

FOR ADVISER USE ONLY – NOT FOR DISTRIBUTION

<Adviser Name>
<Adviser address 1>
<Adviser address 2>
<Adviser address 3>
<Adviser Suburb> <Adviser State> <Adviser Postcode>
<Adviser Country>

Adviser Number: <Adviser Seller Code>
Reference: SI1195_ADV

<date>

Dear Adviser

Your Integra Super clients are being transferred to ANZ Smart Choice Super

We're getting in touch because you have clients invested in Integra Super that we'll shortly be transferring on **13 June 2022** to our award winning¹ ANZ Smart Choice Super for employers and their employees product (ANZ Smart Choice Super), unless they choose to rollover to another super fund.

We're writing to let you know what the transfer and closure of Integra Super will mean for you and your clients, as there is no option for them to remain in this product.

If your clients:

- don't have an ANZ Smart Choice Super account, we'll establish a new account for them and transfer their Integra Super account balance and any insurance cover to it, or
- have an open ANZ Smart Choice Super account, we'll transfer their Integra Super account balance and any insurance cover to it.

Enclosed is a copy of the letters being sent to your clients, depending on whether they already have an open ANZ Smart Choice Super account or not, together with the Transaction freeze postcard. Your clients will receive the Reference Guide as well, which is available online via Adviser Advantage at onepathsuperinvest.com.au for your information.

Also enclosed is a listing of your impacted clients.

Benefits of ANZ Smart Choice Super

ANZ Smart Choice Super has the advantage of low fees² as well as being a more contemporary, digital super product with a modern technology platform. Your clients will have enhanced and easier online access to help them grow and stay on top of their super.

Your clients will have access to a range of insurance and investment options in ANZ Smart Choice Super to tailor to their personal circumstances, objectives and needs. It's also easy to transfer later to an ANZ Smart Choice Pension to obtain a regular income in retirement.

What do the changes mean for advisers?

Nominated adviser

You'll continue to be the nominated adviser attached to employer plans (including any personal members) within ANZ Smart Choice Super.

Advice Fees

Any one-off Personal Advice Fees (PAFs) owing to you will be deducted from your clients' Integra Super account balances before the transfer. To arrange this, you and your clients need to complete and return a Personal Advice Form no later than **13 May 2022** (refer to the Transaction Freeze postcard).

Once your clients have been transferred, they may arrange for a One-Off Member Advice Fee and/or Ongoing Member Advice Fees (MAFs) to be deducted from their ANZ Smart Choice Super account and paid to you. To arrange this, you and your clients will need to complete and return the Member Advice Fee Form available from **anz.com/smartchoicesuper** under 'Forms'. Any Ongoing MAF arrangements will cease after a year (i.e. annual consent date) and the form must be completed each year for the MAFs to continue.

Accessing clients' details

There is no Adviser Advantage (online access) equivalent in ANZ Smart Choice Super. The latest date you can access the Integra Super account details of your clients via online access is **9 June 2022**. However, you'll still be able to call Adviser Services on 1800 804 768 for historical account details of your Integra Super clients.

If an existing third party authority or power of attorney (POA) is in place with respect to your client's Integra Super account for you to access their account information, this authority or POA will be transferred to your client's ANZ Smart Choice Super account for you to continue to access their account information.

Otherwise, if your clients would like a third party authority established so you can access information on their ANZ Smart Choice Super account, they'll need to forward a completed generic third party authorisation form and provide proof of identity.

Online resources

- To find out more about ANZ Smart Choice Super for employers and their employees, refer to the Product Disclosure Statement (PDS), Additional Information Guide, Fees Guide, Buy Sell Spread Guide, Insurance Guide – Standard Employer Plans and product updates, available from **anz.com/smartchoicesuper** under 'Downloads – important documents' and the Target Market Determination available at **anz.com.au/support/rates-fees-terms/target-market-determinations/**
- For the latest investment performance of our investment options go to: **anz.com.au/personal/investing-super/superannuation/member-centre**
- Our online investment tool to help choose the mix of Choose Your Own investment options that may be suitable for your clients is available at **anz.com/smartchoicesuper** in the table in 'Choose the super fund that's right for you'.
- Our online insurance tool that may help with determining the amount of insurance cover, and type of insurance cover, your clients may need based on their current circumstances is available at **www.anz.com/superinsurancecalculator**

What do the changes mean for your clients?

Online access

Your clients can sign into their ANZ Smart Choice Super account in a variety of ways to view their account balance, the transfer transaction, as well as update their details, from their desktop, tablet, iPad or smartphone at **www.anz.com/smartchoiceaccess**

Fees and costs

Fees and costs will generally be lower for most transferring clients in ANZ Smart Choice Super, as its fees are in the lowest 25% of all super funds².

Your clients will not incur buy-sell costs as the balance transfer will be processed using 'sell to sell' pricing. To recover a portion of the transfer cost, a one-off transition cost may be charged from your clients' ANZ Smart Super account, refer to the enclosed client letters for more information about the calculation of this cost.

Transaction freeze period

The transaction freeze period will start progressively. The Transaction freeze postcard details the latest dates your clients can transact and make changes to their Integra Super account prior to transferring to ANZ Smart Choice Super.

Contributions

If your clients' superannuation guarantee (SG) contributions are currently being paid to their employer's super plan with Integra Super, these contributions will be redirected to their ANZ Smart Choice Super account on transfer. Your clients don't need to do anything for this to happen, we'll let their employer know to do this.

ANZ Smart Choice Super doesn't offer direct debit as a contribution method. If your clients have a direct debit arrangement in place with Integra Super for making contributions, this will cease after any last direct debit deduction is paid from their account on **1 June 2022** (see the Transaction Freeze postcard enclosed). Your clients, however, will be able to make contributions by BPAY®, their Welcome Pack will let them know how to arrange this.

Any contributions splitting arrangement they have in place in Integra Super will not continue in ANZ Smart Choice Super. If your clients want to split contributions in ANZ Smart Choice Super, they'll need to complete the Superannuation Contributions Splitting Application Form available from anz.com/smartchoicesuper under 'Forms'.

Investments

Your clients' super transferred to ANZ Smart Choice Super, and future contributions made, will be invested in Choose Your Own investment options that are the nearest equivalent of their investment funds in Integra Super in terms of their investment profile. Refer to pages 3 – 5 of the Reference Guide for information about the investment options matched and the investment management fees that apply.

However, if your clients have an open ANZ Smart Choice Super account and have made an investment choice for their future contributions, we'll continue to invest their future contributions in accordance with their investment instructions.

As part of its investment menu, ANZ Smart Choice Super also offers the Lifestage investment options which selects a mix of investments based on your clients' age and adjusts them as they get older.

You may wish to review your clients' investment mix in ANZ Smart Choice Super to assess whether it continues to meet their investment needs, as the Choose Your Own investment options matched generally aren't identical in terms of investment profile to your clients' investment funds in Integra Super.

Insurance

If eligible for insurance cover in ANZ Smart Choice Super, your clients will receive at least the same amount, and type, of insurance cover as they had in Integra Super. This insurance cover is classified as 'Choose Your Own cover' in ANZ Smart Choice Super. 'Group Salary Continuance cover' is instead called 'Income Protection cover' but the same Waiting Periods and Benefit Periods apply.

Some insurance policy terms and conditions of your clients' insurance cover in Integra Super will change on transfer to ANZ Smart Choice Super. Some of the main differences are outlined in the table on pages 14 - 18 of the enclosed Reference Guide and in the 'Exclusions' section on page 19.

Death cover in ANZ Smart Choice Super continues until your clients reach age 75, rather than at age 65 in Integra Super.

Different insurance fee rates apply to insurance cover with ANZ Smart Choice Super, and your clients' insurance fees may have changed as detailed in their letter. Insurance fees are deducted monthly in advance by way of deduction from your clients' ANZ Smart Choice Super accounts.

Beneficiary nomination

ANZ Smart Choice Super offers just one type of beneficiary nomination, called a 'non-lapsing' beneficiary nomination. This differs to Integra Super which offers both binding and non-binding beneficiary nominations.

A non-lapsing nomination is binding on the Trustee and won't expire over time (i.e. lapse), provided all legal requirements continue to be satisfied and it remains valid at the time of your clients' death.

If your clients have a **valid** beneficiary nomination in their **Integra Super account only**, it will convert to a non-lapsing nomination on transfer to ANZ Smart Choice Super. However, if this is a binding nomination that will expire (i.e. lapse) prior to transfer, they'll need to make a new beneficiary nomination in their ANZ Smart Choice Super account.

If your clients have a non-lapsing beneficiary nomination in place in their **existing ANZ Smart Choice Super account only**, this nomination will remain in place.

If your clients have a valid beneficiary nomination in place in **both their Integra Super and their existing ANZ Smart Choice Super accounts**, and they've nominated different beneficiary(s) in each account, we'll use their most recent nomination. If this nomination is with their Integra Super account, we'll convert it to a 'non lapsing' beneficiary nomination on transfer to ANZ Smart Choice Super. However, if they've made the same beneficiary nomination in both accounts, their current 'non-lapsing' beneficiary nomination in their ANZ Smart Choice Super account will continue to apply on transfer.

Some 'life events' will make your clients' non-lapsing beneficiary nomination invalid should they marry, enter into a de facto or like relationship with a person of either gender or become separated on a permanent basis from their spouse or partner since the nomination was made. We encourage your clients to keep their nomination up to date, particularly when their personal circumstances change.

Following the transfer, your clients can update or make a non-lapsing beneficiary nomination in ANZ Smart Choice Super by logging into their online account at **www.anz.com/smartchoiceaccess** or by calling Customer Services on 1800 353 667.

Timeline of the transfer

- **2 May 2022** – Significant Event Notices start being sent to your clients listed on the last page (this includes a letter with the enclosed Reference Guide and Transaction Freeze postcard).
- **6 June 2022** – an ANZ Smart Choice Super account is established for your clients that don't already have an open one.
- **13 June 2022** – your clients' Integra Super accounts are closed and transferred to ANZ Smart Choice Super.
- **30 June 2022** – Welcome Packs (with new SC member number details) or Transfer Confirmations (for your clients that already have an open ANZ Smart Choice Super account) start being sent to your clients with their Exit Statement.

We're here to help

If you have any questions or would like further information, please:

- call Adviser Services on **1800 804 768**, weekdays between 8.30am and 6.30pm (AEST)
- email us at **adviser@onepathsuperinvest.com.au**
- speak with your Business Development Manager.

Yours sincerely



Frank Lombardo
Chief Operating Officer
Insignia Financial Ltd

¹ANZ Smart Choice Super for employers and their employees (ANZ Smart Choice Super) was awarded a Gold rating by SuperRatings in 2022 for its Choice product and its Pension product. For more information, please visit superratings.com.au.

² Source: Fee analysis research by SuperRatings Pty Ltd, and for ANZ Smart Choice Super this relates to the ANZ Smart Choice Super – 1960's diversified investment option (Lifestage). For a copy of the latest SuperRatings research go to anz.com.au/superfeesgraph or call us on 13 12 87.

® Registered to BPAY Pty Ltd ABN 69 079 137 518.

This letter is issued by OnePath Custodians Pty Limited (ABN 12 008 508 496, AFSL 238346, RSE L0000673) (OPC) as the issuer of Integra Super and ANZ Smart Choice Super for employers and their employees. OPC is the trustee of the Retirement Portfolio Service (ABN 61 808 189 263) (RPS) and these products are part of the RPS.

OPC is part of the Insignia Financial group of companies comprising Insignia Financial Ltd (formerly known as IOOF Holdings Ltd) (ABN 49 100 103 722) and its related bodies corporate (Insignia Financial Group).

The information provided in this letter is for Advisers only, is of a general nature and does not take into account the objectives, financial situation or needs of any person. It is not intended for distribution to retail clients. Retail clients should obtain a Product Disclosure Statement (PDS) relating to the financial products mentioned in this communication and consider it before making any decision about whether to acquire or continue to hold those products. Target Market Determinations (TMDs) for relevant products are also required to be made available and considered by distributors/clients. A copy of the PDS (or other disclosure documents) and TMD are available upon request by phoning 13 12 87 or by searching for the applicable product on our website at **anz.com** and **onepathsuperinvest.com.au**

IMPACTED CLIENT LISTING

Your impacted Integra Super clients are:

Integra Super account - Member Number	Client Name	Integra Super account balance*
<Member Number>	<Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>
<Member Number>	Member Given Names> <Member Surname>	<Member account balance>

*Account balance as at 6 April 2022.