Target Market Determination - Fully Retired income stream

Effective date October 2026

This Target Market Determination (TMD) has been prepared and issued by United Super Pty Ltd (United Super) (ABN 46 006 261 623, AFSL 233792) as Trustee of the Construction and Building Unions Superannuation Fund (CBUS) being the issuer of Fully Retired income stream in accordance with the requirements of section 994B of the *Corporations Act 2001 (Cth)*.

TMD purpose

This TMD:

1. describes the class of prospective members that comprise the target market for the Fully Retired income stream product;
2. specifies distribution conditions that apply to the distribution of the Fully Retired income stream product;
3. specifies review triggers that would reasonably suggest that the TMD is no longer appropriate;
4. specifies review periods in which the TMD must be reviewed; and
5. specifies the kinds of information and the timing of any reporting required to enable CBUS' Trustee, United Super Pty Ltd to promptly identify a review trigger or any other circumstance that would reasonably suggest that the TMD is no longer appropriate.

This TMD is not a disclosure document

This document isn't a Product Disclosure Statement (PDS) and isn't a summary of the product's features or terms. This document doesn't take into account any person's individual objectives, financial situation or needs and isn't to be considered as any form of advice. For more information about this product, please refer to the PDS, available at **cbussuper.com.au/pds**.

This TMD is based on certain considerations

This TMD outlines the:

- suitable prospective members for this product,
- class of prospective members that comprise the target market,
- trustee and distributor information reporting requirements, and
- key product attributes.

This information is about CBUS. It doesn't account for your financial position, objectives and specific needs. You should consider your own position, objectives and needs before making financial decisions. Read the relevant PDS at **cbussuper.com.au/pds** or by calling **1300 361 784**, to decide what's right for you.

A. Suitable prospective members for this product

The Fully Retired income stream is a superannuation pension product. It is suitable for members who have met a condition of release and who want to access their superannuation as regular income payments. Pension products are not compulsory.

Their objectives	The Fully Retired income stream is for members who have met a condition of release and want to access all or part of their superannuation as a regular income stream while benefiting from investment returns in a tax effective environment.
Their financial situation	This product is suitable for a prospective member who: • has current superannuation account/s and/or contributions they would like to transfer into a pension account (capped at maximum amount permitted under law). • is intending to commence an income stream at the time of application. • is aged 65 or over (or 60 or over and have stopped work), who may want to: —complement their Age Pension payments, and/or —maximise their income from other investments while topping up with an income stream from their super, and/or —rely on their income stream as their main source of income, and/or —generate tax effective returns from the investments in the pension phase.
Their needs	This product is suitable for a prospective member who: • wants to receive regular income payments, • wants the ability to determine how much they will be paid and to adjust this (subject to legislated minimum drawdown requirements), • wants their super managed on their behalf, • requires simplicity, flexibility but with limited degree of control, balance of risk versus return; and • wants to either: – invest within the default investment option (see schedule G - Key Product Attributes); – select from a limited range of diversified and single sector investment options, including combinations of options to construct a portfolio based on their unique risk appetite and investment timeframe; or – invest directly into ASX 300 shares, ETFs, term deposits, and managed investments in property and infrastructure, via the CBUS Self Managed option (it only suits those members with a reasonable balance to pay for extra costs and fees associated with using the facility and direct trading). • The Fully Retired income stream is also suitable for members who want the ability to make lump sum withdrawals as required. This product is not suitable for persons: • seeking to receive an annual pension amount lower than the annual minimum calculation set by the Commonwealth. • seeking to manage their own superannuation, in a self-managed superannuation fund. • intending to make or receive superannuation contributions or additional contributions after commencing the product. • seeking to obtain additional insurance cover. • who have not reached their preservation age and have not permanently retired. • who do not have full access to some or all of their superannuation (except for certain circumstances e.g. a member may be eligible to open a pension account if they are totally and permanently disabled).

B. Class of prospective members that comprise the Target Market

Individual / family / entity	• Individuals only, • Individuals who do not wish to solely be a member of a self-managed superannuation fund or small APRA fund.
Age	Prospective members who: • are aged 65 or over (and may have retired or still be working), • are aged 60 or over and have permanently retired, or ceased an employment arrangement since reaching age 60, • are any age and permanently and totally incapacitated or have been diagnosed as terminally ill with a life expectancy of 24 months or less, or • are any age and want to use their unrestricted non-preserved benefits to start an income stream.
Employment occupation	No restrictions

C. Distribution conditions

The distribution conditions for this product are as follows:

1. Only individuals may apply.
2. Applicants must currently:
   a) be aged 65 or older (may be retired or still working),
   b) have reached preservation age (60), and
      — have ceased a paid employment arrangement on or after reaching age 60, or
      — be retired from the workforce.
   c) or have been declared totally and permanently disabled or have been diagnosed as terminally ill with a life expectancy of 24 months or less.
3. Applicants must want to receive some form of pension income stream (subject to legislated minimum drawdown requirements).
4. The applicant must be in the decumulation phase.
5. An applicant must not transfer/rollover an amount in excess of the superannuation transfer balance cap.
6. This product should not be distributed to an applicant who indicates an intention to:
   a) continue making contributions to this product,
   b) manage a superannuation account in a manner similar to a Self-Managed Super Fund (SMSF), other than by selecting and switching Pre-mixed or DIY investment options or using our CBUS Self-Managed (CSM) platform, and/or
   c) acquire group insurance through this product.

Distribution channels

United Super is both an Issuer and Distributor of the Fully Retired income stream product. United Super issues the product through a Product Disclosure Statement which is provided to each member and prospective member of CBUS.

This product is distributed through the following channels:

- Join via paper form
- CBUS Representative
- CBUS Financial Adviser
- Through third party financial advisers and other regulated persons (holding an AFSL) who engage in retail product distribution, who must be satisfied that the product is likely suitable for the member and have provided the PDS to the member.

D. Review triggers

The following events will trigger a review of the TMD:

1. Significant dealings including, but not limited to:
   - significant or unexpectedly high volume of exiting the product;
   - significant or unexpectedly high volume of investment option switches;

   that reasonably suggests the existence of a potential problem with the product.
2. Complaints, including non-significant persistent complaints of a similar nature, or an unexpectedly high number of complaints that may reasonably suggest that the TMD is no longer appropriate.
3. Material changes to key product attributes, terms and/or conditions that would reasonably suggest that this TMD is no longer appropriate.
4. Any ruling, direction or requirement of an applicable regulator or court order requiring the TMD to be reviewed.
5. Changes to the legislation which materially impact the design and/or distribution of this product.

E. Review periods

Other review triggers

United Super will review this TMD in the following circumstances:

1. There has been a significant breach relating to the design or distribution of this product that would reasonably suggest that this product is unsuitable for a particular cohort of members; or
2. The Target Market and product attributes described in this TMD are found to include materially incorrect or misleading information that reasonably suggests that this TMD is no longer appropriate.

Where a review trigger has occurred, United Super and all distributors must cease distribution conduct and any party (including the administrator) must cease giving a retail client a Product Disclosure Statement as soon as practicable and no later than 10 business days after becoming aware the trigger has occurred, unless the review occurs within that period of time and a new TMD is made or the relevant trigger event is resolved.

E. Review periods (continued)

Review periods	Maximum period for review
Next review	By 31 October 2027
Subsequent periodic review	Every 12 months; or earlier if: • a review trigger occurs; or • something else occurs that reasonably suggests to United Super that this TMD is no longer appropriate; or • CBUS decides it is necessary or desirable to undertake a review.

F. Trustee and Distributor information reporting requirements

United Super Pty Ltd will collect the following information in relation to this TMD:

Information type	Data sources	Frequency
Complaints: Data on volume and substance of complaints relating to the product, product design, and product distribution.	• Call centre • Member portal • Distributors • Administrator • Insurer	Quarterly
Dealings outside Target Market: Data to flag instances or trends of distribution occurring outside of target market.	• Member portal • Distributors • Administrators	Quarterly
Significant Dealings: Data to flag significant volumes or significant trends in distribution that have occurred outside of target market.	• Call centre • Member portal • Distributors • Administrator • Insurer	Quarterly

G. Schedule

Name of Product: Fully Retired income stream

Product description

Fully Retired income stream is a public offer superannuation product designed for people who have stopped working since reaching preservation age or are 65 or over and who want to receive their superannuation as regular income payments. Its offerings and rules are governed by the *Superannuation Industry (Supervision) Act 1993* (SIS Act). This product is not a SMSF. This product is not suitable for any person seeking to solely invest in an accumulation product.

Investment choices

Key product attributes of our Pre-mixed investment options

High Growth

- This investment option may suit members seeking the highest investment returns over the long term, and who can accept more years of negative investment returns.
- This investment option aims to deliver an after-tax and fee return of inflation plus 3.75% a year over rolling 10-year periods.
- The risk level of this investment option is High*, and the likelihood of negative annual investment returns is 5 to 6 in every 20 years.
- The minimum suggested investment timeframe is 10+ years.

Growth Plus

- This investment option may suit members seeking higher investment returns over the long term, and who can accept some years of negative investment returns.
- This investment option aims to deliver an after-tax and fee investment return of inflation plus 3.65% a year over rolling 10-year periods.
- The risk level of this investment option is High*, and the likelihood of negative annual investment returns is 4 to 5 in every 20 years.
- The minimum suggested investment timeframe is 10+ years.

Growth

- This investment option may suit members who can accept some years when investment returns are negative, but who expect that over the long term, investment returns will be well above inflation.
- This investment option aims to deliver an after-tax and fee return of inflation plus 3.50% a year over rolling 10-year periods.
- The risk level of this investment option is Medium to High*, and the likelihood of negative annual investment returns is 3 to 4 in every 20 years.
- The minimum suggested investment timeframe is 7+ years.

Indexed Diversified

- This investment option may suit members looking for an option that invests in a mix of assets that aim to closely match index investment returns with a focus on keeping costs low.
- Investment returns are expected to be above inflation, but will also have an increased chance of negative investment returns.
- This investment option aims to deliver an after-tax and fee return of inflation plus 2.50% a year over rolling 10-year periods.
- The risk level of this investment option is High*, and the likelihood of negative annual investment returns is 5 to 6 in every 20 years.
- The minimum suggested investment timeframe is 10+ years.

Consumer Price Index is an indicator of inflation.

*This is an industry wide Standard Risk Measure (SRM), which allows you to compare this investment option with other investment options. The SRM is based on the number of years each investment option is expected to deliver negative annual investment returns over a 20-year period. However, the SRM is not a complete assessment of all forms of risk. For instance it does not capture the size of a negative investment return.

Conservative Growth

- This is the default investment option.
- This investment option may suit members who can accept some years when investment returns are negative, but who expect that over the long term, investment returns will be above inflation.
- This investment option aims to deliver an after-tax and fee return of inflation plus 2.75% a year over rolling 10-year periods.
- The risk level of this investment option is Medium* and the likelihood of negative annual investment returns is 2 to 3 in every 20 years.
- The minimum suggested investment timeframe is 4+ years.

Conservative

- This investment option may suit members who can accept lower investment returns on the basis that negative investment returns will be limited.
- This investment option aims to deliver an after-tax and fee return of inflation plus 1.50% a year over rolling 10-year periods.
- The risk level of this investment option is Low to Medium*, and the likelihood of negative annual investment returns is 1 to 2 in every 20 years.
- The minimum suggested investment timeframe is 3+ years.

Key product attributes of our DIY investment options

Overseas Shares

- This investment option may suit members looking to invest in a range of overseas shares. This investment option aims to deliver strong capital growth over the long term but has a higher expectation of negative investment returns.
- This investment option aims to deliver a return which meets the MSCI All Country World ex Australia Index (unhedged) after fees and taxes, over rolling 10-year periods.
- The risk level of this investment option is Very High* and the likelihood of negative annual investment returns is 6 to 7 in every 20 years.
- The minimum suggested investment timeframe is 10+ years.

Australian Shares

- This investment option may suit members looking to invest in a range of Australian shares. This investment option aims to deliver strong capital growth over the longer term but has a higher expectation of negative investment returns.
- This investment option aims to deliver a return which meets the S&P/ASX 300 Accumulation Index after fees and taxes, over rolling 10-year periods.
- The risk level of this investment option is Very High*, and the likelihood of negative annual investment returns is 6 to 7 in every 20 years.
- The minimum suggested investment timeframe is 10+ years.

Property

- This investment option may suit members looking to invest in property assets. It invests in unlisted property and Global Listed Real Estate Investment Trusts (GREITs).
- This investment option aims to deliver an after-tax and fee return of inflation plus 2.75% a year, over rolling 10-year periods.
- The risk level of this investment option is High*, and the likelihood of negative annual investment returns is 4 to 5 in every 20 years.
- The minimum suggested investment timeframe is 10+ years.

Consumer Price Index is an indicator of inflation.

*This is an industry wide Standard Risk Measure (SRM), which allows you to compare this investment option with other investment options. The SRM is based on the number of years each investment option is expected to deliver negative annual investment returns over a 20-year period. However, the SRM is not a complete assessment of all forms of risk. For instance it does not capture the size of a negative investment return.

Diversified Fixed Interest

- This investment option may suit members looking to invest in Australian and global fixed interest and global credit.
- This investment option aims to deliver an after-tax and fee return of inflation plus 0.50%, over rolling 10-year periods.
- The risk level of this investment option is Low to Medium*, and the likelihood of negative annual investment returns is 1 to 2 in every 20 years.
- The minimum suggested investment timeframe is 3+ years.

Cash

- This investment option may suit members who want to avoid negative investment returns (expected negative investment returns are negligible). Investment returns over the long term are expected to be lower than the other CBUS investment options.
- This investment option aims to deliver a return aligned with the RBA cash rate after fees and taxes over rolling 10-year periods.
- The risk level of this investment option is Very Low and the likelihood of negative annual investment returns is negligible in every 20 years.
- The minimum suggested investment timeframe is 1+ year.

Cbus Self Managed

- This investment option is available to members who want more flexibility and control in how they invest their superannuation benefit.
- Members can invest directly in ASX 300 shares, ETFs, term deposits and managed investments, including investments in assets such as property and infrastructure.
- The risk level of this investment option varies from Very Low to Very High*, and the likelihood of negative annual investment returns varies from negligible to 6 or greater in every 20 years.
- Minimum suggested investment timeframe varies from 0 to 10+ years.

Please refer to the product disclosure statement for more information on investment options at **cbussuper.com.au/pds**.