

Jonathan  
Spirit Super member



# Target market determination Managed Pension

5 October 2021



↓  
[spiritsuper.com.au](https://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 Managed 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 Managed 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](https://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 <b>effective from</b>	5 October 2021
Date this target market determination was <b>last reviewed</b>	5 October 2021
Date this target market determination will be <b>next reviewed</b>	28 February 2022

Candice and Vivara  
Spirit Super members





### 3. Who's the Managed Pension designed for?

Our Managed Pension is designed for those who:

- are aged 60 or over and retired
- have changed jobs after reaching age 60
- are aged 65 and over
- have at least \$20,000 to invest in a Managed Pension
- want to maintain a suitable allocation to growth assets for their benefits to target reaching age 90
- want stable, regular income payments, which are generally indexed to keep pace with inflation
- want investment decisions made for them
- want tax-free investment earnings
- 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 Managed Pension **isn't** designed for members who:

- are under age 60
- are between age 60 and 65, are still working and haven't changed jobs since turning 60
- are over age 80 when commencing a Managed Pension
- have less than \$20,000 to invest in a Managed Pension
- want to choose the frequency and timing of their income payments
- want to receive guaranteed income payments for a fixed amount or term
- 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.

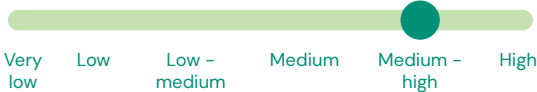

#### Product features and key attributes

Our Managed Pension has the following features:

- **key attribute:** members receive a set income each year, which is generally indexed annually in line with the consumer price index
- **key attribute:** members' investments are managed by us
- **key attribute:** we target regular income payments for members until age 90
- a retirement bonus when first starting a Managed Pension, subject to eligibility criteria
- the ability to make lump-sum withdrawals
- the ability to nominate beneficiaries to receive all or part of their super payout if they pass away, including through the payment of income to a reversionary beneficiary
- the ability to obtain advice on the Managed 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

The Managed Pension is constructed from the two investment strategies shown below.

Option	Type of member	Risk tolerance <sup>1</sup>	Objectives <sup>2</sup>	Investment time frame	Asset allocation	
					Growth	Defensive
Long-term	Seeking moderate to high capital growth over the medium to long term and can tolerate medium to high risk and volatility.		CPI + 3% a year over rolling 5-year periods.	5+ years	67%	33%
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%

<sup>1</sup>Refer to our *Pension guide* available at [spiritsuper.com.au/pds](https://spiritsuper.com.au/pds) for more information about risk.

<sup>2</sup>The investment return objectives are after investment fees and taxes.

## Consistency between target market and the product

The Managed Pension is likely to be consistent with the objectives, financial situation and needs of the target market, as it's designed to provide the security and simplicity of receiving an income from super that's targeted to last until age 90.

**For more information, please visit our website at [spiritsuper.com.au](https://spiritsuper.com.au).  
You can also call us on [1800 005 166](tel:1800005166). We're here to help.**



## 4. How will this product be distributed?

### Distribution channels

The Managed 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 Managed Pension should only be distributed:

- to members who meet the eligibility criteria
- where it's made clear that the Managed Pension is a hands-off investment targeting a stable income over a set period, with no ability for members to change their investment strategy or income payments (other than lump-sum withdrawals).

### Adequacy of distribution conditions and restrictions

Compliance with the distribution conditions will ensure that members who purchase this product are both eligible and aware of its objectives, in which case it's likely that the decision to purchase means the member falls within the target market. By focusing on the constraints of the Managed Pension, distribution will be directed to consumers within the target market, whose likely objectives, financial situation and needs are consistent with the product.





## 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"> <li>• a material change to the design or distribution of the product</li> <li>• occurrence of a known significant dealing outside the target market</li> <li>• external events such as adverse media coverage or regulatory attention</li> <li>• significant increase in members exiting the product</li> <li>• persistent member complaints about the product</li> <li>• significantly different returns from those expected from the market</li> <li>• material change to fees and costs</li> <li>• legislative or regulatory changes which materially impact the design or distribution of the product</li> <li>• 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.</li> </ul>

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	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.  Reporting isn't required if the number of complaints is zero.
Significant dealings	Distributors will report if they become aware of a significant dealing outside the target market in relation to this TMD within 10 business days.



—  
1800 005 166  
[info@spiritsuper.com.au](mailto:info@spiritsuper.com.au)  
[spiritsuper.com.au](http://spiritsuper.com.au)

GPO Box 1547  
Hobart TAS 7001

