705. TSFP is wholly owned by TelstraSuper Pty Ltd (TSPL) in its capacity as trustee for the Telstra Superannuation Scheme (TelstraSuper). Refer to the current **TSFP Financial Services Guide (FSG)** on our website **Financial Planning and Advice | TelstraSuper** for important information about the services. Advice fees are current as at 1 October 2023.

^The ongoing advice service provides our clients with a review of the advice previously provided by us within the last 12 months, however if additional advice is required outside of this scope, due to changes in client's circumstances, additional costs may apply. Further information about costs are included in the client agreement

Get financially fit with TelstraSuper Financial Planning

Get financially fit with a financial health check

Expert advisers from TelstraSuper Financial Planning can help you by reviewing your financial objectives and creating a plan to help support you in achieving your financial goals.

It all starts with a small step of talking to a financial adviser from TelstraSuper Financial Planning, who can address one or all of the following topics and more:



Preparing for retirement



Buying your first house



Saving goals



Investing



Protecting your family



Managing debt

Expert advisers from TelstraSuper Financial Planning are ready to assist with complementary 30-minute financial health checks through pre-arranged telephone meetings.

To request a financial health check email education@telstrasuper.com.au

Telstra Super Financial Planning Pty Ltd ABN 74 097 777 725 AFSL 218705 is wholly owned by Telstra Super Pty Ltd ABN 86 007 422 522 in its capacity as trustee for the Telstra Superannuation Scheme ABN 85 502108 833, which is referred to as TelstraSuper. Fees may apply after the initial appointment.

*Please refer to the following privacy policies: <u>Telstra Super Financial Planning Pty Ltd and Telstra Super Pty Ltd Privacy Policies</u>

Current as at 15th April 2024. This work is copyright and no part may be reproduced by any process without prior written permission from Telstra Super.





THANKS FOR YOUR TIME



We're happy to answer your questions



1300 033 166

8:30am - 6:00pm (Melbourne time) Monday to Friday



On demand education hub



education@telstrasuper.com.au



Telstrasuper.com.au



Live chat via website















Your leading profit-to-member fund

This presentation contains factual information and general advice only. It has been prepared without taking into account your objectives, financial situation and needs. Before you act on any information or make any financial decision, you should consider whether it is appropriate having regard to your personal circumstances. If you are considering acquiring a financial product you should obtain the relevant product disclosure statement (PDS) and target market determination (TMD) before making any decision. You may wish to consult an Adviser before you make any decisions relating to your financial affairs. To speak with an Adviser from TelstraSuper Financial Planning, call 1300 033 166. The taxation information in the presentation is factual information only. If you require taxation advice you should consult your accountant or tax adviser.