

# Target Market Determination Choice Income

Effective date 21 December 2024

## 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](http://australiansuper.com/pds) or by calling **1300 300 273**.

Consumers may also wish to consider obtaining financial advice 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 income payments are made.
- a range of diversified, single asset class 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 for members' super or TTR Income accounts to cover a future capital gains tax liability which is passed onto eligible Choice Income 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:
  - turned 60 and permanently retired or stopped working for an employer, 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 investment 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.

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).

## 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 meet the annual minimum amount 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 income payments: <ul style="list-style-type: none"><li>• every two weeks,</li><li>• monthly,</li><li>• every three months,</li><li>• every six months, or</li><li>• annually.</li></ul>
Lump sum withdrawals	Members can also receive a lump sum, as and when required. Lump sum withdrawals do not count towards the minimum annual payment amount.

### 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 investment 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 multiple asset classes 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"><li>• Invests in a wide range of assets with a high focus on growth assets.</li><li>• Designed to have strong long-term growth with possible short-term fluctuations.</li><li>• Has a minimum investment time frame of at least 12 years.</li><li>• Investment objectives:<ul style="list-style-type: none"><li>- To beat CPI by more than 4.5% p.a. over the medium to longer term, and</li><li>- To beat the median growth fund<sup>1</sup> over the medium to longer term.</li></ul></li></ul>
Balanced (default option)	<ul style="list-style-type: none"><li>• Invests in a wide range of assets with a focus on growth assets.</li><li>• Designed to have medium to long-term growth with possible short-term fluctuations.</li><li>• Has a minimum investment time frame of at least 10 years.</li><li>• Investment objectives:<ul style="list-style-type: none"><li>- To beat CPI by more than 4% p.a. over the medium to longer term, and</li><li>- To beat the median balanced fund<sup>1</sup> over the medium to longer term.</li></ul></li></ul>
Socially Aware	<ul style="list-style-type: none"><li>• Invests in a wide range of assets with a focus on growth assets. Certain assets are excluded based on environmental, social and governance screens<sup>2</sup>.</li><li>• Designed to have medium to long-term growth with possible short-term fluctuations.</li><li>• Has a minimum investment time frame of at least 10 years.</li><li>• Investment objectives:<ul style="list-style-type: none"><li>- To beat CPI by more than 3.5% p.a. over the medium to longer term, and</li><li>- To beat the median balanced fund<sup>1</sup> over the medium to longer term.</li></ul></li></ul>

<sup>1</sup> As determined by the SuperRatings Pension Fund Crediting Rate Survey: High Growth - SRP50 Growth (77-90) Index; Balanced - SRP50 Balanced (60-76) Index; Socially Aware - SRP50 Balanced (60-76) Index; Conservative Balanced - SRP25 Conservative Balanced (41-59) Index; and Stable - SRP50 Capital Stable (20-40) Index.

<sup>2</sup> Refer to the *Product Disclosure Statement* at [australiansuper.com/pds](http://australiansuper.com/pds) for additional information on the screens applied to the Socially Aware investment option.

Investment option	Investment option details
Indexed Diversified	<ul style="list-style-type: none"> <li>• Invests in a range of assets using indexing strategies with a focus on growth assets.</li> <li>• Designed to have medium to long-term growth with possible short-term fluctuations.</li> <li>• Has a minimum investment timeframe of at least 10 years.</li> <li>• Investment objective: <ul style="list-style-type: none"> <li>- To achieve a return of CPI + 3% p.a. over the medium to longer term.</li> </ul> </li> </ul>
Conservative Balanced	<ul style="list-style-type: none"> <li>• Invests in a wide range of assets with a balanced mix of growth and defensive assets.</li> <li>• Designed to have medium-term growth with a balance between capital stability and capital growth. May also have some short-term fluctuations.</li> <li>• Has a minimum investment time frame of at least 7 years.</li> <li>• Investment objectives: <ul style="list-style-type: none"> <li>- To beat CPI by more than 2.5% p.a. over the medium term, and</li> <li>- To beat the median conservative balanced fund<sup>1</sup> over the medium term.</li> </ul> </li> </ul>
Stable	<ul style="list-style-type: none"> <li>• Invests in a wide range of assets with a focus on defensive assets.</li> <li>• Designed to have medium-term growth with a higher focus on stability than growth.</li> <li>• Has a minimum investment time frame of at least 5 years.</li> <li>• Investment objectives: <ul style="list-style-type: none"> <li>- To beat CPI by more than 1.5% p.a. over the medium term, and</li> <li>- To beat the median capital stable fund<sup>1</sup> over the medium term.</li> </ul> </li> </ul>

### DIY Mix investment 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 are primarily made up of exposure to a single asset class (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"> <li>• Primarily invests in a wide range of shares in listed companies in Australia. May also include shares in unlisted companies in Australia and listed companies in New Zealand.</li> <li>• Designed to have strong long-term capital growth with likely short-term fluctuations.</li> <li>• Has a minimum investment time frame of at least 12 years.</li> <li>• Investment objective: <ul style="list-style-type: none"> <li>- To beat the S&amp;P/ASX 200 Accumulation Index (adjusted for franking credits) over the medium to long term<sup>3</sup>.</li> </ul> </li> </ul>
International Shares	<ul style="list-style-type: none"> <li>• Invests in a wide range of companies listed on overseas securities exchanges across the world.</li> <li>• Designed to have strong long-term capital growth with likely short-term fluctuations.</li> <li>• Has a minimum investment time frame of at least 12 years.</li> <li>• Investment objective: <ul style="list-style-type: none"> <li>- To beat the MSCI All Country World ex Australia Index (unhedged) over the medium to long term<sup>3</sup>.</li> </ul> </li> </ul>
Diversified Fixed Interest	<ul style="list-style-type: none"> <li>• Invests in a wide range of Australian and international bonds and loans by actively investing in the fixed interest, credit and cash asset classes.</li> <li>• Aims to outperform a mix of Australian and international bond indices over the medium-term.</li> <li>• Has a minimum investment time frame of at least 3 years.</li> <li>• Investment objective: <ul style="list-style-type: none"> <li>- To beat a composite of 50% Bloomberg Global Aggregate Total Return Index hedged to AUD and 50% Bloomberg AusBond Composite 0+ Year Index over the medium term<sup>3</sup>.</li> </ul> </li> </ul>
Cash	<ul style="list-style-type: none"> <li>• Invests in short-term money market securities and some short-term bonds.</li> <li>• Designed to have stable returns.</li> <li>• Has a minimum investment time frame of at least 1 year.</li> <li>• Investment objective: <ul style="list-style-type: none"> <li>- To beat the return of the Bloomberg AusBond Bank Bill Index over one year<sup>3</sup>.</li> </ul> </li> </ul>

<sup>3</sup> Index level returns, adjusted for tax (where applicable).

## Member Direct investment option

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

- are at least 18 years of age and are seeking greater control, flexibility and active involvement in managing their investments
- want access to S&P/ASX 300 shares and selected Exchange Traded Funds (ETFs), Listed Investment Companies (LICs), term deposits and cash, and
- have a minimum account balance of \$50,000.

The investments available in Member Direct have different risk profiles and members need to be aware of the risks and dangers involved, such as:

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

For further information, see the *Member Direct investment option* guide at [australiansuper.com/MemberDirect](https://australiansuper.com/MemberDirect)

## All investment options

Investment returns aren't guaranteed. Past performance is not a reliable indicator of future returns. For more information on investments, download the Product Disclosure Statement, available at [australiansuper.com/pds](https://australiansuper.com/pds)

## 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 increases 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.

The Fund monitors this product and its consistency with the target market regularly to ensure that this product continues to meet the likely objectives, financial situation and needs of the target market.

## 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, including where this is the result of general advice provided by the trustee
- with the assistance of a financial adviser,
- having their benefit transferred into this product (for example, from another superannuation fund).

### 3.2 Distribution conditions and restrictions

The following distribution conditions and restrictions apply:

- where a consumer applies through the direct channel, there are system and process checks in place that make it likely that the consumer meets the product eligibility requirements as described in the target market for this product.
- 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:

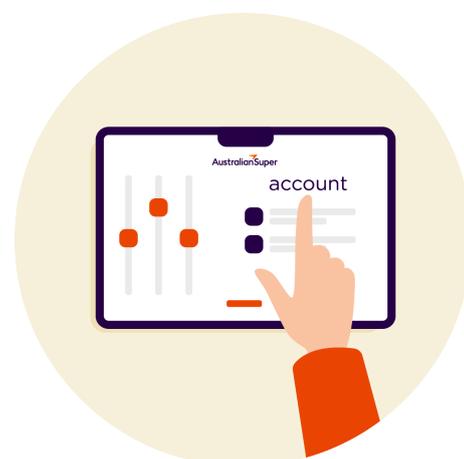
- makes a material change to the key attributes of this product which affects the class of consumers targeted by this product,
- receives, in respect of a calendar quarter, a significant or unexpectedly high number of complaints or adverse feedback in relation to the product's design, attributes, fees 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 have acquired the product when not in the target market,
- is notified by the Australian Securities and Investments Commission (ASIC) of serious concerns about the design or distribution of this product,
- commits a significant breach relating to the design or distribution of this product, which has a material financial impact on consumers,
- identifies significant changes in material member-centric 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 in relation to this product under the annual outcomes assessment required by the Superannuation Industry (Supervision) Act 1993.

## 5. Review periods

This TMD will be reviewed by 21 December 2025.

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"><li>The number of member complaints received about this product.</li><li>Reasonable details of each complaint including the resolution.</li></ul>	Quarterly, within 10 business days after the end of the calendar quarter.
<ul style="list-style-type: none"><li>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.</li></ul>	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](mailto:ddo@australiansuper.com)

For more information on reporting, visit [australiansuper.com/tmd](https://australiansuper.com/tmd)



### Contact us

**Call** **1300 300 273**  
8am to 8pm AEST/AEDT weekdays

**Web** [australiansuper.com/retirement](https://australiansuper.com/retirement)  
**Mail** Locked Bag 6, Carlton South, Victoria 3053

**Email or message us** For details on how to message or email us, visit [australiansuper.com/contact-us](https://australiansuper.com/contact-us)



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