



ClearView WealthSolutions

**Super and Retirement Income
Member Outcomes Assessment
for the year ended June 2022**

23 February 2023

We're pleased to share the Member Outcomes Assessment for WealthSolutions Superannuation and Retirement Income (WealthSolutions), against our objectives for the fund, for the year to 30 June 2022. This Assessment considered whether the outcomes that the Trustee sought to provide Members were met in this period, and how they could be improved in the future.

Determination

The Trustee has determined that the financial interests of beneficiaries are being promoted in WealthSolutions for the financial year ending 30 June 2022 for the following reasons:

Fund assessment and comparison with other super funds



Investment strategy, returns and risk

Investment strategy and returns

WealthSolutions is a superannuation wrap platform with an extensive range of investment options. Members, and/or their advisers select and maintain a portfolio that best suits the members' needs, which is considered appropriate. Investment risk and returns are dependent on their investment selection, so they have not been benchmarked in this assessment.

The investment strategy is designed to allow Members and their advisers to design their own portfolios or select a model portfolio that suits their risk and return objectives. The Trustee considers this approach contributes towards the promotion of Members' best financial interests.

WealthSolutions provides Members with access to over 330 managed funds, cash and term deposits with various terms, 1,000 ASX listed securities and over 800 international listed securities. This menu compares favourably with the investments offered by other superannuation investment wraps. Investments are reviewed and, if considered appropriate, approved by ClearView's Investment Committee responsible for implementing the Trustee's investment strategy.

Portfolios are subject to regular diversification checks and concentration limits are applied to further manage investment risk. Members and their advisers design their own portfolios to suit their risk and return objectives, so investment returns are dependent on these individual choices and have not been benchmarked in this assessment.

Investment risk

WealthSolutions investment options cover a wide range of assets, asset classes, investment structures, global markets and risk characteristics, to allow Members and their advisers to design their own portfolios or select a model portfolio that suits their risk objectives. The Trustee has assessed this approach and considers that it is appropriate and consistent with the approach taken when compared with other superannuation wrap platforms.



Fees

WealthSolutions fees were competitively priced and considered appropriate. The investment menu provided Members with a range of options regarding fees. Whilst a member's fees depend upon the investments they select and their account balance, an analysis of the administration fees and costs for the fund were below the median levels of comparable super funds (lower fees).

WealthSolutions total ongoing fees and costs for the year to 30 June 2022 achieved first, second and third quartile outcomes across a wide range of account balances. This highlights that total ongoing fees and costs, for WealthSolutions were mostly lower than the median wrap platform based on Chant West data. The Trustee concluded that the fees are competitive. A comparison of fees with those of other superannuation wrap platforms is in the Appendix.



Insurance

WealthSolutions does not provide insurance as it is offered to Members through a financial adviser, who will arrange a separate insurance policy where the Member and adviser determine it is appropriate. Members can choose life insurance cover from any provider and pay for premiums through their WealthSolutions account.



Member services

WealthSolutions has a comprehensive online portal where Members and their advisers can transact, view balances/activity and download reports administered by a leading platform provider. These include enhanced tax optimisation functionality and improved investment rebalancing which can reduce trading costs for investors.

Our active member ratio shows the engagement of our Members with their super and pension accounts is also better than the benchmark according to Chant West, with 98.2% active membership. This is a significant improvement compared to the prior year. These options, benefits and facilities were considered appropriate for Members.



Fund scale and operating costs

WealthSolutions is part of the ClearView Retirement Plan (**CRP**) and utilises the ClearView group's resource and governance infrastructure. Based on Chant West's analysis of APRA data for the CRP for the year ended 30 June 2022, three sustainability metrics were above benchmark, and four metrics were below benchmark, these metrics are provided in the Appendix. While some items were below benchmark analysis of changes to the fund during the year explained some of the results and hence the Trustee concluded they were satisfactory.

The Trustee has assessed the sustainability of the funds based upon its scale and operating costs and determined that Members are not disadvantaged by the scale or operating costs of the funds, which are supported by the ClearView Group. However, we note the Trustee is currently considering a number of options and the best way forward for the superannuation fund, CRP to ensure Members' best financial interests are promoted.

Jane Paskin

Chair, ClearView Life Nominees

23 February 2023

Appendix

Fees

WealthSolutions' total ongoing fees for the year to 30 June 2022 were lower than the median wrap platform based on Chant West¹ data across a number of balances ranging from \$50,000 through to \$1 million.

This means fees were in the first and second quartiles (lowest fees) when compared to peers in three of the five account balance ranges². Below is a snapshot of the fees for the average super account balance. Results below are after transaction fees (assuming 8 managed fund transactions were undertaken over the year).

Ongoing fees vs. peers for various account balances:

Account balance (\$)	Super & Pension - peer fee quartile
50,000	1st
100,000	2nd
250,000	3rd
500,000	2nd
1,000,000	3rd

WealthSolutions Super ongoing fees based on \$261k balance

	Platform fee	+ Other fees & costs	+ Managed fund transaction fee	- Cash account interest	= Total
	\$1522	\$0	\$0	\$409	\$1113
	4th	1st	1st	4th	3rd
	(41/54)	(1/54)	(1/54)	(49/54)	(36/54)
Best quartile	\$1021	\$26	\$0	\$572	\$578
Median	\$1228	\$94	\$0	\$484	\$920
Worst quartile	\$1504	\$173	\$0	\$484	\$1195

1 Chant West provides data about a range of super investments across superannuation wrap platforms, designed specifically for the Member Outcomes Assessment. The fees have been compared to the relevant Chant West comparison group fees to 30 June 2022.

2 The total operating expenses were reviewed at various account balances including \$50,000, \$100,000, \$250,000, \$500,000 and \$1 million.

WealthSolutions Pension ongoing fees based on \$342k balance

	Platform fee	+ Other fees & costs	+ Managed fund transaction fee	- Cash account interest	= Total
	\$1684	\$0	\$0	\$351	\$1333
	3rd	1st	1st	4th	3rd
	(34/49)	(1/49)	(1/49)	(46/49)	(29/49)
Best quartile	\$1222	\$34	\$0	\$491	\$887
Median	\$1441	\$123	\$0	\$416	\$1299
Worst quartile	\$1823	\$203	\$0	\$416	\$1651

Legend

1st	Above 75%	Well above average	Best quartile
2nd	50%-75%	Above average	Second quartile
Median	50%	On average	Median
3rd	25%-50%	Slightly below average	Third quartile
4th	0-25%	Well below average	Worst quartile

Notes

- Columns are ranked separately so do not add across.
- Cash account interest is interest credited on the applicable account balance for a year (it is not a fee).

Fund scale and operating costs

The Table below compares the operating expenses, cash flows and inflow/outflow metrics based on Chant West's analysis of APRA data for the ClearView Retirement Plan (which WealthSolutions is a part of). While some items were below benchmark, analysis of the changes to the fund during the year explained some of these results and hence the Trustee concluded the fund was better than the benchmark for the year ended 30 June 2022.

CRP Result	Item	How was it calculated from APRA data?
\$181	Operating expense per member	Total operating expense/Number of members
-3.3%	Net cash flows	(Flows in + (Rollovers in - Rollovers out) - Flows out)/Net assets
140.1%	Benefit outflow ratio	(Flows out + Rollovers out)/(Flows in + Rollovers in)
-0.8%	Net rollover ratio	(Rollovers in - Rollovers out)/Net assets
-2%	Adjusted total accounts growth rate	Percentage change in member accounts from start of the reporting period to the end of the reporting period
98.2%	Active member ratio	Active members/Total members
0.11%	Total operating expenses to assets ratio	Total operating expenses/assets

Benchmark (based on APRA data)

The key performance indicators are shown as better than benchmark if they meet the following criteria:

- Operating expense: < median*
- Net cash flows: > 0%
- Benefit outflow ratio: < 100%
- Net rollover ratio: > 0%
- Adjusted total accounts growth rate: > median*
- Active member ratio: > median*
- Total operating expenses to assets ratio: < median*

*Refers to median of all funds excluding any employer plans

Source: Chant West, APRA 30 June 2022.

Prepared by ClearView Life Nominees Pty Limited (**CLN**) ABN 37 003 682 175 AFSL 227683 RSE Licence L0000802 as Trustee for the ClearView Retirement Plan ABN 45 828 721 007 which includes ClearView WealthSolutions Superannuation and Retirement Income. This information is general in nature, it does not take into account your objectives, financial situation or needs. Please seek personal financial advice before deciding whether to apply for or hold the product(s), read the Product Disclosure Statement (**PDS**) and consider the appropriateness of the product(s) to your circumstances. CLN is not licensed to provide financial product advice. Cooling-off periods apply.

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