

Target Market Determination (TMD)

Aon Master Trust 'pension' product:

- **smartMonday PENSION**

Effective date: 5 October 2021

1. About this document

This target market determination (TMD) applies to the 'smartMonday' pension product of the Aon Master Trust ABN 68 964 712 340 (the Fund or AMT) issued by Equity Trustees Superannuation Limited (ETSL) ABN 50 055 641 757 AFSL 229757. smartMonday is a registered trading name of Aon Solutions Australia Limited ABN 48 002 288 646 AFSL 236667 (Aon), the sponsor of the Aon Master Trust.

This TMD seeks to provide 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 a Product Disclosure Statement, is not to be treated as a full summary of the product's terms and conditions, does not take into account any person's individual financial objectives, situation and needs 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 TMD applies

This TMD applies to the pension product of the Aon Master Trust referred to in the following Product Disclosure Statement:

> [smartMonday PENSION](#)

The PDS is located at smartmonday.com.au.

Date from which this target market determination is effective:

5 October 2021

2. Class of consumers that constitutes the target market

The target market for the pension product comprises the class of retail clients who meet the following criteria:

- A consumer who wants to receive a superannuation income stream
- A consumer who wants to choose how their account balance is invested by selecting from a range of investment options.

The product also caters for consumers who wish to access the following features of the product:

- The ability to nominate and authorise an adviser to act on the client's behalf in relation to the product;
- Reversionary benefits;
- Binding and Non-binding nominations on death;
- Seeking to establish one of the available account-based pension options;
 - ▮ Transition to Retirement pension;
 - ▮ Retirement pension.

Excluded class of consumers

The pension product is not suitable for:

- Consumers receiving the PDS outside of Australia;
- Generally, consumers who are not:
 - ▮ an Australian Resident (meaning an Australian citizen, Australian Permanent Resident visa holder or New Zealand citizen who holds a Special Category visa while residing in Australia indefinitely), or
 - ▮ holding a current and valid visa (which allows the person to work in Australia) and currently residing in Australia.
- Consumers who wants to make contributions to this product after the pension product is established;
- A consumer who requires the income stream to be less than the minimum or greater than the maximum permitted to be paid by the product under the law;
- A TTR Pension is not suitable for a member who wishes to make commutations;
- A person who has not met a condition of release;
- A person who wants to hold insurance cover inside a superannuation product;
- Not suitable for someone where a particular investment option is not available in the menu.

Product Description

The fund is a public offer retail master trust that enables members to save for retirement, and access their superannuation in retirement. Members have choice and flexibility to control the way their superannuation is invested. The products is distributed by advisers or directly via the Aon website [smartmonday.com.au](https://www.smartmonday.com.au).

Key Product Attributes

Types of accounts

The pension product is suitable for a person wishing to establish the following account-based pension types:

- **Retirement Pension Account** - This account type will suit a person who has retired or satisfied some other condition of release which allows full access to a member's superannuation benefits (i.e. for those with unrestricted non-preserved benefits).
- **Transition-to-Retirement Pension Account** - This account type may suit a person who has reached their preservation age but has not retired or met some other condition of release. With a Transition to Retirement Pension, while a consumer is still working, they can continue to receive employer

contributions into an accumulation account in the Fund while at the same time drawing on their super via a separate pension account to supplement their employment income.

Member portal and reporting

Consumers can view and update membership details, access account information, and transact on account via the secure online member portal. Consumers also have access to reporting as well as receiving annual statements through the member portal.

Tax

Consumers who acquire the pension product may be eligible to receive a range of tax concessions available in the retirement (or pre-retirement) phase of superannuation, subject to eligibility. Consumers should seek their own independent tax advice but further information about tax concessions and eligibility are available from ato.gov.au.

Reversionary Benefits

Before a consumer commences a pension, they can nominate their spouse (including a de facto spouse of the same or opposite sex) as a 'reversionary beneficiary', that is, a beneficiary who can continue to receive their pension. This means that if they die with money in their pension account, a reversionary pension may continue to be paid to their spouse.

Investments

The products provide access to a range of investment options including;

- Pre-Mixed investment options
- Sector-specific investment options

The table below sets out the Investment options available and target market for each option.

Investment options	Target market suitability
Pre-mixed options	
High Growth – Index High Growth – Active	Invests in growth assets including Australian and international shares and property. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.
Growth – Index Growth – Active	Invests predominantly in growth assets including Australian shares, international shares, property and defensive assets in fixed interest. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.
Balanced Growth – Index Balanced Growth – Active	Invests in a mix of growth and defensive assets including Australian and international shares, property, fixed interest and cash. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.
Moderate – Index Moderate – Active	Invests predominantly in defensive assets including Australian and international fixed interest with some exposure to shares and property. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.

Defensive – Index Defensive – Active	Invests in defensive assets including Australian and international fixed interest and cash. Intended to be suitable for consumers who can tolerate an occasional negative return because they intend to remain invested in this option for the suggested minimum timeframe.
Sector options	
Australian Shares – Index Australian Shares – Diversified	Invests in Australian shares. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.
International Shares – Index	Invests mainly in developed market shares and may have some exposure to emerging markets. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.
International Shares – Diversified	Invests mainly in developed market shares and may have some exposure to emerging markets. Intended to be suitable for consumers who can tolerate negative returns in some years, and can accept significant volatility from foreign exchange fluctuations, because they intend to remain invested in this option for the suggested minimum timeframe.
Property – Diversified	Invested in listed Australian property and listed developed markets property. Intended to be suitable for consumers who can tolerate negative returns in some years because they intend to remain invested in this option for the suggested minimum timeframe.
Fixed Interest – Diversified - Index	Designed to generate the risk and return outcomes of the benchmark index, which means negative returns when the bond market falls. There is no currency risk and this option is intended to be suitable for consumers seeking modest returns above inflation with a low to medium risk of negative returns over the suggested minimum timeframe.
Fixed Interest – Diversified	Invests in fixed interest across the credit spectrum, with exposure to Australian and overseas markets. Foreign currency exposures are largely hedged back to the Australian dollar however there is some exposure to currency risk. This option is intended to be suitable for consumers seeking modest returns above inflation with a low to medium risk of negative returns over the suggested minimum timeframe.
Cash	Invests in deposits, fixed and floating rate securities with short-terms and high liquidity. Intended to be suitable for consumers who put more weight on capital security and liquidity than returns.

Consistency between target market and the products

The issuer considers that the products are likely to be consistent with the likely objectives, financial situation and needs of consumers within the target market because:

- the product has been designed to cater for consumers receiving personal financial advice, or joining directly;
- there is a range of investment options to cater for a broad range of risk profiles and asset class preferences; and
- the fees and costs associated with the products are consistent with market rates.

3. How this product is to be distributed

Distribution channels

The product can be distributed via the following channels:

- Financial advisers
- Direct (via Aon's website [smartmonday.com.au](https://www.smartmonday.com.au))

Distribution conditions

The product should only be distributed under the following circumstances:

- Where the prospective consumer is receiving a PDS in Australia;
- Where the prospective consumer has met a superannuation condition of release and are retired or transitioning to retirement;

Distributors must also ensure that they comply with all regulatory provisions relating to financial products including but not limited to the provision of financial advice, Anti-Hawking provisions and other legislative requirements within the Corporations Act and other relevant law.

Apart from the above conditions and whether an adviser considers that it is in the best interest of the client to acquire the product despite the fact one or more of the criteria are not satisfied as at the date of the acquisition, the issuer has not identified any circumstances where distribution of the product would be restricted if the above conditions are met.

Adequacy of distribution conditions and restrictions

The Trustee has determined that the distribution conditions and restrictions will make it likely that consumers who purchase the product(s) are in the class of consumers for which it has been designed. The Trustee considers that the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

4. Reviewing this TMD

The issuer will review this TMD in accordance with the below:

Initial review

- April 2022

Periodic reviews

- Annually in April.

Date of last review

- N/A

Review triggers or events

Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited to):

- business performance review or adverse finding from a Member Outcomes Assessment;
- a material change to the design or distribution of the product, including related documentation;
- occurrence of a Significant Dealing;
- distribution conditions found to be inadequate;
- external events such as adverse media coverage which would significantly impact the sustainability of the fund or regulatory changes that significantly affect the product or the distribution of the product;
- significant changes in metrics, including, but not limited to, complaints, sales volumes, investment option switching rates and/or increase in cancellation rates during the cooling-off period;
- the use of a Regulator's Product Intervention Powers in relation to the product.

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

5. Reporting and monitoring this TMD

Distributors have the obligation to report the following information to us in relation to this TMD.

Complaints

Distributors must record and report all complaints that relate to the product or its distribution. The record should include the substance of complaints in relation to the product covered by this TMD. Where a complaint relating to the product and/or its distribution is received, the distributor must report this complaint information to the issuer at six monthly intervals (end of March and September). This will include written details of the complaints.

Significant Dealings

Distributors must report if they become aware of a Significant Dealing in relation to this TMD within 10 business days. Reporting for complaints and significant dealings should be directed to the issuer. See the *Enquiries & complaints* factsheet on our website at smartmonday.com.au for more information.

smartMonday is a registered trading name of Aon Solutions Australia Limited ABN 48 002 288 646 AFSL 236667 (Aon), the sponsor of the Aon Master Trust ABN 68 964 712 340 (the Fund). smartMonday PENSION is part of the Fund. This document has been prepared by Aon on behalf of the trustee. The trustee is Equity Trustees Superannuation Limited ABN 50 055 641 757 AFSL 229757 RSE Licence L0001458 and is the issuer of this document. References in this document to 'we', 'us', and 'our' are references to the trustee.

The information in this document is general in nature and should not be relied upon as personal advice as your personal needs, objectives and financial situation have not been considered. Before making a decision about this product, you should consider whether it suits your particular circumstances and, where appropriate, you may wish to seek financial advice specific to your needs.

An investment in smartMonday PENSION is neither a deposit nor a liability of Aon, Equity Trustees Superannuation Limited, nor any of their related entities and none of them guarantees your investment in the product.