



# TARGET MARKET DETERMINATION

<b>Product</b>	Working Income Support Pension
<b>Trustee</b>	Maritime Super Pty Ltd
<b>Fund</b>	Maritime Super
<b>Australian Business Number (ABN)</b>	77 455 663 441
<b>Unique Superannuation Identifier (USI)</b>	77455663441001

Maritime Super is a complying, resident and regulated superannuation fund within the meaning of the Superannuation Industry (Supervision) Act 1993.

## About this document

This target market determination (TMD) is a publicly available document required under section 994B of the Corporations Act 2001.

It sets out the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market, the distribution conditions and review triggers.

This document is not a Product Disclosure Statement (PDS), nor is it a summary of the product's terms and conditions. It does not take into account individual objectives, financial situation or needs. Consumers must refer to the Allocated Pension and Working Income Support Pension PDS when making a decision about investing in this product.

<b>Date this TMD is effective</b>	5 October 2021
<b>Date TMD was last reviewed</b>	5 October 2021
<b>Date when this TMD will next be reviewed</b>	5 October 2022 unless a review trigger occurs before this time

## Target market – objectives, financial situation and needs of the target market

The Working Income Support Pension product is an income stream with investment choice.

This product is designed for consumers who:

- Want to receive regular income using their superannuation
- Want flexibility to change their income level as their needs change within permitted ranges
- Invest in a concessional tax environment
- To make an active investment choice in relation to their pension investment
- To invest in one or more of the investment options
- Ability to access financial advice about account based pensions

## Eligibility

Person is a member of the fund in accumulation phase

Person has reached their preservation age

Person is in the workforce

Person is a resident in Australia

Person who is eligible to commence an income stream under superannuation rules

## Exclusions

This product is not designed for consumers who:

- Have not met preservation age
- Have less than \$30,000 in super to start a pension

## Product description and key attributes

This product is an account-based income stream that provides:

- Regular income payments
- Choice of the frequency of payments
- Choice of investment options
- Ability to nominate the beneficiary of their benefit
- Access to dedicated financial advisers

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## Investments

The table below sets out the sub-class of customers that each group of investments within Working Income Support Pension has been designed for:

### Growth options – actively managed - Shares Plus, Australian Equities, International Equities, Balanced

These options are designed for members who:

- Are seeking to invest for long-term growth, through exposure to Australian and international shares, with some exposure to unlisted investments, debt and cash
- Are seeking to earn an investment return equivalent to or higher than CPI +4% pa on average over 20 years and are willing to accept a higher level of risk
- Are willing to invest in the option for a recommended minimum timeframe of 5+ years
- Are willing to accept a greater level of volatility

### Growth options – passively managed - Indexed Balanced

This option is designed for members who:

- Are seeking to invest for long-term growth, through exposure to Australian and international shares, with some exposure to unlisted investments, debt and cash
- Seeking a lower cost investment
- Are seeking to earn an investment return equivalent to or higher than CPI +2.5% pa on average over 20 years and are willing to accept a higher level of risk
- Are willing to invest in the option for a recommended minimum timeframe of 5+ years
- Are willing to accept a greater level of volatility

### Socially responsible option

This option is designed for members who:

- Are seeking to invest for long-term growth
- Are seeking to invest in a responsible investment option
- Are seeking to earn an investment return equivalent to or higher than CPI +3% pa on average over 20 years and are willing to accept a higher risk level
- Are willing to invest their capital in the option for a recommended minimum timeframe of 5+ years

### Moderate option – Conservative Balanced

This option is designed for members who:

- Are seeking to invest for long-term growth, across a range of asset classes
- Are seeking to earn an investment return equivalent to or higher than CPI +3% pa on average over 20 years and are willing to accept a medium level of risk
- Are willing to invest in the option for a recommended minimum timeframe of 5+ years
- Are willing to accept some volatility

### Defensive options – Capital Stable, Cash

These options are designed for members who:

- Are seeking to invest in lower risk options
- Are seeking to earn an investment return up to CPI +2% pa on average over 20 years and are willing to accept a lower level of risk
- Have a short term investment horizon

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This product includes features and attributes that are likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market.

## Distribution conditions

This product can only be offered and/or issued in accordance with the relevant terms and conditions of the PDS (as amended from time to time).

This product can be distributed through the following means:

- Directly – on-line application or physical form available with the PDS
- Financial planners – financial planners registered under Maritime Financial Services Pty Limited and Guideway AFSL

This product should only be distributed under the following circumstances:

- Where the prospective member is a resident of Australia
- To consumers that fall within the target market

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**Next review**

The target market determination will next be reviewed: 5 October 2022

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**Review triggers**

Where one of the below review triggers has occurred a review of the TMD will be undertaken:

- A significant number of complaints from consumers who have acquired the product, regarding the product design and distribution
- Occurrence of a significant dealing(s) outside the TMD that would reasonably suggest that this TMD is no longer appropriate
- Material changes to key product features, investment objectives, terms and conditions that would reasonably suggest that this TMD is no longer appropriate
- Changes to legislation which materially impact the design or distribution of the product and reasonably suggests that this TMD is no longer appropriate

**Information to be collected for our distributors**

- Data to be provided by distributors:
- Complaints – distributors will report the number, nature and outcome of complaints received in relation to the design and features of the product
- Dealings outside the target market – distributors will report if they become aware of significant dealings, where significant dealings includes where a material number of consumers are outside the target market or distribution conditions have not been met

Issued by Maritime Super Pty Limited (the Trustee)  
ABN 43 058 013 773  
AFSL No. 348197  
RSE Licence No. L0000932  
Maritime Super (the Fund)  
ABN 77 455 663 441  
RSE Registration No. R1001747  
MySuper Authorisation No. 77455663441220

Contact Member Services  
Toll free: 1800 757 607  
Monday to Friday 8.30am - 5.30pm (AEST)  
Website: [www.maritimesuper.com.au](http://www.maritimesuper.com.au)  
Email: [info@maritimesuper.com.au](mailto:info@maritimesuper.com.au)