



**Achieving income
and estate
planning security
in aged care**

Evelyn

Client: Evelyn

Age: 85

Assets: After paying a RAD of \$450,000, Evelyn has \$400,000 in term deposits and \$50,000 in cash

Goals: To afford her ongoing aged care fees and living expenses, provide an inheritance for her children and retain access to some funds.

Evelyn is 85 and widowed. She was living on her own for some time after her husband passed away, but has become frail with age.

After researching her options with the help of her family, Evelyn was assessed by an Aged Care Assessment Team (ACAT) as eligible for residential care and found a suitable aged care home to move into.

Evelyn's residential aged care home has an advertised accommodation payment of \$450,000. She agrees to that amount and sells her home to pay the Refundable Accommodation Deposit (RAD) of \$450,000. She now has \$400,000 in term deposits and \$50,000 in cash and wants to explore other strategies for this money.

If Evelyn leaves her money in cash and term deposits, based on social security and aged care rates and thresholds as at 20 September 2021, her year one estimated Age Pension entitlement is \$22,969. Also, her total aged care fees are \$32,700 (consisting of a basic daily care fee of \$19,549 and a means-tested care fee of \$13,151).

Evelyn visits a financial adviser to find out whether she will be able to pay for her aged care fees and \$2,600 per year (\$50 per week) of other ongoing living expenses.

The financial adviser's recommendation

The first strategy Evelyn's financial adviser considers is to retain her existing portfolio of term deposits and cash.

Under this strategy her financial adviser estimates that Evelyn will have a cash flow shortfall of \$6,931 in the first year (as illustrated in Figure 1) and a total shortfall of \$19,599 over 3 years (as illustrated in Figure 2).

Evelyn's financial adviser explores an alternative strategy to help improve this outcome - an investment in Challenger CarePlus (CarePlus).

Her adviser explains that the most appropriate strategy will be one that helps meet her ongoing cash flow and estate planning wishes.

CarePlus is designed especially for those who are receiving, or planning to receive, Government-subsidised aged care services (including both home and residential care).

CarePlus will provide Evelyn with a guaranteed monthly income for the rest of her life to help cover the costs of aged care and living expenses.

In the event Evelyn passes away, 100%¹ of the amount she invested will be paid to her nominated beneficiaries, in this case her children.

CarePlus may also help reduce Evelyn's aged care fees and increase her Age Pension entitlements from the way it interacts with the means testing rules.

To help Evelyn achieve her objectives, her financial adviser recommends an investment of \$400,000 into CarePlus.

The remaining \$50,000 will stay in cash in case Evelyn needs access to funds. Figure 1 compares the outcomes of the different strategies in year one. Figure 2 compares the outcomes over three years.

By investing in CarePlus, Evelyn can improve her cash flow and maximise the value of any benefit payable to her children directly when she passes away.

Figure 1: Illustrating cash flow and estate planning outcomes for year one

Year one	Strategy 1	Strategy 2
	Retain \$400,000 in cash and term deposits	Invest \$400,000 in Challenger CarePlus, \$50,000 in cash
Cash flow		
Investment income	\$5,400	\$600
CarePlus	\$0	\$8,673
Age Pension	\$22,969	\$24,831
Less personal expenses	\$2,600	\$2,600
Total	\$25,769	\$31,504
Aged care fees		
Basic daily fee	\$19,549	\$19,549
Means-tested care fee	\$13,151	\$11,713
Total	\$32,700	\$31,262
Net cash flow	(\$6,931)	\$242
Estate value (at the end of year one)	\$893,068	\$900,241

Results from the Challenger Aged Care Calculator as at 4/10/2021. The above illustrations do not take into account the short term measures announced as part of the Commonwealth Government's economic plan in response to the coronavirus. Assumes bank account and term deposit earning rate of 1.2% p.a., Challenger CarePlus rates based on a female (date of birth 01/07/1936), residing in NSW, monthly payments and no adviser fees. The estate value includes the RAD of \$450,000, with any cash flow deficit being funded from the bank account, excludes any term deposit break fees and includes proceeds from CarePlus.

¹ CarePlus provides a death benefit of 100% of the total amount invested. However, if you reside in South Australia stamp duty (currently 1.5% of the insurance premium) will be deducted from the sum insured before it is distributed to beneficiaries and/or the estate.

Figure 2: Illustrating cash flow and estate planning outcomes over three years

	Strategy 1	Strategy 2
First three years	Retain \$450,000 in cash and term deposits	Invest \$400,000 in Challenger CarePlus, \$50,000 in cash
Total cash flow	\$78,596	\$95,799
Total aged care fees	\$98,195	\$94,443
Net cash flow	(\$19,599)	\$1,356
Estate value (at the end of year 3)	\$880,400	\$901,355

Results from the Challenger Aged Care Calculator as at 4/10/2021. The above illustration does not take into account the short term measures announced as part of the Commonwealth Government’s economic plan in response to the coronavirus. Assumes bank account and term deposit earning rate of 1.2% p.a., Challenger CarePlus rates based on a female (date of birth 01/07/1936), residing in NSW, monthly payments and no adviser fees. The estate value includes the RAD of \$450,000, with any cash flow deficit being funded from the bank account, excludes any term deposit break fees and includes proceeds from CarePlus.

Strategy considerations

By implementing a CarePlus strategy, in comparison to the term deposit strategy for the illustrated periods, as described in Figure 1 and Figure 2, Evelyn has been able to achieve:

- a guaranteed income stream for life from CarePlus to help pay for aged care fees;
- a \$1,862 increase in Age Pension entitlement and a reduction in her means-tested care fee of \$1,438 in year one;
- improved net cash flow of \$7,173 in year one, increasing to \$20,955 over a three year period; and
- an increased benefit to the estate of \$7,173 at the end of year one, increasing to \$20,955 at the end of year three (under each strategy the RAD of \$450,000 will be paid to the estate).

The cash flow and estate planning benefits of the CarePlus strategy can continue past the three year illustrated period while Evelyn remains in care.

The value of advice

Seeking advice from a financial planning professional can ensure you’re following a strategy that will help achieve your goals. A financial adviser can:

- help you develop an income strategy tailored to you;
- help you achieve your income and estate planning goals;
- address concerns about the steps required to enter aged care;
- explain the different aged care fees;
- identify ways to reduce aged care costs; and
- manage Age Pension paperwork and assessment queries.

Each person’s situation is different and all investments and investment strategies carry some risk. The appropriate level of risk for you will depend on factors such as your age, financial goals, investment timeframe, other investments you may have, and your risk tolerance.




Some of the matters you may wish to talk to your financial adviser about include the risk of locking up your money for an extended period of time, potentially receiving less back than the amount originally invested if you withdraw voluntarily, the risk of inflation, and the ability of the provider to meet the promised payments.

When you or your loved ones are entering aged care, you may wish to speak with a financial adviser about the investment strategy described in this case study to:

- find a secure source of income to pay for aged care and other costs;
- improve cash flow position by reducing aged care costs and increasing Age Pension; and
- achieve greater estate planning certainty.

We're always ready to support you

To find out more about aged care options, including whether Challenger CarePlus might be suitable:

-  Visit **challenger.com.au**
-  Talk to your financial adviser
-  Call the Challenger Investor Services team on **13 35 66**

This case study relates to a hypothetical individual, Evelyn and is provided for illustrative purposes only. This case study is not intended to reflect any particular person's circumstances. It is based on information that is current as at 4 October 2021 unless otherwise specified and is provided by Challenger Life Company Limited ABN 44 072 486 938, AFSL 234670, the issuer of the Challenger Guaranteed Annuity (Liquid Lifetime) and the Challenger Guaranteed Annuity (collectively referred to as the Annuities), and Challenger Retirement and Investment Services Limited ABN 80 115 534 453, AFSL 295642 (together referred to as Challenger). It is intended to be general information only and not financial product advice and has been prepared without taking into account any person's objectives, financial situation or needs. Each person should, therefore, consider its appropriateness having regard to these matters and the information in the Target Market Determination (TMD) and Product Disclosure Statement (PDS) for the Annuity before deciding whether to acquire or continue to hold an Annuity. A copy of the applicable TMD and PDS is available at challenger.com.au or by contacting our Investor Services Team on 13 35 66. This case study includes statements of opinion, forward looking statements, forecasts or predictions based on current expectations about future events and results. Actual results may be materially different from those shown. This is because outcomes reflect the assumptions made and may be affected by known or unknown risks and uncertainties that are not able to be presently identified. Neither Challenger nor its related bodies corporate nor any of their employees receive any specific remuneration for any advice provided in respect of the Annuities. However, financial advisers may receive fees if they provide advice to you or arrange for a person to invest in an Annuity. Some or all of Challenger group companies and their directors may benefit from fees and other benefits received by another group company. Any taxation, Centrelink and/or Department of Veterans' Affairs illustrations are based on current law at the time of writing which may change at a future date. Challenger is not licensed or authorised to provide tax or social security advice. We strongly recommend that prospective investors seek financial product advice as well as professional taxation and social security advice in relation to their individual circumstances.