

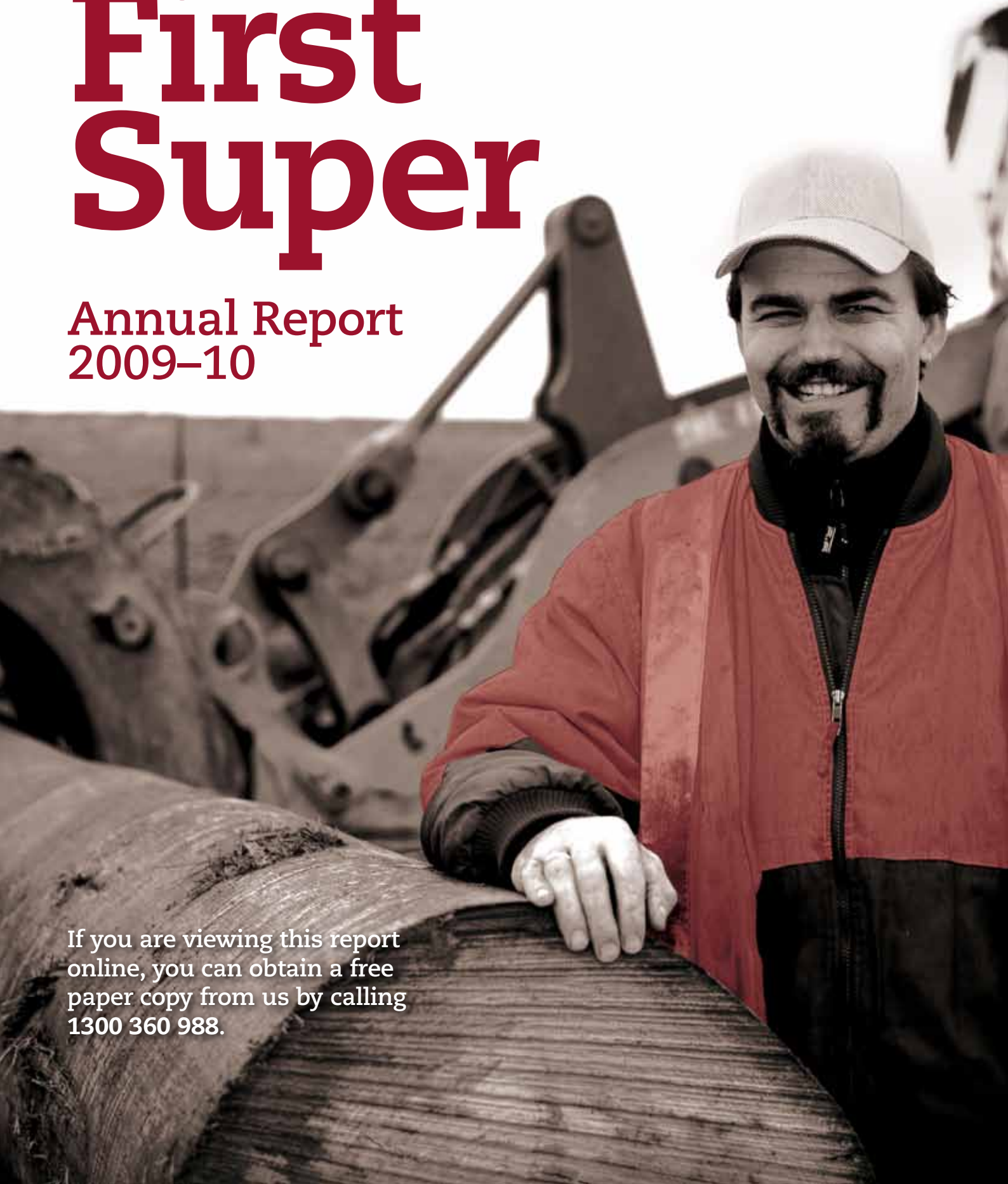
Industry super for workers in the timber, pulp and paper, furniture and joinery industries.



# First Super

Annual Report  
2009–10

If you are viewing this report online, you can obtain a free paper copy from us by calling 1300 360 988.



# First Super – Your industry fund

- ✓ Low fees
- ✓ Pays no commissions to financial advisers.
- ✓ Pays no dividends to shareholders.
- ✓ Run only to benefit members.
- ✓ Supports and invests in Australian industries.

First Super is the Industry Fund for the Timber, Pulp and Paper, Furniture and Joinery industries. At the date of this report First Super had:

- Approximately 80,000 members;
- Around \$1.5 billion in members' funds; and
- Enhanced benefits and improved services for many members.

## Focused on our industries

First Super is focused on meeting the retirement savings needs of workers in our industries through:

- Support for members, their families and communities;
- Regular visits to workplaces and regional centres;
- On-site advice and support when redundancies are announced; and
- Low-cost financial planning for members approaching retirement.

First Super is the official sponsor of:

- Mt. Gambier & District Junior Cricket Association;
- Oberon Junior Rugby League;
- Industry training and design awards; and
- Key industry events.

## Investing in our industries

First Super understands our industries, the investment opportunities within them, and the potential benefits for our members. The Fund's investments already include companies within our industries, and we are actively reviewing further investment opportunities to benefit all of our members.



# Co-Chairs' message

As Co-Chairs, it is very pleasing to report that the First Super Board's initiative during the past year to adjust the Fund's investment allocation, in an effort to generate reasonable returns for members while reducing the chance of losses, has proved to be a very successful strategy.

Members in the Balanced option have earned 11% for the financial year, a 'top quartile' (top 25%) result according to SuperRatings. The Shares Plus and Conservative Balanced investment options also produced comparatively strong returns, while the Cash option performed around the average for similar funds.

The 2009-10 returns were a significant turnaround from the previous year's negative returns for the three investment options other than the Cash option. The Board's decision to increase the allocation to defensive assets in the Balanced, Shares Plus and Conservative Balanced options was a contributing factor to the strong positive returns for the year.

The more defensive investment stance has been recently reviewed and will be maintained, given continuing uncertainty in the world economy and investment markets. This is not to say that there is no risk of future losses, but that the risk has been reduced through implementation of the current investment strategy.

The Board continues to look at options to further protect members' funds while still generating reasonable long-term returns.

The Board has an ongoing responsibility to review the performance of investments and capital values in all asset classes as part of its investment policy and its charter.

Members should also understand that the current strategy will not deliver returns at the top of the range if share markets boom. At the same time, First Super should perform better than many other funds if share markets track sideways or fall.

The Board is also concerned to ensure that all members have a level of insurance cover appropriate to their circumstances.

It has recently initiated a campaign to remind members of the potential consequences for them and their families of being under-insured or uninsured in the event of injury, illness or worse.

First Super offers low-cost insurance cover payable from a member's account. From as little as 53 cents per week for a unit of Death & TPD cover, it really is a relatively cheap way of ensuring that you or your family will have money to pay the mortgage and the bills should tragedy strike.

First Super's Financial Planner is also readily available to help you assess your needs and arrange insurance cover that's right for you.

In conclusion, we would like to thank you, our members and employers, for your continued support.

We will continue to work hard to improve our services to you while investing your funds carefully in these continuing, challenging times.

## Michael O'Connor

The Construction Forestry Mining & Energy Union, Forestry & Furnishing Products Division

## Allan Stewart

Timber Trade Industrial Association

# 2010 Returns

## Super Members

2010 and long-term crediting rates for each investment option.

Investment Option	2009/2010 Crediting Rate	5 years	10 years	Date of Inception	Return since inception
Balanced (default)	11.0% p.a.	3.9% p.a.	5.1% p.a.	1/07/1988*	8.3% p.a.
Shares Plus	13.9% p.a.	2.6% p.a.	N/A	1/03/2001	2.6% p.a.
Conservative Balanced	10.3% p.a.	N/A	N/A	1/07/2008	-0.1% p.a.
Cash	3.4%	3.8% p.a.	N/A	1/03/2001	5.0% p.a.

\*The composition of the Balance option was fundamentally different prior to 1 July 1988.

## Pension Members

2010 and long-term crediting rates for each investment option.

Investment Option	2009/2010 Crediting Rate	5 years	Date of Inception	Return since inception
Balanced (default)	12.8% p.a.	4.6% p.a.	1 July 2005	4.6% p.a.
Shares Plus	15.0% p.a.	3.4% p.a.	1 July 2005	3.4% p.a.
Conservative Balanced	11.5% p.a.	N/A	1 July 2008	0.0% p.a.
Cash	4.0% p.a.	4.3% p.a.	1 July 2005	4.3% p.a.

**Note:** 5 and 10 year rates are based on the crediting rates for similar investment options in the former Timber Industry Super Scheme up to 30 June 2008 and First Super since. 'N/A' indicates there were no similar investment options available 5 or 10 years ago. Rates are not guaranteed and may not be the same as those allocated to your account for reasons including the date you joined and the timing of contributions. Past performance is not a reliable indicator of future performance.

# Investing your money

First Super invests for the long term to generate earnings over time while limiting investment risk.

## Protection through diversification

First Super invests in a range of assets to spread investment risk. This approach has historically delivered strong returns over the longer term, and provided a buffer against losses by the worst performing asset classes.\*

## Risk and Return

You can choose a different investment option from the default (Balanced) by selecting one or more of First Super's other investment options. When you choose an investment option, you may like to keep the relationship between Investment risk and reward in mind. Generally:

- 'Growth' assets (e.g. shares, property) tend to go up and down in value over the short term, but also tend to outperform Defensive investments over the long term.\*
- 'Defensive' assets (e.g. cash, fixed interest) tend to fluctuate

in value less over the short term, but also tend to deliver lower returns over the longer term.\*

If you value security over the risk of seeking higher returns, then an investment option with more defensive assets may suit you. This may be a consideration for members approaching retirement. Other members close to retirement might continue to invest in growth assets because, for example, they intend to transfer their super to an Allocated Pension, giving them a longer investment time frame.

\* Past investment performance is not a reliable indicator of future investment performance.

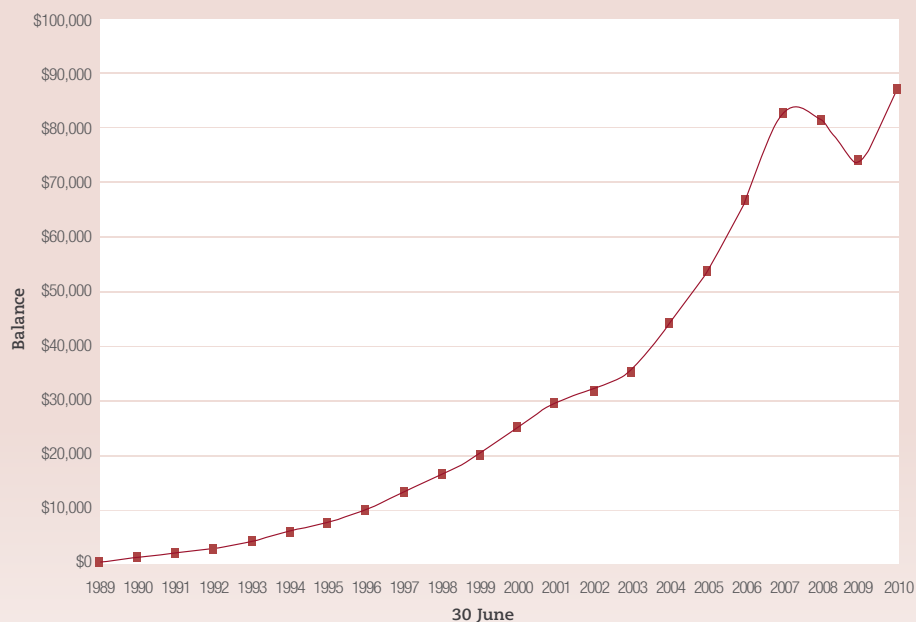
## Tax-effective long-term saving

The average annual return for First Super's accumulation default option, in which most accumulation members are invested, has been around 8.3% p.a. since 1989.

The graph below shows movements in the value of a hypothetical account opened on 1 July 1989 in the TISS Fund (now First Super), where the member earned Average Weekly Ordinary Time Earnings and compulsory superannuation contributions were made monthly. The graph assumes direct fees of \$1.35 per week, which is higher than the fees that would have been charged over the period. Investment earnings (positive or negative) are added at the rates actually paid by the default investment option.

Superannuation Guarantee did not commence until 1 July 1992, then built to 9% in 2002. Contributions shown in the graph before 1 July 1992 are 3% industrial award contributions.

Member since 1 July 1989: Earning at AWOTE and Contributing at SG Rates



While investment returns change over time and can be negative, the trend is for the investment account balance to increase at a fairly steady rate over the medium to long term. Even though past investment performance is not a reliable indicator of future investment performance, this graph illustrates the practical effect investment in the Balanced investment option is intended to produce over the long term.

# Investment options

First Super lets accumulation and pension members choose how their super is invested. You can choose to invest in one or a combination of the following four investment options:

- 1 Shares Plus
- 2 Balanced (default option)
- 3 Conservative Balanced
- 4 Cash

You also have the flexibility to change your investment choice, provided you have an account balance of at least \$1,000.

## Split to make up your own mix

You can split your super to make up your own mix in any percentage split across the four investment options that totals 100%. This flexibility enables you to tailor how your super is invested, to more closely fit your individual needs and attitude to risk.

## FOR EXAMPLE, YOU COULD CHOOSE TO SPLIT YOUR INVESTMENT:

50% in Balanced 50% in Shares Plus or

25% in Cash 75% in Conservative Balanced.

If you do not make a choice, your super money will be invested in the default Balanced option.

If you would like help making your investment choice, financial planning advice is available to First Super members. Call **1300 360 988** for more information or to arrange for a financial planner to contact you.

The investment options available to members are summarised below.

## Investment options

### Shares Plus

#### OBJECTIVES

- To achieve an investment return (after tax and investment expenses) that exceeds inflation, as measured by the Consumer Price Index, by at least 4.0% per annum over rolling seven-year periods;
- The chance of the rate credited to members falling below zero in any financial year being less than one in five; and
- To achieve an investment return (after tax and investment expenses) that exceeds the median of the SuperRatings Shares Plus (91–100) Option Survey over rolling five-year periods.

#### INVESTOR PROFILE

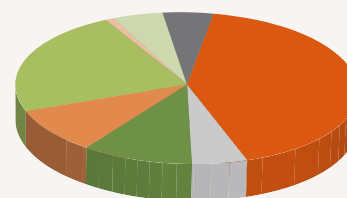
This investment option is likely to appeal to members with a long-term view of their superannuation savings and/or who are prepared to accept higher risk in the search for higher returns.

#### RISK PROFILE

The Shares Plus option is likely to provide a high degree of volatility and fluctuations in returns, and is at the high end of the risk/return range. The risk may increase by the nature of overseas investments, which means that this option is subject to the considerable extra risk of currency fluctuations and international events. Despite this, it is likely to outperform the other investment options offered over the long term (not less than five to seven years).

#### ASSET ALLOCATION

The target and actual asset allocation at 30 June 2010 was:



Asset	Actual Allocation
Australian shares	42.0%
Infrastructure	5.0%
International infrastructure	5.0%
International private equity	1.0%
International shares (Unhedged)	23.0%
International shares (Hedged)	9.0%
Property – direct	10.0%
Australian private equity	5.0%

## Investment options

### Balanced

#### OBJECTIVES

- To achieve an investment return (after tax and investment expenses) that exceeds inflation, as measured by the Consumer Price Index, by at least 3.5% per annum over rolling five-year periods;
- The chance of the rate credited to members falling below zero in any financial year being less than one in ten; and
- To achieve an investment return (after tax and investment expenses) that exceeds the median of the SuperRatings Default Option Survey over rolling five-year periods.

#### INVESTOR PROFILE

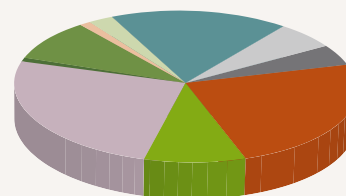
This investment option is likely to appeal to members seeking mid to long-term growth of their superannuation, along with diversification across asset classes.

#### RISK PROFILE

Designed to provide good growth over the mid to longer term while reducing risk through diversification. Likely to slightly underperform against the First Super Shares Plus Option over the long term.

#### ASSET ALLOCATION AND RANGES

The target asset allocation range and actual asset allocation at 30 June 2010 was:



Asset	Actual Allocation	Range
Australian shares	24.5%	18–35
Australian infrastructure	4.4%	0–10
Australian private equity	6.0%	0–10
International shares (unhedged)	17.5%	6–25
International shares (hedged)	0%	0–15
International infrastructure	2.5%	0–10
International private equity	1.2%	0–5
Property – direct	9.2%	0–20
Timber, Furniture & Pulp industries	0.1%	0–5
Australian Fixed Interest	25.4%	16–36
Cash	9.2%	0–10

### Conservative Balanced Option

#### OBJECTIVES

- To achieve an investment return (after tax and investment expenses) that exceeds inflation, as measured by increases in the Consumer Price Index, by at least 3.0% per annum over rolling five-year periods;
- The chance of the rate credited to members falling below zero in any financial year being less than one in fifteen; and
- To achieve an investment return (after tax and investment expenses) that exceeds the median of the SuperRatings Conservative Balanced (41–59) Option Survey over rolling five year periods.

#### INVESTOR PROFILE

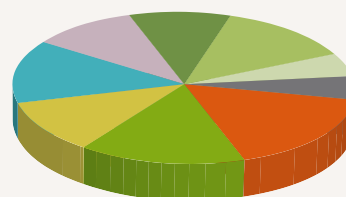
Members investing for the short to medium term who want a more secure option with less chance of fluctuations than the Shares Plus or Balanced options and/or members looking for lower risk options for their superannuation savings.

#### RISK PROFILE

Designed to provide more stable returns than the Shares Plus or Balanced options. It is at the lower end of the risk/return range and is likely to underperform against the Shares Plus and Balanced options over the medium to long term.

#### ASSET ALLOCATION

The target and actual asset allocation at 30 June 2010 was:



Asset	Actual Allocation
Australian shares	17.0%
Australian infrastructure	5.0%
International infrastructure	5.0%
International shares (unhedged)	13.0%
Property – direct	10.0%
Australian Fixed Interest	10.75%
High-quality credit	13.5%
International Fixed Interest (hedged)	10.75%
Cash	15.0%

## Investment options

### Cash

#### OBJECTIVES

- To achieve an investment return (after tax and investment expenses) that exceeds inflation, as measured by increases in the Consumer Price Index, by at least 1.0% per annum over rolling five-year periods;
- The chance of the rate credited to members falling below zero in any financial year being negligible; and
- To achieve an investment return (after tax and investment expenses) that exceeds the median of the SuperRatings Cash Option Survey over rolling five-year periods.

#### INVESTOR PROFILE

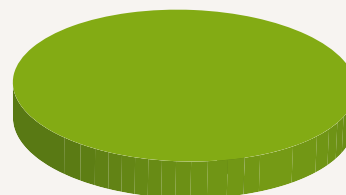
Members investing for the short term and/or those who want a secure option with a low chance of investment fluctuations. May be suitable for members intending to realise or reorganise their investments in the near future who want to avoid the possibility of a loss over that period.

#### RISK PROFILE

Designed to provide very stable returns at the lowest end of the risk/ return range. However, it is likely to underperform all other investment options offered over all but the shortest periods.

#### ASSET ALLOCATION

The target and actual asset allocation at 30 June 2010 was:



#### Asset

■ Cash

#### Actual Allocation

15.0%

Generally, investment options are managed with the aim of meeting the investment objectives. This means asset allocations can vary as the Trustee seeks to position each option to meet its investment objectives in changing investment markets.



# Investments held by the Fund

The following list shows the investment funds employed by First Super and the direct investments made as at 30 June 2010:

Australian Equities	
	\$000
BT Mandate	94,793*
Eley Griffiths	9,621
IFM AEQEI	69,664
INVESCO Small Cap	7,599
MBA Mandate	82,730*
Perpetual Mandate	87,543*
Renaissance	0
<b>Total Australian Equities</b>	<b>351,950</b>

Infrastructure	
	\$000
AMP SITES	8,418
IFM Australian Infrastructure	55,095
IFM International Infrastructure	28,562
Utilities Trust of Australia	7,872
<b>Total Infrastructure</b>	<b>99,947</b>

Australian Private Equity	
	\$000
Frontier	283
ING	2,034
ISH (Members Equity)	20,313
MAIT	908
MAIT III	23,535
MAIT IV	27,340
Quay 3	6,396
Quay 4	1,445
Super Benefits Administration	756
<b>Total Australian Private Equity</b>	<b>83,010</b>

International Equities	
	\$000
Acadian	75,976*
BlackRock Hedged	2,627
BlackRock Unhedged	36,352
Capital International Unhedged	86,202*
Deutsche	49,097
Transition Account (International Equity)	38
<b>Total International Equities</b>	<b>250,292</b>

International Private Equity	
	\$000
IFM IPE Fund I	5,867
Wilshire – G & H	7,693
Wilshire – J & K	3,586
<b>Total International Private Equity</b>	<b>17,146</b>

Fixed Interest	
	\$000
AFIF	23,178
BlackRock Aust Bond Index	93,428*
BlackRock Enhanced	2
BlackRock Global Bond Index	34,515
PIMCO (GBF)	77,587*
<b>Total Fixed Interest</b>	<b>228,710</b>

Property	
	\$000
AMP Core Property	30,982
AMP Property Income Fund	8,899
Dexus	34
FIRE 2	2,717
Fortius	5,558
ISPT Core	77,090*
ISPT No. 3	5,654
<b>Total Property</b>	<b>125,934</b>

Timber, Furniture & Pulp Industries	
	\$000
Forestry Investment	1,335
<b>Total Timber, Furniture &amp; Pulp Industries</b>	<b>1,335</b>

High Quality Credit	
	\$000
IFM ACOF	41,099
PIMCO AFF	66,745
<b>Total High Quality Credit</b>	<b>107,844</b>

Cash	
	\$000
CFS Wholesale Premium Cash	103,192*
Members Equity Cash	80,025*
<b>Total Cash</b>	<b>183,217</b>

\* This investment equalled 5% or more of the value of total investments at 30 June 2010.

# Investment performance and your account

Investment earnings (positive or negative) are calculated monthly for each investment option. After the end of the financial year (30 June), your account is adjusted, based on the accumulated monthly performance of each investment option after deducting tax and fees.

If you are paid a benefit during the year, an interim rate of earnings (positive or negative) will be applied to your entire account balance at the time you take your payment (this does not apply to regular pension payments). Interim rates are based on the declared monthly returns to the date of exit or change, plus the estimated investment returns for any part-month up to that date.

The long-term crediting rates of the Fund are shown in the tables below.

The Fund offered four investment options from 1 July 2008. Other than the Conservative Growth option, which was completely new, each of these was a continuation of a pre-existing investment option within the old Timber Industry Superannuation Scheme (TISS). Figures are shown as percentage return per annum.

Accumulation investment performance history is shown as performance per annum.

## Accumulation Division (% p.a.)

Option	1 Year	2 Years	3 Years	4 Years	5 Years	10 Years
Balanced (Default)	11.0%	-2.5%	-3.9%	0.9%	3.9%	5.1%
Shares Plus	13.9%	-4.4%	-8.3%	-1.8%	2.6%	N/A
Conservative Balanced	10.3%	-0.1%	N/A	N/A	N/A	N/A
Cash	3.4%	3.4%	3.7%	4.0%	3.8%	N/A

\*The composition of the Balance option was fundamentally different prior to 1 July 1988.

Past investment performance is not a reliable indicator of future investment performance. All investment returns, except for 1 & 2 years, were earned inside the former TISS fund.

## Pension Division (% p.a.)

Option	1 year	2 Years	3 Years	4 Years	5 Years
Balanced (Default)	12.8%	-2.5%	-3.6%	1.4%	4.6%
Shares Plus	15.0%	-5.0%	-8.0%	-1.2%	3.4%
Conservative Balanced	11.5%	0.0%	N/A	N/A	N/A
Cash	4.0%	4.0%	4.4%	4.6%	4.3%

Past investment performance is not a reliable indicator of future investment performance. All investment returns, except for 1 & 2 years, were earned inside the former TISS fund.

# Operations of the Fund

## The Trustee

The Trustee of First Super is First Super Pty Ltd (ABN 42 053 498 472 AFSL 223988, RSEL L0003049), which is responsible for ensuring that the Fund is managed in accordance with the Trust Deed and the relevant law. First Super is a regulated fund, required to be audited and to lodge an annual return with APRA each year. The Trustee holds professional indemnity insurance. At the date this report was issued, the Trustee had not incurred any penalties under s 38A of the *Superannuation Industry Supervision Act 1993*.

## The Board of Directors

At 30 June 2010, the Directors of First Super were:

### Member Representatives

Michael O'Connor (Co-Chair)  
Frank Vari  
Alex Millar  
Kevin Millie  
David Kirner

### Employer Representatives

Allan Stewart (Co-Chair)  
Mike Radda  
Lindsay Morling  
Martin Lewis  
Peter Bennett

### Independent Director

Bob Smith

On 30 March 2010, Jane Calvert (member representative) resigned as Director and was replaced by David Kirner. Jane made an outstanding contribution to the Fund and was thanked by the Board for her efforts on behalf of members.

The Trustee Board is currently made up of five Directors nominated by the CFMEU (Forestry and Furnishing Products Division), five nominated by employer associations and employers and one Independent Director. Directors are appointed by the Board after considering the qualifications and suitability of nominees.

## Committees

The Trustee has established subcommittees to deal with issues and make recommendations to the full Board.

## Service providers

First Super appoints professional advisers and service providers to assist in the day-to-day running of the Fund. These are appointed following a process of due diligence. At 30 June 2010, First Super used the following advisers and service providers:

<b>Administration:</b>	Super Benefits Administration Pty Ltd
<b>External Auditor:</b>	KPMG
<b>Internal Auditor:</b>	Ernst & Young
<b>Insurer:</b>	ING Life Ltd
<b>Investment Adviser:</b>	Frontier Investment Consulting Pty Ltd
<b>Master Custodian:</b>	National Australia Bank Ltd
<b>Tax Adviser:</b>	Ernst & Young
<b>Actuary:</b>	Mercer

Advisers and service providers may change from time to time.

From November 2010, ING Life Ltd will become known as OnePath. The amounts, terms and conditions of insurance will not be affected by this change.

Ernst & Young was previously the External Auditor, but was replaced by KPMG during the year.

During the year, Ernst & Young was appointed as the Internal Auditor.

## Reserves

Until June 2006, the Fund kept a portion of its investment earnings in a reserve account to be used in times of poor investment returns. Since then, a reserve has been maintained for administration and operational purposes only, such as paying costs and receiving investment income.

The value of the reserve at 30 June each year for the past 5 years is shown below:

Date	Reserve
30 June 2010	\$15,827,246
30 June 2009	\$ 6,748,812
30 June 2008	\$3,079,552
30 June 2007	\$3,434,088
30 June 2006	\$2,289,261

The reserve is invested in the Balanced investment option. In addition, the Fund holds liquid asset of not less than \$250,000, as a condition of its Licence issued by APRA.

# Directors' and Officers' Remuneration Report

The Directors of First Super Pty Ltd are paid for the work they do as Directors, though in some cases payment is made to a Director's employer to compensate it for time spent by the Director managing the business of the Trustee and Fund.

The level of fees paid is examined by the Remuneration Committee, which may seek independent advice from time to time. Based on information available, the Remuneration Committee is satisfied that the level of remuneration paid to Directors is reasonable.

Fees paid to Directors are paid in respect of:

- **Board Meeting Payments.** This covers preparation for and attendance at Board meetings. These payments include an allowance for travel and accommodation for those Directors required to travel interstate to attend meetings – i.e. Directors who have to travel interstate to attend a meeting are required to pay for their travel, accommodation and meal costs from the director's fees that they receive.
- **Subcommittee Meeting Payments.** This covers preparation for and attendance at subcommittee meetings. These payments include an allowance for travel and accommodation for those Directors required to travel interstate to attend meetings – i.e. Directors who have to travel interstate to attend a meeting are required to pay for their travel, accommodation and meal costs from the director's fees that they receive.
- **Workshop & Training Course Payments.** This covers Directors' participation in approved workshops and training courses. An additional payment is made to cover relevant expenses.
- **Conference Payments.** This covers Directors' participation in approved conferences. These payments include an allowance for travel and accommodation for those Directors required to travel interstate to attend conferences.
- **Extra Duties Payment.** From time to time, the Board may ask individual Directors to devote extra time or to undertake extra duties. Directors who undertake these tasks at the Board's direction may be paid a fee for doing so.

## Training and professional development

Directors are required to undertake an induction process leading up to and following their appointment. Directors are also required to maintain their skills and competencies by participating in industry programs, seminars, conferences, relevant presentations at Board and committee meetings and other training and professional development activities. Directors and officers are required to undertake a minimum of eight hours of professional development each year to maintain their skills and competencies, but are expected to complete not less than 15 hours.

## Reimbursement of expenses

Directors may also be reimbursed for expenses associated with undertaking their duties and attending to the business of the Trustee and Fund. As noted above, however, Directors must fund their travel and accommodation relating to attendance at Board and committee meetings and conferences from the fees paid to them for these events.

## Director & CEO Remuneration Table for the year ended 30 June 2010

Role	Fees
<b>Co-Chairs:</b>	
– Board Meetings – Intrastate	\$5,250/meeting
– Board Meetings – Interstate	\$6,350/meeting
– Committee Meetings – Intrastate	\$2,250/meeting
– Committee Meetings – Interstate	\$3,350/meeting
<b>Other Trustee Directors:</b>	
– Board Meetings – Intrastate	\$3,000/meeting
– Board Meetings – Interstate	\$4,100/meeting
– Committee Meetings – Intrastate	\$1,500/meeting
– Committee Meetings – Interstate	\$2,600/meeting
<b>Workshops/Training Courses:</b>	
– Intrastate	\$1,350/day
– Interstate	\$1,350/day (plus \$1,100 for expenses)
<b>Conferences</b>	\$1,100/day
<b>Reference Committees</b>	Reimbursement of expenses
<b>Company Secretary / CEO</b>	\$250,000 total salary package (plus reimbursement of approved business expenses)

## Directors' meetings attendance record for the year ended 30 June 2010

Director	Board meetings held	Board meetings attended	Committee meetings required	Committee meetings attended	Training & professional development hours
Michael O'Connor	5	5	17	16	40.5
Allan Stewart	5	5	17	17	52.5
Peter Bennett	5	4	6	6	22.75
Jane Calvert*	2	2	3	3	–
David Kirner <sup>#</sup>	3	2	3	3	14
Martin Lewis	5	5	11	11	20.5
Alex Millar	5	3	6	6	15.5
Kevin Millie	5	2	4	4	33.5
Lindsay Morling	5	5	12	12	25.5
Mike Radda	5	5	6	5	15.5
Bob Smith	5	4	8	8	18
Frank Vari	5	5	6	6	15.5

\* Resigned 30 March 2010  
<sup>#</sup> Appointed 30 March 2010

Directors' fees paid for the year ended 30 June 2010 (including GST where applicable):

Director	Amount \$	Payment made to:
Michael O'Connor	73,315	CFMEU-FFPD
Allan Stewart	101,200	Allan Stewart & Associates Pty Ltd
Peter Bennett	35,200	Peter Bennett
Jane Calvert*	9,900	CFMEU-FFPD
David Kirner#	20,020	CFMEU-FFPD
Martin Lewis	52,800	Martin Lewis
Alex Millar	18,150	CFMEU-FFPD
Kevin Millie	25,300	CFMEU-FFPD
Lindsay Morling	53,900	Lindsay Morling
Mike Radda	33,220	UCI Projects Pty Ltd
Bob Smith	47,850	Bob Smith
Frank Vari	28,380	CFMEU-FFPD

\* Resigned 30 March 2010  
 # Appointed 30 March 2010

# Financial Information

## Abridged Financial Statements for the 2009–2010 financial year

The audit of the financial statements is complete, and a clear audit opinion has been received. Copies of the audited financial statements, Actuarial Report, Trust Deed or any other prescribed documentation are available upon request.

Statement of Financial Position as at 30 June 2010	30 June 2010 (\$)	30 June 2009 (\$)
<b>Assets</b>		
Investments	1,471,226,243	1,268,476,391
Other assets	24,973,890	32,260,818
<b>Total assets</b>	<b>1,496,200,133</b>	<b>1,300,737,209</b>
<b>Liabilities</b>		
Trade and other payables	(3,804,937)	(3,374,530)
Benefits payable	(101,588)	(2,498,486)
Current tax liabilities	(4,708,926)	(2,645,279)
<b>Total liabilities</b>	<b>(8,615,451)</b>	<b>(8,518,295)</b>
<b>Net assets</b>	<b>1,487,584,682</b>	<b>1,292,218,914</b>
<b>Represented by liability for accrued benefits</b>		
Members' funds	1,471,507,436	1,285,220,102
Reserves	16,077,246	6,998,812
<b>Liability for accrued benefits</b>	<b>1,487,584,682</b>	<b>1,292,218,914</b>

Operating Statement For the period ended 30 June 2010	30 June 2010 (\$)	30 June 2009 (\$)
Revenue from investments	148,176,844	(220,817,771)
Revenue from contributions	155,406,803	155,641,462
Other revenue	8,963,900	6,735,777
<b>Total revenue</b>	<b>312,547,547</b>	<b>(58,440,532)</b>
Total expenditure	(18,461,164)	(18,901,792)
<b>Benefits accrued before tax</b>	<b>294,086,383</b>	<b>(77,342,324)</b>
Tax expense	(19,808,525)	11,088,188
<b>Benefits accrued after tax</b>	<b>274,277,858</b>	<b>(66,254,136)</b>

# Changes to super

## Government changes

The government made and proposed a number of changes to superannuation during the year. While some of these may be in doubt following the 2010 Federal election, the key changes announced that affect First Super members were:

### 1. PERMANENT REDUCTION IN SUPER CO-CONTRIBUTION RATE

The co-contribution rate was to have increased in future years back to the previous level of 150%, but will now stay at 100% of eligible contributions made up to a maximum contribution of \$1,000.

Also, the Government will not index the income threshold above which the co-contribution begins to reduce for 2010/11 and 2011/12. This means the threshold for the full co-contribution will stay at \$31,920 and the point where the co-contribution becomes zero will stay at \$61,920 for the next two years. This is a disincentive for lower and medium income earners to save for retirement. Despite this, super remains an attractive savings vehicle.

### 2. PROGRESSIVE INCREASE IN SG RATE TO 12%

The government has proposed raising the Superannuation Guarantee rate gradually from 9% to 12% between 1 July 2013 and 1 July 2014. The proposed rate of increase is shown below.

Financial year	Contribution rate (%)
2009 to 2013	9%
2013/14	9.25%
2014/15	9.5%
2015/16	10%
2016/17	10.5%
2017/18	11%
2018/19	11.5%
2019/20	12%

While legislation had not been passed when this report was published, if it proceeds this will be a welcome boost to the retirement savings of many members. However, members making salary sacrifice or concessional contributions will need to take care not to breach the concessional contribution caps after 1 July 2013.

### 3. SUPERANNUATION GUARANTEE AGE LIMIT INCREASE FROM 70 TO 75

The government has proposed raising the maximum age at which superannuation guarantee contributions must be paid for employees from 70 to 75 from 1 July 2013. This will only affect a small number of people if enacted, but should simplify administration

for employers, since the age limit for voluntary and self-employed contributions is now the same as for superannuation guarantee contributions. Unfortunately, people will still only make contributions for their spouse until age 70.

### 4. THE CONCESSIONAL CONTRIBUTIONS CAP FOR MEMBERS AGED 50 AND OVER STAYS AT \$50,000 P.A. FOR THOSE WITH BALANCES UNDER \$500,000

Concessional contributions are contributions that receive favourable tax treatment when paid to a regulated super fund. This includes employer contributions and salary sacrifice contributions.

The concessional contributions cap for people aged 50 or more will reduce to \$25,000 from 1 July 2012, except for people with less than \$500,000 (indexed) in their super accounts. The concessional contributions cap will stay at \$50,000 for these people.

This will assist members who use salary sacrifice and the First Super transition to retirement pension to increase their super and reduce tax as they approach retirement.

### 5. GOVERNMENT SUPER CONTRIBUTIONS TAX REBATE FOR LOW INCOME EARNERS

The Government will make a super contribution of up to 15% of the concessional contributions made by or for individuals on adjusted taxable incomes of up to \$37,000 (not indexed), subject to a maximum limit of \$500 (not indexed).

This will commence from 1 July 2012 and will be paid into the member's super account in the 2013/14 financial year.

Generally, this means that members with an income of \$37,000 or less will, in effect, pay no contributions tax. For example, a member with an income of \$35,000 should receive superannuation guarantee contributions of \$3,150, resulting in a net contribution of \$2,677.50 into their First Super account. The rebate will boost the client's super by \$472.50 in the following financial year, increasing the total contribution to \$3,150.

This may encourage low income earners to salary sacrifice, but will certainly help lift their super fund balance.

### 6. PROPOSED FUTURE CHANGES

During the year, the government held a number of reviews of superannuation and taxation that may affect how the superannuation system operates in future. While it is not clear whether the recommendations will become law, none appear likely to have a negative effect on First Super members.



## Changes made by the Trustee

During the 2009–2010 financial year, the Trustee concentrated on improving existing processes, and made no new material changes to the Fund that affect the rights or benefits of any members.

Those material changes that did occur during the year, such as successful amendments to the new investment strategy, were disclosed in the 2008–2009 Annual Report and the 2009 Product Disclosure Statement. Please contact us if you would like more information.

The Trustee intends to implement a number of further improvements during the 2010–2011 financial year which include:

- Allowing members to switch investment options weekly;
- Changing the service provider that provides crediting rate calculations to National Australia Bank to ensure they can be calculated more quickly; and
- Implementation of a greatly improved website to make it easier for members and employers to find the information that's important to them.

The timing of these improvements will be finalised once the Trustee has implemented a number of technical changes required to ensure smooth implementation. Final implementation will be announced on the website.

# Benefits

## Benefits paid by the First Super Accumulation Division

### Withdrawal Benefit

When you leave the Fund, we will pay a Withdrawal Benefit, which is the balance of your Member Account. You do not have to take a Withdrawal Benefit if you leave your current employer; you can keep your money in the Fund. In most cases, you can also choose to have future super contributions from different employers made to your First Super account.

### Retirement Benefit

When permitted by law, you can receive a Retirement Benefit. Your Retirement Benefit can be taken as multiple drawdowns. You may be able to draw on your Retirement Benefit if you are aged 55 or over and still working, by using a Transition to Retirement strategy. Otherwise, to begin drawing your Retirement Benefit, you must generally reach:

- your preservation age (currently age 55), and permanently retire from the workforce;
- age 60 and cease gainful employment with an employer; or
- age 65.

### Death Benefit

If you die while you are a member of First Super, your account balance will be paid as a lump sum. In addition, any insured Death Benefit may also become payable, provided the Fund's insurer accepts a claim for payment. Who will receive your death benefit when you die depends on the law and what you ask us to do. You have two available options:

- (i) Do nothing, in which case the law requires the Trustee to pay your benefit to your dependants or estate or, if neither exists, to another person; or
- (ii) Complete a Non-binding Nomination of Beneficiary form.

A Non-binding Nomination of Beneficiary form allows you to nominate your preferred beneficiary or beneficiaries. The Trustee will take this into account when making a payment, but will ultimately decide who should receive your Death Benefit according to the law. Payment will usually be made to one or more of your dependants or your legal personal representative.

Under superannuation law, a dependant is generally a child, a spouse or a person with whom you have an interdependency relationship. Two people may have an interdependency relationship if:

- they have a close personal relationship;
- they live together;
- one or each of them provides the other with financial support; and/or
- one or each of them provides the other with domestic support and personal care.

An interdependency relationship may also exist where there is a close personal relationship between two people who do not satisfy other criteria because either or both of them suffer from a physical, intellectual or psychiatric disability. Examples of interdependency relationships may include:

- same-sex couples who reside together and are interdependent;
- siblings who reside together; or
- an adult child who resides with and cares for an elderly parent.

### Terminal Illness Benefit

If you are diagnosed as having a Terminal Illness whilst you are a member of the Fund, an amount equivalent to your Death Benefit may become payable while you are still alive, provided that the insurer accepts your claim for payment.

### Total & Permanent Disablement Benefit

If you become totally and permanently disabled (TPD), the balance of your First Super account may become payable. In addition, any insured TBD Benefit may also become payable if the Insurer accepts your claim for payment.

### Income Protection Benefit

Income Protection Benefits are available to members who decide to apply for cover and whose claims are accepted by First Super's insurer. Generally, this insurance provides a benefit of up to 75% of your salary if you are unable to work due to temporary illness or injury.

## Financial Hardship & Compassionate Benefits

The criteria set by the Government for payment of these benefits is summarised below.

**To be eligible for a Financial Hardship Benefit, you must have:**

- Been in receipt of a specified Commonwealth income support payment (e.g. Newstart Allowance) for a continuous period of 26 weeks and be unable to meet immediate family living expenses; or
- Reached your superannuation preservation age; and
- Received Commonwealth income support payments for a cumulative period of 39 weeks after reaching preservation age and not been gainfully employed on a full-time, or part-time, basis on the date of the application.

Applications may be lodged with the Trustee and will be assessed according to the relevant law. Approval is not automatic.

**Applications for a Compassionate Benefit may be submitted to the Australian Prudential Regulation Authority (APRA) and must relate to paying or meeting an expense of:**

- treatment and transport for you or a dependant concerning life-threatening illness or injury, acute or chronic pain, or acute or chronic mental disturbance;
- modifying your home or motor vehicle if you or a dependant has a severe disability;
- palliative care for you or a dependant, or the death, funeral or burial expenses of a dependant;
- mortgage payments to prevent your lender selling your home; or
- similar grounds.

To apply for a Compassionate Benefit, please contact the Australian Prudential Regulatory Authority at [www.apra.gov.au](http://www.apra.gov.au).

## Insurance issued in error

Insurance cover issued in error is invalid. If you have been allocated any insurance cover by First Super and it is subsequently discovered you were ineligible to receive it for any reason, all premiums paid will be refunded to your account along with an allowance for any investment earnings lost.

# Benefits paid by the First Super Allocated Pension Division

## First Super offers two allocated pensions:

- An Allocated Pension, and
- A Transition to Retirement Allocated Pension.

## The Allocated Pension

An Allocated Pension lets you convert your superannuation into regular income in retirement. You can choose the number of payments you wish to receive and their frequency, which can be monthly, quarterly, half-yearly or yearly.

You can also draw down lump sums when it suits you. The minimum lump sum withdrawal is \$1,000 – and a lump sum withdrawal cannot occur until you have received at least one regular income payment. This is a legal requirement that cannot be waived.

The government has made rules about the amount you can draw down in a year, and these are summarised below under the heading 'Government Limits on Payments'.

## The Transition to Retirement Allocated Pension

The Transition to Retirement Allocated Pension can give you a tax-effective income stream while you're still working, but there are restrictions on the amount you can withdraw. These are explained below.

If you are 55 years of age or older, a Transition to Retirement Pension can help you ease your way into retirement without sacrificing your standard of living.

Depending on your circumstances, it may help you to:

- **Reduce your working hours.** If you want to cut back your hours of work, you can replace any income lost by drawing regular payments from your Transition to Retirement Pension.
- **Increase your retirement savings.** By making extra contributions to your super account via a salary sacrifice arrangement, you may increase your retirement savings.
- **Pay less tax.** If you are between 55 and 60 years of age, your Allocated Pension payments will be subject to tax. However, some of your payments

may be tax-free and you'll receive a 15% tax offset on any taxable proportion. Once you reach age 60, all of your Transition to Retirement Pension payments will become tax-free.

When you permanently retire, your Transition to Retirement Pension will convert to an Allocated Pension – but if you decide before then that you want to stop your Transition to Retirement Pension you can roll the balance of your account back into your First Super Accumulation Account.

Call us on 1300 360 988 or visit [www.firstsuper.com.au](http://www.firstsuper.com.au) to download a copy of the First Super Allocated Pension PDS.

## Government limits on payments

**Minimum annual payment:** For both Allocated Pensions Payments, at least one payment of a minimum amount must be made at least once a year. The minimum amount is a percentage of account balance by the age shown below.

Age	Annual percentage of account balance
55–64	4
65–74	5
75–84	6
85–94	10
95+	14

**But:** the Government has announced a temporary 50% reduction in the minimum drawdown amount that members must take. This arrangement may change again without notice.

**Example:** If you are aged 74 and have \$100,000 in your account, the minimum payment you must normally take out over a year is \$5,000. However, with the temporary Government relief, you only need to take out \$2,500 if you wished.

**Maximum payment:** For the Transition to Retirement Pension, the maximum that can be withdrawn in any year equals 10% of your account balance at the start of each year. This means that if you have \$100,000 in your account, you can withdraw a maximum of \$10,000 over the year. There is no limit on the maximum withdrawal amount for Allocated Pensioners.

# Other important information

## Value of your member account

The value of each First Super member's investment is recorded in your member account. Except for the Income Protection Benefit, benefits paid out by the Fund are paid from or include the balance of your member account. The balance of your member account equals:

- the total contributions and transfers paid in,
- less tax, fees and charges, insurance premiums and any previous withdrawals or transfers out of the account
- plus investment gains or losses. Investment earnings (negative or positive) are calculated monthly and applied to your account when you leave the Fund, make a partial withdrawal or on 30 June or each year. All investment earnings are declared after deduction of investment tax, fees and costs.

## How to claim a benefit

Please contact us if you would like to claim a benefit or to enquire about setting up an Allocated Pension.

Accumulation Division members should note that the Government has placed restrictions on when you can claim superannuation benefits. In general, access depends upon the 'preservation' classification that applies. There are three classes of preservation:

- (1) **Unrestricted non-preserved benefits:** These are benefits that are generally rolled over from another superannuation fund, but could have been cashed previously; they can be paid to you at any time.
- (2) **Restricted non-preserved benefits:** These benefits are not preserved, but they cannot be cashed until you leave service with your current employer or are otherwise eligible.
- (3) **Preserved benefits:** All contributions and earnings paid or accruing from 01 July 1999 are preserved in the superannuation system until an approved benefit can be paid, (for example, through retirement, death, disability or commencement of an Allocated Pension).

Preservation of benefits is complex, and the Government may change the rules from time to time. You can contact the First Super Trustee for up-to-date information.

## Payment restrictions

The Fund is subject to a range of legislation, some of which means that benefit payments cannot be made to any person unless that person provides sufficient identification material to comply with the *Anti Money Laundering and Counter Terrorism Financing Act 2006* (Cth).

## Insurance

Accidents do happen. People get sick. First Super's insurance can help you to minimise the financial impact on you and your family. You can get the death, disability (TPD) and income protection insurance cover you need without the hassle or cost of doing it yourself.

## Types of cover

**Death:** is a lump sum benefit paid if you die or are diagnosed with a terminal illness. This money can help pay for your funeral, cover your debts and provide for your dependants.

**TPD:** is a lump sum benefit paid if you suffer a total and permanent disability. The money can help cover the long-term costs of a disability, including medical treatment, ongoing care and modifications to your home.

**Income Protection:** is a monthly benefit that replaces up to 85% of your income if you can't work because of sickness or injury. These payments can help you pay your day-to-day expenses.

## How much does it cost?

Premiums for these insurance packages are paid out of your super account. Premiums depend on factors including age, gender and the level of risk in your occupation. At the date this report was published, premiums for Death and TPD insurance started at as little as \$1.17 per week per unit of cover.

You can find out how much insurance you currently have, and how much it costs, by checking your annual super statement or by calling First Super on 1300 360 988.

You can also apply to increase your cover up to \$2 million.

Please see the PDS for information on default insurance and for the terms and conditions that apply to insurance.

## TRUST DEED CHANGES

The Trust Deed contains the rules of the Fund. During the year, the Trustee made no changes to the Trust Deed, but did begin a review of its contents. The Trustee may make some changes as a result of this review, but no amendments will be made that have an adverse affect on the value of member benefits. Information on any proposed changes will be made available through our website.

## DERIVATIVES

First Super and external investment managers may use derivative investments to help manage risk and for other defensive purposes. Derivative investments are not used for speculative investing. Where derivative investments are used, the Trustee considers the associated risks and controls that are in place by monitoring the managers' Risk Management Statement and preparing its own.

## SOCIALLY RESPONSIBLE INVESTING

Labour standards and environmental, social or ethical considerations may be taken into account in the selection, retention or realisation of investments.

## SUPERANNUATION SURCHARGE

The superannuation surcharge payable by high income earners on contributions and termination payments made on or after 1 July 2005 has been abolished. However, the ATO continues to send assessments relating to prior years. Should First Super receive such an assessment, we will deduct the charge directly from your account.

## PROTECTING YOUR BENEFIT

Commonwealth Government regulations protect the benefits of members with superannuation account balances of less than \$1,000. Normally, fees for small account holders may not exceed the amount of earnings credited to your account. But in times of a negative investment return, the amount charged may be up to \$10 in direct fees. This ensures that your investment is usually protected and does not get eroded by fees and charges. Tax and insurance premiums will, however, continue to be deducted from your account, regardless of your balance, until it reaches zero.

## PRIVACY

First Super has arrangements in place to protect the privacy of members' personal information, which will only be shared with other organisations for the purpose of administering your account or as otherwise authorised by you. A copy of our Privacy Policy is available on request.

## ELIGIBLE ROLLOVER FUND (ERF)

In accordance with superannuation legislation, First Super has nominated an Eligible Rollover Fund (ERF) to receive the accounts of lost members or members with small, inactive accounts. Our nominated ERF is Australia's Unclaimed Super Fund (AUSfund).

The Government has provided for lost and inactive members with an account balance of \$200 or less to be transferred to the ATO instead of an ERF. However, being transferred to AUSFund or the ATO may affect your benefits in other ways because:

- You will cease to be a member of First Super; and
- Any insurance cover you had with First Super will cease.

Neither AUSfund nor the ATO offers insured benefits in the event of death or disability and may have a different investment strategy to First Super. If your benefit is transferred to AUSfund or the ATO, you will become subject to the governing rules the operations of either AUSfund or the ATO.

If First Super can provide AUSfund with current contact details, it will send you its current Product Disclosure Statement (PDS). You can also ask AUSfund for a copy of its PDS.

If First Super is required to transfer your account to the ATO, the ATO should make efforts to contact you. Both AUSfund and the ATO will generally protect accounts from erosion due to any administration levy or fees.

You can contact AUSFund at:

AUSfund Administration  
PO Box 2468  
Kent Town SA 5071

T: 1300 361 798 (for the cost of a local call)

F: 1300 366 233 (for the cost of a local call)

E: [admin@AUSfund.net.au](mailto:admin@AUSfund.net.au)

W: [www.unclaimedsuper.com.au](http://www.unclaimedsuper.com.au)

You can contact the ATO by calling 13 10 20 or visiting [www.ato.gov.au](http://www.ato.gov.au)

## COMPLAINTS

The Trustee has established a procedure to deal fairly with member complaints. All complaints will be handled in a courteous and confidential manner, and will be properly considered and dealt with within 90 days. If you believe you have a complaint, please write to:

Superannuation Complaints Officer  
c/o First Super  
PO Box 666  
Carlton South VIC 3053

Once the Trustee has investigated your complaint, you will receive a written reply explaining the Trustee's decision. If you are not satisfied with this decision, you may choose to take your complaint to the Superannuation Complaints Tribunal (SCT).

The SCT is an independent body established by the Commonwealth Government to review certain types of Trustee decisions. If the SCT accepts your complaint, it will attempt to resolve the matter through conciliation, which involves assisting you and the Fund to reach a mutual agreement.

If conciliation is unsuccessful, the SCT will make a determination, which is binding. Time limits apply to making certain complaints, particularly in relation to Death & Total and Permanent Disablement benefits, so you should approach the SCT promptly if you are dissatisfied with the decision of the Trustee.

If you wish to find out whether the Tribunal can handle your complaint and the type of information you would need to provide, you can contact the SCT at:

Locked Bag 3060, GPO Melbourne VIC 3001  
T: 1300 884 114  
F: 03 8635 5588  
E: [info@sct.gov.au](mailto:info@sct.gov.au)  
W: [www.sct.gov.au](http://www.sct.gov.au)

If your complaint is outside the jurisdiction of the SCT, you might be able to take it to the Financial Ombudsman Service (FOS). FOS can be contacted at:

Financial Ombudsman Service (FOS)  
GPO Box 3  
Melbourne VIC 3001  
T: 1300 780 808  
W: [www.fos.org.au](http://www.fos.org.au)

This service is provided to you free of charge.

## PROVIDING YOUR TAX FILE NUMBER (TFN)

Under the Superannuation Industry (Supervision) Act 1993, your superannuation fund is authorised to collect your TFN, which will only be used for lawful purposes. These purposes may change in the future as a result of legislative change.

The trustee of your superannuation fund may disclose your TFN to another superannuation provider, when your benefits are being transferred, unless you request the trustee of your superannuation fund in writing that your TFN not be disclosed to any other superannuation provider.

It is not an offence not to quote your TFN. However giving your TFN to your superannuation fund will have the following advantages (which may not otherwise apply):

- (i) your superannuation fund will be able to accept all types of contributions to your account/s;
- (ii) the tax on contributions to your superannuation account/s will not increase;
- (iii) other than the tax that may ordinarily apply, no additional tax will be deducted when you start drawing down your superannuation benefits; and
- (iv) it will make it much easier to trace different superannuation accounts in your name so that you receive all your superannuation benefits when you retire.

You may provide your TFN orally or in writing (including electronically). Your annual Member Benefit Statement shows whether you have supplied your TFN. If you have not supplied us with your TFN but would like to do so, please contact us on 1300 360 988.

# Need more information?

For information or assistance regarding your super account, contact us:

Call: **1300 360 988**

Web: [www.firstsuper.com.au](http://www.firstsuper.com.au)

E-mail: [mail@firstsuper.com.au](mailto:mail@firstsuper.com.au)

Fax: 1300 362 899

Address: Level 3, 200 Arden St  
North Melbourne, Vic 3051

## TALK TO SOMEONE WHO KNOWS

First Super's Coordinators are available to help with more complicated issues. They can speak with you over the phone or visit your workplace. First Super's Financial Planner is also available to discuss the financial planning services available to you.

We will provide you with any information you reasonably require to understand your benefit. This includes, but is not limited to:

- benefit quotes,
- the trust deed,
- audited accounts,
- insurance policies,
- product disclosure statements and
- the Risk management Plan.

You can also obtain a printed copy of this annual report or the PDS at no charge by contacting us.

## NEED HELP TO GET YOUR FINANCES ON TRACK?

A financial planner can help you to:

- better manage your money
- sort out your super
- achieve your financial goals (such as reduce debt, increase savings)
- identify your insurance needs, to help protect you and your family
- access your super when you turn 55
- make the most of a redundancy payout
- plan for your retirement and access government benefits.

Our financial planners receive no commissions for signing you up to a particular product or service; they work on a fee-for-service basis, so you'll know what it's going to cost you up-front.

Your initial consultation is free and First Super members who are 50 years of age or older get a \$250 flat-fee financial planning service. Call 1300 360 988 to speak to our Financial Planner.\*

\* Financial planning is supplied by Industry Fund Financial Planning (IFFP). IFFP is a division of Industry Fund Services Pty Ltd – ABN 54 007 016 195, AFSL 232514. Complex plans may incur a higher fee. Offer current at October 2010 but may be varied or withdrawn at any time.