

David
Spirit Super member



Target market determination Control Pension

5 October 2021



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spiritsuper.com.au
1800 005 166

For Spirit Super: ABN 74 559 365 913,
USI MTA0100AU.

Trustee: Motor Trades Association
of Australia Superannuation Fund
Pty. Limited ABN 14 008 650 628,
AFSL 238 718.

1. About this document

This target market determination (TMD) is for the Spirit Super Control Pension. Its purpose is to describe the class of member who makes up the target market for this product, having regard to their objectives, financial situation and needs. This TMD also provides distribution conditions for our Control Pension, together with reporting requirements and information about when the TMD will be reviewed.

This document isn't a summary of our terms and conditions and isn't intended to provide financial advice. Read the *Product disclosure statement* for Spirit Super pension (known as the *Pension guide*) available at spiritsuper.com.au/pds when making a decision about whether to start a pension with Spirit Super.

2. Important dates

Date this target market determination is effective from	5 October 2021
Date this target market determination was last reviewed	5 October 2021
Date this target market determination will be next reviewed	28 February 2022

Raymond
Spirit Super member





3. Who's the Control Pension designed for?

Our Control Pension is designed for those who:

- have reached preservation age and retired from the workforce
- have changed jobs after reaching age 60
- are aged 65 and over and still working
- have a minimum of \$20,000 to invest in a Control Pension
- want a regular income payment, at least annually from their account
- want control over how long their retirement savings last
- want to be able to make lump-sum withdrawals
- want options that suit their changing needs including the ability to:
 - choose from a range of investment options with different levels of expected risk and return and to change investment options at any time
 - choose how much they'd like to receive in income payments each year, as long as it's greater than the government minimum requirements.
- want flexible options to manage their account, including being able to transact online, over the phone and in writing
- want advice on their account when they need it.

Our Control Pension **isn't** designed for members who:

- haven't reached their preservation age
- are under 65 years of age and are still working
- have less than \$20,000 to invest in a Control Pension
- don't want to make choices about their investment options
- want to directly invest into assets or trade on stock exchanges. This includes the ability to direct investments towards specific shares or particular investment vehicles including exchange traded funds, term deposits and other investments.







Product features and key attributes

Our Control Pension has the following features:

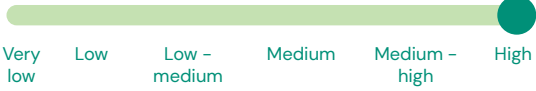


- **key attribute:** a choice of five pre-mixed investment options with different levels of risk and return. Plus four sector options that target specific asset classes to allow members flexibility to determine their own asset allocation
- **key attribute:** the ability to choose how much income to draw, provided it meets the minimum prescribed pension payment
- a retirement bonus when first starting a Control Pension, subject to eligibility criteria
- the ability to nominate beneficiaries to receive all or part of their super if they pass away, including through the payment of income to a reversionary beneficiary
- ability to seek advice on the Control Pension
- online access to keep track and manage their super at any time through **Member Online**
- competitive fees and charges, with a cap on administration fees.

Our investment options

Our investment options are a key attribute of our Control Pension. Their suitability will depend on the member's risk tolerance, objectives, investment time frame and asset allocation preferences. Our options invest in a wide range of asset classes and assets with varying levels of expected risk, return and investment time frames to suit our broad target market.

Option	Type of member	Risk tolerance ¹	Objectives ²	Investment time frame	Asset allocation	
					Growth	Defensive
Growth	Seeking high capital growth over the long term and don't mind substantial risk and volatility.	 <p>Very low Low Low - medium Medium Medium - high High</p>	CPI + 4.5% a year over rolling 10-year periods.	10+ years	89.5%	10.5%
Sustainable	Seeking moderate to high capital growth over the long term using environmentally and socially responsible investments and can tolerate medium to high risk and volatility.	 <p>Very low Low Low - medium Medium Medium - high High</p>	CPI + 3.5% a year over rolling 7-year periods.	7+ years	75%	25%
Balanced	Seeking moderate to high capital growth over the long term and can tolerate medium to high risk and volatility.	 <p>Very low Low Low - medium Medium Medium - high High</p>	CPI + 3.5% a year over rolling 7-year periods.	7+ years	75%	25%
Moderate	Seeking moderate capital growth in the medium to long term and a moderate level of risk and volatility.	 <p>Very low Low Low - medium Medium Medium - high High</p>	CPI + 2.5% a year over rolling 5-year periods.	5+ years	52%	48%
Conservative	Seeking some capital growth over the short to medium term with low to medium level of risk and volatility.	 <p>Very low Low Low - medium Medium Medium - high High</p>	CPI + 1.5% a year over rolling 4-year periods.	4+ years	32%	68%
Australian shares	Seeking a high level of capital growth over the long term by investing in a diversified portfolio of Australian Shares with substantial risk and volatility.	 <p>Very low Low Low - medium Medium Medium - high High</p>	To meet or exceed the return to S&P/ASX300 Accumulation Index, including franking credits but before fees and taxes.	10 + years	100%	0%

For more information, please visit spiritsuper.com.au.
You can also call us on **1800 005 166**. We're here to help.

Option	Type of member	Risk tolerance ¹	Objectives ²	Investment time frame	Asset allocation	
					Growth	Defensive
International shares	Seeking a high level of capital growth over the long term by investing in a diversified portfolio of international shares with substantial risk and volatility.		To meet or exceed the return to the MSCI All Countries World Index, partially hedged to Australian dollars before fees and taxes.	10+ years	100%	0%
Diversified fixed interest	Seeking moderate returns and to retain capital growth over the medium term by investing in a range of fixed interest investments and wanting a lower level of risk and volatility than shares.		To meet or exceed the return to a weighted average of Australian and international bond indices, hedged to Australian dollars before fees and taxes.	5+ years	0%	100%
Cash	Wanting a high level of capital security and to maintain the purchasing power of investment over the short term with very low risk and fairly consistent returns.		To deliver the return to the Bloomberg AusBond Bank Bill Index before fees and taxes.	0 years	0%	100%

¹Refer to our *Pension guide* available at spiritsuper.com.au/pds for more information about risk.

²The investment return objectives are after investment fees and taxes.

Consistency between target market and the product

The Control Pension provides members with the ability to access Spirit Super's full range of investment options and provides payment flexibility. These attributes are consistent with the likely objectives, financial situation and needs of the target market, who seek more control over their retirement savings.





4. How will this product be distributed?

Distribution channels

The Control Pension is designed to be distributed through:

- direct to public – through the Spirit Super website, contact centre and Superannuation Advisers
- financial advisers.

Distribution conditions

The Control Pension should only be distributed to members who meet the eligibility criteria and are seeking a regular income stream.

Adequacy of distribution conditions and restrictions

Distribution in accordance with the distribution conditions will make it likely that a member purchasing the product will fall within the Control Pension's target market. The target market for the Control Pension is broad, subject to eligibility criteria, as the inclusion of differing investment options means that the product is suitable for a wide range of consumers with differing objectives, financial situations and needs.

5. Reviewing this target market determination

We'll review this TMD as follows:

Initial review	28 February 2022
Next periodic review	28 February 2023
Maximum review period	1 year
Review triggers or events	<p>Any event or circumstance arising that would suggest the TMD is no longer appropriate. This may include (but isn't limited to):</p> <ul style="list-style-type: none">• a material change to the design or distribution of the product, including changes to the product's investment options• occurrence of a known significant dealing outside the target market• external events such as adverse media coverage or regulatory attention• significant increase in members exiting the product• persistent member complaints about the product• significantly different returns from those expected from the market• material change to fees and costs• a major change in the market resulting in a significant number of investment options becoming illiquid and not being able to offer withdrawals• legislative or regulatory changes which materially impact the design or distribution of the product• the trustee makes a determination for the purposes of s52(9) of <i>Superannuation Industry (Supervision) Act 1993</i> (Member Outcomes Assessment) that the financial interests of members holding the product aren't being promoted.

Where a review trigger has occurred, this TMD will be reviewed within 10 business days.

6. Reporting and monitoring this target market determination

We'll collect the following information from our distributors in relation to this TMD.

Complaints	<p>Distributors will report the number of complaints in relation to the product covered by this TMD on a quarterly basis. This will include the substance of complaints and general feedback relating to the product and its performance.</p> <p>Reporting isn't required if the number of complaints is zero.</p>
Significant dealings	<p>Distributors will report if they become aware of a significant dealing outside the target market in relation to this TMD within 10 business days.</p>



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1800 005 166
info@spiritsuper.com.au
spiritsuper.com.au

GPO Box 1547
Hobart TAS 7001

