

Target Market Determination REI Super Pension

REI Superannuation Fund Pty Ltd ATF REI Super Fund
ABN 76 641 658 449 | AFSL 240569 | SPIN REI0001AU |
USI 76641658449601



About this document

This target market determination (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 likely 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. Consumers should also obtain financial advice before joining this product.

Product Disclosure Statement to which this target market determination applies

This TMD applies to the choice product available through the REI Super Pension offering referred to in the Product Disclosure Statement dated 8 December 2023, available at reisuper.com.au.

Important dates

Date from which this target market determination is effective	28 July 2023
Date when this target market determination will be next reviewed	1 July 2024

Class of consumers that constitutes the target market

The target market for REI Super's Pension product comprises the class of retail clients who meet the following characteristics:

- They have retired or are approaching retirement
- They are eligible to start a pension
- They expect an appropriate level of investment choice which caters for a range of risk appetites/tolerances and investment return objectives/outcomes
- They may require regular income at their preferred frequency to replace, or supplement, employment income (depending on their individual circumstances)
- They expect online account facilities and access to financial advice about superannuation

Product description and key attributes

The key product attributes of REI Super Pension are:

- access to nine investment choices including investment switching which allows members to select one or more investment strategies to suit their individual goals or needs
- ability to chose the amount of regular income (subject to Government limits) and the timing of payments (monthly, quarterly or annually)
- online account access
- access to financial advice about their REI Super account

Objectives, financial situation, and needs - target market suitability

We consider that the likely objectives, financial situation and needs of consumers in the target market for this product are, generally speaking, the ability to access a broad range of investment choices for retirement or when transitioning to retirement. Other features such as the ability to choose the amount and frequency of income payments, and access to online facilities and financial advice are relevant but are not considered to be definitive for the purposes of assessing the suitability of the product for the target market.

Investment choice

Investment choice is the key attribute of the REI Super Pension product available through REI Super. The investment options available in this product have been designed to meet the different needs of members, recognising that the investment return objectives and risk tolerance of individual members will depend on their specific circumstances (including individual needs).

The table below sets out the characteristics of relevant investment options.

Investment Option	Likely to be suitable for:
Growth	This Option is designed for consumers looking for the potential for the highest return over the long term, comfortable with taking on a higher level of risk, net (after investment fees and tax, where applicable) investment returns of CPI + 4.0% per annum over rolling 10-year periods with a minimum time horizon of ten years plus, high risk profile and members that can accept a negative return 5 years in every 20 years.
Balanced	This Option is designed for consumers looking for a higher return than from investing in defensive assets, comfortable with a reasonably high level of fluctuations in returns, net (after investment fees and tax, where applicable) investment returns of CPI + 3.0% per annum over rolling 10-year periods members with a minimum time horizon of ten years plus, medium to high risk profile and members that can accept a negative return 4 years in every 20 years.
Stable	This Option is designed for consumers looking for a stable investment with a lower level of risk than the Balanced Option, net (after investment fees and tax, where applicable) investment returns of CPI + 1.5% per annum over rolling 4-year periods with a minimum time horizon of four years plus, medium risk profile and members that can accept a negative return 3 years in every 20 years.
Australian Shares	This Option is designed for consumers looking for high-quality, professionally managed, Australian shares investment, aims to grow above the S&P/ASX 300 Accumulation Index over rolling five-year periods with a minimum time horizon of 10 years, very high risk profile and members that can accept a negative return 7 years in every 20 years.
International Shares	This Option is designed for consumers looking for high-quality, professionally managed, international shares investment. It aims to grow above the benchmark comprising 50% MSCI All Country World (ex Australia) Div Reinv (unhedged) Index and 50% MSCI All Country World (ex Australia) Div Reinv (hedged) Index over rolling five-year periods. It has a high risk profile, and is for members with a minimum time horizon of 10 years that can accept a negative return 6 years in every 20 years.
Australian Property	This Option is designed for consumers looking for high-quality, professionally managed, domestic property securities investment, aims to match or exceed the S&P/ASX 300 Property Accumulation Index over rolling five-year periods with a minimum time horizon of 10 years, very high risk profile and members that can accept a negative return 7 years in every 20 years.
Global Property	This Option is designed for consumers looking for high-quality, professionally managed, domestic property securities investment, aims to match or exceed the FTSE EPRA/NAREIT Developed Rental Index (\$A Hedged) over rolling five-year periods with a minimum time horizon of 10 years, high risk profile and members that can accept a negative return 6 years in every 20 years.
Bonds	This Option is designed for consumers looking for high-quality, professionally managed, fixed interest investment, aims to match or exceed the benchmark comprising 50% Bloomberg AusBond Composite Bond Index and 50% Bloomberg Barclays Global Aggregate A\$ (Hedged) Index over rolling three-year periods with a minimum time horizon of 4 years, low risk profile and members that can accept a negative return 2 years in every 20 years.
Cash	This Option is designed for consumers looking for a low-risk investment with a lower rate of return, aims to deliver a return broadly in line with the Bloomberg AusBond Bank Bill Index over rolling three-year periods, with no minimum time horizon, very low risk profile and members that can accept a negative return less than 1 year in every 20 years.

For more information on investments, download our Pension Product Disclosure Statement available at reisuper.com.au.

Consistency between the target market and the product's key attributes

It is reasonably likely that the available investment options will enable all persons in the target market to select investments that are consistent with their likely objectives, financial situation and needs. The Trustee has reached this conclusion based on the breadth of investment choice that is offered.

How this product is to be distributed

Distribution channels

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

- Directly by the Trustee including through paper based and online forms (and accompanying information) and the Trustee's authorised representatives and Helpline
- Financial Advisors
- Real Estate Institutes, including Registered Training Organisations (RTOs)
- Franchise networks

Distribution conditions

This product should only be distributed under the following circumstances:

- By the Trustee directly through its representatives or the Helpline and paper based and online forms, based on disclosures made available by or on behalf of the Trustee
- By third-party distribution channels specified above (Distributors)

Adequacy of distribution conditions

Given the nature of the REI Pension product available through REI Super, and the ability for all members to tailor investment attributes according to their needs, we have determined that the distribution conditions will make it likely that consumers who acquire the product are in the target market identified for the product.

Reviewing this target market determination

We will review this target market determination in accordance with the below:

Next periodic review	1 July 2024
Review triggers or events	<p>Any event or circumstances arise that would reasonably 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 REI Super or its Pension product, including where a Significant Event Notice is issued to existing members and/or the PDS is re-issued as a result of a material change or changes to the product disclosures;• occurrence of a significant dealing that is not consistent with this target market determination;• any indication that the distribution conditions do not make it likely that consumers who acquire the product are in the target market and, therefore, that the distribution conditions are likely to be inadequate;• external events such as adverse media coverage or regulatory attention;• significant increase in complaints about the Pension product (including but not limited to its investments);• significant increase in investment option switching;• significant increase in members exiting the product;• persistent member complaints about REI Super's Pension offering (including but not limited to its investments);• the Trustee makes a determination for the purposes of s52(9) of the Superannuation Industry (Supervision) Act 1993 (member outcomes assessment) that the financial interests of the members who hold this product are not being promoted• significant change in exposure in products, such as developments in international markets where the product may be overweight;• receipt of a stop order from ASIC requiring the Trustee to cease distribution of the product or other regulatory action• changes to legislation which materially impact the design and distribution obligations of this product.

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

Reporting and monitoring this target market determination

We will collect the following information from our external distributors in relation to this TMD to the extent that such distributors are able to provide such information given the nature of the REI Super Pension product and their distribution activity.

Complaints	<p>Distributors will report the number of complaints in relation to the product(s) covered by this TMD on a six-monthly basis, as soon as practicable but no later than within 10 business days of the six-monthly period. The six-monthly periods are those ending 30 June and 31 December. 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>
Significant dealings	<p>Distributors will report if they become aware of a significant dealing inconsistent with this TMD as soon as practicable but no later than within 10 business days of the distributor becoming aware of the significant dealing.</p> <p>A significant dealing includes any dealing inconsistent with this target market determination that the distributor considers to be significant (based on their own discretion, having regard to the ordinary meaning of 'significant dealing' and the actual or potential harm that may be suffered by a consumer who falls outside the target market). At a minimum, however, the Trustee expects distributors to report the following dealings (or group of dealings) when a distributor becomes aware of them:</p> <ul style="list-style-type: none">• Specific proportion of consumers who have acquired the REI Super Pension product but are not in the target market;• Potential/actual harm to consumers if consumers outside the target market acquire the product.
Other information	<p>Distributors will monitor and report on the volume of distribution activity they are involved in on a quarterly basis, no later than 28 days following the end of the quarter.</p>

Need help?

1300 13 44 33


reisuper.com.au

Between 8.30am and 7.00pm AEST. (Local call cost within Australia, calls from mobile phones may cost more.)

admin@reisuper.com.au

GPO Box 4303, Melbourne VIC 3001

 **facebook.com/reisuper**

 **instagram.com/reisuperannuation**

 **linkedin.com/company/rei-super**

