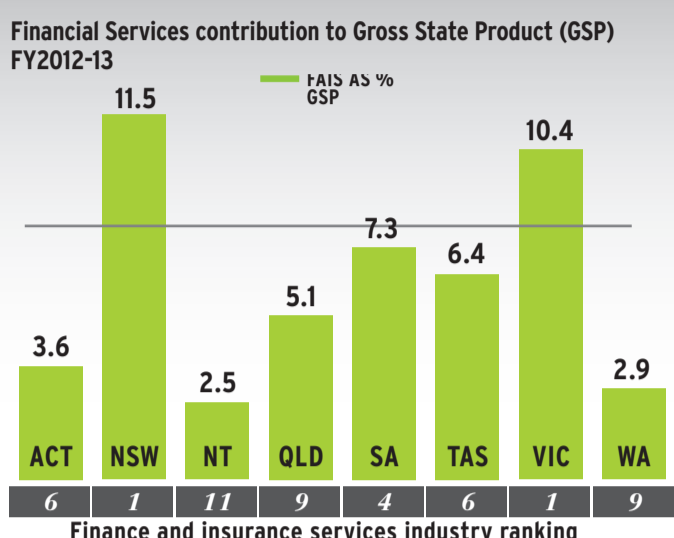


STATE OF THE INDUSTRY 2014 Infographic

Financial Services

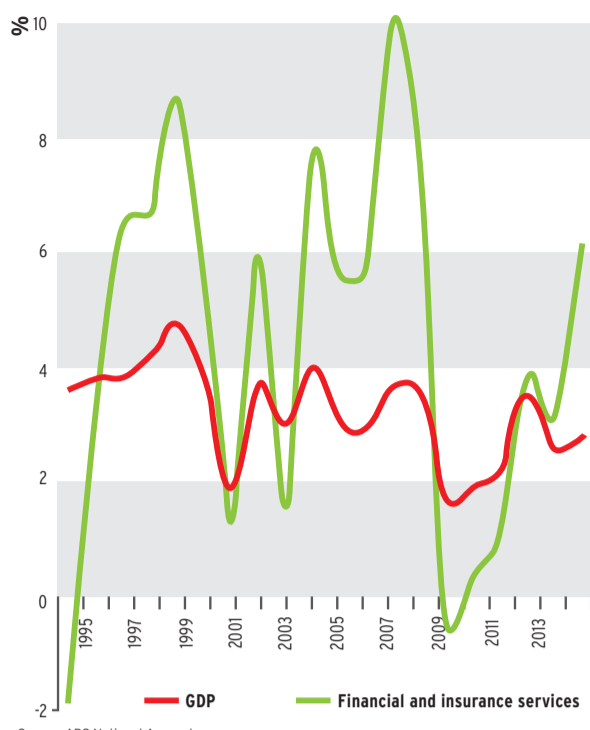
Largest sector of the Australian economy

NSW is the fastest growing state:
Financial Services = 11.15% of GSP



Contributes over \$130 billion to GDP each year

Financial Services growth compared to GDP - 1995-2014



Pays the most corporate tax
- \$20 billion per annum

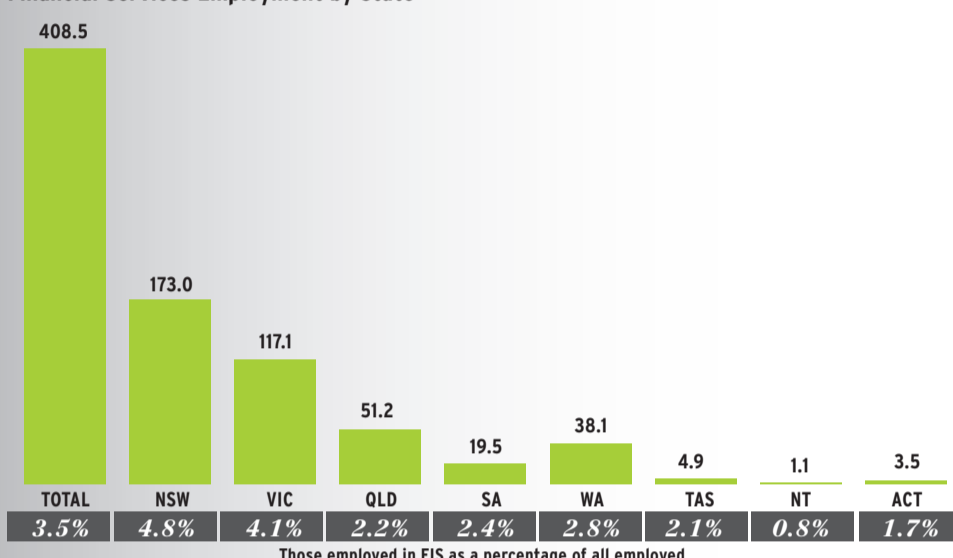
Jobs are highly skilled,
and highly remunerated

Includes \$1.85 trillion in
superannuation = 116% of GDP

Exports grew 43% in 2012-13
- \$2 billion to \$2.9 billion

Employs more than 400,000

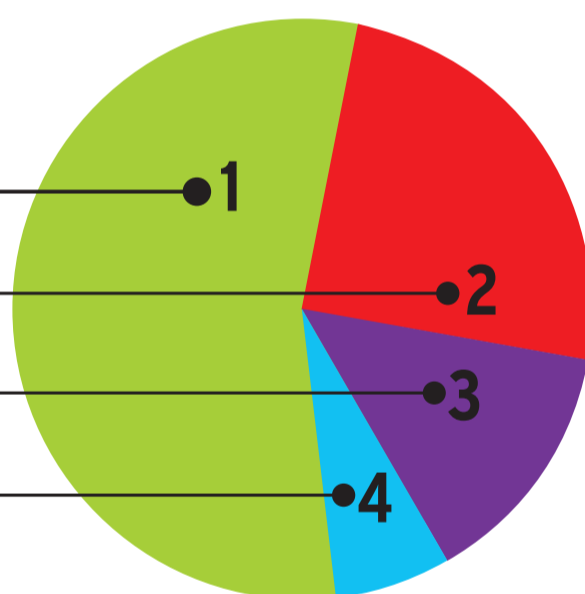
Financial Services Employment by State



AUSTRALIA POPULATION 23 MILLION • WORLD'S 4th LARGEST SUPERANNUATION SYSTEM • LARGEST INDUSTRY - FINANCIAL SERVICES

Largest Superannuation Schemes

1. United States - population 316 million
2. Japan - population 127 million
3. United Kingdom - population 64 million
4. Australia - population 23 million



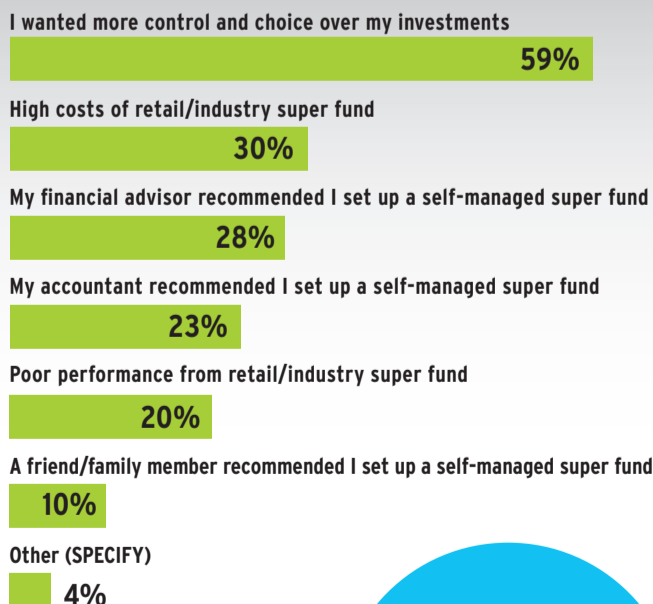
SMSFs

\$550 billion
= 1/3 of Australia's
superannuation
pool

\$320 billion
in 2009;
\$550 billion
today
= 30% growth

59% have an SMSF
for control and choice

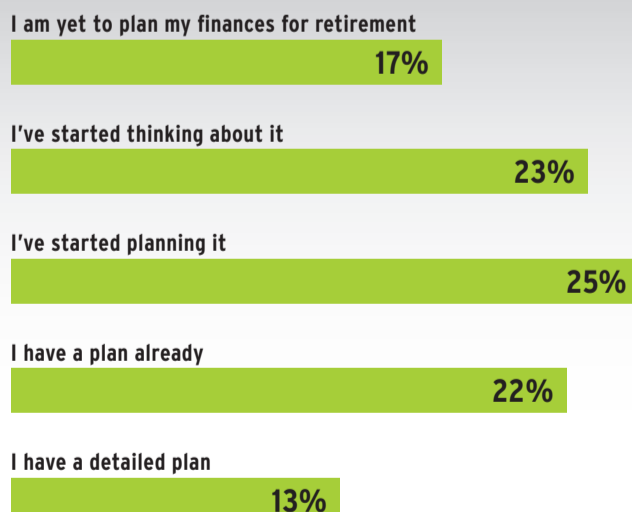
WHY AUSTRALIANS HAVE SMSFs



A typical
SMSF has 35%
invested in
deposits/cash

60% of SMSF owners have plans or
have started planning for retirement

PLANNING FOR RETIREMENT



15% may add international shares
to their investment portfolios

HOW SMSF OWNERS PLAN TO DIVERSIFY PORTFOLIOS

