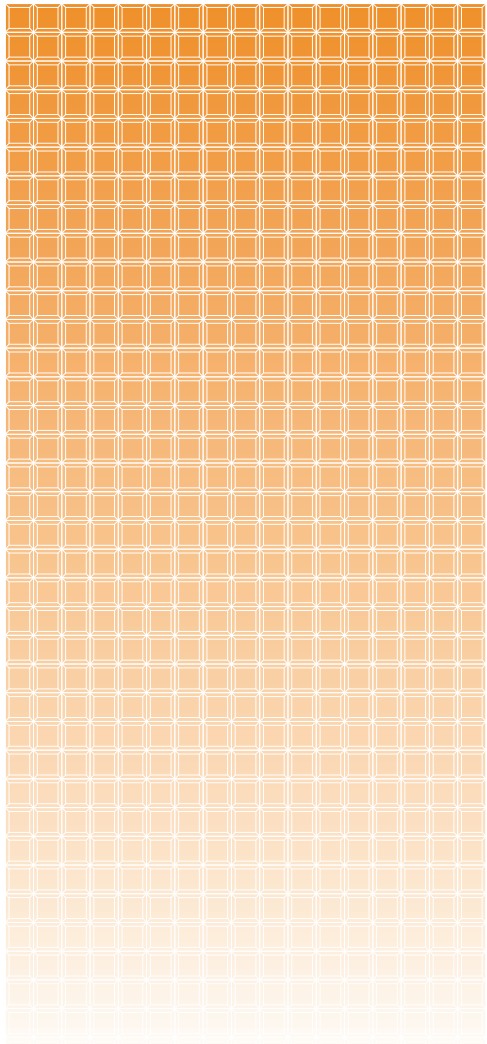




# **BT Institutional Conservative Growth PST**

Annual Report for Year Ended  
30 June 2007



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## About BT Financial Group

BT Financial Group (BT) has been helping Australians create and manage wealth since 1969. BT's core business is providing investment, margin lending, superannuation and retirement income products. As at 30 June 2007, BT managed and administered over \$85 billion in funds. In both Australia and New Zealand, BT provides a diverse range of investment choices, including funds managed by BT's own team and through alliances with global investment managers.

BT is the investment management arm of the Westpac Group. Westpac has been delivering banking and other financial services to Australians since 1817.

This annual report is dated 14 December 2007.

→ **Welcome to your  
2006/2007 Annual Report**

Dear member

I am pleased to bring to you the annual report for your superannuation fund for 2006/2007. It's been another good year for investors in Australia and, more specifically, those invested in superannuation — with major changes making super one of the best investments you can make for your future. From 1 July this year, superannuation has been simplified, with much better incentives for all working Australians to start saving more for their life after work — no matter how far away that might be. This simplification should mean you can now concentrate on the important issues — like where and how your super is invested, when you'll need it, and whether you'll have enough.

Your superannuation investment is important to our team here at BT as well. We continue to work hard throughout the year to drive strong returns on your investment and to improve the management of your fund and the features and benefits it provides — and I'd like to give you an overview of some of those things here.

**Strong returns**

It was yet another good year for markets, both here and overseas, thanks mainly to a strong global economy and a significant pick-up in merger and acquisition activity worldwide. Once again, the Australian share market was a standout performer as it continued to benefit from ongoing global growth, higher commodity prices and strong company profits. And the good news for investors is that the strength in the local market over the last 12 months has fed through into the performance of many of our superannuation investment options.

For the year ahead, our outlook for share markets remains positive. Growth here in Australia and overseas looks set to continue, and we believe this has the potential to underpin further investment gains for our superannuation investors.

→ **Welcome to your  
2006/2007 Annual Report  
(continued)**

**Award-winning funds and service**

Our investment performance and the quality of our funds continues to be recognised publicly with BT being awarded Fund Manager of the Year at the 2006 *Australian Financial Review Smart Investor Blue Ribbon Awards*, as well as several awards at the Standard & Poor's 2006 Fund Awards, including Best Australian Equities Fund. Our ethical fund also won Ethical Fund of the Year for the second time in three years at the 2007 *Australian Sustainability Awards*.

But we're not resting on our laurels. Our focus is on getting the best returns we can for you on the hard-earned money you invest in your BT super — and continuing to improve the quality of information and support we provide to you. We're always interested in what you have to say — and our award-winning BT Customer Relations team would love to hear from you on 1800 813 886 if you have any feedback. They can also help you with any questions you have about the annual report or your investment generally.

I'd like to take this opportunity to thank you for your continued support of BT. We take what we do very seriously. We know what we do on a daily basis can help you make the best of your future. Your super is an important investment and — rather than thinking of it as something that you just 'set and forget' — I'd encourage you to think of it as a lifelong project that can be actively managed to your advantage.

Best regards for a great year ahead.

A handwritten signature in black ink, appearing to read 'Rob Coombe', enclosed within a large, loopy, handwritten flourish.

**Rob Coombe**  
**Chief Executive Officer**  
**BT Financial Group**

→ **Performance overview**

	Inception date	One year returns to 30 June			3 yr compound average return to 30 June 2007 (%)
		2007 (%)	2006 (%)	2005 (%)	
BT Institutional Conservative Growth PST <sup>1,2</sup>	September 1987	8.19	10.32	9.39	9.30

1\_Performance figures are calculated in accordance with the Investment & Financial Services Association (IFSA) standards. Total returns are calculated:

- using withdrawal prices appropriate for the month end; and
- taking into account management costs of the relevant investment option; and
- taking into account earnings tax up to a maximum of 15% plus withholding tax paid on foreign income (if any).

Investment returns are historical. Investment returns can move up or down and past performance is not necessarily indicative of future performance. Future performance is not guaranteed.

2\_The asset allocation neutral position, asset allocation ranges and the benchmark have changed over time. As it is historical information, the Fund performance reflects the asset allocation neutral positions and ranges that have applied over time.

→ **Fund profile**

	<b>BT Institutional Conservative Growth PST</b>		
<b>Investment objective</b>	The Fund aims to provide a return (before fees, tax and expenses) that exceeds the Fund's benchmark <sup>1</sup> over the medium term through stock selection and asset allocation.		
<b>Investment strategy</b>	The Fund is an actively managed diversified portfolio comprised of Australian and international shares, Australian and international property securities, Australian and international fixed interest, cash and alternative investments. The portfolio has a significant weighting towards defensive assets.		
<b>Recommended investment timeframe</b>	3 years or more		
<b>Fund size<sup>2</sup></b>	\$478.99 million		
<b>How was the Fund invested<sup>3</sup> % at 30 June 2007?</b>	Australian shares	■	14.5
	International shares	■	10.3
	Australian property	■	3.4
	International property	■	1.9
	Australian fixed interest	■	34.0
	International fixed interest	■	13.2
	Cash	■	16.8
	Alternative investments	■	6.0
<b>How was the Fund invested<sup>3</sup> % at 30 June 2006?</b>	Australian shares	■	14.5
	International shares	■	9.4
	Australian property	■	3.7
	International property	■	2.0
	Australian fixed interest	■	33.8
	International fixed interest	■	13.6
	Cash	■	17.0
	Alternative investments	■	5.9
<b>Asset allocation neutral position<sup>4</sup> % (NP) and range</b>		<b>NP</b>	<b>Range</b>
	Australian shares	15	5 – 25
	International shares	8	0 – 18
	Australian property	3	0 – 10
	International property	2	0 – 10
	Australian fixed interest	34	20 – 55
	International fixed interest	15	5 – 35
	Cash	17	0 – 40
	Alternative investments <sup>5</sup>	6	0 – 20

1\_ The benchmark for the Fund is created from a blend of indices based on the Fund's exposure to different asset classes. The benchmark is calculated by using the weighted average asset allocation neutral position and the index returns for each asset class. Further information on these indices can be found online at [www.bt.com.au](http://www.bt.com.au) or by contacting BT Customer Relations.

2\_ Fund size is at 30 June 2007.

3\_ In preparing the Fund investment information, we use the effective exposure, which is the percentage of the gross assets held in each asset class including the impact of derivative positions. Market exposure of the Fund may change significantly each day. Effective exposure means the exposure to each asset class when derivative positions are included.

4\_ The asset allocation neutral position is the starting point for all asset allocation decisions. The investment manager may adjust the exposure within the specified minimum and maximum ranges (as shown) based on investment views.

5\_ Alternative investments include, but not limited to, venture and development capital, private equity, leveraged and management buyouts, commodities and investment strategies that seek to deliver positive returns regardless of market conditions (such as hedge funds).

## Investment Managers

The investment managers in the BT Institutional Conservative Growth PST are outlined below.

<b>Asset class</b>	<b>Investment manager</b>
Australian shares	BT Financial Group
Australian property securities	BT Financial Group
Australian fixed interest	BT Financial Group
Australian alternative investments	BT Financial Group
International shares	AQR Capital Management, LLC
International property	AEW Capital Management LP
International fixed interest	Principal Global Investors (Australia) Limited
International alternative investments	Grosvenor Capital Management, L.P.

## Fees

The Indirect Cost Ratio (ICR) for the Fund for the 2006/2007 financial year was 0.68%pa. The ICR is a measure of the Fund's management costs not deducted directly from an investor's account. It includes the management fees we charge, certain fees charged by other investment managers we appoint and other expense recoveries where applicable.

We are entitled to be reimbursed for expenses we incur in the proper performance of our duties. These expense recoveries represent a reimbursement from the Fund to cover those expenses incurred by us in connection with the day to day operation of the Fund. Such recoverable expenses include registry costs, investment management expenses, printing, and certain direct expenses such as overseas custodian charges and audit fees.

At the date of this report these expense recoveries are charged back to the Fund.

Please refer to your periodic statement for any direct fees and charges during the year ended 30 June 2007.

Further information on any fees and expenses associated with your investment is available on [www.bt.com.au](http://www.bt.com.au) or by contacting BT Customer Relations.

→ **Additional Information**

**Who is the Trustee?**

The Trustee of the BT Institutional Conservative Growth PST is:  
BT Funds Management Limited  
ABN 63 002 916 458, AFSL 233724, RSE L0001090

Registered office:

Level 20, Westpac Place  
275 Kent Street  
Sydney NSW 2000

**Investment exceeding 5%**

The Funds invest in other funds that we manage ('interfund investments'). Following are the interfund investments that had a holding of 5% or above as at 30 June 2007 and the details of that holding. Interfund investments not shown did not represent holdings exceeding 5% of the value of the Funds as at 30 June 2007.

<b>Direct Holdings &gt;5%</b>	
BT Institutional Australian Bond Fund	32.90%
BT Institutional Australian Share Interfund	15.32%
BT Institutional Hedged Global Bond Fund	15.09%
BT Institutional International Share Interfund	7.90%

There are no further combinations of investments that the Trustee knows or ought reasonably to know are invested, directly or indirectly, in a single enterprise or single group of associated enterprises and that have a combined value in excess of 5% of the total assets of the pooled superannuation trusts.

## Significant Events

### Change of Investment Manager

Effective from 19 October 2007, BT Investment Management (RE) Limited (ABN 17 126 390 627, AFSL 316455) has been appointed as the investment manager of the Fund by BT Funds Management Limited (ABN 63 002 916 458, AFSL 233724, RSE L0001090), which remains the Trustee.

### Buy-sell spread

There is no change to the Buy-sell spread for the Fund this year. Updated information can be obtained from our website: [www.bt.com.au](http://www.bt.com.au).

### Non-compliance

If you have a superannuation entity which ceases to be complying, you must advise us immediately and take all reasonable steps to immediately dispose of the units in the Fund, unless the Australian Prudential Regulation Authority (APRA) or the Australian Taxation Office (ATO) directs otherwise. Once we become aware that a superannuation entity is non-complying, we may withdraw its investment in the Fund and deduct a sum of money from the withdrawal proceeds to cover any additional costs incurred by the Fund as a result of the non-compliance.

## Further information and complaints

Complaints resolution is a priority for us. If you have any concerns or complaints with the financial products or services we provide, please contact us and we will do our best to resolve it quickly and fairly.

As a first step, please contact us by calling BT Customer Relations. Alternatively, you can contact us by email or in writing to the Complaints Officer at the address set out on the back page of this annual report. We will let you know when we have received your complaint and a Complaints Officer will try to resolve your complaint within 30 days.

If you are still not satisfied you can refer the matter to the Financial Industry Complaints Service (FICS) — it is independent from us. Their contact details are:

Financial Industry  
Complaints Service  
PO Box 579  
Collins Street West  
Melbourne VIC 8007  
Telephone 1300 780 808

Before you contact FICS, we recommend that you first try and resolve your concern with us.

If you are investing through a master trust or wrap account, enquiries and complaints should be directed to the operator of that service.

→ **Financial information —  
Balance sheet**

	<b>BT Institutional Conservative Growth PST</b>	
	<b>30 June 2007 \$'000</b>	<b>30 June 2006 \$'000</b>
<b>Assets</b>		
Cash and cash equivalents	30,347	39,333
Deposits held with brokers for margin	317	281
Accrued income	16,646	14,159
Due from Brokers — receivable for securities sold	934	1,734
Receivables	115	43
Financial Assets held at fair value through profit or loss	443,989	414,622
<b>Total assets</b>	<b>492,348</b>	<b>470,172</b>
<b>Liabilities</b>		
Due to brokers — payable for securities purchased	1,633	2,430
Payables	55	57
Financial assets held at fair value through profit or loss	149	61
Income tax payable	4,191	3,209
Deferred Tax Liabilities	7,328	6,875
<b>Total liabilities (excluding net assets attributable to unit holders)</b>	<b>13,356</b>	<b>12,632</b>
<b>Net assets attributable to unit holders</b>	<b>478,992</b>	<b>457,540</b>

A complete set of the audited financial statements, the auditor's report and other information concerning the Funds is available on request, free of charge, by calling BT Customer Relations.

→ **Financial information —  
Income statement**

	<b>BT Institutional Conservative Growth PST</b>	
	<b>Year Ended</b>	
	<b>30 June 2007 \$000</b>	<b>30 June 2006 \$000</b>
<b>Investment income</b>		
Interest income	184	179
Dividends	8,566	11,055
Trust distributions	23,329	20,079
Net gain/(loss) on financial instruments held at fair value through profit or loss	58,100	56,509
Reimbursable expense rebates	—	7
Other investment income	11	87
<b>Total investment income/(loss)</b>	<b>90,190</b>	<b>87,916</b>
<b>Expenses</b>		
Trustee's fees	679	705
Transaction costs	359	1,170
Other operating expenses	29	121
<b>Total operating expenses</b>	<b>1,067</b>	<b>1,996</b>
<b>Operating profit/(loss) before income tax (expense)/revenue</b>	<b>89,123</b>	<b>85,920</b>
Income tax (expense)/revenue	(7,149)	(6,104)
<b>Profit/(loss) for the year after income tax (expense)/revenue</b>	<b>81,974</b>	<b>79,816</b>
<b>Finance costs attributable to unitholders</b>		
Increase/(decrease) in net assets attributable to unitholders	81,974	79,816
<b>Profit/(loss) for the year</b>	<b>—</b>	<b>—</b>

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Investment  
Management

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**If you need more information,  
please contact:**

- your financial adviser, master trust or wrap account operator
- BT Customer Relations Consultants on 1800 813 886, who are available Monday to Friday from 8.00am to 5.30pm, Sydney time.

**For all written correspondence,  
write to your financial adviser  
or to BT at:**

- BT Financial Group  
GPO Box 2675  
Sydney NSW 2001
- You can also visit the  
BT internet site, located  
at [www.bt.com.au](http://www.bt.com.au)

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