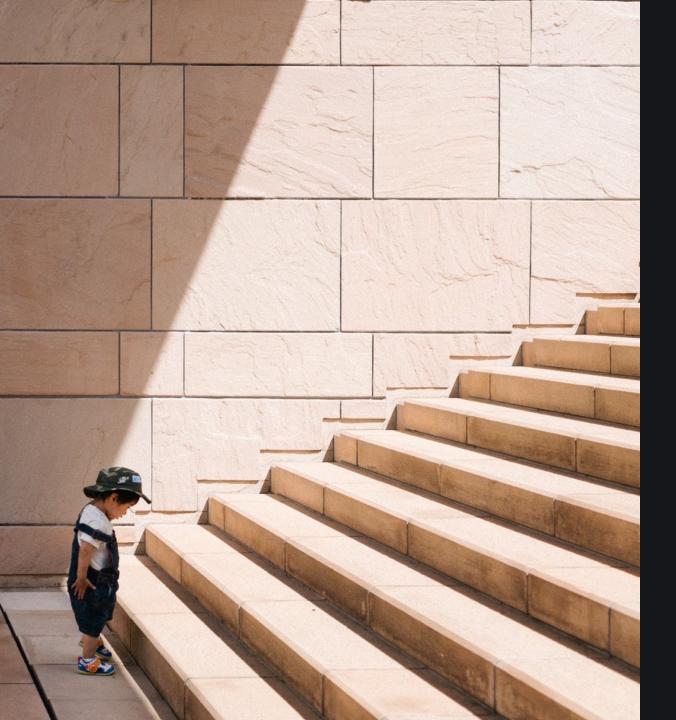


Outthinking today.



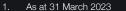


Welcome.



Discover Generation Life

Pioneer of Australia's first truly flexible investment bond. Over \$2.8b invested with us to date. Proud to be innovating the retirement income landscape with an investment-linked lifetime annuity.





Specialist provider

Investment bonds and investmentlinked lifetime annuity

Innovation focused

Tax aware investing, estate planning and retirement income landscape

Market leader

#1 provider of investment bond solutions with 51% market share of total inflows into investment bonds¹

Trusted

APRA regulated and our parent company is listed on the ASX





Our innovative solutions

Investment bonds

- Tax-effective investment that complements super
- Simple, flexible and effective estate planning solution
- 69 investment options across all major asset classes
- 20 Tax Optimised investment options
- Highly recommended by Zenith and Lonsec¹



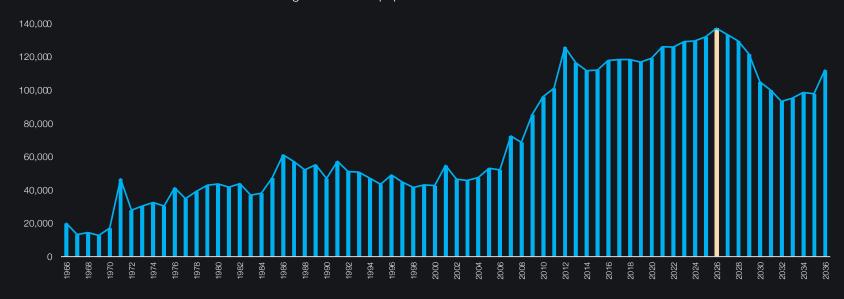
LifeIncome

- A guaranteed regular income for life
- 29 investment options across all major asset classes
- · Ability to switch at almost anytime
- Improved access to the Age Pension and more
- 4-star rating by SQM Research and approved by Lonsec



Surge in the retiree population is caused by the great baby boom of the 1950s

Boomer's retirement mountain: Net annual change in Australian population 65+

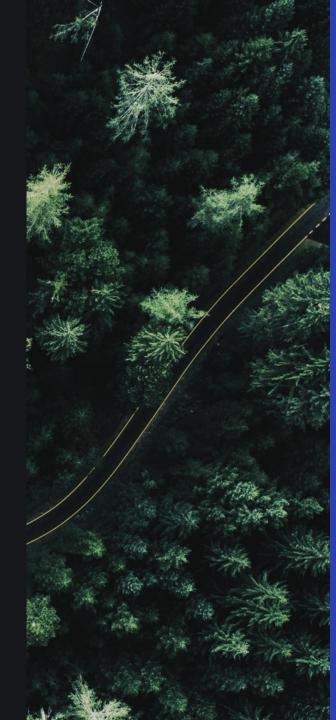


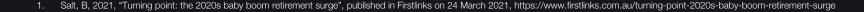
1990s

65-and-over population increased by an average of around 40,000 per year¹

137,000 per year in 2026

65-and-over population reached 126,000 per year in 2021, expected to peak at 137,000 per year in 2026¹











An opportunity to design a comprehensive estate plan for your clients.

\$4.9 trillion¹

Total inter-generational wealth transfer opportunity with 18% of individuals holding Average Net Investable Assets of \$2.6 million

\$224b

Estimated to pass each year in inheritances by 2050²

- Core Data 2023
- 2. Vickovich, A, 2021, "Baby Boomers to pass on \$224b a year by 2050", published in The Australian Financial Review on 7 December 2021



Financial Advisers know their clients' personal situations better than any other professional.



Financial Adviser builds a relationship with...







Lawyer

Drafts legal documentation and review



Accountant

Deals with taxation issues

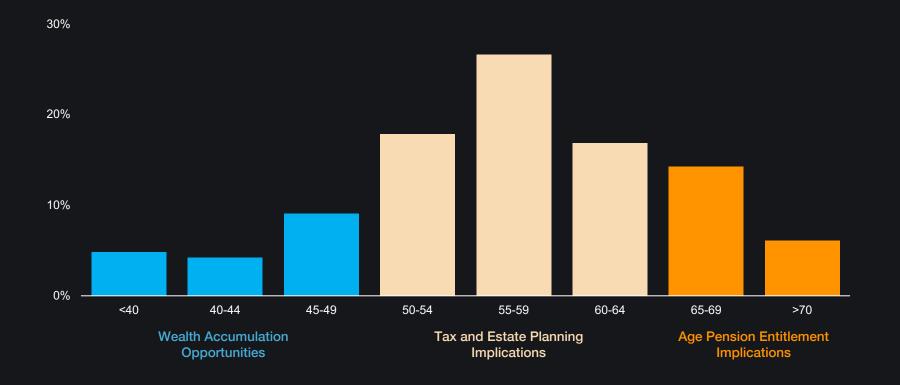


Recipients / Trustee / Executor/ POA



More than 80% of inheritance money flows to people aged 50 or older...

Proportion of inheritance money, received by children of the deceased, by age band of recipient.

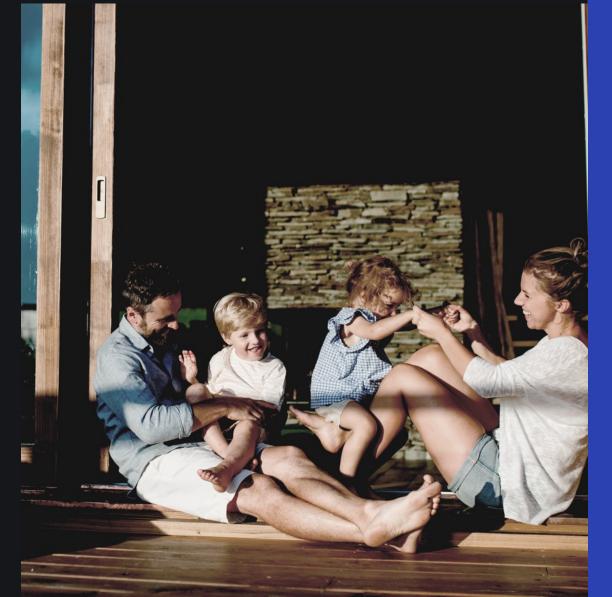


Notes: In probate data, the age of the recipient is only identifiable for children of the deceased, which represents three quarters of final estate money. Includes only estates where no bequest was made to a spouse. This will almost always correspond to 'final estates'; that is, estates of people without a surviving spouse.

Source: Grattan analysis of probate files, Victoria, 2016. By Grattan Institute.

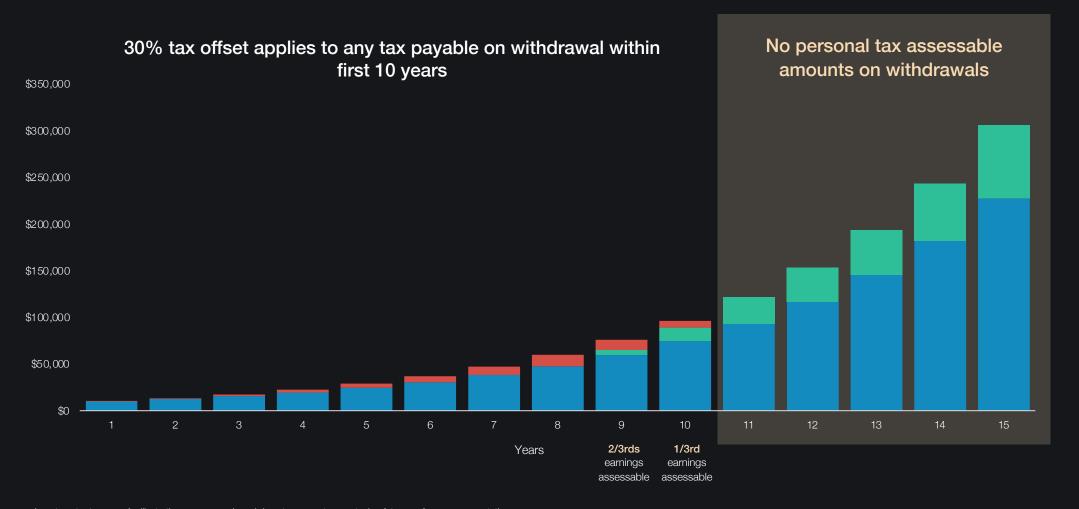


Building your wealth your way Legacy is built over time...





Investment bond tax structure and 125% advantage





Our competitive advantage

Capital Management - Investment bond can offset realised capital losses against income¹. No tax is paid on unrealised capital gains.

Income Management - Add backs are passed on directly to investors. E.g. franking credits, respecting the 45 days trading rules, etcetera.

Operational Efficiency - Netting of trades, tax parcelling and corporate actions.

1. Capital gains or losses refer to gains or losses realised on the disposal of a fund's investments which are treated as a revenue gain or loss for tax purposes.



Choose the right building blocks Comparing different global equity growth managers

Passive Factor Exposure		Active manager Strong headline retur	'n	Tax aware active manager Outperformance on pre and post-tax basis	
Manager A Low Turnover – Tax Neutral		Manager B High turnover, tax credit to income	leakage and capital	Manager C Long term investor, turnover at right time and tax credit aware	
Fee	0.20% p.a.	Fee	0.99% p.a.	Fee	0.62% p.a.
Turnover	10%	Turnover	95%	Turnover	30%
Spreads	0.08%	Spreads	0.20%	Spreads	0.10%
Pre-tax return	8.40% p.a.	Pre-tax return	10.20% p.a.	Pre-tax return	9.00% p.a.
Underperformed the index	Underperformed the index by 0.20% p.a.		.60% p.a.	Outperforms index by 0.40%	p.a.
After-tax return	7.10% p.a.	After-tax return	6.07% p.a.	Tax Aware Optimisation	8.35% p.a.
Tax impact is medium due to low turnover, some tax leakage through investor cashflow and credit leakage		Heavy tax impact – poor a	after-tax return	Tax aware manager limits tax and compounds returns for c	



Compounding Tax Alpha

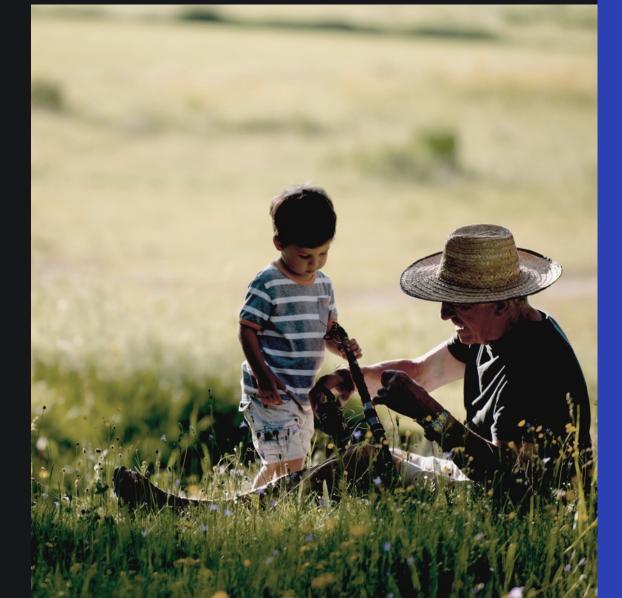
Tax Optimised series return over 4 years

1.83% p.a. increased return





Reducing distributable income within trusts





Trusts Reducing distributable income within trusts

Investment bonds do not produce income or capital gains distributions No taxable income to beneficiaries on distribution if no withdrawals in the first 10 years Alternative to a corporate entity - stop top up tax

Simpler administration and compliance, with no tax reporting Avoids potential division 7A issues



Generation Life | genlife.com.a

Distributable income

No investment bond	
Cash & Term deposits	\$1,400,000
Direct property	\$2,400,000
Shares	\$4,400,000
Managed Funds	\$1,800,000
Total	\$10,000,000
Average yield	6.5%
Annual distributable income	\$650,000

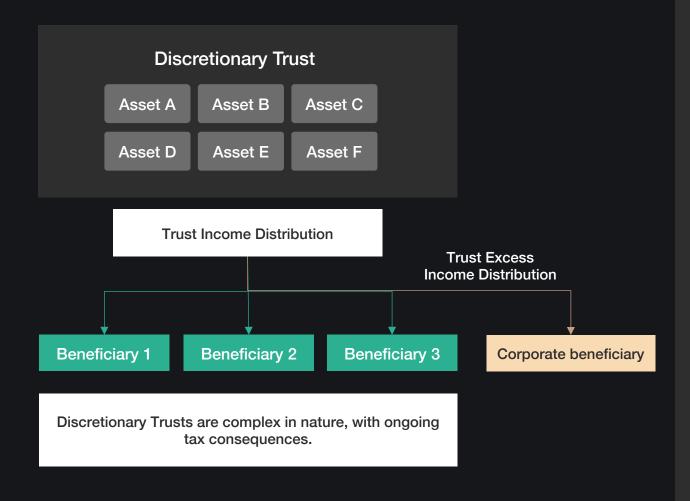
With an investment bond

Cash & Term deposits	\$600,000
Direct property	\$2,400,000
Shares	\$1,400,000
Managed Funds	\$600,000
Investment Bond \$5,000	
Total	\$10,000,000
Average yield	6.5%
Annual distributable income	\$325,000





Distributions from a Discretionary Trust

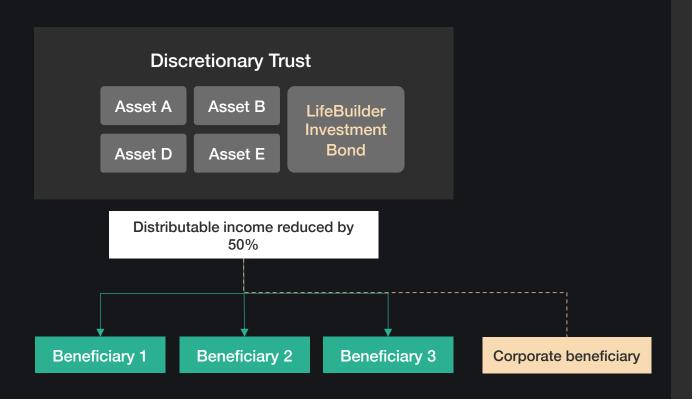


Things to consider when using bucket company as a corporate beneficiary...

- Is a tax deferral strategy
- Distribution taxed at 30%
- Top-up tax of up to 24.3% (Not 17%)
- Ongoing costs establishment/legal, accounting and tax
- No bankruptcy protection



Distributions from a Discretionary Trust owned investment bond after 10 years



The alternative ...

If the Trust holds an investment bond as the investment asset...

- 1. Maximum tax rate of 30%
- 2. No distributable income
- 3. No top-up tax to be paid



Four differences between LifeBuilder tax and bucket companies

Increased tax-efficiency

Investment bond can utilise losses against capital gains

No top-up tax

Tax paid after 10 years

Lower tax when trading assets

Life Company & Mandates provide more tax parcels to help reduce tax

Lower cost and less administration

Simple to administer and potentially lower cost



Investment bond vs company investor Accumulating more wealth

As at 30 June 2023 (pre fees and costs)



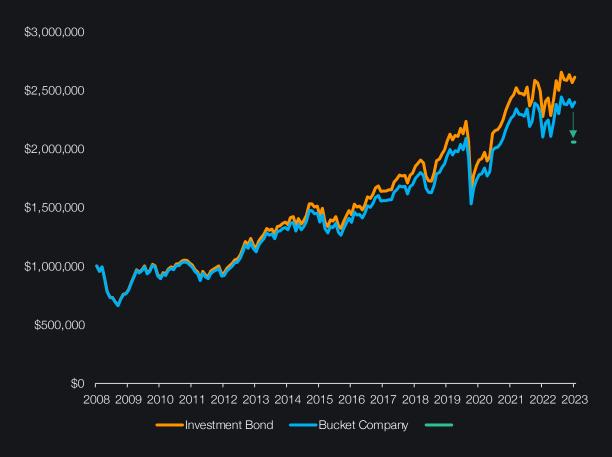
	Investment Bond	Company investor
Investment value after 15 years	\$2,610,756	\$2,397,523
	Investment Bond	Company investor
Annualised Return (after tax) p.a.	6.61%	6.00%

Based on 15 years of ASX200 actual returns and income/growth/franking information. Average effective tax rate of 12.4% p.a. for company investor used over the period. Average effective tax rate of 0.9% p.a. for Generation Life Tax Effective Australian Share Fund over the period. Excludes impact of fees and costs in the respective investment structures. Investment returns are for illustrative purposes only and do not represent any actual or future performance expectations.



Investment Bond vs company shareholder experience Tax paid vs. tax deferred entity

As at 30 June 2023 (pre fees and costs)



	Investment bond	Company shareholder 47%	Company shareholder 39%
Investment value after 15 years	\$2,610,756	\$2,058,125	\$2,217,842
	Investment bond	Company shareholder 47%	Company shareholder 39%
Accumulation performance p.a.	6.61%	6.00%	6.00%
Withdrawal after tax p.a.	6.61%	4.93%	5.45%
Investment bond Tax Alpha p.a.		1.68%	1.15%

Based on 15 years of ASX200 actual returns and income/growth/franking information. Average effective tax rate of 12.4% p.a. for company investor used over the period. Average effective tax rate of 0.9% p.a. for Generation Life Tax Effective Australian Share Fund over the period. Excludes impact of fees and costs in the respective investment structures. Investment returns are for illustrative purposes only and do not represent any actual or future performance expectations.





Performance comparison of Generation Life Tax Effective Australian Share Fund

As at 30 September 2023

	Headline investment return	Tax Optimised gross after-tax return	47% individual MTR after-tax return	Company investor after-tax return	Tax Optimised after-tax return (after fees)
1 Year	13.22%	10.03%	6.83%	9.01%	9.53%
2 Years p.a.	2.21%	2.91%	-0.12%	0.84%	2.41%
3 Years p.a.	10.90%	9.28%	7.42%	8.06%	8.78%
4 Years p.a.	5.21%	5.07%	3.24%	4.08%	4.57%



^{*}Headline and individual after-tax returns for the comparative fund are based on the performance of an equivalent S&P/ASX 200 Index ETF.

Seeking alternative tax-effective structures







Meet Michael and Nicole...

Michael is 60 years old, and Nicole is 49 years old.

Michael and Nicole are:

- Members of the Gen X SMSF
- 3 children aged between 14 and 21
- Employed and receiving superannuation guarantee contributions
- Michael sits on several boards as a Director
- Nicole is working part-time



Michael and Nicole's situation

Michael's situation

Annual assessable income	\$180,000	
Inheritance received	\$250,000	Invested directly into a managed fund
Nicole's situation		
Annual income	\$85,000	This excludes SG of \$9,350
Annual assessable income	\$66,850	
Concessional contribution (salary sacrifice)	\$18,150	
Discounted realised gains assessable income from sold investment property	\$242,000	
Adjusted Taxable Income and concessional contributions	\$336,350	DIV. 293 tax of \$4,125



If Michael invested his inheritance directly... Unexpected investment distribution surprises

31-March	Initial investment \$250	
30-Jun	Portfolio value at 30 June (decrease of 8.53%)	\$228,678
1-Jul	Cash distribution \$2	
1-Jul	Tax assessable Income (grossed up for franking)	\$31,770
1-Jul	Personal tax payable (47% MTR)	-\$14,931
1-Jul	Total investment value including reinvestment	\$ 217,797
	Investors actual return after tax for the period	-12.88%

Quoted fund performance for period

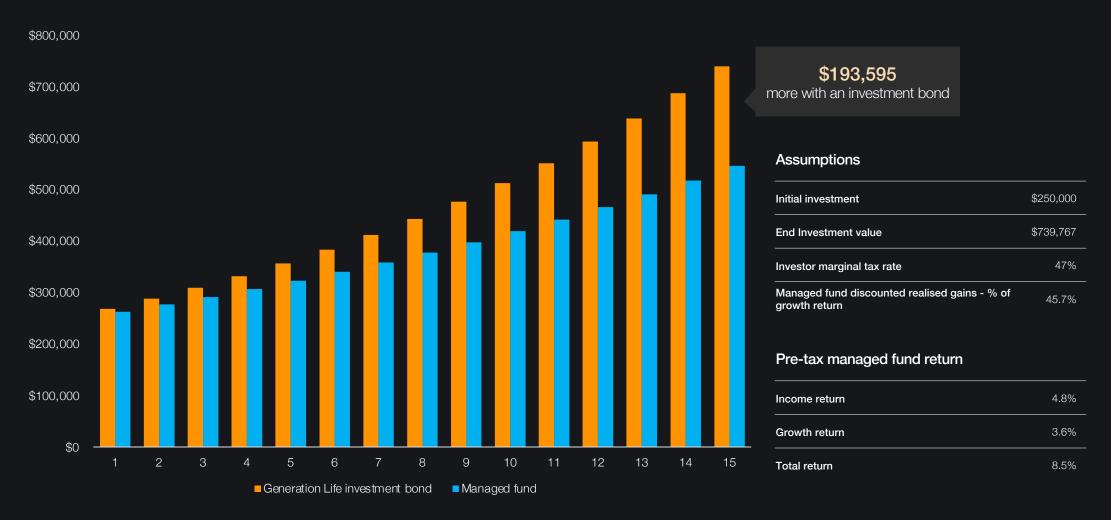
Tax bracket creep Wage income \$180,000 39% MTR on incremental income Investment income from trusts \$31,770 New taxable income \$211,770 New tax bracket 47% MTR

Past performance is not an indication of future performance. Investment Performance is net of fund taxes, management fees and other operating expenses (if applicable) and is based on the unit prices for the quoted periods and exclude the affect of any investor specific transactions such as transaction costs, stamp duty and management fee rebates. Direct Investment performance is based on publicly available unit trust prices, distribution details and annual tax components. Individual circumstances have not been taken into account when calculating the direct tax liability applicable to each unique investor.

-8.53%



If Michael invested his inheritance into an investment bond...

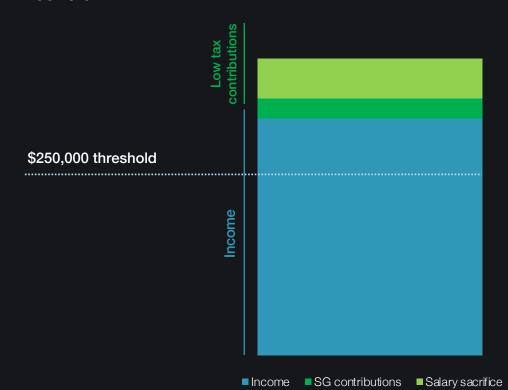


Based on an investment of \$250,000 in the iShares Oz Equity Index fund. Average return calculated using tax components and return history of the fund from inception to 31 December 2022. Past performance is not an indication of future performance. Performance is net of fund and fund taxes, management fees and other operating expenses (if applicable) and excludes the effect of any investor specific costs, person taxes on sale of assets or management fee rebates.



Impact of Division 293

As Nicole's Div 293 Income is \$336,350 she is above the \$250,000 threshold.



Division 293 applied to Nicole's low tax contributions

Division 293 Tax = \$27,500 x 15% tax = \$4,125

This \$4,125 is payable to the ATO within 21 day of the assessment notice

Past performance is not an indication of future performance. Investment Performance is net of fund taxes, management fees and other operating expenses (if applicable) and is based on the unit prices for the quoted periods and exclude the affect of any investor specific transactions such as transaction costs, stamp duty and management fee rebates. Direct Investment performance is based on publicly available unit trust prices, distribution details and annual tax components. Individual circumstances have not been taken into account when calculating the direct tax liability applicable to each unique investor.



What if Michael passes away unexpectedly after 10 years

Proceeds causes Nicole's super balance to exceed \$3m for a total balance of \$5m

She would like to also pass on her wealth to her children tax-effectively

Nicole speaks to her financial adviser about other taxeffective alternatives.





An alternative estate planning approach

ATO

PBR 1052091672127

Considerable importance to fund's trust deed and governing rules (SMSF no longer considered a withdrawal but taxable death benefit in the hands of a non-dependant)

PBR 1052123084697

28 weeks for master trust trustee to pay the withdrawal benefit, death occurred after withdrawal request, therefore was treated as death benefit.

Complete Control & Certainty

Insurance Contracts Act section 48A requires entitlements to be paid to nominated beneficiaries.



Objectives of superannuation?

Push to codify what super is for

Treasury consultation paper proposes "to preserve savings to deliver income for a **dignified retirement**, alongside government support, **in an equitable and sustainable way**"¹

Dignified retirement

Enough to get by on comfortably

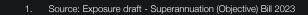
Equitable

A fair system

Sustainable way

Able to be afforded by Government (large deficit needs to be reigned in)







Nicole invests \$2m in two investment bonds and has \$3m remaining in superannuation

Alternative strategy

	\$5m invested under current super rules	\$5m invested under proposed super rules	\$3m invested under proposed super rules	\$2m to commence two investment bonds
Gross value (12 months)	\$5,436,202	\$5,436,238	\$3,261,743	\$2,164,023
Large balance tax (12 months)	-	-\$29,427	-\$3,150	-
Net value (12 months)	\$5,436,202	\$5,406,775	\$3,258,592	\$2,164,023
Net value after 15 years	\$17,726,145	\$15,702,584	\$9,870,884	\$7,853,890
Total net value after 15 years	\$17,726,145	\$15,702,584	\$17,08	30,077

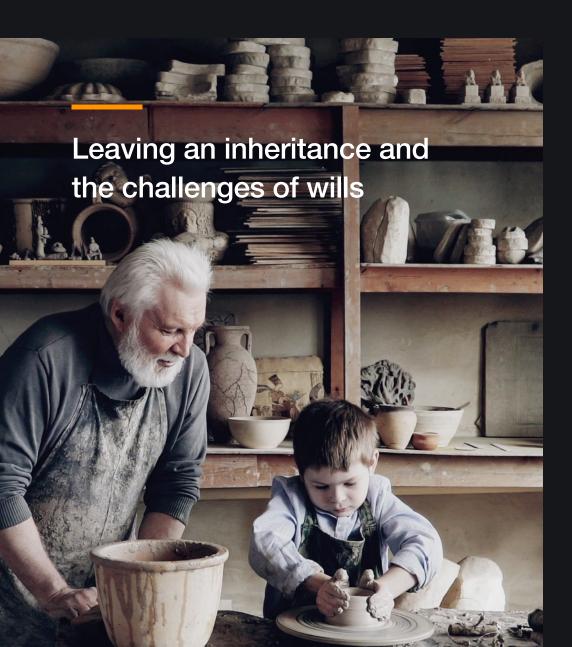
Income	4.83% p.a.
Growth	3.62% p.a.
Total Return	8.45% p.a.
Franking level	81.40%



Transferring wealth with certainty







86% of claims are brought by the immediate family

12+ months for a case to be heard in court

88.2% of seniors plan on leaving an inheritance (\$930k on average)

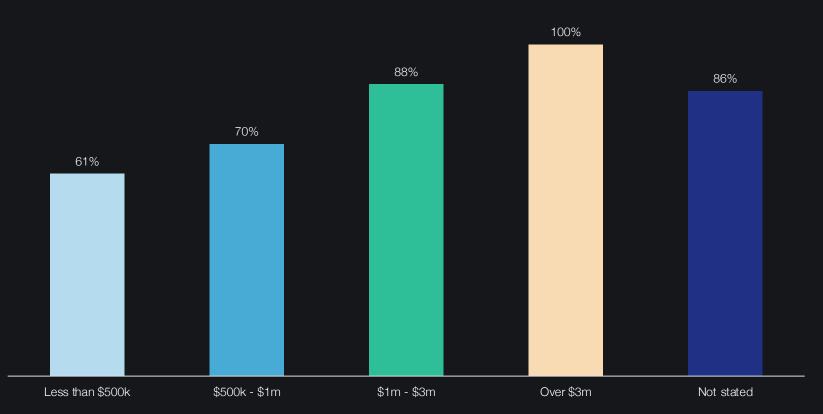
36% of estates go to grandchildren

Source: Generation Life Estate Planning Research by Core Data 2020



74% of estate claims are successful

Successful family provision claims by estate size





Source: UNSW Law Journal, Estate Contestation In Australia: An Empirical Study Of A Year Of Case Law, 2015



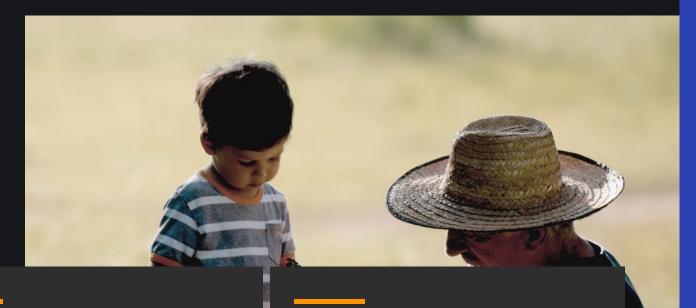
Investment bond estate planning benefits

Life insurance contract

A type of life insurance policy which is investment-based governed by the Life Insurance Act

Automatic transfer

Automatic transfer at specific ages, dates or on death can be selected



Non-estate asset

Investment bond can be structured as a non-estate asset

No tax reporting

No tax reporting if no withdrawal made in the first 10 years

Tax-free proceeds

Proceeds on death are paid tax-free even to non-dependants

Avoids conflict

Avoids potential for conflict and solves complex wills



Meet Margo...

Margo is 77 years old.

Margo has 3 adult non-dependant children, Sarah, Jane and Sam.





Margo's three children...



Sarah

- 51 years old and married
- Both on 47% MTR (including Medicare Levy)
- 3 young children
- On track to reach the proposed \$3m super double taxation threshold



Sam

- 46 years old and single
- Not good with money
- No stable job



Jane

- 42 years old and single mum
- Works part time and on 21% MTR (including Medicare Levy)
- 7-year-old twins



Margo's concern...







- Confident that Sarah is good with money
- · Concerned that her inheritance will burden Sarah with a huge tax liability



Sam

- Concerned that Sam may need income
- However, doesn't want a lump sum transferred due to the potential misuse of the funds



Jane

• Concerned that Jane needs support to help fund her grandchildren's secondary school education



Margo's current financial position ...

Home value	\$2.5m
Cash at bank	\$100,000
Superannuation balance	\$2.1m 50% taxable component (she maximised non-concessional contributions at age 75)
Bank shares	\$175,000 Weighted average price of \$23.00 accumulated between 2006 and 2010
Managed fund investment	\$10,000 Capital loss of \$10,000
Direct Growth ETF	\$20,000 Bought 2 years ago, currently worth \$22,500



Margo seeks financial advice to see how she can help structure her estate according to her wishes and deal with her concerns



Margo to restructure her assets as part of her estate plan...

Home value	\$2.5m	House to be sold on her death and distribute proceeds equally in accordance with the Will	
Cash at bank	\$100,000	Remain as cash at bank of \$100,000	
Superannuation balance	\$2.1m 50% taxable component (she maximised non-concessional contributions at age 75)	Withdraws \$1.3m from superannuation	
Bank shares	\$175,000 Weighted average price of \$23.00 accumulated between 2006 and 2010	Sells shares and ETF due to low asset price and minimises CGT liability	
Managed fund investment	\$10,000 Capital loss of \$10,000	Establishes 3 investment bonds from \$1.3m superannuation withdrawal proceeds and the \$200,000 from the sale of her shares and ETF.	
Direct Growth ETF	\$20,000 Bought 2 years ago, currently worth \$22,500		



Margo's investment bond structure



#1 Investment bond \$500,000



Sarah Future event transferee

- Transfer ownership upon death
- Sarah as the new owner
- No re-setting of the 10-year period

#2 Investment bond \$500,000



Sam Future event transferee

- Transfer ownership upon death
- Set up a future Regular Income Payment until funds run out or the death of Sam
- Sarah becomes the cosignatory to authorise once-off emergency withdrawals

#3 Investment bond \$500,000



Jane
Future event transferee

- Transfer ownership to Jane in 4 years' time
- Set up a future Regular
 Income Payment for 6 years
- Sarah becomes the cosignatory to authorise once-off emergency withdrawals



Let's look at Margo's investment bond for Sarah...



\$4,000,000 \$3,500,000 \$3,000,000 \$2,500,000 \$2,000,000 \$1,500,000 \$1,000,000 \$500,000

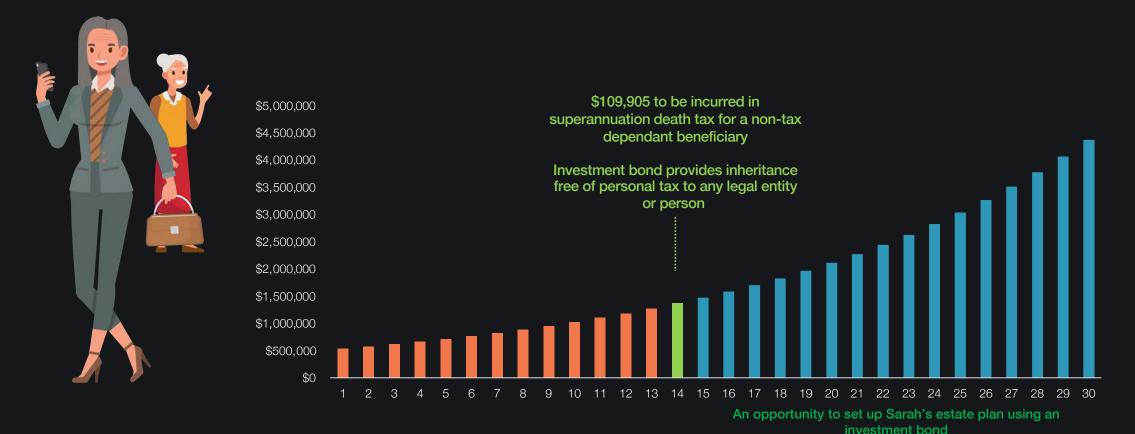
\$5,000,000 \$4.500.000



Assumption: Assuming an initial investment of \$500,000 with a total annual after-tax investment return of 7.37% p.a. Estimated average fees and costs of 1.47% p.a. over investment term with an effective long-term average investment bond tax rate of 16.10%.



Let's look at Margo's investment bond for Sarah...



Assumption: Assuming an initial investment of \$500,000 with a total annual after-tax investment return of 7.37% p.a. Estimated average fees and costs of 1.47% p.a. over investment term with an effective long-term average investment bond tax rate of 16.10%.

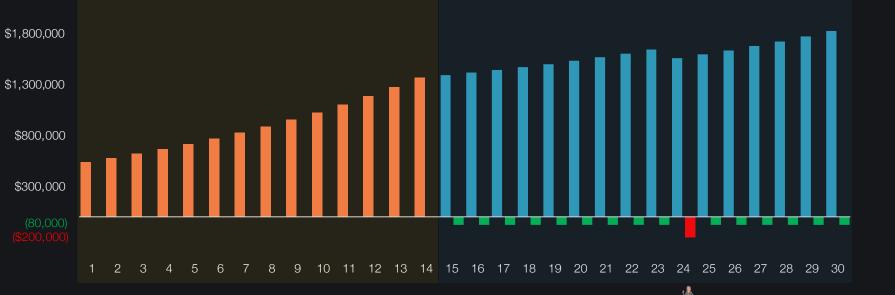


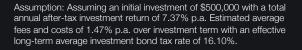
Let's look at Margo's investment bond for Sam...



Margo is the owner of the investment giving her full access to her funds if she needs to until she passes away (assumed age 91).

Ownership transfers to Sam with a Regular Income Payment of \$80,000 p.a. pre-established that will be paid until exhausted or until Sam passes away.

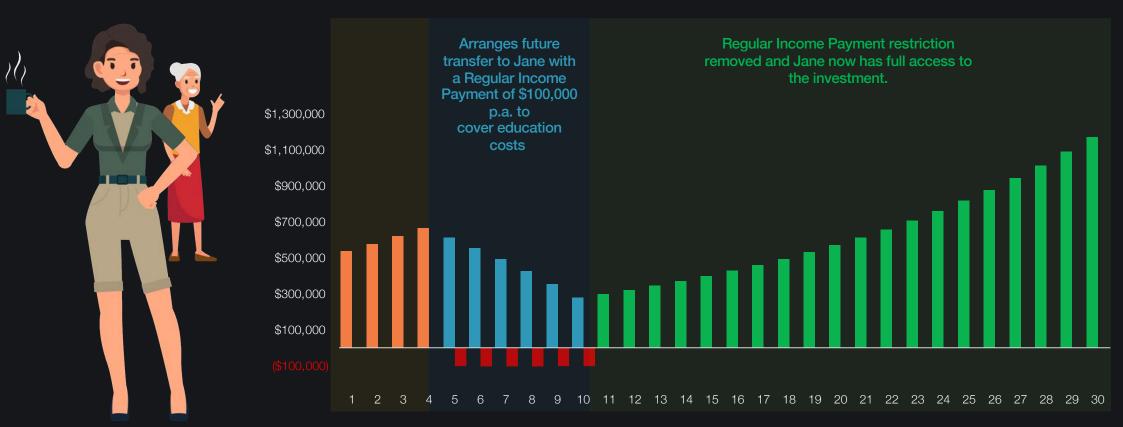




As Sarah is the co-signatory to Sam's investment, she is able to authorise once-off withdrawals requested by Sam.



Let's look at Margo's investment bond for Jane...



Assumption: Assuming an initial investment of \$500,000 with a total annual after-tax investment return of 7.37% p.a. Estimated average fees and costs of 1.47% p.a. over investment term with an effective long-term average investment bond tax rate of 16.10%.

Jane receives a full tax offset and a surplus tax offset of \$17,455 over the 6 years.

Any withdrawals are tax-paid and any residual amount can be used to set up an estate plan



Key outcomes...

Automatic transfer of ownership

Full ownership before bond is transferred to recipient No impact to recipient's personal tax position

Ability for recipients to set up an estate plan

Restrictions on accessing funds

Set up Regular Income Payments

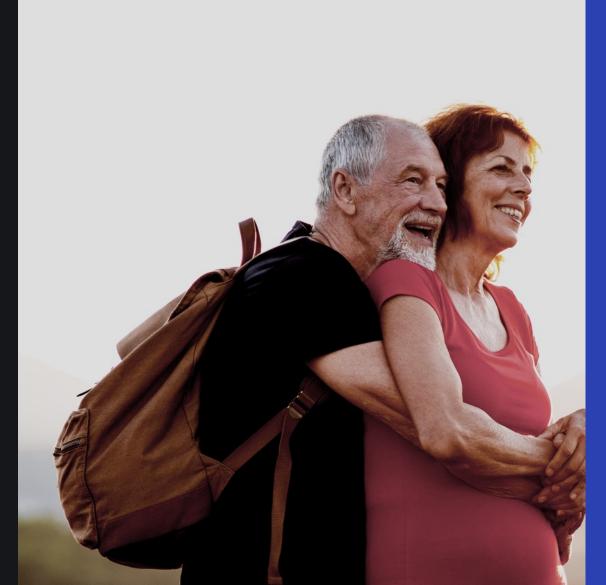
Co-signatory

Tax offset for withdrawals before 10-years





Preserving your wealth to meet your retirement needs







Did you know...

Australia has one of the highest life expectancies in the world.1

Around one in four Australians aim to retire between the age of 60 to 62.²



Two in five Australians expect to spend more than they currently do in the first years of retirement.²



- Australian Institute of Health and Welfare 202
- 2. Generation Life Locking In The Next Generation by Core Data 2023



What is LifeIncome?

Income guaranteed for life

Ability to have a loved one as a Reversionary Beneficiary

Potential Age Pension benefits Choice of LifeBooster rates to have a higher starting income



Meet Frank and Dot

Frank and Dot are both 67 years old.

Both Frank and Dot loves:

- Travelling around Australia and overseas
- Spending time with their grandchildren
- Taking their grandchildren to activities when they can







Frank and Dot's situation

Frank and Dot are homeowners and have:

Franks' superannuation balance	\$500,000
Dots' superannuation balance	\$450,000
Personal assets	\$10,000



Frank and Dot's objective

Frank and Dot would like to...

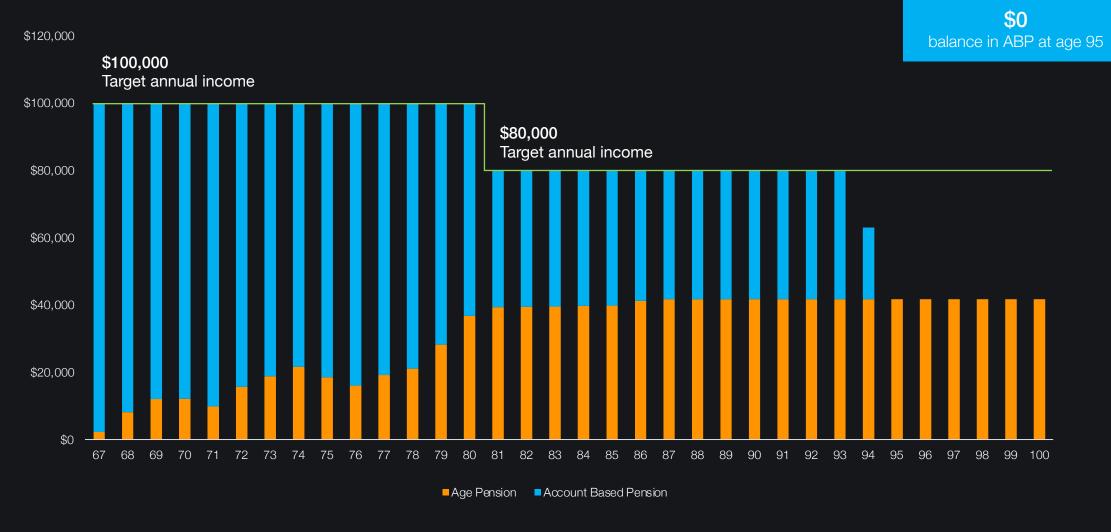
- Spend more in the earlier years, as they are both healthy
- Concerned that they might run out of money
- Don't want to burden their children with funeral expenses
- Want to leave something to their grandchildren

Frank and Dot speaks to their financial adviser





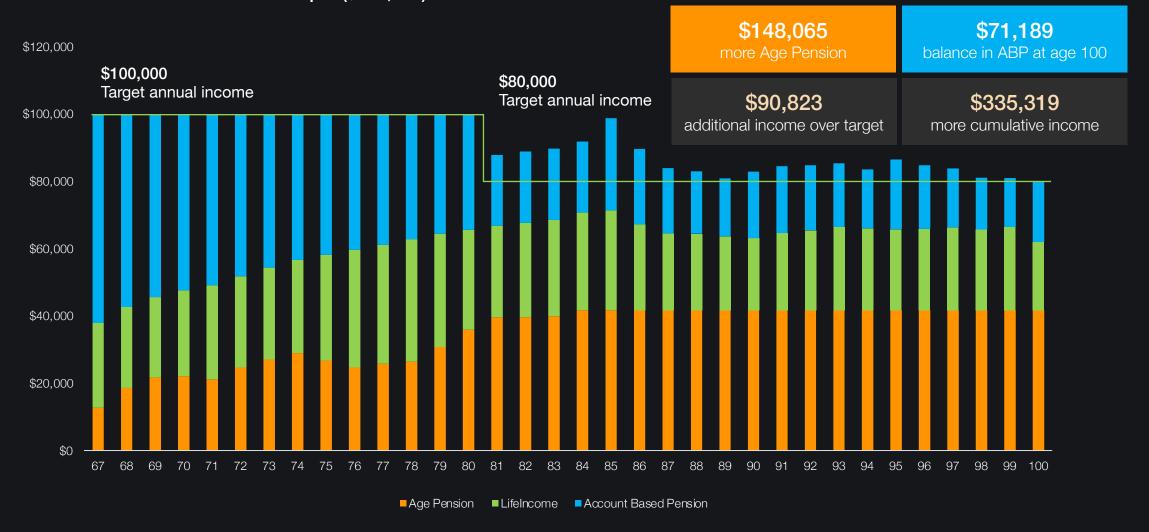
Frank and Dot's current situation





Frank and Dot both establish a LifeIncome and FuneralBond

LifeIncome allocation of 40% of super (\$950,000)





Frank and Dot's outcome

Able to spend more in the earlier years of retirement with confidence

Able to potentially have money for their grandchildren

Receive more Age Pension in earlier years

Additional layer of income if their account-based pension runs out





Centrelink treatment of LifeIncome

Means tested asset value

60% of your investment amount. From age 84, only 30% is assessed (subject to a minimum of 5 years)

Means tested income

Only 60% of your LifeIncome annual income

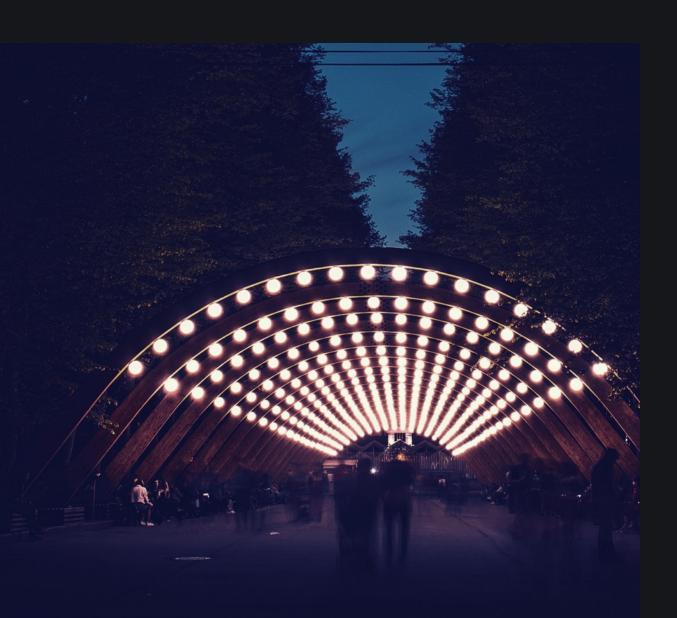
For every \$200,000 invested in LifeIncome

Assessable assets	Reduce by \$80,000
Age Pension uplift*	\$6,240 p.a.
Risk free return*	3.12%

*Assuming eligibility

Lifelncome is defined as an 'Asset-tested income stream (lifetime)' product for social security purposes. All decisions regarding social security benefits for individuals who purchase Lifelncome will be made by Centrelink or the Department of Veterans' Affairs officers based on social security law and the circumstances of the individual at the time of claim. Based on current social security law, reducing Age Pension by \$3 for every \$1,000 of assets over lower threshold.





Forward thinking tomorrow for all generations



9 key features of investment bonds

Life Insurance and Tax Act

Maximum tax rate of 30%

Tax Optimised generally ranges between 12% - 15%*

No distributions

Access to funds at anytime

Tax paid

No personal tax after 10 years - tax advantages within 10 years 125% advantage

Portability and tax-free transfers

No personal capital gains tax on investment switching

No tax file number required

Creditor protection

Can be structured as a **non-estate** asset

*Indicative effective average tax rates represent the estimated average annual tax as a percentage of earnings for each 12-month period over a future period of 15 years. Actual tax amounts payable are not guaranteed and may vary from year to year based on, amongst other things, the earnings of an investment option.



8 key features of LifeIncome

Investment-linked lifetime annuity

Single or reversionary

Investment menu

29 options with the ability to switch at anytime¹

0% tax environment

Investment earnings within LifeIncome are tax-free

Dollar-cost averaging

Progressive investment

Reversionary beneficiary

Money available to support spouse or loved one² between ages of 50 and 95

LifeBooster

More income sooner

LifeIncome Flex

Increase starting income by choosing a reduction income when you or your reversionary passes away

Death Benefit & 6 month Cooling Off period³

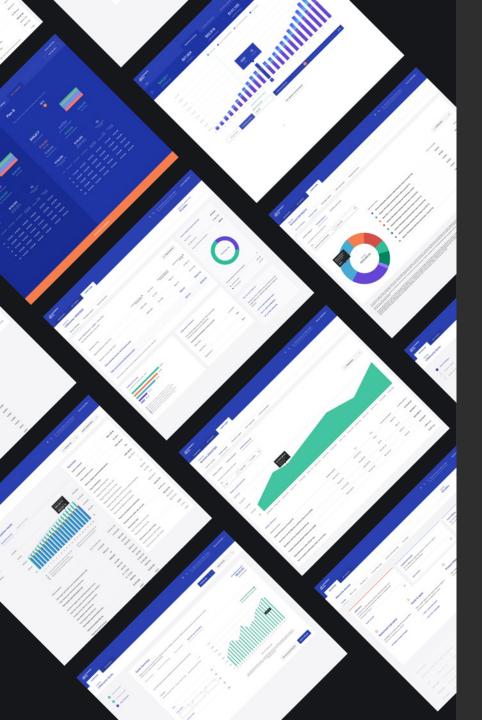
Flexibility and peace of mind



^{1.} Brief exclusion period applies - refer to the Product Disclosure Statement

^{2.} If you are commencing Lifelncome with superannuation money, you can only nominate your spouse to receive your income after you pass away. If you are commencing Lifelncome with non-superannuation money you can nominate your spouse or any other person such as your child or sibling.

^{3.} The amount paid back will be the investment amount adjusted for movements in the unit price of the investment option(s) chosen less any taxes and duties not recoverable by Generation Life, and after deducting income payments already made. Generation Life's management and administration fees and insurance expenses will only be refunded for cancellations within the regulatory 14-day cooling-off period – refer to the Product Disclosure Statement.



Tools to support financial advisers

Comprehensive calculators to run projections and develop client illustrations.

Resources and materials – Estate Planning Guide, Strategy Booklet, Technical Guide, and research rating reports.

Tax Aware Performance reporting

Online strategy and educational videos

Online application and more seamless processing experience for a quicker





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Generation Life Highly recommended for over a decade

The only provider in the market to hold a "Highly Recommended" rating with both Lonsec and Zenith Investment Partners for our Investment Bonds.

Awards















Research ratings



LifeIncome



Investment Bonds



Investment Bonds LifeBuilder

Note: Zenith rating includes LifeBuilder and ChildBuilder







Thank you.

Outthinking today.

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