

### **Required information: Payments to select entities**

This section provides more detailed information required by superannuation law for payments relating to:

- promotion, marketing and sponsorship
- political donations
- industrial body payments
- related party payments.

**Please note:** The way we display expenditure is defined by superannuation law. This means some of our spending falls into multiple categories and the same expenditure may be shown in more than one section. As a result, the detailed amounts within each category (and aggregate amounts on the short form expenditure summary) should not be read as representing entirely separate and distinct expenditures.

#### **Promotion, marketing, and sponsorship**

##### **Why does HESTA advertise?**

HESTA invests in advertising to build brand awareness to enable member growth. We believe member growth is critical in providing benefits of scale that can help us deliver the best possible retirement outcomes for our members. It's our view that growing the fund can help us:

- keep our operating costs lower for members
- improve our ability to attract quality investment opportunities
- expand our range of products and services
- focus on further improving members' experiences with us.

We've shown below entities to whom a payment was made in FY24, for the purpose of promotion, marketing or sponsorship (under commercial terms), such as;

- design, production and distribution of Fund promotional materials
- advertising and media costs
- costs to support fund events and awards hosted by HESTA
- sponsorship arrangements.

This includes, where required, payments made in previous financial years and expected future payments for the relevant contract term.

## Promotion, marketing, and sponsorship (continued)

Entity name	Contract term year(s)	Total payments over contract term (\$)
Abano Healthcare Australia Pty Ltd	< 1	1,200
Ability Options Ltd	< 1	1,000
Aboriginal Health Council Of WA	< 1	2,700
Achieve Australia Limited	< 1	4,545
Activ Foundation Inc	< 1	1,000
Adelaide Expo Hire Pty Ltd	< 1*	10,562
Adobe Systems Software Ireland Ltd	< 1*	141,880
Aged & Community Care Providers Association	< 1*	36,273
Aged & Community Care Providers Association	1*	69,636
Agentur Pty Ltd	< 1	1,773
AKQA Pty Ltd	< 1*	43,530
AKQA Pty Ltd	1	685,837
AKQA Pty Ltd	< 1*	813,810
Albury Wodonga Health	< 1	1,400
Alfred Health	< 1	500
Anglicare Australia	3	60,486
Association Of Queensland Nurse Leaders (Inc.)	< 1	7,700
Austage Melbourne Pty Ltd	< 1	6,527
Australasian College of Health Service Management	< 1*	4,409
Australasian College of Health Service Management	1*	16,570
Australasian College of Health Service Management	1.5	20,295
Australasian College of Health Service Management	3*	57,000
Australasian College of Health Service Management (QLD Branch)	1	5,000
Australia Post	< 1*	12,689
Australian Childcare Alliance Queensland	< 1*	25,955
Australian College Of Midwives Ltd	< 1*	2,500
Australian College Of Midwives Ltd	3	138,000
Australian College of Neonatal Nurses Inc	< 1	1,500
Australian College of Nurse Practitioner	3	30,000
Australian College Of Nursing Ltd	< 1*	66,000
Australian College Of Nursing Ltd	3	335,670
Australian Council Of Social Service	3	239,570
Australian Healthcare And Hospitals Association	3	290,318
Australian Nursing and Midwifery Federation	3	172,000
Australian Nursing and Midwifery Federation (NT Branch)	1	6,182
Australian Nursing and Midwifery Federation (Tasmanian Branch)	3	32,727
Australian Nursing and Midwifery Federation (Victorian Branch)	1	136,364
Australian Physiotherapy Association	3	206,602
Australian Private Hospitals Association	3	520,268
Australian Services Union - National Office	1	70,000
Australian Services Union SA & NT Branch	1	4,545
Australian Services Union Western Australian Branch	1	4,545
Award Force Pty Ltd	< 1*	17,671

Payments shown exclude GST where applicable

\*Multiple arrangements with the same entity

^Ongoing arrangement

**Promotion, marketing, and sponsorship (continued)**

<b>Entity name</b>	<b>Contract term year(s)</b>	<b>Total payments over contract term (\$)</b>
Baptist Care Australia Limited	< 1	11,818
Blanco Horner Pty Ltd T/A Sanctuary Adelaide Zoo	< 1	25,597
Box Hill Institute	3	30,000
Brotherhood Of St Laurence	1	5,000
Canstar Pty Limited	< 1*	70,000
Catholic Health Australia Inc	3	81,818
CBRE (V) Pty Limited As Agents For ISPT Pty Ltd	7.5	633,475
Chant West Pty Ltd	1	28,142
Checkup Australia	1	4,400
Child And Adolescent Health Service	1	4,000
Child Australia	< 1*	8,727
CMS Australasia Operating Pty Ltd	< 1*	214,489
Committee for Economic Development of Australia	< 1*	2,851
Community Children's Centres SA	1	2,500
Community Connections Solutions Australia	< 1	1,755
Conference Design Pty Ltd	< 1	6,818
Congress Of Aboriginal & Torres Strait Islander Nurses & Midwives (CATSINaM)	2	18,182
Corrs Chambers Westgarth	< 1*	2,635
Council Of Social Service Of NSW	< 1	2,500
Council on the Ageing SA Inc	1	900
Crana Plus Incorporated	3	9,000
Creative Visuals	< 1*	45,703
Crowne Plaza Hobart	< 1	5,967
Customer Owned Banking Association	< 1	6,818
Cvent Australia Pty Ltd	< 1*	23,682
Darwin Private Hospital	< 1	909
Deakin University	3	9,000
Department for Health and Wellbeing	< 1	8,182
Department of Health NT	< 1	2,273
Department Of Health Of WA	1	5,000
Department Of Health Of WA	< 1	26,500
Department Of Health Tasmanian Government	< 1	5,000
Disco Creative Pty Ltd	< 1*	16,103
Dowd Publications Pty Ltd	< 1	2,995
EACH	1	3,000
Early Childhood Australia	3	154,812
Early Learning Association Australia	3	32,934
Eastern Health	< 1	4,545
Eastern Health	< 1	10,000
EIS Health Limited	< 1	1,819
Ellikon	< 1*	95,573
Estia Investment Pty Ltd	< 1	1,500
ET Collective Pty Ltd	< 1	39,091

Payments shown exclude GST where applicable

\*Multiple arrangements with the same entity

^Ongoing arrangement

## Promotion, marketing, and sponsorship (continued)

Entity name	Contract term year(s)	Total payments over contract term (\$)
EventSphere	< 1	1,591
EventSphere	< 1	1,818
EventSphere	< 1	2,727
Feros Care	< 1	1,200
Fitness Australia Limited	3	75,000
Flare HR Pty Ltd	3	600,000
Focus Creative Pty Ltd	< 1	27,735
Forrester Research Australia Pty Ltd	2	155,070
ForrestPR	< 1	3,500
Frasers Kings Park	< 1	44,577
Fresh Hope Communities	< 1*	1,500
G8 Education Limited	< 1*	7,000
Geelong Chamber of Commerce	< 1	10,785
Getty Images	< 1	9,250
Gold Coast University Hospital & Health Service	1	6,000
Golden Messenger Pty Ltd TA Quebec Couriers	< 1*	3,761
Government of Western Australia Department of Health	< 1	1,000
Government of Western Australia Department of Health	1	4,000
Gowrie NSW	< 1	3,636
Growspace Victoria Pty Ltd	< 1	2,970
Health Services Union Of Australia Vic No 3 Branch	< 1	4,545
Health Services Union Of Australia Victorian No 2 Branch	1	8,800
Health Services Union Tasmania Branch	1	8,500
Healthcare Financial Management Association	3	105,000
Healthscope Operations Pty Ltd	1	30,000
Hemmes Trading Pty Ltd	< 1	42,094
Heritage Care Service Co Pty Ltd	1	5,500
Hotel Realm	< 1	22,891
Hunter New England Local Health District	< 1	6,000
I Am Helium Pty Ltd	< 1	8,000
I Am Helium Pty Ltd	< 1*	45,552
I Am Helium Pty Ltd	1	288,000
ICMI Speakers & Entertainers	< 1*	184,023
Illawarra Shoalhaven Local Health District	< 1*	3,318
Impact Glass Creations	< 1	5,460
Impact Promotional Products	< 1*	522,613
Impressive Communications Unit Trust Kwik Kopy Brisbane	< 1*	1,384
Independence Australia	< 1	2,000
Independence Australia	1	11,726
Indigenous Allied Health Australia Ltd	< 1	300
Indigenous Allied Health Australia Ltd	3	10,500
Industry Super Australia Pty Ltd	1	3,015,530
James Cook University	< 1	450
Kwik Kopy Market Street	< 1*	4,804

Payments shown exclude GST where applicable

\*Multiple arrangements with the same entity

^Ongoing arrangement

**Promotion, marketing, and sponsorship (continued)**

Entity name	Contract term year(s)	Total payments over contract term (\$)
Latrobe Regional Health	< 1	1,818
Link Digicom Pty Ltd	< 1*	9,034
Linkedin Singapore Pte Ltd	< 1*	35,370
Linkedin Singapore Pte Ltd	1*	45,013
Medianet Australia Pty Ltd	1	17,640
Melbourne Convention Exhibition Centre	< 1	76,893
Meta Platforms Ireland Limited	< 1*	32,013
Monash University	1	5,000
Moran Holdings No 2 Pty Limited	1	909
Multicap Limited	< 1*	5,695
Munch Studio	< 1*	33,403
National Aboriginal and Torres Strait Islander Health Worker Association (NATSIHWA)	3	14,000
National Aboriginal Community Controlled Health Organisation	< 1	3,500
National Disability Services Limited	< 1*	6,027
National Disability Services Limited	3	522,000
National Rural Health Alliance	3	118,818
Nepean Blue Mountains Local Health District	< 1	309
New South Wales Nurses And Midwives' Association	1	61,320
Ngala Community Services	1	910
NT Council Of Social Service Incorporated	1	4,091
Occupational Therapy Australia	< 1	5,000
Palliative Care Australia Limited	< 1	5,500
Palliative Care WA Inc	< 1	5,000
Pee Wee's at the Point	< 1	7,043
PHD Networks Pty Ltd	3	1,986,525
PHD Networks Pty Ltd	< 1*	12,034,914
Queensland Nurses & Midwives' Union	< 1	2,700
Queensland Nurses & Midwives' Union	< 1	3,000
RACV	< 1	10,085
Rainmaker Information	1*	52,000
Ramsay Health Care Australia P/L	1	36,364
Responsible Investment Association Australasia	1	10,625
Richmond Wellbeing Inc	1	1,091
Richmond Wellbeing Inc	< 1	6,000
Rural Health West	< 1	3,400
RUSSELL REYNOLDS ASSOCIATES AUSTRALIA PTY LTD	< 1*	19,277
Scaffidi Hugh-Jones Pty Ltd	< 1*	198,224
Scaffidi Hugh-Jones Pty Ltd	8^	895,455
Sheraton Melbourne Hotel	< 1	4,480
Sofitel Brisbane Central	< 1	65,060
South Australian Council of Social Service (SACOSS)	< 1	4,500
South Western Sydney Local Health District	1	5,000

Payments shown exclude GST where applicable

\*Multiple arrangements with the same entity

^Ongoing arrangement

**Promotion, marketing, and sponsorship (continued)**

Entity name	Contract term year(s)	Total payments over contract term (\$)
Sovereign Operations Pty Limited T/As Sofitel Brisbane	< 1	65,060
St Lukes Care	< 1*	2,505
St Vincent's Health Australia	1	33,636
St Vincent's Hospital (Melbourne) Ltd	< 1	500
St Vincent's Hospital (Melbourne) Ltd	1	7,250
Stamford Grand Adelaide	< 1	35,138
Stamford Plaza Brisbane	< 1	23,383
Sunbury and Cobaw Community Health	< 1	5,000
Super Members Council of Australia Limited	< 1	453,000
Super Members Council of Australia Limited	1	599,016
Superratings Pty Ltd	1*	74,000
Sydney Local Health District	1	9,091
Sydney North Primary Health Network	< 1	3,000
T Whatley	< 1*	23,292
The Association of Superannuation Funds of Australia Limited	1	97,410
The Centre for Workers' Capital Pty Ltd	3	150,236
The Creche And Kindergarten Association Limited	< 1	3,900
The Creche And Kindergarten Association Limited	1	6,000
The Display Builders Australasia Pty Ltd	< 1*	85,522
The Frank Whiddon Masonic Homes of New South Wales	< 1	2,500
The Health Services Association Of New South Wales	1	2,727
The McKell Institute	< 1	7,682
The Monkeys Pty Ltd	< 1*	412,633
The Monkeys Pty Ltd	1*	547,802
The Northcott Society	1	1,818
The Royal Melbourne Hospital	1	30,000
The Royal Victorian Eye And Ear Hospital	1	1,200
The Royal Women's Hospital	1	10,000
The Royal Women's Hospital	< 1	26,836
The Services Union	2	7,000
The Trustee for Mother's Day Classic Foundation	< 1	723
The Trustee for Mother's Day Classic Foundation	3	238,636
The University Of Notre Dame Australia	1*	15,910
Tobacco Free Portfolios	1	10,000
Today Strategic Design Pty Ltd	< 1	63,004
Today Strategic Design Pty Ltd	1	136,083
University Of Canberra	1	1,364
Victorian Homelessness Conference	< 1	1,500
Visual Domain Australia Pty Ltd	< 1	7,790
Western Health	1	4,545

Payments shown exclude GST where applicable

\*Multiple arrangements with the same entity

^Ongoing arrangement

**Promotion, marketing, and sponsorship (continued)**

<b>Entity name</b>	<b>Contract term year(s)</b>	<b>Total payments over contract term (\$)</b>
Western NSW Local Health District	< 1	2,500
Women In Super	1	18,380
YWCA Of Canberra	1	7,727
ZFS Functions Pty Ltd	< 1	27,209
ZXY Management P/L T/A Pullman Melbourne On The Park	< 1	60,660
Multiple 'other payees' less than \$5,000	< 1	100,790

Payments shown exclude GST where applicable

\*Multiple arrangements with the same entity

^Ongoing arrangement

## Political donations

We're required to tell you about payments and/or gifts for the purpose of political donations in the FY24 to political entities such as:

- registered political parties or candidates
- political campaigners.

Entity name	(\$)
N/A – HESTA does not make political donations.	Nil



## Industrial body payments

We've shown below payments made in the FY24 to entities who at the time of receiving the payment, were an organisation(s) defined in the *Fair Work (Registered Organisations) Act 2009*.

The nature of these payments include;

- sponsorship arrangements (under commercial terms)
- Directors' fees paid to an organisation and not the individual.

Entity name	(\$)
Australian Nursing and Midwifery Federation	115,771
Australian Nursing and Midwifery Federation NT Branch	6,182
Australian Nursing And Midwifery Federation (Tasmanian Branch)	16,364
Australian Nursing and Midwifery Federation (Victorian Branch)	68,182
Australian Services Union - National Office	107,832
Australian Services Union SA & NT Branch	4,545
Australian Services Union Western Australian Branch	4,545
Health Services Union Of Australia Vic No 3 Branch	4,545
Health Services Union Of Australia Victorian No 2 Branch	69,632
Health Services Union Tasmania Branch	8,500
New South Wales Nurses and Midwives' Association	61,320
Queensland Nurses & Midwives' Union	5,700
The Services Union	7,000
United Workers Union	106,053

Payments shown exclude GST where applicable

## Related party payments

We've shown below payments made during the FY24, to the following entities who;

- are a connected entity of HESTA or their associates, or
- have a significant influence from or over HESTA, or
- are an entity whose key management personnel include an executive officer or board member of HESTA, or their associates.

Entity name	(\$)
Aged & Community Care Providers Association Ltd	107,845
Australian Council Of Social Service	79,960
Australian Council of Superannuation Investors Limited	506,510
Australian Institute of Superannuation Trustees	10,305
Australian Nursing and Midwifery Federation	115,771
Australian Nursing and Midwifery Federation NT Branch	6,182
Australian Nursing and Midwifery Federation (Tasmanian Branch)	16,364
Australian Nursing and Midwifery Federation (Victorian Branch)	68,182
Australian Private Hospitals Association Limited	176,868
Australian Services Union - National Office	107,832
Australian Services Union SA & NT Branch	4,545
Australian Services Union Western Australian Branch	4,545
Catholic Health Australia Limited	27,273
CBRE (V) Pty Ltd as agents for ISPT Pty Ltd	7,252,322
The Trustee For Dexus Diversified Trust	51,774
Early Childhood Australia	54,210
Frontier Advisors Pty Ltd	1,930,284
Fund Executives Association Limited	16,467
Health Services Union of Australia Vic No 3 Branch	4,545
Health Services Union Of Australia Victorian No 2 Branch	69,632
Health Services Union Tasmania Branch	8,500
IFM Investors Pty Ltd	3,010,926
Industry Fund Services Limited	139,221
Industry Super Australia Pty Ltd	2,088,030
International Corporate Governance Network	12,764
Investor Group On Climate Change	61,994
New South Wales Nurses and Midwives' Association	61,320
Queensland Nurses And Midwives' Union	5,700
Super Members Council of Australia Limited	1,072,352

Payments shown exclude GST where applicable

## Related party payments (continued)

Entity name	(\$)
The Association Of Superannuation Funds of Australia Limited	190,260
The Centre for Workers' Capital Pty Ltd	51,074
The Services Union	7,000
The Trustee for Mother's Day Classic Foundation	90,723
United Workers Union	106,053

Payments shown exclude GST where applicable

## contact us

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