

# BT Business Super

Product Disclosure Statement

Issued 30 September 2017

Prepare for the best.



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## Things you should know

This Product Disclosure Statement (PDS) is a summary of significant information you need to make a decision about BT Business Super (BT Super). It includes references to important information contained in the Additional Information Booklets:

Part 1 – General,  
Part 2 – Investment, and  
Part 3 – Insurance.

each of which forms part of this PDS – marked with . You should consider this PDS and each Additional Information Booklet before making a decision about BT Super.

The information in this PDS is general information only and does not take into account your personal financial situation or needs. You should consult a financial adviser to obtain financial advice tailored to your personal circumstances. This PDS can only be used by persons receiving it (electronically or otherwise) in Australia. We will not accept applications from outside Australia, and may accept or reject an application without giving reasons.

Information in this PDS is subject to change from time to time and, if it is not materially adverse, may be updated on our website and can be accessed by visiting [bt.com.au](http://bt.com.au). A copy of the PDS, the Additional Information Booklets and updated information is available, free of charge, at any time by visiting [bt.com.au](http://bt.com.au) or by calling BT Customer Relations on 132 135.

BT Super and this PDS are issued by Westpac Securities Administration Limited ABN 77 000 049 472, AFSL 233731 (WSAL, Trustee, we, our, or us) the trustee of the Westpac MasterTrust – Superannuation Division (the Fund) ABN 81 236 903 448. Your rights in relation to the Fund and BT Super are governed by a trust deed (which overrides any provisions in the PDS), the *Superannuation Industry (Supervision) Act 1993*, the *Corporations Act 2001*, related legislation governing super, and the general law.

This PDS has been prepared in accordance with our obligations under the *Corporations Act 2001* and does not form the basis of contractual relations between you and us except where this is specifically intended. The Trustee reserves the right to change the features and provisions of BT Super but will provide you with notice of any such change. You can find information on each trustee and executive remuneration for BT Super at [btfg.com.au](http://btfg.com.au).

We appreciate that privacy is important to you. You should read the important information about your privacy to ensure that you understand how our companies may collect, use and disclose your personal information in the Additional Information Booklet Part 1 – General, available at [bt.com.au](http://bt.com.au), before making a decision.

# 1. About BT Super

## Brought to you by BT Financial Group

BT Financial Group (BT) is the wealth management arm of the Westpac Group, and has helped millions of Australians prepare for the best since 1969.

We understand that life is about more than just growing your wealth. It's about creating the best future for you and your loved ones, and BT Super can help.

## Who is responsible for BT Super?

- > BT Super forms part of the Business Plan of the Westpac MasterTrust Superannuation Division ABN 81 236 903 448 (the Fund) and is issued by WSAL.
- > The Unique Superannuation Identifier (USI) for BT Super is WFS0112AU.
- > WSAL is authorised to offer the BT MySuper Lifestage Investment Options detailed in this PDS.

All assets of BT Super are invested in a policy issued by Westpac Life Insurance Services Limited ABN 31 003 149 157, AFSL 233728 (Westpac Life). Westpac Life invests the assets in its No. 2 statutory fund. Westpac Life is also responsible for the administration of BT Super.

BT Super provides insurance through a group policy. The cover under this group policy is provided by:

- > for the period up to and including 31 December 2017, AIA Australia Limited ABN 79 004 837 861, AFSL 230043; and
- > for the period on and from 1 January 2018, Westpac Life Insurance Services Limited ABN 31 003 149 157, AFSL 233728.

In this document, 'Insurer' refers to AIA Australia Limited for cover up to and including 31 December 2017, and Westpac Life Insurance Services Limited for cover from 1 January 2018.

BT Super offers a MySuper product and a broad range of Investment Options with asset classes including cash, fixed interest, property and shares.

For the latest product dashboard for the BT MySuper Lifestage Investment Options, please visit: [bt.com.au/product-dashboard/](http://bt.com.au/product-dashboard/).

# 2. How super works

## About Super

Super is a long-term investment designed to help you save for your best retirement which is, in part, compulsory. It may become one of the biggest investments you make in your life.

Nearly every Australian has the right to choose the super fund into which their employer should pay their super. While you are working, your employer is in most cases required to make contributions, known as Super Guarantee, to your super account.

The Australian Government has provided tax concessions which generally make super one of the best long-term investment vehicles. MySuper was introduced to provide a lower cost and simple superannuation product for members who are not actively engaged and have not made an investment choice.

## Contributions

There are different types of contributions that can be made to super, such as employer, personal, and government contributions.

Generally, if you're under 65 years of age, contributions can be accepted from you, your spouse, your employer and the government. Once you turn 65, there are strict rules around accepting contributions. Regardless of your age, your fund can accept all mandated contributions from your employer such as Superannuation Guarantee contributions.

Limits (known as caps) apply to the amount of most contributions that can be made to your super. If you exceed the contribution caps, additional tax may be payable.

## Withdrawals

Limitations apply to withdrawals because your super is intended to provide for your retirement. You can access your super when you turn 65, and in limited circumstances start accessing your super when you reach your preservation age (between 55 and 60 depending on your date of birth).



You should read the important information about 'How super works' before making a decision. Go to the **Additional Information Booklet Part 1 – General** which is available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to 'How super works' may change between the time you read this Statement and the day when you acquire the product.

# 3. Benefits of investing with BT Super

BT Super is designed for employers looking for a super solution for their employees, and people who are self-employed.

## Choose how your super is invested

- > BT MySuper Lifestage Investment Options invest based on your age and automatically adjust your asset mix throughout your life
- > Or, you can choose from a range of Investment Options to suit your financial situation, goals, and preference for risk.

## Keep an eye on your super

- > Update your personal details, investment options, and view your transactions, insurance, and annual statements at any time on the BT Online secure member portal at [bt.com.au](http://bt.com.au).
- > Discover how much super you have, and where it is, in just a matter of seconds with BT SuperCheck.

## Great benefits you can enjoy now

- > Access BT's unique wellbeing program built on our philosophy that financial wellbeing is closely linked to your health, and your connection with family, community and work.
- > Benefits Now offers a range of specially selected discounts and deals to help you save money on everyday things.

## Keeping you informed

- > When you join, you'll receive a Super Starter Pack with details on your account, investment options, and insurance cover.
- > When there are important changes to your BT Super account, we'll let you know either by mail or email, or on [bt.com.au](http://bt.com.au).
- > You'll receive a Super Statement detailing the fees, transactions, and insurance on your account each year.

## Take your super with you when you change jobs

- > You can use a standard super choice form from your employer to let them know where to pay your super contributions.

## When you change jobs

When we're told that you have left your employer, depending on your balance, you will keep your BT Super account by automatically becoming a 'personal member' within the Retained Benefits section of BT Super.

You will be notified of any changes to fees, costs and insurance premiums applicable to your account when you become a personal member, as any fee rebates negotiated by your former employer may cease to apply.

**!** You should read the important information about the Benefits of investing with BT Super before making a decision. Go to the **Additional Information Booklet Part 1 – General** which is available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to the Benefits of investing with BT Super may change between the time when you read this Statement and the day when you acquire the product.



## 4. Risks of super

All investments involve varying degrees of risk. Super funds may invest in a range of asset classes, including cash, fixed interest, property and shares – that have different levels of risk.

BT Super offers a variety of investment options, containing a different mix of these asset classes. The likely investment return, and the risk of losing money, is different for each investment option depending on the underlying mix of assets.

Generally, the higher the potential return of an investment over the longer term, the greater the risk of loss in the shorter term.

### What are the risks involved?

When considering your investment in super, it is important to understand that:

- > Investments will fluctuate in value, as markets may be volatile and go up and down.
- > Investment returns are not guaranteed and you may lose some of your money.
- > Investment returns can be volatile and future returns may vary from past returns. Past performance is not a reliable indicator of future performance.
- > Laws affecting your super may change in the future.
- > The amount of your future super savings (including contributions and returns) may not be enough to provide an adequate income for your retirement.

Processing of transactions may be delayed in some circumstances, for example, when an investment manager delays issuing unit prices. Investment Options may also be closed, varied or terminated, or investment managers replaced without notice.

There are particular risks associated with each investment option. These could include (among other things) risks specific to a certain security, market risk, currency risk, interest rate risk, derivatives risk, alternative investments risk, credit risk, liquidity risk, and legal and regulatory risk.

The appropriate level of risk for you will depend on a range of factors including:

- > your age
- > investment time frame
- > where other parts of your wealth are invested, and
- > your risk tolerance.

**!** You should read the important information about the 'Risks of super' before making a decision. Go to the **Additional Information Booklet Part 1 – General** which is available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to the Risks of super may change between the time you read this Statement and the day when you acquire the product.

## 5. How we invest your money

You can leave it to us, and invest in BT's MySuper Lifestage Investment Options, or choose your own from our range of Investment Options.

**When deciding how you want your super to be invested, you must consider the likely investment return, risk and your investment time frame.**

### BT MySuper Lifestage Investment Options

Whether you've just begun to save for retirement or already left the workforce, a Lifestage Investment Option can give you an efficient, well-diversified portfolio, designed and managed according to your age.

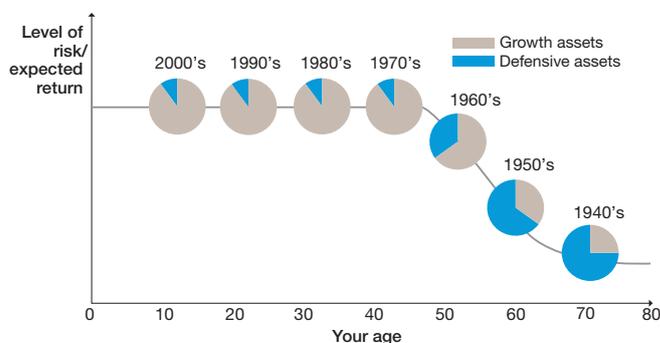
Your BT MySuper Lifestage Investment Options are made using the 'multi-manager' concept, packaging high quality investment managers from around the world into a single investment option.

#### How does your Lifestage Investment Option change with you?

Your investment needs are likely to change as you get older. Your Lifestage Investment Option aims to achieve an appropriate level of risk and return by automatically adjusting the mix of assets throughout your life.

When you're younger and have more time to withstand rises and falls in the value of your investment, your Lifestage Investment Option will be more growth oriented to target a higher return. Over time the fund will gradually shift to a more conservative asset mix by reducing its allocation of growth assets – such as shares and property – and increasing its allocation of defensive assets – such as fixed interest and cash.

For example, if you were born in 1973 you will be invested in the 1970's Lifestage Investment Option. There's a different Lifestage Investment Option for each decade, designed to suit investors born within that decade, whose investment needs and approach to risk over time is typical of investors around the same age.



#### What is the investment return objective and level of risk of your Lifestage Investment Option?

Your BT MySuper Lifestage Investment Option has an objective to provide an investment return above inflation. To determine these objectives we have used the Consumer Price Index (CPI) which is a generally accepted measure of inflation. The specific investment return objective changes over time and so does the level of risk. Please refer to the 'Risks of super' section for information about the relationship between risk and investment returns.

The Standard Risk Measure is a way of describing the level of risk of different investment options (with 1 being the lowest and 7 the highest) and provides a guide on the expected number of negative annual returns over any 20 year period. It doesn't consider all forms of investment risk and does not take taxes into account.

The following table shows the investment objective for each BT MySuper Lifestage Investment Option as at 1 July 2017.

Lifestage Investment Option	Description	Investment Return Objective <sup>1</sup>	Standard Risk Measure	Minimum suggested Investment timeframe
1940's	You've probably retired or are close to retirement. The focus is on maintaining the real value of your investment. If you were born before 1940 you may invest in this Investment Option.	CPI + 1.1% pa	2 Low	4 years
1950's	Retirement is approaching. The focus is on protecting your investment while still seeking some growth.	CPI + 1.3% pa	3 Low to medium	4 years
1960's	Retirement is getting closer. The focus is on achieving a balance between the potential for growth and levels of risk.	CPI + 2.1% pa	5 Medium to high	5 years
1970's	Your savings are continuing Growth remains the main focus for your investment.	CPI + 3.3% pa	6 High	7 years
1980's, 1990's, 2000's	You're saving and have many years until retirement to withstand rises and falls in the value of your investment. The focus is on maximising growth.	CPI + 3.3% pa	6 High	7 years

1 Over a 10 year period net of fees and taxes.

## What does your Lifestage Investment Option invest in to?

The strategic asset allocation is the mix of growth and defensive assets set with the aim of achieving the investment return objective. We may change the strategic asset allocation to suit market conditions but will stay within the minimum and maximum range shown in the Additional Information Booklet Part 2 – Investment. The investment objective, asset allocation and ranges in your Lifestage Investment Option change as you get older and your investment option becomes more conservative.

The following table shows the strategic asset allocation for each Lifestage Investment Option as at 1 July 2017.

Asset Type (%)	1940's	1950's	1960's	1970's	1980's	1990's	2000's
<b>Equity</b> – Australian (Listed)	11	15	26	37	37	37	37
<b>Equity</b> – International (Listed)	8	12	26	39	39	39	39
<b>Property</b>							
– Australian (Listed)	1	1	1	2	2	2	2
– International (Listed)	2	2	4	7	7	7	7
– Australian (Unlisted)	1	1	1	1	1	1	1
– International (Unlisted)	2	2	2	2	2	2	2
<b>Commodities</b> – International (Listed)	0	0	1	2	2	2	2
<b>Other</b> – Growth Alternatives	0	0	0	0	0	0	0
<b>Other</b> – Defensive Alternatives	4	4	5	5	5	5	5
<b>Fixed Income</b> – Australian	26	24	13	1	1	1	1
<b>Fixed Income</b> – International	29	26	15	1	1	1	1
<b>Cash</b> – Australian	16	13	6	3	3	3	3
<b>Total growth assets</b>	<b>25</b>	<b>33</b>	<b>61</b>	<b>90</b>	<b>90</b>	<b>90</b>	<b>90</b>
<b>Total defensive assets</b>	<b>75</b>	<b>67</b>	<b>39</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>10</b>

## Choose your own investment mix

If you'd prefer to choose your own investment mix, you can select from a broad range of Investment Options offering exposure to different asset classes including cash, fixed interest, property and shares, and levels of risk that are managed by leading investment managers from Australia and around the world.

### Do you have to make a choice?

When you receive your Super Starter Pack you will be given the opportunity to change how your money is invested. If you don't make a choice, your money will be invested in the BT MySuper Lifestage Investment Option applicable for your age.

### How can you change your investments?

You can change your investment option(s) at any time with BT Online at [bt.com.au](http://bt.com.au), or by completing an Investment Choice/Switch Request form available at [bt.com.au](http://bt.com.au).



You should read the important information about 'How we invest your money' before making a decision. Go to the **Additional Information Booklet Part 2 – Investment** which is available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to 'How we invest your money' may change between the time when you read this Statement and the day when you acquire the product.

## 6. Fees and costs

### DID YOU KNOW?

Small differences in both investment performance and fees and costs can have a substantial impact on your long term returns. For example, total annual fees and costs of 2% of your account balance rather than 1% could reduce your final return by up to 20% over a 30 year period (for example, reduce it from \$100,000 to \$80,000). You should consider whether features such as superior investment performance or the provision of better member services justify higher fees and costs.

You or your employer, as applicable, may be able to negotiate to pay lower fees. Ask the fund or your financial adviser.

### TO FIND OUT MORE

If you would like to find out more, or see the impact of the fees based on your own circumstances, the **Australian Securities and Investments Commission (ASIC)** website ([moneysmart.gov.au](http://moneysmart.gov.au)) has a superannuation calculator to help you check out different fee options.

This document shows fees and other costs that you may be charged. These fees and other costs may be deducted from your money, the returns on your investment or the assets of the superannuation entity. Other fees, such as activity fees, advice fees for personal advice and insurance fees, may also be charged, but will depend on the nature of the activity, advice or insurance chosen by you. The calculator referred to in the Consumer Advisory Warning can be used to calculate the effect of fees and costs on account balances.

The fees and costs quoted in this section include any applicable Goods and Services Tax (GST) and take into account available Reduced Input Tax Credits (RITC) where applicable. The benefit of tax deductions, if any, will be passed on to members in the form of a reduced fee or cost. Taxes, insurance fees and other costs relating to insurance are set out in another part of this document. You should read all the information about fees and other costs because it is important to understand their impact on your investment.

The fees and other costs for the BT MySuper Lifestage Investment Options offered by BT Super are set out below. The fees and other costs for each other Investment Option offered by the superannuation entity are set out in the Additional Information Booklet Part 1 – General and the Additional Information Booklet Part 2 – Investment. You can also use the information set out in the table below to compare the fees and costs with those for other super products.

BT Business Super: BT MySuper Lifestage Investment Options		
Type of fee	Amount	How and when paid
<b>Investment fee</b>	0.50% pa of your account balance	Deducted from the assets of the Lifestage Investment Option and reflected in the daily unit price.
<b>Administration fee</b>	\$6.50 per month (\$78.00 per year) <sup>1</sup>	Deducted from your account balance at the end of each month or when you leave BT Super, by way of deduction of units from the Lifestage Investment Option.
	<b>Plus</b>	
	0.45% pa of your account balance	Deducted from the assets of the Lifestage Investment Option and reflected in the daily unit price.
	<b>Less</b>	
	any Administration fee rebate negotiated between your employer and us.	If applicable, administration fee rebates are calculated at the end of the month and paid directly to your account by issuing additional units in the Lifestage Investment Option. Please see the 'Additional explanation of fees and costs' section in the Additional Information Booklet Part 1 – General for further information on how we give effect to an administration fee rebate.
<b>Buy-sell spread</b>	Estimated 0.36% of the amount invested in your Lifestage Investment Option.	Cost of the buy-sell will generally be incurred when you invest in the Lifestage Investment Option.
<b>Switching fee</b>	Nil	Not applicable
<b>Exit fee</b>	Nil	Not applicable
<b>Advice fees</b> relating to all members investing in a particular MySuper product or investment option	Nil	Not applicable
<b>Other fees and costs</b> <sup>2</sup>	Member advice fee, if you've agreed to this fee with your Financial Adviser	The member advice fee and insurance fees are deducted from your account balance on the date the fee or cost is incurred.
	<b>Plus</b>	
	Insurance fees, if you have insurance cover in your BT Super account. The amount of any advice fee or insurance fees may vary. <sup>3</sup>	
<b>Indirect cost ratio</b>	Regulatory Change Expense Recovery <sup>4</sup> up to 0.05% pa <sup>5</sup> (estimated) of the Lifestage Investment Option's asset value.	Regulatory Change Expense Recovery amounts are deducted from the assets of the Lifestage Investment Option and reflected in the daily unit price.

## BT Business Super: BT MySuper Lifestage Investment Options

Type of fee	Amount	How and when paid
	<b>Plus</b>	
	Estimated Performance-related fee of up to 0.18% <sup>6</sup> pa of the Lifestage Investment Options asset value.	Performance-related fees are deducted from the assets of the Lifestage Investment Option and reflected in the daily unit price when investment performance targets are met.
	<b>Plus</b>	
	Estimated other indirect costs of 0.18% to 0.25% <sup>7</sup> pa of the Lifestage Investment Option's asset value.	Other indirect costs are incurred in managing the underlying investment assets of the Lifestage Investment Option and are reflected in the daily unit price.
	<b>Estimated total indirect cost ratio:</b> Up to 0.48% pa of the Investment Option's asset value.	

- The dollar-based Administration fee is net of the benefit of tax deductions to BT Super.
- Additional fees and costs may apply. Please refer to the 'Additional explanation of fees and costs' section in the PDS and Additional Information Booklet Part 1 – General for more information.
- Please see the 'Additional explanation of fees and costs' section in the Additional Information Booklet Part 1 – General for details of how advice fees are calculated and Additional Information Booklet Part 3 – Insurance for details of how insurance fees are calculated.
- For more information about Regulatory Change Expense Recovery, please refer to the 'Additional explanation of fees and costs' section in the Additional Information Booklet Part 1 – General.
- The Trustee has applied a cap of 0.05% pa for the current financial year.
- This is an estimate of the performance-related fees paid in relation to the 12 months to 30 June 2017. The performance-related fees shown are not a representation of likely future performance. Please refer to the 'Performance-related fees' section of the Additional Information Booklet Part 1 – General for more information.
- The amount of Other indirect costs is an estimate of the additional costs incurred in managing the underlying assets of the investment option in relation to the 12 months to 30 June 2017. For more information on the other indirect costs applicable, please refer to the 'Other Indirect Costs' section of the Additional Information Booklet Part 1 - General.

### Example of annual fees and costs

The following table gives an example of how the fees and costs for the BT MySuper 1960's Lifestage Investment Option for this super product can affect your super investment over a one year period. You should use this table to compare this super product with other super products.

#### EXAMPLE – BT MySuper 1960's Balance of \$50,000 Lifestage Investment Option

Investment fees	0.50% pa	For every \$50,000 you have in the super product you will be charged \$250 each year.
<b>Plus</b> Administration fees	0.45% pa <b>Plus</b> \$6.50 per month (\$78 per year) <sup>1</sup>	<b>And</b> , you will be charged \$303 in administration fees each year
<b>Plus</b> Indirect costs for the super product	0.40% <sup>2</sup> pa	<b>And</b> , indirect costs of \$200 each year will be deducted from your investment.
<b>Equals</b> Cost of product		If your balance was \$50,000, then for that year you will be charged fees of <b>\$753</b> for the super product.

- The dollar-based Administration fee is net of the benefit of tax deductions to BT Super.
- The indirect costs above comprise of an estimated Regulatory Change Expense Recovery of 0.05% pa, estimated performance-related fees of 0.13% pa, and other indirect costs of 0.22% pa. Estimated performance-related fees may be higher if certain investment performance targets are achieved. Please refer to the 'Performance-related fees' in the Additional Information Booklet Part 1 – General for more information.

**Note:** Additional fees may apply. And, if you leave the superannuation entity, you may be charged a buy-sell spread which also applies whenever you make a contribution, exit, rollover or investment switch. The buy-sell spread is 0.36% (this will equal to \$180 for every \$50,000 you invest).

Please refer to the 'Additional explanation of fees and costs' section of the Additional Information Booklet Part 1 – General for more information. This example is illustrative only. What it costs you will depend on the investment option you choose.

### Additional explanation of fees and costs

#### Defined fees

You can find definitions of fees in the Additional Information Booklet Part 1 – General available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper).

#### Member Advice fee

Additional fees may be payable if you have consulted a financial adviser.

You may agree to pay your Financial Adviser a one-off or ongoing monthly fee from your BT Super account for personal financial advice relating to your BT Super account. An ongoing percentage-based Member Advice fee cannot be paid on any amount you borrow to contribute to your BT Super account. Details of any Member Advice fees will be set out in the Statement of Advice and, if applicable, annual Fee Disclosure Statements which your Financial Adviser is required to provide to you.

#### Insurance fee

Your insurance fees are your insurance premiums. Please refer to the section 'Insurance in your super' in this PDS and the Additional Information Booklet Part 3 – Insurance for more information about premiums that may be applicable to you.

#### Changes in fees and costs

We may alter any of the fees and costs payable to us without your consent (up to specified maximums that apply). If we increase the fees and costs payable to us, you will receive at least 30 days advance notice.

The fees and insurance premiums you pay as a personal member of BT Super may differ from the fees and insurance premiums that apply while you're a member of your employer's plan. Any fee rebates negotiated by your former employer will cease to apply when you become a personal member.

**!** You should read the important information about 'Fees and other costs' before making a decision. Go to the **Additional Information Booklets Part 1 – General, Part 2 – Investment and Part 3 – Insurance** which are available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to 'Fees and other costs' may change between the time you read this Statement and the day when you acquire the product.

**!** You should read the important information about 'How super is taxed' before making a decision. Go to the **Additional Information Booklet Part 1 – General** which is available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to 'How super is taxed' may change between the time you read this Statement and the day when you acquire the product.

## 7. How super is taxed

Superannuation can be subject to tax on contributions, earnings and withdrawals.

### Tax on contributions

Contributions are generally subject to two types of taxation.

#### Contributions tax

Certain contributions are taxed, generally at a rate of 15% (provided you have supplied your Tax File Number (TFN)). Contributions tax is deducted quarterly in arrears, or when we receive a personal tax deduction notice.

#### High income earners 15% additional tax

If you're classified as a high income earner, you may need to pay an additional 15% tax (Division 293 tax) on some or all of your contributions. If this applies to you the ATO will notify you after the end of the financial year. For more information on this Division 293 tax, please refer to the ATO website at [ato.gov.au](http://ato.gov.au).

**Important notes:** There are limits (caps) on the amount of contributions that can be taxed at standard contribution tax rates. **You may incur additional tax if you exceed certain caps.**

The two main caps that apply are the concessional and non-concessional contributions caps. It is your responsibility to make sure you don't exceed them.

**You should provide us with your TFN when you join BT Super. If you do not supply us with your TFN, we're required under law to only accept employer contributions and additional tax will apply.**

### Tax on earnings

Within BT Super, investment earnings and certain capital gains are taxed at a maximum rate of 15%, while certain capital gains may be taxed at the concessional rate of 10%. Tax on earnings and capital gains is reflected in the applicable investment option's unit price and is not deducted directly from your account.

### Tax on withdrawals

If you're aged 60 or over, withdrawals from your account are generally tax free. If you're under 60, you will be taxed on lump sum withdrawals as follows:

Component	Rate of tax
Tax-free component	Nil
Taxable component (taxed element):	
<ul style="list-style-type: none"> <li>➢ Under preservation age (between 55 and 60 depending on your date of birth)</li> <li>➢ Aged between preservation age and 59</li> </ul>	20% plus Medicare Levy  Tax free up to the low rate cap, then generally 15% plus Medicare Levy

Different tax rates and rules for withdrawing your super may apply if you are, or were, a holder of a temporary visa under the *Migration Act 1958*.

## 8. Insurance in your super

### What insurance is included in BT Super?

#### Standard Cover

If your employer has not selected an insurance benefit design under tailored cover then you may be eligible to receive standard Death Only or Death & Total and Permanent Disablement (TPD) cover calculated on an age based scale.

**!** Please see the **Additional Information Booklet Part 3 – Insurance**

#### Tailored Cover

You may be eligible to receive 'tailored cover', based on a design and benefit formula selected by your employer. Both types of cover provide automatic acceptance of cover without the need for medical evidence, up to specified limits (called Automatic Acceptance Limits). You may also apply for additional cover.

The types and amounts of insurance available (subject to approval by the Insurer) are:

Type of cover	Maximum cover (subject to approval by the Insurer)	Cost of cover
<b>Standard Cover: Death &amp; TPD</b>	Up to \$300,000 (per unit)	From \$1.00 <sup>1</sup> to \$43.70 <sup>2</sup> per unit per week.
<b>Standard Cover: Death Only</b>	Up to \$300,000 (per unit)	From \$0.40 to \$21.00 per unit per week.
<b>Tailored Cover: Death &amp; TPD Cover</b>	Up to \$5 million, depending on your age, membership type and employment status.	From \$0.38 to \$156.32 <sup>3</sup> per \$10,000 sum insured per month.
<b>Tailored Cover: Death Only</b>	No predetermined limit (the limit is approved by the Insurer).	From \$0.27 <sup>4</sup> to \$56.06 <sup>5</sup> per \$10,000 sum insured per month.
<b>Salary Continuance Insurance (SCI)</b>	Up to 75% (plus up to 15% super contributions, if applicable) of your Pre-Disability Income or \$30,000 per month benefit, whichever is lower.	From \$0.09 <sup>6</sup> to \$53.40 <sup>7</sup> per \$100 monthly sum insured per month.

- Minimum based on a female aged 14, working in a white collar occupation.
- Maximum based on a male aged 40, working in a special risk occupation.
- Maximum based on a male aged 69, working in a special risk occupation.
- Minimum based on a female aged 26, working in a white collar occupation.
- Maximum based on a male aged 74, working in a special risk occupation.
- Minimum based on a male aged 20, working in a white collar occupation, with a 90 day waiting period and Two-Year benefit period.
- Maximum based on a female aged 61, working in a special risk occupation, with a 30 day waiting period and To Age 65 benefit period.

## Cost of cover

The amount you pay for insurance is called the premium. Your premium will usually depend on a number of factors which may include: the level and type of insurance, your age, your gender, your occupation, and your membership classification (this factor is not currently applicable but may apply in the future).

Premiums are deducted monthly from your account and are generally tax deductible to BT Super. The benefit of this deduction is passed on to you in the form of a reduced fee or cost where applicable.

 Insurance premium rates are set out in the **Additional Information Booklet Part 3 – Insurance**.

You must advise us when your employment status changes so your premiums and cover can be reviewed and adjusted as appropriate.

## How to apply

If you're a new member and are eligible for standard cover or Automatic Acceptance of tailored cover you will automatically be provided with cover. Your Super Starter Pack will confirm details of cover that has been automatically granted.

If you have standard cover, you may also have 60 days from the date in your Super Starter Pack to apply for 1 or 2 additional units of cover with limited underwriting. If you're eligible, you can apply for additional cover with full underwriting at any time. To apply for additional cover, complete the application forms available at [bt.com.au](http://bt.com.au).

Additional cover may be subject to the assessment of medical evidence and acceptance of the cover by the Insurer.

## Changing cover

**Important:** Unless you decline to acquire or cancel standard or tailored cover we will deduct the premium from your account each month.

You can apply for more cover, or fix, reduce, or cancel cover by submitting the relevant application form available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper).

## Life Stage Increase

If you have tailored cover, our 'Life Stage Increase' option allows you to increase your Death Only or Death & TPD cover without any additional evidence of health (subject to meeting the eligibility conditions), after the occurrence of certain personal or business events.

## Cover for spouse members

If your spouse is also a member of BT Super, they can apply for Death Only or Death & TPD cover, and/or SCI at the rates disclosed in the Additional Information Booklet Part 3 – Insurance. If applicable, group discounts negotiated by your participating employer also apply to your spouse.

Standard cover and automatic acceptance of tailored cover is not available for spouse members. All cover is subject to the assessment of medical evidence and acceptance of the cover by the Insurer.

**Important:** Further information about your insurance is included in the Additional Information Booklet Part 3 – Insurance, including: eligibility for, and cancellation of, insurance, conditions and exclusions applicable to the cover, the level and type of cover available, and the cost of insurance. This information may affect your entitlement to insurance and should be read before deciding whether insurance is appropriate for you.

 You should read the important information about 'Insurance in your super' before making a decision. Go to the **Additional Information Booklet Part 3 – Insurance** which is available at [bt.com.au/businesssuper](http://bt.com.au/businesssuper). The material relating to 'Insurance in your super' may change between the time when you read this Statement and the day when you acquire the product.

## 9. How to open an account

### Steps to apply

BT Super is open to employees of a participating employer, self-employed persons (e.g. sole trader) and spouses of employer-sponsored members. A minimum initial investment amount of \$500 applies to spouse members.

If your employer opened your account for you, you don't need to do anything. If you're not an employee of a participating employer, the first step is to consult your Financial Adviser. Your Financial Adviser will help you complete the necessary application form(s). Alternatively, you can access the application forms online at [bt.com.au](http://bt.com.au).

### Cooling-off period (for non-employee members only)

If you're a non-employee member, such as a self-employed person or spouse, you're entitled to a 14-day cooling-off period to ensure you're happy with your decision to open a BT Super account.

Your cooling-off period commences on the date you receive confirmation of your application or the end of the fifth business day after the day you become a member, whichever is earlier. You cannot exercise your cooling-off rights if you have exercised any rights or powers available to you under the terms of BT Super (eg if you have made an investment switch).

### Complaint resolution

If you have a concern or complaint about the operation or management of BT Super, please contact BT Customer Relations on 132 135. If your concern cannot be resolved over the phone, you can write to our Complaints Officer at:

Complaints Officer  
BT Financial Group  
GPO Box 2675  
Sydney NSW 2000

We will endeavour to resolve your complaint within 30 days of receiving your written correspondence, and we're required by law to deal with your complaint within 90 days. If you're not satisfied with the response, or don't receive a response within 90 days, you may contact the Superannuation Complaints Tribunal (the Tribunal) by calling 1300 884 114 or writing to Locked Bag 3060, Melbourne VIC 3001. The Tribunal is an independent body established by the government to help retail members of super funds resolve complaints.

## For more information



 [bt.com.au](http://bt.com.au)

 **Members: 132 135**  
**Employers: 1300 553 010**

 [customer.relations@btfinancialgroup.com](mailto:customer.relations@btfinancialgroup.com)

 **GPO Box 2362**  
**Adelaide SA 5001**