

Target Market Determination

For Guild Transition to Retirement Pension

Prepared and issued on 17 April 2023

The GuildSuper Transition to Retirement Pension is a decumulation superannuation product with tax-effective earnings that offers three investment options and flexible draw-down options for consumers that may have met preservation age, however not a Condition of Release.

Trustee and Issuer: Issued by Guild Trustee Services Pty Limited ABN 84 068 826 728 AFS Licence No. 233815 RSE Licence No. L0000611 Trustee of the Guild Retirement Fund ABN 22 599 554 834 (which includes GuildPension).

1. About this document

This Target Market Determination (TMD) is a publicly available document required under section 994B of the *Corporations Act 2001 (Cth)*. It sets out the target market for the product, triggers to review the target market and certain other information. It forms part of Guild Retirement Fund's design and distribution framework for the product.

This TMD seeks to offer consumers, distributors and staff with an understanding of the class of consumers

for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. Consumers must refer to the Product Disclosure Statement (PDS) and any supplementary documents when making a decision about this product.

Product Disclosure Statement to which this target market determination applies

This TMD applies to the Guild Transition to Retirement (TTR) Pension referred to in the following PDS:

- [GuildPension PDS](#)

2. Important dates

Event	Date
Date from which this target market determination is effective	17 April 2023
Date when this target market determination was last reviewed	17 April 2023
Date when this target market determination will be next reviewed	17 April 2024

3. Class of consumers that fall within this target market

The information below summarises the overall class of consumers that fall within the target market for Guild TTR Pension.

This Guild TTR Pension **is** designed for consumers who have met their preservation age and are under age 65, but have not met a Condition of Release and who generally meet most of the following criteria:

- Australian or New Zealand citizen or permanent resident of Australia;
- Have at least \$10,000 in superannuation savings to start an income stream;
- Are looking for a retirement product with no maximum investment limit;
- Would like to draw an income stream, subject to minimum and maximum annual payments limits, while still working;
- Want to reduce their working hours and supplement their income;
- Increase their super before retiring by making additional contributions into super, while drawing a tax-effective income stream;
- Are looking for a tax effective retirement product that attracts 15% tax on investment earnings until a Condition of Release is satisfied and 0% on income stream payments if 60 or older (refer to PDS for additional details on taxes);
- Want access to a range of investment options and investment choice (please refer to the 'GuildPension Product Disclosure Statement' for the full list of available Portfolio investment options);
- Want access to tools and information to help grow their super savings;
- Wish to regularly review their investment portfolio via their financial adviser or directly;
- Are looking to implement an investment strategy, with or without financial advice, that suits their individual goals and objectives by taking into account the likely return, the level of risk and investment timeframe;
- Are seeking to receive consolidated, detailed and transparent reporting for their investments;

- Would like the option to elect that account balance is paid as a lump sum to one or more dependants and/or legal representatives in the event of death;
- Would like the option to elect that the income stream continues to be paid as a reversionary pension to an eligible dependent upon death;
- Would like the opportunity for the income stream to be paid to their spouse (or other eligible dependant) in the event of their death.

This Guild TTR Pension **is not** designed for consumers who:

- Are temporary visa holders (except certain prescribed visas);
- Would like a retirement product that is in joint names;
- Would like to split payments between themselves and a spouse or other dependant(s);
- Will need to withdraw a lump sum (refer to the PDS for limited circumstances in which lump sums can be withdrawn);
- Do not want to manage their own investment risk (either directly or through a financial adviser);
- Need access to more than 10% of their account balance per annum;
- Are not prepared to pay the additional cost of having the flexibility of a range of investment options;
- Want access to wholesale managed funds;
- Want direct access to investments such as listed securities;
- Want a guaranteed income stream for life.

4. Product description and key attributes

The key product attributes of this Guild TTR Pension are:

- A minimum of \$10,000 at commencement;
- Have met preservation age however not a condition of release;
- A choice of three investment options;
- A choice of flexible payment options;
- 24/7 access to Members Online to check your account balance, update your details, insurance cover or investments.

Objectives, financial situation, and needs

The table below sets out the class of customers that each investment option within Guild TTR Pension has been designed for:

Investment option	Investment objective	Who might it suit?	Minimum suggested timeframe	Risk level
Secure	To provide gross investment returns at least equal to the Bloomberg Bank Bill Index returns over rolling 1-year periods.	May suit investors who are primarily concerned with short-term security of capital.	1 year	Very low
Balanced	To provide net (after investment fees and investment tax) investment returns of at least 1.25% per annum above CPI increases over rolling 5-year periods.	May suit investors who seek to maximise long-term returns without being overly concerned with short-term volatility of returns.	8 years	High
Growth	To provide net (after investment fees and investment tax) investment returns of at least 3.0% per annum above CPI increases over rolling 8-year periods.	May suit investors who want to achieve strong returns over the long term and are comfortable with periods of short-term volatility.	10 years	High

Consistency between target market and the product

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of consumers in the target market. This is based on an analysis of the key terms, features and attributes of the product and a finding that these are consistent with the identified class of consumers.

The Guild TTR Pension product:

- Fulfils a need for a retirement product for consumers, especially those who work in the pharmacy, veterinary, allied health and early learning industries;
- Includes features/attributes that are consistent with the objectives, financial situation and needs of the target market;

- Incurs reasonable fees;
- Includes financial tools and information relevant to the target market.

The Guild TTR Pension will be next reviewed in April 2024, unless a review trigger occurs before that time (see Section 6 below for an outline of review triggers). During the review the Trustee will carefully consider whether the Guild TTR Pension continues to be suitable for consumers in the target market.

5. How this product is to be distributed

Distribution channels

This product is designed to be digitally distributed through the following means:

- Directly through online or paper based application forms, Member Online portal, webinars and the Trustee's contact centre;
- Employers;
- Third parties that have been authorised by the Trustee to distribute the product.

Distribution conditions

This product should only be distributed under the following circumstances:

- To consumers that fall within the target market and meet eligibility criteria defined in legislation and the GuildPension PDS;
- Directly through the Fund by trained staff who utilise distribution materials approved by the Trustee and/or the PDS;
- Through employers utilising distribution materials approved by us and/or the PDS;
- Through a third-party distributor authorised by us to distribute the products utilising distribution materials approved by us;
- Where the person has been advised to refer to the PDS.

Adequacy of distribution conditions and restrictions

We have determined that the distribution conditions and restrictions will make it likely that members and prospective members who acquire the Guild TTR Pension are in the class of consumers for whom it has been designed. The distribution conditions and restrictions attempt to ensure that only individuals that meet eligibility requirements will be offered the product.

The following measures are also in place:

- Member Services Team are permitted to provide only Factual Information;
- Authorised staff permitted to give General Advice;
- Product information is provided to members on GuildSuper.Online and Child Care Super Online;
- GuildSuper website and Child Care Super website contains product information; and
- Target market information will be included on the GuildSuper and Child Care Super websites and in promotional material.

6. Reviewing this target market determination

We will review this TMD in accordance with the below:

Last review	17 April 2023
Next annual review	17 April 2024
Review triggers or events	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but is not limited to):</p> <ul style="list-style-type: none"> • A material change to the design or distribution of the product, including related documentation such as the Product Governance Framework; • An event or circumstance arising from the annual Member Outcomes and Business Performance Review assessments; • Occurrence of a significant dealing; • Distribution conditions found to be inadequate; • Identification of significant detriment to consumers if TMD was not reviewed; • External events such as adverse media coverage or regulatory attention; • Significant changes in metrics, including, but not limited to, complaints; • Significant increase in investment option switching; • Significant increase in members exiting the product; • Persistent member complaints about investment options or product; • Suspicious adverse results from market or different returns from those expected from the market including those detailed in the APRA heatmap; • Significant change in exposure in products, such as developments in international markets where the product may be overweight; • Sale or acquisition of an asset that was/is an important part of the investment holdings of a particular investment option; • A change has occurred that effects the objectives of the target market.

Where a review trigger has occurred and the Trustee becomes aware that a review trigger has occurred or an event or circumstance has occurred that would reasonably suggest that the TMD is no longer appropriate, this TMD will be reviewed within 10 business days.

7. Reporting and monitoring this target market determination

We will collect the following information from our Distributors in relation to this TMD:

<p>Complaints</p>	<p>Distributors (other than third parties authorised by the Trustee to distribute the Guild TTR Pension product) must report the number of complaints in relation to the product(s) covered by this TMD monthly. Reporting is still required if the number of complaints is zero.</p> <p>This will include the substance of complaints and general feedback relating to the product and its performance.</p> <p>Third parties must report the number of complaints in relation to the product(s) covered by this TMD twice yearly. Reporting is still required if the number of complaints is zero.</p>
<p>Significant dealings</p>	<p>Distributors must report if they become aware of a significant dealing in relation to this TMD within 10 business days.</p> <p>A significant dealing relates to a dealing to individuals outside of the TMD for the Guild TTR Pension product.</p> <p>A significant dealing includes:</p> <ul style="list-style-type: none"> ● There is a high likelihood of harm to those consumers outside the target market that acquire the product; ● Repeated non-compliance with distribution conditions.