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strategic financial advice

what if… analysis

advice given on a fee for service basis

Understanding Superannuation

how might super work for me?

Presented by: **Rob Wintour** B.Bus.Accy., Dip F.P

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Agenda

- Superannuation - What is it, types of funds, comparing funds
- Getting $ in and out of superannuation
- Government Super incentives
- Tax and Super
- Superannuation Pensions
- Superannuation opportunities
- Super and Death – Estate Planning
- Summary

What is superannuation?

- **Superannuation IS NOT an investment, it is an investment vehicle**
- **Superannuation is such a good long-term investment vehicle that you should think carefully about the amount that you contribute each year**
- **Superannuation is still the best way to provide for retirement, due mainly to its tax advantages.**

Superannuation compared to other investment vehicles

	Income	Capital Gains
Individual	0% - 46.50%	0% - 23.25%
Company	30%	30%
Trust	0% - 46.50%	0% - 23.25%
Superannuation		
- Accumulation phase	**15%**	**10%**
- Pension phase	**0%**	**0%**

Types of superannuation funds

- **Retail funds -** usually run by banks or investment companies
- **Industry funds -** They are generally low to mid cost funds although some have high fees. Some are restricted to employees in a particular industry
- **Public sector funds -** Were created for employees of Federal and State government departments. Most are only open to government employees.
- **Corporate funds -** Arranged by an employer, for its employees

- **MySuper funds -** MySuper will eventually replace existing default accounts offered by super funds. A default super account is one chosen by your employer if you don't choose one yourself. From 1 January 2014, if you haven't chosen a super fund, your employer must pay your super to a super fund that offers MySuper. If you are in an existing default fund (a fund your employer has chosen) your super fund has until 1 July 2017 to transfer your balance into a MySuper account.
- **Eligible rollover funds -** a holding account for lost members or inactive members with low account balances.
- **Self managed funds –** Do It Yourself (DIY) Super

Accumulation funds and Defined Benefit funds

- **Accumulation funds**

Most people have their super in an accumulation fund. They are called 'accumulation' funds because your money grows or 'accumulates' over time. The value of your super depends on:

  - How much money is contributed
  - How much the fund earns from your investments within the fund
  - The amount of fees charged
  - The investment option you choose

Investment profits are added to your account, and investment losses are taken out

Accumulation funds and Defined Benefit funds

- **Defined Benefit funds**

Defined benefit funds are less common than accumulation funds. Most defined benefit funds are corporate or public sector funds, and many are now closed to new members. The value of your retirement benefit is **defined** by the fund rules (usual a formula) and depends on:

  - How much money is contributed
  - How much the fund earns from your investments within the fund
  - How long you have worked for your employer
  - Your salary when you retire

For example, after 25 years' membership, your retirement benefit might be worth: Five times your final salary (as a lump sum), or 75% of your final salary (as a monthly payment), until you die.

Superannuation - Comparisons

- Fees. Only pay for what you need
- Ask your financial adviser to rebate member advice fees entirely
- Investment performance
- Investment options
- Investment strategy
  - Index v Sector active management
  - Direct investments
- Insurance

Additional options

- How benefits are paid
- Accounting methods – Full transparency
- Online services
- Speed of transacting
- Straight through processing
- Automatic download of all transactional data to your financial adviser
- Financial advice
- Website
- Newsletters

Superannuation – Comparisons … *complex*

		Relevant Features	
		Less	More
Costs	Higher	Don’t change	Are you prepared to pay for the feature? Index v Sector actively managed
	Lower	Are you prepared to save money but lose a feature?	Consider changing

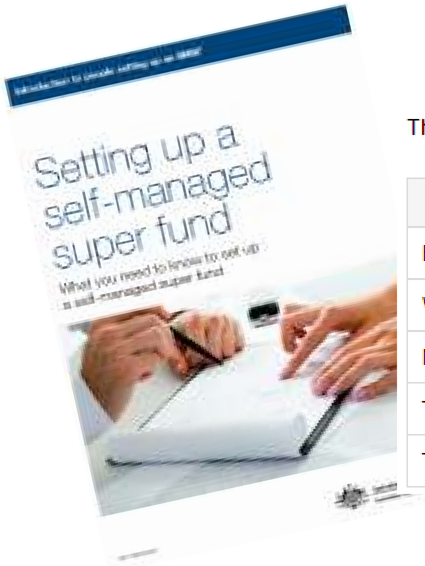
What about running your own Super - DIY?

Self Managed Superannuation Funds (SMSF)

Designed for people looking for greater control and choice over their retirement savings (NOT for everyone!)

Must have 4 or less members in the fund

Suited to family members or close business associates



The data was extracted on 8 April 2013.

	Jun-04	Jun-05	Jun-06	Jun-07	Jun-08	Jun-09	Jun-10	Jun-11	Jun-12
Establishments	30,548	23,049	24,575	45,666	31,626	32,592	29,922	33,187	40,958
Wind ups	4,757	5,052	4,999	4,612	6,095	8,706	14,940	6,539	4,686
Net establishments	25,791	17,997	19,576	41,054	25,531	23,886	14,982	26,648	36,272
Total number of SMSFs	271,515	289,512	309,088	350,142	375,673	399,559	414,541	441,189	477,461
Total members of SMSFs	523,990	558,887	593,591	668,011	712,792	758,921	792,029	838,689	907,036

SMSF - Highlights

Greater control and choice over how your super is invested. Eg: Direct property
… but NOT for everyone!
We suggest it is for a small percentage of people (~5% of the population)

Ask yourself, " Am I happy to have more **complexity** later in my life?

Could save you fees, but not cost-effective for smaller amounts of money
E.g: Less than $300,000

Important to be aware of **compliance** obligations
YOU are responsible for ensuring the fund complies with all the laws

Tax office will be "tougher" on SMSF compliance issues

SMSF will take up more of your time

Mostly promoted by accountants and financial advisers, as it creates more work and generates more fees for them.

SMSF – ATO Regulated

Instructions and form for **SMSF trustees**

Trustee declaration

To be completed by new trustees and directors of corporate trustees of self-managed super funds.

WHO SHOULD COMPLETE THIS DECLARATION?

You must complete this declaration if you become a **new** trustee (or director of a corporate trustee) of:

- a **new** self-managed super fund (SMSF)
- an **existing** SMSF.

You must sign this declaration within 21 days of becoming a trustee or director of a corporate trustee of an SMSF.

A separate declaration is required to be completed and signed by each and every new trustee (or director of a corporate trustee).

You must also complete the declaration if you are a legal

SMSF – ATO Regulated

Australian Government
Australian Taxation Office

Self-managed super fund trustee declaration

I understand that as an individual trustee or director of the corporate trustee of

Fund name

I am responsible for ensuring that the fund complies with the *Superannuation Industry (Supervision) Act 1993* (SISA) and other relevant legislation. The Commissioner of Taxation (the Commissioner) has the authority and responsibility for administering the legislation and enforcing the fund's compliance with the law.

I must keep myself informed of changes to the legislation relevant to the operation of my fund and ensure the trust deed is kept up to date in accordance with the law and the needs of the members.

If I do not comply with the legislation, the Commissioner may take the following actions:

- impose administrative penalties on me
- enter into agreements with me to rectify any contraventions of the legislation
- disqualify me from being a trustee or director of a corporate trustee of any superannuation fund in the future
- remove the fund's complying status, which may result in significant adverse tax consequences for the fund
- prosecute me under the law, which may result in fines or imprisonment.

SOLE PURPOSE

I understand it is my responsibility to ensure the fund is only maintained for the purpose of providing benefits to the members upon their retirement (or attainment of a certain age) or their beneficiaries if a member dies. I understand that I should regularly evaluate whether the fund continues to be the appropriate vehicle to meet this purpose.

TRUSTEE DUTIES

I understand that by law I must at all times:

- act honestly in all matters concerning the fund
- exercise skill, care and diligence in managing the fund

Superannuation Contributions – Getting $ into Super

- Personal Contributions
- Spouse Contributions
- Employers Contributions

Superannuation Contributions – Getting $ into Super

Your Age	Contribution Type		
	Personal	**Spouse**	**Employer**
Less than 65	Any person irrespective of their work status may make personal contributions	A person's spouse can make eligible spouse contributions at any time, irrespective of their age and gainful employment status of the contributing spouse	An employer may make the following contributions on behalf of an employee: Mandated employer contributions will include the 9% SG and award contributions, and Additional employer contributions

Superannuation Contributions – Getting $ into Super

Your Age	Contribution Type		
	Personal	**Spouse**	**Employer**
65 to 69	Any person may make personal contributions if they can declare they have been gainfully employed for at least 40 hours in 30 consecutive days during the current financial year	A person's spouse can make eligible spouse contributions provided the person (i.e. the member of the couple receiving the contribution) can declare they have been gainfully employed for at least 40 hours in 30 consecutive days during the current financial year	An employer may make the following contributions on behalf of an employee: Mandated employer contributions will include the 9% SG and award contributions, and Additional employer contributions, if the employee can declare they have been gainfully employed

Superannuation Contributions – Getting $ into Super

Your Age	**Contribution Type**		
	Personal	**Spouse**	**Employer**
70 to 74	Any person may make personal contributions if they can declare they have been gainfully employed for at least 40 hours in 30 consecutive days during the current financial year	A person's spouse may NOT contribute on their behalf	An employer may only make mandated employer contributions under an award or under an industrial agreement. 9% SG contributions are NOT^ required to be made

^ From 1/7/2013 there is be no age limit for SG contributions

Superannuation Contributions – Getting $ into Super

Your Age	Contribution Type		
	Personal	**Spouse**	**Employer**
75 & over	Personal contributions are NOT allowed	A person's spouse may NOT contribute on their behalf	An employer may only make mandated employer contributions under an award or under an industrial agreement. 9% SG contributions are NOT^ required to be made

^ From 1/7/2013 there is be no age limit for SG contributions

Contribution Limits (CAPS) – 2013/2014

- Concessional Contributions

  - $25,000^

  - $35,000 (not indexed) if age 59 or over on 30 June 2013

  15% contributions tax applies*

  Excessive contributions effectively taxed at 46.5%.

  The excess concessional contribution amount will count towards the non-concessional contribution cap.

  If a person exceeds this cap for the first time and the excess is not more than $10,000, then it can be refunded and added to the persons taxable income and taxed at their marginal tax rate

- Non-Concessional Contributions

  - $150,000 per person per year. People under 65 can bring forward two years of contributions to make a contribution of up to $450,000

  Excessive contributions effectively taxed at 46.5%.

^ Indexed annually with AWOTE and rounded down to the nearest $5,000. Indexation paused in 2013/14

* From 1/7/2012, 30% contributions tax may be payable if a person's income is more than $300,000.

Contribution Limits (CAPS) – 2013/2014

- Complexity

  - Timing of your contributions by your employer. E.g: Employee's pay date was 24/6/2013 and the employer paid the superannuation contribution on 3/7/2013.
  - If you make super contributions that exceed your contributions cap, you can expect to be hit with excess contributions tax – lots of tax! The penalty system currently in place means that some taxpayers are paying 93% tax on a super contribution.
  - 52,698 unsuspecting Australians paid thousands of dollars in extra tax for breaches to the contributions caps during the 2009/2010* year.

* As at 22/8/2013, the 2010/11 assessments were still incomplete

Access to your Superannuation – Getting $ out of Super

Benefits preserved until

- Retirement from the workforce after age 55 (or up to age 60 if born after 1 July 1960)
- Age 65
- Death/TPD (prior to 65)
- Can access superannuation in the form of a pension upon reaching your preservation age

Preservation age

If you are born…	Your preservation age is…
Before 1 July 1960	55
1 July 1960 – 30 June 1961	56
1 July 1961 – 30 June 1962	57
1 July 1962 – 30 June 1963	58
1 July 1963 – 30 June 1964	59
After 30 June 1964	60

Government incentives to make contributions to superannuation

- Co-Contribution
- Refund of contributions tax for low income earners
- Spouse Contribution
- Salary Packaging
- Super Splitting

Superannuation Co-Contribution

The Government co-contribution* is available to certain taxpayers with employer superannuation support who make personal (non-tax deductible) contributions to superannuation

- The government will contribute 50 cents for every $1 you contribute (up to a maximum of $500)
- Your total income,

  "assessable income Plus reportable fringe benefits Plus reportable employer super contributions (e.g: salary sacrifice)"

  must be less than $33,516 to get the maximum co-contribution of $500
- No co-contribution is paid if your total income is more than $48,516

Refund of contributions tax for low income earners

Low income superannuation contribution

- Government Contributions
  - From 1/7/2013, the government will provide an annual superannuation contribution of up to $500 for individuals with adjusted taxable income* of $37,000 or less, calculated as follows:
    - Government contribution = concessional contributions x 15%

* Adjustable taxable income is defined as:-
Taxable income + adjusted fringe benefits total + target foreign income + total net investment loss + tax-free pension or benefit + reportable superannuation contributions less any deductible child maintenance expenditure for that year.
People who earn less than 10% of total assessable income from employment income and are thus eligible for tax deductions on personal super contributions will not be eligible for this refund.

Refund of contributions tax for low income earners

- Example
  - Alisha, an Australian resident has adjusted taxable income of 28,000. This includes $3,000 in interest on savings and $25,000 of salary. Her employment income represents more than 10% of her total income.
  - Alisha's employer pays superannuation contributions of $2,250. The super fund deducts contributions tax of $337.50 from her account.
  - The ATO determines that Alisha is eligible for the low-income refund and refunds the tax back into her super fund.

Spouse Contribution Tax Offset

Tax Offset of 18%

- Maximum tax offset is $540* when your spouse's "assessable income Plus reportable fringe benefits Plus reportable employer super contributions (e.g: salary sacrifice" is less than $10,800 and the contribution is $3,000 or more

The spouse making the contribution can be any age, not necessarily employed, however, for the purposes of claiming a tax offset both spouses must be Australian residents at the time the contribution is made. The spouse receiving the contribution need not be working if they are aged less than 65, however, they must have been gainfully employed for at least 40 hours in a period of not more than 30 consecutive days in the financial year in which the contribution is made if they are between age 65 and less than 70.

* No offset at $13,800

Salary Packaging Superannuation Contributions

	No Packaging	Packaging
Salary	$50,000	$50,000
Less "Packaged" Super Contributions^	$0	-$5,000
Taxable Salary	$50,000	$45,000
Less TAX*	-$8,297	-$6,522
Income after TAX	$41,703	$38,478
Less Superannuation Contributions	-$5,000	$0
Take Home Pay	$36,703	$38,478
Difference	$1,775	

^15% Contributions Tax applies - $750
*Tax Rates 2013/2014, including Medicare Levy and low income offset

Superannuation Splitting

- Been available since 1 January 2006
- Super funds not required to offer splitting
- Defined benefit funds excluded
- Once per year
- Existing superannuation balances cannot be split

Superannuation Splitting

- The maximum splittable amount for a financial year means:
  - 85% of Concessional Contributions made in the financial year

The 85% limit allows for 15% in contributions tax

Superannuation Splitting

- A statement by the member’s spouse to the effect that they:
  - are aged less than preservation age, or
  - are aged between preservation age and 65 and have not satisfied the condition of release known as ‘retirement’

Tax on Superannuation Investment Earnings

	Acumulation Phase	Pension Phase
Income	15%	0%
Realised Capital Gains	10% If held at least 12 months	0%

Lump Sum Superannuation Payments

- Tax FREE Component
- Taxable Component*
  - From age 60 Tax FREE
  - Between 55 and age 59
    - First $180,000[#] Tax FREE
    - 15%[#] on the balance
  - Under preservation age
    - 20%[#]

* For taxed funds. Most superannuation funds are taxed funds. Some government funds are **untaxed**
# 2013/2014 rates, PLUS 1.5% Medicate levy.

Superannuation Pension Types

- Account Based Pension
- Non-Commutable Account Based Pensions (NCAP)
- Lifetime Annuity / Pension
- Old types of Pensions
  - Term Allocated Pension / Growth Pension
  - Complying Pension

Pension Tax on Superannuation after Preservation age

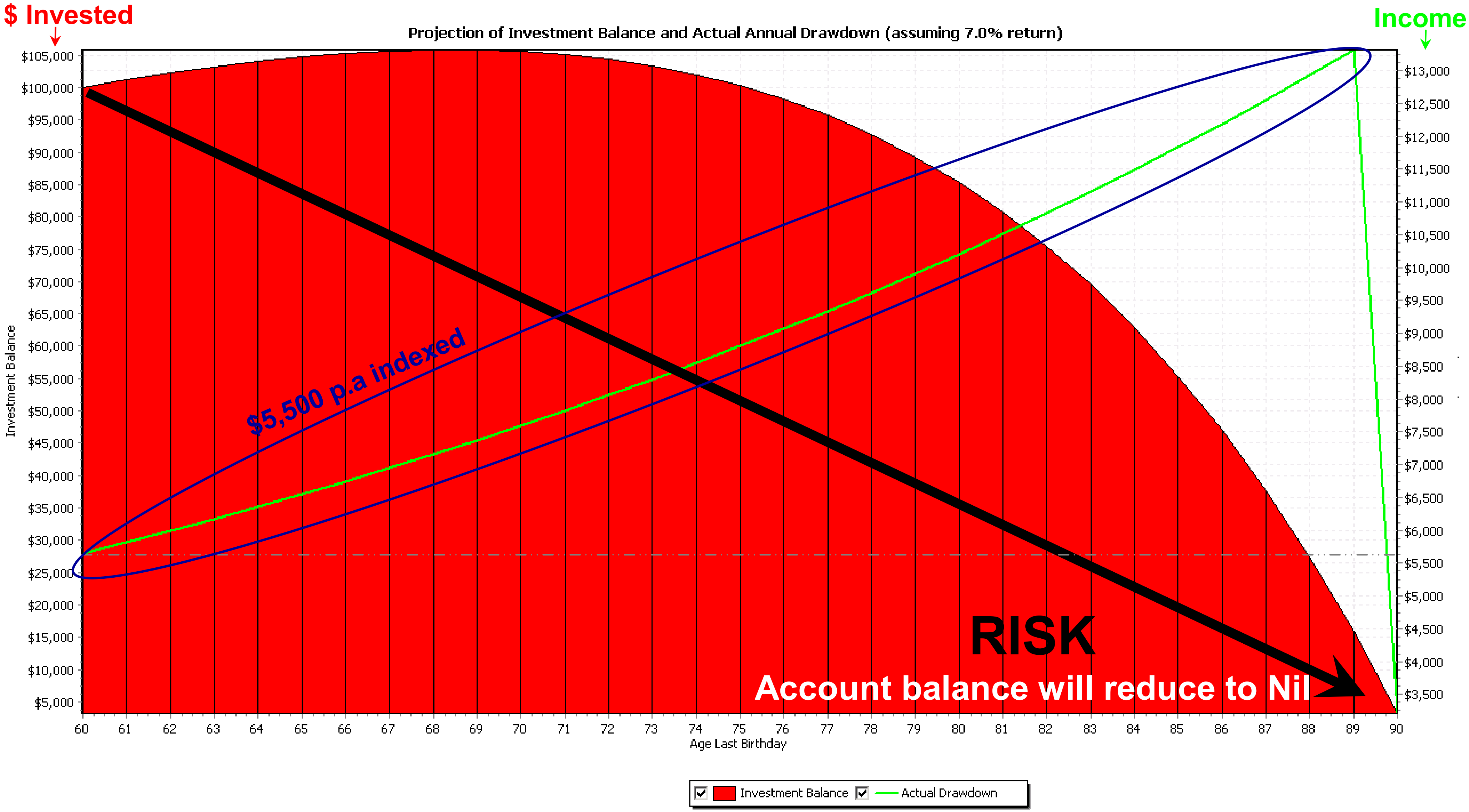
For Taxed super funds

Tax on all earnings and capital gains within the fund is **0%**

Tax on Pension paid out of the fund:-

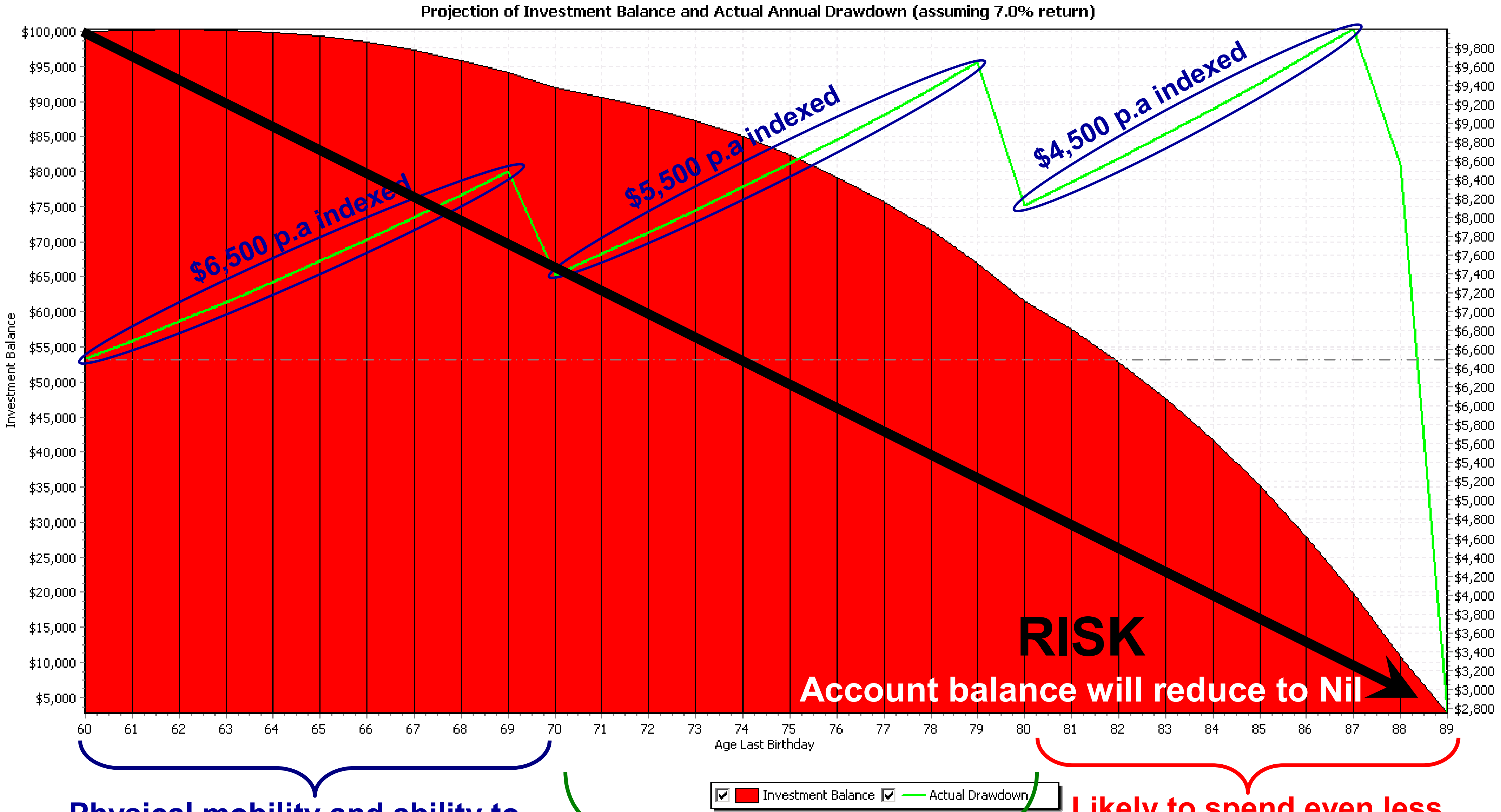
- **Tax FREE portion**
- **Taxable – 15% Tax offset applies**

It costs what to retire?



$100,000 invested at 7% p.a, will provide you with an annual income of approximately $5,500 p.a, indexed at 3.00% p.a for 30 years. Assuming no government age pension is paid

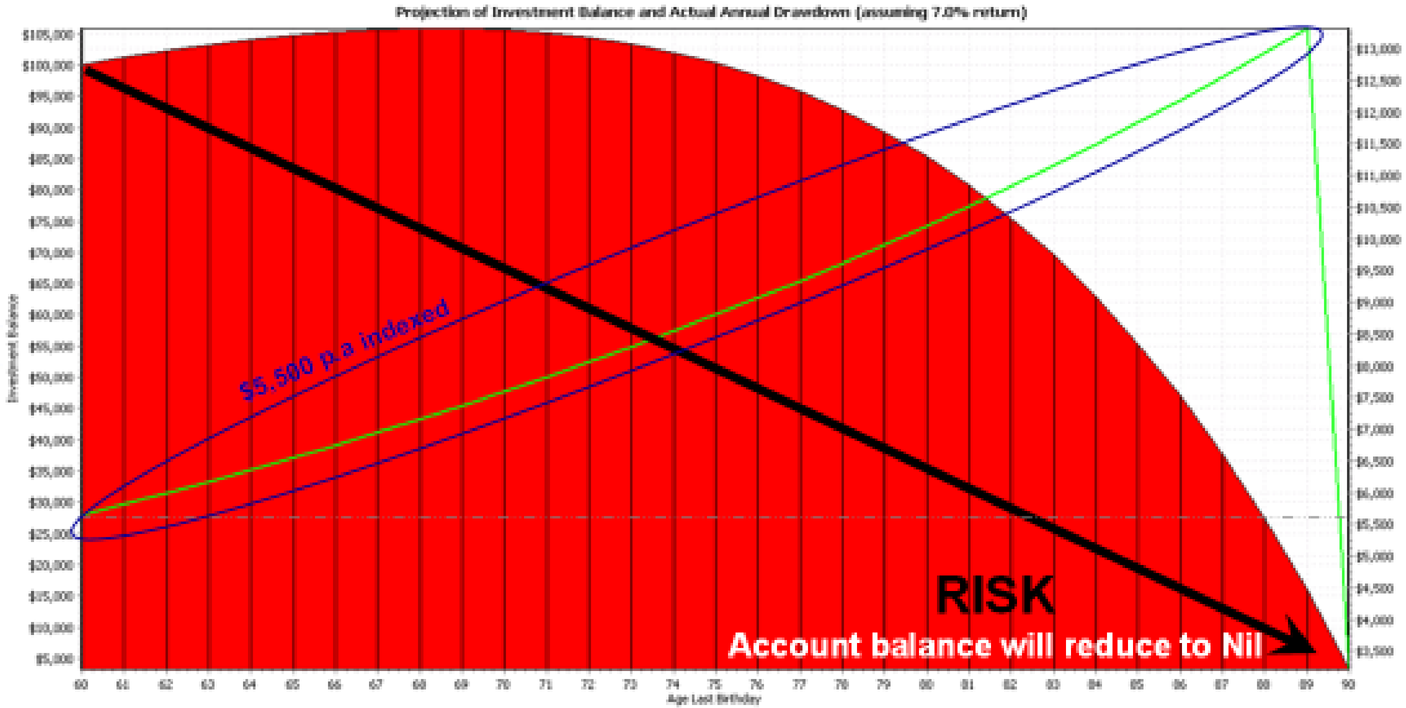
Life doesn’t work like the previous graph

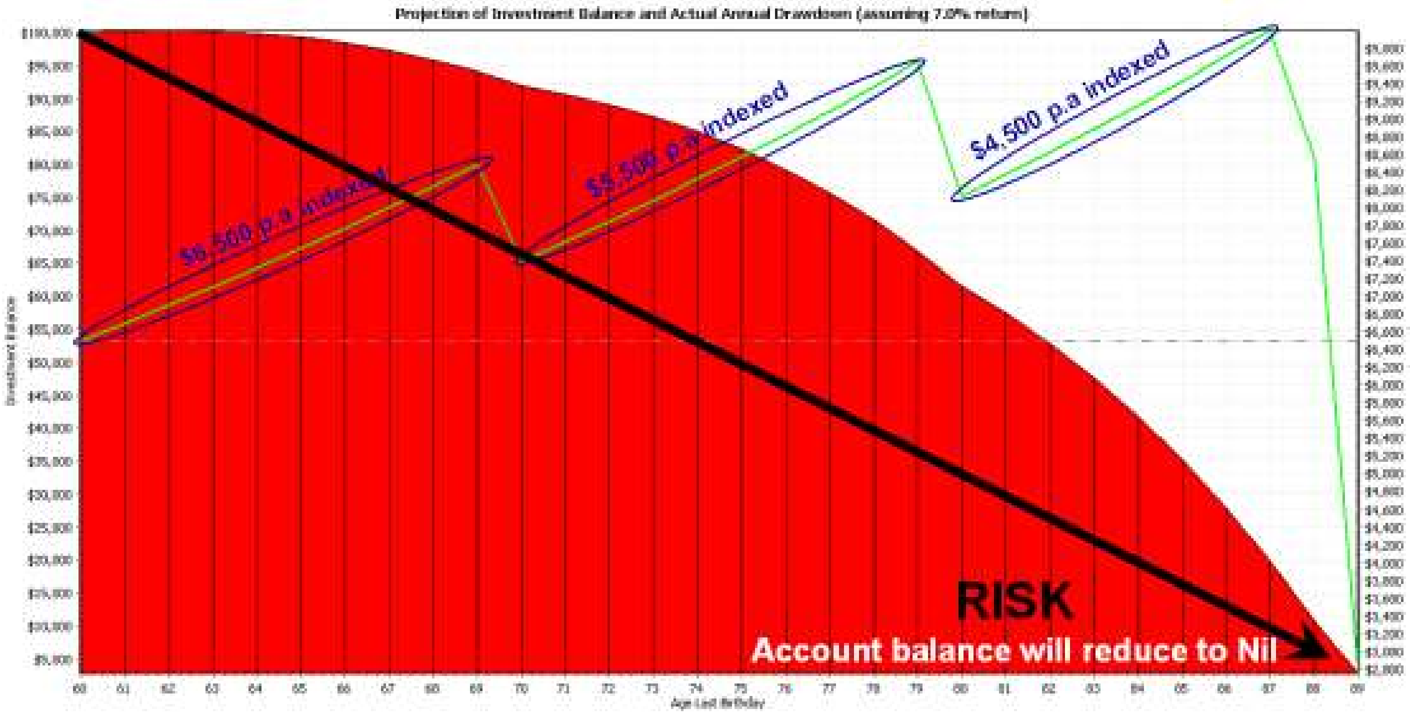


Physical mobility and ability to spend money is generally higher

Less physical mobility and ability to spend money

Likely to spend even less
Sell home for aged care?





The difference?

Less RED (Capital) earlier

More Green (Income) earlier

Retirement Income
Taking more income earlier and less later

Income at the start of retirement	Amount of money needed to fund your retirement income
$30,000	$461,538
$35,000	$538,462
$40,000	$615,385
$45,000	$692,308
$50,000	$769,231
$55,000	$846,154
$60,000	$923,077
$65,000	$1,000,000
$70,000	$1,076,923
$75,000	$1,153,846
$80,000	$1,230,769
$85,000	$1,307,692
$90,000	$1,384,615
$95,000	$1,461,538
$100,000	$1,538,462

Transition to retirement

- You can now access your super as a (NCAP) before retirement. Previously*, any person aged under 65 had to satisfy a condition of release (eg retirement) to access their preserved super

- Now you can work part-time and get a top-up from your super to maintain your living standard

- Available if you have reached ‘preservation age’

* Transition to retirement was introduced with effect from 1 July 2005

Transition to retirement

- You must take at least a Minimum amount
- You cannot take more than 10% p.a
- Minimum amounts are determined by a table of **P**ension

  Valuation **F**actors

  % based on age:-

  Under age 65 – 4%

  Ages 65 to 74 – 5%

  Ages 75 to 79 – 6%

Transition to retirement

- The pension must be non-commutable to access super under transition to retirement rules.
- This means that you cannot make lump sum withdrawals. You receive income payments only
- However, once you are retired, or reach age 65, you will have full access to your super

Transition to retirement strategy

- Non-commutable pension can be used even if you don’t intend to reduce working hours

- By salary sacrificing a large component of your salary and making up the shortfall with a non-commutable pension, you can increase your super due to tax benefits

Transition to retirement - Tax benefits

- In many cases, the following tax benefits will apply:
  - Less tax on super contributions than salary
  - Less tax on pension income than salary
  - Less tax on fund investment earnings

Opportunities in uncertain times - Superannuation

Defined benefit Vs Accumulation

Guaranteed returns Vs Market linked

Remember **YOU** take the risk

Estate Planning

Superannuation does not normally form part of your estate. It is legally owned by the Trustee of the superannuation fund and held in trust on your behalf.

Consider carefully who and how you nominate beneficiaries of your superannuation

- Most people nominate their partner
  - Consider nominating your legal personal representative

Estate Planning

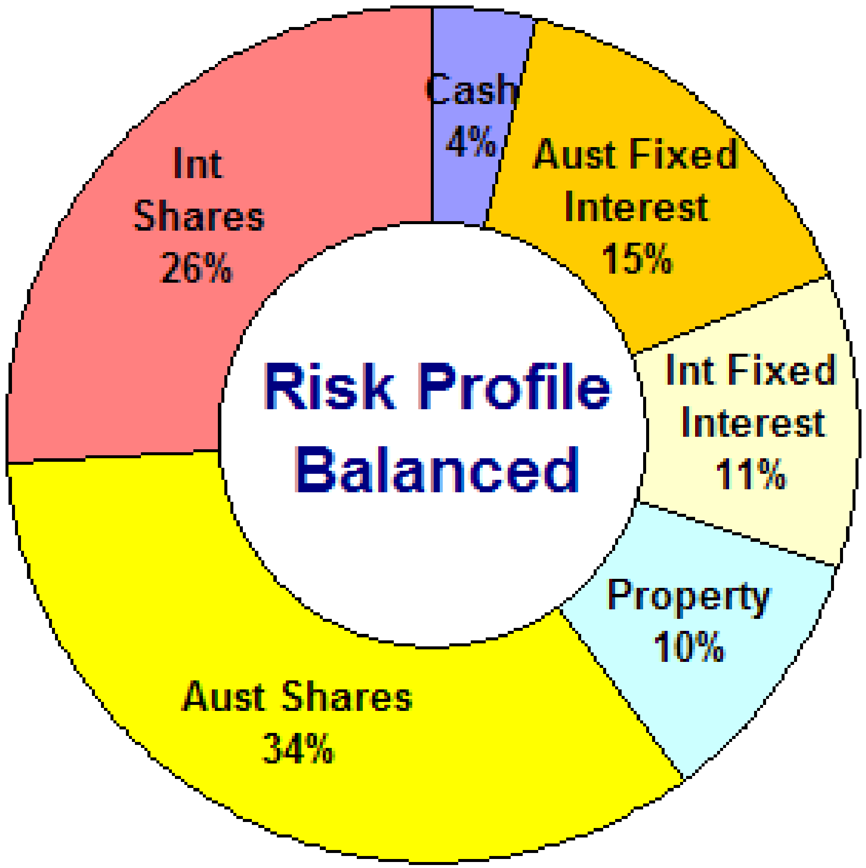
Have life insurance in your superannuation fund

- Cash flow benefit.
  - You don't need to pay the premium. It is deducted from the fund
- Estate planning benefits
  - Lump sum to your dependants
  - Superannuation pension to your partner
  - Superannuation pension to your dependant children
  - A mix of both lump sum and pensions payments
  - Funds paid into a testamentary trust / superannuation proceeds trust
    - Monies can then flow (tax effectively) to your partner, children, etc

Superannuation
Where do you invest your money?

- Asset allocation

Where is the money invested?



Superannuation
Investment Default Options and Asset Allocations

Balanced Option Asset Allocation
25% Defensive / 75% Growth

Balanced isn't balanced

Risk isn't balanced

Risks

The risks	What does it mean?
Interest rate risk	The value of money falls faster than your investments rise
Market risk	**Risk that the markets will fall**
Behavioural risk	You will lose your nerve and forgo growth
Sequencing risk	**You retire at the wrong time**
Longevity risk	You outlive your savings and investments

Sequencing Risk

Initial investment	$100,000	$100,000
Historical Returns	-10%	18%
	-7%	15%
	-3%	10%
	-1%	6%
	5%	8%
	8%	5%
	6%	-1%
	10%	-3%
	15%	-7%
	18%	-10%

Reversing the order

Who will have accumulated the most after 10 years?

Sequencing Risk

Result is independent of return sequence in accumulation		
Historical Returns	-10%	18%
	-7%	15%
	-3%	10%
	-1%	6%
	5%	8%
	8%	5%
	6%	-1%
	10%	-3%
	15%	-7%
	18%	-10%
	$144,219	**$144,219**

Reversing the order

Sequencing Risk
Sequence of returns matters

Now assume $5,000 is withdrawn each year		
Historical Returns	-10%	18%
	-7%	15%
	-3%	10%
	-1%	6%
	5%	8%
	8%	5%
	6%	-1%
	10%	-3%
	15%	-7%
	18%	-10%
	$73,135	**$102,423**

Risks

The risks	What does it mean?
Legislative risk	Risk that laws will change
Liquidity risk	The ability to redeem your investment and convert to cash
Business risk	Risks associated with running a business
Exchange rate risk	The uncertainty of returns for investors that acquire foreign investments and wish to convert them back to their home currency
Country risk	The risk of investing funds in another country whereby a major change in the political or economic environment could occur.

Developing solutions - being “S.M.A.R.T.”

Dealing with the risks to achieving your financial goals….

- **S**ee the risk
- **M**inimise the risk
- **A**void the risk
- **R**etain the risk
- **T**ransfer the risk

Investing – Think like Warren Buffet

- **Price** and **Value**

  - Price is what you are being asked to pay
  - Value is what it is really worth
  - Do your research or pay someone to do it for you
  - Talk to a registered valuer, financial adviser
  - Don’t be in a hurry to spend your money

Look for **Value** NOT **Price**

Warren Buffett is perhaps the greatest investor of all time. Often introduced as "legendary investor, Warren Buffett", he is the primary shareholder, chairman and CEO of Berkshire Hathaway

Superannuation – Don’t just set and forget

- Critical review points
  - Prior to the end of **each** financial year, particularly now with the reduced contribution limits
  - Salary reviews and receipt of other payments such as bonuses
  - The date of your retirement / ceasing work / changing jobs
  - Attaining age 55
  - Attaining age 60
  - Attaining age 65
  - Attaining age 70
  - Changes to government policy
  - Changes to your circumstances

Superannuation opportunities in uncertain times
Argentis fundamentals

- Manage risk
  - Most financial advisers set and forget
  - On-going reviews are very important
  - Need to consider Price and Value of assets over time … they don't stay the same
  - Your risk profile – What level of risk are you prepared to accept?
- Your individual circumstances should dominate your plans
- Be a contrarian (the herd mentality among investors can lead to exploitable mispricings in markets)
- If it sounds too good to be true, it probably is.

Superannuation opportunities in uncertain times
Argentis fundamentals

- Consider income first and then capital growth
  - Dividends for shares
  - Net rent (before interest and tax) for property
  - Ask yourself;
    - If the income is low, what are the prospects of capital growth in the short term?
  - Tax benefits should be considered last
- Be fully informed … understand the **negatives** of your decisions NOT just the **positives**
- Do the "what if" analysis. Have the numbers crunched and compare the differences, otherwise you're just walking in the dark.

Get Planning

Fail to Plan – Plan to Fail

Get Planning

The WHAT IF … of Financial Planning

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We do the “What if” analysis

You could do many things

But, what should you do?

- Crunch the numbers, compare, take into account your circumstances, get advice, make a decision and **START … commit to ACTION**

Client | Partner | Joint | Trust | Company | Superfund | Combined

	Sum	Jun/2010	Jun/2011	Jun/2012	Jun/2013	Jun/2014
Key Date 01/Jul/09						
Projection Year		**1**	**2**	**3**	**4**	**5**
Projection Age		**50.5**	**51.5**	**52.5**	**53.5**	**54.5**
INCOME SUMMARY	**Sum**					
Income Received	892,693	167,638	172,917	178,365	183,986	189,787
Less fees/other expenditure	19,963	3,760	3,873	3,989	4,109	4,232
Less income tax	199,445	34,458	37,711	40,496	42,371	44,409
Less superannuation contributions	103,680	20,736	20,736	20,736	20,736	20,736
Less transfers to spouse	178,584	7,664	14,478	50,106	52,157	54,181
Less regular loan repayments	75,640	41,020	34,619	0	0	0
Net Income	**315,380**	**60,000**	**61,500**	**63,038**	**64,613**	**66,229**
Less estimated current expenses	315,380	60,000	61,500	63,038	64,613	66,229
Surplus/deficit income	**0**	**0**	**0**	**(0)**	**(0)**	**0**
CASHFLOW POSITION	**Sum**					
Surplus/Deficit income	0	0	0	(0)	(0)	0
Bank Transactions (SOY)						
Loan proceeds/repayments	(28,800)	(28,800)	0	0	0	0
Sub Total	**(28,800)**	**(28,800)**	**0**	**0**	**0**	**0**
Bank Transactions (EOY)						
Net transfers from Spouse	127,763	104,304	23,459	0	0	0
Loan proceeds/repayments	(127,763)	(104,304)	(23,459)	0	0	0
Sub Total	**0**	**0**	**0**	**0**	**0**	**0**
Surplus/deficit cashflow	**(28,800)**	**(28,800)**	**0**	**(0)**	**(0)**	**0**
INVESTMENTS	**Max**					
Other Investments / Entities	109,283	80,326	86,752	93,692	101,188	109,283
Principal Residence	306,308	252,000	264,600	277,830	291,722	306,308
Investment Properties	445,161	395,520	407,386	419,607	432,195	445,161
Rollover & Superannuation A/C	340,370	168,455	207,992	250,602	293,870	340,370
Investment Loans	(55,153)	(55,153)	(0)	0	0	0
Total Investments	**1,201,122**	**841,148**	**966,730**	**1,041,731**	**1,118,975**	**1,201,122**
Present Day Value Total Investments		808,796	893,796	926,095	956,504	987,235

- Key Results
- Investments
- Income
- Expenditure
- Joint Dis.Inc
- Tax
- Joint WCA
- Bank Account
- Cash/Fixed Interest
- Trust/Property Trust
- Share/Savings Plan
- Investment Proper...
- Bonds
- Investment Loans
- Home
- Super Contributions
- Defined Benefit
- Superannuation
- Lump Sum Payments
- RO to Income Stream
- Income Streams
- Commutations
- Age Pension
- DVA

Successful Investors

- Are patient
- Diversify
- Seek a **growing** income
- Realise “it’s **time in**, not **timing**”
- Seek advice – Value and Price of assets

Summary

- Superannuation - What is it, types of funds, comparing funds
- Getting $ in and out of superannuation
- Government Super incentives
- Tax and Super
- Superannuation Pensions
- Superannuation opportunities
- Super and Death – Estate Planning
- Summary

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strategic financial advice

what if… analysis

advice given on a fee for service basis

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