

TODAY'S TOPIC

Super 123

Thank you for joining us.
We will commence shortly.



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.

If you are not a TelstraSuper member, we cannot offer, request or invite you to purchase a financial product after this session, without your prior consent. We can, however, provide you with factual information about the benefits and features of the different superannuation products that TelstraSuper has available. If you are considering acquiring a financial product, you should obtain the relevant product disclosure statement before making a decision. 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's products, please contact us by email at contact@telstrasuper.com.au or use the Contact Form on the website to make a request about a specific product, and we will arrange for a Member Contact Centre Consultant to call you to discuss that product. Alternatively, you can call our Member Contact Centre Consultants on 1300 033 166 to ask for further information about our products



**WHY IS SUPER
IMPORTANT?**



**CONSIDER
CONTRIBUTING AND
CONSOLIDATING**



**ASSESS YOUR
INSURANCE NEEDS**



**REVIEW YOUR
INVESTMENT OPTIONS**



**HOW TELSTRASUPER
CAN ASSIST**



QUESTIONS



**WHY IS SUPER
IMPORTANT?**



WHY IS SUPER IMPORTANT?

What are the facts?



10.5%

Employers are required to pay a minimum of **10.5%** of your salary into super.



\$3.4 trillion

The pool of super money in Australia is worth **\$3.4 trillion** at the end of the March 2022 quarter.



\$13.8 billion

The total number of lost or unclaimed super across Australia totalled **\$13.8 billion**, as at 30 June 2020.



Assets

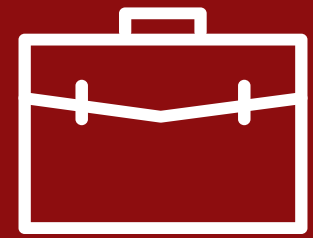
For most people, super is likely to be their **largest financial asset** apart from the family home.

Source: www.ato.gov.au/About-ATO/Research-and-statistics/In-detail/Super-statistics/Super-accounts-data/Lost-and-unclaimed-super-by-postcode/?=banner_sup_sec_Find_Lost_super*
www.superannuation.asn.au/resources/superannuation-statistics#:~:text=Superannuation%20Statistics,of%20the%20June%202020%20quarter.
<https://www.superannuation.asn.au/resources/superannuation-statistics>

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WHY IS SUPER IMPORTANT?

Investing in super



When employed

- Your employer is required to contribute 10.5% of your salary as compulsory superannuation guarantee contributions into your nominated super fund so you will have money for your retirement.
- Any pre-tax contributions you make into super, will be taxed concessional at 15%*.
- Your superannuation is invested by your fund and any investment earnings are also taxed up to 15%.
- Compounding is an important part of investing. Compounding is the investment returns generated on the returns you've already earned.



In retirement

- After age 60 when you stop working and retire, any withdrawals you make from your super fund are not taxed.
- If you decide to commence a retirement income stream, there is no tax applied to your investment earnings (You can commence a retirement income stream up to the transfer balance cap limit**).
- After age 60 when you stop working and retire, you are able to leave your super in your accumulation account. There is no requirement to commence a retirement income stream.
- Compounding is an important part of investing. Compounding is the investment returns generated on the returns you've already earned.

*It is important to be aware that there are limits and conditions on how much you can contribute each year.

**Every individual will have their own personal transfer balance cap of between \$1.6 and \$1.7 million, depending on their circumstances. If you start a retirement phase income stream for the first time on or after 1 July 2021, you will have a personal transfer balance cap of \$1.7 million. If you had a transfer balance account before 1 July 2021, your personal transfer balance cap may vary.

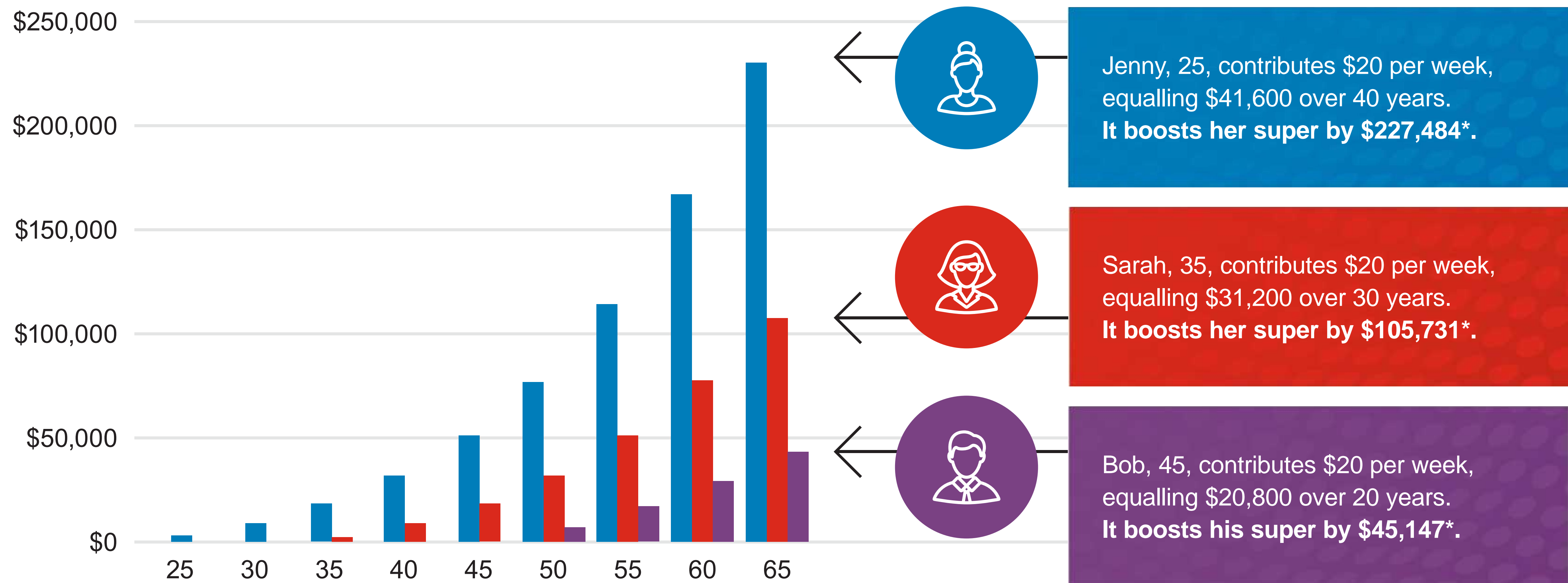


**CONSIDER
CONTRIBUTING AND
CONSOLIDATING**

1

1 CONSIDER CONTRIBUTING AND CONSOLIDATING

Maximising contributions



* Based on no initial balance, weekly regular deposit of \$20 until age 65, an investment return of 7% p.a. net of fees, taxes and other costs, retirement age of 65. Not discounted to today's dollars. Past performance is not a reliable indicator of future performance. 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 it 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. Source: www.moneysmart.gov.au/budgeting/compound-interest-calculator

Summary of contribution caps



Pre-tax

(concessional contributions)

Employer contributions, salary sacrifice, personal deductible contributions, insurance premiums paid by your employer

15% tax rate

Annual contribution cap **\$27,500**

Rolling 5-year catch up

If your total super balance is less than \$500,000 as at end of the previous financial year, any unused concessional contributions cap amounts can be carried forward for up to five years before they expire.



Post-tax

(non-concessional contributions)

Contribution made from after-tax income and spouse contributions

0% tax on the way in

Annual contribution cap **\$110,000[^]**

Bring forward rule^{^#}

If your total super balance is less than \$1.7 million individuals aged under 75 may be able to make up to three years' worth of post-tax contributions (up to \$330,000^{**}) to their super in a single year.

* From 1 July 2022, the work test has been removed. From 1 July 2022, individuals aged between 67 to 74 are able to make or receive personal contributions and salary sacrificed contributions without meeting the work test, subject to the existing contribution caps. However, they will be required to meet the work test to claim a deduction for personal contributions. To satisfy the work test you must complete at least 40 hours of paid work in a period of not more than 30 consecutive days in the financial year in which you plan to make non-concessional contributions.

[^] Subject to the \$1.7 million total superannuation balance cap. Individuals with a total superannuation balance of \$1.48 million or more are not able to utilise the full bring forward rule.

[#] Must be under age 75 at the start of the financial year and meet other eligibility criteria.

^{**} Once you trigger the bring-forward arrangement in a year, any change to the non-concessional contributions cap for the bring-forward period doesn't apply to you. The bring-forward cap amount is set based on the cap in the first year of the period.

Source: www.ato.gov.au/Rates/Key-superannuation-rates-and-thresholds/?page=3 | www.ato.gov.au/Individuals/Super/In-detail/Growing-your-super/Super-contributions---too-much-can-mean-extra-tax/

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1 CONSIDER CONTRIBUTING AND CONSOLIDATING



Important contribution caps

↑ Total super balance

Includes all superannuation funds and retirement income streams

\$1.7 million

No further post-tax (non-concessional) contributions

If the total superannuation balance across all your superannuation and retirement income streams (not just your TelstraSuper account) is equal to or greater than \$1.7 million at the end of the previous financial year.

Transfer balance cap ↑

Maximum amount that can be transferred from superannuation accumulation funds into the tax-free retirement phase

\$1.7 million[^]

Example

John retires at age 62 with a total super balance of \$2 million. He is able to commence a retirement income stream with up to \$1.7 million[^]. John can leave the remaining \$300,000 in his superannuation accumulation account and access this money when needed tax-free as he has retired and reached his superannuation preservation age.

TelstraSuper Financial Planning has a team of phone-based Advisers who can provide you with simple advice in relation to your contributions. There's no additional cost for our phone-based advice as this is included in your TelstraSuper membership. You can contact us on 1300 033 166 or request an appointment with our online contact form. Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705 wholly owned by Telstra Super Pty Ltd as trustee for the Telstra Superannuation Scheme (TelstraSuper)

[^]Every individual will have their own personal transfer balance cap of between \$1.6 and \$1.7 million, depending on their circumstances. If you start a retirement phase income stream for the first time on or after 1 July 2021, you will have a personal transfer balance cap of \$1.7 million. If you had a transfer balance account before 1 July 2021, your personal transfer balance cap may vary.

1 CONSIDER CONTRIBUTING AND CONSOLIDATING

Consolidate accounts



There are literally billions of dollars of lost money out there and some of it could be yours.

Multiple super accounts



- Multiple insurance policies
- Multiple account fees
- Multiple statements
- Multiple logins

One super account



- One insurance policy
- One account keeping fee
- One statement
- One login

Before consolidating your super you should consider the implications of consolidating your super funds (eg. insurance, tax, fees and benefits) and in particular, review any insurance cover you have within those funds in which you are still a member, which could be impacted. **If you choose to consolidate your accounts into TelstraSuper you'll lose any insurance cover held with your current funds. Consider transferring your current eligible Death and TPD cover from your current funds.** Consider if consolidating is right for you. Think about seeking financial advice before making a decision to consolidate your super.



ASSESS YOUR INSURANCE NEEDS

2

Insurance within super



Death Cover

Provides a lump sum for your dependents or your legal personal representative in the event of your death.

Lump sum



Terminal Illness Benefit

Pays a lump sum if you're diagnosed with a terminal illness and the insurer is satisfied, on medical or other evidence, that the illness, despite reasonable medical treatment, will lead to your death within 24 months of the date of the certification. This is an advance on the death benefit.

Lump sum



Total & Permanent Disability Cover (TPD)

Pays a lump sum if you become totally and permanently disabled and unable to work due to sickness or an accident.

Lump sum

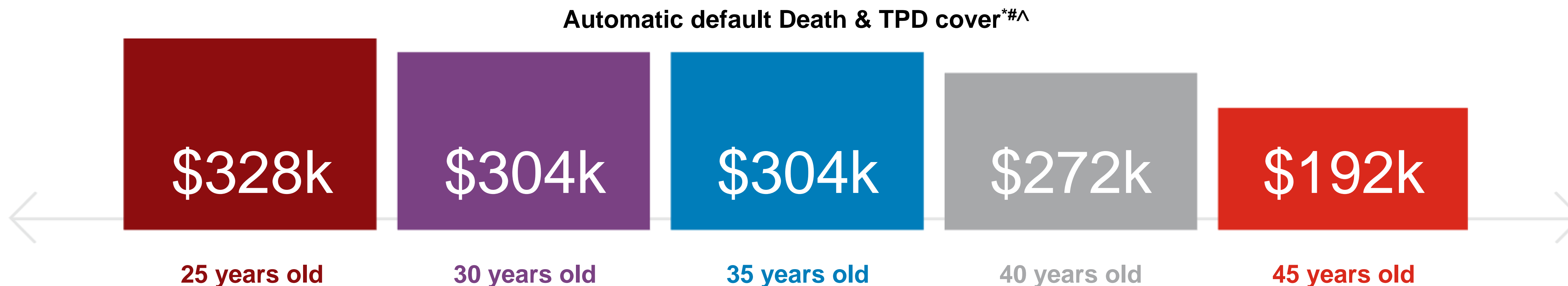


Income Protection Cover

Provides a monthly income protection benefit plus a monthly super contribution if you're partially disabled or totally disabled and are unable to work due to sickness or accident.

Monthly income

TelstraSuper Corporate Plus default insurance



Default Income Protection[^]

Your Income Protection benefit payment will be up to **75% of your salary** with an additional **10%** of your salary paid into your super fund

If you're a TelstraSuper Corporate Plus member, your default insurance cover is for Death & TPD insurance. This is generally paid for by your employer as an employee benefit [°]

If you are aged under 25 or have an account balance that is less than \$6,000 you must opt in within 120 days of commencing employment to receive member paid insurance cover subject to 'At Work' requirements. If cover is required 120 days after joining the fund, you will need to apply and be assessed by our insurer.

*Death & TPD default cover is calculated based on a salary of \$80,000 p.a.

[^] To be eligible for default cover in TelstraSuper Corporate Plus, you must join TelstraSuper within 120 days of commencing employment otherwise all cover is subject to application and acceptance. Income protection is not available to casual employees.

[°] For many permanent full-time and part-time TelstraSuper Corporate Plus members, your Default Death & TPD Cover is currently paid by your Employer, as an employee benefit, except for employees of Sensis (new employees from 1 July 2014), 1300 Australia, Chief Entertainment and Telstra SNP Monitoring, Telstra Health and Telstra Purple (new employees from 1 June 2019) where premiums will be deducted from your account quarterly in arrears or on withdrawal if you leave TelstraSuper Corporate Plus. It also excludes members who don't have their Superannuation Guarantee (SG) contributions paid to TelstraSuper. As a casual employee, if you satisfy the Default Cover Conditions, you will receive an age-based level of Default Death & TPD Cover, however the premiums are not paid for by your employer.

Refer to the relevant Product Disclosure Statement, Target Market Determination and TelstraSuper Insurance Guide dated 1 July 2022 for full terms and conditions.

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Who can receive your death benefit?

Your eligible dependents are:



Binding nomination

A valid binding death benefit nomination gives you certainty about who will receive your benefit in the event of your death and means TelstraSuper must pay your death benefit to the beneficiaries nominated in the proportion set out in the nomination. To be valid and in effect, the binding nomination must meet all the superannuation law requirements.

Non-Binding nomination

A non-binding nomination is not binding on the Trustee of TelstraSuper. The Trustee will take your nomination into consideration when determining to whom to pay your death benefit.

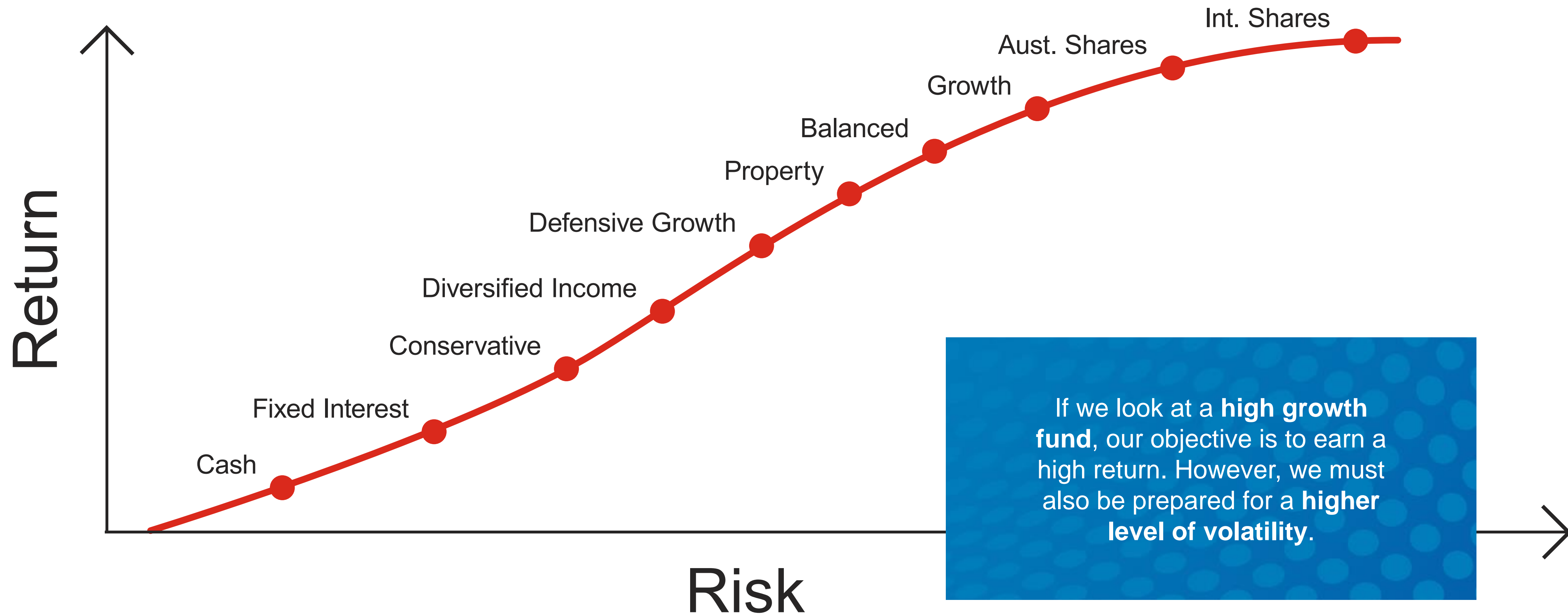
* Legal personal representative is the person nominated by you to be the executor of your Will or appointed to distribute your assets according to the laws of the relevant State or Territory. Current as at 13 September 2022. This work is copyright and no part may be reproduced by any process without prior written permission from TelstraSuper.



REVIEW YOUR INVESTMENTS

3

Investment choice



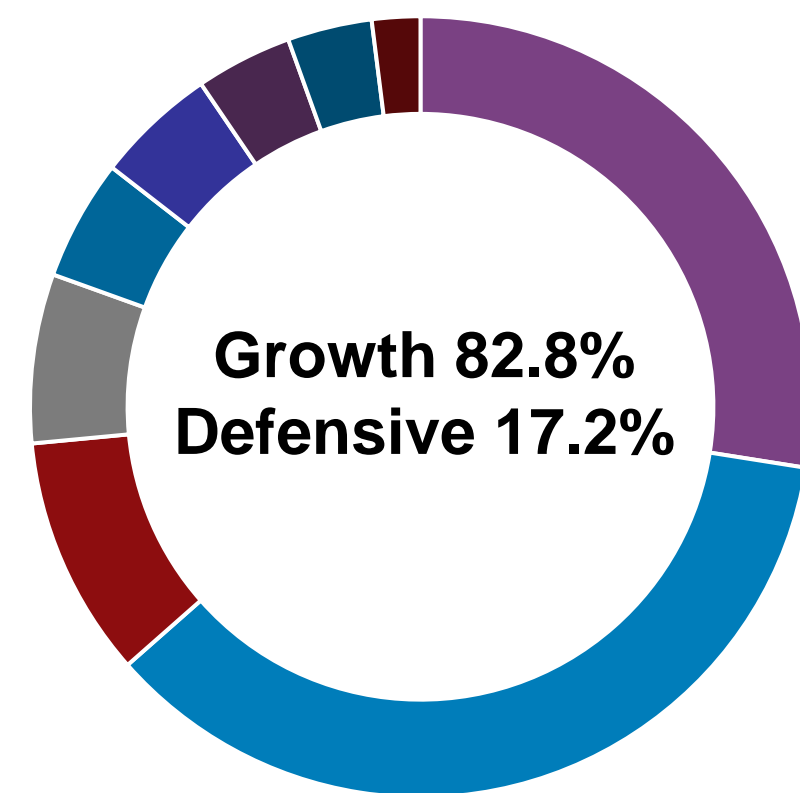
Source: TelstraSuper Investment Guide and Target Market Determination dated 1 July 2022.

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MySuper options

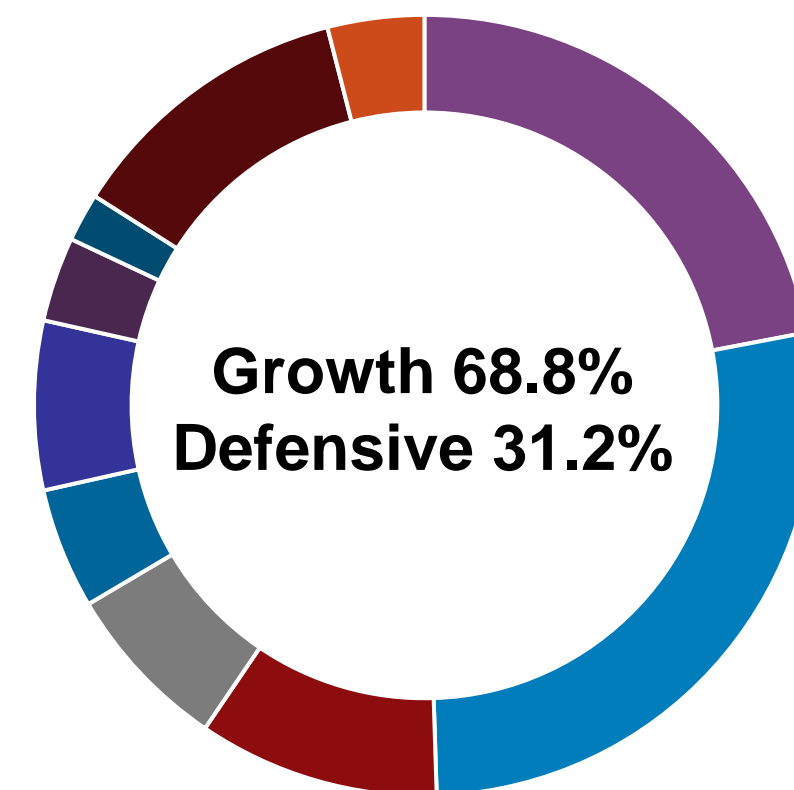


MySuper Growth (under 45)



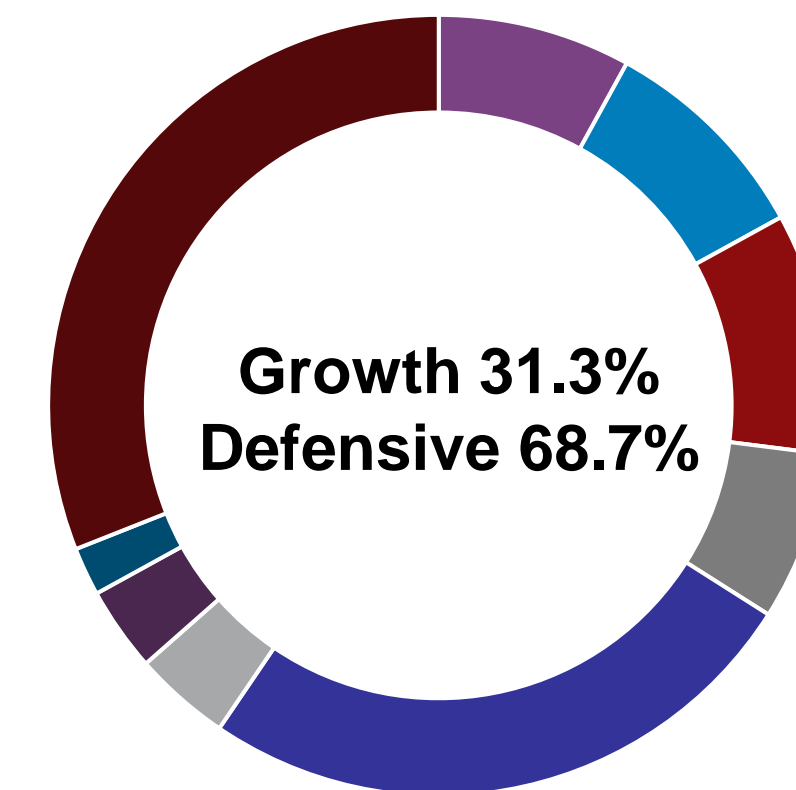
- Australian shares 27.5%
- International Shares 36%
- Unlisted Property 10%
- Infrastructure 7%
- Private Markets 5%
- Cash 5%
- Alternative Debt 4%
- Opportunities 3.5%
- Listed Property Trusts 2%

MySuper Balanced (45 to under 65)



- Australian shares 22%
- International Shares 27.5%
- Unlisted Property 10%
- Infrastructure 7%
- Private Markets 5%
- Cash 7%
- Opportunities 3.5%
- Listed Property Trusts 2%
- Diversified Fixed Interest 12%
- Alternative Debt 4%

MySuper Conservative (65 and over)



- Australian Shares 8%
- International Shares 9%
- Unlisted Property 10%
- Infrastructure 7%
- Cash 25.5%
- Alternative Debt 4%
- Opportunities 3.5%
- Listed Property Trusts 2%
- Diversified Fixed Interest 31%

Investment options for Accumulation

Investment option	Growth / Defensive assets	Investment objective CPI	Risk of negative return	Suggested investment timeframe
Growth	82.8% / 17.2%	+3.5% pa	4–6 years in 20	7–10 years
Balanced	68.8% / 31.2%	+3% pa	4–6 years in 20	5–10 years
Diversified Income	53.8% / 46.2%	+2%pa	3–4 years in 20	4–8 years
Defensive Growth	53.3% / 46.7%	+2% pa	3–4 years in 20	4–8 years
Conservative	31.3% / 68.7%	+1% pa	1–2 years in 20	3–10 years
International Shares	100 / 0%	+3.5% pa	6 or more years in 20	8–10 years
Australian Shares	100 / 0%	+3.5% pa	6 or more years in 20	8–10 years
Property	57.5% / 42.5%	+3% pa	4–6 years in 20	5–7 years
Fixed interest	0 / 100%	Refer footnote#	2–3 years in 20	4–8 years
Cash	0 / 100%	Refer footnote*	Less than 0.5 years in 20	0–2 years

The above information relates to TelstraSuper’s accumulation account.

#The fixed interest return objective as per the investment guide is to outperform the Bloomberg AusBond Bank Bill Index, adjusted for tax +0.5% pa.

*The Cash option return objective as per the investment guide is to outperform the Bloomberg AusBond Bank Bill Index, adjusted for tax.

The Bloomberg AusBond Bank Bill Index is a commonly used benchmark for cash-like investments. It measures the return earned on a diversified portfolio of different types of short-term cash investments.

Cash investments are generally taxed at 15% in the superannuation accumulation phase.

Source: TelstraSuper Investment Guide and Target Market Determination dated 1 July 2022

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Fees and costs



Fee type	TelstraSuper Corporate Plus	
Administration fees and costs	✓	\$1.00 per week + 0.17% per annum
Investment fees and costs	✓	Range 0.07% p.a. – 1.40% p.a. depending on your chosen investment option. Deducted in the calculation of unit prices daily
Buy / sell spread	✓	The buy cost or sell cost ranges from 0% to 0.10% depending on the investment option.
Switching fee	✗	
Transaction costs	✓	Range from 0.04% p.a. – 0.19%p.a. depending on the investment option. Deducted in the calculation of unit prices daily.
Contribution fees	✗	
Comprehensive personal advice fees	✓	Ranges from \$1,000 to \$2,750 (plus GST where applicable) depending on the nature and complexity of advice required.
Insurance premiums	✓	Default cover generally paid for by your Telstra Group Employer
Exit fees	✗	

Refer to TelstraSuper Corporate Plus Product Disclosure Statement, Target Market Determination, and Additional Information about your Super Guide dated 1 July 2022, and TelstraSuper Financial Planning Financial Services Guide dated 1 July 2022 for full fee details.

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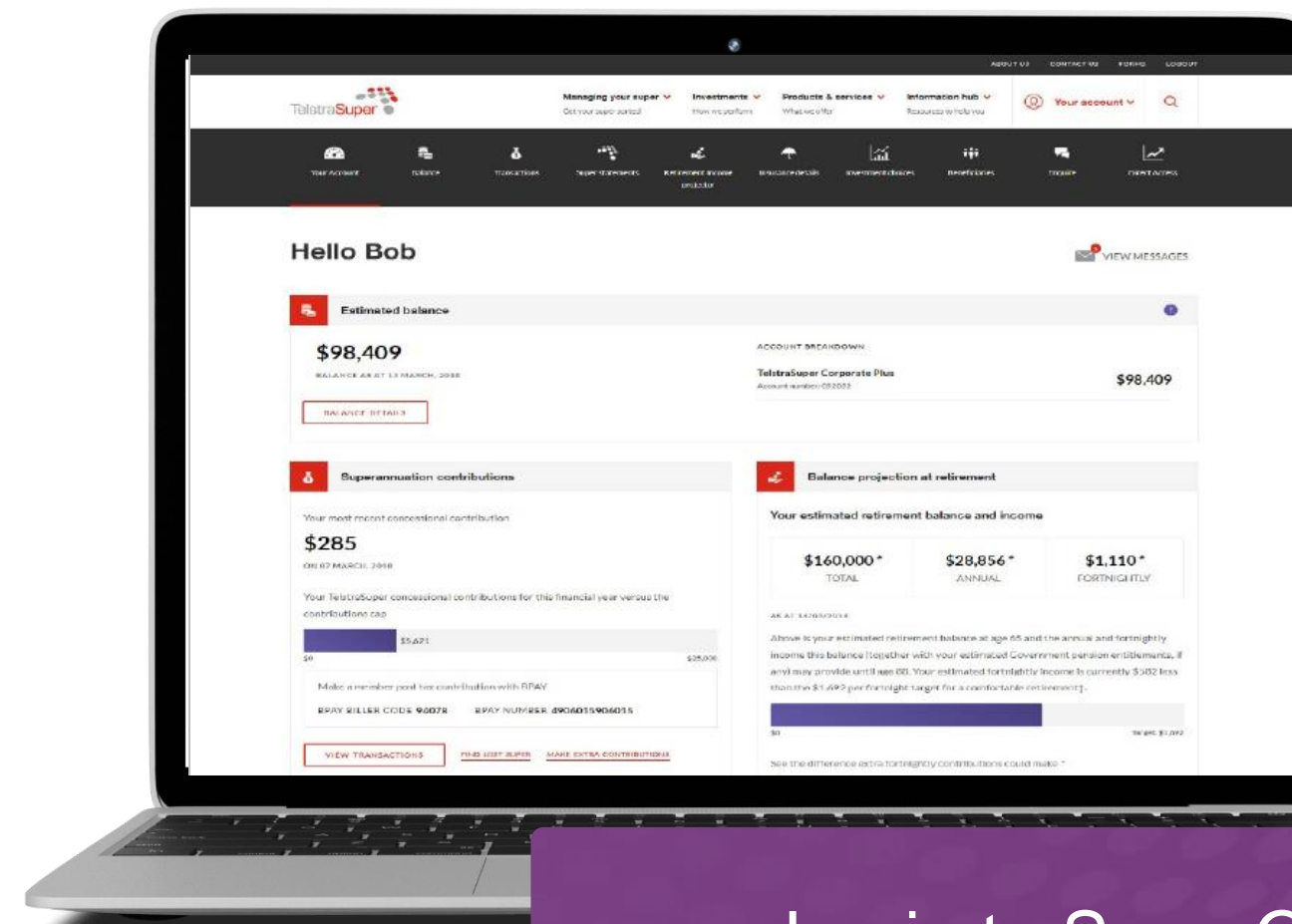
HOW TELSTRASUPER CAN ASSIST



Keeping in touch with your super



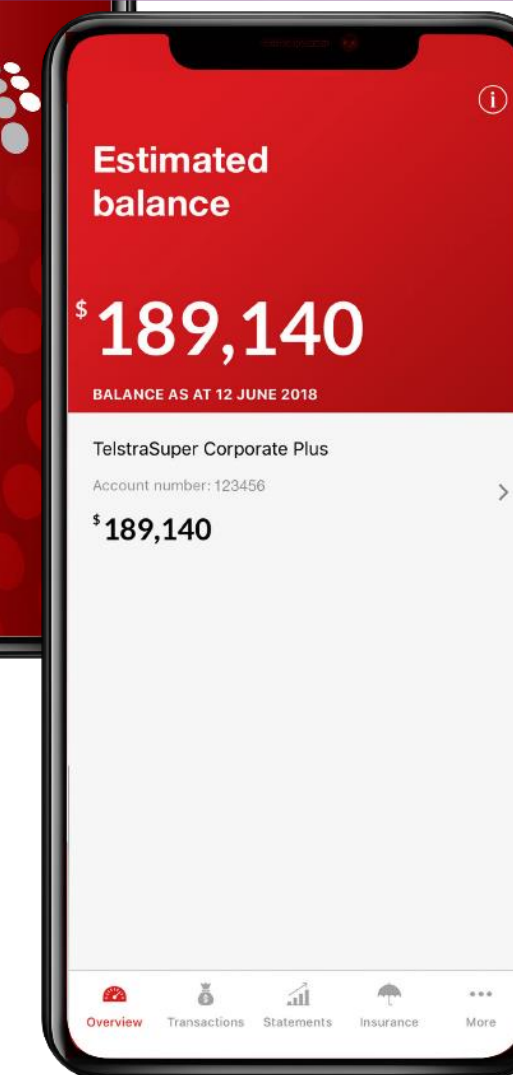
- ✓ Update your email address and personal details
- ✓ Check your account balance
- ✓ Review your insurance cover
- ✓ View your nominated beneficiaries and make a non-binding nomination
- ✓ Review your investment options and investment returns
- ✓ Keep track of pre-tax contributions against the concessional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



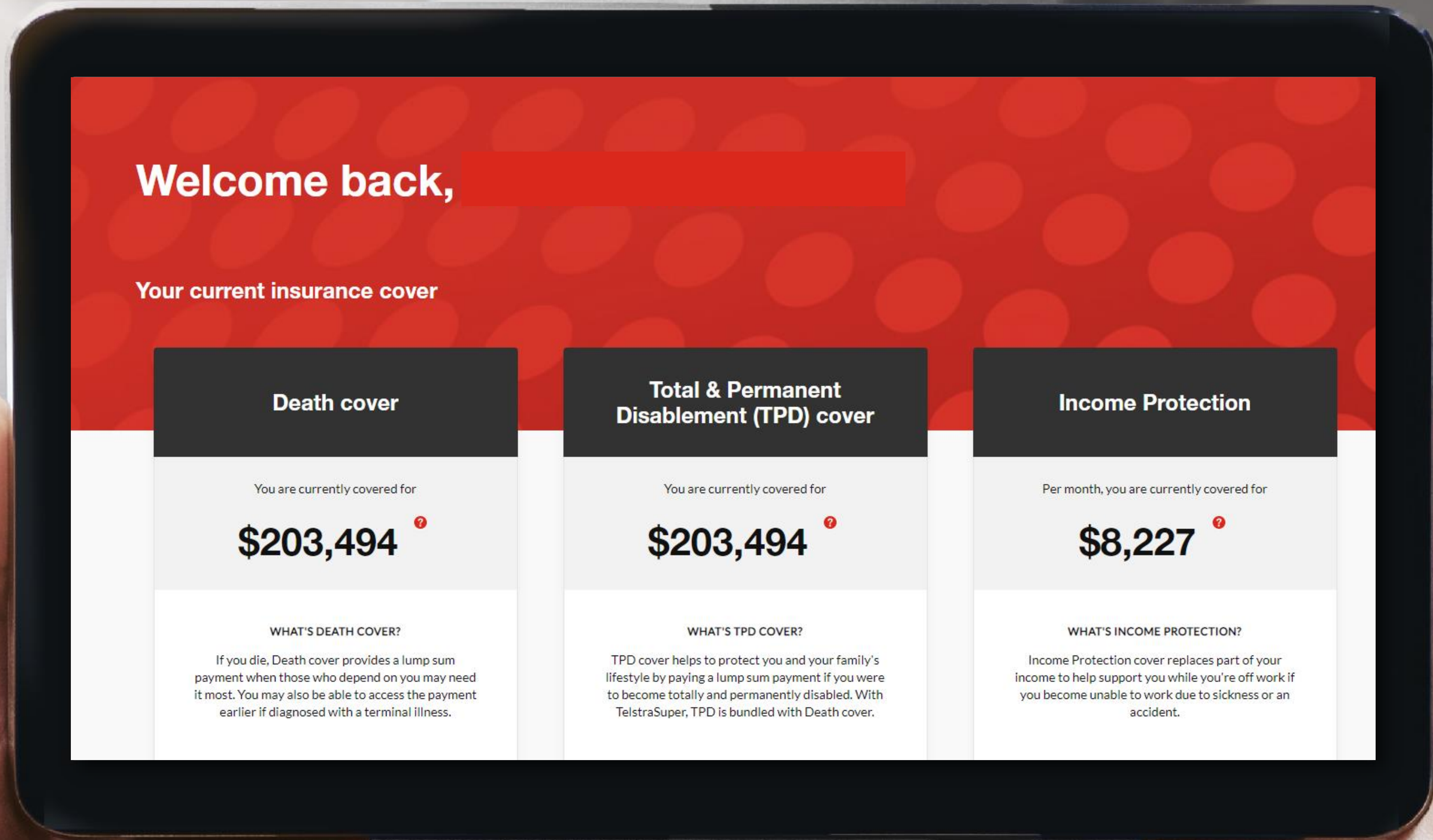
Login to SuperOnline at telstrasuper.com.au



Available on
Android
and **Apple iOS.**



Insurance portal



Welcome back,

Your current insurance cover

Death cover	Total & Permanent Disablement (TPD) cover	Income Protection
You are currently covered for \$203,494 [?]	You are currently covered for \$203,494 [?]	Per month, you are currently covered for \$8,227 [?]
WHAT'S DEATH COVER? If you die, Death cover provides a lump sum payment when those who depend on you may need it most. You may also be able to access the payment earlier if diagnosed with a terminal illness.	WHAT'S TPD COVER? TPD cover helps to protect you and your family's lifestyle by paying a lump sum payment if you were to become totally and permanently disabled. With TelstraSuper, TPD is bundled with Death cover.	WHAT'S INCOME PROTECTION? Income Protection cover replaces part of your income to help support you while you're off work if you become unable to work due to sickness or an accident.

HOW TELSTRASUPER CAN ASSIST

Retirement projector



Any advice contained in this Retirement Projector is of a general nature only and does not take into account the personal needs and circumstances of any particular individual. Prior to acting on any information contained in this projector, you need to take into account your own financial circumstances, consider the product disclosure statement for any product you are considering and seek professional advice from a Financial adviser.

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Four financial advice services to empower you



SUPER *sorter*

Simple phone advice and info to max your super.

No additional cost to members



STEP *it up*

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

Low cost options



BIG *picture it*

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

One off fee for service



STAY *on track*

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

Annual fee for service

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 (www.telstrasuper.com.au) for important information about the services.

Share the fund *love*

We're open to everyone

Exciting news! If you're a TelstraSuper member, you can refer your friends and family.

As new members, they'll enjoy all the benefits of membership, just like you. So share the fund love.

telstrasuper.com.au/refer



Happy to answer your questions.



1300 033 166

8:30am - 5:30pm (Melbourne time) Monday to Friday



talkingsense@telstrasuper.com.au



telstrasuper.com.au



**As a leading profit-to-member fund, TelstraSuper is committed to helping our members build a financially secure future.
As a current TelstraSuper member, you are able to refer friends and family members to join TelstraSuper.**

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