



Annual Member Meeting

QUESTIONS & ANSWERS - Friday 8 December 2023

Date: Friday 8 December 2023	
Time: 12:30pm until 1:30pm (AEDT) held via webinar	
REI Super AMM Panel:	Claire Higgins - Board Chair and Independent Director Richard Simpson - Member elected Director Jarrold Coysh - Chief Executive Officer Angelos Siapkis - Group Executive – Investment Strategy and Operations Andrew Tait – Group Executive – Marketing and Growth (Moderator) Brett Kallio – External Auditor, Ernst & Young
Apologies:	Nil

<p>Questions & Answers Panel</p> <p>Q1: How is REI Super different to other Profit to Member Funds? – Angelos Siapkis answered</p> <p>REI Super is an Industry Super Fund, which means it operates solely to benefit our members. All investment profits are returned to members' accounts, and no dividends are paid to shareholders. This approach translates into competitive fees and higher returns for members.</p> <p>One of the key differences between REI Super and other Profit to Member Funds is our connection to the real estate industry. Under the Federal Award, REI Super is the Industry Super Fund for people who work in the real estate industry. However, since July 1, 2016, anyone can join REI Super and enjoy the same benefits as current members.</p> <p>In conclusion, REI Super stands out from other Profit to Member Funds due to its industry-specific focus, its profit-to-member approach, and its competitive performance and fee structure. It's always important to consider these factors when choosing a super fund that best suits your needs.</p> <p>While we share the common goal of all profit-to-member funds in prioritising the financial well-being of our members, our industry-specific focus, additional benefits, personalised service, and in-house processing make us uniquely positioned to serve the needs of real estate professionals.</p> <p>Q2: Is REI Super a classic Industry Super Fund? – Claire Higgins answered</p>



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Yes, REI Super is indeed a classic Industry Super Fund. It is one of the longest-standing industry super funds in Australia, with a history spanning over 48 years.

REI Super was established in 1975 as the industry superannuation fund specifically for the real estate industry. And as mentioned during the answer to the earlier question, it's important to note that since 2016, REI Super has been a 'public offer' super fund, which means anyone can join.

As previously mentioned, the fund operates solely to benefit its members, returning all investment profits to members' accounts, and not paying dividends to shareholders. This approach is a hallmark of Industry Super Funds.

REI Super embodies the principles of a classic Industry Super Fund with our member-first approach, long-standing history, and industry-specific focus. We continue to deliver results for our members, demonstrating strong performance and offering personalised service.

Q3: Are there any additional benefits that REI Super provides its members with?

– Angelos Siapkis answered

REI Super, as an industry super fund specifically for real estate professionals, and provides many additional benefits for its members.

We have an industry-specific understanding. As specialists in the real estate industry, we comprehend the unique needs and challenges of our members. This understanding allows us to provide a personalised and focused approach to superannuation.

Our focus is on strong long-term performance. We concentrate on investments that yield long-term results for our members. This is complemented by our in-house financial planning, ensuring that our strategies align with your financial goals.

We are a profit to member Fund. All profits are returned to members, not shareholders. This principle underscores our commitment to you, our members.

We offer cost-effective insurance tailored specifically for the real estate industry. Our income protection policy is flexible and allows for the inclusion of sales commissions, which are common in the Real Estate industry. Moreover, we process insurance claims in-house with care and astute attention, ensuring a timely and empathetic response when you need us the most.

We provide tools and advice to help our members to make the most of their super. Our business development team is available to visit your workplaces to provide information about superannuation, whether it's for a one-on-one session or a group session.

One of our key offerings is 360Health virtual care, provided to our members via our partner MetLife, which is a comprehensive health and wellness program. This program, which comes at no extra cost for REI Super members, provides access to a range of health professionals and services, all from the comfort of your own home. What's more, 360Health is also available to our members' partners and children.

REI Super is committed to providing tailored services and benefits to our members in the real estate



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industry. We strive to deliver strong long-term performance and ensure that all profits are returned to our members. We are continually looking for ways to add value to our members' experience and implement these. Thank you for being a part of the REI Super community.

Q4: Does REI Super provide financial planners who can advise on other aspects besides super?
– **Andrew Tait answered**

Yes, we do. That type of financial advice is known as Comprehensive Advice.

At REI Super, our financial planners are in-house professionals who are dedicated to providing a personalised experience. They take great care in getting to know each individual's financial circumstances, goals, and life aspirations. This allows them to provide advice that is tailored to your unique needs and objectives. Whether it's advice on investment strategies, retirement planning, insurance, or estate planning, our financial planners are here to guide you on your financial journey. Please note that while some services are included as part of your membership, others may involve additional fees. We recommend speaking with a financial planner to understand how they can assist with your specific needs. Our financial planners can be reached on 1300 13 44 33.

You can speak with our financial planners over the phone, in person or meet virtually.

Q5: As a \$2 billion fund, can you please update us on any pressures that exist to merge with another fund?

– **Claire Higgins answered**

Thank you for your question regarding the potential pressures for REI Super to merge with another fund.

I would like to assure you that, as a \$2 billion fund, REI Super is not currently under any pressure to merge with another fund. We continue to satisfy the requirements and tests that are set by the Australian Prudential Regulation Authority (APRA) and the Australian Securities and Investments Commission (ASIC). This includes passing heat maps and performance tests, which are critical indicators of our fund's health and performance.

Our primary focus remains on serving the best interests of our members, and we are committed to maintaining the highest standards of governance and performance. We will continue to monitor the regulatory environment and make decisions that are in the best interest of our members.

Q6: Is the Fund's exposure to property investments in line with other funds?

– **Angelos Siapkis answered**

REI Super has been actively increasing its investments in unlisted property and unlisted infrastructure asset classes. This strategy aligns with our commitment to diversify our portfolio and seek stable, long-term returns for our members.

While the specific allocation can vary among funds based on their investment strategy and risk profile, our approach is carefully considered and is designed to align with the best interests of our members.