

Comparison of default superannuation products by fund

Based on a 29-year-old female white collar worker with a super account balance of \$20,000 (as at 30 April 2020) The figures in this table are a guide only and may vary depending on your own individual circumstances.

	GuildSuper (Growing)	HESTA	REST	Australian Super	First State Super	Sunsuper	BT Super for Life
MYSUPER INVESTMENTS							
MySuper Investment (Growth/defensive asset allocation) ²	100/0 ¹	72/28	65/35	70/30	75/25	70/30	86/14
TOTAL FEES & COSTS (\$ p.a.)							
Administration Fees & Costs	\$165	\$95	\$103	\$147	\$96	\$98	\$178
Plus Investment Fees & Costs ³	\$160	\$164	\$134	\$120	\$160	\$162	\$106
Total Fees & Costs ⁴	\$325	\$259	\$237	\$267	\$256	\$260	\$284
DEFAULT DEATH & TOTAL AND PERMANENT DISABLEMENT (TPD) INSURANCE COVER⁵							
Death Insurance Cover	\$352,000	\$134,900	\$191,100	\$175,000	\$383,733	\$187,500	\$75,000
TPD Insurance Cover	\$176,000	\$-	\$28,600	\$61,000	\$383,733	\$262,500	\$75,000
Annual Premium for Default Death & TPD cover	\$112	\$45	\$85	\$70	\$269	\$123	\$73
Annual Premium for \$352,000 Death & \$176,000 TPD cover ⁶	\$112	\$191	\$167	\$154	\$180	\$86	\$116
TOTAL MEMBER COST (p.a.)							
Total Fees & Costs plus Annual Premium for \$352,000 Death & \$176,000 TPD cover	\$437	\$450	\$404	\$421	\$436	\$346	\$400
DEFAULT INCOME PROTECTION (IP) INSURANCE COVER & PREMIUMS							
Default IP offered	✓	✓	✓	✓	X	X	X
Default cover amount (per month)	\$1,650	\$950	\$2,125	\$2,400	\$0	\$0	\$0
Default Waiting Period (days)	90	90	60	60	N/A	N/A	N/A
Default Benefit Period	5 years	to age 67	5 years	2 years	N/A	N/A	N/A
Annual Premium for each fund's default IP cover ⁷	\$42	\$51	\$125	\$26	N/A	N/A	N/A
Max 5 year Benefit Period available	✓	X	X	✓	✓	✓	✓
Long-term Benefit Period to age 60/65 available	✓	✓	✓	✓	✓	✓	✓
INVESTMENT RETURNS TO 30 JUNE 2019 (p.a.)⁸							
1 Year	-3.3	-1.6	-3.6	-0.8	-0.2	-2.7	-4.5
2 Years	2.3	2.8	0.9	3.6	3.6	2.6	1.7
3 Years	3.6	4.8	3.4	5.7	5.4	4.8	4.0
5 Years	4.3	5.4	4.3	6.4	5.6	5.6	4.4

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Notes:

1. Guild Super's Growing lifestage had 81% growth assets to 29 February 2020 but changed to 100% growth assets from 1 March 2020.
2. Growth assets typically include shares and property. Defensive assets typically include bonds, term deposits and cash.
3. Investment Fees & Costs are based on the latest investment fees and investment-related indirect costs available.

4. Total Fees & Costs are gross of income tax and are an estimate and meant as a guide only. They are based on publicly available information and discussions with each super fund. Guild Super's \$-based administration fee has been grossed-up (divided by 0.85) as the benefit of the tax deduction relating to this fee is not passed on to members as either reduced contributions tax or a reduced fee, but is retained by the fund. A similar adjustment has been made for the administration fees and costs for HESTA, Rest, Australian Super and First State Super.

5. Default Death & TPD Cover amounts and premiums are based on a White Collar Occupation Classification.

6. Annual Death & TPD premiums shown are for a 29 year old female with \$352,000 Death cover and \$176,000 TPD cover on a White Collar Occupation Classification. Since this level of cover is higher than default cover in the other funds (except First State Super), this cover will be subject to the provision of health information and their underwriting process in those funds. Guild Super members need to apply to

have their Occupational Classification changed from Standard to White Collar to pay the premiums shown above.

7. Annual Income Protection premiums shown are for a 29 year old female member on a White Collar Occupational Classification. Income Protection premiums are for each super fund's default Income Protection cover that varies by amount, waiting period and benefit period. Guild Super members need to apply to have their

Occupational Classification changed from Standard to White Collar to pay the premiums shown above.

8. The performance shown for all the products is for the default MySuper option (for a 29-year-old). The returns shown above are after tax and investment fees but before administration fees. It is important to remember that past performance is not a reliable indicator or guarantee of future performance.