

# Women and Super



Telstra Super Pty Ltd ABN 86 007 422 522, AFSL 236709 (Trustee) is the trustee of the Telstra Superannuation Scheme ABN 85 502 108 833 (TelstraSuper)



Current as at 28 October 2020. This work is copyright and no part may be reproduced by any process without prior written permission from TelstraSuper.

# 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**



# Agenda



**Women and Super**



**Super 101**



**Investments 101**



**How TelstraSuper can assist**



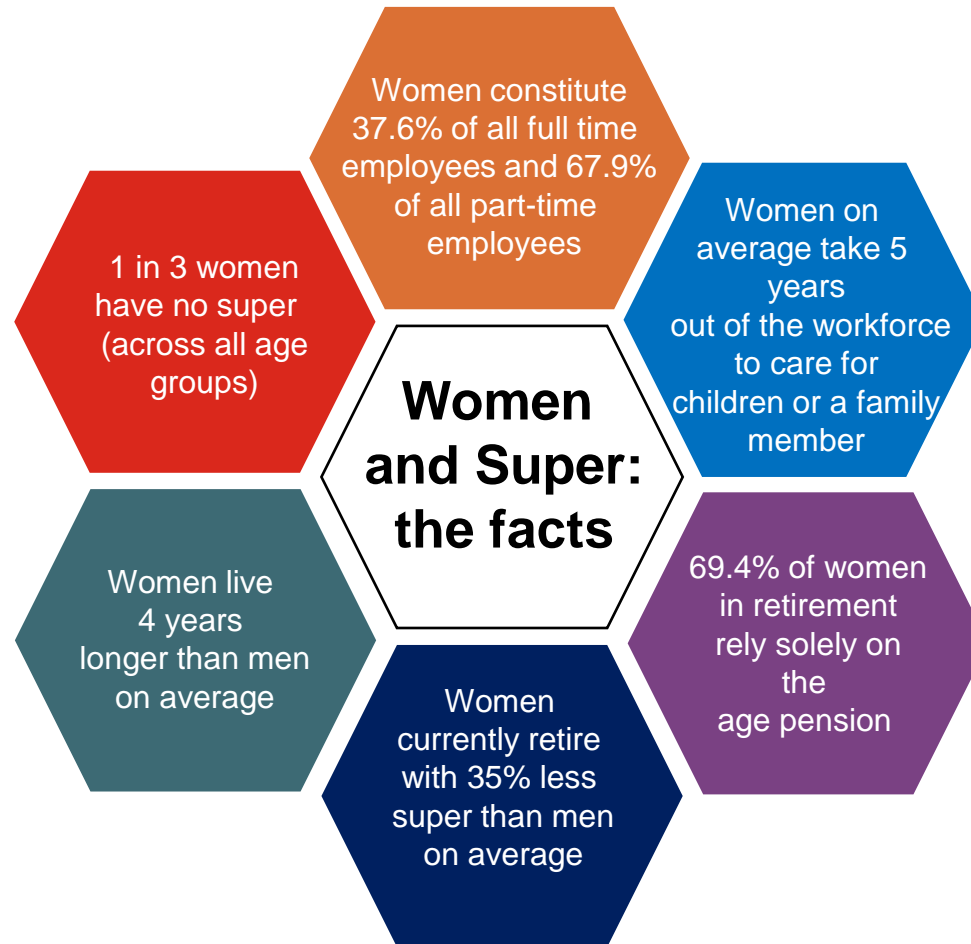
**Questions**



# Women and Super



# Women and Super



Source: <https://www.womeninsuper.com.au/content/the-facts-about-women-and-super/gjumzs>



**Women and super**



# Actions to improve retirement outcomes

1. Boost savings early
2. Choose your super wisely
3. Get advice



Source: <https://www.womeninsuper.com.au/content/the-facts-about-women-and-super/gjumzs>



Women and super



# Super 101



# TelstraSuper insurance cover



## Cover available:

- Death
- Total and permanent disablement (TPD)
- Income protection



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

**Reminder: Ensure your beneficiary nomination is up to date**

If your binding nomination is valid and in effect, the beneficiaries nominated will receive your benefit (including any insurance benefit) in the event of your death

\*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 be eligible for member paid insurance cover subject to 'At Work' requirements. If cover is required 120 days after joining TelstraSuper, you will need to apply and be assessed by our insurer. Source: TelstraSuper Corporate Plus Insurance Guide, 1 July 2020 – refer to this document for the default cover conditions

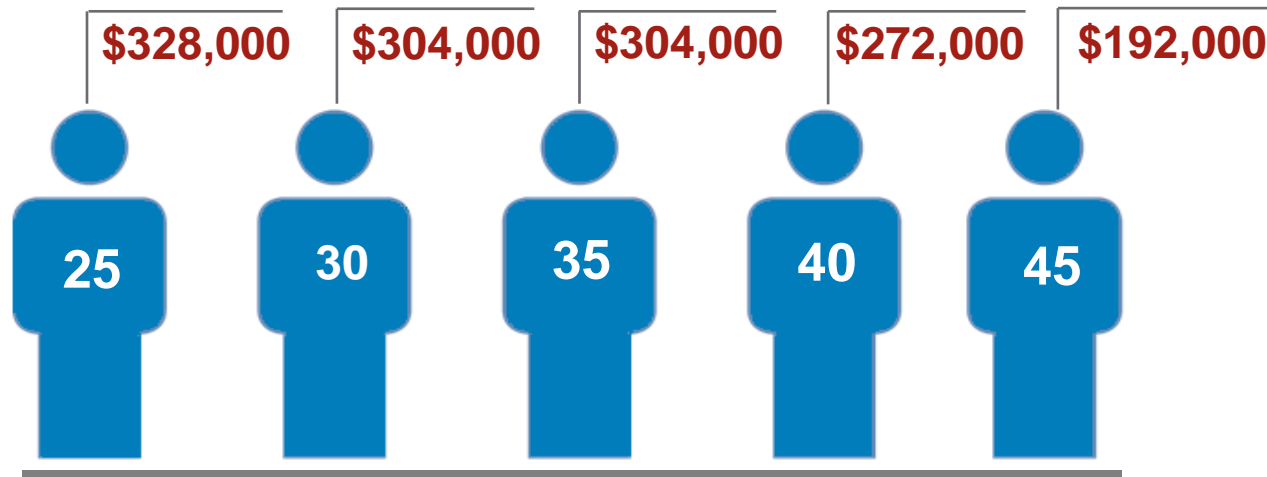


**Women and super**





# TelstraSuper Corporate Plus: default insurance cover



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

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

\*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 be eligible for member paid insurance cover subject to 'At Work' requirements. If cover is required 120 days after joining TelstraSuper, you will need to apply and be assessed by our insurer.

Source: TelstraSuper Corporate Plus Insurance Guide, 1 July 2020 – refer to this document for the default cover conditions

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

TelstraSuper's insurance calculators : <https://www.telstrasuper.com.au/information-hub/calculators/insurance-calculators>



**Women and super**

TelstraSuper

# Beneficiaries

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

You can nominate one or more of your dependants and/or your legal representative to receive your benefit in the event of your death. Your eligible dependants are:

- Spouse
- Child of any age (including adopted and stepchildren)
- Person who is wholly or partially financially dependent on you
- Person with whom you are in an interdependency relationship
- Legal personal representative
  - your executor (if you have a will)
  - the person appointed by the Court to distribute your estate (if you do not have a Will).

### Binding nomination

A valid binding nomination gives you certainty about who will receive your benefit in the event of your death. If your nomination is valid and in effect at the date of your death, TelstraSuper must pay your death benefit to the beneficiaries nominated in the proportion set out in the nomination.

### Non-Binding nomination

A non-binding nomination is not binding on TelstraSuper. TelstraSuper will take it into consideration as well as your personal circumstances, at the time of your death, when determining who to pay your death benefit to.



**Women and super**



# Summary of contribution caps



## Contribution Caps

- **Pre-tax (concessional) contributions**
  - **\$25,000 p.a.**  
(includes employer contributions, salary sacrifice contributions, personal deductible contributions and employer paid insurance premiums)
  - **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**
  - **\$100,000 p.a.\*^**
  - **\$300,000 over 3 years^#**



## Super Balance Caps of \$1.6 million

- **Total Superannuation Balance**  
includes all superannuation funds and retirement income streams
- **No further post-tax (non-concessional) contributions**  
if the total superannuation balance across all your superannuation accounts (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:**  
Maximum amount that can be transferred into the tax-free retirement phase

\* Must satisfy work test if aged 67 to 74 or eligible for the work test exemption. 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.

^ 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.



Women and super

TelstraSuper

# Fees and costs

Fee type	TelstraSuper Corporate Plus*
Administration fees	✓ (\$1.50 per week + 0.20% per annum)
Indirect Cost Ratio	✓ (range 0% p.a. – 1.05% p.a. depending on investment option - Deducted in the calculation of unit prices daily)
Investment Fees	✓ (range 0.12% p.a. – 0.54% p.a. depending on your chosen investment option - Deducted in the calculation of unit prices daily)
Contribution fees	✗
Comprehensive personal advice fees	✓
Insurance premiums	✓ (default cover is generally paid for by your Telstra Group Employer)
Exit fees	✗

Refer to TelstraSuper Corporate Plus Product Disclosure Statement, 1 July 2020 for full fee details.



**Women and super**



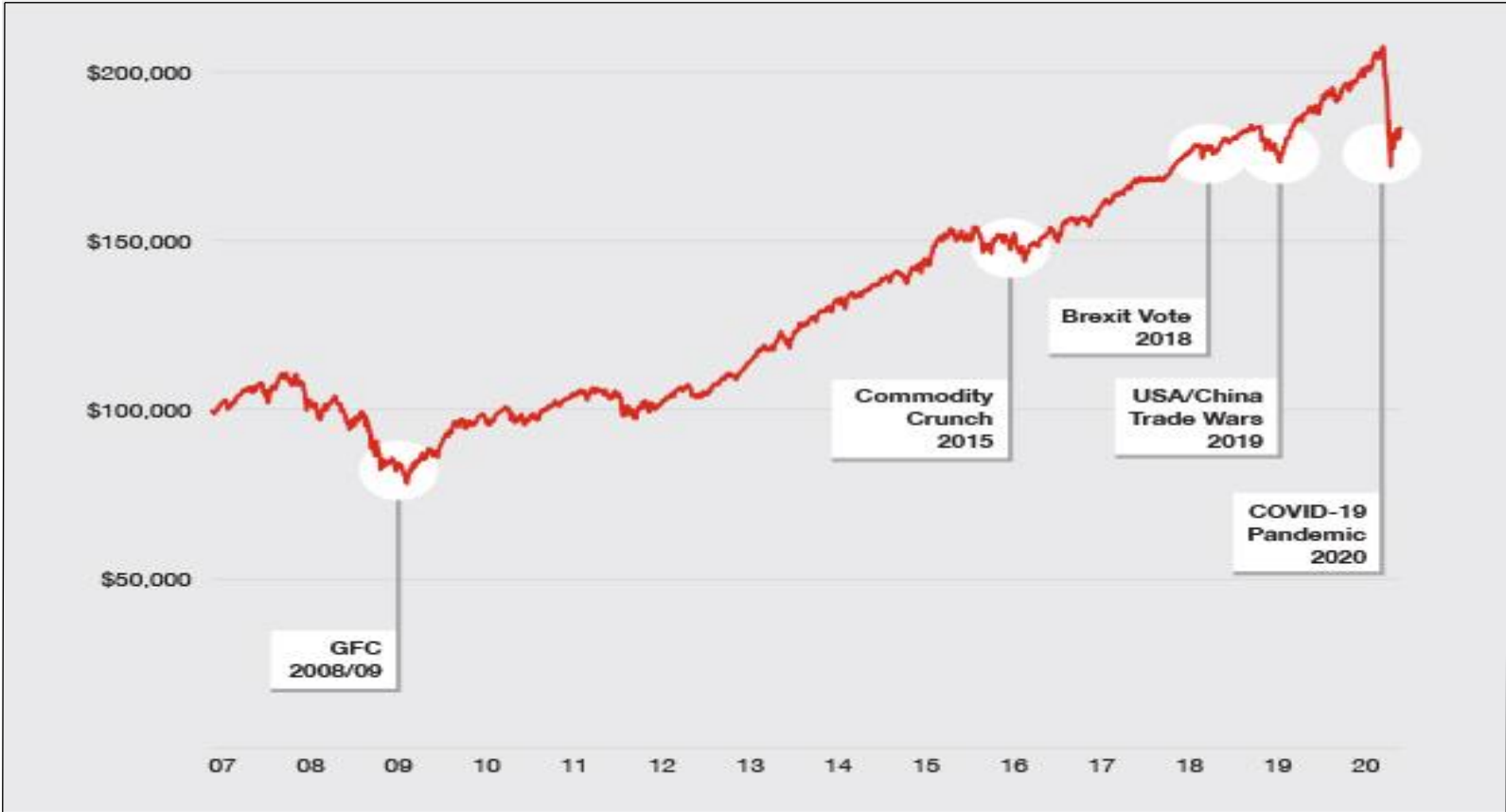
Current as at 28 October 2020. This work is copyright and no part may be reproduced by any process without prior written permission from TelstraSuper.

# Investments 101



# Lessons from the past

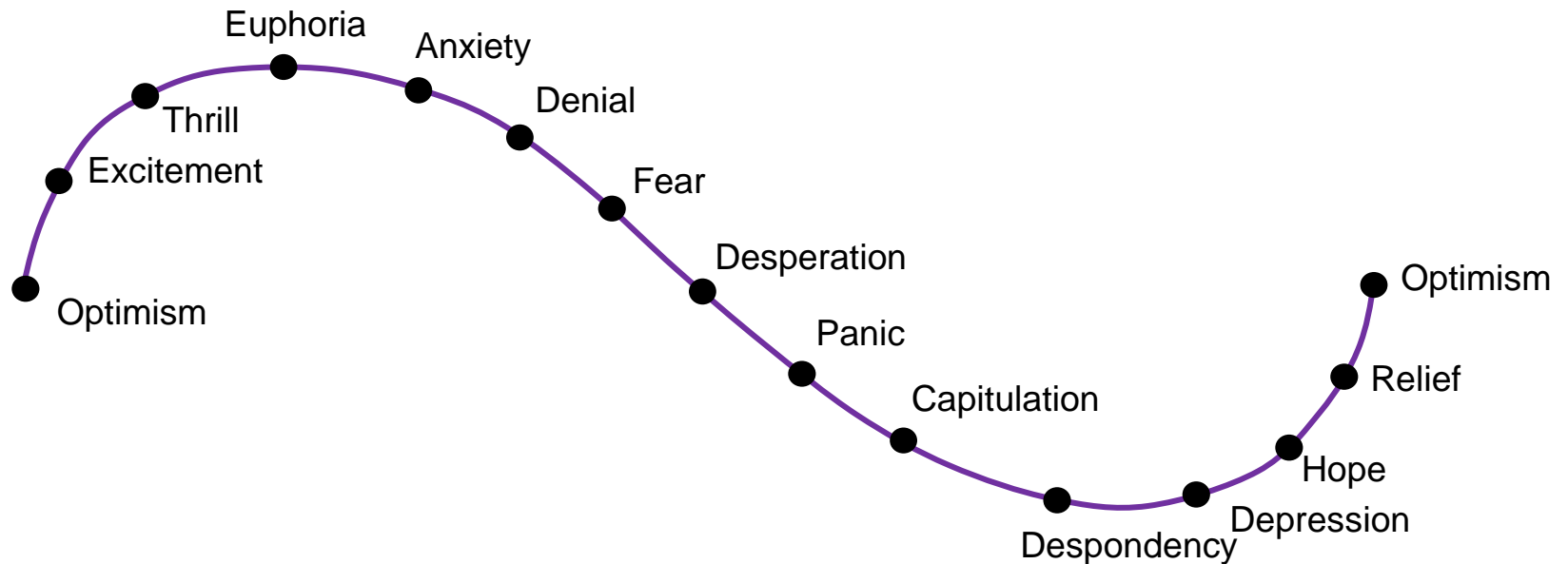
TelstraSuper Balanced Investment Option – \$100,000 investment



Women and super



# Cycle of Investor Emotions



Source: <https://www.linkedin.com/pulse/market-cycle-emotions-paul-richardson>



Women and super



# Investment Choice



Source: TelstraSuper



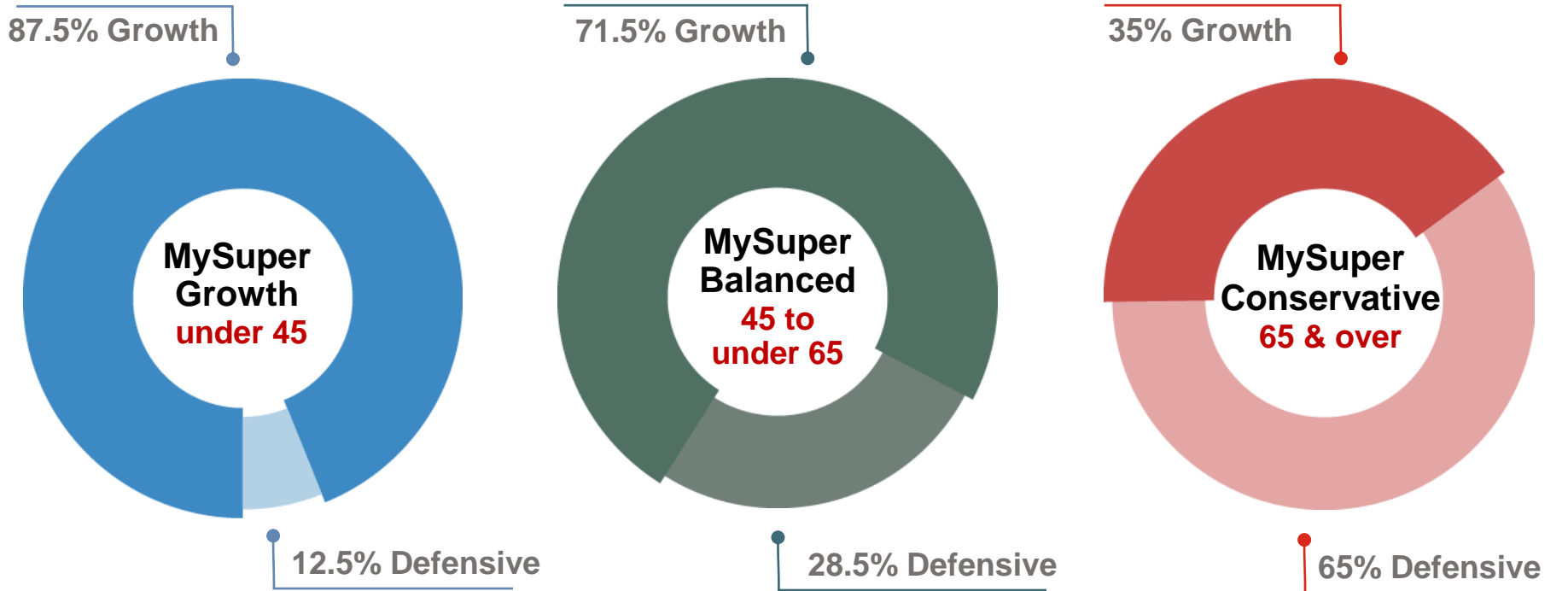
Women and super



Current as at 28 October 2020. This work is copyright and no part may be reproduced by any process without prior written permission from TelstraSuper.



# Understanding MySuper



Source: TelstraSuper Investment Guide, 1 July 2020



**Women and super**



# TelstraSuper 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



**Women and super**



# How TelstraSuper can assist



# Dedicated COVID-19 microsite and chatbot

ABOUT US CONTACT US FORMS REGISTER FOR SUPERONLINE

TelstraSuper 30 Years

Managing your super Get your super sorted

Investments How we perform

Products & services What we offer

Information hub Resources to help you

Login

Navigating uncertainty during coronavirus

LEARN MORE

### Your coronavirus (COVID-19) information hub

Coronavirus (COVID-19) is causing market volatility and in turn is impacting your superannuation. Here you will find a range of resources to inform you of the current financial climate and its impact on your super.

Please note: All enquiries regarding TEMPORARY EARLY ACCESS TO SUPERANNUATION must be submitted to the ATO. Please be aware of current scam emails purporting to be from the ATO. The ATO would never ask for your bank account details other than in the secure myGov portal.

#### New income stream drawdown payments

Find out about the new rules around retirement income stream payments

[READ MORE](#)

#### Coronavirus, early access to super and impact on insurance

The Government is allowing individuals affected by the Coronavirus to access up to \$10,000 of their superannuation in 2020-21.

[READ MORE](#)

#### Latest investment market update

See the latest update from our CIO on how the investment markets are performing

[READ MORE](#)



Women and super



# Super online

[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

**Hello Bob** [VIEW MESSAGES](#)

**Estimated balance**

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

[BALANCE DETAILS](#)

**ACCOUNT BREAKDOWN**

TelstraSuper Corporate Plus  
Account number: 020200 **\$98,409**

**Superannuation contributions**

Your most recent concessional contribution:  
**\$285**  
ON: 07 MARCH, 2018

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

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 85. Your estimated fortnightly income is currently \$-0.92 less than the \$1,692 per fortnight target for a comfortable retirement).

See the difference extra fortnightly contributions could make \*

None  \$50  \$100  \$150

See the difference other changes could make

[HOW TO BUDGET 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 interest rate, age, annual salary of \$60,000 and account balance). [View TelstraSuper Assumptions](#) for detailed information about and 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 \$1,692 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.



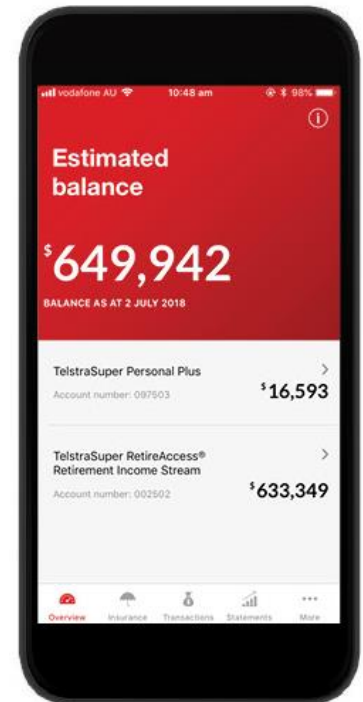
Women and super



# TelstraSuper app – Apple iOS and Android

## Easy access to:

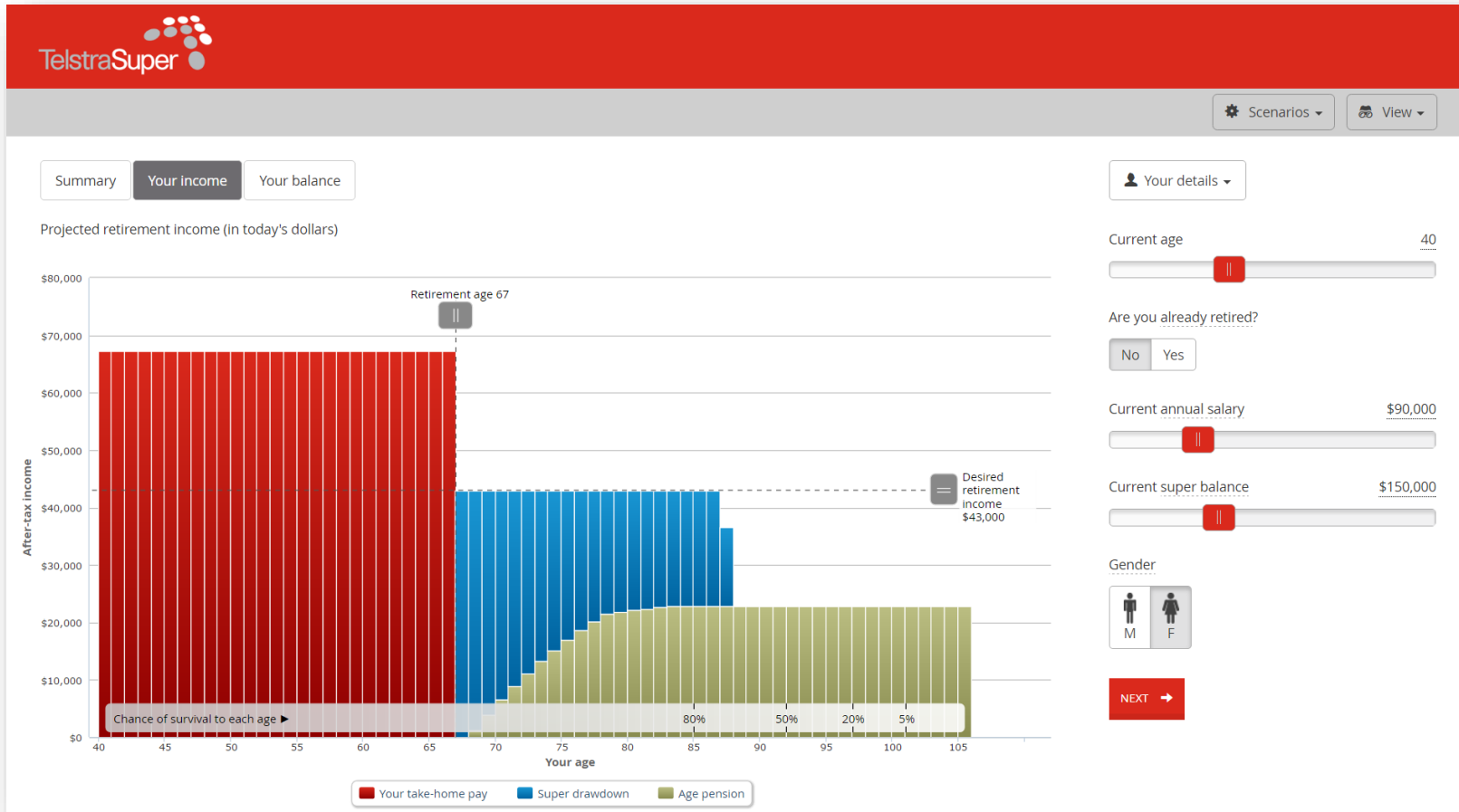
- ✓ estimated account balance
- ✓ investment options, allocation of units and investment returns
- ✓ latest contributions
- ✓ Pre-tax contributions against the concessional contributions cap
- ✓ Benefit statements
- ✓ Insurance cover
- ✓ Transactions
- ✓ Digital Member Card
- ✓ Contact TelstraSuper



Women and super



# Retirement projector



Women and super



# Financial advice



## 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



Women and super






# Questions



As a leading profit-to-member fund, TelstraSuper is committed helping our members build a financially secure future.

 **1300 033 166**



**talkingsense@telstrasuper.com.au**



**www.telstrasuper.com.au**

As a current TelstraSuper member you are able to refer eligible family members to join TelstraSuper.