

INVESTMENT & FINANCIAL SERVICES ASSOCIATION LTD

May, 2004 Project number 2938

SUPERANNUATION CONTRIBUTIONS TAX TOPLINE RESULTS

Topline results

Key points

- Just under one in three people from low income households (less than \$20,000)
 expect to increase personal contributions to super as a result of the co-contribution proposal
- The highest level of response to the co-contribution proposal is likely to be from middle-income households (\$40,000 \$59,999)
- A large number of young people (16-34, and especially 16-24) are likely to increase their personal contributions as a result of the co-contribution proposal

EUREKA STRATEGIC RESEARCH



Methodology

586 interviews were conducted with a representative sample of Australians working either part-time or full-time, via an omnibus study.

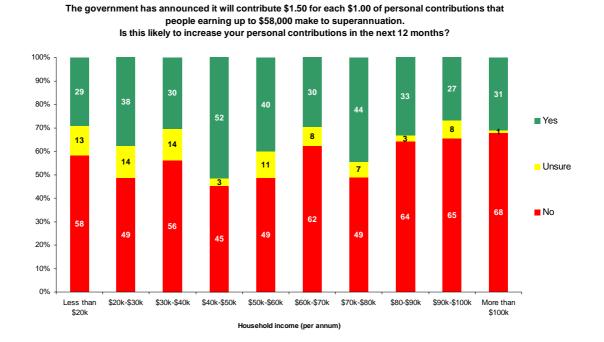
Data collection occurred over the weekend of June 4-6, via telephone.

Response to Government cocontribution proposal All respondents were read a brief description of the Government's proposal for a 3:2 co-contribution to superannuation, and asked if the proposal is likely to result in an increase in their personal contributions in the next 12 months, as follows:

The government has announced it will contribute \$1.50 for each \$1.00 of personal contributions that people earning up to \$58,000 make to superannuation. Is this likely to increase your personal contributions in the next 12 months?

Overall, 37% state that the 3:2 co-contribution proposal is likely to increase their personal contributions to super in the next 12 months.

Response by household income is shown in the chart below.



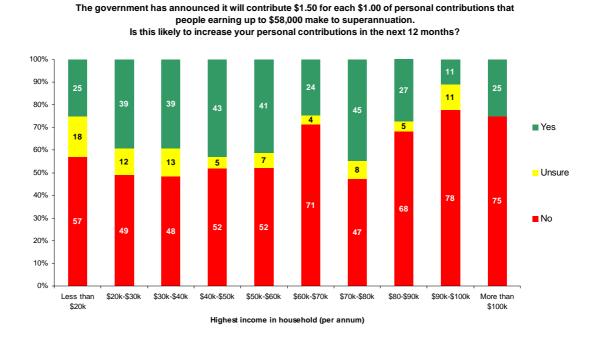


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Over half of those from households where the total household income is \$40,000 - \$49,999 say that the co-contribution proposal is likely to result in an increase in their personal contributions in the next 12 months.

It is worth noting that it is likely that there will be an increase in personal contributions from all households (with at least one member working full- or part-time): 31% of those from households of income greater than \$100,000 per annum say that the 3:2 co-contribution scheme is likely to increase their personal contributions in the next 12 months.

The following chart shows the level of response by highest income in the household. (Note that this is not necessarily the respondent's personal income, but the income of the highest income earner. Personal income of the respondent is not available).



Taken together, the data indicate that the 3:2 co-contribution proposal is likely to increase personal contributions from individuals in households at all income levels. In households with very low incomes (less than \$20,000 per annum) and households with very high incomes (more than \$90,000 per annum), the response will be lower.



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Age It is likely that a **significant number of young people** will increase their personal contributions to super as a result of the co-contribution proposal – half of those aged 16-24 say the proposal will result in an increase in their personal contributions as shown in the chart below.

The government has announced it will contribute \$1.50 for each \$1.00 of personal contributions that people earning up to \$58,000 make to superannuation.

Is this likely to increase your personal contributions in the next 12 months?

