



### **Virgin Money Super**

# Supplementary annual report

### **Fund information statement**

Part three

Prepared 18 December 2024

# **Important information**

Virgin Money Super (your plan) is a plan in the Retail Division of the Mercer Super Trust. Your Mercer Super Trust 2024 Annual Report (Fund Information Statement) consists of three parts:

### Part one

### Your Mercer Super Trust 2024 Annual Report (Fund Information Statement)

Contains a general update on the Mercer Super Trust and tells you about the changes that have been made to the Mercer Super Trust during the year to 30 June 2024. These changes may have an impact on your super now and in the future so it's important that you carefully read the section entitled 'Changes to the Mercer Super Trust' in Part one of the Annual Report (Fund Information Statement) to see how this applies to you. You can access this report using the following link here.

### Part two

### The Investment Options Details booklet

Contains information relating to the investment options available in the Corporate Superannuation Division and Allocated Pension Division. This includes investment performance, asset allocation, investment fees and costs and transaction costs for these investment options for the year ended 30 June 2024.

The Part two Investment Options
Details booklet is not applicable to
Virgin Money Super customers. For
information relating to investment
performance, asset allocation,
investment fees and costs and
transaction costs specific to Virgin
Money Super investment options
refer to Part three, this 2024
Supplementary Annual Report
(Fund Information Statement).

### **Part three**

### This 2024 Supplementary Annual Report (Fund Information Statement)

Contains additional information specific to Virgin Money Super, including information on the available investment options, investment performance, asset allocation, investment fees and costs and transaction costs for the year ended 30 June 2024. All parts should be read in conjunction and kept together for future reference. A reference to this Annual Report (Fund Information Statement) means Parts one, two and three collectively unless the context requires otherwise.

This Annual Report (Fund Information Statement) is issued by Mercer Superannuation (Australia) Limited (MSAL) ABN 79 004 717 533 Australian Financial Services Licence #235906, the trustee of the Mercer Super Trust ABN 19 905 422 981 which includes the Virgin Money Super Plan. MSAL is responsible for the contents of this Annual Report (Fund Information Statement). In this Annual Report (Fund Information Statement), MSAL is referred to as trustee, we or us.



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### Welcome

### A Message from Virgin Money Super

### The high notes

Another year of healthy returns have been delivered to Virgin Money Super customers in financial year 2024. Customers invested in the Virgin Money Super default option, LifeStage Tracker®, depending on their age cohort, enjoyed returns of between 7.5% - 13.2%.1



Over the last year, the investment environment has been characterised by central banks around the world fighting to bring down inflation, structurally higher interest rates and heightened levels of geopolitical uncertainty. Despite these crosscurrents, Virgin Money Super's long-term strategy continues to deliver positive returns over time for MySuper and Choice options.<sup>1</sup>

Whilst the returns this year are excellent news for Virgin Money Super customers, when looking at your super it's always important to look at more than the latest 1-year returns.

This is because super is a long-term investment that can have its ups and downs depending on prevailing financial market and economic conditions through time. Virgin Money Super's investment strategy was designed with this in mind, to weather the ups and downs of any market volatility and aims to deliver consistent returns over the long-term. Remember, super is a long-term investment for your life in retirement.



Virgin Money Super recently celebrated significant recognition, winning two Mozo<sup>2</sup> awards: the Exceptional MySuper and Low Fee Super awards. These awards highlight products and services that Mozo believe provide exceptional value and quality to Australians each year.

We are also excited about the potential for innovative new products on the horizon for Virgin Money Super, which will further enhance our offerings and continue to delight our customers. Here's to another year of breaking boundaries and setting new standards!

### Investment performance highlights

Virgin Money Super is pleased to confirm the LifeStage Tracker® passed the 2024 APRA annual performance test. This helps to give you confidence we're working hard to deliver strong performance³ with continued low total fees and costs.⁴ The performance test was extended for the second year to incorporate the Virgin Money Super's diversified Choice investment options and again, Virgin Money Super is pleased to confirm all options that were assessed passed.

Virgin Money Super has also consistently outperformed the default super fund median over the last one, three and five years for default customers aged 55 years or younger. For the same group of customers, the LifeStage Tracker® options delivered outstanding top quartile returns ranging from 12.83% to 13.23% for the 2024 financial year, surpassing many of our largest competitors.5

It is very important to note that past performance is not indicative of future performance. The value of an investment in the Mercer Super Trust may rise and fall from time to time. The investment performance, earnings or return of capital invested are not guaranteed.

<sup>&</sup>lt;sup>1</sup> Based on Mercer Investments (Australia) Limited's analysis of Virgin Money Super investment options performance. Virgin Money Super's fund returns shown above are net earnings and are calculated after the deduction of applicable taxes and investment fees and costs. The results are current as at 30 June 2024. Past performance is not a reliable indicator of future performance.

<sup>&</sup>lt;sup>2</sup> Virgin Money Super was recognised in Mozo Experts Choice Awards 2025 – more information on the awards research methodology at mozo.com.au

<sup>&</sup>lt;sup>3.</sup> Based on Mercer Investments (Australia) Limited's analysis of LifeStage Tracker® investment returns, compared to all default funds reported in SuperRatings Fund Crediting Rate Survey – Default Options as at 30 June 2024. Virgin Money Super LifeStage Tracker® options for customers aged under 60 years were ranked in the Top Quartile position. The results are current as at 30 June 2024. Past performance is not a reliable indicator of future performance.

<sup>&</sup>lt;sup>4</sup> ChantWest MySuper Default Fee Tables June 2024 – for all account balances. Fees are for Virgin Money Super LifeStage Tracker ® (our MySuper product) as at 30 June 2024 for total fees and costs. ChantWest uses our 1959-1963 investment option for purposes of comparison with other MySuper funds. For more details on fees for each of our LifeStage Tracker options, or if you've chosen your own investment option/s, go to the 'Product Guide' online. Fees and costs can vary from year to year. Past fees and costs are not a reliable indicator of future fees and costs. Fees and comparisons may differ for other investment options and account balances.

Second Second

### Looking ahead: A message from the trustee

We continue to care for your super and are thrilled with the incredible growth of new customers in the fund this past year. We thank you for the privilege of safeguarding your future and being a customer of Virgin Money Super.

### Have you checked in on your super lately?

We encourage you to continue reviewing your super and insurance needs. Our Customer Care Team are here to help answer your questions, helping to ensure you're making the right decisions for your future. Did you know you can also make an appointment with our Simple Super Advice team, at no additional cost to you? Call 1300 652 770 (8am to 6pm AEST - Mon to Fri apart from public holidays) and check in today.

### Virgin Money Super key metrics



**73.3**k

Membership numbers as at 30 June 2024



**\$1,244.6**m

### Fund assets as at 30 June 2024

This figure is prepared on a cash basis. This means that it does not allow for any accruals such as outstanding contributions or benefits due as at 30 June 2024.

### Policy Committee

Under superannuation law, the trustee is required to take all reasonable steps to establish a Policy Committee if your employer's plan has a group of 50 members or more.

A Policy Committee serves as an avenue for you to ask the trustee for specific information about the investment strategy and performance of the fund as well as assist in dealing with complaints about the operation or management of your employer's plan.

Additionally, if your employer's plan has between five and 49 members, your employer is only required to establish a policy committee if at least five members make a written request to the trustee to do so.

As at 30 June 2024, the trustee was in the process of determining whether a Policy Committee was required for your plan and as such there was no Policy Committee in place for your employer's plan as at this date.

### Consolidating your super has never been so easy

We can help bring all your accounts together over the phone with no paperwork, no hassle. Call our Customer Care Team on 1300 652 770 or, you can log in online at virginmoney. com.au/superannuation

Importantly, you should also consider the impact that leaving a fund may have on any insurance cover you have, including the amount and cost of cover.\*

<sup>\*</sup> Combining your super can be a significant financial decision. If you decide to combine all or part of your other super account(s), carefully consider how this may have an impact on your existing insurance, contribution and tax arrangements, fees or charges, or any other benefits you may lose. If you intend to claim a tax deduction on your personal contributions, you will need to provide your existing fund with a notice of intent to claim before combining your super. We recommend you seek financial advice before deciding whether to combine your super accounts.

## **Investment** information

### Investment objectives and strategy

Each investment option has a specific performance objective and investment strategy. Our approach for each option's investment strategy is to select a mix of investments that support the option's objective. We may change the investment objective and strategy for each investment option to ensure there is a reasonable probability the option will meet its investment objective. The actual asset allocation may fall outside the stated ranges for an option during certain times such as extreme market conditions or asset transitions.

We monitor the performance of investment options against their objectives and perform an annual investment health check to help us assess whether we need to make any changes. We will provide information about any significant changes to the features of our investment options.

### **Investing Virgin Money Super's assets**

We invest Virgin Money Super's assets in:

 funds managed by Mercer Investments (Australia)
 Limited (MIAL) and Advance
 Asset Management Limited
 (AAML),\* including but not
 limited to Mercer Funds (MFs)
 or Mercer Investment Funds
 (MIFs) or AAML\* Funds.

The assets may be invested in:

- funds or investment vehicles managed by other Mercer related entities,
- other funds managed by professional investment managers, and
- a range of investments such as securities, derivatives and cash, managed via mandates held with professional investment managers.

MIAL is the responsible entity of the MFs and MIFs. AAML is the responsible entity of the AAML Funds.\* The responsible entities appoint professional investment managers to manage the assets either directly or via external investment vehicles. The investments for Virgin Money Super are generally held by an external custodian.

\*AAML was the Responsible Entity for the Advance funds for the year ended 30 June 2024. AAML retired as the Responsible Entity of the Advance Funds and appointed MIAL as the new Responsible Entity effective 1 July 2024. Any reference to AAML in this Annual Report (Fund Information Statement) ceases effective 1 July 2024.

### Use of derivatives

Derivatives, such as futures or options, are investment products where the value is derived from one or more underlying assets. The value of a share option, for example, is linked to the value of the underlying share. Derivatives may be used to assist in the efficient management of the portfolios (e.g. to quickly and effectively adjust asset class exposures and for rebalancing purposes) and to manage risk (e.g. for currency hedging). Losses from derivatives can occur (e.g. due to market movements). Derivatives risk is managed in adherence to the Derivatives Policy for the MIAL and AAML\* Funds.

### The derivatives charge ratio

The derivatives charge ratio is the percentage of the total market value of the assets of the Mercer Super Trust (other than cash) that the trustee has charged as security for derivatives investments made by the trustee. Based on information provided by the custodian and investment managers, the trustee is unaware of any period in the year when the derivatives charge ratio exceeded 5.00%.

### Your investment options in detail

You can choose from a range of investment options in Virgin Money Super, which have different investment styles and asset classes. The mix of investment options available is specific to Virgin Money Super, and whether you prefer to leave the hard work to us or if you prefer to have some control over your investments, we have you covered.

The LifeStage Tracker® investment option is suitable for people who want their investment mix to automatically change as they age. When you are younger your super is invested in growth asset classes to maximise your returns and as you get closer to retirement, your super will gradually be moved to more defensive assets to better protect your super balance. You can also create your own investment mix by choosing a combination from our range of Choice investment options giving you the opportunity to get more involved with how your funds are invested. Refer to the Virgin Money Super Product Disclosure Statement for further details or call our Customer Care Team on 1300 652 770.



\*AAML was the Responsible Entity for the Advance funds for the year ended 30 June 2024. AAML retired as the Responsible Entity of the Advance Funds and appointed MIAL as the new Responsible Entity effective 1 July 2024. Any reference to AAML in this Annual Report (Fund Information Statement) ceases effective 1 July 2024.

# Virgin Money Super LifeStage Tracker®

### **Born Prior to 1949**

### Investment objective

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 0.50% per annum over rolling seven year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	18.36%	18.59%
International Shares	25.10%	23.46%
Real Assets	4.83%	5.06%
Alternative Assets	0%	0%
Growth Fixed Interest	6.61%	6.50%
Defensive Fixed Interest & Cash	45.10%	46.39%

### Born 1949 - 1953

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 0.50% per annum over rolling seven year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	18.45%	18.40%
International Shares	23.49%	23.30%
Real Assets	5.12%	5.10%
Alternative Assets	0%	0%
Growth Fixed Interest	6.84%	6.50%
Defensive Fixed Interest & Cash	46.10%	46.70%

### Born 1954 - 1958

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 1.00% per annum over rolling seven year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	20.08%	18.60%
International Shares	24.97%	23.20%
Real Assets	5.01%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	6.77%	6.40%
Defensive Fixed Interest & Cash	43.17%	46.70%

### Born 1959 - 1963

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 2.00% per annum over rolling seven year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	25.97%	25.20%
International Shares	32.56%	30.70%
Real Assets	4.91%	5.10%
Alternative Assets	0%	0%
Growth Fixed Interest	5.87%	6.00%
Defensive Fixed Interest & Cash	30.69%	33.00%

### Born 1964 - 1968

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 2.50% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	31.80%	31.20%
International Shares	40.04%	37.50%
Real Assets	4.95%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	5.73%	6.00%
Defensive Fixed Interest & Cash	17.48%	20.40%

### Born 1969 - 1973

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### **Asset allocation at 30 June**

Asset Class	2023	2024
Australian Shares	36.53%	37.30%
International Shares	46.38%	44.70%
Real Assets	4.85%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	5.54%	6.00%
Defensive Fixed Interest & Cash	6.70%	7.00%

# Virgin Money Super LifeStage Tracker®

### Continued

### Born 1974 - 1978

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	36.54%	37.00%
International Shares	45.85%	44.70%
Real Assets	5.05%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	5.54%	6.00%
Defensive Fixed Interest & Cash	7.02%	7.30%

### Born 1979 - 1983

### Investment objective

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### **Asset allocation at 30 June**

Asset Class	2023	2024
Australian Shares	36.38%	37.30%
International Shares	46.16%	44.70%
Real Assets	4.79%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	5.47%	6.00%
Defensive Fixed Interest & Cash	7.20%	7.00%

### Born 1984 - 1988

### Investment objective

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### **Asset allocation at 30 June**

Asset Class	2023	2024
Australian Shares	36.76%	36.90%
International Shares	46.48%	44.80%
Real Assets	4.92%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	4.57%	6.00%
Defensive Fixed Interest & Cash	7.27%	7.30%

### Born 1989 - 1993

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	37.40%	37.30%
International Shares	45.89%	44.50%
Real Assets	5.11%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	4.06%	6.00%
Defensive Fixed Interest & Cash	7.54%	7.20%

### Born 1994 - 1998

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	37.83%	36.70%
International Shares	45.90%	44.60%
Real Assets	5.19%	5.10%
Alternative Assets	0%	0%
Growth Fixed Interest	3.64%	5.90%
Defensive Fixed Interest & Cash	7.44%	7.70%

### Born 1999 - 2003

### Investment objective

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	37.47%	36.80%
International Shares	46.63%	44.40%
Real Assets	5.28%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	3.08%	5.90%
Defensive Fixed Interest & Cash	7.54%	8.00%

# Virgin Money Super LifeStage Tracker®

### Continued

### Born 2004 - 2008

### Investment objective

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	38.99%	37.00%
International Shares	46.39%	44.10%
Real Assets	5.30%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	1.84%	5.90%
Defensive Fixed Interest & Cash	7.48%	7.90%

### Born 2009 - 2013

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	36.61%	37.00%
International Shares	46.48%	44.90%
Real Assets	5.21%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	4.13%	5.90%
Defensive Fixed Interest & Cash	7.57%	7.20%

### Born 2014 - 2018

### **Investment objective**

To achieve return (after tax and investment fees) that exceeds CPI increases by at least 3.00% per annum over rolling ten year periods.

### Asset allocation at 30 June

Asset Class	2023	2024
Australian Shares	36.75%	37.10%
International Shares	46.58%	44.90%
Real Assets	4.95%	5.00%
Alternative Assets	0%	0%
Growth Fixed Interest	4.65%	6.00%
Defensive Fixed Interest & Cash	7.07%	7.00%



### Virgin Money Super Choice investment options

### Cash

### Investment objective

To maintain the invested capital and to achieve a return above that available on bank bills as measured by the Bloomberg AusBond Bank Bill Index on an annual basis.

### Asset allocation at 30 June.

Asset Class	2023	2024
Australian Shares	0%	0%
International Shares	0%	0%
Real Assets	0%	0%
Alternative Assets	0%	0%
Growth Fixed Interest	0%	0%
Defensive Fixed Interest & Cash	100%	100%

### **Indexed Diversified Shares**

### **Investment objective**

To meet the benchmark return over the medium to long term.

\* Currently the benchmark for this option is a composite of the S&P/ ASX 300 Accumulation Index, MSCI World ex Australia (with net dividends reinvested) in Australian dollars Index and the MSCI World ex Australia (with net dividends reinvested) hedged into AUD Index.

### Asset allocation at 30 June.

Asset Class	2023	2024
Australian Shares	49.03%	49.70%
International Shares	50.54%	49.90%
Real Assets	0%	0%
Alternative Assets	0%	0%
Growth Fixed Interest	0%	0%
Defensive Fixed Interest & Cash	0.43%	0.50%

### **Indexed Australian Shares**

### **Investment objective**

To meet the benchmark return over the medium to long term

\* Currently the benchmark for this option is the S&P/ASX 300 Accumulation Index.

### Asset allocation at 30 June.

Asset Class	2023	2024
Australian Shares	99.77%	99.70%
International Shares	0%	0%
Real Assets	0%	0%
Alternative Assets	0%	0%
Growth Fixed Interest	0%	0%
Defensive Fixed Interest & Cash	0.23%	0.30%

### **Indexed Overseas Shares**

### **Investment objective**

To meet the benchmark return over the medium to long term.

\* Currently the benchmark for this option is the MSCI World ex Australia (with net dividends reinvested) in Australian dollars Index.

### Asset allocation at 30 June.

Asset Class	2023	2024
Australian Shares	0%	0%
International Shares	99.68%	99.70%
Real Assets	0%	0%
Alternative Assets	0%	0%
Growth Fixed Interest	0%	0%
Defensive Fixed Interest & Cash	0.32%	0.30%

### Indexed Australian Listed Property

### **Investment objective**

To meet the benchmark return over the medium to long term.

\* Currently the benchmark for this option is the S&P/ASX 200 A-REIT Index.

### Asset allocation at 30 June.

Asset Class	2023	2024
Australian Shares	0%	0%
International Shares	0%	0%
Real Assets	99.74%	99.70%
Alternative Assets	0%	0%
Growth Fixed Interest	0%	0%
Defensive Fixed Interest & Cash	0.26%	0.30%

### **Enhanced Indexed Growth**

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 2.00% per annum over rolling seven year periods.

### Asset allocation at 30 June.

2023	2024
29.99%	30.10%
37.33%	37.00%
4.93%	5.00%
0%	0%
6.13%	6.10%
21.62%	21.90%
	29.99% 37.33% 4.93% 0% 6.13%

### Virgin Money Super Choice investment options

### Continued

### **Enhanced Indexed Conservative Growth**

### **Investment objective**

To achieve a return (after tax and investment fees) that exceeds CPI increases by at least 0.50% per annum over rolling five year periods.

### Asset allocation at 30 June.

Asset Class	2023	2024
Australian Shares	14.13%	14.00%
International Shares	16.23%	15.90%
Real Assets	1.98%	2.00%
Alternative Assets	0%	0%
Growth Fixed Interest	6.16%	6.50%
Defensive Fixed Interest & Cash	61.50%	61.70%

# Investment returns

### How investment returns are calculated

Single year and compound returns are calculated assuming that \$1.00 is invested at the start of the relevant period and that no further amounts are invested over the period. Returns are based on exit prices and allow for the deduction of tax and investment fees including indirect costs (but not administration fees). Compound returns are calculated as the average of annual returns.

### How we calculate investment earnings

Super contributions and rollovers made to Virgin Money Super purchase units in each investment option/s selected by the customer. Unit prices are generally calculated daily (except weekends and Melbourne public holidays) and fluctuate according to the investment performance of the individual investment options.

The number of units that your investment can purchase depends on the unit price at the relevant time. For example, if you contributed \$1,000 and the unit price was \$2.00 at that time, then 500 units would be purchased.

Units are also redeemed when the fund needs to make super payouts or pay fees, taxes and other expenses.

The value of your payout at any time is the number of units you have, multiplied by their exit price at that time. Your latest member statement shows you how many units you have, the exit price and their value.

### Allocation of investment earnings

The net investment earnings of Virgin Money Super investment options are allocated to customers through changes in the unit price of the investment options.



You should carefully consider the risks of each of the options before making any investment decisions. You should be aware that investment returns can be volatile and the value of your investments may increase or decrease. You should not rely on past performance as an indicator of the future performance of any of the investment options. The value of an investment in the Mercer Super Trust may rise and fall from time to time. The investment performance, earnings or return of capital invested are not guaranteed.

You can obtain up to date returns for your plan's investment options at <u>virginmoney.com.au/super</u> or by calling our Customer Care Team on 1300 652 770.

We recommend that you speak to a licensed, or appropriately authorised, financial adviser before making any decision about your super.

# Investment performance

Investment Option	1 year return to 30 June 2024 %	3 year return per annum %	5 year return per annum %	7 year return per annum %
LifeStage Tracker®				
Born prior to 1949	7.52	2.78	3.98	4.98
Born 1949 - 1953	7.49	2.91	4.05	5.08
Born 1954 - 1958	7.74	3.20	4.53	5.63
Born 1959 - 1963	9.53	4.21	5.63	6.64
Born 1964 - 1968	11.35	5.23	6.77	7.65
Born 1969 - 1973	13.13	6.08	7.58	8.36
Born 1974 - 1978	13.22	6.09	7.67	8.42
Born 1979 - 1983	13.23	6.05	7.67	8.42
Born 1984 - 1988	13.16	6.13	7.70	8.45
Born 1989 - 1993	13.09	6.11	7.68	8.42
Born 1994 - 1998	13.01	6.09	7.60	8.33
Born 1999 - 2003	12.95	6.03	7.54	8.21
Born 2004 - 2008	12.83	5.90	7.45	N/A
Born 2009 – 2013	12.85	6.09	7.70	8.45
Born 2014 - 2018	12.93	6.08	7.63	8.15
<b>Choice Investment Options</b>				
Cash	3.82	2.15	1.53	1.64
Indexed Diversified Shares	14.91	8.01	9.67	10.02
Indexed Australian Shares	11.58	6.89	7.63	8.87
Indexed Overseas Shares	19.05	10.94	12.36	12.50
Indexed Australian Listed Property	22.52	5.43	4.13	6.95
Enhanced Indexed Growth	10.64	4.72	6.27	6.98
Enhanced Indexed Conservative Growth	6.13	2.23	3.22	4.00

N/A indicates that the investment option was not operating for the full period.

The investment returns shown in this Supplementary Annual Report (Fund Information Statement) do not take into account the unique characteristics that apply to each member (such as timing of cashflows). As a result, the actual returns applying to a particular member may vary from the investment returns shown.

Past performance should not be relied upon as an indicator of future performance. The value of an investment in the Mercer Super Trust may rise and fall from time to time. The investment performance, earnings or return of capital invested are not guaranteed. The performance information contained in this report is up to date at the time of its preparation. You can obtain updated investment performance information at <a href="https://www.virginmoney.com.au/super">wirginmoney.com.au/super</a> and go to the Performance section, or by calling our Customer Care Team. We can send you a copy of the updated information, free of charge, on request.

# Investment managers

### As at 30 June 2024

The majority of Virgin Money Super's assets are invested in funds managed by MIAL and AAML,\* which in turn have investments with underlying investment managers. The underlying investment managers as at 30 June 2024 are listed below.

Fund Type	Manager
Australian Shares	Plato Investment Management Limited
	State Street Global Advisors, Australia, Limited
International Shares	State Street Global Advisors, Australia, Limited
	Acadian Asset Management
	Schroder Investment Management Australia Limited
	Macquarie Investment Management Limited
	LGIM
	AllianceBernstein
	Baillie Gifford
	Maj Invest
	Wellington
	Arrowstreet
Real Assets	Macquarie Investment Management Limited
Alternative Assets	N/A
Growth Fixed Interest	MGI
Defensive Fixed	Challenger Life Company Limited
Interest & Cash	Macquarie Investment Management Limited
	Blackrock Investment Management (Australia) Limited
	AXA Investment Managers Asia (Singapore) Ltd
	AXA Investment Managers Asia (Singapore) Ltd
	AXA Investment Managers Asia (Singapore) Ltd Robeco Institutional Asset Management
	AXA Investment Managers Asia (Singapore) Ltd Robeco Institutional Asset Management Wellington International Management Company Pty Limited LGIM Ardea Investment Management Pty Limited
	AXA Investment Managers Asia (Singapore) Ltd Robeco Institutional Asset Management Wellington International Management Company Pty Limited LGIM Ardea Investment Management Pty Limited T Rowe Price
	AXA Investment Managers Asia (Singapore) Ltd Robeco Institutional Asset Management Wellington International Management Company Pty Limited LGIM Ardea Investment Management Pty Limited T Rowe Price Colchester Global Investors
	AXA Investment Managers Asia (Singapore) Ltd Robeco Institutional Asset Management Wellington International Management Company Pty Limited LGIM Ardea Investment Management Pty Limited T Rowe Price Colchester Global Investors Insight Investments
	AXA Investment Managers Asia (Singapore) Ltd Robeco Institutional Asset Management Wellington International Management Company Pty Limited LGIM Ardea Investment Management Pty Limited T Rowe Price Colchester Global Investors

<sup>\*</sup>AAML was the Responsible Entity for the Advance funds for the year ended 30 June 2024. AAML retired as the Responsible Entity of the Advance Funds and appointed MIAL as the new Responsible Entity effective 1 July 2024. Any reference to AAML in this Annual Report (Fund Information Statement) ceases effective 1 July 2024.

# Largest share holdings

The table below shows the top ten Australian and International shares held by the Virgin Money Super LifeStage Tracker® Born 1974 to 1978 option as at 30 June 2024.

### **Top 10 Australian & International Share Holdings**

Company	Holding %
BHP Group Limited	3.30%
Commonwealth Bank of Australia	3.24%
CSL Limited	2.18%
Microsoft Corp	1.92%
NVIDIA Corp	1.84%
Apple Inc	1.80%
National Australia Bank Limited	1.73%
Westpac Banking Corp	1.48%
Australian and New Zealand Banking Group Limited	1.28%
Macquarie Group Limited	1.12%

As at 30 June 2024, there was no investment (including a combination of investments through a single or group of associated enterprises) that had a combined value of more than 5% of the total assets of the Mercer Super Trust.

### Investment fees and costs & Transaction costs

Details of Investment fees and costs & Transaction costs are set out in the PDS and/or other member materials (as applicable) for your plan. The Investment fees and costs & Transaction costs for the year to 30 June 2024 are set out below.

Investment option	Investment fees and costs (% per annum)	Transaction Costs (% per annum)		
LifeStage Tracker	•	(**		
Born prior to 1949	0.176	0.03		
Born 1949 - 1953	0.176	0.03		
Born 1954 - 1958	0.176	0.03		
Born 1959 - 1963	0.166	0.03		
Born 1964 - 1968	0.156	0.04		
Born 1969 - 1973	0.146	0.03		
Born 1974 - 1978	0.146	0.03		
Born 1979 - 1983	0.146	0.03		
Born 1984 - 1988	0.146	0.03		
Born 1989 - 1993	0.146	0.03		
Born 1994 - 1998	0.146	0.03		
Born 1999 - 2003	0.146	0.03		
Born 2004 - 2008	0.146	0.03		
Born 2009 – 2013	0.146	0.03		
Born 2014 - 2018	0.146	0.03		
Choice Investment Options				
Cash	0.12	0.00		
Indexed Diversified Shares	0.23	0.01		
Indexed Australian Shares	0.22	0.01		
Indexed Overseas Shares	0.22	0.01		
Indexed Australian Listed Property	0.28	0.02		
Enhanced Indexed Growth	0.29	0.03		
Enhanced Indexed Conservative Growth	0.32	0.04		

Note: The Investment fees and costs and Transactions costs are for the year ending 30 June 2024 and are based on the actual information available and/or reasonable estimates for the period as at the date of this Supplementary Annual Report (Fund Information Statement).

### Investment fees and costs

Investment fees and costs relate to expenses incurred either directly or indirectly for the investment of the assets of the Mercer Super Trust. They apply to each investment option and typically vary depending on the type of assets the option invests in and the management style (for example, active or passive).

Investment fees are the fees payable to the trustee for the exercise of care and expertise relating to the investment of the assets of the Mercer Super Trust and generally include the fees payable to the underlying investment managers for most asset classes (including performance fees).

Each investment option has associated investment costs that are incurred by the underlying investment vehicles into which the Mercer Super Trust invests. They may include but are not limited to:

- Investment fees for certain asset classes, such as investments in direct/unlisted real assets, (e.g. property, infrastructure and private debt)
- Any expenses charged by the underlying investment vehicles or manager of those vehicles
- Over-the-counter derivative costs.

For each investment option, the estimated investment fees and costs are set out in the 'Breakdown of certain fees and costs' table in the PDS. They are estimates only based on the actual fees and costs for the financial year ending 30 June 2024 and include performance fees. Where an investment option has not been available for the previous 12 months or actuals are not available, we will use an estimate based on the relevant period.

The actual investment fees and costs are determined at the end of each financial year and are advised in this Supplementary Annual Report (Fund Information Statement).

### **Transaction costs**

Transaction costs are the costs associated with trading to manage the investment strategy for each investment option.

Transaction costs include:

- Brokerage
- Settlement costs (including custody costs)
- Clearing costs
- Stamp duty on an investment transaction
- Buy-sell spreads less any costs recouped by the underlying investment vehicles.

We don't currently charge a buy-sell fee for any of our investment options, so no portion of the transaction costs is recoverable in this way. No part of any transaction cost is paid to the trustee or any investment manager as a fee and such costs are not subject to GST.

For each of the investment options, the estimated transaction costs are generally based on transaction costs for the financial year ending 30 June 2024. Where an investment option has not been available for the previous 12 months or actuals are not available, we will use an estimate based on the relevant period.

The estimated transaction costs for each investment option are set out in the 'Breakdown of certain fees and costs' table in the Product Guide.

The actual transaction costs for each investment option are determined at the end of each financial year and are advised in this Supplementary Annual Report (Fund Information Statement).

### Change in Net Assets in your Plan to 30 June 2024

Net assets at 1 July 2023	\$989,164,326
PLUS	
Net investment revenue	\$129,461,908
Employer contributions*	\$151,044,153
Member contributions	\$14,178,347
Government co-contributions	\$1,196,144
Transfers from other funds	\$59,766,835
Insurance proceeds	\$3,062,760
Total revenue	\$358 710 147

This information has been prepared on a cash basis.

LESS	
Benefits paid	\$75,219,370
Administration fees	\$1,646,274
Group insurance premiums	\$2,230,886
Contributions and surcharge tax	\$24,193,072
Total expenses	\$103,289,602
EQUALS	
Net assets at 30 June 2024	\$1,244,584,871

<sup>\*</sup> Please note that the amounts shown in the table above as employer contributions include any pre-tax or salary sacrifice member contributions.

### Statement of Financial Position of your Plan

Assets (Investment options)	at 30 June 2023	at 30 June 2024
LifeStage Tracker®		
All paths	\$798,092,785	\$1,025,281,733
<b>Choice Investment Option</b>		
Indexed Australian Listed Property	\$20,112,826	\$24,918,643
Cash	\$36,823,459	\$34,528,204
Indexed Diversified Shares	\$9,536,769	\$12,153,482
Indexed Australian Shares	\$57,037,496	\$63,596,278
Indexed Overseas Shares	\$54,358,661	\$69,613,492
Enhanced Indexed Growth	\$6,501,016	\$8,252,883
Enhanced Indexed Conservative Growth	\$6,701,314	\$6,240,156
Total	\$989,164,326	\$1,244,584,871

The financial information contained in this Supplementary Annual Report (Fund Information Statement) for your plan has not been audited. This information forms part of the full financial accounts for the Mercer Super Trust in which your plan participates. You can request a copy of the Mercer Super Trust full audited accounts and the auditor's report by calling the Customer Care Team.





### 1300 652 770 virginmoney.com.au/super

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The information contained in this Supplementary Annual Report (Fund Information Statement) includes general product advice which has been prepared without taking into account the personal objectives, financial situation or needs of individual members. Before making any decisions about your super, you should consider the information in light of your own objectives, financial situation and needs and read and consider the current Product Disclosure Statement (PDS) and any other member materials specific to your plan. The product Target Market Determination can be found at https://virginmoney.com.au/superannuation/forms-and-key-information/key-documents. Copies of these documents are available at virginmoney.com.au/super or by calling our Customer Care Team on 1300 652 770.

It is also recommended that you obtain advice from a licensed, or appropriately authorised, financial adviser. You should be aware that the value of an investment in the Mercer Super Trust may rise and fall. Neither MSAL, MAPL, MIAL, AAML nor any of the investment managers guarantees the investment performance, investment earnings or return of capital invested in the Mercer Super Trust. © 2024 Mercer. All rights reserved.

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