



## Rest itemised expenses for the year ended 30 June 2023

### Information about Rest's promotional, marketing and sponsorship expenditure, political donations, industrial body and related party payments

This document provides information about Rest's promotional, marketing and sponsorship expenditure, political donations, industrial body and related party payments in accordance with the Annual Members' Meeting (AMM) disclosure regulations as set out in the Superannuation Industry Supervision (SIS) Act for the year ended 30 June 2023 (FY23).

#### **Please note:**

This document reflects the definition of a 'related party' and the rules for disclosing 'promotion, marketing or sponsorship' expenditure as set by the SIS Act. These concepts are broader than the Accounting Standards that govern Rest's [Financial Statement](#).

1. The payments listed as promotion, marketing or sponsorship expenditures include design, production and distribution of promotional and educational materials, advertising, sponsorship costs, and fees related to partnerships or memberships with peak industrial bodies and organisations. Rest aims to maintain and grow its size and scale through considered spending in this category of expenditure. Fund growth supports access to expanded investment opportunities and is one of the factors that helps Rest keep fees as low as possible in line with members' best financial interests.
2. The expenditure disclosed in each expense category is not mutually exclusive. This means payments to some entities are included in multiple categories.
3. Remuneration expenditure for the year is listed in Rest's [Director and Executive team Remuneration Report](#) for Financial Year 2023.
4. All payments are represented in Australian Dollars (AUD) and exclude Goods and Services Tax (GST).



## Promotion, marketing or sponsorship expenditure

The below table details promotion, marketing or sponsorship expenditure payments Rest made during the year and information about the terms of each vendor agreement and each payment.

Vendor	Contract type*	Contract start date	Contract term (months)	Total contract payments FY23 (\$)	Total sum of payments under the contract – paid or yet to be paid (\$)
Australian Retailers Association <sup>^ 1</sup>	Statement of Work	10-Aug-21	36	150,000	600,000
	Invoice	08-Mar-23	<1	50,000	50,000
Subtotal				<b>200,000</b>	<b>650,000</b>
BMF Advertising Pty Ltd	Statement of Work	01-Oct-22	12	505,652	505,652
	Invoice	30-Jun-22	<1	16,116	16,116
		30-Jun-22	<1	3,300	3,300
		20-Jun-22	<1	3,440	3,440
		07-Jul-22	6	18,138	18,138
		11-Jul-22	6	34,849	34,849
		13-Jul-22	12	326,545	326,545
		31-Jul-22	<1	4,695	4,695
		21-Jul-22	<1	4,943	4,943
		31-Jul-22	<1	11,435	11,435
		11-Jul-22	<1	11,445	11,445
		15-Aug-22	<1	56,144	56,144
		31-Aug-22	<1	57,330	57,330
		18-Aug-22	<1	12,285	12,285
		19-Jul-22	<1	2,555	2,555
		31-Aug-22	<1	45,575	45,575
		15-Sep-22	12	267,035	267,035
28-Sep-22	12	56,144	56,144		
18-Sep-22	12	7,711	7,711		

	30-Sep-22	<1	3,035	3,035
	16-Sep-22	<1	10,025	10,025
	30-Sep-22	<1	9,501	9,501
	05-Sep-22	<1	13,960	13,960
	08-Sep-22	<1	1,375	1,375
	08-Sep-22	<1	1,175	1,175
	31-Oct-22	<1	3,280	3,280
	19-Oct-22	6	11,853	11,853
	21-Oct-22	<1	800	800
	31-Oct-22	<1	13,940	13,940
	30-Nov-22	<1	15,010	15,010
	30-Nov-22	<1	10,735	10,735
	30-Nov-22	<1	21,490	21,490
	10-Nov-22	<1	2,000	2,000
	30-Nov-22	<1	2,331	2,331
	30-Nov-22	<1	24,960	24,960
	30-Nov-22	<1	7,475	7,475
	23-Dec-22	<1	17,490	17,490
	23-Dec-22	<1	18,315	18,315
	06-Dec-22	<1	13,691	13,691
	17-Jan-23	<1	10,855	10,855
	13-Jan-23	<1	20,595	20,595
	31-Jan-23	<1	24,320	24,320
	31-Jan-23	<1	16,330	16,330
	31-Jan-23	12	40,450	40,450
	16-Jan-23	<1	8,090	8,090
	02-Jan-23	<1	8,580	8,580
	28-Feb-23	<1	5,375	5,375
	18-Sep-22	12	4,145	4,145
	12-Dec-22	<1	4,880	4,880

		24-Oct-22	12	6,685	6,685
		15-Feb-23	<1	32,195	32,195
		31-Mar-23	<1	10,285	10,285
		31-Mar-23	<1	12,453	12,453
		30-Apr-23	12	19,740	19,740
		24-Oct-22	12	2,640	2,640
		31-Mar-23	<1	8,980	8,980
		30-Apr-23	<1	13,410	13,410
		30-Apr-23	<1	30,330	30,330
		30-Apr-23	<1	3,670	3,670
		30-Apr-23	<1	16,515	16,515
		30-Apr-23	<1	3,900	3,900
		14-May-23	6	21,565	21,565
		31-May-23	<1	14,365	14,365
		18-May-23	3	1,906	1,906
		31-May-23	<1	25,330	25,330
		31-May-23	<1	4,882	4,882
		23-Jun-23	<1	3,240	3,240
		23-Jun-23	<1	9,183	9,183
<b>Subtotal</b>				<b>2,032,672</b>	<b>2,032,672</b>
<b>Brand Machine Limited</b>	Invoice	01-Jun-21	1	2,591	2,591
		26-May-22	<1	416	416
		01-Jun-22	1	3,020	3,020
		01-Jul-22	1	2,745	2,745
		27-Jul-22	<1	327	327
		01-Aug-22	1	3,020	3,020
		25-Aug-22	<1	655	655
		01-Sep-22	1	2,745	2,745
		01-Oct-22	1	3,020	3,020
		26-Oct-22	<1	760	760

		01-Nov-22	1	3,020	3,020
		01-Dec-22	1	2,918	2,918
		01-Jan-23	1	2,918	2,918
		01-Feb-23	1	3,210	3,210
		01-Mar-23	1	3,210	3,210
		01-Apr-23	1	3,210	3,210
		01-Apr-23	<1	14,723	14,723
		01-May-23	1	3,210	3,210
		01-Jun-23	1	3,211	3,211
Subtotal				<b>58,929</b>	<b>58,929</b>
<b>Carrick Visions</b>	Invoice	07-Jul-22	<1	2,250	2,250
<b>Creative Visuals Pty Ltd</b>	Invoice	24-Jun-22	1	10,851	10,851
<b>Customedia Pty Ltd</b>	Master Services Agreement	01-Jul-21	24	12,151,343	21,121,432
<b>Dave Clark Design Associates Pty Ltd</b>	Statement of Work	03-Oct-22	12	112,014	112,014
	Master Services Agreement	24-Aug-20	34	559,648	2,096,093
Subtotal				<b>671,662</b>	<b>2,208,107</b>
<b>Digital Pi, LLC</b>	Invoice	04-May-22	12	23,500	23,500
		22-Feb-22	1	4,000	4,000
		05-Jul-22	<1	859	859
		14-Sep-22	<1	5,333	5,333
		29-Sep-22	1	8,333	8,333
		01-Nov-22	<1	5,302	5,302
		01-Dec-22	<1	606	606
		12-Jan-23	<1	3,636	3,636
		14-Nov-22	3	1,667	1,667
		27-Feb-23	<1	2,273	2,273
		15-Mar-23	<1	7,962	7,962
		03-Apr-23	<1	758	758
		04-May-23	<1	2,879	2,879
		17-May-23	<1	326	326

Subtotal				<b>67,434</b>	<b>67,434</b>
<b>Events 720 Pty Ltd</b>	Invoice	02-May-23	<1	7,746	7,746
<b>Fisher Cartwright Berriman Pty Limited</b>	Invoice	01-Sep-22	<1	6,000	6,000
<b>GRACosway Pty Ltd</b>	Statement of Work	27-Feb-23	3	40,000	40,000
	Master Services Agreement	10-Jun-20	37	57,500	210,936
Subtotal				<b>97,500</b>	<b>250,936</b>
<b>Hootsuite Inc.</b>	Statement of Work	30-Sep-22	8	9,962	9,962
		04-Jun-23	24	29,093	57,632
	Invoice	04-Jun-22	12	13,088	13,088
Subtotal				<b>52,143</b>	<b>80,682</b>
<b>Hug Media Pty Ltd</b>	Invoice	18-Aug-22	<1	1,000	1,000
<b>Juliet Lynch Hair and Make Up</b>	Invoice	24-Aug-22	<1	490	490
<b>Kenso Productions</b>	Invoice	24-Aug-22	<1	7,150	7,150
		17-Aug-22	<1	4,860	4,860
Subtotal				<b>12,010</b>	<b>12,010</b>
<b>KPMG Australia Technology Solutions Pty Ltd</b>	Statement of Work	27-Mar-23	1	28,361	28,361
	Master Services Agreement	01-Jul-20	36	1,191,790	4,301,259
Subtotal				<b>1,220,151</b>	<b>4,329,620</b>
<b>Litmus Software, Inc.</b>	Statement of Work	02-Dec-22	12	15,821	15,821
	Invoice	19-Oct-22	12	2,986	2,986
Subtotal				<b>18,807</b>	<b>18,807</b>
<b>Loyalty &amp; Reward Co Pty Ltd</b>	Statement of Work	01-Jul-21	12	11,250	123,750
		01-Jul-22	18	144,545	238,500
Subtotal				<b>155,795</b>	<b>362,250</b>
<b>Minds Eye Films Pty Ltd</b>	Invoice	04-Aug-22	<1	360	360
		01-Sep-22	<1	300	300
		23-Sep-22	<1	240	240
		05-Oct-22	<2	180	180
		08-Nov-22	<3	120	120
		17-May-23	<1	210	210

Subtotal				<b>1,410</b>	<b>1,410</b>
<b>Monotype Ltd</b>	Invoice	29-Jul-22	60	18,369	18,369
<b>Omnicom Media Group Australia Pty Ltd</b>	Statement of Work	01-Jul-21	24	260,343	555,620
<b>Plexus Services Pty Ltd</b>	Invoice	06-Sep-22	6	7,600	7,600
		13-Apr-23	6	7,600	7,600
		20-Jan-23	<1	209	209
		31-Mar-23	<1	230	230
		28-Apr-23	<1	791	791
Subtotal				<b>16,430</b>	<b>16,430</b>
<b>ProductReview.com.au Pty Ltd</b>	Invoice	01-Jul-22	12	1,080	1,080
<b>Rainmaker Information Pty Ltd</b>	Statement of Work	01-Sep-22	12	5,750	11,500
		31-May-22	1.5	21,250	21,250
		01-Apr-23	12	38,500	38,500
Subtotal				<b>65,500</b>	<b>71,250</b>
<b>Rifle Pty Ltd</b>	Statement of Work	17-Jul-22	5.5	45,000	45,000
<b>Studio Commercial Pty Ltd</b>	Invoice	30-Aug-22	<1	205	205
<b>SuperRatings Pty Ltd</b>	Invoice	01-Nov-22	12	13,924	13,924
		01-Dec-22	12	25,794	25,794
Subtotal				<b>39,718</b>	<b>39,718</b>
<b>Telum Media Australia Pty Ltd</b>	Statement of Work	16-Sep-22	12	7,100	7,100
<b>The Centre for Workers' Capital Pty Ltd</b>	Statement of Work	01-Jul-22	36	20,000	60,000
<b>The Heron Partnership Pty Limited</b>	Invoice	25-Jan-23	1	16,000	16,000
<b>WeMoney Pty Ltd</b>	Statement of Work	22-Nov-22	12	25,395	25,395
<b>Zenith CW Pty Ltd</b>	Invoice	10-Sep-22	12	53,876	53,876
<b>Total</b>				<b>17,337,209</b>	<b>32,132,669</b>

\*Contract type defined as follows:

- Invoice: This expenditure does not have a contract explicitly specifying a fixed term of service, start date and final payment amount. Contract term, start date and amount determined via vendor invoice.
- Master Services Agreement: This expenditure relates to an agreement covering multiple scopes of work with established payment terms and conditions, start date and fixed term of service. This contract spans services over multiple years in some cases.
- Statement of Work: This expenditure relates to a standalone statement of work. This expenditure has a contract establishing payment terms and conditions and details a fixed term of service.

^This payment is also listed as an Industrial body payment.

<sup>1</sup> These payments relate to sponsorship of events and promotions run by the ARA. This spending is part of the Trust's marketing and promotion activity and is also listed as an industrial body payment.

## Industrial body payments

The below table details industrial body expenditure payments Rest made during the year and information about each payment.

Body	Payment type	Total sum spent FY23 (\$)
<b>Shop Distributive and Allied Employees Association (SDA)</b> <sup>1</sup>	Remuneration – Director fees	19,180
		19,181
		19,181
		19,181
		19,181
		19,181
		19,181
		19,181
		19,181
		19,181
		19,181
		19,181
Subtotal		<b>230,171</b>
<b>Australian Retailers Association (ARA)</b> <sup>2</sup>	Promotion, marketing or sponsorship	50,000
		50,000
		50,000
		50,000
Subtotal		<b>200,000</b>
<b>Total</b>		<b>430,171</b>

<sup>1</sup>These payments relate to directors' remuneration fees paid directly to the SDA and are also listed in Rest's Director and Executive team Remuneration Report.

<sup>2</sup>These payments relate to sponsoring events and promotions run by the ARA. This spending is part of the Trust's marketing and promotion activity, and is also listed as a promotion, marketing or sponsorship expenditure.



## Political donations

Rest did not make any political donations during the year.

## Related party payments

The below table details related party payments Rest made during the year and information about each payment.

Related party	Related party type	Payment type	Total sum spent FY23 (\$)
<b>Australian Council of Superannuation Investors Limited (ACSI)</b>	Common key management personnel*	Conference and event attendance	3,500
			3,500
Subtotal			<b>7,000</b>
<b>Australian Institute of Superannuation Trustees (AIST)</b>	Common key management personnel*	Training, development and event attendance	454
			586
			2,450
			2,864
			28,636
			26,914
			3,627
			9,627
			14,327
			12,495
			450
			450
			450
			1,350
			2,273
			1,786
			655
			541
			4,214
			2,831
Subtotal			<b>116,980</b>



<b>Fund Executives Association Ltd</b>	Common key management personnel*	Conference and event attendance	886
			886
			11,000
			500
			1,100
			851
Subtotal			<b>15,223</b>
<b>Quirk Street Family Super Fund (SMSF)</b>	Common key management personnel*	Superannuation	973
			973
			973
			972
			973
			973
			973
			972
			973
			973
			972
			973
			973
			972
			973
			973
			973
			972
			973
			973
Subtotal			<b>25,292</b>
<b>REST Property Finance Trust <sup>1</sup></b>	Connected entity of Rest <sup>^</sup>	Investment related - intercompany transaction	519,000,000

<b>Super Investment Management Pty Limited</b>	Connected entity of Rest <sup>^</sup>	Investment related - subsidiary investment management fee	3,458,494
<b>Australian Institute of Company Directors <sup>2</sup></b>	Director membership	Membership fee	764
			641
		Training and development	2949
<b>Subtotal</b>			<b>4,354</b>
<b>The Association of Superannuation Funds of Australia (ASFA)</b>	Common key management personnel*	Training and development	450
			900
			107
			450
			170
			142
			170
			1,418
			170
			450
			340
			177
			1,091
			170
			1,350
			3,654
			1,091
			800
			1,775
			632
	90		
	632		
	450		
	1,363		
	450		
	695		
	177		
	177		

			177
			114
			800
			731
			90
		Membership fee	85,800
		Conference and event attendance	5,455
			1,545
			19,991
			16,659
			39,682
			3,654
			3,654
			3,332
			3,332
Subtotal			<b>204,647</b>
<b>Zuavi Pty Ltd <sup>3</sup></b>	Common key management personnel*	Remuneration – Director fees	12,245
			12,245
			12,245
			12,245
			13,322
			13,322
			13,322
			13,323
			13,322
			13,322
			13,322
			13,323
Subtotal			<b>155,558</b>
<b>Total</b>			<b>522,987,548</b>

\*Common key management personnel with Rest - considered a related party under SIS Regulation 2.10(1)(h) (v).

^Connected entity of Rest - considered a related party under SIS Regulation 2.10(1)(h) (i).

<sup>1</sup> This payment is related to an investment related transaction provided to the REST Property Finance Trust during the year. As the entity is a wholly owned special purpose investment trust owned by Rest, this payment is considered a related party payment.

<sup>2</sup> Please note this is an additional voluntary disclosure as payment type is not considered a related party or connected entity of Rest under SIS Regulation 2.10(1)(h).

<sup>3</sup> These payments are related to payment of Director remuneration and are also listed in Rest's Director and Executive team Remuneration Report.