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- AustralianSuper
- GHD Superannuation Plan
- Personal Plan
- AustralianSuper Select
- Super Options

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A Target Market Determination (TMD) is a document that outlines the target market a product has been designed for. Find the TMDs at **australiansuper.com/tmd**



Everything we do at AustralianSuper is designed to help everyday Australians achieve their best financial position in retirement.

As the largest super fund in the country and one of the biggest funds in the world¹, our size and scale mean you have access to some of the world's best investments.

Choosing how to invest your super is a big decision. This guide can help make it an easier one. You'll look at your investment needs and then go through your options in more detail.

Define what type of investor you are

Find out what type of investor you are and build an understanding about:

- how long you're investing for
- the types and levels of investment risk and how you feel about them
- how hands-on you want to be with your investments
- how you can minimise risk.



What type of investor are you?

There are many different ways to invest your money. How you decide to invest depends on your age, financial situation and personality. Use this section to work out what type of investor you are - how you feel about investment risk, what your investment timeframe is and how involved you want to be in managing your super.

How long you're investing for

Your investment timeframe is how long you plan to invest your super savings before you retire, as well as how long you want your savings to last once you do retire.

Take a look at the table to the right to see how long you might need to keep your savings invested in super based on how old you are now and your current life expectancy. Keep in mind the timeframes shown are averages so you may well live beyond these ages.

Investment risks and how you feel about them

All investments have risks, so it's important to understand how you feel about risk. This will help you in your investment option selection.

You'll also need to weigh this up with your investment timeframe and your retirement goals, including how you want to use your money when you retire.

Investment timeframe

Current age	Male	Female
20	62 years	66 years
30	52 years	56 years
40	43 years	46 years
50	33 years	37 years
60	25 years	27 years
65	20 years	23 years

Based on age and life expectancy. Source: Australian Bureau of Statistics, Life Tables, States, Territories and Australia - 2019-2021, 8 November 2022.



Focus on the long term

Superannuation is a long-term investment. While it can be distressing to see returns go down during periods of volatility, it's important to remember ups and downs are a normal part of the investment cycle.

A look back over history can be reassuring. It shows that significant sharemarket downturns and recessions are not uncommon, and indeed should be expected over a lifetime of investing. Before 2020, the last major sharemarket downturn was the Global Financial Crisis (GFC) in 2008. At the time, it was a very challenging period, as there were large daily swings in super balances. But the important thing to remember is that markets did eventually recover, and we experienced strong investment returns over an extended period.

Different types of investments perform differently over time

If 30 years ago, you put \$50,000 into different types of investments (we call these asset classes), your money would have grown in each asset class – some much more than others. What's also interesting to see are the different ways they grew over time.

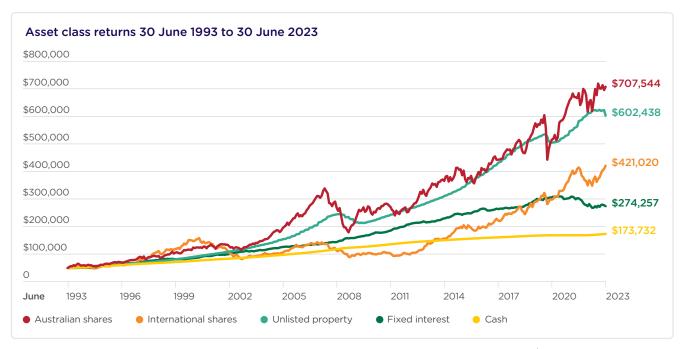
This 30-year period shows the benefits of diversifying across several asset classes, as the investment performance of some markets can be lacklustre for an extended period of time. For example, international shares had poor performance from when the tech bubble burst in 2000 and during the GFC, underperforming against the other asset classes. This was followed by favourable returns over the last ten years, outperforming the other asset classes.

The cash return was steady over the 30-year period and grew less than asset classes such as Australian shares, unlisted property or fixed interest. Cash provides stability compared to the more volatile shares investments. However, the downside of investing in cash is that it reduces the opportunity to grow your super savings and it may not keep up with rising costs of daily living, measured by inflation.

Short-term risks are different to long-term risks

In the short term, the key risk is investment market volatility and the risk your super savings will be reduced by the market's ups and downs.

The long-term key risk is inflation and the risk that your super savings won't grow to meet it.



The information in this graph has been prepared using data from the following market indices: Australian shares – S&P/ASX 200 Accumulation Index since 31 March 2000, prior All Ordinaries; International shares – MSCI All Country World ex Australia Index with net dividends reinvested (unhedged) in AUD since 31 December 2000, prior MSCI All Country World ex Australia Index with gross dividends reinvested (unhedged) in AUD. Unlisted property – Mercer/IPD Australia Unlisted Wholesale Property Fund Index; Fixed interest – 50% Bloomberg AusBond Composite 0+Yr Index + 50% Bloomberg Global Aggregate Bond Index, hedged to AUD; Cash – Bloomberg AusBond Bank Bill Index. Source: S&P, MSCI and Bloomberg. Investment returns are not guaranteed. Past performance is not a reliable indicator of future performance.

The MSCI data is calculated by MSCI. Neither MSCI nor any other third party involved or related to compiling, computing or creating MSCI data (the 'MSCI Parties') approves or endorses this material, or guarantees the accuracy or completeness of any information herein, or makes any express or implied warranties or representations with respect to such data (or the results to be obtained by the use thereof), and the MSCI Parties hereby expressly disclaim all warranties of originality, accuracy, completeness, merchantability or fitness for a particular purpose with the respect to such data. Without limiting any of the foregoing, in no event shall any of the MSCI Parties have any liability for any direct, indirect, special, punitive, consequential or any other damages (including lost profits) even if notified of the possibility of such damages.

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Inflation reduces the value of money over time. This means the money you have saved now won't be worth as much in the future. Inflation is something you need to think about when choosing your investment options, particularly if you've got a long-term investment timeframe.



Decide how hands-on you want to be with your investments

Choosing the right investments is important. It can affect how much your savings grow and how long they last. You can decide to either leave your investment choice to us or choose and manage your own.

Listed below are the investment options you can choose from. You can choose one or a variety of options. If you'd prefer us to choose for you, your super savings will go into our Balanced investment option. You can also make and change investment choices after you become a member.



PreMixed options

Hands-on level: Low

PreMixed options are diversified options that are made up of more than one asset class and have different investment objectives, with varying levels of risk, investment timeframes and expected returns.

Your PreMixed choices are:

- High Growth
- Balanced (default investment option)
- Socially Aware
- Indexed Diversified
- Conservative Balanced
- Stable.



DIY Mix options

Hands-on level: Medium

DIY Mix options provide exposure to specific asset classes (plus a small portion of cash) and have different investment objectives, with varying levels of risk, investment timeframes and expected returns. You choose how much you want to invest in each in a mix that can also include one or more PreMixed options.

Your DIY Mix choices are:

- Australian Shares
- · International Shares
- Diversified Fixed Interest
- Cash.



Member Direct option

Hands-on level: High

The Member Direct investment option gives you more choice and control over your investments¹.

You can choose to invest your own super in a range of investments, including:

- Shares in the S&P/ASX 300 Index
- Exchange Traded Funds (ETFs)
- Listed Investment Companies (LICs)
- Term deposits
- Cash.

You'll need \$10,000 or more in your account to invest in Member Direct.

¹ Some restrictions apply to Member Direct – for details, read the Member Direct guide at australiansuper.com/MemberDirect

How to minimise risk

So far, we've focused on helping you work out what type of investor vou are, how comfortable you are with investment risks and the amount of control you want. Here are a few other things to consider when making your investment choice, as well as some ways to help manage your investment strategy and minimise risk.

Mixing it up can help

Investing in a mix of investments (diversification) can help protect your investments against market ups and downs. Spreading your investments across a variety of companies, industries and regions in different asset classes can help reduce the risk of negative returns.

Diversification is particularly important to consider if you're planning to build your own strategy with our DIY Mix options or invest your own super using Member Direct. Our PreMixed options are already diversified and each option has a different mix of assets.

Focus on your long-term needs

Watching your super balance go up and down can be unsettling. While it can be tempting to change investment options when markets are down, it isn't always the best approach. Investments that are volatile over short periods of time usually grow more over longer periods.

It's normal for markets to change

Most investments go up and down over time. Market movements can mean the asset allocation of your portfolio moves away from its original strategy and changes your risk level.

In our PreMixed options, we actively adjust the asset allocation so it reflects our strategy. If you invest in our DIY Mix options or Member Direct, you'll have to manage this yourself.

Review your strategy

When your circumstances or objectives change, it's a good idea to review your strategy to ensure it's still right for you. For example, you might be nearing retirement and need to access some of your super in the short term.

Consider seeking financial advice

The best option is the one that suits your investment timeframe, circumstances and goals. A professional financial adviser can help you develop an investment strategy to meet your needs, which could make a big difference to your retirement savings over the long term.

Check before you switch

Before you make changes, especially when investment markets are falling, it's important to consider the potential impacts on your returns and retirement balance. To learn more, read the article australiansuper.com/InvestmentRisks





Look at your investment options

In this section you'll find details about your investment options, including the investment aims, asset allocations and risk levels for each one.

If you invest in our PreMixed options, we manage things for you. You can build your own mix of investment types by investing in our DIY Mix options. We also offer Member Direct which allows you more control over how your super savings are invested.



Risk levels of investment options

When choosing your investment options, the risks you need to consider will be different depending on how long you plan to invest for.

Short term



Investing for

Less than 5 years

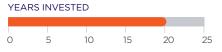
Key risks

Not having time to recover from adverse market movements.

Risk measure

The likelihood of negative returns in a given year. Also known as the Standard Risk Measure.

Medium term



Investing for

5-20 years

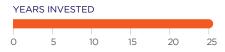
Key risks

Not having time to recover from adverse market movements and savings not keeping up with wage inflation.

Risk measure

A combination of short-term and long-term risk measures.

Long term



Investing for

20 years +

Key risks

Savings not keeping up with wage inflation.

Risk measure

The likelihood of investments in each option resulting in a projected retirement outcome that's lower than wage inflation.

Types of investment risk		
Adequacy	The risk that your super savings won't provide enough retirement income for as long as you'll need it.	
Agency	The risk that the third parties who manage investments and the administration for AustralianSuper do not perform as expected.	
Credit	This is the risk that an issuer of a security (like a bond) doesn't pay back the money borrowed when it's due.	
Currency	Movements in exchange rates can impact the value of your investments. For example, a higher Australian dollar can reduce returns on international investments. A lower Australian dollar can improve returns on international investments.	
Inflation	Inflation risk is when your investment returns don't grow above inflation to meet your long-term income requirements. Types of inflation include price inflation, which is a measure of the changes in the prices of goods and services and wage inflation, which is a measure of changes in the amount people earn.	
Interest rate	Interest rate movements can impact your investment returns. Interest rate risk is the potential for losses in response to a change in interest rates. There is an inverse relationship between fixed interest security prices and interest rates (yields).	
Liquidity	The risk that your investment can't be sold at the right time or when you need your money.	
Market	The risk of loss due to movements in the financial markets.	
Market timing The risk that you buy or sell your investments at the wrong time. For example, if prices are low when you sell you may lose money.		
Policy	The risk that changes to super rules and industry regulations will impact your investment.	
Volatility	A measure of the rise and fall of an investment. An investment that has larger price fluctuations has higher volatility and is considered more risky. Volatility can be measured by standard deviation, which is the variation of returns around the average or expected return.	

Risk levels are based on estimating the probability of negative returns in the short term, or underperforming inflation in the long term. You can read more about how we calculate risk levels at australiansuper.com/RiskLevels



Life stages and investment timeframes

The scenarios below highlight just some of the things you could consider when looking at options for investment timeframes.

Starting out in my career

Long term (over 20 years)

Situation

Retirement isn't really on your horizon yet. Growing your savings and maximising your returns is your priority.

Considerations

You're a long way from retirement, so your savings have more time to ride out market ups and downs.

Types of investments to consider You may want to invest in options that are weighted more towards growth asset classes that have more potential for long-term growth.

Planning for retirement

Medium term (5-20 years)

Situation

You're established in your career and plan to retire in the next 20 years. You're thinking about the future and want to ensure your super savings last you as long as possible when you retire.

Considerations

You still have a reasonable amount of time before you retire, but you don't have quite as long to ride out market ups and downs.

Types of investments to consider You may want to invest in options that offer a balance between growth and defensive asset classes, that continue to provide more potential for long-term growth.

Nearing or in retirement

Short term (under 5 years)

Situation

You've already retired or are planning to retire soon, and you will start living off your savings in the next few years.

Considerations

You're planning to use your savings in the next few years. You may be more concerned with protecting your existing savings than taking chances to grow them, because you have less time to ride out market ups and downs. Choosing investment options that meet your shortand long-term income needs can improve your retirement outcome.

Types of investments to consider Money you need access to within one to five years could be invested in lower risk options that offer capital stability and are allocated more to defensive asset classes. Investing the rest of your savings into an option or options that will grow your savings above inflation so you can draw an income for longer is also very important. Even in retirement, your savings may need to last for several decades.



Your investments are your decision

Everyone has different financial needs, levels of comfort with risk and objectives. The above scenarios don't consider your individual needs, so it's important to assess where you're at now and where you want to be in the future. If you need help, you may want to consider seeking advice from a financial planner. Find out more about your advice options on page 34.

Asset classes

Asset classes are the building blocks of your investment. Some investment options invest in one asset class, while others include a mix. We invest in the following asset classes:



Shares (stocks, securities, equities)

Part of a company that you can typically buy and sell on a stock exchange. You can access large and small companies across a range of industries both domestic and overseas.



Private equity

Companies that aren't listed on a stock exchange. These can include Australian and international companies across a wide range of industries.



Unlisted infrastructure

Assets that provide essential public facilities and services in a number of sectors including transport, energy generation and transition, utilities and telecommunications in Australia and overseas

Listed infrastructure

Australian and international listed shares of companies involved in infrastructure or infrastructure-related activities, including transport, energy generation and transition, utilities and telecommunications.



Unlisted property

Holdings in residential, retail, industrial or commercial real estate such as land and buildings.

Listed property

Australian and international listed real estate investment trusts and companies that own holdings in residential, retail, industrial and commercial real estate such as land and buildings.



Credit

Loans, bonds, royalties, leases or other debt securities which have a higher yield to compensate for being unrated or having a lower credit quality compared to investment-grade corporate and government bonds. Examples of Credit investments include direct loans to fund commercial real estate construction, sub-investment grade bonds issued by companies, and subordinated loans made to brownfield infrastructure assets.



Fixed interest

Loans, bonds and securitised debt issued by governments and companies that pay regular interest income over a set term. The principal amount is repaid to the lender when the security matures. These securities in the fixed income portfolio are generally investment-grade quality, although we may invest a portion of the portfolio in higher yielding debt.



Cash

Short-term securities such as deposits, bank bills and short-term bonds that are issued by governments and companies.



Other assets

Investments that represent unique opportunities or strategies. Examples may include strategic equity holdings, commodities, royalties, leases, hedge funds and other alternative investment strategies.

Descriptions of investments in the asset class definitions are examples and are not an exhaustive list of all investments in each asset class. Asset classes may hold other types of investments including cash and derivatives for liquidity and portfolio management purposes.

Here's a high-level overview of your investment options, including a brief description, their risk levels over different investment time periods and where you can find more detail on the pages following.

PreMixed investment option



Risk levels of investment options

Short term Under 5 years

Medium term 5-20 years

Long term Over 20 years

			Risk prof	ile	
	Description	Short term	Medium term	Long term	See page
High Growth	Invests in a wide range of assets with a focus on Australian and International shares.	High	Medium	Low	18
Balanced	Invests in a wide range of assets, including shares, private equity, infrastructure, property, fixed interest, credit and cash.	High	Medium	Low	18
Exclusions are applied to the Australian shares and international shares asset classes and the corporate securities component of the fixed interest asset class based on environmental, social and governance screens. The option also invests in a range of other asset classes that are not screened.	High	Medium	Low	18	
Indexed Invests in a range of assets using Diversified indexing strategies.		High	Medium	Low to medium	19
Conservative Balanced	Includes a higher allocation to fixed interest and cash than the Balanced option.	Medium to high	Medium	Low	19
Stable	An emphasis on fixed interest and cash with a higher focus on stability than growth.	Medium	Low to medium	Low to medium	19

¹ Asset classes that are not screened include private equity, unlisted and listed infrastructure, unlisted and listed property, credit, cash and other assets. The option may use derivatives which could result in a small exposure to companies that are normally excluded by the option's environmental, social and governance screens (up to 5% of the total assets at any time).

When looking at the snapshots on these pages, think about:

- 1. how long you plan to invest for (under 5 years? 5-20 years? or over 20 years?)
- 2. the overall risks of that investment timeframe
- 3. what level of risk you're comfortable taking with your investments.

DIY Mix investment option



Risk levels of investment options

Short term Under 5 years

Medium term 5-20 years

Long term Over 20 years

			Risk profi	le	
	Description	Short term	Medium term	Long term	See page
Australian Shares	Invests in a wide range of shares in both listed and unlisted companies in Australia and may also have a small allocation to companies in New Zealand.	Very high	Medium	Low to medium	21
International Shares	Invests in a wide range of companies listed on securities exchanges around the world.	Very high	Medium	Low to medium	21
Diversified Fixed Interest	Invests in a wide range of Australian and international bonds and loans.	Medium	High	Very high	22
Cash	Invests in short-term money market securities and some short-term bonds.	Very low	Medium to high	Very high	22

Member Direct investment option



Risk levels of investment options

Short term Under 5 years

Medium term 5-20 years

Long term Over 20 years

	Description	See page
Self-managed option	You choose and manage your own investments. You can invest in a range of listed securities, including stocks in the S&P/ASX 300 Index, selected Exchange Traded Funds (ETFs), selected Listed Investment Companies (LICs), term deposits and cash.	24

Risk levels for the time invested	Shares, ETFs and LICs ¹	Term deposits ²	Cash²
Short term (<5 years)	Very high	Very low	Very low
Medium term (5 to 20 years)	Medium	Medium to high	Medium to high
Long term (>20 years)	Low to medium	Very high	Very high
Estimated number of negative annual returns over any 20-year period	About 6 in every 20 years	Less than 0.5 in every 20 years	Less than 0.5 in every 20 years

¹ Risk measures are based on investment portfolios with broad market exposure to Australian shares, they may differ for the individual investments you choose and your investment timeframe. Risk for concentrated portfolios could be very high. The minimum suggested time frame for holding a broad portfolio of shares, ETFs and LICs is at least 12 years.

 $^{^{2}}$ Cash and term deposits are exposed to the creditworthiness of the issuer and the level of interest rates.

Understanding your investment options

On the next few pages you'll find more detail about each investment option. To help you understand what makes up each investment option, we've put together the example below.



For our investment options we set a benchmark mix of asset classes designed to meet each option's objectives known as the strategic asset allocation. For the PreMixed investment options the strategic asset allocation is the starting point for our active investment process and broadly represents the risk and return profile of the portfolio we expect to hold over the long term. We also assign asset allocation ranges which are the minimum and maximum amounts we can invest in each asset class. We review the strategic asset allocation and ranges annually. We aim to generate outperformance by moving toward or away from the strategic asset allocation percentage depending on our outlook for the economy and investment markets.

Your PreMixed investment options

Choose the mix that best suits you and leave the rest to us.

With our PreMixed options, we've done the diversification for you. These options are made up of more than one asset class with different levels of risk and expected return.



PreMixed investment options

High Growth

Invests in a wide range of assets with a focus on Australian and international shares. Designed to have strong long-term growth with possible fluctuations in the short term.

Balanced

Invests in a wide range of assets, including shares, private equity, infrastructure, property, fixed interest, credit and cash.
Designed to have medium- to long-term growth with possible short-term fluctuations.

Socially Aware¹

Exclusions are applied to the Australian shares and international shares asset classes and the corporate securities component of the fixed interest asset class based on environmental, social and governance screens. The option also invests in a range of other asset classes that are not screened. Designed to have medium- to long-term growth with possible short-term fluctuations.

Investment objective

- To beat CPI by more than 4.5% p.a. over the medium to longer term.
- To beat the median growth fund over the medium to longer term.

Minimum investment timeframe At least 12 years.

Risk level for the time invested

Short-term	Medium-term	Long-term
High	Medium	Low

Investment objective

- To beat CPI by more than 4% p.a. over the medium to longer term.
- To beat the median balanced fund over the medium to longer term.

Minimum investment timeframe At least 10 years.

Risk level for the time invested

Short-term	Medium-term	Long-term
High	Medium	Low

Investment objective

- To beat CPI by more than 4% p.a. over the medium to longer term.
- To beat the median balanced fund over the medium to longer term.

Minimum investment timeframe At least 10 years.

Risk level for the time invested

Short-term	Medium-term	Long-term
High	Medium	Low

Estimated number of negative annual returns over any 20-year period

About 5 in every 20 years.



- Australian shares 30% (20–50%)
- International shares 37% (20–50%)
- Private equity 4.5% (0–15%)
- Unlisted infrastructure 8% (0–30%)
- Listed infrastructure 1% (0–10%)
- Unlisted property 7.5% (0–30%)
- Listed property 1.5% (0–10%)
- Credit 2.5% (0-20%)
- Fixed interest 5% (0-20%)
- Cash 3% (0–15%)
- Other assets 0% (0–5%)

Estimated number of negative annual returns over any 20-year period

About 5 in every 20 years.



- Australian shares 23.5% (10–45%)
- International shares 28.5% (10–45%)
- Private equity 4% (0–15%)
- Unlisted infrastructure 9% (0–30%)
- Listed infrastructure 1% (0–10%)
- Unlisted property 8% (0–30%)
- Listed property 1.5% (0–10%)
- Credit 4.5% (0-20%)
- Fixed interest 14% (0-25%)
- Cash 6% (0-20%)
- Other assets 0% (0–5%)

Estimated number of negative annual returns over any 20-year period

About 5 in every 20 years.



- Australian shares 23.5% (10-45%)
- International shares 28.5% (10–45%)
- Private equity 4% (0–15%)
- Unlisted infrastructure 9% (0–30%)
- Listed infrastructure 1% (0–10%)
- Unlisted property 8% (0–30%)
- Listed property 1.5% (0–10%)
- Credit 4.5% (0-20%)
- Fixed interest 14% (0-25%)
- Cash 6% (0-20%)
- Other assets 0% (0–5%)

Asset classes that are not screened include private equity, unlisted and listed infrastructure, unlisted and listed property, credit, cash and other assets. The option may use derivatives which could result in a small exposure to companies that are normally excluded by the option's environmental, social and governance screens (up to 5% of the total assets at any time). For more information see page 31.

PreMixed investment options

Indexed Diversified

Invests in a range of assets using indexing strategies. Designed to have medium- to long-term growth with possible short-term fluctuations.

Conservative Balanced

Includes a higher allocation to fixed interest and cash than the Balanced option. Designed to have medium-term growth with a balance between capital stability and capital growth. May also have some short-term fluctuations.

Stable

An emphasis on fixed interest and cash with a higher focus on stability than growth.

Investment objective

 To achieve a return of CPI + 3% p.a. over the medium to longer term.

Investment objective

Short-term

Medium

to high

- To beat CPI by more than 2.5% p.a. over the medium term.
- To beat the median conservative balanced fund over the medium term.

Minimum investment timeframe At least 7 years.

Risk level for the time invested

Medium

Medium-term Long-term

Low

At least 5 years.

fund over the medium term.

To beat CPI by more than 1.5% p.a.

To beat the median capital stable

Minimum investment timeframe

Investment objective

over the medium term.

Risk level for the time invested

Short-term	Medium-term	Long-term
Medium	Low to medium	Low to medium

Minimum investment timeframe At least 10 years.

Risk level for the time invested

Estimated number of

any 20-year period

negative annual returns over

About 5 in every 20 years.

Short-term	Medium-term	Long-term
High	Medium	Low to medium

Estimated number of negative annual returns over any 20-year period

About 4 in every 20 years.



- Australian shares 16% (5-35%)
- International shares 20% (5–35%)
- Private equity 3% (0-10%)
- Unlisted infrastructure 8% (0–25%)
- Listed infrastructure 1% (0-10%)
- Unlisted property 7% (0-25%)
- Listed property 1.5% (0-10%)
- Credit 6% (0-25%)
- Fixed interest 26% (0-40%)
- Cash 11.5% (0-30%)
- Other assets 0% (0–5%)

Estimated number of negative annual returns over any 20-year period

About 3 in every 20 years.



- Australian shares 9% (0-20%)
- International shares 11% (0–20%)
- Private equity 1% (0–10%)
- Unlisted infrastructure 7% (0–20%)
- Listed infrastructure 0.5% (0-10%)
- Unlisted property 6.5% (0–15%)
- Listed property 1% (0–10%)
- Credit 6% (0-25%)
- Fixed interest 34% (0-45%)
- Cash 24% (0-50%)
- Other assets 0% (0–5%)

- Australian shares 31.5% (20–50%)
- International shares 38.5% (20–50%)
- Listed infrastructure 0% (0–10%)
- Listed property 0% (0–10%)
- Fixed interest 25% (0-30%)
- Cash 5% (0-30%)

Strategic asset allocations and other investment information are current as at the date of publication. The Strategic Asset Allocation, composition of individual asset classes and other investment information may change from time to time. Investment returns are not guaranteed. Updated information can be found at australian super.com/PreMixed

Ready to make your choice?

The easiest way to make your investment choice is to log into your account at australiansuper.com/login If you can't make your choice online, call us on 1300 300 273.



Your DIY Mix investment options

Build your own mix of investment types by investing in



DIY Mix investment options

Australian Shares

Invests in a wide range of shares in both listed and unlisted companies in Australia with a small allocation to companies in New Zealand. Designed to have strong long-term capital growth with possible short-term fluctuations in returns.

International Shares

Invests in a wide range of companies listed on securities exchanges around the world. Designed to have strong long-term capital growth with possible short-term fluctuations in returns.

Investment objective

To beat the S&P/ASX 200
 Accumulation Index¹ (adjusted for franking credits) over the medium to long term².

Investment objective

 To beat the MSCI All Country World ex Australia Index (unhedged) over the medium to long term².

Minimum investment timeframe At least 12 years.

Risk level for the time invested

Short-term	Medium-term	Long-term
Very high	Medium	Low to medium

Minimum investment timeframe

At least 12 years.

Risk level for the time invested

Short-term	Medium-term	Long-term
Very high	Medium	Low to medium

Estimated number of negative annual returns over any 20-year period

About 6 in every 20 years.



- Australian shares 99.5% (90–100%)
- Cash 0.5% (0-10%)

Estimated number of negative annual returns over any 20-year period

About 6 in every 20 years.



- International shares 99.5% (90–100%)
- Cash 0.5% (0-10%)

 $^{^{\}rm 1}$ Prior to 1 July 2020, the benchmark was the S&P/ASX 300 Accumulation Index adjusted for tax.

² Index level returns, adjusted for implied superannuation tax (where applicable).

Diversified Fixed Interest

Invests in a wide range of Australian and international bonds and loans. This is done through actively investing in the fixed interest and credit asset class sectors and aims for capital stability and higher returns than cash over the short to medium term.

Cash

Invests in short-term money market securities and some short-term bonds. Designed to have stable returns.

Investment objective

 To beat a composite of Australian and international fixed interest indices over the short to medium term^{1,2}.

At least 3 years.

Risk level for the time invested

Minimum investment timeframe

Short-term	Medium-term	Long-term
Medium	High	Very high

Investment objective

 To beat the return of the Bloomberg AusBond Bank Bill Index over one year².

Minimum investment timeframe

At least 1 year.

Risk level for the time invested

Short-term	Medium-term	Long-term	
Very low	Medium to high	Very high	

Estimated number of negative annual returns over any 20-year period

About 2 in every 20 years.



- Credit 0% (0-20%)
- Fixed interest 98.5% (50–100%)
- Cash 1.5% (0–30%)

Estimated number of negative annual returns over any 20-year period

Less than 0.5 in every 20 years.



Cash 100% (100%)

¹ From 1 October 2021, the composite consists of 50% Bloomberg Global Aggregate 1-5 Year Total Return Index hedged to AUD and 50% Bloomberg AusBond Composite 0-5 Year Index. Prior to 1 October 2021 CPI + 0.5% p.a., prior to 1 July 2015 CPI + 1% p.a., prior to 1 July 2013 CPI + 1-2% p.a.
² Index level returns adjusted for implied superannuation tax (where applicable).

Strategic asset allocations and other investment information are current as at the date of publication. The Strategic Asset Allocation, composition of individual asset classes and other investment information may change from time to time. Investment returns are not guaranteed. Updated information can be found at **australiansuper.com/DIYMix**

Member Direct investment option

Take a hands-on approach to the way your money is invested with Member Direct, our self-managed investment option.



Member Direct

The Member Direct investment option offers you more control and choice on how you invest your super. You can invest in shares, Exchange Traded Funds (ETFs), Listed Investment Companies (LICs), Term Deposits and cash through an easy-to-use online platform.

The Member Direct investment option may suit members who want to be actively involved in managing their investments. Refer to Important information box below.

Features include:

- S&P/ASX 300 shares, ETFs, LICs, term deposits and cash
- after-tax portfolio valuations and portfolio reporting tools
- automatic Term Deposit rollover options
- mobile-responsive site which can also be accessed via the AustralianSuper Mobile app.

You also get access to real-time trading, market information, independent research and investment tools to help you make informed investment decisions and manage your portfolio.

We may change or add to the selection of investments available through the Member Direct option at any time without notice to you.

For the current *Investment menu*, visit australiansuper.com/MemberDirect

Important information

While managing your own investments increases your control and flexibility, the Member Direct investment option may not suit everyone. Superannuation is a long-term investment, so this option is not usually suitable for members who want to 'time' the markets or make short-term investment decisions.

As a direct investor, you need to be aware of the risks and dangers involved, such as:

- short-term share price volatility
- the consequences of trading too often
- too little diversification and
- investing in response to your emotions.

If you're considering investing in Member Direct and would like further advice visit

australiansuper.com/advice for information on your advice options.

Who can invest?

To be eligible to invest in the Member Direct investment option you must be an AustralianSuper member and have a balance of at least \$10,000 in your super.

The Member Direct investment option is not available in TTR Income accounts.

Other important conditions

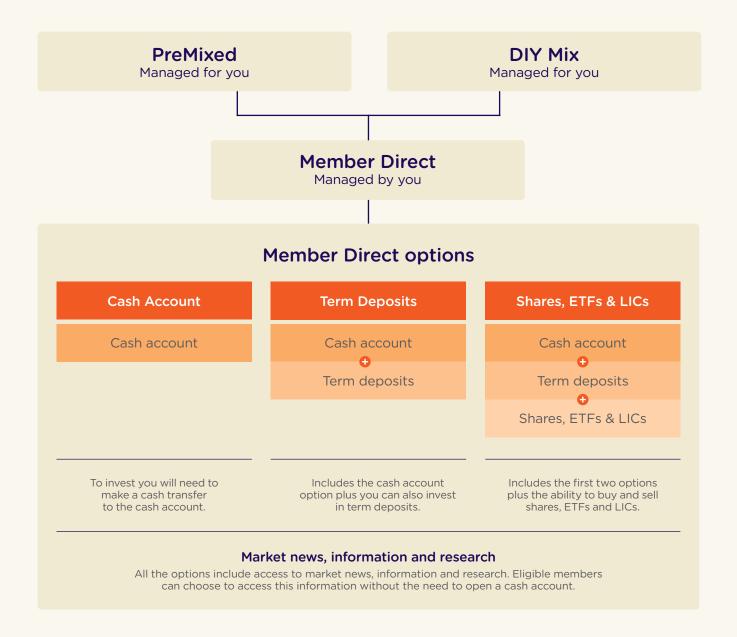
- Once you open a Member Direct account, you must keep a minimum of \$5,000 invested in AustralianSuper's other investment options at all times
- If your account balance falls below \$10,000 you will need to close your Member Direct account and transfer any funds to your other AustralianSuper investment options.
- You must also maintain a minimum amount of \$400 in your Member Direct cash account at all times.

For a full list of rules that apply to this investment option, read the Member Direct terms and conditions at australian super.com/MemberDirect

Fees

Additional fees and costs apply to Member Direct which vary depending on the option selected. Find out more at australiansuper.com/MemberDirect

How your account works



Get started

- 1. Make sure you meet the eligibility criteria.
- 2. If you haven't already, register to access your account online at **australiansuper.com**
- 3. Log in to your account, under 'Investments/Manage Investments', locate the Member Direct section and click on 'Access Member Direct Platform' which will direct you to a new window.
- 4. Read and accept the terms and conditions to access the Member Direct platform.
- 5. You will be automatically defaulted into the Content option which allows you to view market data, news and research.
- 6. To invest you will need to upgrade your account which you can do under 'Settings/Manage my option'.
- 7. Select which option you wish to use either Cash, Term Deposits or Shares, ETFs & LICs.
- 8. You will then be prompted to make a cash transfer of the amount you wish to invest. You can start investing once the money appears in your Cash account (we'll send you an email to let you know it's arrived).

Eligibility criteria

You must:

- be an AustralianSuper member with \$10,000 or more in your super account
- have access to the internet and a current email address
- read and accept the Member Direct terms and conditions.

Before you decide

You should read the *Member Direct investment option* guide and the *Member Direct terms and conditions* before making a decision. You'll find more information at **australian super.com/Member Direct**

Investments made through the Member Direct investment option form part of a self-directed investment strategy. Member Direct isn't for everyone and risks can be very high, so double-check it's right for you. You'll be managing your own investments and will need to know a lot about investing and the markets. It's important that you're comfortable doing this.

We strongly encourage you to seek advice from a financial adviser before choosing this option. They can help you develop an investment strategy to meet your personal circumstances and needs. To find an adviser visit **australiansuper.com/advice**

While we take care when selecting the investments that are made available through Member Direct, we are not recommending them to you. Any opinions we provide about Member Direct investments are not intended to influence your decision-making regarding those investments.



You gain access to its online platform. This is where you invest in shares, ETFs, LICs, term deposits and cash.



Other things you should know

Here you'll find some important information that you should also consider when choosing your investment options.

- compare our past performance
- find out how we aim to generate strong, long-term returns and keep costs low
- see how we invest responsibly
- find out about switching your investments
- · know where to get advice.



We've been one of the better performing super funds over the past decade. You can keep an eye on how your investments are going by looking at our past performance.

We compare the performance of our investment options against industry and market benchmarks. Our PreMixed options are measured against other super funds in the SuperRatings Fund Crediting Rate Survey as well as the CPI. Our DIY Mix options are either measured against the relevant asset class market index or the CPI.

The following table shows how our investment options have performed to 30 June 2023.

You can also view our latest performance figures online: australiansuper.com/performance

Super investment performance as at 30 June 2023

This table compares the performance of our super investment options against the performance benchmarks noted below. For a performance comparison of our options against their CPI-linked benchmarks visit australiansuper.com/SuperCPI

Investment entire	1 year		3 years (p.a.)		5 years (p.a.)		10 years (p.a.)	
Investment option	AS	вм	AS	ВМ	AS	ВМ	AS	вм
PreMixed options								
High Growth	10.48%	11.18%	9.69%	9.34%	7.61%	6.92%	9.62%	8.64%
Balanced	8.22%	9.05%	8.23%	7.52%	6.72%	5.88%	8.60%	7.32%
Socially Aware	7.44%	9.05%	7.44%	7.52%	5.45%	5.88%	7.69%	7.32%
Indexed Diversified	11.56%	9.03%	7.44%	8.33%	6.44%	6.42%	7.22%	6.04%
Conservative Balanced	5.64%	6.93%	5.41%	5.33%	5.02%	4.61%	6.72%	6.04%
Stable	3.44%	4.63%	3.02%	3.15%	3.49%	3.14%	5.10%	4.51%
DIY Mix options								
Australian Shares	13.95%	14.37%	12.92%	10.98%	8.66%	7.66%	9.69%	8.92%
International Shares	17.45%	18.62%	9.51%	11.27%	10.02%	9.58%	11.87%	11.14%
Diversified Fixed Interest	-0.53%	0.82%	-0.96%	0.59%	0.64%	0.80%	2.58%	1.71%
Cash	2.59%	2.45%	0.99%	0.86%	1.21%	0.99%	1.70%	1.44%
Consumer Price Index	6.0)3%	5.3	33%	3.4	2%	2.6	66%

AS = AustralianSuper **BM** = Benchmark

AustralianSuper investment returns are based on crediting rates, which are returns less investment fees and costs, transaction costs, the percentage-based administration fee that is deducted from returns from 1 April 2020 to 2 September 2022, and taxes. For up-to-date investment performance visit **australiansuper.com/performance** Investment returns aren't guaranteed. Past performance isn't a reliable indicator of future returns.

Benchmarks

High Growth: SR50 Growth (77–90) Index. Balanced: SR50 Balanced (60–76) Index. Socially Aware: SR50 Balanced (60–76) Index. Indexed Diversified: Annual CPI +3% (prior to 1 July 2018 it was CPI +3.5% and prior to 1 July 2015 it was CPI +4%). Conservative Balanced: SR25 Conservative Balanced (41–59) Index. Stable: SR50 Capital Stable (20–40) Index. Australian Shares: S&P/ASX 200 Accumulation Index adjusted for tax (prior to 1 July 2020 it was S&P/ASX300 Accumulation Index adjusted for tax). International Shares: MSCI AC World ex Australia (in \$A) Index adjusted for tax. Diversified Fixed Interest: 50% Bloomberg Global Aggregate 1–5 Year Total Return Index hedged to AUD adjusted for tax and 50% Bloomberg AusBond Composite 0–5 Year Index adjusted for tax (prior to 1 October 2021 CPI +0.5%, prior to 1 July 2015 CPI +1%, prior to 1 July 2013 CPI +1.5%). Cash: Bloomberg AusBond Bank Bill Index adjusted for tax.

Keep track of daily investment performance

You can find the daily investment returns for all investment options at australian super.com/performance



Aiming to generate strong, long-term returns and keep costs low

We invest with one goal in mind: to help members achieve their best financial position in retirement.

Our long-term vision

We work hard to generate strong, long-term investment returns, so you can enjoy a better future. As long-term investors, we focus on investing in a diversified mix of assets that may grow your savings over time.

Our core investment beliefs underpin this vision:

- 1. we are run only to benefit members
- 2. we use our scale to reduce costs and better structure investments
- 3. we actively manage investments where it can add value
- 4. we're aware of our responsibility to the broader community, consistent with our obligations to maximise benefits to members.

Investment approach

We believe an active management approach is the best way to invest. That's why we select specific sectors, assets and stocks that we believe will outperform the broader market. This is supported by quality research, experienced investment specialists and a disciplined investment process.

We also use index managers in some options to lower overall portfolio costs or where active management opportunities are smaller.

We manage a range of asset classes internally and our goal is to do more of this over time. This strategy aims to deliver significant cost savings, which go back to you in the form of better net returns.

Our investment people

We have a range of people and teams involved at different stages of the process. Our investment governance framework ensures the appropriate checks are in place when making and implementing investment decisions, and there are clear lines of responsibility and accountability.

The Investment Committee is accountable to the Board for our investment policy and strategy. They oversee investment decisions and review asset allocation recommendations put forward by the internal team.

The internal team advises the Investment Committee on all investment matters. The team is responsible for research and portfolio management, monitoring investment managers, managing and implementing our asset allocation process and working with our external asset consultants.

A mix of internal and external investment managers select and manage the investments within each asset class - supported by a range of professional operational staff.

Currency management

Returns for international assets can be affected by the ups-and-downs of the exchange rate as well as changes in investment values. To help protect options that include international assets from adverse currency movements, we set a target currency exposure for these options as part of setting our strategic asset allocations every year. In addition, our currency exposure is actively managed.

Read more about how we manage currency at australiansuper.com/HowWelnvest

Related party investments

We only make contracts and investment transactions with related parties when we believe you'll get the same or more benefits from those investments.

Related parties might be organisations that conduct business with us, where we or one of our representatives might be a shareholder, part-owner or director of that organisation or have significant influence on it. To find out more, view our latest audited financial statements available at australiansuper.com



Environmental, Social and Governance

At AustralianSuper, investing responsibly means being active on environmental, social and governance (ESG) issues today, with the aim of creating better long-term financial outcomes for members.

We believe companies with good ESG management provide better long-term returns. AustralianSuper considers a range of ESG issues but prioritises those which we believe are likely to have the greatest financial impact on members' investment returns. These issues can include climate change, workforce, board effectiveness and remuneration. Our approach is more developed on some issues than others.

The application of our ESG and Stewardship program varies by asset class and doesn't apply to all asset classes. It also varies based on the characteristics of our investment, including whether we're investing directly or through external managers, or whether our investment is actively or passively held.

Guiding principles on labour standards and human rights including those from the International Labour Organization and the United Nations inform our work. Find out about Australian Super's commitment to achieve net zero carbon emissions by 2050 in the investment portfolio at australiansuper.com/ClimateChange

AustralianSuper is recognised as a Responsible Investment Leader 2022 by Responsible Investment Association Australasia (RIAA). Responsible Investment Leaders refers to investment managers and asset owners that achieve a score of 15 out of 20 or above on RIAA's Responsible Investment Scorecard. For more information, see responsibleinvestment.org/responsibleinvestment-leaders



ESG and Stewardship program

Our ESG and Stewardship program has three pillars:

ESG integration refers to the way we integrate ESG considerations when deciding which assets and companies to invest in and assessing their investment value.

Stewardship

We meet with the chairs and board members of ASXlisted companies (individually or via collaborative networks with other investors) on ESG issues that we believe can impact long-term value. Engagement provides us with an opportunity to encourage positive management of ESG issues that we believe can impact members' investment returns.

We can also influence the management of ESG issues by voting on company and shareholder resolutions. We publish our voting records and approach on our website.

Choice

We understand that members have diverse values. preferences and attitudes when it comes to investing. To help understand what's important to members we undertake member surveys. We consider this research in the investment options we offer. We have a range of investment options for members to choose from, including the Socially Aware option (see right).

Collaboration

Working with other investors and industry groups gives us insights and broader influence on ESG issues.

AustralianSuper collaborates on a number of investor initiatives, including Climate Action 100+, United Nation's Principles for Responsible Investment (UNPRI), the Investor Group on Climate Change (IGCC), Investors Against Slavery and Trafficking (IAST) and the Australian Council of Superannuation Investors (ACSI).

You can read more about our ESG and Stewardship program at australiansuper.com/ResponsibleInvestment

Tobacco exclusion

AustralianSuper aims to exclude companies that directly manufacture tobacco products from its investment options.

This exclusion doesn't apply to the use of derivatives that have an indirect exposure to tobacco, or to investments in Member Direct.

Socially Aware option

AustralianSuper's ESG and Stewardship program applies to the Socially Aware option. In addition, the Socially Aware option applies screening to the following asset classes, which covers around 56% of the option¹: Australian shares, international shares and the corporate securities component of fixed interest. The screens aim to remove the shares or corporate securities of companies in these asset classes that:

- directly own thermal coal, oil or gas reserves²
- directly manufacture tobacco products, cluster munitions or land mines
- have single gender boards (for S&P/ASX 200 companies)
- have received the highest severity rating on a labour rights, human rights, environmental or governance controversy from the relevant ESG research provider
- · directly own uranium reserves in the case of the Australian shares and international shares asset classes2.

The option can still invest in companies that:

- lend to, or have managed funds with shareholdings in, the excluded companies
- buy, sell or process products from the excluded companies, such as petrol refiners and distributors.
- provide products and services to the excluded companies, such as security, catering and office suppliers.

The option also invests in a range of other asset classes that are not screened. Asset classes that are not screened include private equity, unlisted and listed infrastructure, unlisted and listed property, credit, cash and other assets.

The option may use derivatives which could result in a small exposure to companies that are normally excluded by the option's environmental, social and governance screens (up to 5% of the total assets at any time).

You can find out more about the asset allocation and risk profile of our Socially Aware option on page 18.

¹ The percentage of the option covered by the screens is based on the strategic asset allocation to Australian shares, international shares and fixed interest (which is adjusted for the percentage invested in corporate securities). During the year we can move toward or away from this percentage based on our outlook for the economy and investment markets. As at 30 June 2023, approximately 30% of the fixed interest asset class was invested in corporate securities. The corporate securities exposure can vary over time.

² Reserves, in this context, are thermal coal, oil, gas or uranium that can be extracted from known fields at an economical cost.

Choosing or changing your investments

If you join through an employer, or using the paper join form, you'll be invested in our Balanced investment option (MvSuper default option). If you join online, you can choose whatever investment option you want when you join.

After you've joined you can change your investments online, through the mobile app or by completing and returning the Investment choice (superannuation) form available at australiansuper.com/form

There are no fees charged for switching your investments.

See the table below for more information about how investment changes are processed.

The risks of changing investments during market volatility

There may be additional risks associated with changing your investments during periods of market volatility or downturns. To find out more, read the Understanding the risks of switching article at australiansuper.com/InvestmentRisks

When your investment switch (change) will be processed

Switch request received	equest received Your current balance is invested Your future contributions start going to the new option/s		You should see the change in your online account	
Before 4pm AEDT/AEST (Melbourne time) on a business day ¹	On the next business day (T+1)	From the next business day (T+1)	From the second business day (T+2)	
At or after 4pm AEDT/AEST (Melbourne time) on a business day ¹	On the second business day (T+2)	From the second business day (T+2)	From the third business day (T+3)	
On a weekend or public holiday (national and King's Birthday in Victoria)	On the second business day (T+2)	From the second business day (T+2)	From the third business day (T+3)	

Additional information about switching your investments

You can switch your investments once a day. If you submit more than one request on any day, the instructions in the last request received before the 4pm AEST/AEDT (Melbourne time) cut-off will be applied to your account.

If you switch on or after 4pm AEST/AEDT (Melbourne time) on a business day, or on a weekend or public holiday (national and the Victorian King's Birthday holiday), the switch will become effective after 2 business days.

You can cancel a previously submitted investment switch, as long as you do it before the 4pm AEST/AEDT (Melbourne time) cut-off. If you are making a Cash Transfer into or out of Member Direct, refer to the Member Direct guide on how Cash Transfers and investment switches work. The guide is available at australiansuper.com/MemberDirect

Find out more about changing your investment options at australiansuper.com/InvestmentChange

The easiest way to manage your account

Staying on top of your super and investments is easy with our mobile app. You can check your account balance, transactions, fees and costs, change your investments, download your statements, update your account details and more. Download the app today at australiansuper.com/mobile



A business day is any day other than a weekend or public holiday (national and the Victorian King's Birthday holiday).

Crediting rates

AustralianSuper calculates the performance of your investments using crediting rates which are the investment returns less investment fees and costs, transaction costs and taxes. We calculate crediting rates for each investment option, except Member Direct. They may be zero, positive or negative, depending on investment markets. They're determined daily and applied on 30 June, or earlier if you change investment options, close your account, make a withdrawal or transfer your account.

Contributions and transfers in receive investment returns from and for the day of receipt. If we cannot accept or allocate money received, the money will be returned without interest. The interest earned on the unallocated money while it's in our bank account will be allocated to the general pool of fund assets.

When transactions occur in your account, investment returns are applied as follows:

• When you change (switch) investment options within your account, the daily crediting rate will be applied to your account for your previous investment choice up to the date of the switch. Your new investment choice will be effective at the start of the next business day¹ after you make your switch (if received before 4pm AEST/AEDT [Melbourne time] on a business day). The crediting rates are applied to your account once they are updated in the Administrator's records. It usually takes two to three full business days for investment switches to show in your online account and in the mobile app.

- · When a full withdrawal or transfer out of AustralianSuper occurs, your account receives investment returns up to the latest applied crediting rates based on the Administrator's records at the time the transaction is processed. An interim crediting rate of zero (0%) is applied for the days since the last applied crediting rate to the date of the withdrawal or transfer, which is typically two business days.
- When you make a full transfer between your super, TTR Income and Choice Income accounts, the source account receives investment returns up to the latest applied crediting rates based on the Administrator's records at the time the transaction is processed. An interim crediting rate of zero (0%) is applied to the source account for the days since the last applied crediting rate to the date of the transfer, which is typically two business days. The destination account receives returns from and for the date of the transfer.
- If you make a partial withdrawal or transfer out from your account, the amount of returns for that transaction is calculated using the same process as a full withdrawal or full transfer, for the amount that's withdrawn or transferred. The returns on the remainder of your account will be applied to your account at 30 June (or when you make a full withdrawal or change your investment option).

For more information see australiansuper.com/CreditingRates

A business day is any other day other than a weekend or public holiday (national and the Victorian King's Birthday holiday).



Looking for help and advice?

Understanding your options comes first. We have a mix of advice options to help you every step of the way.



Online

Contact us through Live Chat at **australiansuper.com** or via our mobile app, for general information about your super. To check out our online calculators to help you plan for a better future, visit **australiansuper.com/calculators**

If you're simply after some more information on our advice options, visit australiansuper.com/advice



Simple

Call us on **1300 300 273** and ask to speak with a member of the advice team for simple, personal advice on:

- · making an investment choice
- · adding extra to your super
- transition to retirement and account based pension options
- sorting your insurance.



Comprehensive¹

For broader advice, meeting face-to-face with an adviser can help when you want a detailed financial plan and have a number of financial matters to think about. And where available, you have the option to meet with an adviser using a secure video link from the comfort of your own home.

Arrange an appointment at australiansuper.com/find-an-adviser



Webinars

Our online webinars are an easy way to learn about managing your super or planning for retirement. You can access our webinars from the comfort of your own home at no additional cost.

Register at australiansuper.com/webinars

Next steps

If you want to grow and protect your super with expert advice, you can start with our website and online calculators, or call us to see how we can help.

¹ Personal financial product advice is provided under the Australian Financial Services Licence held by a third party and not by AustralianSuper Pty Ltd. Some personal advice may attract a fee, which would be outlined before any work is completed and is subject to your agreement. With your approval, the fee for advice relating to your AustralianSuper account may be deducted from your AustralianSuper account subject to eligibility criteria.

Start investing in your future

Once you've decided which investment options best suit you, making your investment choice is easy.

Call **1300 300 273** 8am to 8pm AEST/AEDT weekdays Visit **australiansuper.com**







This guide was prepared and issued on 6 December 2023 by AustralianSuper Pty Ltd ABN 94 006 457 987 AFSL 233788, Trustee of AustralianSuper ABN 65 714 394 898, and may contain general financial advice which doesn't take into account your personal objectives, financial situation or needs. Before making a decision about AustralianSuper, you should think about your financial requirements and refer to the relevant Product Disclosure Statement available at **australiansuper.com/pds** or by calling **1300 300 273**. A Target Market Determination (TMD) is a document that outlines the target market a product has been designed for. Find the TMDs at **australiansuper.com/tmd**

Reader's Digest Most Trusted Brands – Superannuation category winner for 11 years running 2013–2023, according to research conducted by independent research agency Catalyst Research. Australian Super received the Canstar Outstanding Value Award for Superannuation in 2023 canstar.com.au/star-rating-reports/superannuation Awards and ratings are only one factor to be taken into account when choosing a super fund.