



**MINUTES OF SPIRIT SUPER¹ ANNUAL MEMBER MEETING (AMM)
HELD ON THURSDAY 25 NOVEMBER 2021
Held via Member Zoom Session**

PRESENTERS:

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| Naomi Edwards | Chair |
| Leeanne Turner | Chief Executive Officer |
| Dr Ross Barry | Chief Investment Officer |
| Grace Angeles | Chief Finance Officer |
| Peter Murphy | Employer Relationship Manager |

PRESENT

Directors

Anne O'Donnell, David Smith, Geoffrey Lowe, Jessica Munday, John Mazengarb, Peter Savige, Sue Dahn, Susan Parr, Tom Lynch. Director, Rhonda O'Donnell was an apology.

Executives

Alex Mehl, Amy Ward, Kathleen Crawford, Robyn Judd, Shaun O'Malley and Sally Tallentire Nicole Osborne, External Auditor PwC and Michael Berg, Actuary Deloitte.

Important

Please note, the presentations may include general financial advice which do not take into account your personal objectives, situation or needs. Before making a decision consider if the information is right for you and read the Product Disclosure Statement, available at spiritsuper.com.au/pds and the Target Market Determination (TMD) on the Spirit Super website. The presentations relate to the financial year ending 30 June 2021.

1. OPENING AND QUORUM

Mr Murphy opened the inaugural Spirit Super Annual Member Meeting (AMM) at 6.00pm and welcomed all Members and attendees present. He acknowledged the traditional custodians of the land and paid respect to their elders and confirmed that the proceedings of the meeting would be entirely online, and members would be apprised of matters in relation to their super for the 2020 -2021 financial period. He also noted that members would have the opportunity to ask questions directly of the Board and the Executive team during the meeting. Mr Murphy noted that Directors, Executives, and the Fund's auditors and actuary were present and he disclosed that the meeting would be recorded.

2. CHAIR'S ADDRESS

Ms Edwards welcomed all those present and thanked members and employers for joining the first Spirit Super AMM. She acknowledged that for many, this year had been a tough one of stress and uncertainty but for the next two hours members would hear a lot of good news, about the

¹ MTAASuperannuation Fund Pty Ltd (ABN 14 008 650 628) , Trustee Of Spirit Super

merger and about Spirit Super's investment returns and highlighted that Spirit Super is always available to support and help members.

Ms Edwards also welcomed Spirit Super's Trustee Directors, its employer representatives, industry representatives and service providers. She also welcomed and thanked the Executive and staff who joined the AMM, noting that their passion to serve the members was what made her so proud to be the Chair of Spirit Super.

Ms Edwards highlighted the following:

MERGER

On 1 April 2021, MTAA Super and Tasplan Super merged, launching the new name and corporate brand – Spirit Super.

Spirit Super wants to change the way members engage with their super in a bold and spirited way. The name Spirit also represents the passion to honor the relationships members had with the funds that came before Spirit. For those members in the motor trades, their relationship with MTAA Super, and for those members in Tasmania, their relationship with Tasplan Super.

Spirit Super wants to continue the tradition of being small enough to care and of honoring the hard work and deep industry connections that have supported members for many years.

MERGER BENEFITS

Mergers enable efficiencies to be passed through to members with lower fees and higher investment returns over the medium to long term. Spirit Super is a unique industry super fund, because unlike the majority of other funds, it has no external parties as shareholders and is run only to provide returns for its members and to maximise members' retirement incomes. The increased scale achieved from the merger provides more opportunity for efficiencies, improved products and services, and more capability across the business.

FORWARD STRATEGY

Spirit Super aims to provide value for money to all hard-working Australians. Spirit Super wants to be easy, personal, and with members every step of the way throughout their working lives and retirement. To do this, Spirit Super will focus on three key areas: growth, innovation, and engagement.

GROWTH

Spirit Super's increased scale allows it to provide better value and better services and the stability to deliver outstanding outcomes over the long term. As a \$26 billion fund, Spirit Super is large enough to be competitive but not so large that members won't always be talking to a real person in a real Australian town who really cares about them.

Spirit Super is currently focusing on looking after its existing members as a priority and also on organic growth — that is, attracting new members and expanding its membership base into new industries and locations.

Spirit Super may consider further inorganic growth through mergers. However, this would only be if the conditions were right and the outcomes were in members' best financial interests.

Put simply, Spirit Super wants to be big enough to make a difference but small enough to care.

ENGAGEMENT

Although Spirit Super is embracing growth, it will not compromise on service excellence and will remain personable and approachable and easy to deal with, so members feel empowered and in control of their super.

Spirit Super has kicked off a three-year digital evolution program that will see it invest in technology to ensure it can serve and interact with members in the way that works best for them and at times that works best for them.

INNOVATION

Because of the need to stay ahead in a rapidly changing world, innovation is a cornerstone strategy for Spirit Super. Spirit Super has launched several exciting new projects and initiatives designed to improve its operation, products and services. One of them is an innovation hub, Horizon, the sole purpose of which is to find new ways to serve members better.

Other examples include:

- improving the advice model to make it easier to access and more affordable — particularly for younger members
- using data and analytics to better understand member needs and help members make better decisions about their financial future
- finding new ways to communicate with members clearly and effectively.

Noting that it had been a big year for Spirit Super, Ms Edwards thanked her fellow Board members, the Executive team, Spirit Super staff, business partners and employers for their unwavering support and professionalism during the year. She acknowledged Trustee Director Sue Dahn, who was named the 2021 Trustee of the Year by the Australian Institute of Superannuation Trustees. Ms Edwards also thanked all Spirit Super members and employers for their continued loyalty.

3. CEO'S ADDRESS

Ms Turner opened her address noting that everyone at Spirit Super was thrilled to be embarking on a new era for the fund and presenting to its members at the first Spirit Super Annual Member Meeting. She said that this was an important meeting for members as it was an opportunity to find out how the fund had evolved and its performance. Ms Turner also highlighted the opportunity for members to ask any questions they may have about the fund's management and plans for the future.

Ms Turner said, before looking forward, it was important to first look back at the 2020-21 year and highlighted the following:

MERGER

- Spirit Super, now has over 320,000 members and over \$26 billion assets under management;
- Spirit Super is proud to support over 70,000 employers, large and small, across the nation;
- Spirit Super wants to provide:
 - greater efficiencies

- more opportunities to improve its products and services
- increased capability across the business
- and it is in a strong position for continued growth well into the future.
- Spirit Super is a national fund with offices in Canberra, Hobart, Sydney, Melbourne, Brisbane, Adelaide, Perth, Launceston and Devonport. Importantly, Spirit Super also has a field force team dedicated and committed to supporting and servicing rural and regional areas across Australia.
- Apart from providing better access to face-to-face support and advice to members across the country, this allows Spirit Super to offer more hands-on support to members and employers across all industries.
- The merger has also allowed Spirit Super to start improving its digital services and it recently launched live chat in Member Online, and updated its website and app. This will help members to find the information and tools they need to access and manage their account anywhere, anytime.
- At Spirit Super, its members are in the driver's seat of their financial future, knowing that they have the help and support of a highly skilled and experienced fund whenever they need.
- The merger has also added value to Spirit Super's administration and investments activities, already seeing the benefits of its larger scale and greater buying power.
- From the first day of the merger Spirit Super reduced the flat-rate admin fee from \$1.50 per week to \$1.30 per week and the total admin fee cap directly deducted from member accounts from \$528 per year to \$517.60 per year. This was a direct result of the increased membership numbers and moving all administration processes in-house.
- In the investments space, preliminary estimates show the total fees and costs for the MySuper Balanced option falling from 0.74% in 2019-20 to 0.58% for 2020-21, with an estimated 0.64% for the next financial year.
- These cost reductions mean more in members' accounts, compounding to grow their retirement savings.

ACKNOWLEDGING TRANSITION SPEED BUMPS

The merger was not without its challenges. During the merger transition, there was a restricted service period while the administration systems and assets were consolidated. Unfortunately, it's not possible to undertake a merger without restricting some services along the way.

The CEO acknowledged that there were also some email issues and a temporary increase in wait times with the contact centre and some members experienced delays accessing their new account online. Ms Turner apologised to members for this experience.

However, in keeping with one of Spirit Super's values — to be accountable — Management addressed the issues and fixed them as soon as possible. Increased resources were reallocated, the contact centre was expanded, and key system issues were addressed.

Importantly, Spirit Super is now back at full capacity and providing the excellent service members expect. This was reflected in its recent service satisfaction results, which show for the 2021 September quarter, Spirit Super's member satisfaction rate was 94%.

Ms Turner thanked members for their patience and understanding and reiterated Spirit Super's commitment to continuing to provide members with the best super experience they deserved.

INVESTMENTS

- Spirit Super's investment returns over the 2020-21 financial year and throughout the merger transition have been strong.
- In the 12 months to 30 June 2021, Spirit Super delivered a return of 17.4% for the Balanced (MySuper) investment option and 19.4% for its Pension Balanced investment option. Its Growth option returned 22.0% for the financial year. While these returns largely reflected the strong market recovery following the initial onset of COVID-19, they also highlighted Spirit Super's strong long-term performance record.
- Over seven years, Spirit Super's Balanced Option delivered a return of 8.7% p.a., and its Growth Option has delivered returns of 10.5% (net of all fees and costs).
- Spirit Super's increased fund size allows it to investigate new investment opportunities and take advantage of strategies to add value and deliver real scale benefits.

LEGISLATIVE CHANGES

The super industry itself also transformed during the year with the following key changes:

- On 1 July 2021, the super guarantee (SG) rate rose from 9.5% to 10%. Absent further delays, this rate is set to increase to 12% by 2025, which means members will be saving more for their retirement throughout their working lives.
- The Government's new Your Future Your Super reforms came into effect on 1 July 2021.
- From 1 November 2021, all Australians have been stapled to their super funds. For members, this means they will automatically stay with their current fund when changing jobs — unless they actively choose to change funds. For employers, this means changing how they onboard new employees and determine where to pay their super. If a new employee doesn't nominate a fund, employers need to check with the ATO to see if they have an existing stapled account. Spirit Super has been helping its employers understand their new obligations and responsibilities and will continue to do so for as long as needed.
- The YourSuper comparison tool was introduced; a new online tool created and run by the ATO to help members compare MySuper products. Members can compare products based on fees and performance history and make more informed decisions about their super. The first round of performance tests released earlier this year, resulted in 13 funds having to report underperformance to their members. Spirit Super was not one of the them.

In closing, Ms Turner thanked the Board, Executive Team, staff, and service providers, for their hard work, dedication, and professionalism over the last 12 months. She also thanked Spirit Super's members and employers, for their continued loyalty, support, patience, and understanding as Spirit Super was brought to life.

4. CIO ADDRESS - INVESTMENT UPDATE

Dr Barry addressed the meeting and provided a summary of Spirit Super's investments over the past twelve months, which included:

- investment highlights for 2020-21 including some of the key risks arising in recent months;

- how Spirit Super is currently positioned;
- recent investment activities;
- share market recovery;
- economic outlook;
- Option returns for 2020-21;
- Spirit Super's good performance in the first "performance test" under the new Your Future Your Super reforms introduced by the Government;
- Relatively seamless completion of the merger resulting in the reduction of fees and costs for the Balance Option;
- Key themes shaping investment returns, including the withdrawal of fiscal stimulus, the World's climate challenge and Australia's vulnerability to global supply chain disruption. Dr Barry noted that climate risk was something that Spirit Super took very seriously and the Trustee had signed off an ambitious ESG integration and impact strategy;
- Key priorities of Spirit Super's ESG Impact Strategy are to reduce the Fund's carbon footprint and invest in innovative, Australian small businesses;
- Spirit Super has set a goal of reducing both its attributable carbon emissions and exposure to fossil fuel reserves by over 50% by 2030;
- Established the Go Australia platform to invest over \$1.5B in Australian small business by 2030; and
- an update on the most recent addition to Spirit Super's property portfolio, Tasmania's premier new building, Parliament Square.

5. CFO ADDRESS - FINANCE UPDATE

Ms Angeles addressed the meeting and presented Spirit Super's financial results for the year ended 30 June 2021. She highlighted that the results presented, reflected 9 months of legacy MTAA Super operations and 3 months of Spirit Super because MTAA Super was the successor fund in the merger, which meant it was the recipient fund of Tasplan's assets and member benefits.

Ms Angeles highlighted the positive results over the financial year:

1. Growth in funds under management — the fund increased to over \$26 billion;
2. Savings arising from the merger were passed on to members in the form of reducing the flat rate administration fee to \$1.30 per week for all members; and
3. Continued management of operating expenses — so that expenditure is in members' best financial interest.

Ms Angeles advised that more information on the positive impact the merger has had on Spirit Super's financial position is available on Spirit Super's website and outlined the key highlights:

1. The merger has enabled Spirit Super to pass on savings to its members. These included Spirit Super's administration fee, and in this financial year 2022, it also reduced the investment fees for most of its investment options.
2. Savings due to bringing the member administration function in-house; removal of duplication where both funds were using the same fund manager. Renegotiation of lower fees where possible; and savings and efficiencies within Spirit Super's processes due to increased capabilities.
3. Enhancing some of Spirit Super's policies and processes to ensure any additional expenditure due to mandatory regulatory changes have minimal impact on members.
4. The one-off increase in administration and operating expenses of 19% which was largely due to the merger, will not occur in the 21/22 financial year. Putting merger costs aside,

the administration and operating expenses increase is just under 2% which was well below expectations.

5. Investment expenses increased over the FY2021 financial year by 19% mostly due to Spirit Super's much larger investment portfolio after the merger. But notably expenses as a percentage of FUM decreased over the year.
6. Positive net cash inflows of \$47m over the financial year which was positive given the payments (totaling \$897million over FY202 and 2021) made in the first half of the financial year to support the Government's early release initiative.
7. All financial statements are available on the Spirit Super website. It is critical to note that, despite the economic recovery, Spirit Super has continued to be stringent on its valuation approach.

Ms Angeles noted that while the industry is in a period of further regulatory changes, Spirit Super is well placed to meet the changes, keeping costs competitive for members and focusing on maximising returns.

7. QUESTIONS (asked during the meeting) AND ANSWERS

What is the environmental impact of the investments made through Spirit Super and what principles are considered when investing?

A general observation up front - when you're investing in real assets and real companies every investment has some social, ecological impact.

The central focus of our policies and our ESG policy essentially is to ensure that this impact is on balance a positive one. Jumping straight to the heart of this question, which is essentially around climate change and what Spirit Super is doing in terms of investment in fossil fuels. Spirit Super categorically believe that not only is climate change very real but it's also one of the most significant risks in fronting our portfolio, we are absolutely committed to mitigating those risks where they exist in the portfolio

Now there's really two parts to the solution to this - one part of it and it's the focus of a lot of media and the like and that focus is all around carbon reduction in fossil fuels and carbon emissions. The other part of the equation now is about investing in new infrastructure to support the transition to a low carbon economy. Spirit Super is committed to both of those things, and recently the Board signed off on a carbon reduction strategy that looks to reduce our carbon footprint by 50% by 2030.

It's not the only part of our strategy - the International Energy Agency has recently indicated that, in order for the world to fill the gap that's left from fossil fuel related energy generation, some \$4 trillion dollars of investment needs to be made around the world, between now and 2030. There's a really big role for superannuation funds to play in that and Spirit Super sees itself at the forefront of that movement to provide that capital where it's sensible to do so to support that transition so as you'll see our ESG policy and the impact of our strategy that we've developed is not just simply about divesting a few stocks and pretending the problem doesn't exist it's a much more meaningful and real commitment to reducing our carbon footprint, but also supporting the transition to a low carbon economy over time.

What does investment performance look like for the next 12 months, given COVID and Australia's soured relationship with China?

It looks tough. The reality is that investing has always been difficult, it's always been challenging and the world has always had very significant risks. Every investment we look at has its own set of significant risks. There are some very significant challenges at the moment. There is the withdrawal of fiscal stimulus and the risks that poses to the economic recovery. We're in a period where there is a strong bouncback in economic activity as borders open and restrictions ease.

A watch point for us, inflation is a really big issue. It's something that impacts all asset classes and can feed through into interest rates, the cost of debt for companies and assets. The central banks around the world have been reasonably benign about it, but there is a lot of commentary now to say that there may be some more enduring aspects to inflation. The valuation of some equity markets and some stocks around the world do look very stretched. There are some very highly valued companies around the world that's not lost on us it to is a very significant watch point. For most of the last 12 months, we had a fairly significant overweight to growth assets. We had a risk on approach to the investment strategy but the risks around inflation and interest rates, has given us pause for thought and we're in the process of bringing some of that exposure back in line with our strategic asset allocation.

There are lots of risks in the world, and the very first line of defence for us is diversification. We diversify by asset class, but also by region and different industry sectors. There are other things we are doing within those asset classes to de-risk portfolios in some areas. We have reduced the level of duration, which means that level of sensitivity we have to rising interest rates within the portfolio. We've also just taken a little bit of risk off in terms of equity portfolios.

How does our fund performance stack up against other industry funds?

We try not to spend too much time looking over our shoulder at our peers and trying to second guess what they're doing.

We are very focused on setting our own strategy. A strategy that embodies our highest conviction ideas. We're always taking a forward looking approach to setting the investment strategy. We're very focused on ensuring we have the highest quality fund managers and where we're managing assets internally ourselves and having the highest quality assets in the portfolio. You've got to be careful, looking at league tables and the like because it varies a lot. Some funds may describe themselves as a balanced option, some are more balanced than others or less balanced than others. Some are much more growth oriented and riskier in nature, and so they are always going to outperform a little bit when markets are running strong. The flip side is when there is a correction in markets those funds will tend to underperform as well.

In most time frames, we've been broadly in line with the median return for a broad set of industry funds here in Australia and they're very strong returns and are returns that we're very proud of.

What is Spirit Super doing to lower fees and improve return?

We are definitely looking at driving efficiencies through our operations and this was seen as part of the merger. We're also looking at contracts and critically assessing them each step of the way so where there is capacity, we can renegotiate so we're getting the most competitive fees and costs. The other thing to remember, as well, when we're looking at costs is the other side of that in that we do want to invest in ourselves, we want to invest in the fund so that we're able to give more back to members to enhance that experience. It's ensuring that not only do we have the operational costs managed but we're also giving back to members and ensuring that along every step of the way we are providing a little bit more. It was touched on in the meeting as well in regard to the IT strategy so that we continue to grow, and we

continue to provide even more to members.

Who is the fund's insurer and is it owned by Spirit Super?

Our current provider of group life insurance is MetLife Australia. We are a partner with MetLife. They are definitely not owned by Spirit Super and in fact that that couldn't take place. We work very closely with MetLife to look at our insurance design and premiums to make sure that the product that we're offering really is in our members' best financial interests. There's have been a lot of changes in the insurance space over the years so we are of course continually looking at that and partnering with MetLife as our current provider is what's best for our members currently.

What functions are now in Hobart and what are in Canberra.

We run with two main campuses, one in Hobart and one in Canberra. What's really exciting about this is when we went into the merger there was never a takeover. It was always about partnering. Again, that focus on partnering and we wanted to take the best of what both funds had to offer. So, in terms of, functions that are in Hobart, we have a quality contact centre and our administration. Head office is here in Canberra.

What's most important here is that when the two funds came together, we had two main campuses. So our business units actually comprise people who might work in Hobart, and might work in Canberra. For example, I'm here in Canberra, but I'm also joined by some of my chiefs, and other members of the executive team whilst there are others in Hobart as well. So it's truly a partnership. The largest number of our staff are in Hobart, and that is a result of our in-house administration and our contact centre. But as I say, a truly national fund, with offices everywhere, and don't forget that fabulous, passionate field force team.

How did this merger come about and why?

Both of the funds were looking to be bigger, because there's a sweet spot for superannuation fund size and in order to do the kind of investments we wanted - the really exciting stuff like the impact investing into renewable energy projects directly, and some of the investing into impact investing around employment for small businesses in Australia. You need to be at least a \$20 billion fund and so both funds were looking for a partner so as to access those really great local and global investments, but also to push down fees. Once the funds started talking, it was realized that we would actually be able to maximize the synergies and the benefits for our members. We leapfrogged to that strategic size where we could start to make investments that weren't available to us as a \$10 or \$12 billion fund.

We would be able to put our administration systems together, administering all internally and providing a great friendly contact centre. Also, we could take out some fees, which you have seen on day one put through to our members through a reduction in cost. We also really liked each other's culture. Both funds had been really deeply immersed in our communities such as regional communities, motor trades, small employers, people who do it tough. We were not the kind of big end of town, fancy offices in Sydney or Melbourne. That just wasn't us - we were gritty and hardworking and we shared that in common.

Is Spirit Super planning to / have exposure to cryptocurrencies?

When something goes from \$2 to \$60,000, it's pretty hard to ignore and so we didn't ignore it. The investment Team did a lot of work last year, looking at cryptocurrencies - Bitcoin, Ethereum, a number of those currencies. Really just trying to understand what they were and what the nature and the characteristics of it was particularly the risks involved with

cryptocurrencies. In the time we were looking at it, it went from \$60,000 back to \$30,000, and I think it's back to \$60,000 now. So that gives you a taste of just how volatile cryptocurrencies can be and of course there is no government or central bank that stands behind those types of digital currencies at this stage. We came to the conclusion that it was just something that was not suitable for an institutional investor, like Spirit Super.

It's something we continue to look at because the value of real assets of real estate, of shares, cryptocurrencies, gold, all those things, is really a flip side of the fact that central banks around the world have been printing currency, pretty fiercely for the last few years and effectively reducing the value of a lot of the currencies around the world. So it is a watch point for us and what's been very interesting is the advent potentially of central bank digital currencies. And there's been some talk of the digital yuan in China and the likes so it is something we're continuing to look at. But at present it's not something that we've considered suitable for the fund.

What does the merger mean for support of Tasmania and the Motor Trades Industry?

Spirit Super is proud to have hard-working members from all walks of life and all industries. Before the merger, two-thirds of MTAA Super's members were from the motor trades, with the rest from the broader public. Tasplan was the major fund in Tasmania, particularly for workers in the public sector.

We're proud of our history and work hard to keep what's unique and special about each fund. However, we're also excited about the future and believe the combined strengths of both of these funds allow us to offer great value, improved service and better support to all members of Spirit Super.

Importantly, we're are a truly national super fund, with offices in Canberra, Hobart, Launceston, Devonport, Sydney, Melbourne, Brisbane, Adelaide, and Perth and a passionate field force team committed to supporting and servicing rural and regional areas. Apart from providing better access to face-to-face support and advice to members across the country, this will allow us to offer more hands-on support to employers across all industries.

How does Spirit super compare to others on fees?

Spirit Super is Platinum rated by SuperRatings, which means we're a 'best value for money' super fund that's well balanced across all key assessment criteria – investments, fees and charges, insurance, member servicing and administration in a robust, secure and proven governance/risk framework.

Following the merger on 1 April 2021, we reduced our flat-rate administration fee from \$1.50 per week to \$1.30 per week, and our total administration fee cap reduced from \$528 per year to \$517.60 per year. That was a real saving for all our members from the get-go.

On 5 October 2021, the estimated investment fees reduced for seven of our nine investment options.

Options included in the estimated reductions were Growth, Balanced (MySuper), Moderate, Conservative, Australian shares, International shares, Diversified fixed interest and Long-term. While our estimated investment fees have dropped on most investment options, our Cash option remained the same, and our Sustainable option increased from 0.91% to 1.00%.

For the Balanced (MySuper) option — our most popular investment option — we estimate a reduction in investment fees from 0.74% of your total account balance to 0.64%.

This means, if you have a balance of \$50,000 in the Balanced (MySuper) option, your overall investment fees are estimated to reduce from \$370 per year to \$320 — a saving of \$50 per year.

Given the merger to Spirit Super is only very new, how do you work out the historical returns, and are these based on MTAA or Tasplan's past performance? Where do we get the past history from?

It's a little complicated, but essentially it relates to whichever option was the successor fund in the merger. And so for three of our pre-mixed options, the conservative option, the MySuper balanced option and the growth option, the successor fund was the MTAA fund. And therefore the historical returns of those funds, are the legacy MTAA returns, up until March 31. And going forward, of course, it's the returns of Spirit Super. Now for two other options, the moderate option and the sustainable option, the Tasplan options were the successor funds in those two cases. And so historical returns up until March 31, are the legacy returns of those two Tasplan options. And once again, the Spirit Super from 1 April. So I know that's a little bit confusing, but essentially, that's how the return history is calculated.

Has Spirit Super had any issues with the government and or regulators in the last 12 months?

We have strong governance frameworks and oversight of our processes to ensure we comply with the relevant laws. We actively engage with our regulators and openly share information. At the moment we don't have any Commonwealth penalties.

What are you anticipating the balanced fund return will be in the next financial year?

The returns can be quite variable, and so we try and avoid making short-term predictions around what the returns will be over that type of timeframe. With the balanced fund, what we're trying to achieve over a much longer timeframe is to deliver returns of 3% or more in excess of the rate of CPI inflation. And historically, we've been able to comfortably deliver that for members. And it's something we're continuing to try to do. So we're always looking at the asset allocation and manager selection and asset selection to ensure that we're always positioning the portfolio to try to achieve those sorts of return objectives within the prescribed risks category for that option.

What does the future hold for Spirit Super?

It's a very big question. What we would like it to hold, is more of the same sort of things that have been really good - continuing a really strong commitment to high levels of servicing and Spirit Super being a top quartile performer. We're not the most inexpensive fund, but we have extremely high value for money and very high levels of servicing to our members. We have real offices where you can walk in and talk to people. We have an amazing friendly contact centre who are very happy to spend time talking with you on the phone for no fee or charge to actually help you to understand your super and help you make good decisions. We want to continue that commitment to our stakeholders.

We have really strong and long-term relationships into the motor trades, long-term relationships and commitments to Tasmania and also the bus and coach industry in New South Wales, so we want to continue that really good national footprint. The new things that we'd like to do in the next 12 months - we want to grow that focus in terms of regional areas across Australia and have extra focus giving to some really hardworking places around Australia, like Newcastle who were kind of outside of Sydney and Melbourne. We've got a lot of

work we need to do with that decarbonization targets and our ESG projects we talked about with our renewable investments. We need to actually continue to roll those out. We also have a lot of fantastic, exciting investment initiatives happening.

We also talked about Horizon our new incubator hub. We want to be developing and growing our outreach to new members because they're a real key for any fund now, with the new stapling system in place. We know that members want to have really good apps that they find convenient. Our incubator hub, Horizon is going to be rolling out new and exciting initiatives with ways for young members to join our fund and we will continue our work with the apprentice schemes throughout Australia. We'll have a busy next 12 months and so far our investment markets have been going well this year. Our cost management is fantastic. We're doing really exciting ESG initiatives, and I think it'll just be more of the same, but hopefully a little bit more straightforward for us as a fund because we won't be doing another merger and a lot more straightforward for our members because, hopefully Australia and the various states have come out of lockdown and people start to be able to reconnect with their family and their loved ones.

8. MEETING CLOSE

Mr Murphy thanked everyone for attending the AMM and closed the meeting at 7.00pm.

A handwritten signature in black ink, appearing to be 'M. Murphy', with a long horizontal line extending to the right.

CHAIR

Date: 16 December 2021