

ClearView Life Nominees Pty Limited (ACN 003 682 175)

Minutes of the ClearView Retirement Plan (CRP) Annual Members' Meeting

Date: Thursday, 9 March 2023 at 10.00am

Venue: Webinar and at Level 15, 20 Bond Street, Sydney, NSW 2000

Directors Present:	Jane Paskin – Chair Alan Bardwell	David Hartley Jenny Lyon
Apologies:	Nil	
Attendees:	Simon Swanson (Managing Director) Deborah Lowe (Group Executive, Wealth Management) Regan MacInnes (Deloitte)	Judilyn Beaumont (Company Secretary) Imogen Connors (Deloitte) Other attendees are listed in the attendance register.

Mr Simon Swanson – Managing Director

Mr Swanson opened the third Annual Members' Meeting (**AMM**) of the ClearView Retirement Plan (**CRP**) at 10.00am, by introducing himself as Managing Director followed by an acknowledgement of country. Mr Swanson noted that Jane Paskin, the Chair of ClearView Life Nominees Pty Limited (**CLN** or **Trustee**), the trustee of the CRP, CLN Directors and representatives from Deloitte Touche Tohmatsu were also present.

Mr Swanson advised that questions relating to an individual member's personal financial situations could not be dealt with in the meeting and noted that none of the presentations or content of discussions in the meeting constituted general or personal financial advice.

Mr Swanson advised that the presentation related to the financial year ending 30 June 2022 and asked that Members please also remember investment returns are not guaranteed and past performance is not a reliable indicator of future returns.

Mr Swanson provided an update on ClearView's wealth business and noted:

- The wealth strategy review and the announcement of a strategic partnership with Human Financial Pty Ltd (**HF**) with the intention to sell ClearView Financial Management Limited to HF, subject to conditions;
- The Trustee's commitment to corporate governance and providing value to CRP members; and
- ClearView's focus on people, corporate social responsibility, member privacy and cyber security.

Mr Swanson invited Ms Paskin to address the meeting.

Chair's Address

The Chair welcomed members attending online and in person and introduced herself and the remaining CLN Directors to the meeting.

Ms Jane Paskin – Chair of the CLN Board

Ms Paskin acknowledged the challenges of the past year with the impacts of the pandemic, increased global geopolitical tension, and the economic challenges of inflation and rising interest rates.

Ms Paskin spoke to the key initiatives undertaken in the financial year ended 30 June 2022 including:

- Steps taken to enhance member experience, including the launch of the new member and adviser portals, resulting in enhanced member communications and improved member engagement;
- The transfer of the legacy ClearView Superannuation and Rollovers and Pension Plan to WealthFoundations Super and Pension products resulting in significantly lower fees to members; and
- The progression of the retirement income strategy.

Ms Paskin spoke to the member outcomes assessment process and the matters considered by the Trustee.

WealthFoundations

Ms Paskin noted that WealthFoundations is a retail master trust structured product which was benchmarked against other retail master trusts as well as industry fund competitors.

Based on this assessment, the CLN Board determined that the best financial interests of members of WealthFoundations are being promoted by CLN and noted key findings including:

- WealthFoundations portfolios had focused on preserving capital and that this positioning had resulted in a positive uplift in the one-year performance for a majority of the investment options.
- The launch of the adviser and member portals had generated a high level of member engagement.
- The options, benefits, facilities, and fees were determined to be appropriate for members. Fees on average sit within the second quartile against peers.
- The Morningstar and Chant West benchmark data which indicated that above median performance against peers had been met for three-quarters of the super investment options and over half of the pension investment options.
- The significant turnaround in the one-year performance of the index investment options and risk management of the active options.
- The award of a “4 Apples” rating of WealthFoundations by Chant West.
- The sustainability of the CRP and the support received from the ClearView Group.
- WealthFoundations fees were on average lower than comparable peers.

Ms Paskin spoke to the scale and sustainability of the CRP, which included both WealthFoundations and WealthSolutions and noted the CRP was supported by the resources of the ClearView Group, which enabled the positive result for members.

WealthSolutions

Ms Paskin noted that WealthSolutions is an investment wrap product where members’ investments are administered on the HUB24 wrap platform which offered members access to approximately 330 managed investment products, term deposits and ASX listed securities.

Ms Paskin noted that the product was closed to new members on 31 December 2020 however, existing members can make additional contributions.

Ms Paskin spoke to the factors considered by the Trustee in the member outcomes assessments that had concluded that WealthSolutions members’ best financial interests were being promoted by Trustee and noted:

- That the extensive range of investment options available on the wrap platform compared favourably with the investments offered by other superannuation investment wraps, enabling members and their advisers to select a portfolio that best suited their goals.; and
- That the Trustee’s review of fees had concluded that fees were competitive, appropriate and were mostly lower than the median wrap platform fees over a range of account balances.

Ms Paskin noted that strategic partnership that ClearView Wealth Limited had entered into with Human Financial and reported that the Trustee would work closely with the ClearView Group as the partnership evolved to ensure that products and services offered to CRP members were appropriate. It was noted that the Trustee would consider all relevant information and where appropriate, seek expert independent advice to make sure that any changes would be in members’ best financial interests.

Ms Paskin concluded by thanking members who had attended the meeting on behalf of the CLN Directors and ClearView staff.

Ms Paskin invited Mr Swanson to present to the meeting on investment performance.

Chair of ClearView Investment Committee

Mr Simon Swanson

Mr Swanson advised members that as Mr McLaughlin, Chief Investment Officer would be leaving the business at the end of March he would give the Chief Investment Officer’s address for the financial year ended 30 June 2022 as Chair of the ClearView Investment Committee

Mr Swanson advised following the recent announcement of the strategic partnership with Human Financial that Angus Sippe, from Human Financial would be appointed as Chief Investment Officer to continue the uplift of investment policies and processes to improve member outcomes. It was noted that product and portal access would remain and accordingly no action was required to be taken by members.

Mr Swanson spoke to the macro-economic environment with increasing inflation and rising interest rates impacting on property values. The challenges in positioning portfolios were noted including:

- Monetary policy and the risk of an economic recession;
- Over-priced asset values which were extremely expensive using a range of valuation metrics;

- Irrational behaviour in equity markets leading to heightened volatility and wide swings in asset values.

Mr Swanson noted that whilst the portfolios were positioned for a downturn scenario and had seen improved relative performance due to their defensive positioning, they would be subject to review by the new Chief Investment Officer. Mr Swanson noted absolute returns for most products in the industry were challenged as a result of the volatility in equity markets.

Mr Swanson noted that in the current market conditions, the Trustee continued to closely monitor market conditions and investment performance.

Finally, Mr Swanson thanked members and introduced Ms Lowe, Group Executive, Wealth Management to facilitate questions.

Questions – Group Executive, Wealth Management

Ms Deborah Lowe

Ms Lowe thanked Mr Swanson and reminded members they could submit questions using the Q&A function within the webinar or for those in the room to raise their hands.

Ms Lowe advised that there had been one question submitted prior to the meeting which was in relation to ClearView's inclusion in Stockpot's "Fat Cat Funds Report" for 2022 (the "**Report**") and member concerns about the negative publicity from the Report.

Ms Lowe provided members with the context of the Report noting that the Report compared how investment options within the same risk profile had performed after fees over a five-year period. The Report highlighted the performance of four WealthFoundations super options and named the ClearView Retirement Plan as one of the worst-performing funds alongside OnePath, Colonial First State and AMP.

Ms Lowe acknowledged the under-performance of these four options over the assessment period and noted that the performance of these options did not reflect the performance of the entire suite of 32 investment options available to members in WealthFoundations. Ms Lowe spoke to the member outcome assessment process and the use of reputable independent firms, Morningstar and Chant West to benchmark ClearView's options, looking at both the short-term and long-term performance outcomes.

Ms Lowe noted that the outcome assessments drive transparency and accountability to members and are used to inform future decisions for the investment products. It was noted that following the review of member outcomes assessments in 2021, the Trustee had commissioned a strategic review of investment performance and had concluded that, given the volatile market conditions, it was not in members' best financial interests to make any investment changes at that point in time.

Ms Lowe noted the improved performance relative to peers over the 12 months to 30 June 2022. Ms Lowe advised that the partnership with Human Financial was expected to bring a renewed focus on investment performance.

Ms Lowe confirmed there were no questions from online participants and noted that she would be happy to answer any questions after the meeting. Ms Lowe provided members with ClearView's contact details and noted that the annual report and member outcomes assessments were available on the ClearView website.

Close of Meeting

Ms Lowe thanked attendees for making the time to attend the meeting and advised that the minutes and Q&A would be published on the ClearView website once approved and within one month.

The meeting was closed at 10.38am.

Signed as a true and correct record.



Chair

Date: 30/03/2023