

# Target Market Determination

## Income stream products



This Target Market Determination (**TMD**) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). It sets out the class of customers for whom the product, including its key attributes, would likely be consistent with their likely objectives, financial situation and needs. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of Challenger Life Company Limited's design and distribution arrangements for the product.

This document is not a Product Disclosure Statement (**PDS**) and is not a summary of the product features or terms of the product. This document does not take into account any person's individual objectives, financial situation or needs. Persons interested in acquiring this product should carefully read the PDS for Challenger Guaranteed Annuity (Fixed Term) before making a decision whether to buy this product.

Important terms used in this TMD are defined in the Definitions at the end of this document. Capitalised terms have the meaning given to them in the product's PDS, unless otherwise defined. The PDS can be obtained at [challenger.com.au](http://challenger.com.au) or by calling 13 35 66.

### Target Market Summary

**This product is likely to be appropriate for an investor wanting to receive a regular, guaranteed income by investing a lump sum amount with the intention to hold the product for their chosen term.**

**This product is not suitable for someone who is looking for capital growth or who needs ongoing access to the capital invested.**



### Fund and issuer identifiers

<b>Product</b>	Challenger Guaranteed Annuity (Platform Fixed Term) ( <b>Fixed Term Annuity</b> )
<b>Issuer</b>	Challenger Life Company Limited
<b>Issuer ABN</b>	44 072 486 938
<b>Product SPIN</b>	CHG0005AU
<b>Date approved</b>	20 December 2022
<b>Version</b>	1.0
<b>TMD status</b>	ACTIVE

### Description of Target Market

#### TMD indicator key

The customer attributes for which the product is likely to be appropriate have been assessed using a green/amber/red rating methodology with appropriate colour coding:

 In target market    Potentially in target market    Not considered in target market

#### Instructions

In the tables below, customer attributes indicate a description of the likely objectives, financial situation and needs of the class of customers that are considering this product. The TMD indicator, indicates whether a customer meeting the customer attribute is likely to be in the target market for this product.

Generally, a customer is unlikely to be in the target market for the product if **one or more** of their customer attributes correspond to a **red** rating. Where a customer attribute corresponds to an **amber** rating, they may be in the target market depending on their personal circumstances.

Please also refer to the Definitions at the end of this document.

<b>Fixed Term Annuity</b>		
<b>Customer attribute</b>	<b>TMD Indicator</b>	<b>Product description including key attributes</b>
Customer's life stage		
Accumulation (aged 18 – 45)		<ul style="list-style-type: none"> <li>You can invest in the Fixed Term Annuity via your Platform, Superannuation Fund or IDPS provider (<b>Provider</b>).</li> </ul> <b>Late retirement (aged 85+)</b> <ul style="list-style-type: none"> <li>The Fixed Term Annuity may be suitable if you are in late retirement. It is important to consider if you die before the end of the investment term that your beneficiaries or estate may receive back less money than was invested in the annuity, if they receive the remaining benefits as a lump sum.</li> </ul>
Pre-retirement (aged 45+)		
Retirement (less than age 85)		
Late retirement (aged 85+)		
Customer's investment objective		
Capital guarantee		<ul style="list-style-type: none"> <li>The Fixed Term Annuity is a secure investment that pays regular income for a fixed investment term that you choose.</li> <li>The full investment amount is repaid to you via your Provider at the end of the investment term.</li> <li>The Fixed Term Annuity is not designed to provide capital growth on the lump sum invested.</li> </ul>
Utilise investment to generate guaranteed regular income		
Utilise investment to generate capital growth		
Customer attribute		
How product fits in to customer's total portfolio		
Partial allocation		<ul style="list-style-type: none"> <li>The Fixed Term Annuity can be used as part of your retirement, pre-retirement or investment portfolio, providing you with guaranteed regular income for your chosen term.</li> </ul>
Only investment		

<b>Fixed Term Annuity</b>		
• The remaining investment amount payable to you at the end of your chosen term is called your 'residual capital value' (RCV).		
<b>Customer attribute</b>	<b>TMD Indicator</b>	<b>Product description including key attributes</b>
Customer's income objective		
Regular income for a chosen term that is guaranteed regardless of investment market performance		<ul style="list-style-type: none"> <li>• The Fixed Term Annuity provides regular income for a fixed term that you choose, regardless of how investment markets perform.</li> <li>• You have the choice of monthly or yearly payments. The payment frequencies available to you will be chosen by your Provider.</li> <li>• You can choose a fixed term of one year up to 5 years to suit your financial needs and objectives. The terms available to you will be chosen by your Provider.</li> <li>• The entire amount invested will be returned via your Provider at the end of your chosen fixed term.</li> <li>• Your regular payments do not change for your chosen investment term.</li> </ul>
Low-risk investment with potentially higher returns, relative to a savings account		
<b>Customer attribute</b>	<b>TMD Indicator</b>	<b>Product description including key attributes</b>
Type of access to lump sum invested required by customer		
Ability to withdraw lump sums during the term if circumstances change		<ul style="list-style-type: none"> <li>• The Fixed Term Annuity is designed to be <b>held for your chosen investment term</b>.</li> <li>• While you should only invest if you plan to remain invested for the full fixed term, your Provider may allow you to withdraw (in part or full) before maturity if your circumstances change.</li> <li>• If you withdraw before the end of the fixed term, there is a penalty and the withdrawal value may be less than what you invested, even after taking into account payments you have already received. This also applies to any lump sum payable on death during the investment term.</li> <li>• If you make a partial withdrawal, your regular payments and/or capital return value will be reduced.</li> <li>• The entire amount invested is repaid at the end of the fixed term via your Provider.</li> </ul>
Access to 100% of amount invested at the end of the fixed term		
Ready access to the lump sum invested that can be withdrawn at any time without penalty		

## Appropriateness

The Issuer has assessed the product and formed the view that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of customers in the target market as described above. The features of this product described in the table above are likely to be suitable for customers with the attributes identified with a green TMD indicator.

## Distribution conditions/restrictions

Distribution condition	Permitted distribution channel	Distribution description
Direct (non-advised) retail	Yes	Direct non-advised clients via a Provider
Licensed financial adviser	Yes	Customer has been provided with personal advice in relation to this product via a Provider
Select platform	Yes	Distribution of this product via a Provider

Review triggers
Unexpected and material uplift in early withdrawals
Material change in tax treatment of product
Significant dealing, as decided by the Issuer, that is not consistent with the TMD
Material or unexpectedly high number of complaints (as defined in section 994A(1) of the Act) about the product or distribution of the product
The use of Product Intervention Powers, regulator orders or directions that affect the product
Australian Prudential Regulation Authority (APRA) intervenes as a result of Challenger Life Company not being able to meet its statutory capital requirements

Mandatory review periods	
Review period	Maximum period for review
Initial review	31 March 2023
Subsequent reviews	1 year 3 months

Distributor reporting requirements		
Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A(1) of the Act) relating to the product design, product availability and distribution. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following the end of the March and September quarters (note this can be done in two separate quarterly reports if required)	All distributors
Significant dealing outside of target market, under section 994F(6) of the Act. See Definitions for further details.	As soon as practicable but no later than 10 business days after the distributor becomes aware of the significant dealing	All distributors

## Definitions

Term	Definition
<b>Customer's life stage</b>	
Accumulation (aged 18 – 45)	In the accumulation phase and/or below age 45
Pre-retirement (aged 45+)	Above the age of 45 but below preservation age
Retirement (less than age 85)	In retirement and less than 85 years of age
Late retirement (aged 85+)	Aged 85 years and older
<b>Customer's investment objective</b>	
Capital guarantee	The customer seeks a guarantee or protection against capital loss whilst still generating a return.
Utilise investment to generate guaranteed regular income	The product is designed to generate regular investment income for customers.
Utilise investment to generate capital growth	The product is designed to generate capital return from the growth in the value of the underlying assets over time. The product provides material exposure to growth assets or otherwise seeks an investment return well above the current inflation rate.
<b>Customers intended product use</b>	
Partial allocation	The customer intends to hold the investment as part of their total investable assets (see definition below).
Only investment	The customer intends to hold the investment as the total amount of their total investable assets (see definition below).
Investable assets	Those assets that the customer has available for investment, excluding the residential home.
<b>Customer's income objective</b>	
Regular income for a chosen term that is guaranteed regardless of investment market performance	The customer seeks regular income payments for a chosen term that is guaranteed regardless of investment market performance.
Low-risk investment with potentially higher returns, relative to a savings account	The customer seeks known and stable income payments with a return that is potentially higher than a savings account or similar.
<b>Type of access to lump sum invested required by customer</b>	
Ability to withdraw lump sums during the term if circumstances change	The customer requires the ability to withdraw either a partial or the full amount invested before maturity in the event of a change in circumstances.
Access to 100% of amount invested at the end of the fixed term	The customer requires the ability to withdraw 100% of their investment amount at the end of their chosen investment term.
Ready access to the lump sum invested that can be withdrawn at any time without penalty	The customer needs ready access to the lump sum invested like a savings account or similar.
<b>Distributor reporting</b>	
Significant dealings	<p>Section 994F(6) of the Act requires distributors to notify the issuer if they become aware of a significant dealing in the product that is not consistent with the TMD. Neither the Act nor the Australian Securities and Investments Commission (<b>ASIC</b>) defines when a dealing is 'significant' and distributors have discretion to apply its ordinary meaning.</p> <p>Challenger will rely on notifications of significant dealings to monitor and review the product, this TMD, and its distribution strategy, and to meet its own obligation to report significant dealings to ASIC. Dealings outside this TMD may be significant because:</p> <ul style="list-style-type: none"> <li>• they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or</li> <li>• they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the customer (or class of customer).</li> </ul> <p>In each case, the distributor should have regard to the nature and extent of the inconsistency of distribution with the TMD (which may be indicated by the number of red or amber ratings attributed to the customer).</p>