

Target Market Determination Choice Income

Effective date 21 December 2022 | Next scheduled review to be completed by 21 December 2023

1. About this Target Market Determination (TMD)

The purpose of this TMD is to set out the class of consumers for whom Choice Income (this product) has been designed and is considered likely to be appropriate, having regard to the likely objectives, financial situation and needs of that class of consumers.

This TMD also summarises the key attributes of this product but does not describe all its features.

The Trustee of AustralianSuper ABN 65 714 394 898 (the 'Fund') is AustralianSuper Pty Ltd ABN 94 006 457 987.

Before making any decision to acquire this product, consumers should carefully consider the information in the Product Disclosure Statement (PDS), available at australiansuper.com/pds or by calling **1300 300 273**. Consumers may also wish to consider obtaining financial advice¹ before joining this product.

2. Product description

This product is an account-based pension for members seeking to turn their superannuation into a regular income in retirement. It offers:

- a range of flexible options in relation to how the income payments are made.
- a range of diversified, single sector and single security investment options to choose from with different investment objectives, levels of risk and expected returns.
- access to the 'Smart Default' account set-up option providing pre-set investment and income drawdown arrangements, modelled and managed by a team of AustralianSuper investment experts.
- access to Balance Booster benefits (under which an amount is set aside in members' super or TTR Income accounts to cover a future capital gains tax liability which is passed onto eligible members as a credit, as assets sold in the retirement phase are not taxed).

2.1 The target market for this product

A person is in the target market for this product if they:

- have met a relevant condition of release, such as by having:
 - reached their preservation age (see table at right) and permanently retired, or

- stopped working for an employer, on or after turning 60, or
- turned 65 (even if still working), or
- become permanently incapacitated, or the member has died and the person has an entitlement to a death benefit (and wishes to receive this as an income stream).
- have at least \$50,000 with which to open an account (which may come from superannuation or other retirement products).
- are looking for an account that allows regular income payments or lump sum withdrawals, with flexibility as to the amount and frequency.
- are looking for the ability to receive investment returns in a tax-free environment, that promotes investment growth to manage expected inflation risk.
- want access to an investment menu that allows for different investment approaches to suit consumers based on their personal risk appetite and objectives, including:
 - a hands-off approach to investment, by investing in a PreMixed investment option.
 - a more hands-on approach to investment, by investing in one or more PreMixed and/or DIY Mix options.
 - a self-directed approach to investment, by investing in one or more PreMixed and/or DIY Mix options and/or cash, term deposits or listed securities via the Member Direct investment option.

Your preservation age

If you were born...	Your preservation age is...
Before 1 July 1960	55
1 July 1960 - 30 June 1961	56
1 July 1961 - 30 June 1962	57
1 July 1962 - 30 June 1963	58
1 July 1963 - 30 June 1964	59
1 July 1964 or after	60

This product is **not** designed for people who:

- are saving for their retirement through accumulating superannuation guarantee contributions from an employer and any voluntary super contributions, or
- have not met a relevant condition of release (as identified above).

¹ Personal financial product advice is provided under the Australian Financial Services Licence held by a third party and not by AustralianSuper Pty Ltd. Fees may apply.

2.2 Key product attributes

Payments and withdrawals

Members can choose from the payment and withdrawal options set out in the table below:

	Description
Payment amounts	A fixed amount or a percentage of the member's account balance each year, which must be greater than the annual minimum amounts as prescribed by legislation. The minimum percentages are disclosed in the Choice Income PDS and may change from time to time, in line with legislative changes.
Payment frequency	Members can choose to get regular retirement income payments: <ul style="list-style-type: none">• every two weeks,• monthly,• every three months,• every six months, or• annually.
Lump sum withdrawals	Members can also receive a lump sum, as and when required.

Investments

This product gives members access to a range of investment options with different investment objectives, levels of risk and expected return.

Different investment options have different levels of potential return and volatility. Generally, investment options with higher long-term returns are accompanied by a greater potential for volatility in the short term and may be more suitable for members investing for their retirement over the medium to longer term. However, investment options with a lower allocation to growth assets may be more suitable for members approaching or in retirement, who may be seeking capital stability or access to their money in the short to medium term.

Under this product, members can invest in one or more of the following investment options:

PreMixed Options

PreMixed investment options are diversified investment options that are designed for members who want to be hands-off. These options are made up of more than one asset class and have different investment objectives, with varying levels of risk, investment timeframes and expected returns.

Investment option	Investment option details
High Growth	<ul style="list-style-type: none">• Invests in a wide range of assets with a focus on Australian and International shares.• Designed to have strong long-term growth with possible fluctuations in the short term.• Has a minimum investment time frame of at least 12 years.• Investment objectives:<ul style="list-style-type: none">– To beat CPI by more than 4.5% pa over the medium to longer term.– To beat the median growth fund over the medium to longer term.
Balanced (default option)	<ul style="list-style-type: none">• Invests in a wide range of assets such as shares, private equity, infrastructure, property, fixed interest, credit and cash.• Designed to have medium to long-term growth with possible short-term fluctuations.• Has a minimum investment time frame of at least 10 years.• Investment objectives:<ul style="list-style-type: none">– To beat CPI by more than 4% pa over the medium to longer term.– To beat the median balanced fund over the medium to longer term.
Socially Aware	<ul style="list-style-type: none">• Exclusions are applied to Australian shares, International shares and fixed interest asset classes based on environmental, social and governance screens. The option also invests in a wide range of other asset classes that are not screened².• Designed to have medium to long-term investment growth with possible short-term fluctuations.• Has a minimum investment time frame of at least 10 years.• Investment objectives:<ul style="list-style-type: none">– To beat CPI by more than 4% pa over the medium to longer term.– To beat the median balanced fund over the medium to longer term.
Indexed Diversified	<ul style="list-style-type: none">• Invests in a range of assets using indexing strategies.• Designed to have medium to long-term growth with possible short-term fluctuations.• Has a minimum investment timeframe of at least 10 years.• Investment objective:<ul style="list-style-type: none">– To achieve a return of CPI + 3% pa over the medium to longer term.

Investment option	Investment option details
Conservative Balanced	<ul style="list-style-type: none"> Includes a higher allocation to fixed interest and cash than the Balanced option. Designed to have medium-term growth with a balance between capital stability and capital growth. May also have some short-term fluctuations. Has a minimum investment time frame of at least 7 years. Investment objectives: <ul style="list-style-type: none"> To beat CPI by more than 2.5% pa over the medium term. To beat the median conservative balanced fund over the medium term.
Stable	<ul style="list-style-type: none"> Has an emphasis on fixed interest and cash. Has a higher focus on stability rather than growth. Has a minimum investment time frame of at least 5 years. Investment objectives: <ul style="list-style-type: none"> To beat CPI by more than 1.5% pa over the medium term. To beat the median capital stable fund over the medium term.

² Refer to the *Investment Guide* at australiansuper.com/InvestmentGuide for additional information on the screens applied to the Socially Aware option.

DIY Mix Options

DIY Mix investment options are designed for members who want to be more hands-on in constructing their own investment portfolio to match their personal risk appetite and objectives by combining with other investment options. They provide investment exposure to specific asset classes (plus a small proportion of cash) and have different investment objectives, with varying levels of risk, investment timeframes and expected returns.

Investment option	Investment option details
Australian Shares	<ul style="list-style-type: none"> Invests in a wide range of shares in both listed and unlisted companies in Australia with a small allocation to companies in New Zealand. Designed to have strong long-term capital growth with possible short-term fluctuations. Has a minimum investment time frame of at least 12 years. Investment objective: <ul style="list-style-type: none"> To beat the S&P/ASX 200 Accumulation Index (adjusted for franking credits) over the medium to long term.
International Shares	<ul style="list-style-type: none"> Invests in a wide range of companies listed on securities exchanges around the world. Designed to have strong long-term capital growth with possible short-term fluctuations in returns. Has a minimum investment time frame of at least 12 years. Investment objective: <ul style="list-style-type: none"> To beat the MSCI All Country World ex Australia Index (unhedged) over the medium to long term³.
Diversified Fixed Interest	<ul style="list-style-type: none"> Invests in a wide range of Australian and international bonds and loans. This is done through actively investing in the fixed interest and credit asset class sectors. Aims for capital stability and higher returns than cash over the short to medium term. Has a minimum investment time frame of at least 3 years. Investment objective: <ul style="list-style-type: none"> To beat a composite of Australian and International Fixed Interest Indices over the short to medium term⁴.
Cash	<ul style="list-style-type: none"> Invests in short-term money market securities and some short-term bonds. Designed to have stable returns above the official cash rate. The Cash option can have zero or negative returns after fees, costs and taxes, depending on the level of market interest rates. Has a minimum investment time frame of at least 1 year. Investment objective: <ul style="list-style-type: none"> To beat the return of the Bloomberg AusBond Bank Bill Index over one year.

³ Index level returns, adjusted for tax (where applicable).

⁴ From 1 October 2021, the composite consists of 50% Bloomberg Global Aggregate 1-5 Year Total Return Index hedged to AUD and 50% Bloomberg AusBond Composite 0-5 Year Index. Prior to 1 October 2021 CPI + 0.5% pa, prior to 1 July 2015 CPI + 1% pa, prior to 1 July 2013 CPI + 1-2% pa.

Member Direct Option

Member Direct is our most hands-on option. It is designed for members who:

- are seeking greater control, flexibility and active involvement in managing their investments,
- want access to a range of specific investments including Shares, Exchange Traded Funds (ETFs), Listed Investment Companies (LICs), Term Deposits and Cash, and
- have a minimum ongoing Choice Income account balance of \$30,000.

The investments available in Member Direct have different risk profiles. For further information, see the *Member Direct investment option* guide at australiansuper.com/MemberDirect

Members need to be aware of the risks involved, such as:

- short-term price volatility,
- the consequences of trading too often,
- too little diversification, and
- investing in response to emotions.

All Options

Investment returns aren’t guaranteed. Past performance isn’t a reliable indicator of future returns. For more information on Investments, download the *Investment Guide*, available at australiansuper.com/InvestmentGuide

Smart Default

The ‘Smart Default’ account setup option includes a pre-set investment and income drawdown arrangement which is designed to provide an income that may last up to 20 years or more, and ease in member decision-making at account setup.

Description	
Investments	The starting amount is initially invested 12% in the Cash option and 88% in the Balanced option. Income is drawn from the Cash option first, until this reaches \$0, after which the balance remains invested 100% in the Balanced option unless and until an active investment decision is made.
Payments	Members are paid every two weeks. Members receive at least 6% of their balance each year. This amount changes as the member gets older so that it remains at the legislated minimum level.



2.3 Consistency between the target market and this product

This product's key terms, features and attributes have been critically assessed and found to be consistent with the likely objectives, financial situation and needs of the class of consumer identified in the target market, for the following main reasons:

- the product enables regular income payments or lump sum withdrawals to a member's bank account, with flexibility as to the amount and frequency, which aligns with the target market need to access a retirement income product that provides flexible access to retirement savings, and
- members have access to a range of PreMixed, DIY Mix and Member Direct investment options with varying investment objectives, risk levels and investment timeframes and which cater to a wide range of expected consumer risk appetites and objectives and may be selected in any combination.

3. Distribution

3.1 Means of distribution

A consumer may become a member who holds this product by one of the following means:

- by applying directly,
- with the assistance of a financial adviser,
- having their benefit transferred into this product (for example, from another superannuation fund or from the ATO).

3.2 Distribution conditions and restrictions

The following distribution conditions and restrictions apply:

- where this product is distributed by a financial adviser, the adviser must be acting in reliance on an appropriate authorisation under an Australian financial services licence and they must limit their regulated conduct to:
 - giving personal advice and arranging for the acquisition of this product to implement that advice, or
 - satisfying themselves that this product is likely to be suitable for the consumer and arranging for the acquisition of the product,and, in either case, giving a PDS for this product to the consumer.
- no third-party distributor may produce advertising, promotional or other material in relation to this product without the Trustee's written consent.

We consider the means of distribution identified for this product to be appropriate. Further, the distribution conditions and restrictions identified for this product are aimed at ensuring that consumers who acquire the product are likely to be in the target market for this product.

4. Review triggers

A review of this TMD will be triggered if the Fund:

- makes a material change to the key attributes of this product which affects the class of consumers targeted by this product,
- receives, in respect of a calendar quarter, a significant or unexpectedly high number of complaints or adverse feedback in relation to the product's design, attributes, fees or investment performance,
- identifies a significant dealing in this product that is inconsistent with this TMD, having regard to circumstances such as the proportion of consumers, the actual or potential harm and financial loss to consumers, and/or the time period over which consumers who have acquired the product but are not in the target market,
- is notified by the Australian Securities and Investment Commission (ASIC) of serious concerns about the design or distribution of this product,
- commits a significant breach which has a material financial impact on consumers, relating to the design or distribution of this product,
- identifies significant changes in material member-initiated activities, such as investment switching, in respect of a calendar quarter that would reasonably suggest the existence of a potential problem with this product, or
- makes an adverse determination under the Superannuation Industry (Supervision) Act 1993 following the Business Performance Review and the Legislative Outcomes Assessment (in the context of the member outcome regime).

5. Review periods

This TMD will be reviewed by 21 December 2023.

Thereafter, it will be reviewed:

- at least every 12 months.
- as required, where a review trigger (see section 4) occurs, or where some other event or circumstance occurs that reasonably suggests to the Trustee that this TMD is no longer appropriate.
- when the Trustee otherwise decides to undertake a review.



6. Reporting

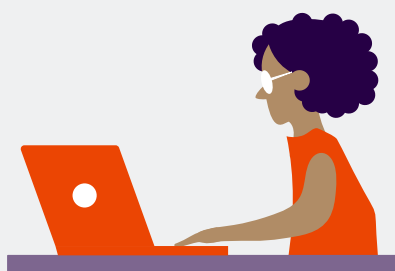
Distributors must report to the Fund on the following basis:

Information about this product to be reported	Frequency
<ul style="list-style-type: none">• The number of member complaints received about this product.• Reasonable details of each complaint including the resolution.	Quarterly, within 10 business days after the end of the calendar quarter.
<ul style="list-style-type: none">• Reasonable details of each significant inconsistent dealing, including information of the kind ASIC expects to receive from a product issuer in relation to a significant inconsistent dealing.	As soon as practicable, but no later than 10 business days, after the distributor becomes aware of a significant inconsistent dealing.

Where to send reports

Send reports to **ddo@australiansuper.com**

For more information on reporting, visit **australiansuper.com/tmd**



Contact us

Call **1300 300 273**

(8am to 8pm AEST/AEDT weekdays)

Web **australiansuper.com/retirement**

Mail Locked Bag 6, CARLTON SOUTH VIC 3053

Email or message us For details on how to message or email us, visit **australiansuper.com/contact-us**



This TMD was issued in December 2022 by AustralianSuper Pty Ltd ABN 94 006 457 987, AFSL 233788, Trustee of AustralianSuper ABN 65 714 394 898 and may include general financial advice which doesn't take into account your personal objectives, financial situation or needs. Before making a decision about AustralianSuper, consider if the information is right for you and refer to the relevant Product Disclosure Statement, available at **australiansuper.com/pds** or by calling **1300 300 273**. The Unique Superannuation Identifier (USI) for AustralianSuper's Choice Income product is STA0002AU.