



Target Market Determination



What is a Target Market Determination?

The purpose of this Target Market Determination (TMD) is to provide current and potential AMIST Pension members, product distributors, and AMIST staff with an understanding of the type of members – the target market - for which the AMIST Pension account-based pension product has been designed, taking into consideration their objectives, financial situation and likely needs.

This document is not a Product Disclosure Statement (PDS) and is not to be treated as a full summary of the product's features and risks. It is also not intended to provide financial advice. Members must refer to the PDS when making a decision about this product. They may wish to seek financial advice as well.

Product Disclosure Statement to which this Target Market Determination applies

This TMD applies to the AMIST Pension product referred to in the AMIST Pension PDS available at www.amist.com.au

Class of members that fall within this target market

The AMIST Pension is an account-based pension designed for Australians who are transitioning to retirement and retired, who wish to draw a regular income while keeping their money invested and taking advantage of the tax concessions that superannuation pensions enjoy.

Product description and key attributes

AMIST Pension is a tax effective way to invest and receive a regular income while transitioning to retirement and retired.

Members have the flexibility to tailor their pension payments, and can choose from a range of investment options to suit their objectives, financial situation and likely needs.

AMIST Pension Target Market Determination - continued

Investments

AMIST Pension members can choose from 7 different investment options. The types of members each option may be suitable for is described below.

Option Name	Suitable for:
Secure Option	Members who want their super invested in cash and understand that returns for this type of option, while unlikely to be negative, may not keep pace with inflation.
Capital Stable Option	Members who want to reduce fluctuations in their returns while still maintaining some exposure to growth assets.
Balanced Option	Members who seek higher growth over the medium to long term and are willing to accept fluctuations in returns, including negative returns from time to time.
Property	Members who are investing for the long term, are willing to accept fluctuations in returns, and want exposure to property investments.
Alternatives Option	Members who are investing for the long term, are willing to accept fluctuations in returns, and want exposure to alternative investments.
Growth Option	Members who seek higher growth over the long term and are willing to accept significant fluctuations in returns, including negative returns.
Shares Option	Members who seek high growth over the long term and are comfortable with the significant fluctuations and negative returns resulting from 100% exposure to share markets.

More information about investment options can be found in the AMIST Pension Product Disclosure Statement at www.amist.com.au

Fees and Costs

AMIST Super fees and costs are consistently ranked amongst the lowest in the superannuation environment based on APRA data. AMIST Pension fees are the same as AMIST Super fees. Fees and costs are capped for members with less than \$6000.

Consistency between target market and the product

Analysis of the AMIST Pension account-based pension product's key terms, features and attributes has determined that they are consistent with the likely objectives, financial situation and needs of the class of consumer identified as in the target market particularly in relation to:

- Investment options – AMIST Pension provides a range of simple alternative investment options for members with different circumstances, timeframes and risk appetites
- Fees and costs – fees and costs are consistently ranked among the lowest
- Payment flexibility – members can choose twice monthly, monthly, quarterly, half yearly, or yearly payments, and can choose the investment option(s) that payments are drawn from.

How this product is to be distributed

Distribution channels

This product has been designed to be distributed:

- directly by the trustee
- with the assistance of a financial adviser

Distribution Conditions

- The product can only be distributed within Australia
- The product is only available to individuals who have met a condition of release as defined by legislation.
- Where distributed by a financial adviser the distribution must form part of a personal advice service and take into account the members' personal objectives, financial situation and needs while considering the members' best interests.

Adequacy of distribution conditions and restrictions

The means of distribution identified for this product are considered to be appropriate to ensure that members who acquire the product are likely to be in the target market for this product.

Reviewing this Target Market Determination

The TMD will be reviewed:

- Initial review: Within the first year of the effective date.
- Periodic reviews: At least every three years from the initial review.

Review Triggers and Events

A review of the TMD will be triggered when any event or circumstance occurs that suggests the TMD is no longer appropriate. This may include (but not limited to):

- a material change to the design or distribution of the product, including related documentation;
- occurrence of a significant dealing outside the target market;
- a significant change to distribution conditions or if they are found to be inadequate;
- external events such as adverse media coverage or regulatory attention;
- significant changes in metrics, including, but not limited to:
 - complaint levels,
 - unanticipated high volumes of members exiting the product
 - material changes to the laws which govern this product.

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

Reporting and monitoring this Target Market Determination

Distributors must report all complaints in relation to the product covered by this TMD on a quarterly basis. This will include written details of the complaints. Distributors must report if they become aware of a significant dealing in relation to this TMD within 10 business days.

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The governing rules of AMIST Super are contained in the AMIST Super Trust Deed, which is a legal document governing the Fund. The Trust Deed is available online at www.amist.com.au. From time to time the Trustee may alter the provisions of the Trust Deed.

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