




# The super fund for the real estate industry



Expert support | Reduced admin | Simplified compliance



“ As the industry super fund for real estate, REI Super ticked all the boxes, we had no hesitation selecting them to manage the superannuation assets for our team. ”

**Cathy Loftus**

Director of Finance and Operations,  
Morrison Kleeman Real Estate.

**WE HELP REDUCE YOUR SUPER ADMIN TIME WITH:**

- ✓ Flexible payment methods to suit your team size
- ✓ Faster and easier processing of transactions
- ✓ Support from staff experienced in real estate specific rules
- ✓ On-site training where possible
- ✓ Easy online contributions portal
- ✓ Regular updates on deadlines and changes to super
- ✓ Our easy-to-use website with useful information and tools

# We are here to foster and boost our industry through relationships and initiatives.



Jarrod Coysh  
CEO, REI Super

REI Super has a long, rich history as the super fund for the real estate industry since opening our doors in 1975. That's over 44 years of industry knowledge and experience.

We're inspired by helping you improve your super administration, to make running your business easier and more efficient. We make super easy.

Over 12,000 employers in the real estate industry already partner with us, we could be your next biggest partner.

At REI Super we are proud of our unconflicted governance model which combines independent and member-elected directors who are part of the real estate industry and understand how it is changing.

REI Super is your industry super fund, we understand the challenges our industry can bring. We are continually developing additional services for employers to make it easier for you to manage employee super administration, meet your legal obligations and save you time.

With our small and nimble team, we are able to provide a personal member experience, unlike larger funds. We are on hand to provide you with assistance, either over the phone, in-person or via video calls.


We are here to foster and boost our industry through strengthened relationships with employers and industry initiatives.

We are here for you.

Yours sincerely,

Jarrod Coysh  
CEO

*On the cover: REI Super participating employer Kellie Eagles, Property Management Director, Elders Real Estate Queanbeyan/Jerrabomberra.*



“ REI Super helped us set up our online clearing house for super payments. The team have been wonderful and the clearing house has helped enormously with our super compliance. ”

**Sonia Tulk**

Director of Operations & Finance  
Callagher Real Estate

## Simplify your legal compliance

Your employees are legally entitled to choose the super fund that their compulsory superannuation guarantee (SG) contributions are made to (see page 9 for more information on your SG obligations).

If they don't complete a Choice of Fund form, you need to pay their SG contributions into a 'default fund' that is both MySuper authorised and listed in the Modern Clerical and Real Estate Awards.

## When it comes to legal compliance with your choice of default super fund, REI Super makes it simple.

We are the only real estate specific superannuation fund named in both of these Federal Awards as a default super fund for real estate industry employees. So if a new staff member doesn't make a choice of fund, employers must select REI Super as their default fund.

REI Super is also MySuper authorised. So when you choose us as your super partner, you can be sure you're meeting all your legal obligations – and your employees benefit from a super fund dedicated to their needs.

## Give your employees the advantage of an industry super fund

As an industry fund, we exist for the sole purpose of helping our members grow their superannuation savings.

Unlike retail and bank-owned super funds, all our investment profits are returned to members and we don't pay dividends to shareholders, which means competitive fees and higher savings.

### High performing default option

REI Super uses the Balanced option as its MySuper default for members who don't make an investment choice. This option has a strong record of investment performance and delivers above average returns to members over the long term. You can see how this option is invested and read more about our investment returns on page 8.



### SUPER BENEFITS FOR YOUR STAFF

- ✓ Competitive fees and higher savings
- ✓ Investment profits returned to members
- ✓ A record of strong investment performance
- ✓ Mobile-friendly account access
- ✓ Support from qualified financial advisers
- ✓ Insurance cover for death and disability (see page 7)



“ I’m going to encourage my employees to think more about super as it is so tax effective. I’ve always encouraged them to buy property but they need to do more than that. ”

**Paul McDonald**

Principal, Paul McDonald Real Estate

## Consistent, long term investment returns

To achieve our record of consistent, long term investment returns, we actively manage our members' investments while keeping an eye on costs to further boost returns to their accounts.

In the period ended 30 June 2019, REI Super's Balanced investment option had a 10-year rolling net investment return of 8.61%, compared to the return of the median super fund balanced option of 8.60%\*.

\* SuperRatings Fund Crediting Rate Survey, **SR50 Balanced (60-76) Index**, June 2019.

### OUR INVESTMENT STRATEGY:

- ✓ To get the best possible returns for our members by identifying investments that offer good value and a good return for their level of risk
- ✓ To diversify across a range of different types of investments
- ✓ To invest less when markets are expensive and invest more when they are cheap

Take a look at our investment returns over the past 10 years on page 8.

## Great insurance cover for death and disability

Our Death and Total and Permanent Disablement (TPD) insurance protects your employees from some of life's challenges and can play a big part in their financial health.

As an additional option, we also offer cost-effective Income Protection Insurance, which provides income protection should a member be temporarily unable to work due to accident or illness. This cover is tailored to the needs of people who work in real estate and it covers commissions and variable remuneration.

### WHY INSURE THROUGH REI SUPER?

- ✓ Great group cover rates for your team
- ✓ Fees paid direct from members' super account
- ✓ Flexibility to change cover any time



“ It's quite a simple process these days, to contribute to the various employees' super funds on a quarterly basis. It's just one payment and it's done. ”

**Abby Henke**

Finance Manager at Ouwens Casserly  
Real Estate, Adelaide

# A snapshot of REI Super investment returns

Markets can fluctuate in the short term, so it's important to look at the long-term performance of an investment. Net investment returns for the period ended 30 June 2019.

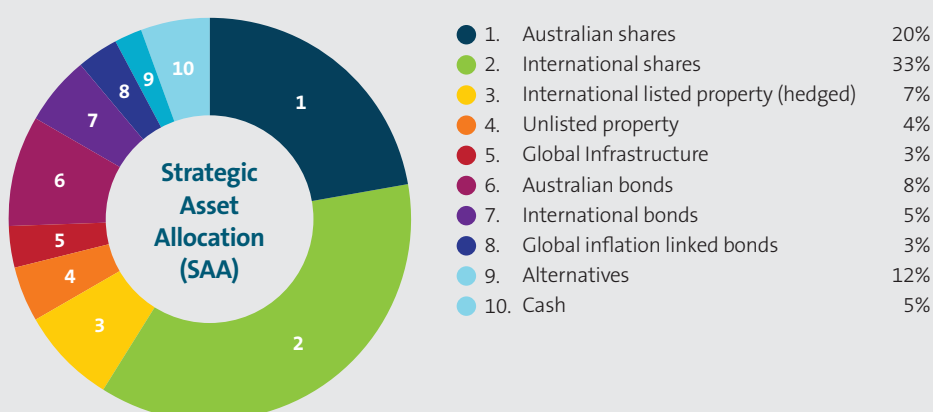
Investment option	1 year (%)	3 years (average annual % p.a.)	5 years (average annual % p.a.)	7 years (average annual % p.a.)	10 years (average annual % p.a.)
<b>REI Super</b>					
Growth	6.19	9.11	8.69	10.72	9.96
Balanced	5.49	7.22	7.51	9.03	8.61
Stable	4.08	4.54	4.59	5.45	5.75
Premium Income	5.12	3.63	4.01	n/a*	n/a*
Cash	1.48	1.38	1.57	1.81	2.44
Australian Shares	6.94	9.37	8.32	10.48	8.79
International Shares	4.66	8.92	9.49	13.09	11.29
Australian Property	16.42	7.36	12.01	13.48	11.78
Global Property	8.32	4.68	7.31	8.87	10.53
Bonds	6.54	3.36	4.38	4.42	5.75
<b>REI Super Pension</b>					
Growth	7.69	9.75	9.38	11.75	11.00
Balanced	6.39	7.47	7.96	9.79	9.44
Stable	5.17	4.85	5.02	6.09	6.45
Premium Income	6.03	4.12	4.58	n/a*	n/a*
Cash	1.74	1.63	1.85	2.18	2.85
Australian Shares	12.52	11.01	9.57	11.90	10.25
International Shares	5.39	9.88	10.48	14.69	12.84
Australian Property	18.95	8.08	13.28	14.45	13.24
Global Property	9.90	5.24	8.20	9.94	12.94
Bonds	7.06	3.45	4.64	4.87	6.39

\* Commencement date 1/10/2013.

Figures shown are per annum after investment fees and tax (where relevant). Future investment performance can vary from past performance, and you should not base your decision to invest in REI Super simply on past performance. Past earning rates are not an indicator of future earning rates. The investment returns of REI Super are not guaranteed, and the value of the investment may rise or fall.

## Strategic asset allocation for MySuper default option at 1 July 2019

REI Super uses the Balanced option as its MySuper default option. It is invested in a diversified portfolio of growth and defensive assets.



# Your superannuation guarantee obligations

All real estate employers are required to pay Super Guarantee (SG) contributions based on Ordinary Time Earnings (OTE). These are an employee's earnings in relation to ordinary hours of work (including over-award payments, bonuses, commission, shift allowances and paid leave). The current SG rate is 9.5%.

## SG contribution deadlines

SG contributions need to reach a complying super fund by specific cut-off dates each quarter:

Quarter		Date Banked
Q1	1 July to 30 September	<b>28 October</b>
Q2	1 October to 31 December	<b>28 January</b>
Q3	1 January to 31 March	<b>28 April</b>
Q4	1 April to 30 June	<b>28 July</b>

Where the cut-off date falls on a weekend or public holiday, payment may be made on the next working day after the cut-off date. Late payments may result in loss of tax deduction for the payment and other potential penalties. It may also affect your employees' insurance cover.

## Contribution limits for 2019/20

These are the key rates and thresholds that currently apply to Superannuation Guarantee (SG) and co-contributions. If an employee has more than one super fund, contributions made to all of their funds are added together and counted towards the relevant limit.

## Superannuation Guarantee

### \$55,270 per quarter

Currently the SG level is 9.5% of an employee's ordinary time earnings (OTE). OTE is usually the amount your employee earns for their ordinary hours of work. It includes things like commissions, shift loadings and allowances, but not overtime payments.

## Concessional contributions limit

### All ages: \$25,000 p.a.

Concessional contributions include employer contributions (including contributions made under a salary sacrifice arrangement) and personal contributions claimed as a tax deduction by a self-employed person.

## Non-concessional contributions limit

### \$100,000 per annum. Conditions apply – see [ato.gov.au](http://ato.gov.au) for more information.

Non-concessional contributions include personal contributions for which an individual does not claim an income tax deduction.



“ I try to educate my staff about super. I think if they understand super it has an influence on their overall commitment to their career. I always put REI Super information in the induction packs we give new staff. ”

**Cindy Hartnett**

Director, Just Rentals Real Estate

## Led by a team of industry professionals

The REI Super board comprises an Independent Chairperson, Independent Director, and eight Directors elected by the members in accordance with the Fund's election rules.

Effective 1 October 2019.



### **Claire Higgins**

**Independent Chairperson since 2014**

A professional director with extensive executive experience with ASX listed corporates, Claire has held numerous Board Directorships, including as Chair, in various industries such as health services, aged and disability care, infrastructure, government, private and NZX listed organisations.



### **Ian Armstrong**

**Director since 1996**

A licenced agent, auctioneer, CPA and a member of the Australian Institute of Superannuation Trustees, Ian has worked for 46 years in Melbourne's eastern suburbs. A past president of the Real Estate Institute of Victoria, he has been a member of the Fund since 1976.



### **Michelle Beveridge**

**Independent Director since 2017**

Michelle is an experienced C-level executive and board director of 15+ years. Michelle has developed her capabilities in industries including pharmaceuticals, logistics, financial services, education and travel.



### **Jonathan Blocksidge**

**Director since 2011**

Jonathan is a Licensed Real Estate Agent and Managing Director of his own company. He is also a Licensed Auctioneer and a Fellow of the Australian Institute of Company Directors.



**Emery Feyzeny**  
Independent Director since  
2012

Emery has 40 years' experience in superannuation and life insurance, 20 of those at KPMG where he was a partner and leader of KPMG's Superannuation practice. He has advised the Australian Senate on the taxation aspects of superannuation.



**Dianne Helmich**  
Director since 2014

Dianne is a Real Estate Office Manager with more than 27 years' experience in all aspects of real estate. She is also a practising Justice of the Peace. Longstanding in the industry and passionate about REI Super, Dianne has a deep understanding of the challenges facing both Real Estate employers and employees.



**Greg Paterson**  
Director since 2013

Greg is an experienced industrial relations advocate, negotiator and employee relations adviser, having been involved in industrial relations at both national and state levels for many years. Greg was Executive Director of the Real Estate Employers' Federation (REEF) from 1993 until 2018.



**Neville Pozzi**  
Director since 1993

Neville was previously CFO of the Real Estate Institute of Western Australia and is now CEO. As a Trustee director of REI Super, he has served on all Committees of the Board and chaired the Audit, Risk & Compliance Committee.



**Richard Simpson**  
Director since 2019

Richard Simpson is a past president of the Real Estate Institute of Victoria and a 5th generation real estate professional, working out of his family run agency W.B. Simpson & Son, located in North Melbourne for the past 20 years.


**Your life your fund**



**Anthony Cavallaro**

Managing Director/Selling Principal,  
Ray White City South, Sydney

## CONTACT US

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