

17 November 2017

This notice explains the changes that will be made to the current insurance arrangements described in the *HESTA and HESTA Personal Super Product Disclosure Statements* and the *Insurance options* booklet, available at hesta.com.au/pds

Why is insurance cover changing?

At HESTA, everything we do is to benefit our members. That's not an empty promise, it's what we were set up to do.

That's why we're always on the lookout for ways to offer you the best possible value. We look at our insurance contract regularly to make sure it's working for our members. After the most recent review we invited major insurance providers to tender for your cover. AIA stood out across a range of measures: value for money, customer care and flexibility to tailor cover to suit our members.

From 1 March 2018, HESTA super members and HESTA Personal Super members will have a new insurance arrangement provided through AIA Australia Ltd (ABN 79 004 837 861). You will be able to read full details of the new arrangements in the *Insurance options* booklet to be released 1 March 2018 at hesta.com.au/pds

Important changes you should know about

For further detailed information on these changes and others, please ensure you read below. You will find an explanation of who is eligible for the new arrangements on [page 6](#).

Changes that affect every member with cover

- We are changing the name of our insurance cover. On joining, members will receive standard cover (formerly known as default cover). Any cover above standard will be known as standard extra cover (formerly known as either additional or customised cover).
- Insurance fees will be changing to an age-based fee that applies to each unit of Death Cover and each unit of Income Protection Cover (IP Cover). Currently, members pay one flat fee for each unit of cover regardless of their age.
- Insurance fees for members with Lump-sum Total and Permanent Disablement (TPD) Cover and fixed cover are also changing.
- Depending on your circumstances and age some fees will increase and some fees will decrease. Please read more about how this may impact you.

See how it works

Jenny is aged 35 and has two units of standard Death and IP Cover. Her total weekly insurance fees from 1 March 2018 are calculated as follows:

Type of cover	Number of units	Current gross insurance fee per week for 2 units	Current estimated net insurance fee per week for 2 units	From 1 March 2018 gross insurance fee per week for 2 units	From 1 March 2018 estimated net insurance fee per week for 2 units
Death Cover	2	\$2.18	\$1.86	\$2.36	\$2.00
IP Cover*	2	\$4.12	\$3.50	\$3.30	\$2.80
Total insurance fees per week		\$6.30	\$5.36	\$5.66	\$4.80

John is aged 45 and has two units of standard Death and IP Cover. His total weekly insurance fees from 1 March 2018 are calculated as follows:

Type of cover	Number of units	Current gross insurance fee per week for 2 units	Current estimated net insurance fee per week for 2 units	From 1 March 2018 gross insurance fee per week for 2 units	From 1 March 2018 estimated net insurance fee per week for 2 units
Death Cover	2	\$2.18	\$1.86	\$2.68	\$2.28
IP Cover*	2	\$4.12	\$3.50	\$5.38	\$4.58
Total insurance fees per week		\$6.30	\$5.36	\$8.06	\$6.86

*Standard IP Cover received automatically on joining provides cover and benefits to age 67 with a 90-day waiting period.

Although we are legally required to show the gross cost of each insurance fee, the good news is members typically pay the net fee, which is up to 15% less than the gross fee. This is because HESTA is able to claim a tax deduction for the cost of providing insurance, which we pass on to members, resulting in a lower net insurance fee.

- All HESTA members who have insurance cover and take employer approved parental leave will be entitled to up to 12 months of insurance fee-free cover, regardless of whether their employer is a Participating Employer.
- From 1 March 2018, we will invest insured Death Benefits (including terminal illness), Lump-sum TPD and Permanent Incapacity Support Benefits in the HESTA Cash investment option when they are received from the insurer.
- We are introducing a different insurance fee known as 'management cover' for members who work in certain occupations to reflect their employment circumstances. Check if you are eligible on **page 3**. You will be able to apply from 1 March 2018. Go to the *Insurance alteration* form at hesta.com.au/forms

If you have Income Protection (IP) Cover

- IP Cover will increase from \$425 per unit per month to \$475 per unit per month. This will provide cover of \$950 per month (previously \$850 per month) for members with two units of cover.
- Members with IP Cover who suffer a disabling event after 1 March 2018 may be eligible to claim a Permanent Incapacity Support Benefit of \$10,200 after a qualifying period.

If you have Death and Lump-sum Total and Permanent Disablement (TPD) Cover

- The amount of Death Cover per unit will decrease for members under age 35 but will increase for members from age 35-45 (inclusive). The amount of Death Cover per unit for ages 46-74 will not change. See the table on **page 7** under 'Unitised Death Cover and insurance fees'.

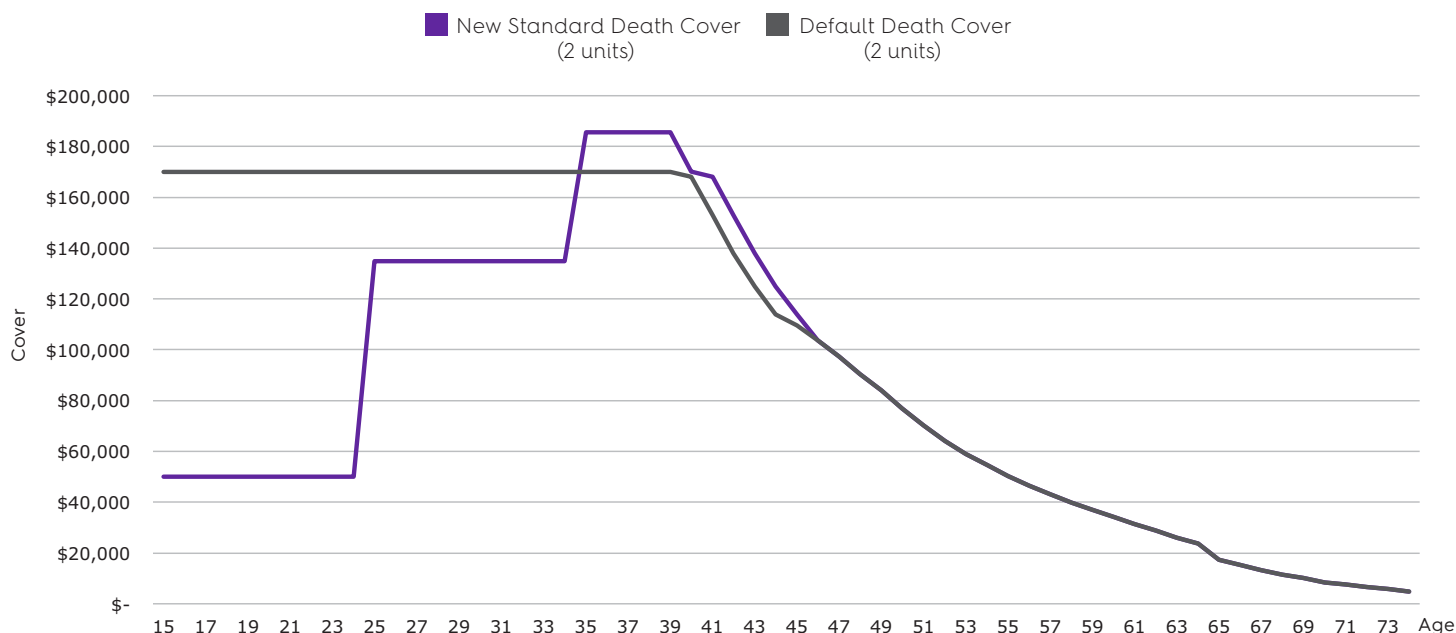
ⓘ If you are under age 35 your Death Cover (including terminal illness) is about to change

Your unitised Death Cover is going to decrease – so you'll have less cover (but also pay less) after 1 March 2018. You have options to keep your Death Cover from decreasing – make sure you check your options on **page 5**.

- Members will still pay one flat insurance fee for each unit of optional Lump-sum TPD Cover. The amount of cover per unit will not change but the unit cost will increase.
- Members who have a terminal illness will be able to claim against their Death Cover when they are likely to pass away within 24 months (if under age 70) rather than within the current 12-month period.
- The amount of standard Death Cover and fees will change depending on the member's age.

Our current Death Cover provides the same value cover (and fees) for members aged 15 to 39. While our new Death Cover will deliver lower cover (and lower fees) in the younger years, increasing up to age 39. Compare our current and new insurance cover below.

Changes to Death Cover



Important details on changes that apply from 1 March 2018

Changes affecting all cover types

Current arrangements (to 28 February 2018)

If eligible, HESTA super members and HESTA Personal Super members automatically receive two units of **default** Death Cover and two units of **default** IP Cover on joining.

HESTA super members under age 55 can apply for up to six units of **additional cover** (including **default**) within six months of joining, if they satisfactorily complete a *Short personal health statement*.

HESTA super members and HESTA Personal Super members can apply for **customised cover** at any time. This cover is subject to insurer approval.

New arrangements (from 1 March 2018)

If eligible, new HESTA super members and HESTA Personal Super members automatically receive two units of **standard** Death Cover and two units of **standard** IP Cover on joining.

HESTA super members under age 55 can apply for up to four additional units of cover (for a total of up to six units including Standard cover) within six months of joining if they satisfactorily complete a *Short personal health statement*.

Any cover above **standard cover** will be known as **standard extra cover**.

HESTA super members and HESTA Personal Super members can apply for **standard extra cover** at any time. This cover is subject to insurer approval.

Standard extra cover starts from when your application is approved.

For members who join on or after 1 March 2018 there will be some changes to eligibility for insurance as a HESTA super member. Full details will be available in the *Insurance options* booklet from 1 March 2018 at hesta.com.au/pds

All members who have insurance cover and take employer approved parental leave are entitled to up to 12 months of insurance fee-free cover, provided they are employed by a Participating Employer (this is an employer who has entered into an agreement with HESTA).

All members who have insurance cover and take employer approved parental leave are entitled to up to 12 months of insurance fee-free cover, regardless of whether their employer has entered into an agreement with HESTA.

All members receive cover under one insurance fee scale regardless of their occupational duties.

All members will automatically receive cover at the **standard** occupational insurance fee scale. If a member is eligible, they can apply to pay for cover at a rate which better reflects their circumstances. The change in rate will take effect from the date their application is approved and is subject to the same terms and conditions that apply to the member's **standard cover**.

Where a member's occupational scale is changed to management, their cover will then be known as **management cover**.

The criteria for the management occupation scale are as follows:

- (a) the member is earning a full time equivalent salary of \$100,000 or more per annum; and
- (b) the member's duties are limited to professional or managerial duties and are undertaken for at least 80% of their working hours within an office environment; and
- (c) the member has a degree or is a member of a professional or government body, either of which is necessary for practising that occupation; or
- (d) the member has 10 or more years of service in a senior management or executive role.

IP Cover

Current arrangements (to 28 February 2018)

The insurance fee is a flat \$2.06 per week (gross) per unit for default IP Cover.

Default IP Cover provides \$850 per month for two units (\$425 per month per unit).

New arrangements (from 1 March 2018)

The insurance fee for unitised IP Cover will generally be age based in 10 year age bands, see [page 9](#). As you age, your insurance fee will generally increase.

Standard IP Cover will provide \$950 per month for two units (\$475 per month per unit).

A lump-sum Permanent Incapacity Support Benefit is not offered through IP Cover.

Members with IP Cover who suffer a disabling event on or after 1 March 2018 will be eligible to claim \$10,200:

- after receiving IP benefits for a qualifying period of two years; and
- where they meet the relevant policy definition.

Or, for a member with IP Cover who is ineligible to make a disability claim because:

- their IP Cover started after 1 July 2014; and
- they are unemployed for more than 90 days at the time the disabling event occurs

if they suffer a disabling event on or after 1 March 2018, they may be eligible to claim \$10,200 after a three month qualifying period where they meet the relevant policy definition.

The relevant policy definition is:

The member suffers an injury or illness and as a result of that injury or illness, they are:

- a) totally unable to engage in any occupation, business, profession or employment at the end of the qualifying period; and
- b) determined at the end of the qualifying period to be permanently incapacitated to such an extent as to render them unlikely ever to engage in any gainful occupation, business, profession or employment for which they are reasonably suited by education, training or experience.

This benefit is known as a Permanent Incapacity Support Benefit.

Where a member's IP Cover is for New Events any Permanent Incapacity Support Benefit will also be provided as New Events Cover.*

The Permanent Incapacity Support Benefit can only be claimed once, even if you leave and re-join HESTA at a later date.

* New Events Cover means a member is only covered for claims arising from a sickness which first becomes apparent or an injury which first occurs on or after the date that cover last commenced, or was reinstated in respect of the member.

Group Life Insurance policy (Death and Lump-sum TPD Cover)

Current arrangements (to 28 February 2018)

Members receive two units of default Death Cover on joining. This cover is \$85,000 per unit (\$170,000 for default) up to age 39 and decreases progressively from age 40, ceasing at age 75.

New arrangements (from 1 March 2018)

New members will receive two units of standard Death Cover on joining. However:

- new and existing members will have significantly lower cover at younger ages and will receive an increase in cover from ages 35-45 (inclusive).
- members aged 46 or over will maintain the same amount of unitised cover held for their age on 28 February 2018.

See all unit cover values on [page 7](#).

IMPORTANT: Options for maintaining your Death Cover if you are under age 35

a) Members with two units or less of Death Cover

You can maintain the level of Death Cover you hold on 28 February 2018 by choosing to convert to fixed cover. This will generally mean the insurance fee you pay will increase as you age but your level of Death Cover will remain the same until age 74.

When Death Cover is converted to fixed cover, and you hold Lump-sum TPD Cover, this will also convert to fixed cover. Insurance fees for Lump-sum TPD Cover will generally increase as you age but the amount of cover will remain the same until age 60. Lump-sum TPD Cover will decrease by 10% each year from age 61, ceasing at age 70.

Cover that is converted to fixed cover is subject to the same terms and conditions that currently apply to your cover. See all fixed cover insurance fees on [page 10-11](#).

If you would like to fix your cover apply using the *Maintaining death cover* form at hesta.com.au/forms

b) Members with more than two units of Death Cover

Your Death Cover as at 28 February 2018 will automatically convert to the equivalent value of fixed cover on 1 March 2018. If you also hold Lump-sum TPD Cover it will also be converted to fixed cover.

This will generally mean the insurance fee you pay will increase as you age. Your level of Death Cover will remain the same up until age 74.

Insurance fees for Lump-sum TPD Cover will generally increase as you age but the amount of cover will remain the same until age 60. Lump-sum TPD Cover decreases by 10% each year from age 61, ceasing at age 70.

Cover that is converted to fixed cover is subject to the same terms and conditions that currently apply to your cover.

Members under age 35 with more than two units of Death Cover who do not want their unitised cover automatically converted to fixed cover, should advise HESTA by 1 March 2018. Be aware that your Death Cover may decrease significantly if you choose to not fix your cover.

See all fixed cover insurance fees on [page 10-11](#).

If you would like to keep your cover unitised apply using the *Maintaining death cover* form at hesta.com.au/forms

The unitised insurance fee is one flat fee of \$1.09 per week per unit (gross) for Death Cover.

The insurance fee for unitised Death Cover will generally be age based in 10 year age bands (see [page 7](#)).

Members with Death Cover can claim this cover on the grounds of terminal illness if two medical practitioners (one of which is a specialist in the field of the member's illness) have certified the member is likely to pass away within 12 months and they are under age 70.

Members with Death Cover can claim this cover on the grounds of terminal illness if two medical practitioners (one of which is a specialist in the field of the member's illness) have certified the member is likely to pass away within 24 months and they are under age 70. For members aged 70-75 the previous six month requirement still applies.

Members cannot have Lump-sum TPD Cover that exceeds their Death Cover.

Members will be able to have more Lump-sum TPD Cover than Death Cover.

Where a member becomes eligible to receive a terminal illness benefit, any Lump-sum TPD Cover will stop and their Death Cover will be reduced by the amount claimed.

Members must have some Death Cover to be able to apply for Lump-sum TPD Cover.

Members' Death Cover is reduced by any Lump-sum TPD benefit claimed.

Where a member becomes eligible to receive a terminal illness benefit, any Lump-sum TPD Cover they hold will be reduced by the amount claimed.

Likewise, any Lump-sum TPD benefit a member becomes entitled to receive will reduce any Death Cover they hold. This will reduce to nil where Lump-sum TPD Cover is higher than Death Cover.

Other changes affecting Death and IP Cover

Arrangements for members who joined before 31 December 2016*

HESTA super members under age 55 who had been employed by a Participating Employer# for more than six months when they joined HESTA received default Death and IP Cover for New Events only.

All members who join HESTA super over age 55 receive default New Events Cover only. This restriction can only be lifted by completing a *Full Personal Health Statement* which is subject to approval by the insurer.

#A Participating Employer is an employer who has entered into an agreement with HESTA.

Arrangements for members who joined from 1 January 2017*

For members who have not joined HESTA super within six months of their employment, their standard cover (previously default cover) will be for New Events.

This limitation is lifted on the second anniversary of the start of their cover as long as they are in Active Employment (refer to the Insurance options booklet for this definition) on this date.

Any HESTA member who had been with their Participating Employer for more than six months and joined HESTA super before 1 January 2017 will have the New Events limitation lifted on the later of:

- 1 January 2017 or
 - the second anniversary of the start of their cover
- as long as the Active Employment requirement is met.

If a member doesn't meet the Active Employment requirement, the New Events Cover limitation will be lifted when they have been in Active Employment for two consecutive months after the second anniversary of the start of their cover.

All members who join HESTA super over age 55 receive standard New Events Cover only. This restriction can only be lifted by completing a *Full Personal Health Statement* which is subject to approval by the insurer.

*Different arrangements apply for HESTA Personal Super

Who is eligible for the new insurance arrangements?

- Members who become disabled, terminally ill or pass away on (or after) 1 March 2018 will be covered under these new arrangements.
- If you are currently claiming, or eligible to claim, with a prior HESTA insurer you will not be covered under these new insurance arrangements.
- If you have a claim for an event that occurred before 1 March 2012 and you later recover and stop being entitled to a benefit, your eligibility for a future IP benefit will change – check the table below for full details.

Previous arrangements for members entitled to claim before 1 March 2012 (to 28 February 2018)

A member who:

- has a claim or was entitled to claim before 1 March 2012; and
- their benefit ceases as a result of returning to work

will receive new cover under the HESTA income protection policy in the following circumstances, if they are under the Former Cover Expiry Age* when the circumstance occurs:

- a) if they return to work at their pre-disability hours and duties for two consecutive months they will have full cover to age 67.
- b) if they return to work but not at their pre-disability hours and duties for two consecutive months, they will have full cover to their Former Cover Expiry Age* and New Events Cover from their Former Cover Expiry Age to age 67.

Members who continue to be entitled to benefits until the Former Cover Expiry Age will not be entitled to IP Cover beyond this date.

*The Former Cover Expiry age is the age cover ceased under the OnePath (ING) policy or under the CommInsure Policy before 1 March 2012. This was generally age 60. Some members may have chosen cover to age 65.

Please note different rules apply to members who have a claim with our earlier insurer (Asteron).

New arrangements for members entitled to claim before 1 March 2012 (from 1 March 2018)

A member who:

- has a claim or was entitled to claim before 1 March 2012; and
- their benefit ceases as a result of returning to work or being capable of returning to work

will receive new cover under the HESTA income protection policy in the following circumstances, if they are under the Former Cover Expiry Age* when the circumstance occurs:

- a) if they return to work in their pre-disability hours and duties for two consecutive months after ceasing to have a claim, or in the insurer's opinion are capable of doing so, they will have full cover to age 67
- b) if they return to work but not at their pre-disability hours and duties for two consecutive months, they will have full cover to their Former Cover Expiry Age and New Events Cover from their Former Cover Expiry Age* to age 67
- c) if they are unemployed and in the insurer's opinion not capable of working in their pre-disability hours and duties for two consecutive months, they will have cover to the Former Cover Expiry Age.

Members who continue to be entitled to benefits until the Former Cover Expiry Age will not be entitled to IP Cover beyond this date.

*The Former Cover Expiry Age is the age cover ceased under the OnePath (ING) policy or under the CommInsure Policy before 1 March 2012. This was generally age 60. Some members may have chosen cover to age 65.

Please note different rules apply to any members who have a claim with our earlier insurer (Asteron).

- Members entitled to claim for an event on (or after) 1 March 2012 but before 1 March 2018 will be eligible for IP Cover under the new arrangements if they cease to be on claim and their injury or illness does not recur within six months. If they cease to have a claim with our prior insurer and are capable of returning to work but their injury or illness recurs within six months, they will continue to have cover through the previous arrangements.

Insurance cover and insurance fees

Unitised Death Cover and insurance fees

Currently unitised insurance fees for Death Cover are a flat \$1.09 per unit per week

Age last birthday	Current sum insured per unit (\$)	New sum insured per unit (\$)	Current gross insurance fee per unit per week (\$)	New gross insurance fee-standard occupational scale per unit per week (\$)	New gross insurance fee-management occupational scale per unit per week (\$)
15	85,000	25,000	1.09	0.16	0.11
16	85,000	25,000	1.09	0.16	0.11
17	85,000	25,000	1.09	0.16	0.11
18	85,000	25,000	1.09	0.16	0.11
19	85,000	25,000	1.09	0.16	0.11
20	85,000	25,000	1.09	0.16	0.11
21	85,000	25,000	1.09	0.16	0.11
22	85,000	25,000	1.09	0.16	0.11
23	85,000	25,000	1.09	0.16	0.11
24	85,000	25,000	1.09	0.16	0.11
25	85,000	67,450	1.09	0.47	0.33
26	85,000	67,450	1.09	0.47	0.33
27	85,000	67,450	1.09	0.47	0.33
28	85,000	67,450	1.09	0.47	0.33
29	85,000	67,450	1.09	0.47	0.33
30	85,000	67,450	1.09	0.47	0.33
31	85,000	67,450	1.09	0.47	0.33
32	85,000	67,450	1.09	0.47	0.33
33	85,000	67,450	1.09	0.47	0.33
34	85,000	67,450	1.09	0.47	0.33
35	85,000	92,800	1.09	1.18	0.82
36	85,000	92,800	1.09	1.18	0.82
37	85,000	92,800	1.09	1.18	0.82
38	85,000	92,800	1.09	1.18	0.82
39	85,000	92,800	1.09	1.18	0.82
40	84,000	85,000	1.09	1.18	0.82
41	76,500	84,000	1.09	1.18	0.82
42	69,000	76,500	1.09	1.18	0.82
43	62,400	69,000	1.09	1.18	0.82
44	57,000	62,400	1.09	1.18	0.82
45	54,750	57,000	1.09	1.34	0.94
46	51,900	51,900	1.09	1.34	0.94
47	48,600	48,600	1.09	1.34	0.94
48	45,150	45,150	1.09	1.34	0.94
49	42,000	42,000	1.09	1.34	0.94
50	38,400	38,400	1.09	1.34	0.94
51	35,100	35,100	1.09	1.34	0.94
52	32,100	32,100	1.09	1.34	0.94
53	29,550	29,550	1.09	1.34	0.94
54	27,300	27,300	1.09	1.34	0.94

Age last birthday	Current sum insured per unit (\$)	New sum insured per unit (\$)	Current gross insurance fee per unit per week (\$)	New gross insurance fee-standard occupational scale per unit per week (\$)	New gross insurance fee-management occupational scale per unit per week (\$)
55	25,200	25,200	1.09	1.30	0.91
56	23,250	23,250	1.09	1.30	0.91
57	21,600	21,600	1.09	1.30	0.91
58	19,950	19,950	1.09	1.30	0.91
59	18,450	18,450	1.09	1.30	0.91
60	17,100	17,100	1.09	1.30	0.91
61	15,750	15,750	1.09	1.30	0.91
62	14,400	14,400	1.09	1.30	0.91
63	13,050	13,050	1.09	1.30	0.91
64	11,850	11,850	1.09	1.30	0.91
65	8,700	8,700	1.09	0.68	0.47
66	7,650	7,650	1.09	0.68	0.47
67	6,600	6,600	1.09	0.68	0.47
68	5,700	5,700	1.09	0.68	0.47
69	5,100	5,100	1.09	0.68	0.47
70	4,200	4,200	1.09	0.68	0.47
71	3,750	3,750	1.09	0.68	0.47
72	3,300	3,300	1.09	0.68	0.47
73	2,850	2,850	1.09	0.68	0.47
74	2,400	2,400	1.09	0.68	0.47

Fees quoted include stamp duty and taxes. Part of the insurance fee is used to pay insurance administration costs.

Unitised Lump-sum TPD Cover insurance fees

Type of cover	Current gross weekly insurance fee per unit per week (\$)	New gross insurance fee-standard occupational scale per unit per week (\$)	New gross insurance fee-management occupational scale per unit per week (\$)
Lump-sum TPD	1.47	1.56	1.09
Lump-sum TPD (Own Occupation)+	1.73	1.84	1.29

*This is a legacy offering.

Fees quoted include stamp duty and taxes. Part of the insurance fee is used to pay insurance administration costs.

Unitised Income Protection (IP) Cover insurance fees

The insurance fees for IP Cover below are per unit per week for the relevant age band and occupational scale and are inclusive of stamp duty. Standard IP Cover received automatically on joining is cover and benefits to age 67 with a 90-day waiting period (if eligible).

To age 67 benefit payment period

Age last birthday	90-day waiting period			60-day waiting period			30-day waiting period		
	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)
15-24	2.06	0.22	0.15	2.70	0.28	0.20	4.57	0.47	0.33
25-34	2.06	0.57	0.40	2.70	0.72	0.51	4.57	1.22	0.85
35-44	2.06	1.65	1.16	2.70	2.09	1.47	4.57	3.53	2.47
45-54	2.06	2.69	1.88	2.70	3.36	2.35	4.57	5.65	3.95
55-64	2.06	3.21	2.24	2.70	3.91	2.74	4.57	6.56	4.60
65-66	2.06	0.39	0.28	2.70	0.51	0.36	4.57	0.87	0.61

To age 60 benefit payment period

Age last birthday	90-day waiting period			60-day waiting period			30-day waiting period		
	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)
15-24	1.49	0.16	0.11	1.98	0.21	0.15	3.33	0.35	0.24
25-34	1.49	0.40	0.28	1.98	0.53	0.37	3.33	0.89	0.62
35-44	1.49	1.16	0.81	1.98	1.54	1.08	3.33	2.58	1.81
45-54	1.49	1.87	1.31	1.98	2.47	1.73	3.33	4.13	2.89
55-59	1.49	2.19	1.53	1.98	2.89	2.02	3.33	4.81	3.37

Two-year benefit payment period (cover expiry age of 67)

Age last birthday	90-day waiting period			60-day waiting period			30-day waiting period		
	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)
15-24	0.61	0.07	0.05	0.84	0.09	0.06	1.53	0.16	0.11
25-34	0.61	0.17	0.12	0.84	0.23	0.16	1.53	0.41	0.29
35-44	0.61	0.48	0.34	0.84	0.66	0.46	1.53	1.19	0.83
45-54	0.61	0.78	0.55	0.84	1.07	0.75	1.53	1.92	1.34
55-64	0.61	0.93	0.65	0.84	1.26	0.89	1.53	2.24	1.57
65-66	0.61	0.11	0.08	0.84	0.16	0.11	1.53	0.29	0.20

Two-year benefit payment period (cover expiry age of 60)

Age last birthday	90-day waiting period			60-day waiting period			30-day waiting period		
	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)
15-24	0.42	0.05	0.03	0.76	0.08	0.06	1.39	0.15	0.10
25-34	0.42	0.12	0.08	0.76	0.21	0.15	1.39	0.37	0.26
35-44	0.42	0.34	0.24	0.76	0.60	0.42	1.39	1.08	0.76
45-54	0.42	0.55	0.39	0.76	0.98	0.68	1.39	1.75	1.22
55-59	0.42	0.66	0.47	0.76	1.16	0.81	1.39	2.05	1.43

Insurance fees for fixed cover

Age last birthday	Insurance fee per week per \$1,000 sum insured								
	Death			Lump-sum TPD 'Any Occupation'			Lump-sum TPD 'Own Occupation' (legacy cover only)		
	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)
15	0.0146	0.0133	0.0093	0.0028	0.0030	0.0021	0.0035	0.0037	0.0026
16	0.0146	0.0133	0.0093	0.0028	0.0030	0.0021	0.0035	0.0037	0.0026
17	0.0146	0.0133	0.0093	0.0028	0.0030	0.0021	0.0035	0.0037	0.0026
18	0.0146	0.0133	0.0093	0.0028	0.0030	0.0021	0.0035	0.0037	0.0026
19	0.0146	0.0133	0.0093	0.0028	0.0030	0.0021	0.0035	0.0037	0.0026
20	0.0139	0.0127	0.0089	0.0032	0.0034	0.0023	0.0037	0.0039	0.0027
21	0.0133	0.0121	0.0085	0.0036	0.0038	0.0026	0.0041	0.0043	0.0030
22	0.0123	0.0112	0.0079	0.0036	0.0038	0.0026	0.0043	0.0046	0.0032
23	0.0115	0.0105	0.0073	0.0039	0.0041	0.0029	0.0046	0.0049	0.0035
24	0.0107	0.0097	0.0068	0.0040	0.0042	0.0029	0.0047	0.0050	0.0035
25	0.0099	0.009	0.0063	0.0041	0.0043	0.0030	0.0048	0.0051	0.0036
26	0.0095	0.0086	0.0061	0.0043	0.0046	0.0032	0.0051	0.0053	0.0038
27	0.0092	0.0084	0.0059	0.0046	0.0049	0.0035	0.0055	0.0058	0.0041
28	0.0091	0.0083	0.0058	0.0052	0.0054	0.0038	0.006	0.0064	0.0044
29	0.0091	0.0083	0.0058	0.0056	0.0059	0.0041	0.0067	0.0071	0.0050
30	0.0092	0.0084	0.0059	0.0064	0.0068	0.0047	0.0076	0.0081	0.0057
31	0.0095	0.0086	0.0061	0.0072	0.0075	0.0053	0.0084	0.0089	0.0063
32	0.0097	0.0088	0.0062	0.0082	0.0087	0.0061	0.0096	0.0102	0.0071
33	0.0104	0.0095	0.0066	0.0095	0.0101	0.0070	0.0112	0.0118	0.0083
34	0.0112	0.0102	0.0071	0.0107	0.0113	0.0080	0.0127	0.0135	0.0094
35	0.0118	0.0108	0.0075	0.0123	0.0130	0.0091	0.0144	0.0153	0.0107
36	0.0128	0.0117	0.0082	0.0140	0.0148	0.0104	0.0166	0.0176	0.0124
37	0.0136	0.0124	0.0087	0.0163	0.0173	0.0121	0.0192	0.0202	0.0141
38	0.0147	0.0134	0.0094	0.0187	0.0198	0.0138	0.0222	0.0235	0.0165
39	0.0160	0.0146	0.0102	0.0218	0.0231	0.0161	0.0256	0.0270	0.0190
40	0.0175	0.0159	0.0111	0.0255	0.0269	0.0189	0.0301	0.0319	0.0223
41	0.0189	0.0173	0.0121	0.0295	0.0312	0.0218	0.0347	0.0368	0.0258
42	0.0203	0.0185	0.013	0.0335	0.0354	0.0248	0.0395	0.0418	0.0292
43	0.0214	0.0195	0.0136	0.0378	0.0400	0.0280	0.0445	0.0472	0.0330
44	0.0226	0.0206	0.0145	0.0422	0.0446	0.0312	0.0498	0.0527	0.0369
45	0.0238	0.0217	0.0152	0.0471	0.0498	0.0349	0.0556	0.0588	0.0412
46	0.0251	0.0228	0.016	0.0528	0.0560	0.0392	0.0623	0.0659	0.0461
47	0.0267	0.0244	0.0171	0.0600	0.0635	0.0444	0.0707	0.0748	0.0524
48	0.0286	0.0261	0.0182	0.0685	0.0725	0.0507	0.0811	0.0857	0.0601
49	0.0309	0.0282	0.0198	0.0787	0.0833	0.0584	0.0929	0.0984	0.0689
50	0.0338	0.0308	0.0216	0.0900	0.0953	0.0667	0.1062	0.1125	0.0787
51	0.0371	0.0337	0.0237	0.1022	0.1082	0.0757	0.1206	0.1276	0.0894
52	0.0404	0.0369	0.0258	0.1151	0.1218	0.0852	0.1357	0.1436	0.1005
53	0.0440	0.0401	0.0281	0.1288	0.1363	0.0955	0.152	0.1609	0.1126

Insurance fees for fixed cover

Age last birthday	Insurance fee per week per \$1,000 sum insured								
	Death			Lump-sum TPD 'Any Occupation'			Lump-sum TPD 'Own Occupation' (legacy cover only)		
	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)	Current gross fee (\$)	New standard gross fee (\$)	New management gross fee (\$)
54	0.0477	0.0435	0.0304	0.1421	0.1504	0.1052	0.1678	0.1775	0.1243
55	0.0516	0.0471	0.0329	0.1549	0.1640	0.1148	0.1828	0.1935	0.1354
56	0.0557	0.0508	0.0355	0.1686	0.1785	0.1249	0.1989	0.2105	0.1473
57	0.0603	0.055	0.0385	0.1833	0.1940	0.1357	0.2163	0.2289	0.1602
58	0.0652	0.0594	0.0416	0.1989	0.2105	0.1473	0.2347	0.2484	0.1739
59	0.0703	0.0641	0.0449	0.2159	0.2285	0.1599	0.2548	0.2697	0.1887
60	0.0760	0.0693	0.0485	0.2349	0.2487	0.1741	0.2772	0.2933	0.2053
61	0.0826	0.0754	0.0527	0.2573	0.2723	0.1906	0.3035	0.3212	0.2248
62	0.0905	0.0826	0.0577	0.2838	0.3004	0.2102	0.3348	0.3543	0.2481
63	0.0998	0.091	0.0637	0.3151	0.3334	0.2334	0.3719	0.3935	0.2755
64	0.1101	0.1004	0.0703	0.3504	0.3709	0.2596	0.4135	0.4375	0.3063
65	0.1596	0.1456	0.1019	0.3906	0.4134	0.2894	0.4609	0.4878	0.3414
66	0.1836	0.1674	0.1172	0.4369	0.4624	0.3237	0.5157	0.5457	0.3820
67	0.2113	0.1926	0.1349	0.4906	0.5192	0.3634	0.5789	0.6127	0.4288
68	0.2419	0.2206	0.1544	0.5546	0.5870	0.4109	0.6544	0.6925	0.4848
69	0.2753	0.251	0.1757	0.6319	0.6687	0.4681	0.7457	0.7891	0.5524
70	0.2753	0.251	0.1757						
71	0.2753	0.251	0.1757						
72	0.2753	0.251	0.1757						
73	0.2753	0.251	0.1757						
74	0.2753	0.251	0.1757						

Although we are legally required to show the gross cost of each insurance fee, the good news is members typically pay the net fee, which is up to 15% less than the gross fee. This is because HESTA is able to claim a tax deduction for the cost of providing insurance, which we pass on to members, resulting in a lower net insurance fee.

You might be wondering...

What do I need to do now?

If you already have cover with HESTA, you'll get the new cover automatically. Now might be a good time to:

- log in to Member Online at hesta.com.au/mol to see your current cover
- decide if the new cover is right for you. If not, see page 12 for details of how to change your cover.

How do I check how much cover I've already got?

Just log in to Member Online at hesta.com.au/mol – you'll need your password.

Not registered? Just visit Member Online at hesta.com.au/register or call us on **1800 813 327** (AEST 8am - 8pm Monday to Friday)

If you're not online, you can check your last printed statement – your cover is shown on the statement (example **overleaf**).

Can I change my cover?

You certainly can – in fact, we encourage you to keep a close eye on your cover, to make sure:

- you have enough, especially when your life changes (if your family is growing or you've recently bought a house, you might need more insurance to provide for little ones or cover the mortgage) – you can bump up your cover through Member Online
- you don't have too much – remember, you can only claim income protection benefits up to 85% of your pre-disability income
- if you're under age 35, your unitised Death Cover is about to reduce (and you'll pay less). We think that will suit most younger members, but you can choose to keep your current cover if you tell us by 1 March 2018 – just:
 - visit hesta.com.au/gotyoucovered
 - click on the *Maintaining Death Cover (for members under age 35)* form
 - fill it out, sign it and post or email it back to us.

What's so great about getting my insurance through HESTA?

A big part of our support for members is ensuring you're protected: as people in health and community services and as loved and needed parents, grandparents or children. We want to know you'll be supported if you become too injured or unwell to work. And we know you'll want your family to be cared for if you could no longer do that yourself.

Your insurance is a central part of your membership

We provide your cover as part of a group life (bulk) policy, which generally means a lower cost per person than buying cover as an individual. We can then pass those savings back to you through lower insurance fees.

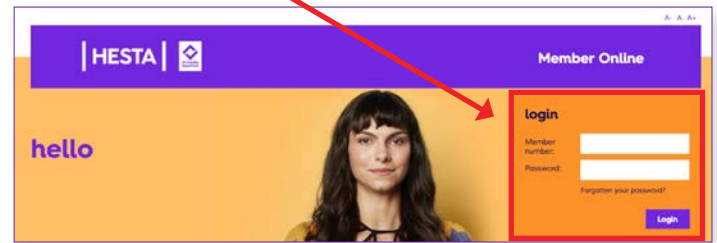
As a bonus, you're paying for your cover out of your super account. So, you don't have to worry about budgeting for it, or remembering to renew your policy.

Need help?

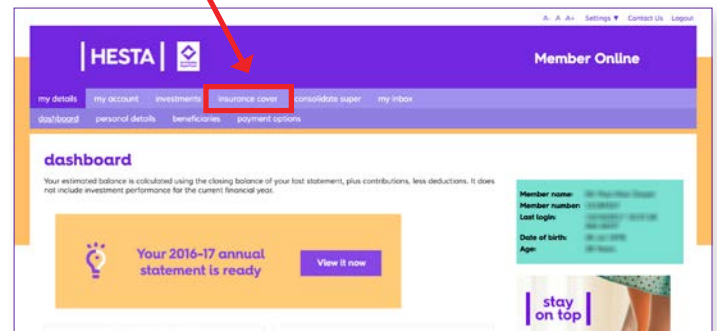
We're right here at hesta.com.au

How do I check what I've already got?

Sign in to **Member Online** (or register) at hesta.com.au/mol



Select **insurance cover** to view your current level of cover.



Alternatively, your current level of insurance cover is also shown on page 1 of **Your annual statement** (below).

your annual statement
for the financial year ended 30 June 2017

Member number: 12345678
Member since: 01/02/1234
Tax file number (TFN): Not supplied

HESTA does not have your TFN. Provide it to us at hesta.com.au/tfn

your account at a glance
Closing balance at 30 June 2017
\$92,519.44

Your super account balance history
A five year snapshot

Date	Balance
30/06/2013	\$0,000,000.00
30/06/2014	\$0,000,000.00
30/06/2015	\$0,000,000.00
30/06/2016	\$0,000,000.00
30/06/2017	\$0,000,000.00

Opening balance as at 1 July 2016 – \$0,000,000.00

Your insurance cover at 30 June 2017

Cover Type	Amount	Details
Death	\$0,000,000	Fixed
Income Protection (IP)*	\$00,000 per month	XX units Waiting period is 90 days. Cover until age 67. Maximum benefit period is age 67.
Lump-sum TPD	\$0,000,000	Fixed For relevant disability criteria refer to insurance options at hesta.com.au/tpd

Who your benefit goes to
Your nominated beneficiaries (%)

- Samantha Sample XX%
- Samantha Sample XX%
- Samantha Sample XX%
- Samantha Sample XX%
- Samantha Sample XX%
- Samantha Sample XX%
- Samantha Sample XX%

The Trustee of HESTA will determine who your benefits are paid to if you die and will consider any dependants nominated by you.

Need to update your nomination?
Update your beneficiaries any time at hesta.com.au/mol

contact us

hesta@hesta.com.au | 1800 813 327 | Locked Bag 5136, Parramatta NSW 2124 | hesta.com.au

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