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Financially empowering doctors



2026

MASTERING THE BUSINESS OF MEDICINE

BUSINESS OF MEDICINE

General information

Every effort has been made to offer the most current, correct and clearly expressed information possible within this presentation. Nonetheless, inadvertent errors can occur, and applicable laws, rules and regulations may change.

The information contained in this presentation is of general nature only and is not intended to serve as advice. No warranty is given in relation to the accuracy or reliability of any information

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Private Wealth Planning



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What we'll cover

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1. Financial reality of the medical career timeline
2. What happens when income increases
3. Surplus cash and what should we be thinking about
4. Saving versus investing
5. Diversification and asset allocation
6. Investing and the importance of ownership
7. Understanding superannuation
8. Questions

Why financial advice matters for Medical Professionals

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The medical profession is unique. Your income trajectory and time pressures can be different to most people.

Many medical professionals find as their income rises, so does their financial complexity.

Common challenges we see…

- Not having time to manage money effectively.
- Not knowing how to best structure assets (personal name vs super vs entities).
- Changes to legislation.

What happens when income increases

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When income increases…



Lifestyle expands



Debt increases



Investing gets delayed

Surplus cash and what should we be thinking about?

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A structured approach to surplus income…



Emergency cash buffer



Lifestyle goals & debt management



Investing – inside and/or outside of superannuation

Saving versus Investing

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Saving **protects** your wealth



Investing **grows** your wealth

Inflation reduces the purchasing power of cash.

Diversification and Asset Allocation

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Growth Investments

- Income and capital gain returns – i.e. shares and property
- Higher expected returns but higher risk/volatility



Defensive Investments

- Income returns – i.e. cash and fixed interest
- Lower expected returns but lower risk/volatility

The allocation to Growth and Defensive (investment asset allocation) is critical to your financial plan. This is referred to as an 'Asset Allocation'.

Capital markets have rewarded long-term investors

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S&P 500 - 30-year historical chart



Dot-Com Bubble Crash (2000–2002)

Global Financial Crisis (2007–2009)

COVID-19 Crash (2020)

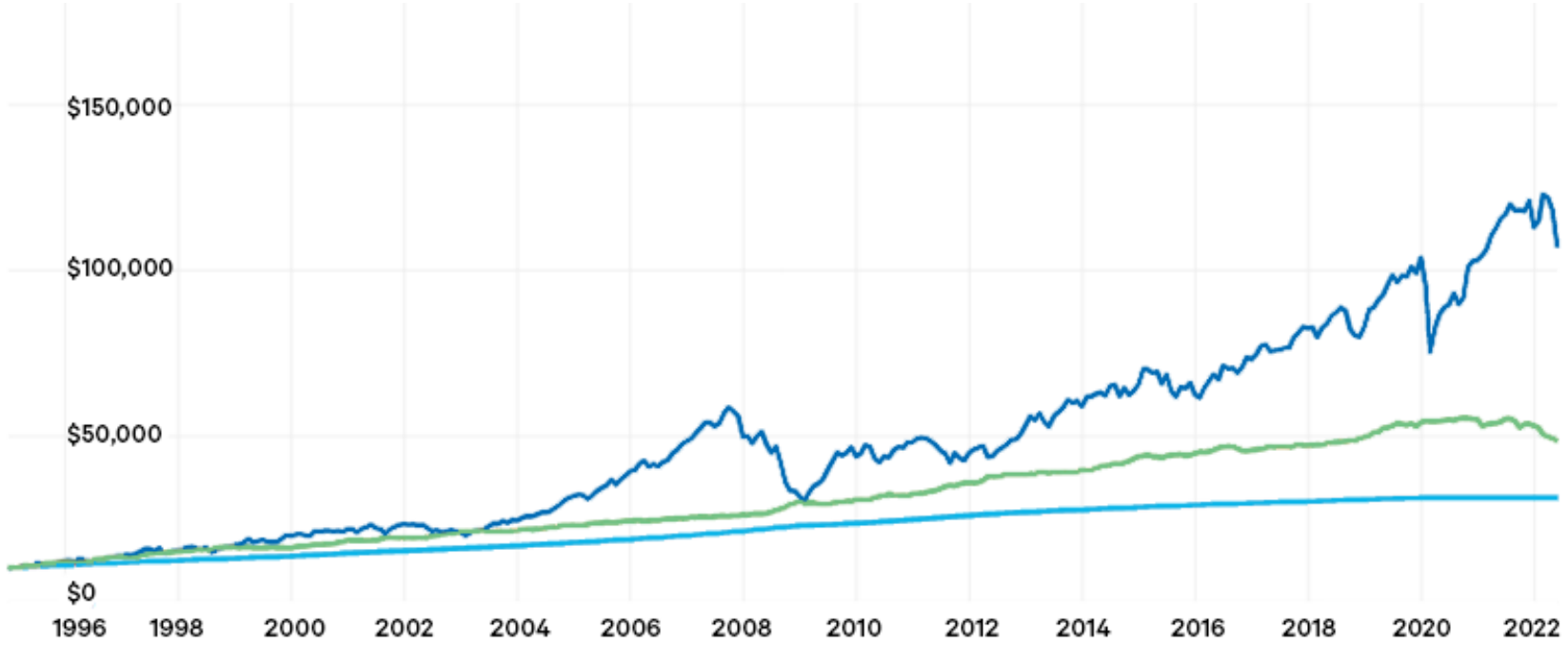
Inflation & Interest Rate Shock (2022)

- Over the last 30 years the market has experienced terrorist attacks, financial crises, pandemics, wars and recessions. Yet long-term investors who stayed invested have still seen significant growth.

Capital markets have rewarded long-term investors

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Growth of $10,000, January 1995 – June 2022 (Compounded annual growth)



Australian Shares: $106,883

Fixed Interest: $48,436

Cash: $31,255

- The financial markets have rewarded long-term investors.
- People expect a positive return on the money they supply, and historically, the equity and bond markets have provided growth of wealth that has more than offset inflation.

Diversification helps take the guesswork out of Investing

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Annual returns by Market Index – 2004 to 2022

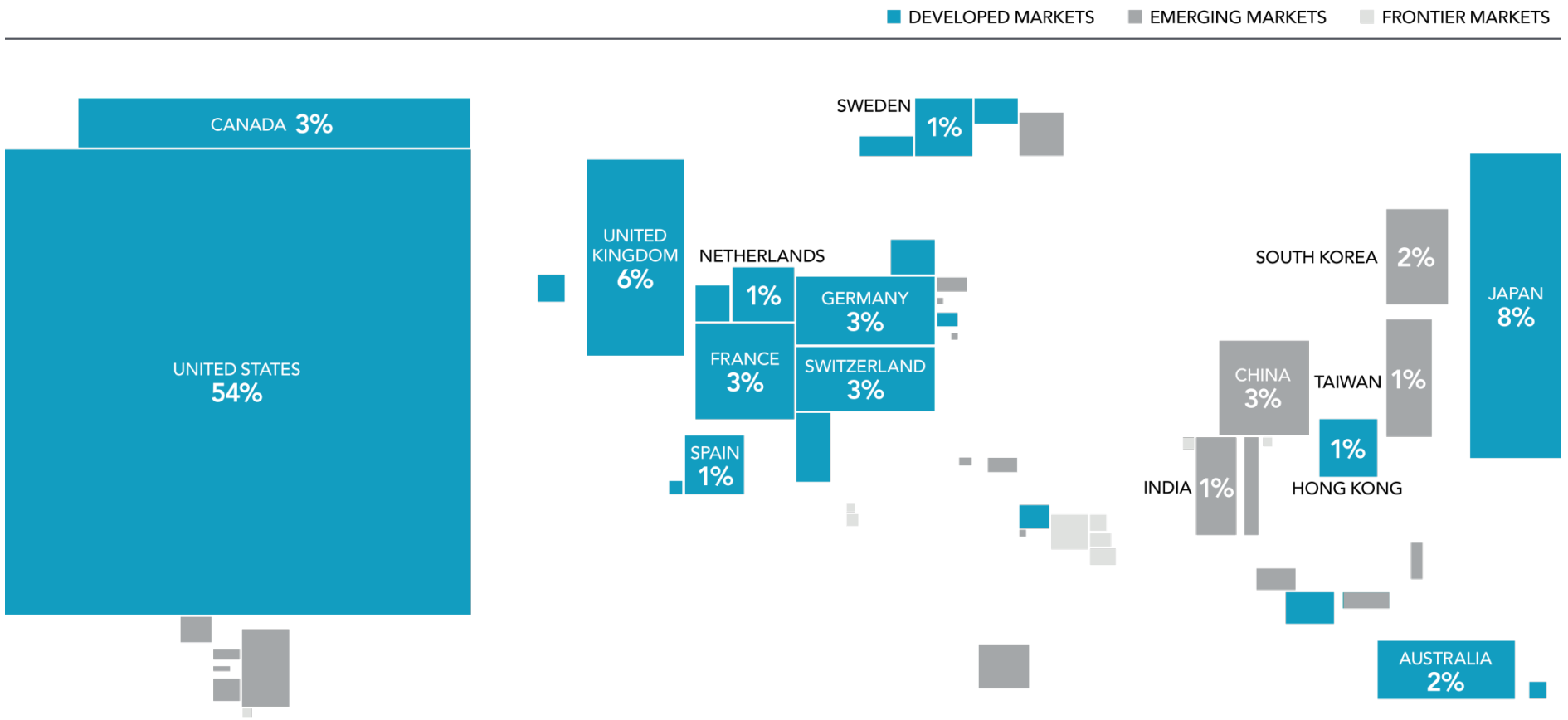
Asset Type	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Aus Shares	28.7	24.7	24.3	30.3	8.6	11.5	31.3	22.3	12.4	35.0	21.9	31.9	24.6	18.9	18.7	19.3	9.6	37.1	0.1
Int'l Shares	22.4	21.2	24.2	25.9	7.3	10.8	20.4	12.2	11.9	33.1	20.8	25.2	20.4	14.7	15.4	16.3	5.4	33.2	-2.4
Int'l Shares (H)	20.2	18.1	19.9	21.4	4.4	5.5	13.8	9.2	11.0	24.3	20.4	23.1	10.8	14.4	13.7	13.5	5.2	30.2	-5.5
US Shares	19.4	12.3	18.0	7.8	-12.1	-12.4	11.5	5.8	10.1	24.2	17.6	20.3	7.3	13.1	13.0	11.9	4.2	29.1	-6.5
Aus Bonds	17.2	9.8	15.0	6.4	-15.7	-16.3	9.5	5.7	7.5	21.3	11.8	8.5	7.0	1.8	10.8	11.0	3.6	27.5	-7.4
Int'l Bonds	14.7	7.8	11.5	5.6	-21.3	-22.1	9.3	5.5	4.7	20.7	11.1	6.3	2.2	0.2	9.0	9.6	0.8	23.3	-8.2
Cash	5.3	5.6	5.8	5.2	-23.2	-26.6	7.9	5.0	-0.5	4.4	7.2	5.7	2.0	-1.0	3.1	7.0	-7.2	0.1	-10.5
Aus Listed Property	3.5	0.1	3.4	4.0	-28.6	-31.2	5.2	3.1	-2.1	3.3	6.1	5.6	0.4	-4.8	2.5	6.6	-13.4	-0.8	-11.3
Int'l Listed Property	2.3	-2.8	1.2	3.0	-36.3	-42.3	3.9	2.7	-7.0	2.8	2.7	2.6	-2.7	-6.3	1.8	2.0	-21.3	-1.4	-12.3

- You never know which markets will outperform from year to year.
- Holding a globally diversified portfolio, investors and positioned to capture returns wherever they occur.

There's a world of opportunity in equities

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Percent of world market capitalisation as of December 31, 2022



Data provided by Bloomberg. Market cap data is free-float adjusted and meets minimum liquidity and listing requirements.

Investing and the importance of ownership

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Ownership structures

- Personal Name
- Entities – eg: Discretionary Trust and companies
- Superannuation



Ownership affects

- Asset Protection
- Tax
- Flexibility
- Estate Planning

Ethical Investment Options

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Positive screening

01

Identifies companies who are doing good work and invests in them. eg. renewable energy, health care, or a company like Tesla.

Company engagement & shareholder action

02

Investors will ‘engage’ with companies to discuss major issues that they feel the company can improve using their size and power to influence company policy.



Negative screening

03

Involves screening out industries, or individual companies so that the investors has no stake in them eg. guns manufacturers, gambling etc.

ESG integration

04

Analyse potential investments and consider ESG factors. This guides which companies and amount owned in portfolio

Eg. an oil company investment - an ESG approach will find the oil company that has a superior environmental performance and treats its employees well.

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SUPERANNUATION

See through the fog

- **The 2 Phases of Super**
- **Contributions**
- **Income Streams & Tax**
- **Structure & Control**



What is Super and why is it important?

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Grow your retirement assets for the future

Compulsory saving for retirement



Tax advantages

Long-term investment growth

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Superannuation – Structure Summary

Super exists in 2 primary forms

The change from Accumulation to Pension phase is triggered by reaching a condition of release – Age 60 and retirement or age 65 irrespective of retirement.

You can hold both Accumulation and Pension phase accounts upon reaching a condition of release.

Accumulation Phase

- Receives pre/post tax super contributions
- Income taxed within fund at 15% and realised capital gains taxed at 10% (after 12-month discount)

Pension Phase

- 0% income and capital gains tax within fund (on asset base up to $1.9m each)
- Drawdown on capital/income to fund personal expenses (pension payments)
- Maximum starting balance $2m (referred to as Transfer Balance Cap)
- Minimum pension income stream must be drawn each year dependent upon your age - 4% of your balance pa between age 60 and 65, 5% of your balance pa between 65 and 70 and increasing over time
- There is no maximum withdrawal amount from your pension account

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Super contribution summary…

Pre-tax (concessional) contributions are limited to $30,000 per annum

- Able to make contributions up to age 67
- Between 67 and 75 you must meet the 'work-test', 40 hours work within a 30 day period, to make a concessional contribution each year.

Post-tax (non-concessional) contributions are limited to $120,000 per annum

- Able to make contributions up to age 75 (subject to 1 July total super balance below $2m)
- Individuals under 75 can make x3 years of non-concessional contributions, of up to $360,000, in year 1 and no subsequent non-concessional contributions for year 2 and 3. This is referred to as the 'bring forward rule'.

Carry forward unused concessional contributions

- If you don't use your full concessional contributions cap in a year, you can carry it forward for up to 5 years.
- Available if your balance is under $500,000 at the end of the previous financial year.

Types of Super Structures

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Industry Super Funds

- ✓ Industry funds are known to be a 'low-cost' super option.
- ✓ Low in administration costs due to its simplicity.
- ✓ Limited investment options.

Retail 'Wrap' Super Funds

- ✓ Usually an advised products with a financial adviser.
- ✓ Comprehensive style account.
- ✓ Access to over 600 managed funds, ETFs, direct shares and term deposits.
- ✓ Access to ethical investments.

Self Managed Super Fund (SMSF)

- ✓ Provide investment flexibility and the ability to purchase direct property (residential property, medical rooms and commercial property) – which cannot be held in industry and retail funds.
- ✓ Upfront establishment and ongoing costs to maintain this structure.

The value of advice

Financial planning is not about ‘getting rich’ - it is about **creating clarity, confidence and control over your finances to achieve financial freedom.**

We help you:

- ✓ Identify what’s most important to you financially and build on your goals.
- ✓ Create a clear plan to achieve your goals.
- ✓ Implement tax-effective strategies to grow your wealth.
- ✓ Regularly review and adjust your plan as your career evolves.

Common mistakes we see:

- ✓ Not having a financial plan, especially when moving into private practice.
- ✓ Ignoring asset protection.
- ✓ Neglecting super contributions.
- ✓ Focusing solely on paying down debt.

Are you on track?

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- Discipline and accountability
- Financial modelling
- Changes in investments and economic environment
- Changes in legislation



Questions

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