

FINANCIAL FITNESS MONTH

Top 6 things to do with your super this year

Thank you for joining us.
We will commence shortly



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.

The 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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INSURANCE

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CONSIDER
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REGISTER FOR
SUPER ONLINE



HOW TELSTRASUPER
CAN ASSIST



QUESTIONS

SUPER 1,2,3.....



1, 2, 3!



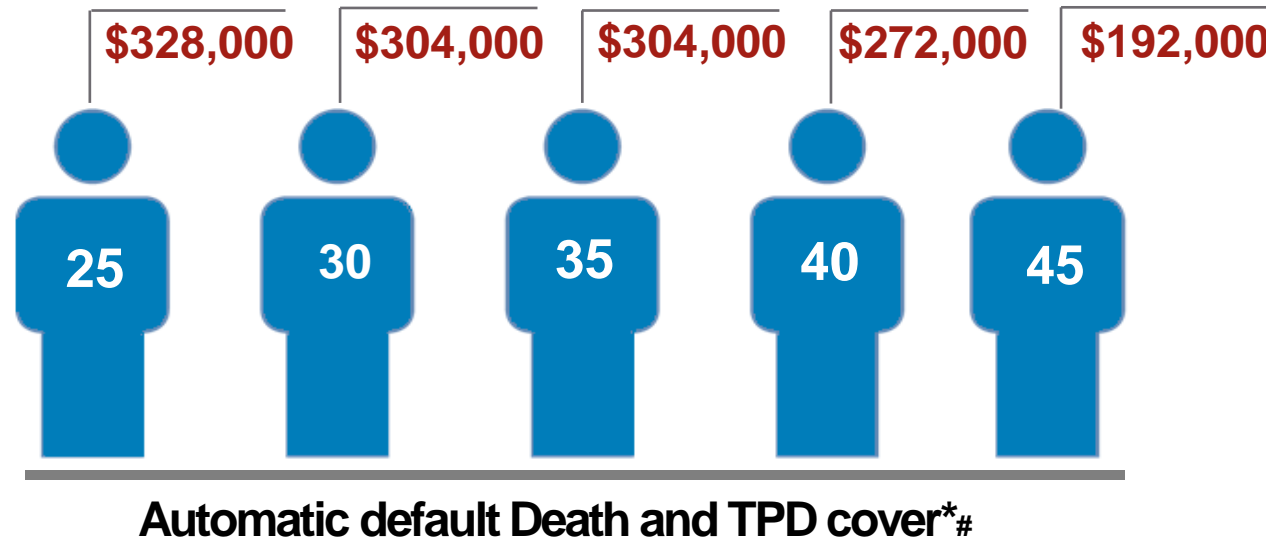
**REVIEW YOUR
INSURANCE**



Insurance within super

Death cover	Terminal illness benefit	Total and permanent disability cover (TPD)	Income protection cover
<p>Provides a lump sum for your dependants or your legal personal representative in the event of your death.</p>	<p>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.</p>	<p>If you became totally and permanently disabled and unable to work due to sickness or an accident, you could receive a lump sum payment.</p>	<p>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.</p>

TelstraSuper Corporate Plus default insurance



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

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**NOMINATE YOUR
BENEFICIARIES**

2

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.

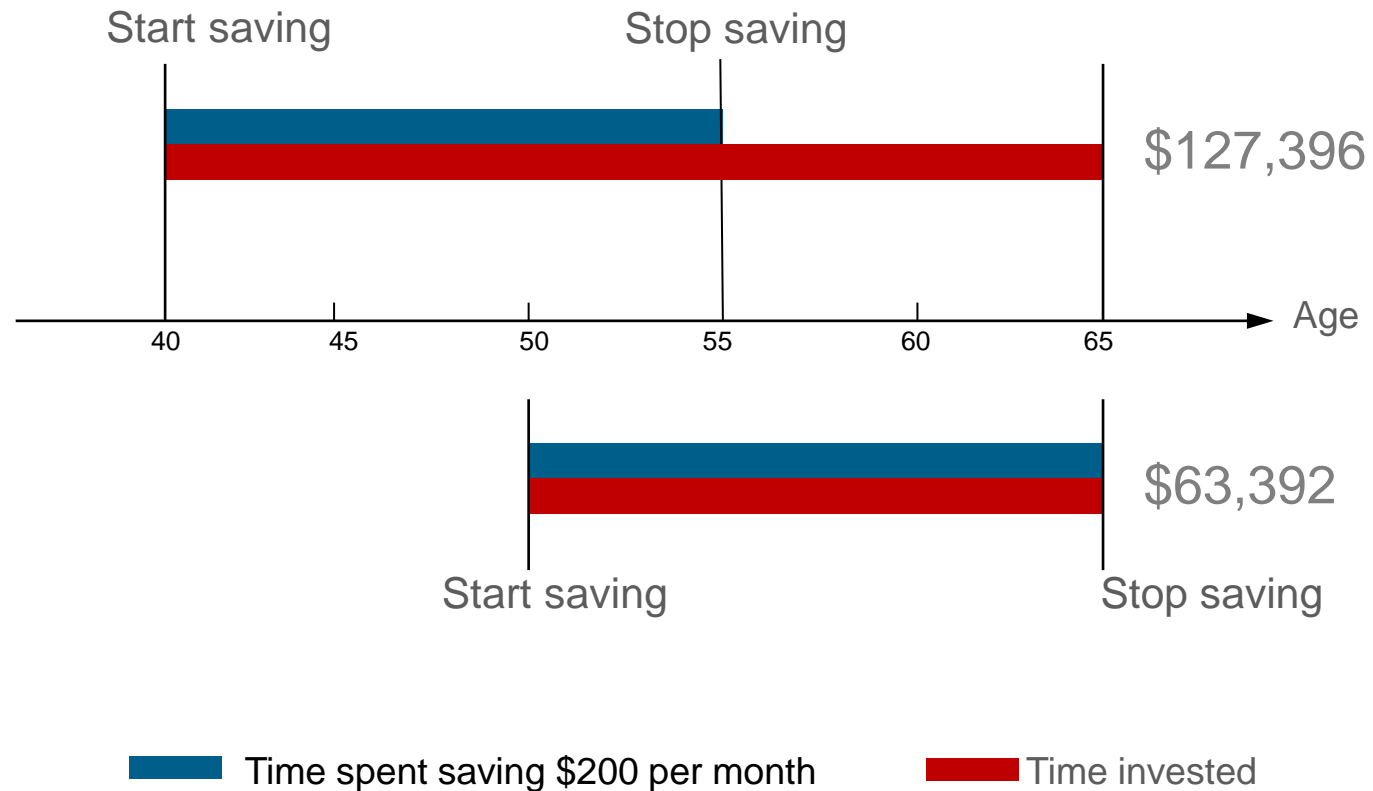


**BOOST YOUR
SUPER**

3

Maximising contributions

The **time to start** is now



Assumptions: Based on monthly unchanging contributions of \$200, investment return of 7% p.a. net of fees, taxes and other costs, retirement age of 65. Not discounted to today's dollars. Assumes zero balance at commencement. Past performance is not a reliable indicator of future performance. Any advice contained in this projection 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 projection, you need to take into account your own financial circumstances, consider the product disclosure statement for any product you are considering and seek financial advice if you are unsure of what action to take.

Source: <https://moneysmart.gov.au/budgeting/compound-interest-calculator>. Calculations as at December 2020

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3. BOOST YOUR SUPER

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.

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 *[^]

Bring forward rule [^]#

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.

[^] 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 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.

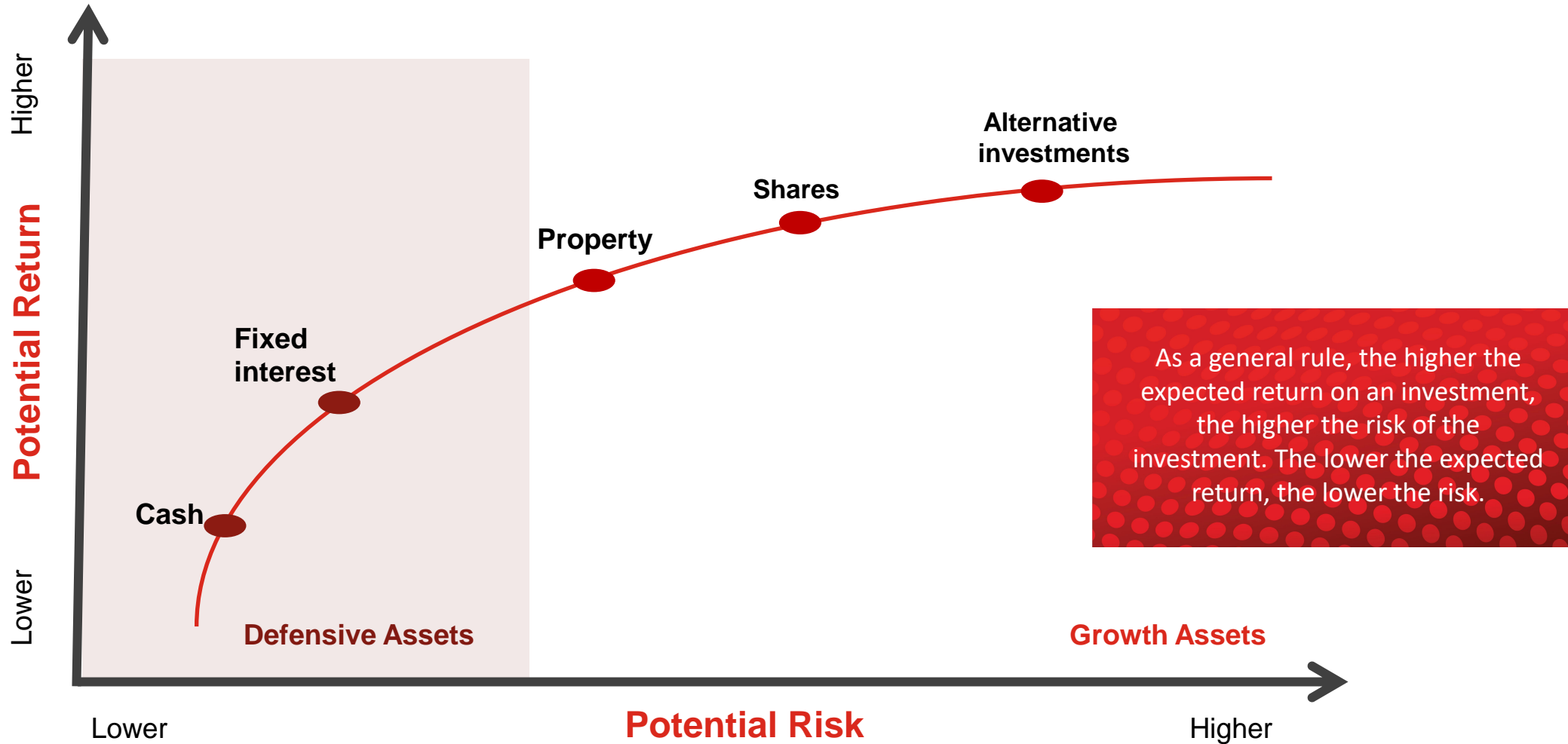
Telstra Super Financial Planning Pty Ltd (TSFP) AFSL 218705– which is wholly owned by Telstra Super Pty Ltd (TSPL).



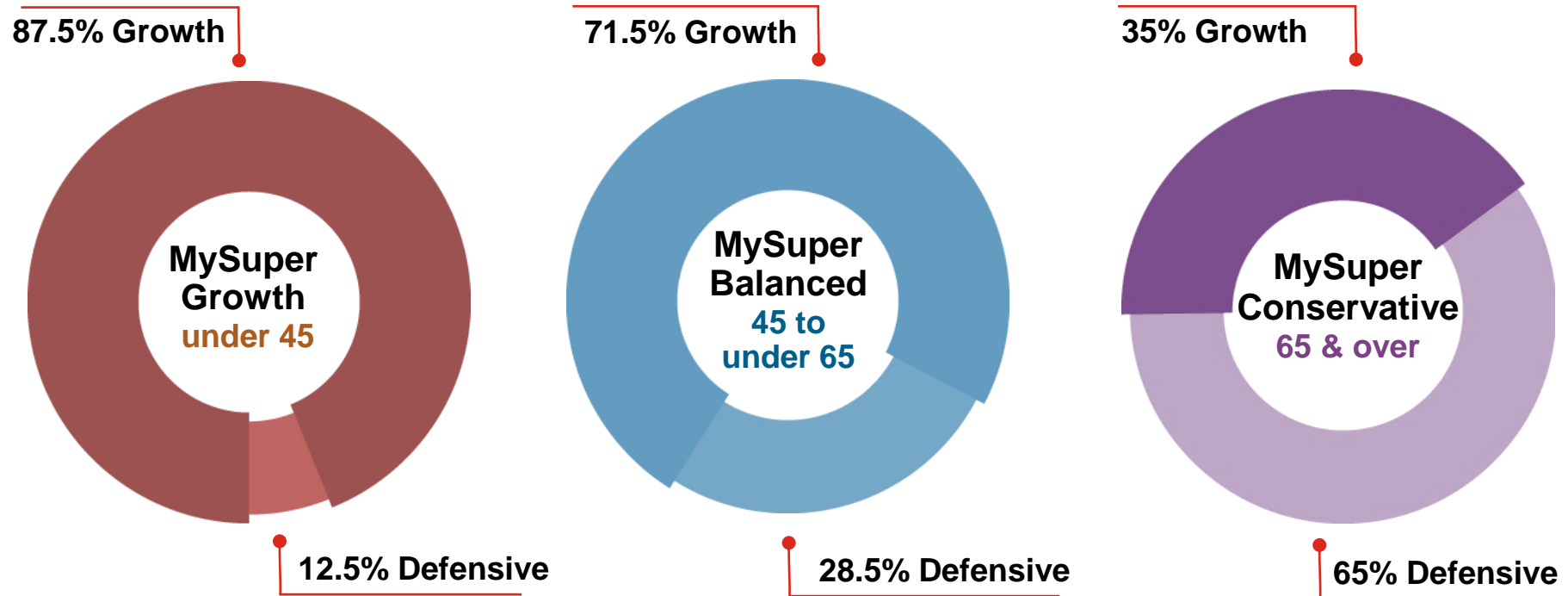
**REVIEW YOUR
INVESTMENTS**

4

Risk v's return



Understanding MySuper



Investment options

Investment Option	Growth / Defensive assets	Investment objective CPI	Risk of negative return	Suggested investment timeframe
Growth	87.5 / 12.5%	+ 3.5% pa	4 - 6 years in 20	7 – 10 years
Balanced	71.5 / 28.5%	+ 3% pa	4 - 6 years in 20	5 – 10 years
Diversified income	54.5% / 45.5%	+ 2%pa	3 - 4 years in 20	4 – 6 years
Defensive growth	54.5% / 45.5%	+ 2% pa	3 - 4 years in 20	4 – 6 years
Conservative	35 / 65%	+ 1.5% pa	1 - 2 years in 20	3 - 10 years
International shares	100 / 0%	+ 3.5% pa	4 - 6 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	3 - 4 years in 20	5 - 7 years
Fixed interest	0 / 100%	Outperform CPI	2 - 3 years in 20	4 - 6 years
Cash	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



**CONSIDER
CONSOLIDATING**

5

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.**



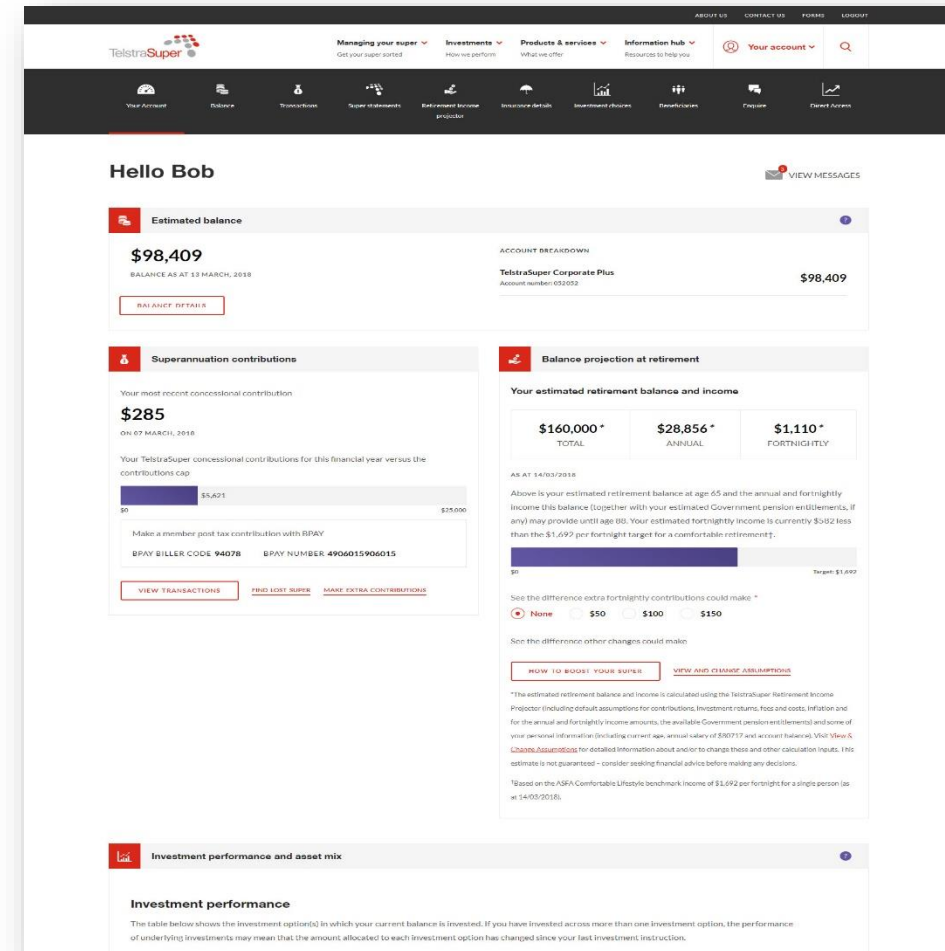


**REGISTER FOR
SUPER ONLINE**

6

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
Account number: 032032 **\$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

AS AT 14/03/2018

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

\$160,000* TOTAL	\$28,856* ANNUAL	\$1,110* FORTNIGHTLY
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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.

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

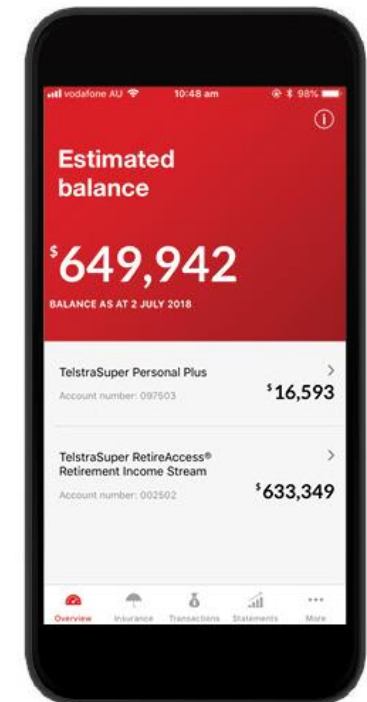
Investment performance

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**



HOW TELSTRASUPER CAN ASSIST

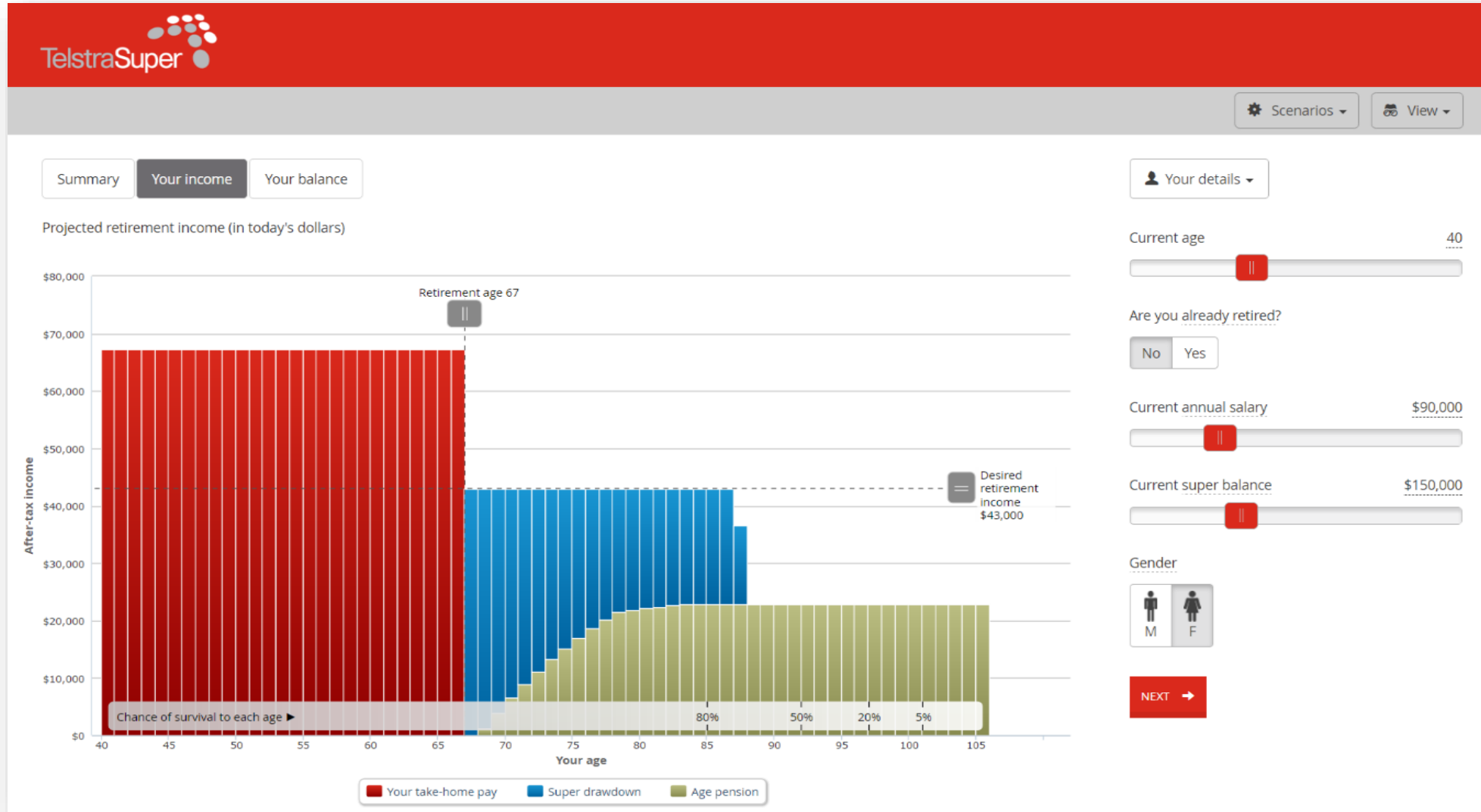
Insurance portal



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

Comprehensive advice

TelstraSuper Financial Planning Advisers can provide comprehensive personal advice on a range of super and non-super topics, including TelstraSuper's products.

Ensure your assets are distributed according to your wishes, so that they go to the right people in the most tax-effective way.	Estate Planning	Build wealth outside of super	Help you understand your options for investing outside super such as through managed funds, annuities or investment bonds.
Ways to maximise your super savings as you approach retirement. Put plans in place now to help you meet your long-term retirement savings needs and goals,	Get ready for retirement	Protect your family and your finances	Put the right insurance in place to protect you and your family in times of financial need.
Strategies to ensure your money works hard for you in retirement, including eligibility to social security benefits and tailored investment portfolios.	Plan and manage your retirement income	Budget cash flow and tax	Tailor your wealth and investment strategies to cater for your budget, cash flow needs and personal tax implications.



**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



**Competitive
fees**



**Profits back
to you**



**Strong long-term
performance**



**Simple advice
on you super**



**When we win,
you win!**



**Responsible
investors**

Happy to answer your questions.



1300 033 166



talkingsense@telstrasuper.com.au



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

