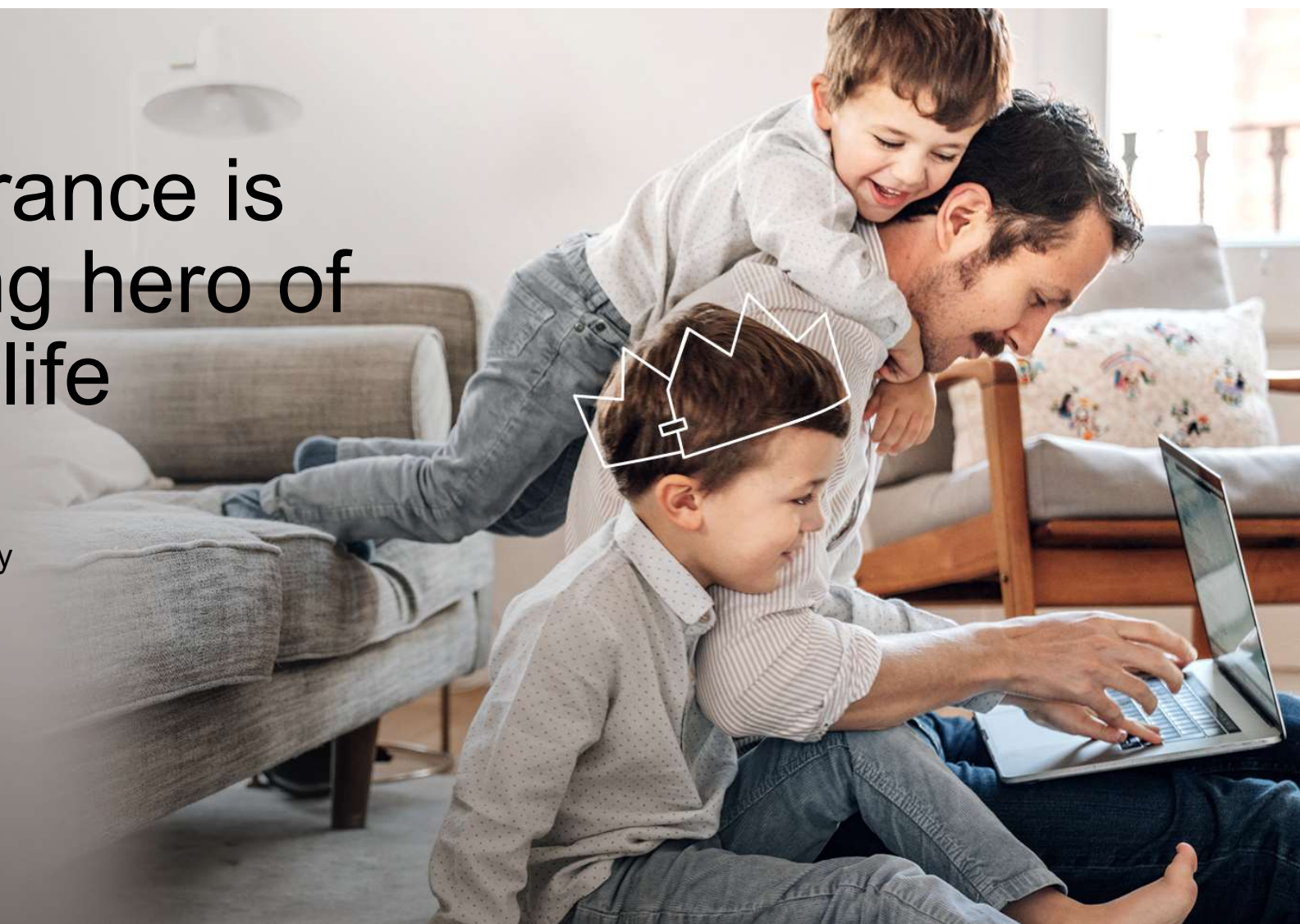


TODAY'S TOPIC

Why insurance is the unsung hero of everyday life

Thank you for joining us.
We will commence shortly



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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



**IMPORTANCE OF
INSURANCE**



**INSURANCE IN
SUPER**



**TELSTRASUPER'S
INSURANCE OFFERING**



**HOW TELSTRASUPER
CAN ASSIST**



QUESTIONS



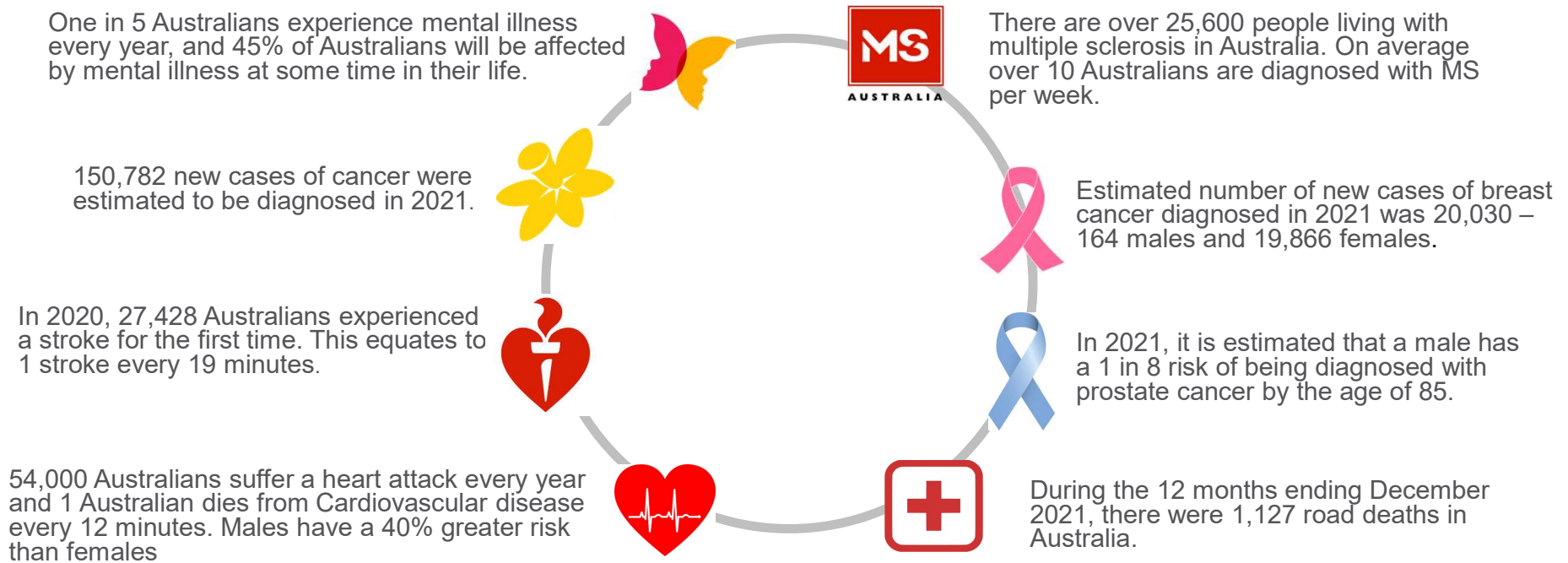
IMPORTANCE OF INSURANCE



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THE IMPORTANCE OF INSURANCE

Unfortunately, risk is a part of life



Source: msaustralia.org.au, canceraustralia.gov.au, bitre.gov.au, Roadsafety.gov.au, Victor Chang Cardiac Research Institute, strokefoundation.org.au, betterhealth.vic.gov.au. Facts updated January 2022.

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Understanding what is right for you

As you travel through life, the protection you need is likely to change. Understand your present needs and make sure you have the right type of cover that suits your needs.



Just starting out in the workforce and saving for your first car and home



Meeting your partner and buying your first home. Making the decision to have children and raise a family. Thinking about education costs and holidays



Having the ability to assist adult children with weddings, home deposits and grandchildren



Enjoying your retirement and empty nest years. Being able to focus on travelling, perhaps downsizing and legacy

Reasons insurance matters



- Protection for you and your family
- Reduce stress during difficult times
- To enjoy financial security
- Peace of mind
- A legacy to leave behind

Think about how you'd pay your:

- Mortgage
- Rent
- Car repayments
- Bills
- Credit card
- Kid's school fees

What if you needed full-time care or had to renovate your home to cater for a disability or buy a specially designed car?



**INSURANCE IN
SUPER**



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Insurance considerations

No.....

Date.....



Advantages

- Automatic acceptance of cover
- Group Life premiums
- Life events cover
- Premiums can be paid with pre-tax income
- Cash flow advantages

Source: www.canstar.com.au/superannuation/insurance-through-super-yes-or-no/

No.....

Date.....



Considerations

- Types of cover may be limited
- Possible age restrictions for continuing cover
- Premiums can reduce your super balance
- Contribution caps
- Beneficiaries

Insurance cover available



Death Cover



Terminal Illness Benefit



Total & Permanent Disability Cover (TPD)



Income Protection Cover



Trauma Cover

Inside and outside super

Outside super

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

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.

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

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.

Trauma insurance cover or critical illness insurance provides a lump sum to cover immediate medical expenses and other financial needs when a specified critical illness or injury occurs.

Lump sum

Lump sum

Lump sum

Monthly income

Lump sum

Refer to the relevant Product Disclosure Statement and TelstraSuper insurance guide and Target Market Determination 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.
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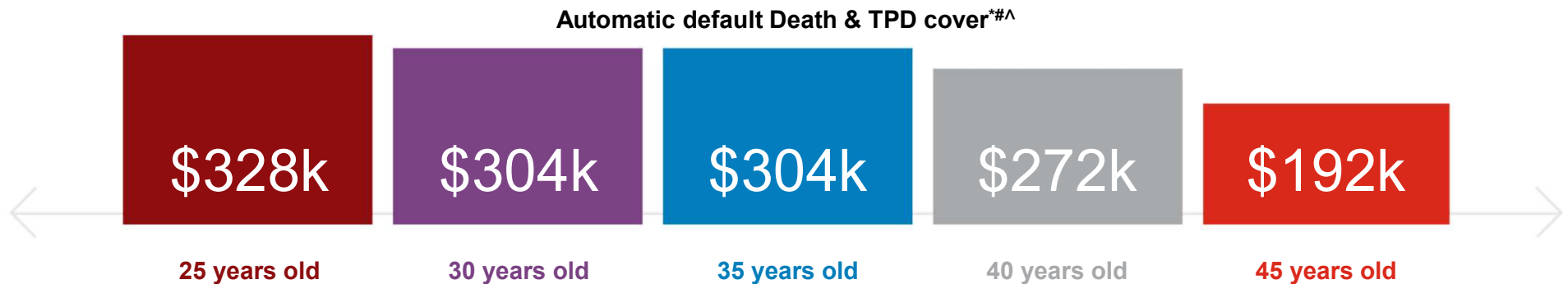


TELSTRASUPER'S INSURANCE OFFERING



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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% 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 and TelstraSuper insurance guide and Target Market Determination dated 1 July 2022 for full terms and conditions.

Income protection case study



How income protection can help you get back on your feet

Jack is a TelstraSuper Corporate Plus member who opted-in to receive member paid Income Protection cover when he joined the Fund. Jack is 26 years old, a permanent full-time employee and has a salary of \$42,000 (excluding super).

Jack loves the outdoors and regularly goes rock climbing. Unfortunately, one weekend while climbing, Jack falls and seriously injures his back. After an initial hospital stay of 2 months, Jack's doctor informs him he will need four months of in-hospital rehabilitation and a further nine months at home recuperating, before he can safely resume work.

Jack immediately submits an Income Protection claim.



Income protection case study



Jack's benefit is calculated as follows:

Annual income protection benefit

= Salary (excluding super) x 75%
= \$42,000 x 75%
= \$31,500

Monthly Income Protection benefit

= \$31,500 ÷ 12
= \$2,625 per month

Annual superannuation contribution

= Salary (excluding super) x 10%
= \$42,000 x 10%
= \$4,200

Monthly superannuation contribution

= \$4,200 ÷ 12
= \$350 per month

Jack is advised that his claim has been accepted and monthly payments will commence after the 90 day Waiting Period, when he will receive \$2,625 per month (before tax) from his Income Protection insurance, plus an additional \$350 paid into his super account. This covers Jack's living expenses, allowing him to focus on his recovery.

Life Events cover



If you've recently gone through a Life Event, you may be eligible to increase your Death and Total and Permanent Disablement (TPD) insurance cover without supplying medical information. Life Events are changes that may impact your personal or financial situation.

Examples of a Life Event

- ✓ Birth or adoption of a child;
- ✓ Marriage or divorce;
- ✓ A new mortgage for the purchase or construction of a home or investment property;
- ✓ Financing a renovation to your home or investment property with a minimum cost of \$30,000;
- ✓ Child starting primary or secondary school; or
- ✓ 30th, 35th, 40th and 45th birthdays.

Existing sum insured (including Default & Voluntary)	Maximum additional insurance (Voluntary)
Up to \$100,000	\$25,000
\$100,001 up to \$200,000	\$75,000
\$200,001 up to \$300,000	\$100,000
\$300,001 up to \$400,000	\$125,000
\$400,001 up to \$500,000	\$150,000
Over \$500,000	\$250,000

It is important to note, conditions apply. For information regarding Life Events cover, please refer to the relevant TelstraSuper Product Disclosure Statement (PDS) and Insurance Guide both dated 1 July 2022 for full terms and conditions. Please also refer to the Target Market Determination dated 1 July 2022

Source: TelstraSuper Corporate Insurance Guide dated 1 July 2022

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TELSTRASUPER'S INSURANCE OFFERING

Insurance ancillary benefits



Through our insurer MLC Life Insurance, TelstraSuper members who have insurance have access to innovative programs and services to support their health and wellbeing.

- ✓ Best Doctors Service
- ✓ Mental Health Navigator
- ✓ Pre-Claim Early Engagement Service
- ✓ CancerAid Health Coach Program



Need help with insurance cover?

TelstraSuper Financial Planning has a team of phone-based Advisers who can help you work out how much insurance you need. If you'd like to discuss your insurance, you can contact us on 1300 033 166 or fill in our online contact form. There's no additional charge for our phone-based service as this is included in your TelstraSuper membership. 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).

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Member paid insurance premium rebate



- ✓ Members who pay for insurance premiums from their account for any type of insurance cover will be eligible for the 15% Tax Rebate on the amount of premium that has been paid.
- ✓ This initiative has commenced for member paid insurance premiums deducted from 1 July 2021.
- ✓ The rebate will be itemised in the transaction listing at the applicable dates on periodic Member Statements, Exit Statements and Quotes and on SuperOnline.

Source: www.telstrasuper.com.au/campaigns/retirement-destination/building-a-better-future

TelstraSuper insurance claims

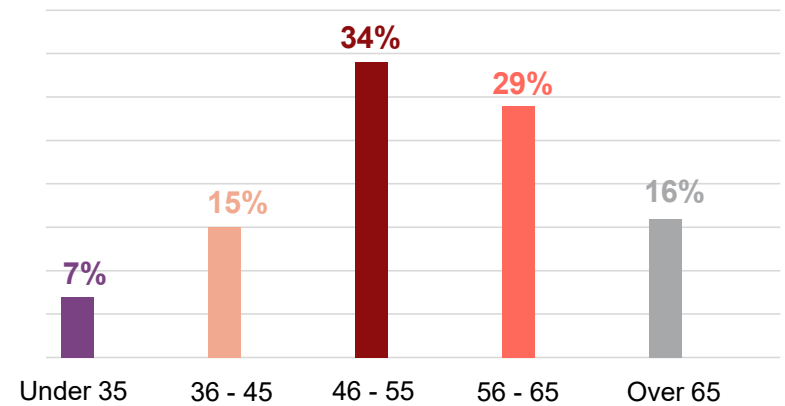
Approved claims
(for the financial year ended 30 June 2022)



Dominant cause of claims

- Cancer - 33%
- Mental Health – 23%
- Respiratory, Digestive system – 18%
- Musculoskeletal / Injury – 10%
- Cardiovascular – 6%
- Diseases of the nervous system – 5%

Claims by age



Claims by gender



32%

68%



This information in relation to claims paid for TelstraSuper is at 30 June 2022

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HOW TELSTRASUPER CAN ASSIST



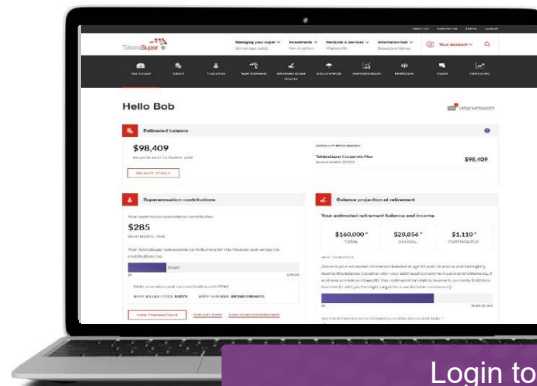
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HOW TELSTRASUPER CAN ASSIST

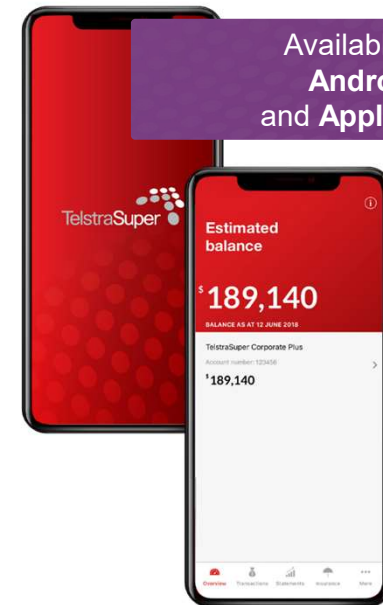
Keeping in touch with your super



- ✓ 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.

HOW TELSTRASUPER CAN ASSIST

Insurance portal



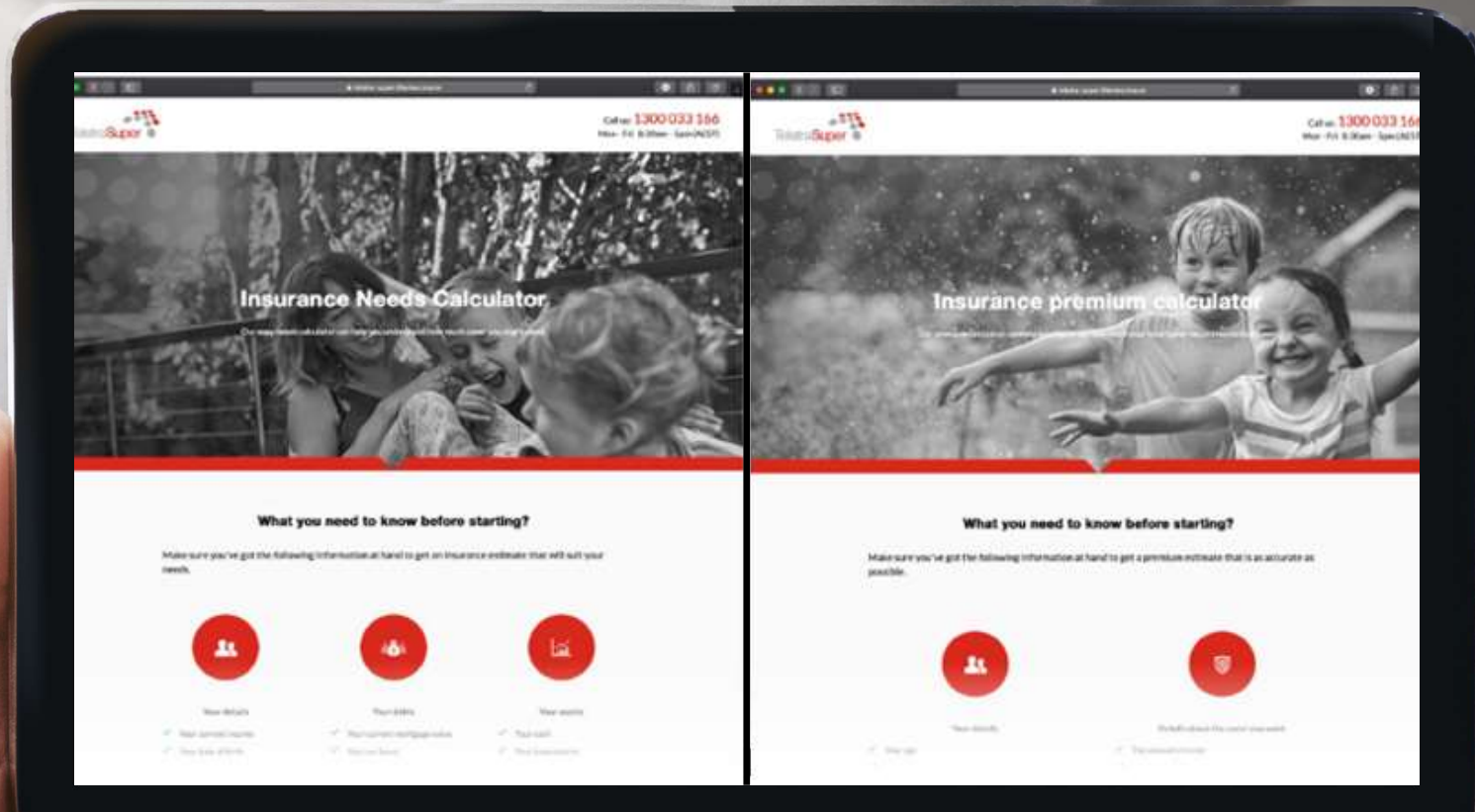
The image shows a hand holding a tablet that displays the TelstraSuper insurance portal. The screen has a red background with a pattern of overlapping circles. At the top, it says "Welcome back," followed by a red rectangular box. Below that, it says "Your current insurance cover". There are three columns of information:

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.

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HOW TELSTRASUPER CAN ASSIST

TelstraSuper's insurance calculators



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Source: www.telstra-super.lifeview.insure/calculators/premium and www.telstra-super.lifeview.insure/calculators/needs

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HOW TELSTRASUPER CAN ASSIST

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.

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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



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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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