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# Welcome to the Sunsuper 2013-14 Annual report.

It's been a busy year for everyone at Sunsuper. We officially launched our innovative, MySuper-approved, Lifecycle Investment Strategy in October 2013. We also launched the Sunsuper brand in Melbourne in line with our national growth strategy, and we welcomed and farewelled some key personnel.



# Board report

In January 2014 we were excited to welcome Scott Hartley as Sunsuper's new CEO. Scott hit the ground running and has been busy immersing himself in the business, meeting with staff and clients and reviewing our strategy to ensure Sunsuper is best positioned to target further national expansion.

To best support the business in effectively executing our strategy and continuing to grow our national footprint, some structural changes were made.

Two external appointments were made to Sunsuper's executive team to lead newly created functions. Michael Mulholland joined Sunsuper as the Executive General Manager, Growth & Advice, and Jason Sommer took on the role of Executive General Manager, Product, Projects & Technical Services.

Terri Hamilton, who has been with Sunsuper for more than 5 years, was also promoted to the newly created role of Executive General Manager, Risk, Compliance and Legal, highlighting our ongoing commitment to these areas; and Craig Neal, who has more than 20 years' experience and has been with Sunsuper since 2005, stepped up to the role of Chief Financial Officer.

We were also sad to farewell Bruce Wilson who resigned after 13 years with the Fund to spend more time with his family in Scotland, and Leanne Whicker who left the Fund after more than 6 years to pursue the next stage of her career. The Sunsuper Board and Executive Team would like to acknowledge the huge contributions Bruce and Leanne have made to the business and wish them both the very best in their future endeavours.

Following the retirement of two Directors, Elizabeth Hallett and Ben Swan were appointed to the Board.

### A message from Scott

I joined Sunsuper because I truly believe in the Fund's strategy, profit-for-members philosophy and its commitment to making a difference to members' lives. Everything we do every day is about helping members realise their dreams in retirement.

Sunsuper's market position is strong and I believe the time is now right to aggressively target national growth and firmly cement our position as one of the top 10 superannuation funds in Australia. Growth is critical to the success of our Fund and will benefit our members through lower fees and continued strong investment returns. To do this, our key priorities over the next 12 months will be to:

- continue developing our people and culture to build a high performing organisation with a sharp, commercially competitive focus,
- ramp up our growth ambitions to build scale and compete successfully in the corporate arena, and
- reinvest our strong capital resources in technology to meet the growing expectations of members.

I'm excited about establishing the Sunsuper brand more firmly on a national scale and taking our award-winning customer service to new members throughout Australia.



"Sunsuper's market position is strong and I believe the time is now right to aggressively target national growth and firmly cement our position as one of the top 10 superannuation funds in Australia."

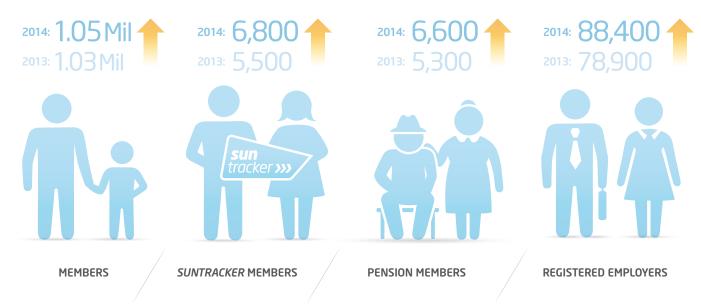
# Key statistics

(\$BILLION)

## Funds Under Management

\$23.93

### Member Statistics 2013-2014



## Milestones for 2014















#### SEPTEMBER 2013:

Sunsuper reaches \$25 billion in funds under management

#### OCTOBER 2013:

Sunsuper's MySuper approved product launched

#### **NOVEMBER 2013:**

Sunsuper expands its digital offering for employers

#### **JANUARY 2014:** Scott Hartley joins

Sunsuper as CEO

#### MARCH 2014:

Elizabeth Hallett joins the Sunsuper board

#### MAY 2014:

Awarded Chant West's Best Fund: **Member Services** 

#### **JUNE 2014:**

Sunsuper awards 13 grants to grassroots causes throughout the year.

## Investment options

We recognise that choosing the right investment option or options can make a big difference to your retirement income and that choosing the right investment option or options depends on your personal circumstances and vour retirement goals.

We offer a wide range of diversified and single asset class investment options. For more details, refer to the panels on pages 5 to 25.

### Changes to investment options

During the year we changed the investment objectives for the Balanced Pool and the Balanced, Australian Shares, International Shares - enhanced Index (hedged) and International Shares - enhanced Index (unhedged) options. Changes can be seen on page 32.

## Investment objectives and strategies

Sunsuper's overall investment objectives are to:

- maximise the real long-term investment returns (after investment tax and Indirect investment costs) subject to the expected risk profiles for each investment option,
- implement an investment manager configuration for each investment option which will in the long term outperform the benchmark return and peer groups,
- avoid exposing each investment option to inappropriate risk through diversification of investments and of managers, and
- maintain sufficient liquid assets so as to pay all benefit and expense obligations in full when due.

The investment objectives and asset allocation for each of the investment options are set out in the panels on pages 5 to 25.

### **About Sunsuper's investment options**

Sunsuper offers 21 investment options. There are six diversified options, 13 single asset class options, and two special options, for members who are looking for something a bit different.

The investment options we offer are designed to cater for a wide range of investor needs, and include:

- · active and index options,
- single-manager and multi-manager options, and
- · hedged and unhedged options.

Refer to page 31 for further information.

### A new default investment option for Super-savings accounts

On 4 October 2013 we changed our default investment option for Super-savings accounts, from Balanced to Lifecycle Investment Strategy. Full details of this strategy can be found on page 5.

### Investment costs

Superannuation funds incur investment costs to cover the costs of investing and managing investments for their members. In line with our profit-for-members philosophy, Sunsuper does not profit from investment costs.

At Sunsuper these costs are called Indirect investment costs and we report the Indirect investment costs in two components; the base cost and the performance cost.

#### **Actual for 2013-14**

The investment option panels on pages 5 to 25 show the actual Indirect investment costs for each investment option for 2013-14.

Some investment managers outperformed their performance targets, resulting in a performance cost. Sunsuper believes paying fees for performance to its investment managers encourages sustained investment performance and avoids rewarding investment managers for underperformance. If an investment manager who has the potential to earn a fee for performance, underperforms their performance target, the investment manager needs to overcome their underperformance in future periods before another fee for performance can be earned.

For more information, please refer to the Sunsuper for life Investment guide.

#### Estimated for 2014-15

The investment option panels on pages 5 to 25 show the estimated Indirect investment costs for each investment option for 2014-15.

These are our best estimates based on recent experience and current long-term expectations for ongoing investment costs.

Performance costs are difficult to predict because the level of outperformance by the investment managers is difficult to predict. The actual performance cost may exceed our estimate if investment managers produce exceptional performance.

We monitor ongoing investment costs for each investment option and the Indirect investment costs deducted will not be more than the actual investment costs incurred. However, due to a number of factors including changes in the investment manager mix or investment manager fees, the actual Indirect investment costs may differ from our estimates. We will let you know the actual Indirect investment costs for the 2014-15 financial year at the end of the year.

# Lifecycle Investment Strategy

#### • Invests in a wide variety of asset classes to gain the benefits of diversification. • Invests in a wide variety of asset classes to gain the benefits of diversification. A portfolio of cash and cash equivalent investments. Active investment management. Active investment management. • Invests in over 40 investment managers for diversification. · Invests in over 40 investment managers for diversification. • Large allocation to Australian and international shares for exposure to · Employs option strategies from time to time to reduce the impact of economic growth. share market falls. • Beat inflation by 4% p.a. over 10-year periods (after Indirect investment Beat inflation by 3.5% p.a. over 10-year periods (after Indirect Match or exceed the UBS Australia Bank Bill Index (before investment tax costs and investment taxes). investment costs and investment taxes). but after Indirect investment costs). • Outperform the median of similar super funds over 7 years (after Indirect · Minimum suggested timeframe 5 years · Minimum suggested timeframe 5 years investment costs and investment taxes). Minimum suggested timeframe 5 years · Medium levels of volatility in the returns from year to year. · Low to medium levels of volatility in the returns from year to year. · Very low levels of volatility in the returns from year to year. • Expected number of years of negative returns over any 20-year period: 2 • Expected number of years of negative returns over any 20-year period: 1 • Expected number of years of negative returns over any 20-year period: to less than 3. to less than 2. less than 0.5. · Risk label: Medium. Risk label: Low to medium. · Risk label: Very low. STRATEGIC % ASSET ALLOCATION IN POOL ACTUAL % STRATEGIC % ALLOWABLE RANGE % ACTUAL % STRATEGIC % ALLOWABLE RANGE % AS AT 01/07/14 AS AT 30/06/14 AS AT 01/07/14 AS AT 30/06/14 AS AT 01/07/14 Australian shares 24.4 27.0 0-50 Australian shares 18.2 18.0 0-50 Cash 100% International shares 26.9 27.0 0-70 18.1 17.0 0-55 International shares 7.7 7.0 0-15 4.5 5.0 0 - 15Private capital Private capital Property 9.8 9.0 0-30 Property 8.6 9.0 0-30 Infrastructure 6.8 6.0 0-20 Infrastructure 4.1 5.0 0-20 0-25 29.9 0-50 12.8 13.0 30.0 Fixed interest Fixed interest 0-15 Hedge funds 7.5 7.0 0-25 Hedge funds 6.0 7.0 Cash 0-25Cash 10.6 0-25RETURNS<sup>2,3</sup> Super-savings accounts returns to 30 June 2014 Super-savings accounts returns to 30 June 2014 Super-savings accounts returns to 30 June 2014 13.3 4.0 4.0 3.7 9.7 3.8 3.4 9.2 9.4 3.2 2.5 7.4 7.1 7.2 6.0 10 years 7 years (% p.a) 5 years (% p.a) 3 years (% p.a) 10 years 7 years (% p.a) 1 year (%) 10 years 7 years (% p.a) 5 years (% p.a) 3 years (% p.a) 1 year (%)

#### Estimated Indirect investment costs for 2014-15

- Base: 0.50% p.a.
- Performance: 0.07% p.a.

#### Actual Indirect investment costs for 2013-14

- Base: 0.48% p.a.
- Performance: 0.15% p.a.
- Buy/sell spread: Nil

- 1. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 2. The Balanced, Retirement and Cash Pools commenced on 4 October 2013. The three Pools have identical investments to the respective investment options being, the Balanced, Retirement and Cash options. To show our performance for each Pool we have shown the returns of the respective investment options (adjusted to reflect the Indirect investment costs differences where applicable) up to 4 October 2013 with returns of each Pool from 4 October 2013.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as Investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **GROWTH**

## Growth

Investment in a diversified mixture of assets, primarily invested in Australian and international shares and a range of unlisted growth assets for exposure to economic growth.

Designed for members who: Are wanting to generate wealth over the long term, but with less risk than an option invested solely in shares.

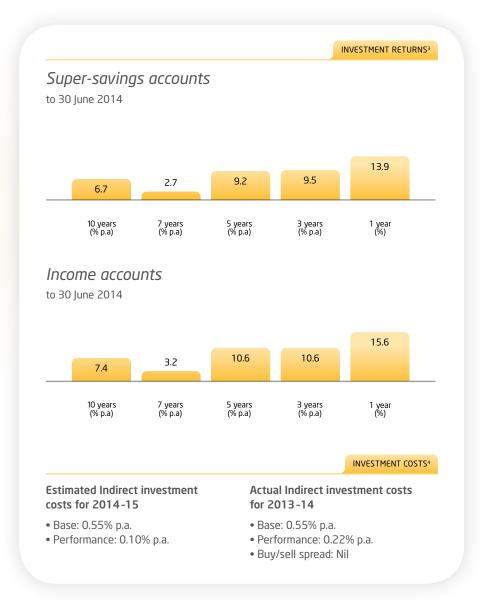
INVESTMENT OBJECTIVES

**Investment objective:** Beat inflation over 10 years: Super-savings account by 5% p.a. and *Income account* by 5.5% p.a. (after Indirect investment costs and where applicable investment taxes).1

Minimum suggested timeframe: 7 years.

- Medium to high levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 3 to less than 4.
- Risk Label: Medium to high.

ALLUCATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
	Australian shares	27.9	28.4	30.0	0-50
	International shares	30.1	29.9	30.0	0-70
ASSEI	Private capital	11.6	11.3	10.0	0-20
	Property	8.8	8.8	9.0	0-30
	Infrastructure	4.7	4.7	5.0	0-20
	Fixed interest	5.2	5.2	5.0	0-20
	Hedge funds	11.2	11.0	10.0	0-20
	Cash	0.5	0.7	1.0	0-20



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **BALANCED**

## Balanced

Investment in a diversified mixture of assets, with a large allocation to Australian shares and international shares for exposure to economic growth.

Designed for members who: Are wanting to generate wealth over the long term, while being sensitive to the relative performance of other large Australian superannuation funds.

INVESTMENT OBJECTIVES

**Investment objective:** Beat inflation over 10 years: *Super-savings account* by 4% p.a. and *Income account* by 4.5% p.a. (after Indirect investment costs and where applicable investment taxes).1

Outperform the median of similar super funds over 7 years.

Minimum suggested timeframe: 5 years.

- Medium levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 2 to less than 3.
- Risk Label: Medium.

ALLOCATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
וררסכ	Australian shares	26.0	24.4	27.0	0-50
ASSET A	International shares	27.2	26.9	27.0	0-70
ASS	Private capital	7.8	7.7	7.0	0-15
	Property	8.9	9.8	9.0	0-30
	Infrastructure	5.8	6.8	6.0	0-20
	Fixed interest	12.8	12.8	13.0	0-25
	Hedge funds	7.6	7.5	7.0	0-25
	Cash	3.9	4.1	4.0	0-25



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## RETIREMENT

## Retirement

DESCRIPTION

Investment in a diversified mixture of assets.

**Designed for members who:** Are close to or have reached retirement. It is structured to generate wealth over the medium to long term, while providing some reduction to the fluctuation of returns in the short-term.

INVESTMENT OBJECTIVES

**Investment objective:** Beat inflation over 10 years: Super-savings account by 3.5% p.a. and *Income account* by 4% p.a. (after Indirect investment costs and where applicable investment taxes).1

Minimum suggested timeframe: 5 years.

- Low to medium levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 1 to less than 2.
- Risk Label: Low to medium.

ALLOCATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
	Australian shares	18.5	18.2	18.0	0-50
	International shares	16.2	18.1	17.0	0-55
ASSET	Private capital	5.3	4.5	5.0	0-15
	Property	8.9	8.6	9.0	0-30
	Infrastructure	5.0	4.1	5.0	0-20
	Fixed interest	30.2	29.9	30.0	0-50
	Hedge funds	7.2	6.0	7.0	0-15
	Cash	8.7	10.6	9.0	0-25



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but, before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **CONSERVATIVE**

## Conservative

DESCRIPTION

Investment in a diversified mixture of assets, with an emphasis on fixed interest and cash assets.

**Designed for members who:** Are seeking less volatile returns while maintaining some growth exposure. Using money in the short term is likely to be the main purpose.

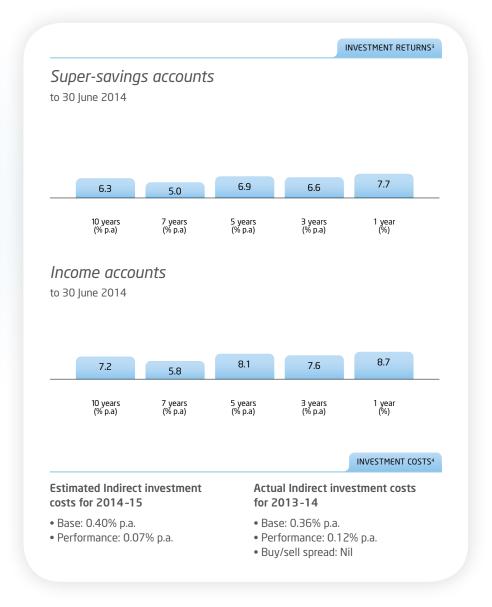
INVESTMENT OBJECTIVES

**Investment objective:** Returns (after Indirect investment costs and where applicable investment taxes<sup>1</sup>) of 1% p.a. above the UBS Australia Bank Bill Index after investment tax (where applicable<sup>1</sup>) over periods of 2 to 5 years.

Minimum suggested timeframe: 3 years.

- Low levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 0.5 to less than 1.
- Risk Label: Low.

ASSET ALLOCATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
	Australian shares	10.2	10.3	10.0	0-15
E E	International shares	9.5	10.5	10.0	0-30
ASSE	Private capital	0.0	0.0	0.0	0-5
	Property	5.9	5.8	6.0	0-20
	Infrastructure	4.0	3.1	4.0	0-20
	Fixed interest	45.3	44.9	45.0	0-50
	Hedge funds	7.2	6.0	7.0	0-15
	Cash	17.9	19.4	18.0	0-100
- (					



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **BALANCED**

## Balanced-Index

Investment in a mixture of assets, with an emphasis on Australian shares and international shares.

Designed for members who: Are seeking to accumulate wealth over the long term and who want exposure to a range of publicly traded assets invested in line with standard market indices.

INVESTMENT OBJECTIVES

**Investment objective:** Closely match the return of the performance benchmark, before investment tax<sup>1</sup> and Indirect investment costs.

Performance benchmark: The strategic weighted return of the market indices for each asset class.

Style: Single-manager, index.

Currency: Combination of hedged and unhedged.

Minimum suggested timeframe: 5 years.

- Medium to high levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 3 to less than 4.
- Risk Label: Medium to high.

ALLOCATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
יררסכ	Australian shares	35.0	34.8	35.0	33-37
	International shares	25.1	25.5	25.0	21-29
ASSET	Property	10.2	10.0	10.0	6-14
	Fixed interest	24.7	25.1	25.0	21-29
	Cash	5.0	4.6	5.0	3-7



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## Shares

Investment in a mixture of Australian and international shares.

**Designed for members who:** Are seeking to accumulate wealth over the long term and who can accept full exposure to the ups and downs of share markets.

INVESTMENT OBJECTIVES

**Investment objective:** Beat inflation over 10 years: *Super-savings account* by 5% p.a. (after Indirect investment costs and where applicable investment taxes) and Income account by 5.5% p.a. (after Indirect investment costs).1

Style: Multi-manager, active.

Currency: Combination of hedged and unhedged.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
ALLOC,	Australian shares	50.8	49.4	50.0	25-75
	International shares	49.2	50.6	50.0	10-90
ASSET	Fixed interest	0.0	0.0	0.0	0-30
	Cash	0.0	0.0	0.0	0-20



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## Australian Shares

Investment in Australian shares.

**Designed for members who:** Are seeking to earn returns from investment in the Australian shares asset class with active management aiming to achieve better long-term returns than available in the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark by 0.75% p.a. before investment tax<sup>1</sup> but after investment fees over rolling 5 year periods.

Performance benchmark: S&P/ASX 300 Accumulation Index.

Style: Multi-manager, active.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ASSET ALLOCATION

STRATEGIC % AS AT 01/07/14 Australian shares 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## Australian Shares - Index

Investment in Australian shares.

**Designed for members who:** Are seeking to earn returns from investment in the Australian shares asset class with passive management aiming to achieve long-term returns that are close to the returns of the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Closely match the returns of the performance benchmark, before investment tax<sup>1</sup> and Indirect investment costs.

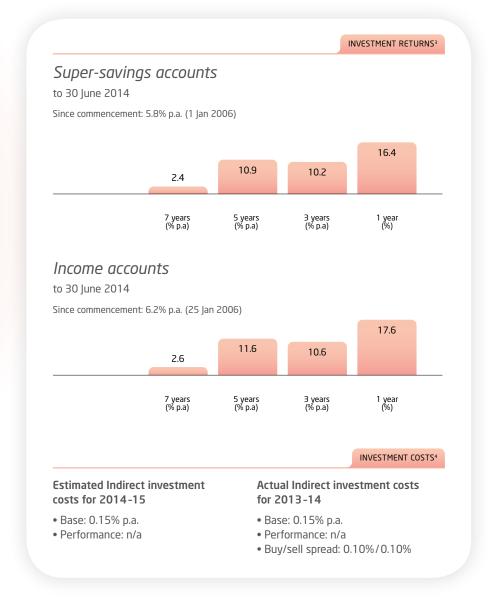
Performance benchmark: S&P/ASX 200 Accumulation Index.

Style: Single-manager, index.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ASSET ALLOCATION STRATEGIC % AS AT 01/07/14 Australian shares 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

# International Shares (hedged)

Investment in international shares.

**Designed for members who:** Are seeking to earn returns from investment in the international shares asset class with most currency exposure being hedged back to the Australian dollar and active management aiming to achieve better long-term returns than available in the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark by 1–2% p.a. before investment tax<sup>1</sup> but after Indirect investment costs over rolling 5-year periods.

Performance benchmark: MSCI All Countries World Index IMI in \$A (hedged).

Style: Multi-manager, active.

Currency: Combination of hedged and unhedged.

It may not be possible for this product to be 100% currency hedged at all times. Up to 25% of the overseas currency exposure may be unhedged at any point in time.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ASSET ALLOCATION STRATEGIC % AS AT 01/07/14 International shares 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

# International Shares (unhedged)

Investment in international shares.

**Designed for members who:** Are seeking to earn returns from investment in the international shares asset class with currency exposure unhedged and active management aiming to achieve better long-term returns than available in the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark by 1-2% p.a. before investment tax<sup>1</sup> but after Indirect investment costs over rolling 5-year periods.

Performance benchmark: MSCI All Countries World Index IMI in \$A (unhedged).

Style: Multi-manager, active.

Currency: Unhedged.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ASSET ALLOCATION STRATEGIC % AS AT 01/07/14 International shares 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

# International Shares enhanced Index (hedged)

Investment in international shares.

**Designed for members who:** Are seeking to earn returns from investment in the international shares asset class with currency exposure being hedged back to the Australian dollar and passive management aiming to achieve long-term returns that are close to the returns of the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark by 0.50% to 1% p.a. before investment tax<sup>1</sup> and Indirect investment costs over rolling 5-year periods.

Performance benchmark: MSCI World Ex-Australia Index in \$A (hedged).

Style: Single-manager, enhanced index.

Currency: Hedged.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ASSET ALLOCATION





- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

# International Shares enhanced Index (unhedged)

Investment in international shares.

**Designed for members who:** Are seeking to earn returns from investment in the international shares asset class with currency exposure unhedged and passive management aiming to achieve long-term returns that are close to the returns of the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark by 0.50% to 1% p.a. before investment tax<sup>1</sup> and Indirect investment costs over rolling 5-year periods.

Performance benchmark: MSCI World Ex-Australia Index in \$A (unhedged).

Style: Single-manager, enhanced index.

Currency: Unhedged.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

ASSET ALLOCATION

STRATEGIC % AS AT 01/07/14 International shares 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

# **Emerging Market Shares**

Investment in international shares focusing on emerging markets.

**Designed for members who:** Are seeking to earn returns from investment in the emerging markets shares asset class with active management aiming to achieve better long-term returns than available in the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark by 1–2% p.a. before investment tax<sup>1</sup> but after Indirect investment costs over rolling 5-year periods.

**Performance benchmark:** MSCI Emerging Markets Investable Markets Index in \$A (unhedged).

Style: Multi-manager, active.

**Currency:** In normal circumstances the option is unhedged to Australian dollars. Currency exposures are individually managed by the underlying managers.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.
- Risk Label: High.

LOCATION		STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
	International shares emerging	100	70-100
SSET ALI	International shares developed	0	0-30



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

### **PROPERTY**

# Property

DESCRIPTION

Investment in Australian and international property.

Designed for members who: Are seeking to earn returns from investment in the property asset class with active management aiming to achieve better long-term returns than available in the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Beat the performance benchmark before investment tax<sup>1</sup> but after Indirect investment costs over rolling 5-year periods.

Performance benchmark: 70% FTSE EPRA/NAREIT Global REIT A\$ (hedged), plus 30% Mercer/IPD Australia Core Wholesale Property Fund Index.

Style: Multi-manager, active.

Currency: Hedged.

Minimum suggested timeframe: 7 years.

- Medium to high levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 3 to less than 4.
- Risk Label: Medium to high.

ALLOCATION		STRATEGIC % AS AT 01/07/14
ET ALLOC	Property	100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **PROPERTY**

# Australian Property - Index

DESCRIPTION

Investment in Australian listed property.

**Designed for members who:** Are seeking to earn returns from investment in the Australian property asset class with passive management aiming to achieve long-term returns that are close to the returns of the standard market index for this sector.

INVESTMENT OBJECTIVES

**Investment objective:** Closely match the returns of the performance benchmark, before investment tax<sup>1</sup> and Indirect investment costs.

Performance benchmark: S&P/ASX 200 A-REIT Accumulation Index.

Style: Single-manager, index.

Minimum suggested timeframe: 7 years.

- High levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 4 to less than 6.

100

• Risk Label: High.

ASSET ALLOCATION STRATEGIC % AS AT 01/07/14 Property



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **FIXED INTEREST AND CASH**

## Fixed interest

Investment in fixed interest.

Designed for members who: Are seeking to earn returns from investment in the fixed interest asset class with active management aiming to achieve better long-term returns than available in the standard market index for this sector.

**Investment objective:** Beat the performance benchmark by 0.50% to 1.0% p.a. before investment tax<sup>1</sup> but after Indirect investment costs over rolling 5-year periods.

Performance benchmark: Citigroup World Broad Investment Grade Index in \$A (hedged).

Style: Multi-manager, active.

Currency: Hedged.

Minimum suggested timeframe: 3 years.

- Low levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 0.5 to less than 1.
- · Risk Label: Low.

STRATEGIC % AS AT 01/07/14 Fixed interest 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **FIXED INTEREST AND CASH**

## Fixed interest – Index

Investment in fixed interest.

Designed for members who: Are seeking to earn returns from investment in the fixed interest asset class with passive management aiming to achieve long-term returns that are close to the returns of the standard market index for this sector.

**Investment objective:** Closely match the returns of the performance benchmark, before investment tax<sup>1</sup> and Indirect investment costs.

Performance benchmark: Citigroup World Government Bond Index Ex-Australia \$A (hedged).

Style: Single-manager, index.

Currency: Hedged.

Minimum suggested timeframe: 3 years.

- Low to medium levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 2 to less than 3.
- Risk Label: Medium.

ASSET ALLOCATION

	STRATEGIC 9 AS AT 01/07/14
Fixed interest	100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## **FIXED INTEREST AND CASH**

## Cash

Investment in cash.

Designed for members who: Are seeking to accumulate a lump sum or derive income over time by earning returns that are close to the level of short-term interest rates in the Australian economy.

**Investment objective:** Match or exceed the returns of the performance benchmark before investment tax<sup>1</sup> but after Indirect investment costs.

Performance benchmark: UBS Australia Bank Bill Index.

Style: Multi-manager, active.

Minimum suggested timeframe: 1 year.

- Very low levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: Less than 0.5.
- Risk Label: Very low.

ASSET ALLOCATION STRATEGIC % AS AT 01/07/14 Cash 100



- 1. No investment tax generally applies for *Income accounts*.
- 2. Refer to the Sunsuper for life Investment guide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.

## SPECIAL OPTIONS

# Ethical, Environmental and Socially Responsible Investments

Investment in a portfolio diversified across all asset types, but with an emphasis on shares and property.

Designed for members who: Are seeking to accumulate wealth over the long term and who want to ensure that their investments are made in line with an extended set of environmental, social and governance principles.

INVESTMENT OBJECTIVES

**Investment objective:** To provide a total return, after Indirect investment costs and before investment tax (where applicable<sup>1</sup>), higher than the return from the performance benchmark on a rolling 5-year basis.

**Performance benchmark:** The average weighted return of the market indices used to measure the performance of the underlying funds in which the option invests.

**Style:** Responsible investment multi-manager, active and index. Currency: In normal circumstances, international fixed interest and international property assets are hedged to Australian dollars, while international shares and other international assets may be hedged to Australian dollars.

Minimum suggested timeframe: 5 years.

Sunsuper SRI certification: Sunsuper's only certified SRI option is offered through Ethical, Environmental and Socially Responsible Investments.

- Very low levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: 2 to less than 3.
- Risk Label: Medium.

ALLOCATION		ACTUAL % AS AT 30/06/13	ACTUAL % AS AT 30/06/14	STRATEGIC % AS AT 01/07/14	ALLOWABLE RANGE % AS AT 01/07/14
ורס	Australian shares	32.2	30.1	33.0	26-40
ĕ ⊢	International shares	25.5	27.3	24.5	15-30
ASSET	Property	10.0	9.2	10.0	0-28
¥	Fixed interest	16.5	20.7	25.0	10-36
	Cash	13.5	10.8	6.0	0-16
	Alternatives*	2.3	1.9	1.5	0-6
	*May include infrastructure, fo	restry and private e	quity		



- 1. No investment tax generally applies for Income accounts.
- 2. Refer to the Sunsuper for life Investment quide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 lune 2014.

### SPECIAL OPTIONS

# Capital Guaranteed

Investment in a mixture of cash deposits with Authorised Deposit-taking Institutions (ADIs) and investments in capital guaranteed superannuation products.

Designed for members who: Are seeking to accumulate a lump sum or derive income over time with the benefit of guarantees from banks and insurance companies that the value of their investment will not decline.

INVESTMENT OBJECTIVES

**Investment objective:** The option is designed to provide full security of capital, and modest returns over the medium to long term.

Target performance (after investment tax (where applicable<sup>1</sup>) and Indirect investment costs) is the return of the performance benchmark over rolling 5-year periods.

Performance benchmark: UBS Australia Bank Bill Index after investment tax (where applicable<sup>1</sup>).

Style: Multi-manager, active.

Minimum suggested timeframe: 5 years.

**Additional Info:** Where investments are made into capital guaranteed superannuation products issued by life insurance companies or banks, the capital guarantee is provided

by the issuing life company or bank. Sunsuper itself does not guarantee the security of capital.

The Capital Guaranteed option is quite different from other investment options. While the capital value is guaranteed by the issuing life insurance companies or banks not to fall, the trade-off with this guarantee is that your longer-term returns may be lower than some less conservative options. This may limit the chances of achieving your financial goals. You should consider seeking financial advice on alternative investment arrangements before investing in this option. In some unfavourable market conditions, we reserve the right to restrict switches and benefit payments from the Capital Guaranteed option.

- Very low levels of volatility in the returns from year to year.
- Expected number of years of negative returns over any 20-year period: Less than 0.5.
- Risk Label: Very low.

Deposits with ADIs and Capital 100 **Guaranteed Investments** 

STRATEGIC % AS AT 01/07/14

- 1. No investment tax generally applies for *Income accounts*. 2. Refer to the Sunsuper for life Investment quide and sunsuper.com.au/standardriskmeasure for more information.
- 3. Past performance is not a reliable indication of future performance. Returns are for the periods ended 30 June 2014. Returns are after Indirect investment costs and investment taxes (where applicable) but before the Indirect administration cost of 0.05% p.a.
- 4. Indirect investment costs were previously referred to as investment fees. It is important to read the information on page 4. Buy/sell spreads are as at 30 June 2014.



# Investment managers (as at 30 June 2014)

### **Customised Investment Management Agreements:**

Manager	Asset classes	Śmil
		4
Acorn Capital Limited	Australian Shares	168.9
Allegro Funds Pty Ltd	Private Capital, Property	156.8
AMP Capital Investors Limited	Infrastructure, Property	719.8
Baillie Gifford Overseas Limited	International Shares	753.9
Balanced Equity Management Pty Limited	Australian Shares	1,411.0
Barwon Investment Partners Pty Ltd	Private Capital	116.1
Brandes Investment Partners & Co	International Shares (Emerging)	514.7
CFS Managed Property Limited	Infrastructure	447.8
DFA Australia Limited	Australian Shares	589.8
GMO Australia Limited	International Shares	1,101.3
Hastings Investment Management Pty Limited	Infrastructure	235.7
HEXAM Capital Partners LLP	International Shares (Emerging)	313.7
INVESCO Australia Limited	Australian Shares	170.9
Lazard Asset Management Pacific Co	International Shares	1,071.1
Macquarie Specialised Asset Management Limited	Infrastructure	108.7
Maple-Brown Abbott Limited	Australian Shares	943.3
Morgan Stanley Investment Management (Australia) Pty Limited	Fixed Interest	1,170.8
Oddo Asset Management	International Shares	270.3
PIMCO Australia Pty Ltd	Fixed Interest	153.9
QIC Limited	Cash	90.6
Sankaty Advisors LLC	Fixed Interest	135.0
Schroder Investment Management Australia Limited	Fixed Interest	390.7
State Street Global Advisors, Australia, Limited	Cash	1,245.8
Taube Hodson Stonex Partners LLP	International Shares	883.7
TCW Asset Management Company	Fixed Interest	711.0
Tribeca Investment Partners Pty Ltd	Australian Shares	579.4
Tweedy, Browne Company LLC	International Shares	961.2
Vinva Investment Management Limited	Australian Shares	2,643.2
Wellington International Management Company Pte Ltd	Fixed Interest	505.9

### **Customised Rebalancing/Overlay Investment Management Agreements:**

QIC Limited manages portfolios for the purposes of rebalancing asset allocation, rebalancing currency and equity protection overlay.

Pareto Investment Management Limited manages a portfolio for the purpose of currency overlay.

# Investment managers (as at 30 June 2014)

### **Other Investment Managers:**

Sunsuper also invests in a number of investment vehicles and listed below are selected managers.

Manager	Asset classes	\$mil
AMP Capital	International Shares, Property, Capital Guaranteed	559.7
Anchorage Capital Group	Private Capital	146.7
Bennelong Funds Management	Australian Shares	117.2
BlueCrest Capital	Hedge Funds	143.2
Brevan Howard	Hedge Funds	140.2
Bridgewater Associates	Hedge Funds	164.2
Caspian Capital	Hedge Funds	123.8
CBRE Global Investors	Property	153.8
Franklin Templeton Investments	Fixed Interest	154.4
GMO	International Shares (Emerging), Hedge Funds	363.0
Goodman Australia	Property	249.4
Harbourvest Partners, LLC	Private Capital	130.9
Hastings Funds Management	Infrastructure	176.0
ICG-Longbow	Property	93.3
King Street Capital Management	Hedge Funds	125.6
Lone Star Funds	Property	166.8
Makena Capital	International Shares, Private Capital, Property, Fixed Interest, Hedge Funds, Cash	698.6
Manikay Partners	Hedge Funds	151.1
Nephila Capital	Hedge Funds	137.4
Oaktree Capital Management	Private Capital	95.0
OWS Capital Management	Hedge Funds	90.0
Perry Capital	Hedge Funds	95.1
QIC	Property	113.2
SSgA	Australian Shares, International Shares, Property, Fixed Interest	604.2
Stockbridge Capital Group	Property	149.7
Suncorp Life	Capital Guaranteed	119.8
Sunsuper	Infrastructure, Fixed Interest, Cash	1,905.3
Taconic Capital Advisors	Hedge Funds	101.3
The GPT Group	Property	355.4

### **Sunsuper Pooled Superannuation Trust**

The Trustee of Sunsuper is also the Trustee and RSE Licensee of the Sunsuper Pooled Superannuation Trust (PST). Some investments of Sunsuper are made via the PST. No other entities invest money in the PST. As at 30 June 2014, the PST's investments were \$4,257m.

## Professional advisers

Administrator	Precision Administration Services Pty Ltd*
Custodian	State Street Australia Limited
Auditor	Deloitte Touche Tohmatsu
Investment consultants	Aksia LLC Ibbotson Associates Australia Ltd Mercer Investments (Australia) Limited
Lawyers	Corrs Chambers Westgarth
Insurers	AIA Australia Limited  MetLife Insurance Limited  MLC Limited  Hannover Life Re of Australasia Ltd
Actuaries	Shane Mather (Fellow of the Institute of Actuaries of Australia) Towers Watson Australia Pty Ltd

<sup>\*</sup>Precision Administration Services Pty Ltd is wholly owned by the Sunsuper Superannuation Fund.

# Sunsuper's reserves

The trustee maintains a number of reserves in the Fund. From 1 July 2013, the Trustee is required to maintain adequate financial resources to address losses arising from operational risks that may affect its business operations. The operational risk financial requirement (ORFR) is the target amount of financial resources that the Trustee determines is necessary to respond to these losses.

The Trustee has assessed its operational risk financial requirement for the Group and initially set an ORFR target amount at 0.25% to 0.30% of Fund net assets. Effective 11 June 2014, a revision was made and the new ORFR target amount was set at 0.25% to 0.28% of Fund net assets plus 0.10% of Sunsuper Pooled Superannuation Trust (PST) net assets. The PST is 100% owned by Sunsuper Superannuation Fund and has the same Trustee as the Fund.

The Trustee may call upon the ORFR to make a payment to address an operational risk that has occurred and caused one or more beneficiaries in the Fund or in the PST to sustain a loss, or to be deprived of a gain, to which they otherwise would have been entitled, in relation to their benefits in the Fund. Initial funding of the ORFR and future top-up or replenishment is from the general reserve. The ORFR is invested in the Balanced option.

The ORFR balance as at 30 June 2014 was \$81.6mil (\$4.2mil attributed to the PST). The ORFR is included in 'Net assets available to pay benefits' as disclosed in the Statement of Net Assets on page 35 of this report.

The Trustee maintains a general reserve in the Fund for the benefit of members. The general reserve is maintained in order to:

- help meet the operating expenses of the Fund,
- assist with the management of the operational risks of the Fund, including meeting losses from events not covered by insurance, or not claimed under insurance policies, and from 1 July 2013, not met from the ORFR,
- support the ORFR,
- support the timing differences between the levels of investment tax and the investment fees incurred and the level of investment tax and investment fees charged to members, and

 support expenses and capital investments in assets designed to enhance the efficiency of the Fund's operations.

The Trustee does not maintain the general reserve for the purpose of smoothing investment earnings. Members' accounts are credited or debited with the actual earnings of their selected investment options.

The general reserve may only be invested in:

- the Balanced option,
- low volatility investments (e.g. cash) to fund significant short-term liabilities (e.g taxes), and
- any other investments approved by the Trustee.

Over the past 5 years Sunsuper's general reserve has been:

As at 30 June	2014	2013	2012	2011	2010
Reserve (\$mil)	190.9	196.2	199.3	190.1	150.8

The general reserve is included in 'Net assets available to pay benefits' as disclosed in the Statement of Net Assets on page 35 of this report.

As part of the Fund's group life insurance arrangements with the insurers, the Trustee may receive profit share distributions. The Trustee may use any profit share distributions to help meet insurance offering costs or to fund insurance related enhancements. Any profit share distributions which are received and not yet used for these purposes are allocated to an insurance reserve.

Over the past 4 years Sunsuper's insurance reserve has been:

As at 30 June	2014	2013	2012	2011
Reserve (\$mil)	0.3	1.1	4.8	8.0

The insurance reserve is included in 'Net assets available to pay benefits' as disclosed in the Statement of Net Assets on page 35 of this report.

## The Board

The Trustee of the Sunsuper Superannuation Fund is Sunsuper Pty Ltd (ABN 88 010 720 840), which is licensed by the Australian Prudential Regulation Authority (APRA) under a Registrable Superannuation Entity (RSE) licence and holds an Australian Financial Services Licence (AFSL) from the Australian Securities and Investments Commission (ASIC).

The Trustee is responsible for managing the Fund, and ensures it operates in the best interests of all members and continues to comply with all legal requirements.

Sunsuper Pty Ltd has a Board of Directors comprising equal numbers of member and employer representatives. As at 30 June 2014 the representatives on the Board were:

Member representatives	Appointed by
John Battams <sup>1</sup>	Qld Council of Unions
Ron Monaghan (Chair) <sup>2</sup>	Qld Council of Unions
Ben Swan³	Australian Workers Union of Employees Qld
Employer representatives	Appointed by
Elizabeth Hallett <sup>4</sup>	Qld Chamber of Commerce and Industry Limited
Graham Heilbronn <sup>3</sup>	Qld Chamber of Commerce and Industry Limited

- 1 Rob Hutchinson was appointed Deputy Chair of the Board effective 1 January 2014, replacing John Battams.
- 2 Ron Monaghan was appointed Chair of the Board effective 1 January 2014, replacing Graham Heilbronn.
- 3 Ben Swan was appointed to the Board effective 5 August 2013, replacing Bill Ludwig who resigned effective 8 July 2013.
- 4 Elizabeth Hallett was appointed to the Board effective 27 March 2014, replacing Peter Annand who resigned effective 31 December 2013.

Replacement representatives are appointed by the same employer or union body to ensure there is always equal representation of employees and employers. The Audit, Compliance and Risk Management Committee of the Board is responsible for reporting to and advising the Board on audit, compliance and risk management issues. The members of the Audit, Compliance and Risk Management Committee are appointed by the Board. All members must be Directors of the Trustee, except for the Audit Committee Financial Expert who can be an external, non-Board member. The current Audit Committee Financial Expert is Marian Micalizzi.

Sunsuper has developed and implemented a comprehensive risk management framework, which focuses on the identification, analysis, evaluation, treatment, monitoring and communication of risks. The risk management framework is subject to limited annual assurance from Sunsuper's external auditor in accordance with prescribed auditing standards as well as further comprehensive review from Sunsuper's internal audit function in accordance with the requirements of APRA's SPS 220 - Risk Management.

All members of the Investment Committee must be Directors of the Trustee, except for the Investment Expert who can be an external, non-Board member. The current Investment Expert is Justine Hickey. After his resignation from the Board Peter Annand served as an Investment Expert from 1 January 2014 to 30 lune 2014.

#### **Evaluation of Board and executive officers**

The Board has implemented a process for the periodic review and evaluation of its performance and the performance of its committees, individual directors and executive officers.

The CEO, in conjunction with the Board Remuneration and Nominations Committee, is responsible for approving the performance objectives and measures for executive officers, and providing input into the evaluation of performance against these objectives.

Performance evaluations for the 2013-14 financial year have been conducted in accordance with the approved process.

#### Remuneration of directors and executive officers

Director remuneration consists of Board and committee fees, superannuation guarantee contributions and the reimbursement of reasonable expenses. The fees reflect the demands on and responsibilities of those directors.

For directors with service before 1 January 2005, a retiring allowance is payable on resignation or termination from the Board. The retiring allowance is calculated as a multiple of the average of the director's annual fees in the 3 years up to 31 December 2004, adjusted for inflation after that date. The multiple was calculated based on the number of years of service as a director up to 31 December 2004 and was capped at 10 years of service.

Executive officers remuneration comprises salaries, superannuation guarantee contributions, performance bonuses and the reimbursement of reasonable expenses. The CEO, in conjunction with the Board Remuneration and Nominations Committee, is responsible for determining the remuneration of executive officers. Director and executive officers remuneration is reviewed at least annually. Remuneration levels are benchmarked against independent external sources. The directors and executive officers are paid in accordance with the remuneration policy.

The total remuneration paid to directors and executive officers can be found online at sunsuper.com.au/remuneration

# The Board (continued)

	Board	Audit, Compliance and Risk Management Committee	Investment Committee	Remuneration and Nominations Committee	Claims Committee
Directors					
John Battams	11(12)	3(3)	5(5)	2(2)	1(1)
Ron Monaghan	11(12)	3(3)	5(5)	5(5)	2(2)
Ben Swan	7(12)	2(3)	2(5)	N/A	3(3)
Elizabeth Hallett	5(5)	2(2)	2(2)	1(1)	N/A
Graham Heilbronn	12(12)	N/A	5(5)	5(5)	2(2)
Rob Hutchinson	11(12)	2(3)	5(5)	1(2)	3(3)
Peter Annand	5(5)	3(3)	2(2)	3(3)	1(1)

Numbers shown in brackets represent the number of meetings each Director was eligible to attend.

The Board approves a charter for each committee, except the Claims Committee which operates under delegation instructions.

The Claims Committee is comprised of one Director sitting in rotation supported by a management advisory committee.

Peter Annand remained on the Investment Committee as an independent expert after his resignation from the Board until 30/06/2014. Attendance numbers above reflect the meetings he attended in the role of Director.

Directors on the Audit, Compliance and Risk Management Committee during 2013 were Peter Annand, Rob Hutchinson and Ron Monaghan. Directors on the Audit, Compliance and Risk Management Committee during 2014 are John Battams, Ben Swan and Elizabeth Hallett.

Directors on the Remuneration and Nominations Committee during 2013 were Peter Annand, Ron Monaghan and Graham Heilbronn. Directors on the Remuneration and Nominations Committee during 2014 are Ron Monaghan, Graham Heilbronn, John Battams and Rob Hutchinson.

## Investment options

### **Active investment options**

Sunsuper has a belief in active investment management that we apply to several of the options we offer. This is reflected in the range of highly rated investment managers selected by Sunsuper and its investment consultant, Mercer Investments (Australia) Limited ABN 66 008 612 397, to manage the actively managed investment options.

We believe that active management will result in returns higher than returns from index managers, even after active management fees are taken into account. In addition to expecting our managers to outperform their benchmarks through active management, we expect all of our managers to:

- · have world class professional Investment processes,
- complement each other's processes and styles, and
- be cost effective.

### Index investment options

Although we believe in the potential benefits of active management, we provide our members with access to low cost index and enhanced index options. Index (or passive) options are invested in a range of investments designed to replicate the performance of a chosen benchmark. Enhanced index options work in much the same way; however, they seek minor outperformance via low risk active management. These options generally have lower fees than actively managed options.

### Multi-manager approach

Options may be classified as single or multi-manager. Sunsuper generally prefers to construct options using a multi-manager approach. Multi-manager options use a combination of investment managers within the one investment option, providing diversification across investment managers and reducing the risk of exposure to any one investment manager or style.

### **Currency hedging**

The value of overseas investments can be impacted by currency fluctuations. The effects of currency movement on an investment can be reduced by 'currency hedging'. This fixes the value of the Australian dollar relative to one or a number of foreign currencies.

An investment or asset class can be either fully hedged, partially hedged or unhedged:

- fully hedged is where all of the investment is protected from the effects of currency exchange rates,
- partially hedged is where the investment is partly protected from these effects, and
- an unhedged investment is not protected from these effects.

Sunsuper has a set strategic currency exposure policy for the investment options and pools designed by Sunsuper which have international exposure. The policy may be modified in the future, with respect to the hedging of currency:

- For the options with international fixed interest investments, Sunsuper aims to fully hedge the currency exposure (that is, the impact of currency fluctuations are virtually eliminated).
- For the options with international shares investments, Sunsuper varies the strategic level of foreign currency hedging. An appropriate hedge is set for each option, taking into account its specific circumstances, asset allocation and risk and return characteristics. Active managers can also vary the level of hedging as a tactical decision to take advantage of expected currency movements.

For other investment options with international exposure, the currency hedging policy is outlined in the relevant investment panel for each option on pages 5 to 25.

### How we calculate your balance

Your account balance is calculated by multiplying the number of units you have in each investment option by the unit price for each option. As the unit prices are calculated on a daily basis, the value of your account may change daily.

### Is your investment guaranteed?

No, except for the Capital Guaranteed option, the movement in unit prices, the repayment of capital and the performance of any investment option are not guaranteed. Investing in a specific investment option does not give any entitlement to the assets underlying that investment option. For more details on the guarantee for the Capital Guaranteed option, refer to page 25.

### How does Sunsuper use derivatives?

Sunsuper's policy is to allow our investment managers to use derivatives, such as futures, options and swaps, to achieve their investment objectives, particularly for the purpose of managing risk. However, the managers must operate within specific investment guidelines.

# Investment options (continued)

### Changes to investment objectives from June 2014

Investment option	Old investment objective	New investment objective
Balanced <sup>1</sup>	Outperform the median of similar funds over 5, 7 and 10 years.	Outperform the median of similar funds over 7 years (after Indirect investment costs and where applicable investment tax²).
Australian Shares	Beat the performance benchmark by 1% p.a. before investment tax <sup>2</sup> but after investment fees over rolling 5-year periods.	Beat the performance benchmark by 0.75% p.a. before investment tax <sup>2</sup> but after Indirect investment costs over rolling 5-year periods.
International Shares – enhanced Index (hedged)	Beat the performance benchmark by 0.75% to 1% p.a. before investment tax <sup>2</sup> and fees over rolling 3-year periods.	Beat the performance benchmark by 0.50% to 1% p.a. before investment tax <sup>2</sup> and Indirect investment costs over 5-year periods.
International Shares - enhanced Index (unhedged)	Beat the performance benchmark by 0.75% to 1% p.a. before investment tax <sup>2</sup> and fees over rolling 3-year periods.	Beat the performance benchmark by 0.50% to 1% before investment tax <sup>2</sup> and Indirect investment costs over rolling 5-year periods.

<sup>1</sup> The Balanced option and Balanced Pool have two investment objectives, the other investment objective did not change.

<sup>2</sup> No investment tax generally applies in Australia for *Income accounts*.

## Compliance

### Sunsuper complies

Sunsuper is a regulated fund under the *Superannuation* Industry (Supervision) Act 1993 (SIS), and has been a complying fund since inception in 1987. Sunsuper was granted an RSE licence by the Australian Prudential Regulation Authority (APRA) on 21 October 2005.

It is the Trustee's responsibility to ensure that Sunsuper meets its licensing obligations, including compliance with the RSE licensee laws and the maintenance of a risk management strategy and plan. As a result, Sunsuper members benefit from the lower tax rates that apply to complying funds. The Trustee lodges a return each year with APRA indicating the Fund's compliance with relevant legislation, including the SIS Act.

As an Australian Financial Services licensee, Sunsuper must also have arrangements in place to ensure that it complies with its licensee obligations as determined by the Australian Securities and Investment Commission (ASIC). These obligations relate to conduct and disclosure; the provision of financial services; the competence, knowledge and skills of its responsible officers, as well as their good fame and character: the training and competence of its staff and representatives; and dispute resolution and compensation arrangements. Sunsuper has planned and implemented compliance measures, processes and procedures to ensure it meets the obligations.

#### **Further information**

Further information to help you understand your benefits or entitlements, the main features of the Fund, the management and financial condition of the Fund, and the Fund's investment performance or investment strategies is available by calling us on 13 11 84 or visiting sunsuper.com.au

#### Insurance

The Trustee has implemented a comprehensive insurance programme, which includes trustee liability and professional indemnity insurance policies. This programme is designed to transfer some of the financial risks faced by the Trustee

and the Fund to other parties. The nature and extent of the insurance policies in place has been determined through risk analysis and consultation with external risk advisors.

### Superannuation surcharge

This surcharge was abolished from 1 July 2005, however, surcharge amounts may have been advised by the Australian Taxation Office (ATO) and been deducted from members' accounts during the 2013–14 year. Sunsuper as the Trustee is responsible for the collection and the remittance of these amounts to the ATO and will deduct any surcharge payable from your account.

### **Eligible Rollover Fund**

To protect the value of small Super-savings accounts, Sunsuper may, at its discretion, transfer member accounts to an Eligible Rollover Fund (ERF) where:

- the member's account balance is low, and
- we have not received any contributions on the member's behalf for at least 2 years.

The ERF currently used by Sunsuper can be contacted as follows:

The AUSfund Administrator, PO Box 2468 Kent Town SA 5071

Call: 1300 361 798

If your Super-savings accounts balance is transferred to AUSfund:

- You will no longer be a member of Sunsuper for life.
- You will become a member of AUSfund and be subject to its governing rules. You should refer to the AUSfund Product Disclosure Statement PDS for details of its features. If Sunsuper can provide AUSfund with your contact details, AUSfund will provide you with its own PDS that outlines all the operational details of their fund.

- Investment earnings credited to your account will vary depending on the interest rate declared by the Trustee of AUSfund. You should refer to the AUSfund PDS, website and annual report for details of these investment earnings.
- A different fee structure will apply. For details of fees changed by AUSfund, refer to the AUSfund Product Disclosure Statements.

Indirect investment and operational costs are deducted from the gross investment returns before interest rates are declared. You should refer to the AUSfund PDS for details of the fees which may apply.

- AUSfund has one diversified investment strategy and therefore doesn't provide investment choice. Rates of return are not guaranteed and investment returns provided to AUSfund members will be dependent on the performance of the underlying investment markets.
- AUSfund does not offer insured benefits in the event of death or disablement.

You can contact AUSfund directly to claim your benefit or to transfer it to another superannuation fund. You can access the AUSfund PDS at www.unclaimedsuper.com.au.

The trustee of AUSfund is Industry Funds Investments Limited, ABN 17 006 883 227, AFSL 229881.

## Compliance (continued)

### Dispute resolution

If you are unhappy with our service or super fund, we offer a complaint resolution process at no additional cost to you. Contact us to discuss your complaint:

Customer Service Team: 13 11 84 Sunsuper Customer Relations Team GPO Box 2924 Brisbane Old 4001

#### sunsuper.com.au/contactus

We will do everything we can to resolve the issue as quickly as possible. If you are still not happy or Sunsuper has not responded within 90 days, you can contact the Superannuation Complaints Tribunal (SCT). This is an independent dispute resolution body established by the Federal Government to help resolve complaints about superannuation. They may be contacted by writing to:

Superannuation Complaints Tribunal Locked Bag 3060 Melbourne Vic 3001

Phone: 1300 884 114 Web: www.sct.gov.au

## Important information you should know about making a complaint to the SCT

The scope of matters that the SCT can deal with is limited by legislation, and it is possible that the SCT cannot deal with the matter. The SCT will advise you if they can deal with a complaint and, if so, what information is required. The SCT can only deal with complaints where:

- the complainant is a member or former member of Sunsuper, or a person on behalf of a member or former member of his/her estate.
- the complaint relates to a Trustee decision or action in respect of a particular member of the Fund, not the general management of the Fund, and
- the complaint has first been dealt with under Sunsuper's internal complaint resolution procedures.

Access to the SCT is free of charge.

For more information on the complaints resolution process refer to sunsuper.com.au/complaints

## Temporary residents

Super funds will be issued with a notice by the ATO identifying members who are not Australian or New Zealand citizens or permanent residents of Australia and who have left Australia after holding an Australian temporary resident visa. On receipt of the ATO notice, we will be required to transfer the benefit of any member recorded on the notice to the ATO. As Sunsuper adopts the ASIC class order relief that provides disclosure exemption for former temporary residents, information regarding the transfer of a member's benefits and significant event notices may not be provided to a member whose benefit has been transferred. For more information visit sunsuper.com.au/factsheets

After departing Australia a former temporary resident can claim their benefit from Sunsuper (if we have not paid it to the ATO) or from the ATO. If you are applying to the ATO to claim your benefit and require information about the transfer. please contact us. The taxable component (taxed element) of a former temporary resident's benefit will be taxed at 35 per cent.

## Unit pricing error compensation

Sunsuper has put in place comprehensive controls in order to minimise the chance of unit pricing errors. Should an error occur and Sunsuper determines that compensation is payable to members that have been adversely affected, we aim to ensure existing Sunsuper members are in the same financial position as if the error did not occur. For exited members only amounts \$20 or greater will be compensated. Sunsuper's policy is in line with industry standards and regulatory guidelines.

# Financial statements

The financial statements identify:

- all contributions to the Fund,
- where the Fund's money was invested and how much income it earned,
- expenses the Fund incurred and other revenue the Fund earned,
- the net assets in the Fund available to pay future benefits, and
- the amount the Fund paid out in benefits.

The Trustee is satisfied that the following abridged financial information derived from the audited Financial Statements of the Fund represents a true and accurate record of changes in the Fund's net assets during the year to 30 June 2014 and the net assets as at 30 June 2014. Audited Financial Statements and the Independent Report by the Fund's auditors are available on our website. You can also contact us on 13 11 84 to request a copy to be sent to you.

STATEMENT OF NET ASSETS	2014	2013
as at 30 June	\$000	\$000
Investments		
Cash and cash equivalents	3,789,226	3,129,964
Fixed interest securities	3,761,368	2,997,197
Australian equities	7,067,675	5,800,346
International equities	7,315,240	5,551,182
Property	2,557,452	1,963,456
Alternative assets	5,034,525	4,691,887
Total investments	29,525,486	24,134,032
Other assets		
Cash at bank	39,671	38,757
Contributions receivable	197,559	173,047
Other financial assets	113,456	60,215
Plant and equipment	3,090	3,695
Deferred tax asset	3,541	59,408
Total other assets	357,317	335,122
Total assets	29,882,803	24,469,154
Liabilities		
Benefits payable	228,262	148,763
Other payables	33,900	28,141
Provision for employee benefits	2,854	2,511
Current tax liabilities	277,051	300,481
Deferred tax liabilities	168,328	63,114
Total liabilities	710,395	543,010
Net assets available to pay benefits	29,172,408	23,926,144

STATEMENT OF CHANGES IN NET ASSETS	2014	2013
for the year ended 30 June	\$000	\$000
Revenue from ordinary activities		
Net investment revenue		
Interest	206,386	207,459
Dividends and distributions	679,405	542,589
Rental and other investment income	41,187	39,575
Changes in net market value of investments	2,498,242	2,447,163
Less: Direct investment expenses	(70,639)	(62,763)
	3,354,581	3,174,023
Contribution revenue		
Employer contributions	2,516,762	2,282,404
Member contributions	363,529	232,158
Transfers from other funds	1,003,250	725,317
Transfer from successor fund	462,299	-
	4,345,840	3,239,879
Other revenue		
Group life insurance rebate	12,000	8,400
Group life insurance proceeds	223,517	166,786
Other income	75	218
	235,592	175,404
Total revenue from ordinary activities	7,936,013	6,589,306
Expenditure from ordinary activities		
Direct member expenses		
Group life insurance premiums	197,804	188,353
Other member and sub-plan specific expenses	507	291
	198,311	188,644
Indirect member expenses charged to general reserve		
Fund administration expense	128,293	116,898
Depreciation expense	647	846
Amortisation expense	-	1,002
Anti-detriment payments	3,949	2,646
	132,889	121,392
Benefits paid and payable	1,824,845	1,590,939
Total expenditure from ordinary activities	2,156,045	1,900,975
Total revenue less expenditure before income tax	5,779,968	4,688,331
Income tax expense	533,704	461,358
Total revenue less expenditure after income tax	5,246,264	4,226,973
Net assets available to pay benefits at the beginning of the year		19,699,171
Net assets available to pay benefits at the end of the year	29,172,408	23,926,144













For further information about the ratings methodology used and awards, refer to **sunsuper.com.au/ratingsagencies** 



Sunsuper is a member of The Association of Superannuation Funds of Australia Limited (ASFA).

Sunsuper Pty Ltd ABN 88 010 720 840 AFSL No. 228975 Sunsuper Superannuation Fund ABN 98 503 137 921 SPIN SSR 0100 AU

MySuper Authorisation 98 503 137 921 996

Unique Super Identifier (USI) 98 503 137 921 001



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This document has been prepared on 22 October 2014 and issued by Sunsuper Pty Ltd (ABN 88 010 720 840), Trustee of the Sunsuper Superannuation Fund. While it has been prepared with all reasonable care, no responsibility or liability is accepted for any errors or omissions or misstatement however caused. All forecasts and estimates are based on certain assumptions which may change. If those assumptions change, our forecasts and estimates may also change. This document has been prepared for general information purposes only and not as specific advice to any particular person. Any advice contained in this document is general advice and does not take into account any particular person's objectives, financial situation or needs. Because of this, before acting on any advice, you should consider its appropriateness, having regard to your own particular objectives, financial situation and needs. You should obtain and consider the *Product Disclosure Statement* (*PDS*) before making any decision about whether to acquire or continue to hold the product. The *PDS* is available by contacting a Member Service Representative on 13 11 84. We are committed to respecting your privacy. Our formal privacy policy sets out how we do this. If you would like a copy of Sunsuper's privacy policy please contact us.