

**MINUTES OF THE LGIASUPER ANNUAL MEMBERS MEETING
BRISBANE CITY HALL, 64 ADELAIDE ST, BRISBANE CITY
THURSDAY, 21 NOVEMBER 2019**

ATTENDEES:

John Smith	Chair
Ray Burton	Director
Jennifer Saunders	Director
Kate Farrar	Chief Executive Officer (CEO)
Garnett Hollier	Chief Financial Officer (CFO)
Troy Rieck	Chief Investment Officer (CIO)
Eleanor Noonan	Chief Operating Officer (COO)
Andrea Peters	Chief Growth Officer (CGO)
Ivan Ortiz	Chief Technology Officer (CTO)
Shelley Sorrenson	General Counsel and Company Secretary (GC)
Shawn Chan	Chief Risk Officer (CRO)
Ben Moles	Head of Growth and Relationships (HoGR)
John Mulcahy	Advice Manager

APOLOGIES: Nil

MEMBERS IN ATTENDANCE: Retirement pension seminar: 82 members
AMM: 125 members

ITEM 1 WELCOME AND INTRODUCTIONS

The Meeting commenced at 12.01pm with the Chief Growth Officer (CGO) acknowledging the traditional custodians of the land and welcoming those in attendance for the LGIAsuper's first ever Annual Members Meeting, being held one year prior to the legally mandated 2020 date.

ITEM 2 APOLOGIES

The CGO noted no apologies for the meeting.

ITEM 3 CHAIRS MESSAGE

The Chair spoke to LGIAsuper's sharpened focus as a medium-sized boutique fund, discussing:

- The LGIAsuper story so far;
- Changes to Superannuation in 2018/19, including the industry wide reviews, and new legislation under *Protecting your Super* and *Putting Members' Interests First*;
- Global economic trends;
- The Board's priorities of growth and innovation, including operational and administration efficiencies;
- The renewal of five new board members in July 2018;
- LGIAsuper receiving a Platinum rating by Super Ratings for performance.

The Chair thanked the LGIASuper Board, Executive Leadership Team and staff for their hard work and commitment over the past year and members for their continued support.

ITEM 4 CHIEF EXECUTIVE OFFICER'S UPDATE

The CEO spoke about the work done by LGIASuper over the past 18 months, including:

- LGIASuper's highlights for 2018/19;
- LGIASuper entering several new partnerships with Tech Mahindra, JANA, LINK Advice and TAL;
- Key investment partnerships including Morgan Stanley, Clearbell, Palisade and Sustainable Growth Advisors;
- Investment performance and activities (including solid returns in 2018/19 in the MySuper Lifestyle Under 75 Option and Diversified Growth (Pension) Option);
- Renewal of the Executive Leadership Team, also thanking executives who have now left the Fund.

ITEM 5 INVESTMENT AND ECONOMIC UPDATE

The Chief Investment Officer (CIO) covered the following topics:

- 2018/19 year in review (including diversified options accumulations returns; long term investment performance and single asset class options);
- LGIASuper's approach to ethical investments and socially responsible options;
- LGIASuper's trusted investment managers including demographic reach;
- LGIASuper local and international assets;
- The US presidential election cycle, trade war with China and its potential impact on markets;
- Bond yields and sovereign yields and international monetary policy;
- Economic conditions;
- Emerging and developing market yields.

ITEM 6 MEMBER SERVICES UPDATE

The Head of Growth Relationships presented an update on the latest services and improvements:

- Digitally transformed annual statements;
- Updates to Member Online, including a more personalised homepage and more financial information being available;
- Introduction of new insurance calculators;
- Streamlined LGIASuper's financial advice service including Advice Direct, and Comprehensive Retirement Advice;
- Contact Centre interactions and services;
- Increased workplace visits, retirement seminars and Super Health Checks being undertaken by the Fund.

ITEM 7 QUESTIONS FROM THE AUDIENCE

The CGO welcomed the Chief Financial Officer and Chief Operating Officer to the stage and invited questions from the floor. Following is a summary of topics discussed.

The CIO discussed LGIASuper's investments with AMP, which are managed through AMP Capital Investors, separate from the disgraced financial planning arm. This mandate was reviewed during the Royal Commission and a further review of the mandate is now underway.

The CIO opined that LGIASuper does not believe that an impeachment of President Trump would have a material negative impact on returns to members because of the Fund's diversified investment approach.

The CEO noted that every investment manager that LGIASuper selects on behalf of members must take into account environmental, social and governance considerations as part of their broader risk and return analysis, which we consider is best done on a wholistic basis and not in isolation.

The CIO noted that LGIASuper has indirect exposure to China through our Australian assets, and has been thinking carefully about investing directly through listed onshore shares and bonds.

The CIO indicated that LGIASuper is not considering Crypto Currencies because they do not generate an income stream, and are difficult to value fairly.

The CIO noted that nuclear power has both positive and negative aspects, but that LGIASuper can confirm uranium is on the excluded list from the Socially Responsible Investment options.

The CEO noted that economic and political negativity in the media can mean members worry about their longer-term investments. LGIASuper believes it is important to look into the real data when considering any outlook, rather than taking sentiment at face value.

The CGO noted that LGIASuper had previously sponsored the North Queensland Cowboys, but completed our contract with them at the end of the 2019 season.

The Chair noted that LGIASuper was not requested to provide any responses or answer any questions to the Royal Commission.

ITEM 8 MEETING CLOSE

The CGO thanked all members and attendees for their time and noted the LGIASuper Board members, Executive Leadership Team and staff members would be available after the meeting.

The CGO thanked LGIASuper's partners TAL and LGMA for their attendance.

The CGO closed the meeting at 1.11pm.