

TODAY'S TOPIC

# Super-er Women

Thank you for joining us.  
We will commence shortly



Make your  
life more  
**super-er.**



# 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 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.



WOMEN AND  
SUPER



CONTRIBUTE  
EXTRA



CHOOSE THE RIGHT  
INVESTMENT OPTION



REVIEW YOUR  
INSURANCE



HOW TELSTRASUPER  
CAN ASSIST



QUESTIONS



# WOMEN AND SUPER

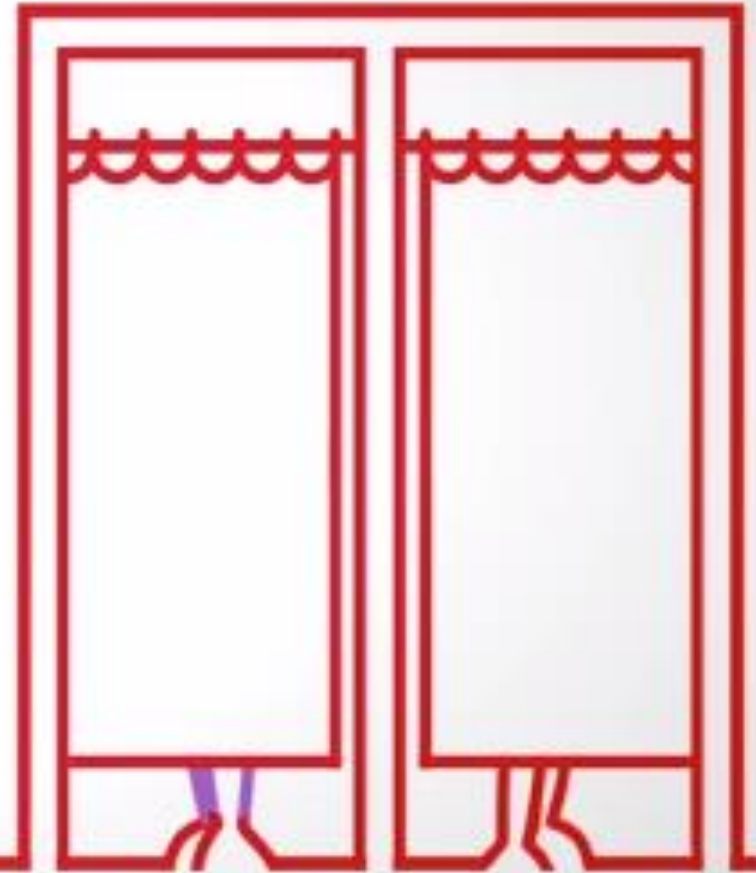


# GET SUPER SAVY SOONER



## YOUR SUPER

How to make  
it more super!



Super Conversations



- ✓ 43% of women work part time
- ✓ The average female salary is \$44,000 (including part time workers)
- ✓ An estimated 220,000 women miss out on \$125 million in super contributions as they do not meet the minimum income amount of \$450 per month requirement from one employer (as many women work more than one part time job)
- ✓ On average, woman on average take 5 years out of the workforce to care for children or a family member
- ✓ On average, women live five years longer than men on average
- ✓ Women currently retire with 47% less super than men on average
- ✓ 40% of older single retired women live in poverty and experience economic insecurity in retirement



**CONTRIBUTE  
EXTRA**



# Maximising contributions

	25 Emma	35 Jane	45 Sophie
Weekly contribution	\$20	\$20	\$20
Total amount contributed to age 65	\$41,600	\$31,200	\$20,800
Estimated boost to retirement savings*	\$227,484	\$105,731	\$45,147

\*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.

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Source: Source: <https://moneysmart.gov.au/budgeting/compound-interest-calculator>



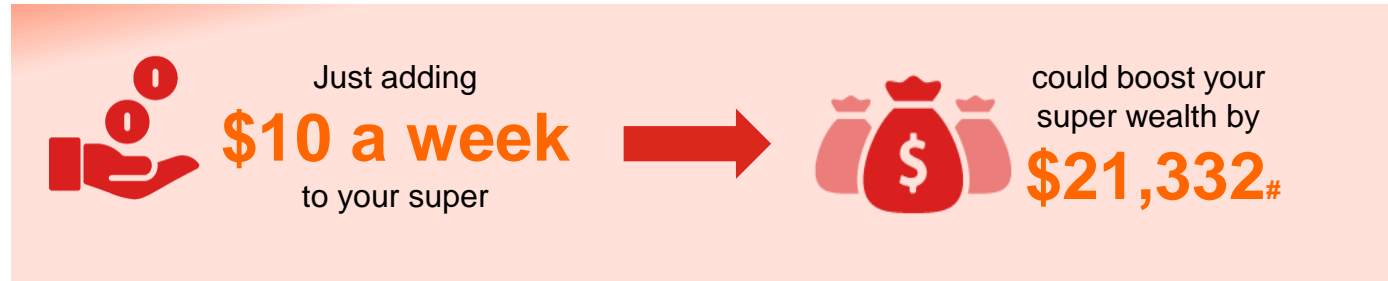
# Small amounts can make a big difference



Making your coffee  
at work each day  
could add \*  
**\$56,742**  
to your future



Cooking an extra meal  
at home each month \*\*  
could add  
**\$17,170**  
to your super egg



Just adding  
**\$10 a week**  
to your super

→

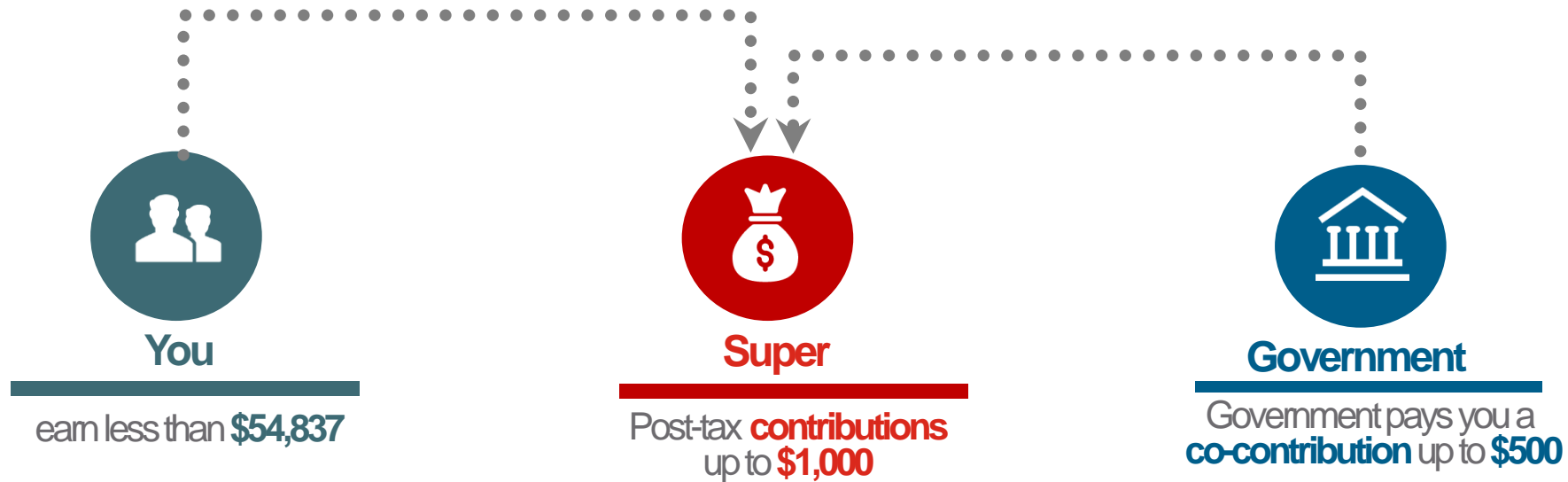
could boost your  
super wealth by  
**\$21,332.#**

\*Calculation made using [superguru.com.au](https://www.superguru.com.au) calculator and based on a 30-year-old person putting an additional \$116 each month into their super account, assuming 4.8%pa growth over 37 years.

\*\*Calculation made using [superguru.com.au](https://www.superguru.com.au) calculator and based on a 30-year-old person putting an additional \$35 each month into their super account, assuming 4.8%pa growth over 37 years.

#Calculation made using [superguru.com.au](https://www.superguru.com.au) calculator and based on a 30-year-old person putting an additional \$10 each week (\$43 per month) into their super account, assuming 4.8%pa growth over 37 years. Calculations are in today's dollars.

# Government co-contribution



Annual Income	\$39,837 or less	\$42,837	\$45,837	\$48,837	\$51,837	\$54,837 or more
Personal contribution of \$1,000	\$500	\$400	\$300	\$200	\$100	Nil

The above information is based on the 2020/21 financial year. To receive the co-contribution, your total income must be less than the higher income threshold for that financial year and your personal contributions must reach your super fund by 30 June each year for you to receive a government co-contribution for that financial year. Other eligibility criteria apply.

Source: <https://www.ato.gov.au/Individuals/Super/In-detail/Growing-your-super/Super-co-contribution/?anchor=Makingpersonalsupercontributions#Makingpersonalsupercontributions>

# 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 \$25,000

### 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 \$100,000 \*<sup>^</sup>

### Bring forward rule <sup>^</sup>#

If your **total super balance** is less than \$1.6 million individuals aged under 65 may be able to make up to three years' worth of post-tax contributions (up to \$300,000) to their super in a single year.

\* For the 2020-21 financial year, you must meet the work test if aged 67 to 74 or satisfy the work test exemption criteria. 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. The work test exemption means you can also make personal contributions during the first financial year you don't meet the work test if your total superannuation balance at the end of the previous financial year is less than \$300,000.

<sup>^</sup> Subject to \$1.6 million total superannuation balance cap. Individuals with a total superannuation balance of \$1.4 million or more are not able to utilise the full bring forward rule.

# Must be under 65 at the start of the financial year and meet other eligibility criteria.

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

# Summary of contribution caps



## Total super balance

**\$1.6 million**

Includes all superannuation fund and retirement income streams

### 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 \$1.6 million at the end of the previous financial year.

## Transfer balance cap

**\$1.6 million**



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

### 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 \$1.6 million. John can leave the remaining \$400,000 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 super 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– which is wholly owned by Telstra Super Pty Ltd (TSPL).

# Consolidate accounts

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

Every dollar counts in superannuation and holding multiple accounts means you're paying multiple sets of fees. Multiple super accounts aren't just messier with more paperwork to manage – they can eat into your savings too.

## Before combining your super you should:

- ✓ Consider the implications of consolidating your super funds (eg insurance, tax and fees) 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;
- ✓ **Before consolidating your super, you should consider whether this is right for you. Think about seeking financial advice before you make a decision to consolidate your super.**





**CHOOSE THE  
RIGHT INVESTMENT**

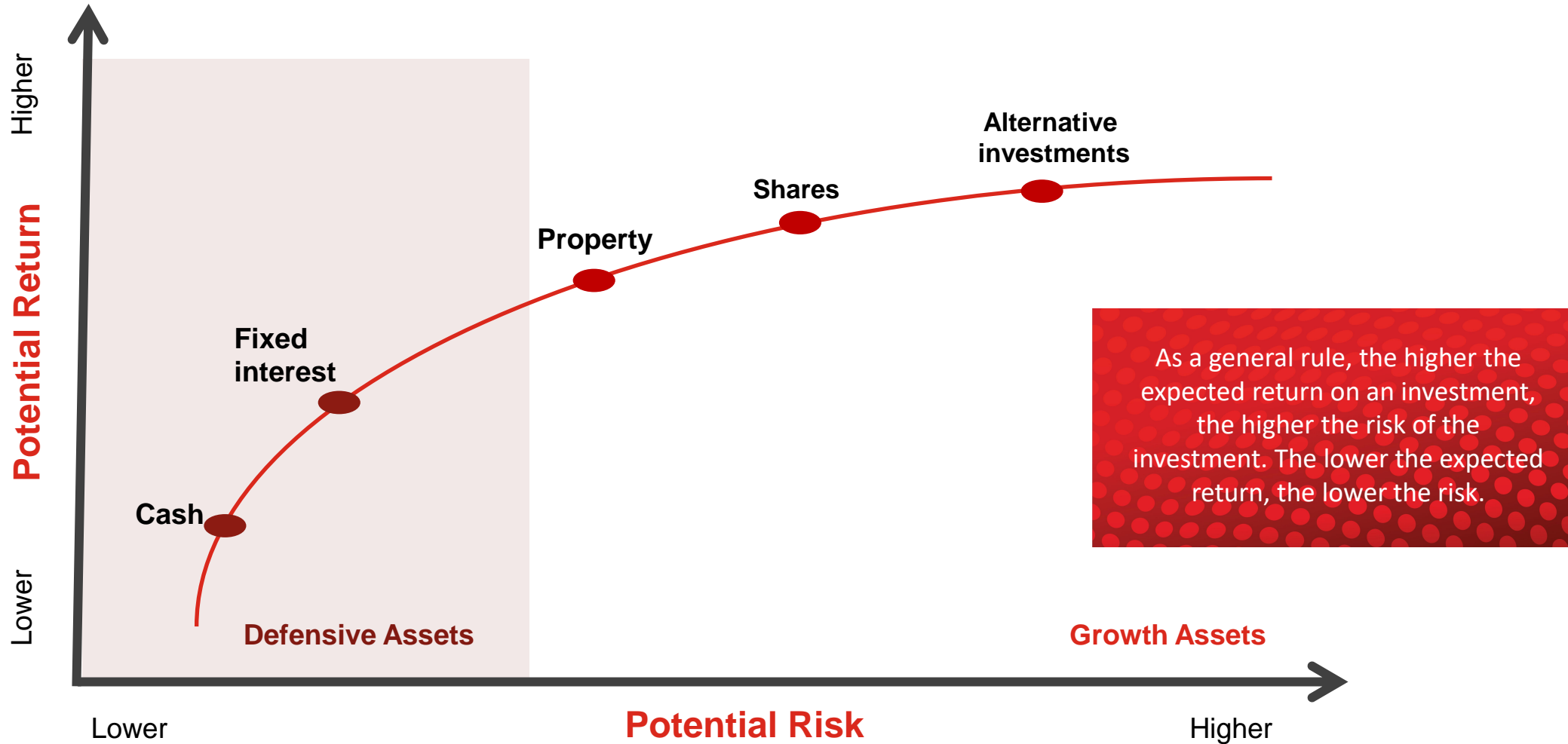


# What type of investor are you?



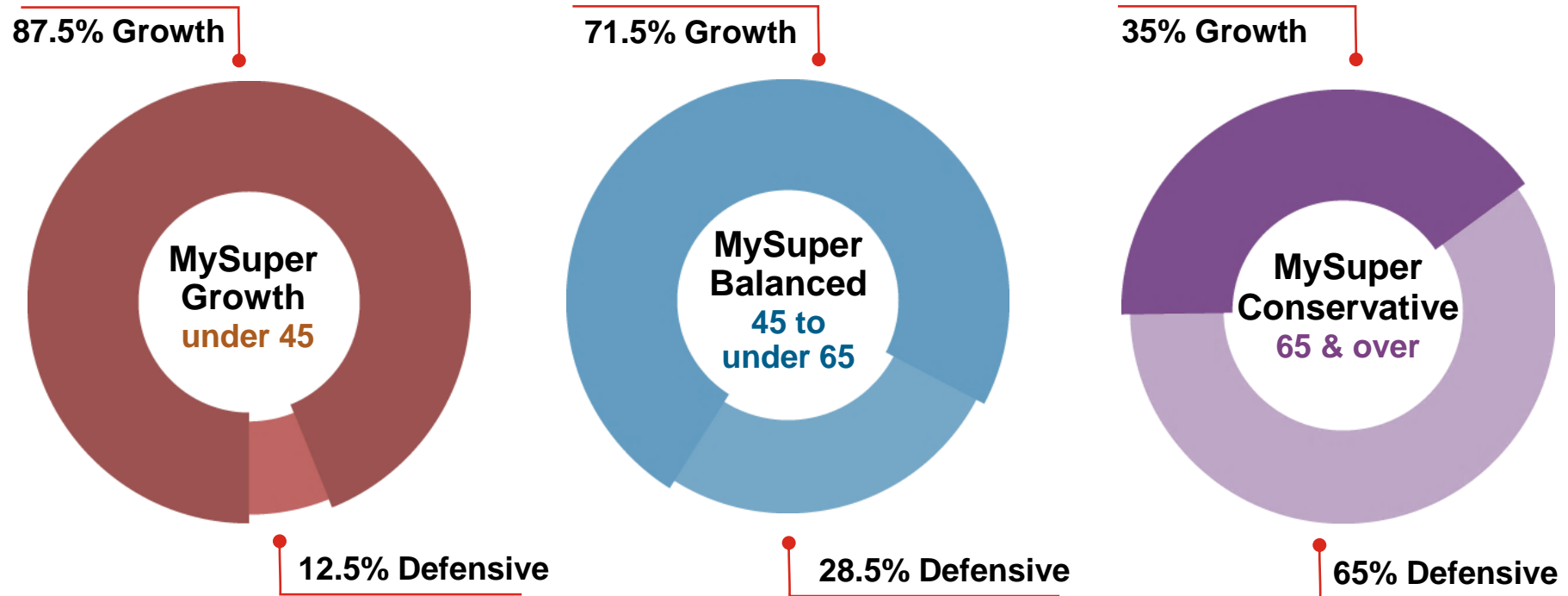
1. What do you want to achieve?
2. How long do you want to invest for?
3. How do you react to volatility?
4. What other investments do you have?
5. Do you need help with your investments?

# Risk v's return





# Understanding MySuper



# Investment options

Investment Option	Growth / Defensive assets	Investment objective CPI	Risk of negative return	Suggested investment timeframe
<b>Growth</b>	87.5 / 12.5%	+ 3.5% pa	4 - 6 years in 20	7 – 10 years
<b>Balanced</b>	71.5 / 28.5%	+ 3% pa	4 - 6 years in 20	5 – 10 years
<b>Diversified Income</b>	54.5% / 45.5%	+ 2%pa	3 - 4 years in 20	4 – 6 years
<b>Defensive Growth</b>	54.5% / 45.5%	+ 2% pa	3 - 4 years in 20	4 – 6 years
<b>Conservative</b>	35 / 65%	+ 1.5% pa	1 - 2 years in 20	3 - 10 years
<b>International Shares</b>	100 / 0%	+ 3.5% pa	4 - 6 years in 20	8 - 10 years
<b>Australian Shares</b>	100 / 0%	+ 3.5% pa	6 or more years in 20	8 - 10 years
<b>Property</b>	57.5 / 42.5%	+ 3% pa	3 - 4 years in 20	5 - 7 years
<b>Fixed interest</b>	0 / 100%	Outperform CPI	2 - 3 years in 20	4 - 6 years
<b>Cash</b>	0 / 100%	Refer footnote*	Less than 0.5 years in 20	0 - 2 years

\*The Cash option investment objective is to outperform the Bloomberg AusBond Bank Bill Index, on a pre-tax basis. 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 1 July 2020



**REVIEW YOUR  
INSURANCE**



# Insurance within super

## Death cover

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

## Terminal illness benefit

Pays lump sum if you're diagnosed with a terminal illness which is a life expectancy of less than 24 months. This is an advance on the death benefit.

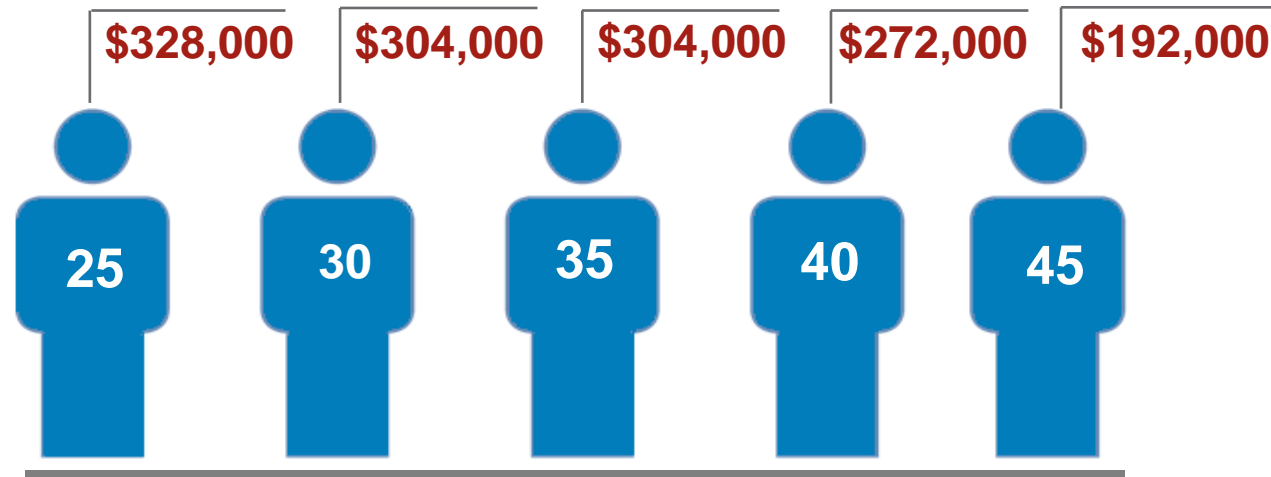
## Total and permanent disability cover (TPD)

If you became totally and permanently disabled and unable to work due to sickness or an accident, you could receive a lump sum payment.

## Income protection cover

Income Protection insurance 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.

# TelstraSuper Corporate Plus default insurance



**Automatic default Death and TPD cover\*#**

Your Income Protection benefit payment will be up to **75% of your salary** plus **10% paid to your super**



**If you're a TelstraSuper Corporate Plus member, your default insurance cover is for Death and TPD insurance which is generally paid for by your Telstra Group Employer\*\***

\* To be eligible for default cover in TelstraSuper Corporate Plus, you must join TelstraSuper within 120 days of commencing employment with your Telstra Group employer  
# 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 with your Telstra Group employer 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 answer risk control questions. \*\*Death and TPD default cover is calculated based on a salary of \$80,000 p.a. Refer to the relevant Product Disclosure Statement and TelstraSuper insurance guide 1 July 2020 for full terms and conditions

## Who would you like to get your death benefit?

You can nominate one or more of your dependants or Legal personal representative to receive your death benefit. Your eligible dependants are:

- ✓ Spouse
- ✓ Child
- ✓ Financial dependant
- ✓ Interdependency relationship
- ✓ Legal personal representative - is the person:
  - nominated by you to be the executor of your Will
  - appointed to distribute your assets according to the laws of the relevant State or Territory.

### 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

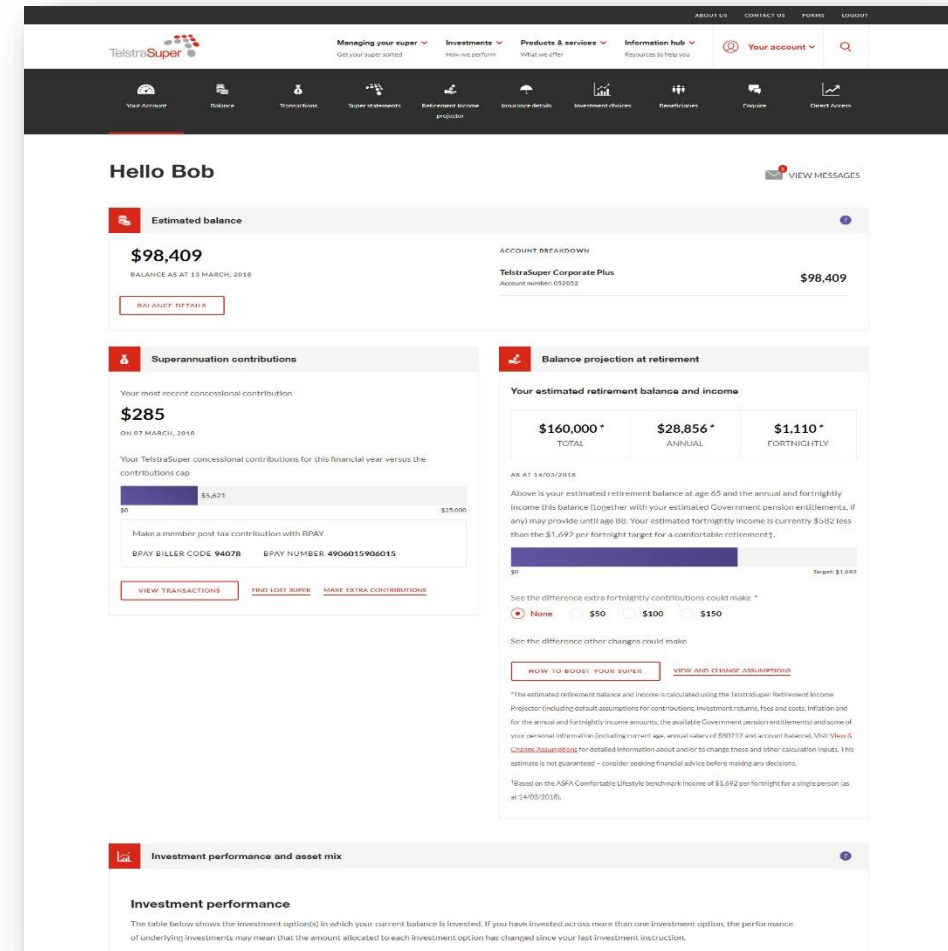
A non-binding nomination is not binding on the Trustee of TelstraSuper. The Trustee will take your nomination into consideration when determining to whom to pay your death benefit.



# HOW TELSTRASUPER CAN ASSIST

## [www.telstrasuper.com.au](http://www.telstrasuper.com.au)

- ✓ Update your email address and personal details
- ✓ Check your account balance
- ✓ Review your insurance cover
- ✓ View your nominated beneficiaries
- ✓ Make a non-binding nomination
- ✓ Review your investment options
- ✓ Pre-tax contributions against the concessional contributions cap
- ✓ Benefit statements
- ✓ Latest contributions



**Hello Bob** VIEW MESSAGES

**Estimated balance**

**\$98,409**  
BALANCE AS AT 13 MARCH, 2018

[BALANCE RETAIL](#)

**ACCOUNT BREAKDOWN**

TelstraSuper Corporate Plus **\$98,409**  
Account number: 032032

**Superannuation contributions**

Your most recent concessional contribution

**\$285**  
ON 07 MARCH, 2018

Your TelstraSuper concessional contributions for this financial year versus the contributions cap

Bar chart showing contributions: \$0, \$1,621, \$15,000

Make a member post tax contribution with BPAY

BPAY BILLER CODE: 94078    BPAY NUMBER: 4906015906015

[VIEW TRANSACTIONS](#)   [FIND LOST SUPER](#)   [MAKE EXTRA CONTRIBUTIONS](#)

**Balance projection at retirement**

Your estimated retirement balance and income

<b>\$160,000*</b> TOTAL	<b>\$28,856*</b> ANNUAL	<b>\$1,110*</b> FORTNIGHTLY
----------------------------	----------------------------	--------------------------------

AS AT 14/03/2018

Above is your estimated retirement balance at age 65 and the annual and fortnightly income this balance (together with your estimated Government pension entitlements, if any) may provide until age 80. Your estimated fortnightly income is currently \$332 less than the \$1,492 per fortnight target for a comfortable retirement.

Bar chart showing income: \$0, Target \$1,492

See the difference extra fortnightly contributions could make \*

None    \$50    \$100    \$150

See the difference other changes could make

[HOW TO BODEE YOUR SUPER](#)   [VIEW AND CHANGE ASSUMPTIONS](#)

\*The estimated retirement balance and income is calculated using the TelstraSuper Retirement Income Projector (including default assumptions for contributions, investment returns, fees and costs, inflation and for the annual and fortnightly income amounts, the available Government pension entitlements) and some of your personal information (including current age, annual salary of \$30,717 and account balance). Visit [View & Change Assumptions](#) for detailed information about and/or to change these and other calculation inputs. This estimate is not guaranteed - consider seeking financial advice before making any decisions.

\*Based on the ASFA Comfortable Lifestyle benchmark income of \$1,492 per fortnight for a single person (as at 14/03/2018).

**Investment performance and asset mix**

**Investment performance**

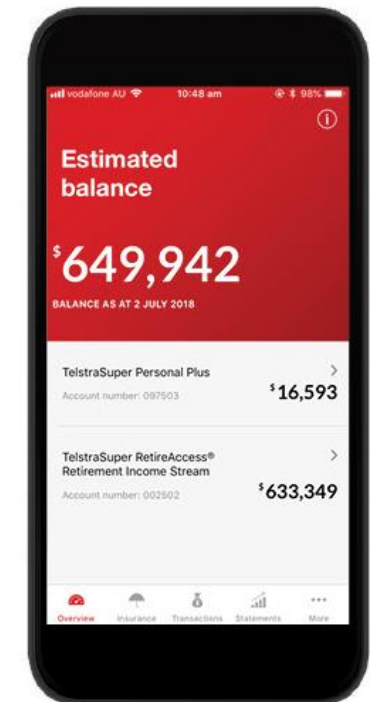
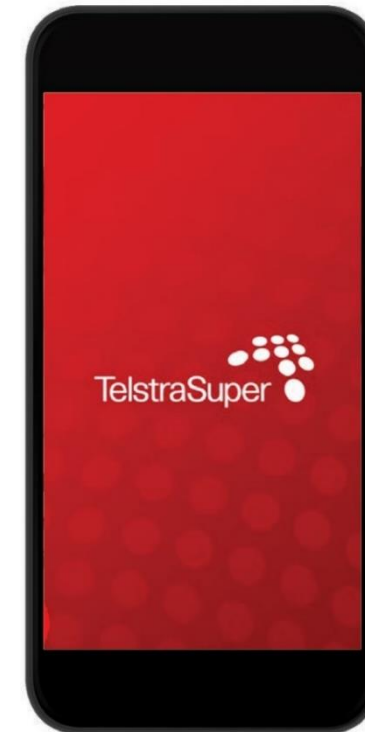
The table below shows the investment option(s) in which your current balance is invested. If you have invested across more than one investment option, the performance of underlying investments may mean that the amount allocated to each investment option has changed since your last investment instruction.



# TelstraSuper app – Apple iOS and Android

## Easy access to:

- ✓ Estimated account balance
- ✓ Investment options, allocation of units and investment returns
- ✓ Latest contributions
- ✓ Pre-tax contributions against the concessional contributions cap
- ✓ Benefit statements
- ✓ Insurance cover
- ✓ Transactions
- ✓ Digital Member Card
- ✓ Contact TelstraSuper



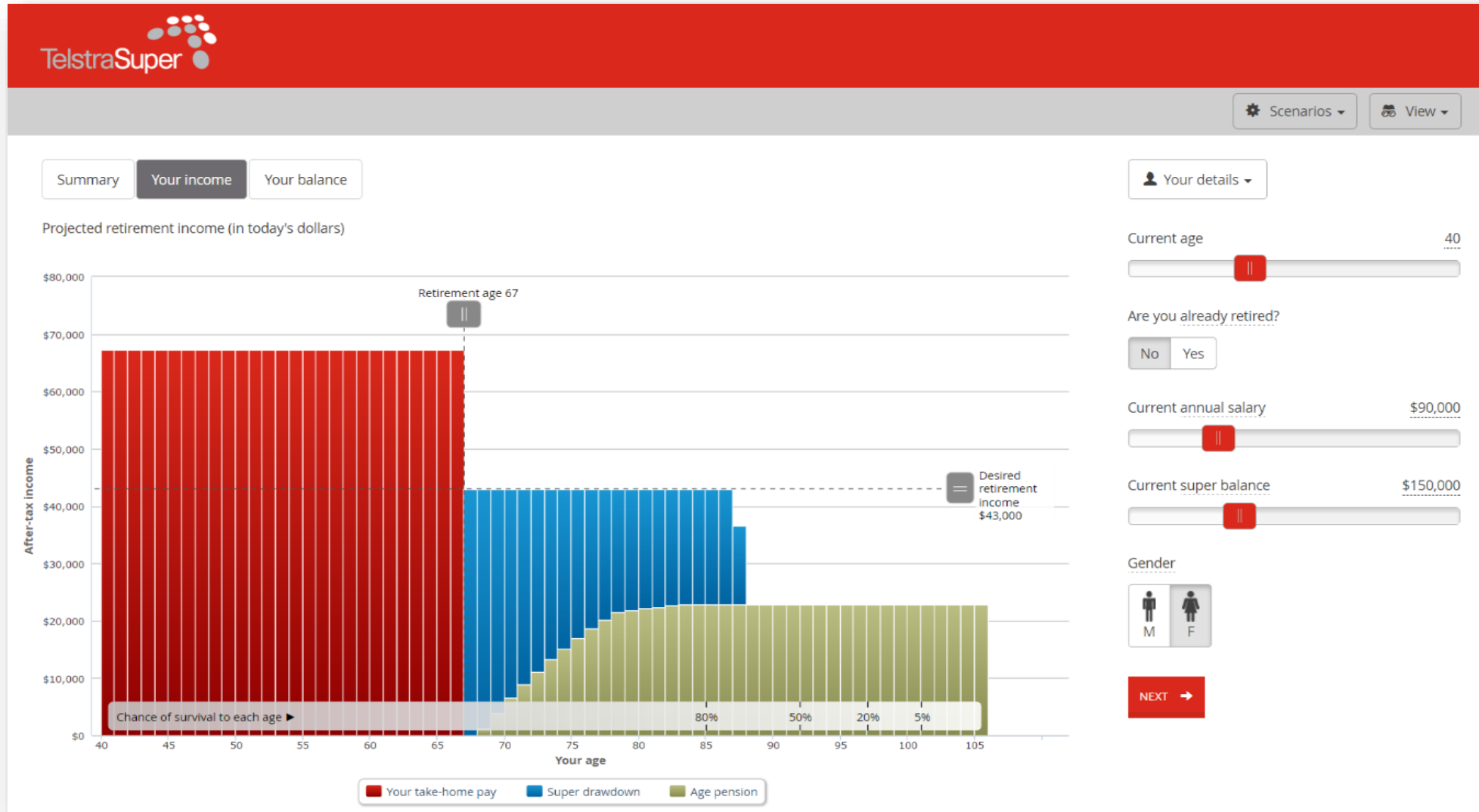
# HOW TELSTRASUPER CAN ASSIST Insurance portal



The screenshot shows the TelstraSuper insurance portal interface. At the top, there is a navigation bar with the TelstraSuper logo, 'About us', and 'Contact us' links. On the right side of the navigation bar, there is a user profile icon and a 'Logout' button. The main content area has a red background with a pattern of overlapping circles. A large white box contains the text 'Welcome back,'. Below this, the text 'Your current insurance cover' is displayed. Three cards are shown, each representing a different type of insurance cover:

- Death cover:** You are currently covered for **\$203,494**. Below this, it asks 'WHAT'S DEATH COVER?' and explains that 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. A 'LEARN MORE' button with a right arrow is at the bottom.
- Total & Permanent Disablement (TPD) cover:** You are currently covered for **\$203,494**. Below this, it asks 'WHAT'S TPD COVER?' and explains that 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. A 'LEARN MORE' button with a right arrow is at the bottom.
- Income Protection:** Per month, you are currently covered for **\$8,227**. Below this, it asks 'WHAT'S INCOME PROTECTION?' and explains that 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. A 'LEARN MORE' button with a right arrow is at the bottom.

# Retirement projector





### Advice over the phone

- ✓ General and simple personal advice over the phone about your TelstraSuper account including contributions, investment options and insurance cover through TelstraSuper
- ✓ Provided at no additional cost as part of your membership



### Advice in person

- ✓ Comprehensive personal advice available on a one-off or on-going basis. An advice fee applies.
- ✓ Ongoing advice service is available at a competitive price.
- ✓ Video meetings available



The fund you trust  
with your super, is now  
there for your friends.

**Invite a friend.  
We'll do the rest.**

[telstrasuper.com.au/refer](https://telstrasuper.com.au/refer)



**Competitive  
fees**



**Profits back  
to you**



**Strong long-term  
performance**



**Simple advice  
on your super**



**When we win,  
you win!**



**Responsible  
investors**

# Happy to answer your questions.



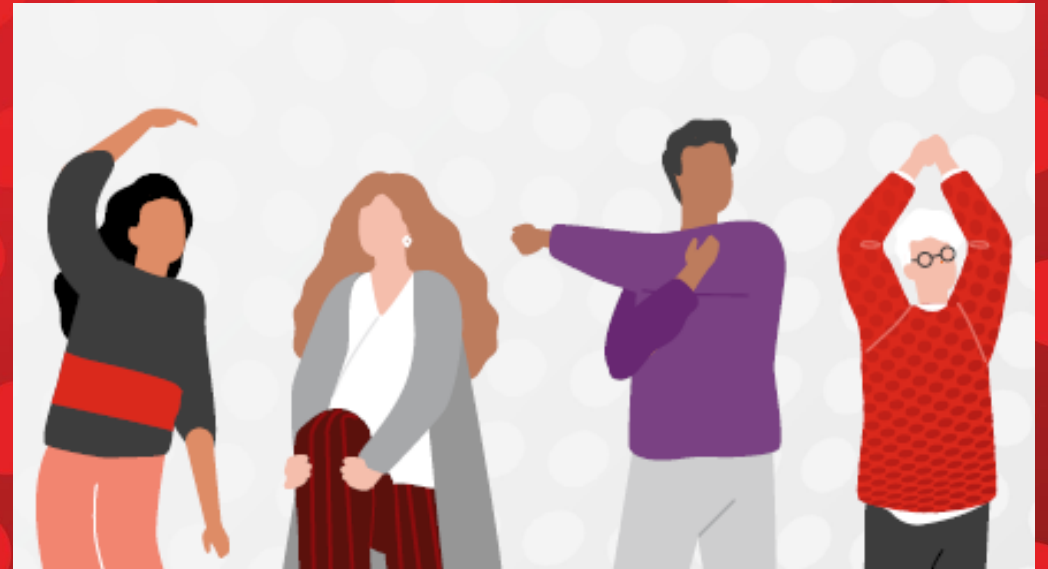
1300 033 166



[talkingsense@telstrasuper.com.au](mailto:talkingsense@telstrasuper.com.au)



[telstrasuper.com.au](https://telstrasuper.com.au)



**As a leading profit-to-member fund, TelstraSuper is committed 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**

