

# Annual Report

## Goldman Sachs JBWere Superannuation Fund

For the year ended 30 June 2007

Issued by BEST Superannuation Pty Ltd

ABN 57 070 732 008, RSE Licence Number L0001939

as trustee of the Goldman Sachs JBWere Superannuation Fund

ABN 55 697 537 183, Registration Number R1005271.

Look inside to see:  
how your super is performing  
where your super is invested  
how your Fund works  
super news  
what to do if you leave

## From the trustee – the year in review

Welcome to the Annual Report to members of the Goldman Sachs JBWere Superannuation Fund (the Fund) for the year ended 30 June 2007.

In this report we provide details of the progress of the Fund and developments in superannuation generally. Highlights for the year were:

- Another year of good returns for our members with double-digit returns for the fourth year in a row. The effective crediting rate over the year was 18.1% p.a. and Fund assets grew from \$211m to \$256m over the year.

- Goldman Sachs JBWere continues to meet the Fund's administrative costs for all employees of the company. The costs of the Fund are low by industry standards.

According to a November 2006 ASIC report on superannuation fees and costs, and assuming an account balance of \$50,000 and an annual contribution of \$5,000, the average cost was about \$800 for a retail master trust and about \$480 for an industry fund. For this Fund, the cost would be \$195 whilst an employee of the company.

Refer to page 7 for more details.

- The Government's "Better Super" (previously called "Simpler Super") changes took effect from 1 July 2007. This was good news for members of all superannuation funds. Details of the changes were provided in the Fund's June 2007 Newsletter.
- During the year the trustee completed a review of the Fund's death and disablement insurance arrangements. Following this review AIG Life was appointed to succeed AXA as the Fund's insurer as from 1 July 2007. The new premiums applicable through AIG are the same as or less than the AXA premiums that applied to 30 June 2007. Changes are also being made to the Salary Continuance benefit (covering temporary disablement income benefits for members with this cover) from 1 October 2007. The June 2007 Insurance leaflet has the details and a letter was sent in September to those members who have Salary Continuance benefits.
- As a result of reviewing its investment policy in relation to environmental, social and corporate governance issues, the trustee has become a signatory to the UN Principles for Responsible Investment (refer to page 3 for more details).

All of these activities and highlights are covered in greater detail in this Annual Report. Your Member Statement - 30 June 2007 is also enclosed and sets out the value of your superannuation at this date.

The Fund's website at [www.superfacts.com](http://www.superfacts.com) allows you to get up-to-date information about superannuation generally and about your Fund and your own benefits specifically. General information on superannuation is also available when you enter the website. To access specific Fund information and details of your own benefits you need to have the contact details already provided to you (Fund number, member number and PIN). If you have misplaced these ring the Helpline.

While some people see superannuation as complicated and hard to understand, we have made a significant investment through the Fund website to help members build up a better knowledge about superannuation. Have a look on the website to see for yourself. I wish to thank my fellow trustee directors, members of the investment committee and the trustee company secretary (Lisa Gay) for their significant contribution to the operation of the Fund.

The trustee and Goldman Sachs JBWere are pleased with the progress of the Fund over the past year and of the benefits it provides to members. If you have any questions about your superannuation, please call the Helpline on 1800 025 026 or write to the Fund Secretary (see page 12 for contact details).

**Angela Manning**

Chairman

BEST Superannuation Pty Ltd

On behalf of the trustee of the Goldman Sachs JBWere Superannuation Fund  
October 2007



## Better Super

Key aspects of the Government's "Better Super" changes to superannuation that took effect mainly from 1 July 2007 include:

- Benefits (lump sum or pension) are tax free if received after age 60.
- A pension starting before 1 July 2007 or before age 60 becomes tax free on the later of 1 July 2007 or age 60.
- Benefits paid out before age 60 are subject to the same treatment as per arrangements in place prior to 1 July 2007 (with minor changes).
- Reasonable Benefits Limits abolished.
- Revised controls on contribution levels.

Refer to the "Super news" section in this Annual Report and the Fund's June 2007 Newsletter sent to members but also located on the Fund website for more details.

## Credited interest rates

For the accounts of members with accumulation benefits and designated accounts for defined benefit members, interest is credited each year at 30 June (or at the time the member leaves the Fund if during the year). To do this, monthly crediting rates are set reflecting the actual monthly investment return. The monthly rates are applied to account balances and contributions. Rates over the year were:

2006		2007	
July	-0.73%	January	2.37%
August	1.36%	February	0.30%
September	0.46%	March	2.62%
October	3.33%	April	1.79%
November	0.85%	May	2.00%
December	2.21%	June	0.27%

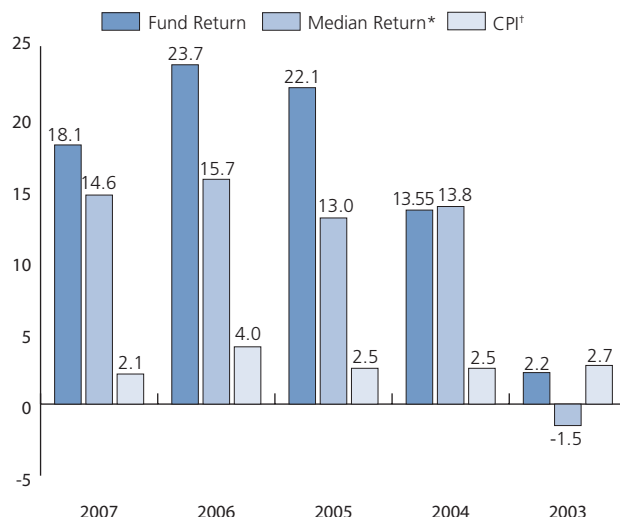
**For the year ended 30 June 2007 the effective crediting rate was 18.1% p.a.**

Note that during the year and for any month or period for which a crediting rate is not available interim interest crediting rates are used to pay benefits.

## Compare the performance of the Fund's assets

### Compare your Fund's performance

The graph on this page shows the Fund return, which is net of investment expenses and investment tax paid by the Fund over the past five years. This is compared with the Fund's investment objective of exceeding the median investment return of funds with similar asset allocation (using the Mercer Pooled Fund Survey of Balanced Funds for this purpose) as well as increases in the cost of living (as measured by the Consumer Price Index, CPI).



Please note that past performance is not a guide to future performance.

\* Source: Mercer Pooled Fund Survey of Balanced Funds published by Mercer

† Source: Australian Bureau of Statistics

## Summary of Returns

Annual effective rate of net earnings for 2007 (the actual rate of return net of tax and investment expenses)	18.1% p.a.
Compound average effective rate of net earnings (over the most recent five-year period)	15.7% p.a.
Credited interest rate for the year to 30 June 2007	18.1% p.a.
Inflation rate for the year to 30 June 2007 (increase in CPI)	2.1% p.a.

For an explanation of the reasons behind this year's investment returns, please turn to page 4.

## Defined Benefits

The benefit for defined benefit members on retirement is based on a calculation that takes account of years of membership and salary close to retirement. Defined benefits are not affected by how investments perform. Defined benefit members often have additional accounts and this part of the member's benefit is affected by investment returns as are the benefits of accumulation members.

### Benefits of your Fund

- Well above average investment returns for members (18.1% return earned in 2006/2007)
- Flexible insurance options
- Goldman Sachs JBWere continues to pay the Fund administration fees for employees (and their spouses)
- Full range of member services

# Where your super is invested

## Your Fund has guidelines for investing

The trustee has an investment policy that sets investment strategy and objectives covering how and where the Fund's assets will be invested. While having an objective and strategy are required by law, having a strategy also helps ensure that your Fund maximises investment returns while maintaining an acceptable level of risk. Please note that the objectives are not a forecast or guarantee of future performance. The investment policy also covers other related matters, such as appointment of investment managers and guidelines for investments in futures and options.

The trustee regularly monitors the Fund's performance against its objectives and strategy, and changes are made to guidelines and settings where necessary.

## Your Fund's investment objective

The Fund's investment objective is to achieve a rate of return that is equal to or above the average return of balanced superannuation funds (as measured by the Mercer Pooled Fund Survey of Balanced Funds) over rolling five-year periods.

## Your Fund's investment strategies

- maintain an asset profile that seeks to maximise long term returns by investing in a high proportion of growth assets
- to provide an above average rate of return while maintaining an acceptable degree of security
- spread Fund assets across a range of investments as follows:

Asset Class	Ranges	Neutral Position
Australian Shares	30-75%	62.5%
Overseas Shares	0-20%	15.0%
Property	0-10%	5.0%
Australian Fixed Interest	0-40%	7.5%
Cash	3-30%	7.5%
Alternative Assets	0-5%	2.5%

## Principles for Responsible Investment

The trustee recently reviewed its investment policy in relation to environmental, social and corporate governance (ESG) issues. From this review the trustee applied in September 2007 to be a signatory to the UN Principles for Responsible Investment (PRI).

## What does this mean?

The trustee has a duty to act in the best long-term interests of the Fund members and beneficiaries. In this fiduciary role, the Directors believe that ESG issues can affect the performance of investment portfolios (to varying degrees across companies, sectors, regions, asset classes and through time). Where consistent with the trustee's investment policy and fiduciary responsibilities, the Directors have committed to implement the PRI.

Worldwide, many superannuation funds, investment managers and other investment professionals have become signatories. We believe that our Fund is the first corporate super fund in Australia to become a signatory to the PRI.

## What are the PRI?

- Incorporate ESG issues into investment analysis and decision-making processes.
- Be active owners and incorporate ESG issues into our ownership policies and practices.
- Seek appropriate disclosure on ESG issues by the entities in which we invest.
- Promote acceptance and implementation of the PRI within the investment industry.
- Work together to enhance our effectiveness in implementing the PRI.
- Report on our activities and progress towards implementing the PRI.

The trustee will progressively incorporate the PRI into its investment management and we will report to you periodically on our progress.

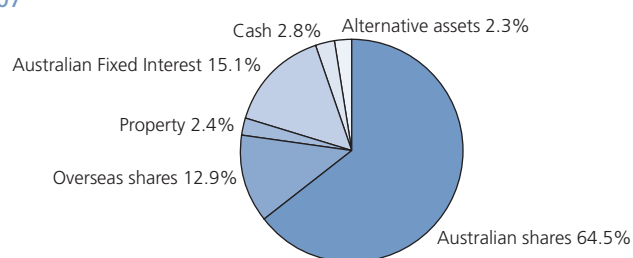
If you would like more information about the PRI, you should visit [www.unpri.org](http://www.unpri.org)

## Investments above 5% of assets

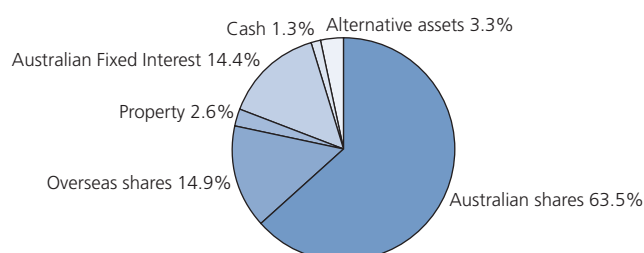
The trustee is required to notify members of individual investments that exceed 5% of the value of the Fund's assets. The following investments each represented more than 5% of the Fund's assets at 30 June 2007.

Investment	\$m value	% of assets
AFIC Ltd	\$22.6	8.8%
BHP Billiton Ltd	\$22.1	8.6%
Rio Tinto Ltd	\$14.8	5.8%

## Where your super is invested as at 30 June 2007



## 2006



# Where your super is invested (continued)

## Keeping an eye on risk

The trustee's policy regarding investment in derivatives has recently changed. The use of derivatives can now be via:

- Direct investment by the trustee (in limited circumstances primarily to protect the value of a particular asset class);
- An investment manager appointed by the trustee to manage part of the Fund's investments in an individually managed portfolio; or
- A collective investment scheme or listed trust in which the trustee has invested.

## Who manages the investments?

The Fund invests in individual shares, securities and wholesale managed funds. The Fund's investments are determined by the Investment Committee (comprising four Directors and Goldman Sachs JBWere asset class specialists such as Rob Evans, Chris Pidcock, Philip Gardner and Sally Campbell). The investments are held in the name of the Fund by the Fund's custodian Invia Custodian Pty Ltd.

Some of the Fund's assets are currently invested with the following wholesale fund managers: Aberdeen, Credit Suisse Asset Management, Morgan Stanley, Walter Scott, Goldman Sachs JBWere, Perpetual, Platinum, Peet Income Property, SGH LaSalle, and THS Global.

## Your investment returns and the investment environment for the 12 months to 30 June 2007

The 2006/07 financial year produced solid returns for investors across all asset classes despite a sell off in equity markets in July, February and June.

Overall, equity markets rose strongly over the year. Underpinning the rise has been strong economic growth, low interest rates, continued M&A activity, solid corporate earnings and increased confidence in Europe.

Bond market returns were also positive, but much more subdued when compared to equities and even cash. Bond yields experienced some volatility over the financial year. After bond yields fell over the first half of the year, a rebound in manufacturing activity and the market assuming a reduced probability of a US interest rate cut led to the US ten year bond yield reaching its highest level (briefly exceeding 5.30%) since 2002. The Australian long bond yield followed suit rising to over 6.25% for the first time in five years as strong employment, GDP growth and consumer confidence data raised concerns over a potential rate increase at year end.

Key developments during the year were:

- The Reserve Bank of Australia lifted the cash rate from 5.75% to 6.25%. Governor Glenn Stevens commented late in the year that whilst interest rates are more likely to rise than fall, there was no urgency to adjust policy, as inflation had been lower than expected and wages growth surprisingly restrained.
- The US Federal Reserve left the US cash rate unchanged at 5.25% for the entire financial year. The Fed's key concern remains "the risk that inflation will fail to moderate as expected."
- The Bank of Japan signalled the end of zero interest rates in July by raising cash rates to 0.25%pa (only the second increase in sixteen years and the first since August 2000). The bank raised the cash rate again before the end of the year.
- The Bank of England and the New Zealand and European Central Banks (ECB) raised their respective cash rates. The ECB rate hit a five year high.
- The Australian dollar closed in June at an 18-year high against the US dollar and a 16-year high against the Yen.
- The Federal Budget was handed down with Treasurer Peter Costello announcing a projected surplus of \$10.6bn and spending measures of \$68bn which included further income tax cuts.

- Domestic economic data highlights saw: Australian inflation peak at its highest levels for over a decade in the December half year, third quarter GDP growth the weakest quarterly growth rate (+0.3%) since June 2003, a much better than expected Q4 2006 GDP result of 1.0% and standout Q1 2007 GDP growth of 1.6%. CPI at -0.1% in Q4 2006 (well below consensus and the first fall in over 8 years) and CPI rise only 0.1% in the Q1 2007 period. The unemployment rate hit 4.5% in February (its lowest level since 1974), before tightening further in May to 4.2%. Consumer confidence rose to a record high after the budget announcement.

### Some investment terms explained

**Consumer Price Index (CPI)** – is used to measure the rate of increase in inflation. In Australia, it is based on the change in prices of a selection of household goods and services.

**Average Weekly Earnings (AWOTE)** – is used to measure the rate of increase in average wages in Australia.

**Asset class** – type of investment such as Australian shares, property securities or Australian fixed interest.

**Growth assets** – assets expected to grow in value over time (although their value may rise and fall in the short term), such as shares and property.

**Asset allocation** – the range of assets held in the various asset classes such as Australian shares, overseas shares and property.

## The investment environment in more detail

### Australian Shares

The Australian equity market continued to hit record highs during the June year. The S&P/ASX 300 Accumulation Index rose 29.2% over the year. This was the fourth consecutive financial year return of 20% pa plus. Put another way, the Australian equity market has risen 171% since its last temporary low in February 2003.

Small cap stocks led the rise returning 44.4%, followed by mid cap stocks which returned 33.5% and large cap stocks which returned 26.4% over the June year.

All sectors posted positive returns over the financial year. The IT (0.8% of the index) and Industrials (9.8% of the index) sectors were the star performers over the year, returning +54.8% and +40.8% respectively. Energy (5.2% of the index) and Financials ex Prop (31.9% of the index) sectors were laggards, returning 22.2% and 24.9% respectively.

The notable stock contributors were BHP Billiton (+22.9%), Commonwealth Bank of Australia (+30.7%) and National Australia Bank (+21.7%). The notable stock detractors were Babcock & Brown Env. Invs (-70.0%), Senetas Corp. (-68.4%) and Highlands Pacific (-65.0%).

### Overseas Shares

Overseas shares rose strongly in local currency terms over the June year with some strong gains made in Europe (despite the ECB lifting the cash rate). In contrast to last year, Japan lagged other markets. The Australian dollar appreciated strongly against all major currencies which eroded returns for unhedged overseas shares.

The MSCI World Ex-Australia Index returned +23.7% on a fully currency hedged basis and +7.8% on an unhedged basis over the year. The MSCI Emerging Markets Index returned a strong +27.0% to outperform developed markets.

### Property

The domestic listed property market rose strongly over the June year returning a robust +26.3%. Global listed property returns were up +19.6% over the year on a fully currency hedged basis, whilst Australian unlisted property returned a solid 19.1%.

# Where your super is invested (continued)

## Fixed Income and Cash

The 2006/07 financial year saw positive returns for fixed income despite a rise in domestic bond yields. The RBA twice raised the cash rate during the December half year and strong economic data in the June half had the market again pricing in the prospect of another rate rise. Over the year, the yield on the Australian 10 year bond rose 46 basis points to 6.25%. Despite the uplift in yields, the UBSA Composite Bond Index returned +4.0% over the year. The UBSA Bank Bill index returned +6.4%, meaning cash outperformed bonds over the year.

Overseas bond markets produced stronger returns as yields fell over the year. US ten year bond yield fell 9 basis points to 5.03%. The Citigroup World Government Bond index and the Lehman Global Aggregate index returned +5.2% and +5.9% respectively on a fully hedged basis over the year.

## Currency Markets

Over the June year, the Australian dollar appreciated 14.2% against the US dollar, 23.4% against the Japanese Yen, 5.3% against the Pound Sterling and 8.1% against the Euro. The local currency rose 10.8% on a trade weighted basis.

# How your Fund works

Your Fund is run by a trustee company BEST Superannuation Pty Ltd ABN 57 070 732 008 according to its governing legal document, the Trust Deed, and super laws.

The Trustee Board comprises an equal number of member representative directors (appointed by members of the Fund in accordance with the rules for the appointment of member representative directors) and directors appointed by Goldman Sachs JBWere. For the period up to 30 June 2007 there were four trustee directors. However as from 1 July 2007 it was decided to expand the Trustee Board to six directors.

## Election of Member Representatives

To cater for the increase in the number of trustee directors from four to six, the election already scheduled in June for one member representative director was expanded to appoint two member representative directors. At this election Frank Macindoe and Craig Murray were elected as member representative directors for a four year period commencing 1 July 2007. In addition Goldman Sachs JBWere appointed Andrew Gray as a further employer director representative as from this date. There will be an election in June next year for the other member representative director position in line with the usual rotation.

## Directors

The Directors of the trustee during 2006/2007 and moving forward are therefore as follows:

### Member representatives

Angela Manning (Chairman)

Frank Macindoe (appointed 1 July 2007)

Craig Murray (appointed 1 July 2007)

Mark Summers (retired 1 July 2007)

## Employer appointed representatives

Justin Arter (appointed 20 December 2006)

Paul Sundberg

Andrew Gray (appointed 1 July 2007)

Greg Richards (retired 14 December 2006)

The Trustee Board thanks Greg Richards and Mark Summers for their significant contributions while Directors on the Trustee Board.

There were no amendments to the Trust Deed during the year.

## Advice about your super

While the trustee, the Fund Secretary and the Fund Helpline can give you information about your benefit in the Fund, neither they nor your employer can provide you with any advice. If you require any advice about superannuation, you should consult an appropriately licensed financial adviser.

## Your Fund has these advisers

These people provide assistance to the trustee:

### Auditor and Tax Agent

PricewaterhouseCoopers

### Administrator/Fund Secretary

Mercer

### Legal

Freehills

### Actuary

Russell Employee Benefits

### Insurer

AXA Australia to 30 June 2007

AIG Life from 1 July 2007

### Custodian

Invia Custodian Pty Ltd

## Insurance protection

The Fund pays for indemnity insurance to protect the trustee, its directors and your Fund against the financial effects of any 'honest mistake' that might occur in running the Fund.

## Special tax treatment

Superannuation is one of the most effective ways to save because it is taxed at a lower rate than many other forms of income. To get this tax advantage, your Fund must operate according to a strict set of laws. To show that your Fund has followed these laws, the trustee lodges a return each year with APRA.

The Fund is a regulated complying superannuation fund for the purposes of government legislation. No penalties were imposed on the trustee under the Superannuation Industry (Supervision) or Corporations legislation during the year.

# How your Fund works (continued)

## Costs are carefully managed

The costs of running the Fund are managed carefully. For employees of the Company, the cost of administering the Fund continues to be met by your employer, not the Fund.

This section shows fees and other costs you may be charged. These fees and costs may be deducted from your account balance, from the returns on your investment or from the Fund assets as a whole.

You need to take into account the impact of tax and insurance costs as well. Accumulation and Pension members should refer to the relevant Fund Product Disclosure Statement for more information (available on the website).

You do not pay GST on any of the fees and charges set out below.

## Significant fees

Type of fee or cost	Amount	How and when paid
<b>Fees when your money moves in or out of the Fund</b>		
<i>Establishment fee:</i> The fee to open your investment	Nil	Not applicable
<i>Contribution fee:</i> The fee on each amount contributed to your investment – either by you or your employer	Nil	Not applicable
<i>Withdrawal fee:</i> The fee on each amount you take out of your investment	Nil for a final benefit payment (e.g. on resignation or retirement)	Not applicable
	\$126 for a benefit payment because of a portability request	Deducted from your Member Account when you elect to take out an amount under the portability regulations
<i>Termination fee:</i> The fee to close your investment	Nil	Not applicable

## Management costs

<i>The fees and costs for managing your investment</i>	Operating Costs <sup>1</sup> 0.12% of Fund assets  Investing Costs <sup>2</sup> 0.27% of Fund Assets  plus a potential performance based fee <sup>3</sup> of 0.01%  plus a an Administration fee of \$180 per year if you are a Retained Benefits member	Deducted from the Fund's assets before the Fund's Crediting Rate is determined
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## Service fees

In some cases, user pays family law fees and contribution splitting fees may also apply. See the section 'Additional explanation of fees and costs' over the page.

<sup>1</sup> This is an estimate of what the annual Operating costs will be from 1 July 2007. Operating costs are fees and costs for operating the Fund. They include administration and other expenses incurred in operating the Fund, specifically including trustee expenses and professional services expenses. The costs in relation to outsourcing the Fund secretarial and administration function to Mercer are currently paid by the Employer. The Fund's Crediting Rate is net of Operating costs. Operating costs have been determined based on the actual Operating costs for the period from 1 July 2006 to 30 June 2007.

<sup>2</sup> This is an estimate of what the annual Investment costs will be from 1 July 2007. Investment costs are fees and costs for investing the Fund's assets. They include fees paid to external investment managers and other expenses incurred in investing the assets (excluding additional transaction costs – please see the PDS for details of transaction costs). The Investment costs may change due to several factors including: timing, cash flow, changes in the investment manager line up and changes in asset allocation. Investment costs were determined based on indicative annualised calculations using fee information for periods up to approximately 30 June 2007.

<sup>3</sup> Refer to the next page for further details about performance based fees.

# How your Fund works (continued)

## Additional explanation of fees and costs

### Family law fees

Type of fee or cost	Amount	How and when paid
Application for information (i.e. benefit valuation) in the format specified under the Family Law Act	\$250 (\$150 for additional requests)	Not paid out of the Fund. Charged by the Fund's administrator and payable by person making request at time request is made.
Splitting a benefit	\$250	Shared equally by both parties and will be deducted from each party's benefit at the time the benefit is split unless all of the benefit is going to the non member spouse (in which case the non member spouse pays all of the fee).
Flagging a benefit (or lifting a payment flag)	\$100	As for splitting a benefit.

For more information about family law and how it may affect your super benefit, contact the Fund Secretary.

### Contribution splitting fees

\$126 if the split amount is transferred out of the Fund. There is no fee charged to the member if the split amount is transferred to an account for your spouse in the Fund.

### Performance fees

The figure of 0.01% given in the table on page 6 is an estimated performance based fee ('PBF'), assuming a 1% out-performance by the investment manager. There is the potential for PBFs to be charged, within the 'Alternative' asset class allocation, in addition to the other Management costs. Investment managers that charge a PBF only apply those fees when performance is greater than an agreed target. Accordingly, PBFs only arise when higher returns, relative to a specified target for a particular manager, are achieved. The extent of any PBF cannot be determined in advance. This will change according to the amount of out-performance achieved by the investment manager and the weighting of that investment manager. There is generally a high watermark associated with each PBF. A high watermark means that if the manager loses money over one time period they have to get back to the previous level before getting a PBF on new gains.

### Transactional and operational costs

Members incur no direct cost when making contributions or withdrawals. However, when the trustee purchases or sells Fund assets, there may be investment related expenses incurred on the purchase or sale of the underlying assets e.g. buy/sell spreads as applicable. These additional transaction costs are deducted before the Fund's Crediting Rate is determined. The additional transaction costs from the purchase of underlying assets have been estimated to be up to 0.06% and from the sale of underlying assets up to 0.06%. Because these costs are taken into account before determining the Fund's Crediting Rate, Member Account balances are net of transaction costs.

Note that no brokerage or management fees are charged by Goldman Sachs JBWere to the Fund on market transactions and any commissions are rebated back to the Fund.

### GST

All fee calculations are inclusive of GST. Reduced input tax credits have been incorporated into the Operating costs.

### Fee changes

All fees are current and may be revised or adjusted by the trustee from time to time without member consent. The trustee may also introduce new fees. If there is a significant increase in fees, the trustee must notify members 30 days in advance of the change.

The withdrawal fee and the family law fees set out above can be indexed annually each 1 January to AWOTE.

An administration fee has been introduced as from 1 July 2007 for Retained Benefits members (i.e. those members who are no longer employees of GSJBW) of \$180 p.a. Notice was given to Retained Benefits members about this fee. This fee will be reviewed annually.

### Example of annual fees and costs

This table gives an example of how the fees and costs in the Fund for this product can affect your superannuation investment over a 1 year period. You should use this table to compare this product with other superannuation products.

Example		Balance of \$50,000 with total contributions of \$5,000 during year
<i>Contribution fees</i>	Nil	You will not be charged contribution fees.
<i>Plus Management Costs</i>	0.39% <sup>1</sup>	For every \$50,000 you have in the Fund, management costs of \$195 each year will apply. <sup>2</sup>
<i>Equals Cost of fund</i>		If you put in \$5,000 during a year <sup>3</sup> and your balance was \$50,000, then for that year management costs will be: \$195 <sup>4</sup>

<sup>1</sup> This is the sum of the estimated Operating costs and Investment costs – refer to the table on page 6. It does not incorporate any additional transaction costs. Investment managers may also charge Performance Based Fees ('PBF') and these fees have not been incorporated into the example above. Based on an assumption of 1% out-performance by the investment manager, the performance based fee charge is estimated to be \$5 in addition to the above fees.

<sup>2</sup> Note that this amount will not be deducted from your member account. Instead, the \$195 Management cost in this example that is attributable to you is deducted from the Fund's assets and taken into account in determining the Fund's Crediting Rate.

<sup>3</sup> Assuming that the \$5,000 is contributed at the end of the year.

<sup>4</sup> Additional fees may apply (being, if applicable, a withdrawal fee of \$126 for each withdrawal under the portability regulations, family law fees and Retained Benefits members fees) – refer to previous information.

# How your Fund works (continued)

## Tax and insurance costs

Tax and insurance costs are set out in the PDS.

The cost of insurance premiums is also passed on to members by deduction from their accounts. Accumulation members should refer, if applicable, to the Fund's Product Disclosure Statement for more details, noting that the trustee has recently negotiated further cost savings for you on insurance premiums.

### Tax deductions

The deductibility effect of the payment of expenses from the Fund is passed on to members through adjustments to the Fund's crediting rate.

## Binding Death Benefits

With effect from 1 July 2006 the Fund introduced 'Binding Death Benefits'. This allows members to nominate which of their dependants (or their legal personal representative) they would like the benefit paid to in the event of their death. Note that the binding nomination relates only to benefits in relation to which the trustee previously had a discretion to determine to whom the benefit should be paid. For example for defined benefit members there can be pensions paid to a surviving spouse and/or children and the binding nomination does not extend to these benefits.

Where a binding death benefit nomination is not made, is out of date or otherwise invalid, the trustee will determine the payment of the benefit as it has in the past.

The Guide to binding death benefits and the form are on the Fund website or you can ring the Helpline on **1800 025 026**.

## Your 2007 Annual Member Statement

The trustee must give members extra information about transactions and fees in their annual benefit statements. Statements given to members now need to include information about:

- the fees you paid, either directly by deduction of an amount from your account, or indirectly by way of an allowance in the interest rate for the costs paid from the assets of the Fund including investment management costs; and
- details of each transaction in relation to your accounts (if any) during the period. This includes the contributions you made or that were made on your behalf and deductions made directly from your accounts.

To provide you with this information your annual Member Statement includes a combination of the following:

- Your 'normal' benefit information which includes details about your benefits and account balances as per previous years; plus
- The information on fees and transactions required to be provided
- The Annual Report which includes additional information about the Fund.

Note that this year the information on fees and transactions is included in your Member Statement (rather than in a separate document as was the case last year).

Your Member Statement and the Annual Report together comprise your periodic statement for the year ended 30 June 2007.

If you have any questions about your Member Statement, please call the Helpline on **1800 025 026**.

### Rolling super between funds

Since 1 July 2002, if you are rolling your super money between super funds, you need to supply the Fund's SPIN number, or your member number, before the rollover can be completed. Your Fund's SPIN number is BES 0001 AU.

## Member protection

Federal Government legislation limits the amount of fees and charges that can be applied to certain small superannuation account balances. If your account balance is less than \$1,000 at the end of a member reporting period (generally 30 June each year) or at your date of exit from the Fund, and your account includes any employer superannuation guarantee contributions, the trustee currently applies this requirement to limit the total fees (excluding insurance premiums and taxes) charged to your account in a member reporting period to the investment earnings credited to your account in that period.

## Employer contributions

Defined benefit members pay a fixed member contribution (as a percentage of salary). The remaining money required to provide the benefits comes from the employer's contributions and investment earnings. The amount the employer provides depends on the Fund's investment performance and financial position.

An actuary advises on the level of employer contributions required to ensure there is enough money to pay members' benefits. The actuary projects likely benefit payouts, salary growth and investment returns to calculate the employer's contribution level.

An actuarial valuation of the Fund will be completed as at 30 June 2007 in due course. At the last valuation as at 30 June 2004 the actuary advised that the Fund was in a satisfactory financial position. Based on the actuary's advice the employer recommenced making certain employer contributions as from 1 July 2005 and the employer continues to contribute in line with the actuary's recommendations. All contributions payable for the year by your employer have been paid to the Fund.

## Financial summary

This is a summary of the Fund's unaudited accounts for the year ended 30 June 2007. The audit is to be completed in October 2007. You can then request a copy of the audited accounts and auditor's report from the Fund Secretary.

### Statement of Net Assets as at 30 June

	2007 (\$)	2006 (\$)
<b>Investments</b>		
Cash deposits	7,476,576	2,619,422
Australian Equities & Convertible Notes	171,621,538	138,982,968
Property Trusts	6,404,733	5,709,618
Overseas Investments	34,248,611	31,388,283
Alternative Investments	6,073,808	6,675,287
Fixed Interest	40,143,290	34,229,779
<b>Other Assets</b>		
Interest receivable	166,999	143,808
Distributions receivable	1,143,474	1,868,835
Future Income Tax Benefit	13,706	22,272
Other debtors	744	2,237
<b>Total Assets</b>	<b>267,293,479</b>	<b>221,642,509</b>
<b>Liabilities</b>		
Other creditors	139,155	193,402
Current tax liabilities	159,121	1,080,639
Deferred tax liabilities	10,302,161	8,385,585
Benefits payable	442,308	488,016
<b>Total Liabilities</b>	<b>11,042,745</b>	<b>10,147,642</b>
<b>Net Assets available to pay Benefits at end of year</b>	<b>256,250,734</b>	<b>211,494,867</b>

### Statement of Changes in Net Assets for year ended 30 June

	2007 (\$)	2006 (\$)
<b>Net assets available to pay benefits at the start of the year</b>	<b>211,494,867</b>	<b>172,685,202</b>
<b>Net Investment revenue</b>		
Interest	2,103,720	1,313,902
Dividends	13,757,648	9,468,633
Distributions	2,353,394	2,304,427
Changes in net market value of investments	22,905,481	29,513,442
<b>Contribution Revenue</b>		
Employer Contributions	17,691,557	12,434,440
Member Contributions	4,512,543	880,054
Transfers from other funds	4,485,126	4,895,505
<b>Other revenue</b>		
Profits share - GL insurance policy	91,877	61,091
Proceeds from term insurance policies	151,515	72,503
Sundry revenue	26,445	26,543
<b>TOTAL REVENUE</b>	<b>68,079,306</b>	<b>60,970,540</b>
<b>Expenses</b>		
Premiums on term insurance policies	565,386	424,125
Superannuation contributions surcharge	657,541	656,476
Other general expenses	276,122	312,996
Benefits paid	19,518,383	17,557,803
<b>TOTAL EXPENSES</b>	<b>21,017,432</b>	<b>18,951,400</b>
Changes in net assets before income tax	47,061,874	42,019,140
Income Tax expense	2,306,007	3,209,475
<b>Total Revenue Less Expenses After Income Tax</b>	<b>44,755,867</b>	<b>38,809,665</b>
<b>Net assets available to pay benefits at end of year</b>	<b>256,250,734</b>	<b>211,494,867</b>

# Super news

## Tax Changes

From 1 July 2007, the tax treatment of superannuation has changed considerably. The new laws simplify the tax payable on benefits, however new contribution limits have been introduced.

The good news is that:

- Super benefits paid either as a lump sum or a pension to a person aged 60 or over will now generally be tax free. This also applies to pensions that commenced prior to 1 July 2007. Tax may still apply to some death benefits and some disability benefits.
- Super benefits paid to a person aged under 60 will continue to be taxed, although the basis on which they're taxed will be slightly simplified.
- Reasonable Benefit Limits (RBLs) have been abolished.

New limits on contributions apply. Provided you keep within these limits and have provided your Tax File Number to the fund, your employer contributions will continue to be taxed at 15%.

Higher tax rates can apply if your contributions exceed the new limits as follows:

- There will be an annual limit of \$50,000 on the amount of employer contributions (including salary sacrifice contributions) that will be concessional taxed at 15%. Certain other contributions may also be included in this limit including notional contributions for defined benefit members, and tax deductible contributions made by the self employed. An additional tax of 31.5% (including the Medicare levy) will apply to such contributions (including salary sacrifice contributions) that exceed the \$50,000 limit. For members aged 50 or over, a special transitional limit of \$100,000 will apply until June 2012.
- Post-tax member contributions (undeducted contributions) will be capped at \$150,000 per year. Members under age 65 can bring forward up to two years contributions so will be able to make contributions of up to \$450,000 in a year without exceeding the limit (however, contributions in the following two years will be restricted to the balance of the \$450,000). Tax of 46.5% (including the Medicare levy) will apply to any contributions in excess of the limit.
- If your contributions are expected to be above these limits or if you are also intending to transfer benefits into the Fund from an overseas fund or from a termination payment made by your employer, the trustee recommends that you seek the advice of a licensed or appropriately authorised financial adviser.

## Providing your tax file number

Higher tax rates can also apply if you have not provided your Tax File Number to the Fund:

- An additional tax of 31.5% (including the Medicare levy) will apply to any taxable contributions. It may be possible to reclaim this tax at a later date if you subsequently provide your TFN, but time limits and other conditions may apply.
- If your Tax File Number has not been provided, it will not be possible for the Fund to accept any contributions for you other than contributions by your employer.

It's important to provide your Tax File Number to the Fund. Contact the Helpline for more information.

## Other tax changes

- The income threshold for eligibility for the Government's co-contribution has been indexed to \$28,980 from 1 July 2007. A partial co-contribution will apply for income levels up to \$58,980.
- In the May 2007 Federal Budget, the Government announced a once-off doubling of the co-contribution in respect of contributions made in the 2005-2006 financial year. The additional Government contribution was generally received by superannuation funds in June 2007.
- Self-employed persons will be able to claim a full deduction for contributions paid from 1 July 2007 (previously there was a limit on the deduction available in relation to contributions made by a self-employed person).
- Self employed persons will also be able to claim the Government co-contribution in respect of post-tax contributions paid from 1 July 2007 provided they also satisfy the other qualifying conditions.

## Other changes

- The rules which require a person to take their super benefits after age 65 unless certain work tests are met have been removed.
- Funds will be able to offer more flexible pensions.
- The Tax Office will take a more active role in helping people locate and consolidate their lost super accounts.
- Employers will be able to make contributions for employees up to age 75. Unless the contributions are to meet the Superannuation Guarantee requirements (up to age 70) or to meet the requirements of an Award, the employee must have worked at least 40 hours in any 30 consecutive day period during the financial year. Previously employers could not make voluntary contributions for members after age 70.

The information set out above is general information only and is provided by way of summary. You should consult your tax adviser for detailed taxation advice specific to your circumstances.

## Surcharge tax

Since 1996 and for financial years up to and including 30 June 2005, high income earners were liable for an additional tax on all employer contributions and member pre-tax contributions to super. (Contributions included any fees and charges, such as administration fees or insurance premiums.) The 'surcharge tax' may also have applied to an eligible termination payment made by the employer. It could also have applied automatically if the member had not provided their tax file number regardless of the individual's earnings.

For the 2004-05 tax year, the superannuation surcharge phased in gradually once adjusted taxable income (ATI\*) exceeded \$99,710 and applied at the maximum rate of 12.5% if adjusted taxable income exceeded \$121,075.

In earlier years the highest rate of surcharge tax was 15% and was phased in where ATI fell within or above the range set by the Australian Taxation Office (ATO).

The surcharge was removed on super contributions made on or after 1 July 2005 and eligible termination payments made by an employer on or after 1 July 2005. However, it continued to apply in respect of periods up to 30 June 2005 and the ATO has continued to issue surcharge assessments in respect of contributions and eligible termination payments made by employers before 1 July 2005. The ATO links this information with the individual's tax return to determine if surcharge applies. Surcharge

## Super news (continued)

assessments in relation to the 2005 and earlier financial years cannot be finalised if tax returns have not been lodged. Therefore super fund trustees could continue to receive surcharge assessments for several years for periods ending before 1 July 2005.

In conducting an audit of the surchargeable contributions reported in earlier years for defined benefit members of the Fund for the 2004 financial year and for some Accumulation members of the Fund for both the 2003 and 2004 financial years, some errors in the amounts reported were noted. In almost all of the cases identified the amount of contributions reported was lower than should have been the case. In such instances the trustee is required to rereport the contributions to the ATO. This in turn could mean that the ATO might issue surcharge assessments for the members concerned, for the nominated period. Any new assessments would be issued to the Fund, or, where the member has changed funds or retired, to the new fund, or to the member.

The Fund has written to the members for whom contributions have been rereported. If the Fund is required to pay surcharge tax in respect of you, the tax payable is deducted from your benefits in the Fund.

If we receive a surcharge assessment after a member has left the Fund, we will return it for payment to the ATO. The ATO will either forward it to the fund to which the benefit was paid or forward it direct to the individual if the benefit was paid directly to the member.

\* ATI includes your taxable income, reportable fringe benefits, most benefits paid by an employer on leaving employment, any employer contributions or member pre-tax contributions paid to a superannuation fund, and certain income in respect to family and other trusts.

## Contribution splitting

Legislation which will allow members to split their personal and employer contributions with their spouse came into effect on 1 January 2006.

Contribution splitting is available to all accumulation members and defined benefit members who make additional voluntary contributions. Member and employer contributions in relation to the defined benefit components of a member's benefit cannot be split.

New rules have however been introduced which will limit the amount of contributions which can be split. It is no longer possible to split after tax contributions which were made after 5 April 2007.

From 1 July 2007, the amount of employer contributions (including salary sacrifice contributions) and deductible contributions by the self-employed which can be split will generally be capped at \$50,000 pa.

Contributions are paid into the fund in the normal manner. A member can then request the trustee to split some or all of the contributions after the end of the financial year in which the contributions were received by the fund (or during the year if transferring out of the fund).

For more information about splitting please contact the Fund Helpline.

The trustee recommends that you seek advice from a licensed, or appropriately authorised, financial adviser regarding your super before you make any decision in relation to super contributions splitting.

## What to do if you leave

If you are about to leave work and take your super, make sure you respond promptly to letters from the trustee about your benefit payment.

If you have reached age 65 and have not told your Fund how and where to pay your benefit, and you cannot be contacted, then your benefit will be considered to be unclaimed money. It will then be placed with the ATO. You will then need to contact the ATO to find out how to claim your benefit.

For members leaving aged 64 or younger, the trustee has a broad power, given to it by legislation, to transfer a member's benefit to another fund called an Eligible Rollover Fund (ERF). Upon transfer, the member or their dependants will no longer have any entitlements under the Fund.

The trustee will transfer a member's benefit to the ERF if either of the following two conditions occur:

- An existing member has less than \$2,000 in their account, and they fail to advise a complying fund they wish to transfer their benefit to.
- The Annual Report sent to the member is returned to the Fund, unclaimed, for two consecutive years.

ERFs are designed as holding funds and are required to provide member protection. As a result, the rate of return in the ERF may be lower than in another superannuation fund. You should seek professional financial advice about the best place to roll over your benefit when you leave service.

The Fund uses the following ERF:

### AMP Eligible Rollover Fund

Locked Bag 5400  
Parramatta NSW 1741  
Phone: 1300 300 277  
Fax: 1300 133 798

## AMP Eligible Rollover Fund

About the AMP Eligible Rollover Fund

Set out below is a summary of some of the more significant features of the AMP Eligible Rollover Fund, current as at July 2007:

- The assets of the AMP Eligible Rollover Fund are invested in a capital guaranteed life insurance policy (ERF Policy) issued to AMP Superannuation Limited (ASL) by AMP Life Limited (AMP Life). The ERF Policy is a 'participating policy' in AMP Life's No. 1 Statutory Fund (AMP No 1 Fund). There is no investment choice available to members.
- Returns are guaranteed not to be negative. The investment objective is to provide returns over the longer term exceeding those from cash.
- The investment strategy for the AMP Eligible Rollover Fund is to invest in a portfolio with a core of cash and limited exposure to shares.
- AMP Life declares multi-tiered crediting rates of investment earnings (interest) with respect to the ERF Policy. The interest to be credited to a member's account is calculated based on a member's daily balance and credited annually (or on withdrawal).
- There are no fees charged directly to a member's account by ASL. Administration and investment fees as well as taxes (including earnings tax) are deducted by AMP Life before declaring any interest to be credited under the ERF Policy.
- The AMP Eligible Rollover Fund is unable to accept contributions from members or their employers; however rollovers from other superannuation funds are permitted.
- The AMP Eligible Rollover Fund does not provide insurance cover.

Should you wish to know more about the AMP Eligible Rollover Fund, contact an AMP Customer Service Officer on 1300 300 288 for a copy of their Product Disclosure Statement or go to [www.amp.com.au](http://www.amp.com.au)

## Continuing your insurance

While you are an employee and a member of the Fund, you may be eligible for death and TPD insurance cover. However, if you leave your employer, this cover only continues for 60 days and is subject to policy conditions. (You may also have a continuation option if you are not an employee member but you leave the Fund). You are generally able to continue this death and disability insurance by buying a personal policy through the Fund's insurer. The policy can be for up to the same amount of cover you had while in the Fund, although the premium may differ. Usually, the insurer will only require a smoking declaration and payment of the premium to effect your continuation option.

Spouse members who have insurance cover also have a continuation option subject to policy conditions.

The continuation option is only available for a limited time (and is subject to the age of the member) and must be taken up within 60 days of leaving your employer or the Fund (as applicable). Members should note that they need to apply for the continuation option in sufficient time for all the arrangements to be finalised (including the payment by the member of the applicable premium) within the 60 day period.

Where a member has salary continuance cover through the Fund a continuation option is also available in respect of this cover under similar conditions provided the individual is working at least 15 hours per week.

When you leave your employer you should move promptly if you wish to explore the continuation options – it is not necessary to wait for the Fund administrator to write to you.

Please contact the Helpline if you need more information about the continuation option.

## Like to know more?

Accumulation and Pension members should already have a Product Disclosure Statement containing information about your benefits and rules governing the Fund. You also receive an annual Member Statement containing important personal information about your benefits in the Fund.

Other documents relating to the Fund that are available for you to look at are:

- the Trust Deed
- the investment policy statement
- the latest audited accounts and auditor's report
- an extract from the latest actuary's report
- details of how the directors of the trustee are elected and how they can be removed
- the enquiries and complaints procedure
- the Privacy Policy.

If you have a question about your benefits in the Fund, please contact the Fund Secretary. Please note that none of the trustee, its directors, the Fund Secretary and the Fund Helpline are able to give any personal advice relating to your own circumstances.

### Your Fund Secretary is:

Brent Tulk  
Fund Secretary  
Goldman Sachs JBWere Superannuation Fund  
c/o Mercer  
GPO Box 9946  
Melbourne VIC 3001  
Phone: **1800 025 026**  
Fax: (03) 8640 0800

## If you have a problem...

Most queries can be sorted out over the phone, but if we are unable to help you immediately, you may be asked to put your question in writing and we will reply within 28 days.

If you are not satisfied with the response, you should write to your Complaints Officer, who will pass your complaint to the trustee. You can expect a decision within 90 days.

### The contact details for the Fund's Complaints Officer are:

Complaints Officer  
Goldman Sachs JBWere Superannuation Fund  
c/o Mercer  
GPO Box 9946  
Melbourne VIC 3001  
Phone: **1800 025 026**  
Fax: (03) 8640 0800

The trustee always seeks to resolve complaints to the satisfaction of all concerned and in the best interests of all members of the Fund. However, if you have followed the steps outlined above and are not satisfied with the outcome within 90 days, you may be able to take the matter to the Superannuation Complaints Tribunal (SCT). The SCT is an independent body that aims to resolve certain types of superannuation disputes.

Some complaints must be lodged with the SCT within certain time limits. For more information about requirements and time limits, you can call the SCT on **1300 780 808**.

If the SCT accepts your complaint, it will try and help you and the Fund reach a mutual agreement through conciliation. If conciliation is unsuccessful, the complaint is referred to the SCT for a determination that is binding.

## Protecting your privacy

The trustee holds personal information about you, such as your name, address, date of birth, salary and tax file number, in order to provide your super benefits and to comply with regulatory requirements. This personal information may be disclosed as necessary to the Fund's administrator and professional advisers, insurers, Government bodies, employers, and other parties.

The Fund has a privacy policy that sets out in more detail the way your personal information is handled. If you would like a copy of the Fund's privacy policy, please contact the Fund Secretary (see contact details at left).

## Disclaimer

This annual report has been prepared by the trustee to meet its legislative obligations under the Corporations Act 2001. The information contained in this annual report does not take account of the specific needs, or personal or financial circumstances of any persons. Readers should obtain specialist advice from a licensed financial adviser before making any changes to their own superannuation arrangements or investments. Accumulation and Pension members should also read carefully the relevant Fund Product Disclosure Statement.

The terms of your membership in the Fund are set out in the Fund's Trust Deed and, should there be any inconsistency between this annual report and the Fund's Trust Deed, the terms of the Fund's Trust Deed prevail. While all due care has been taken in the preparation of this report, the trustee reserves its right to correct any errors and omissions.

All statements of law or matters affecting superannuation policy are up-to-date as at 30 June 2007.

This document contains general information about investments and investment performance. Please remember that past performance is not necessarily a guide to future performance.

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