

# LifeIncome

An investment-linked income stream that pays you for life

-

Outthinking today



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Terms used in this PDS may be defined in the Glossary on page 70.

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enquiry@genlife.com.au

Investor services Adviser services 1800 806 362 1800 333 657

GPO Box 263, Collins Street West Melbourne VIC 8007

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# **Introducing Generation Life**

Generation Life, a wholly owned subsidiary of Generation Development Group Limited (ASX:GDG), is a life insurance company registered under the Life Act. As the pioneer of Australia's first truly flexible investment bond, Generation Life has been at the forefront of providing innovative tax-effective investment solutions since 2004. Over \$3 billion has been invested with us to date.

Generation Life is proud to be shaping the retirement income landscape with our LifeIncome product by applying our innovative approach to clients' retirement income needs and enabling Australians to focus on enjoying retirement with the confidence of an income guaranteed for life.

Generation Life is regulated by the Australian Prudential Regulation Authority ('APRA') and as such is required to hold a minimum amount of capital, determined by APRA, to ensure any payment obligations to clients can be met. APRA is the same independent statutory authority that supervises banks in Australia.

# Outthinking today.





# What is LifeIncome?

One of the key challenges facing Australians in retirement is managing the risk of outliving their savings and suffering a reduction in lifestyle, known as longevity risk. Many Australians manage this risk by reducing their spending in retirement, living more frugally than they should<sup>1</sup> and missing out on some of the good things in life. In their later years, many Australians look back with regret and wish they had spent more in their earlier and more active years. This is called 'regret risk'.

Studies in the US<sup>2</sup> and Australia<sup>3</sup> show that if retirees knew they wouldn't run out of retirement savings, they would spend more money in the early years. One way of ensuring that you have the confidence to spend without the fear of running out of money, is to invest part of your savings in a lifetime annuity, such as Generation Life's Lifelncome.

LifeIncome is simple and provides five key benefits to enhance your retirement:

- Generation Life guarantees income for life.
- Your income is investment-linked, and you have the flexibility to switch between a range of investment options.
- Increases access to the Age Pension and other benefits for a broad range of investors.
- Receive more income sooner utilising our LifeBooster and LifeIncome Flex features.
- Protect your loved one by selecting the Reversionary Beneficiary option you automatically pass your Lifelncome over to your Reversionary Beneficiary with all the same benefits.

By investing a portion of your retirement savings in Lifelncome, you can be sure that you'll receive an income for as long as you live.

- 1. Retirement Income Review, Final report, published July 2020 p.19 and p.56
- 2. Guaranteed Income: A License to Spend. David Blanchett and Michael Finke https://ssrn.com/abstract=3875802
- 3. FirstLinks retirement income survey. Results published 11 August 2021 at <u>www.firstlinks.com.au</u>

# LifeIncome can help you meet your retirement objectives

Your retirement is a phase in your life that has been a long time coming. Generation Life believes that retirement is something that you should look forward to and not be afraid of. With the assistance of your financial adviser, you can develop a retirement plan that meets your retirement objectives now and into the future as well as manage some of the risks.

A key consideration for a good retirement plan is giving you the confidence to enjoy your retirement and spend your retirement savings without fear of running out of money. This is where LifeIncome comes into play. When you combine LifeIncome with an account-based pension, you can potentially achieve more retirement objectives and enjoy your retirement more fully than by using just one retirement income solution. Other considerations for a good retirement plan include being able to access the Age Pension and other related benefits, having an income stream that generally grows over time and having access to savings. Everyone's retirement plan will be different, because everyone's objectives, preferences and circumstances are different. A critical part of your plan should be managing your sources of income. Generation Life believes a comprehensive retirement income plan should address the considerations highlighted in the table below. The table also shows that combining an investment-linked lifetime annuity, such as Lifelncome, with a flexible investment-linked income stream, such as an account-based pension, can address these considerations.

The key thing to remember about account-based pensions is that they can run out of money. There is no guarantee of regular income for life. This risk may make you cautious about spending your retirement savings, particularly in the earlier years.

#### Achieving retirement income planning objectives - can you have it all?

| Consideration                                   | Account-based pension                                  | LifeIncome   | A combination of an<br>account-based pension and<br>LifeIncome |
|---|--|--|--|
| Income guaranteed for life                      | No   | Yes  | Yes  |
| Concessional social security treatment          | No   | Yes  | Yes  |
| Flexibility in drawdowns /<br>access to savings | Yes  | Annual income is linked to the returns of the investment options chosen by you and your financial adviser  | Yes  |
|   |  | A Withdrawal Benefit<br>(i.e. lump sum) may be available<br>(see page 20)  |  |
| Income that has the potential to grow over time | Yes  | Yes  | Yes  |
| Investment choice                               | Yes  | Yes  | Yes  |
| Money available to support beneficiaries        | Account balance paid on death plus Reversionary option | A Death Benefit is available within<br>a Death Benefit Period, and a<br>Reversionary option is available<br>to provide your Reversionary<br>Beneficiary with an income for life<br>if you choose |  |

Investment-linked lifetime annuities, such as Lifelncome, do offer some flexibility; such as investment choice and switching; however, to ensure that an income is payable for life, there are some restrictions as well:

- Unlike an account-based pension, your annual income will not vary during a Financial year. With an accountbased pension, you can vary your income at any time (subject to legislative income limit requirements). With LifeIncome, your first year's income is determined at the commencement of LifeIncome and can rise and fall from one year to the next, depending on the performance of your chosen investment option(s).
- With an account-based pension, partial lump sum withdrawals can be made at any time. With Lifelncome, a lump sum withdrawal may be available<sup>4</sup> (see page 20), but your income payments will cease.

The other income stream to consider is the Age Pension, if you qualify. Many Australians supplement their own savings by accessing the Age Pension and associated social security benefits, described on page 57. Money invested and income paid from LifeIncome is treated concessionally under the assets test and income test and may make you eligible for some or more of the Age Pension sooner than you otherwise would be. The amount of Age Pension you receive can change over time with indexation but can also rise and fall depending on your total assessed level of assets and income.

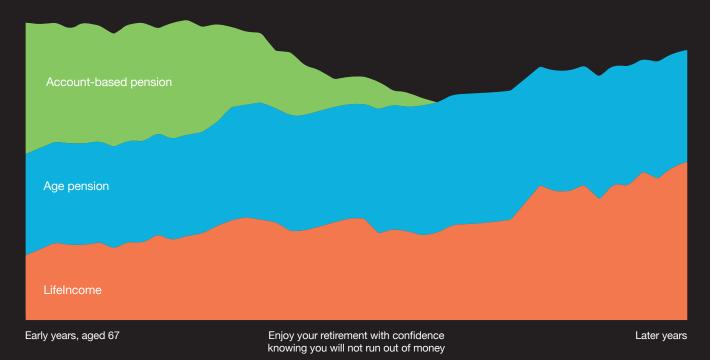
4. Lump sum withdrawals may be capped in accordance with the Capital Access Schedule (CAS), see page 30.



## A high-level example of a retirement income plan

This example of a retirement income plan assumes that the retiree is eligible for the Age Pension and has commenced their plan at age 67.

#### Sources of income in retirement



#### The benefits of this plan ensure:

You will receive a regular income for as long as you live.

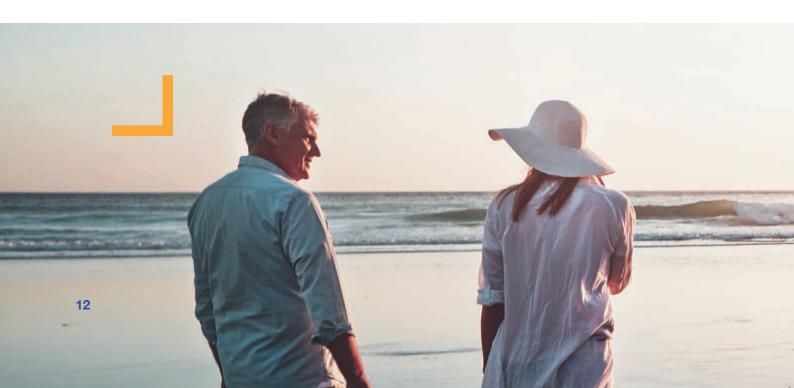
You can consider spending more than the minimum income provided by your account-based pension. You will have income generated for life with LifeIncome, which means you'll be able to use your money for life events and estate planning purposes.

You can have a retirement income that generally keeps pace with increases in the cost of living and out of pocket medical expenses, depending on your investment choices. You can potentially receive the Age Pension and receive benefits that are tied to having the Age Pension.

# LifeIncome - key features at a glance

| Feature   | Description  |
|---|--|
| Income for life   | LifeIncome pays a regular income for as long as you live.  |
|   | You can include a Reversionary Beneficiary in your Lifelncome, and Lifelncome will pay a regular income for as long as you live and following your death, for as long as your Reversionary Beneficiary lives.  |
| Income guaranteed for life  | You are guaranteed to receive income for life. You are guaranteed to receive the income that is determined by the annual income reset process each Financial year (see page 15). What isn't guaranteed is the level of income which can rise and fall from one year to the next because LifeIncome is investment-linked. See page 48 for a description of investment risk. |
| Investment earnings within LifeIncome are tax-free<br>There are tax benefits on your income | Any earnings on LifeIncome are tax free while they remain in your account, regardless of your age. This is an advantage LifeIncome has over non-retirement phase superannuation accounts and investments outside superannuation. You also receive the benefits of any franking credits that may arise.   |
| payments too  | In addition, LifeIncome income payments are Tax-Free in your hands if you are using your superannuation and are at least 60 years old. In all other cases, there are tax concessions on your regular payments.   |
| Potential Age Pension benefits<br>(Applicable also to veterans' Service<br>Pension)         | Potentially access or improve Age Pension entitlements, because 40% of regular payments and 40% of your investment amount will be exempt from the income and assets tests, respectively. The assets test exemption increases to 70% at age 84, or after five years from the date of commencement, whichever is the later.  |
| Investment choice   | We offer a range of 29 investment options under this PDS to which you can allocate your LifeIncome. You can combine any number of investment options within the one LifeIncome.  |
| Investment choice switching   | You can generally switch between the investment options at any time with no switching fee (however buy/sell spreads apply - see page 54).  |
| Commence LifeIncome with superannuation   | You have the option to start a Lifelncome with money from your superannuation or your personal savings.  |
| money   | If you are using money from your superannuation, you must have unrestricted access to your superannuation. The conditions under which you can access your superannuation to commence LifeIncome are described on page 61.  |
|   | If you want to invest with both superannuation money and personal savings, you will need to commence a separate Lifelncome for each source.  |
| Withdrawal Benefit and Death Benefit available  | A lump sum Withdrawal Benefit is available during a Withdrawal Period (see page 20).<br>A lump sum Death Benefit is payable to your nominated beneficiaries or estate if you<br>pass away during your Death Benefit Period (see page 26).  |

| Feature                                | Description   |
|--|---|
| LifeBooster                            | LifeBooster is a rate used to calculate your starting income and enables you to receive more income in the early years of your investment. The effect of using LifeBooster is that your starting income is higher than what it otherwise would have been. You have a choice of two LifeBooster rates, namely 2.5% and 5% (see page 21). |
|  | You select your LifeBooster rate when you commence LifeIncome. Your LifeBooster rate cannot be changed after commencement.  |
| LifeIncome Flex                        | LifeIncome Flex gives you the opportunity to increase your starting income, where you have chosen a Reversionary Beneficiary.   |
|  | LifeIncome Flex will reduce your Income Units to either 75%, 65% or 50% (your chosen LifeIncome Flex percentage) after either you or your Reversionary Beneficiary pass away, whichever occurs first.   |
|  | The greater the reduction in Income Units you choose, the greater the increase in starting income you will receive (see page 24).   |
|  | This reduction will not take place within the first six years of the policy. The timing of the reduction is described on page 32.   |
|  | If you select LifeIncome Flex the maximum Withdrawal Period is six months.  |
| Monthly or fortnightly income payments | Monthly income is paid on the 15th day of each month. When the 15th day is not a Business Day, you will be paid on the preceding Business Day.  |
|  | Fortnightly payments can be made either in line with the Centrelink payment schedule or the alternate fortnight.  |
| 1 July annual income reset             | Your annual income is reset at the start of each Financial year, based on the unit price of your chosen investment option(s). Your annual income can rise and fall from one year to the next (see page 15).   |
| Dollar Cost Averaging facility         | You can elect to invest initially into the Generation Life Cash & Deposits Portfolio and have your investment progressively switched monthly over a period of up to 12 months into a final investment strategy (see page 34).   |



# How does LifeIncome work?

#### At commencement

When you invest in LifeIncome, you exchange a lump sum for regular income that is payable for life. When Generation Life establishes your LifeIncome, your first year's income ('Annualised First Year Income') is determined and then converted into Guaranteed Annual Income Units ('Income Units'). This is calculated by dividing your Annualised First Year Income by the unit price of your chosen investment option(s) on your LifeIncome commencement date.

The number of these Income Units remain the same for the life of your LifeIncome (except if you choose to switch investment options) and are used to calculate your annual income at the start of each Financial year into the future.

The amount of your Annualised First Year Income is calculated using a formula that uses a number of factors, including:

- Your initial investment.
- Your age when your LifeIncome starts and your Reversionary Beneficiary's age if they are included in the policy.
- Your gender.
- Lifetime Income Protection Provision (see page 17).
- · LifeBooster rate and LifeIncome Flex percentage.

If you start your LifeIncome part-way through a Financial year, the income you receive will be a pro rata amount based on your Annualised First Year Income. The pro rata amount is calculated using the number of days remaining in the current Financial year. Once your LifeIncome is established, you will receive an Investment Confirmation Statement that will contain relevant information, including:

- Your Annualised First Year Income.
- Your Income Units.
- Pro rata income to be paid for the remainder of the Financial year.
- Regular income payment amount and payment frequency.
- Date of first income payment.
- Your chosen LifeBooster rate.
- Reversionary Beneficiary details (if nominated) and LifeIncome Flex percentage.



# Example of calculating Annualised First Year Income

#### Example 1 - Single

Based on the information you provide as part of your application, here is an example of the information you will receive and how we calculate your Annualised First Year Income:

# Inputs

| Policyholder's date of birth | 1 April 1957 |
|------------------------------|--------------|
| Policyholder's gender        | Male         |
| Initial investment           | \$100,000    |
| Payment frequency            | Monthly      |
| Investment option            | Your choice  |
| Date of application          | 1 April 2024 |
| LifeBooster rate             | 5%           |

# **Outputs**

| Annualised First Year Income                              | \$7,366.20            |
|---|-----------------------|
| Income Units  | 4,949                 |
| Income to be paid for the remainder of the Financial year | \$1,841.55            |
| Regular income payment                                    | \$613.85<br>per month |
| Date of first payment                                     | 15 April 2024         |
| Assumptions: Unit price \$1.4885                          |                       |

#### Example 2 - Couple

Based on the information you provide as part of your application, here is an example of the information you will receive and how we calculate your Annualised First Year Income when you include a Reversionary Beneficiary and select a LifeIncome Flex percentage:

### Inputs

| Policyholder's date of birth             | 1 April 1957 |
|--|--------------|
| Policyholder's gender                    | Male         |
| Reversionary Beneficiary's date of birth | 1 April 1954 |
| Reversionary Beneficiary's gender        | Female       |
| LifeIncome Flex Percentage               | 65%          |
| Initial investment                       | \$100,000    |
| Payment frequency                        | Monthly      |
| Investment option                        | Your choice  |
| Date of application                      | 1 April 2024 |
| LifeBooster rate                         | 5%           |

# Outputs

| Annualised First Year Income                              | \$7,396.65            |
|---|-----------------------|
| Income Units  | 4,969                 |
| Income to be paid for the remainder of the Financial year | \$1,849.16            |
| Regular income payment                                    | \$616.39<br>per month |
| Date of first payment                                     | 15 April 2024         |

Assumptions: Unit price \$1.4885

# Annual income reset

At the start of each Financial year, your new annual income is determined by multiplying the number of your Income Units by the unit price of your chosen investment option(s).

#### Next Financial year's annual income = Income Units x unit price

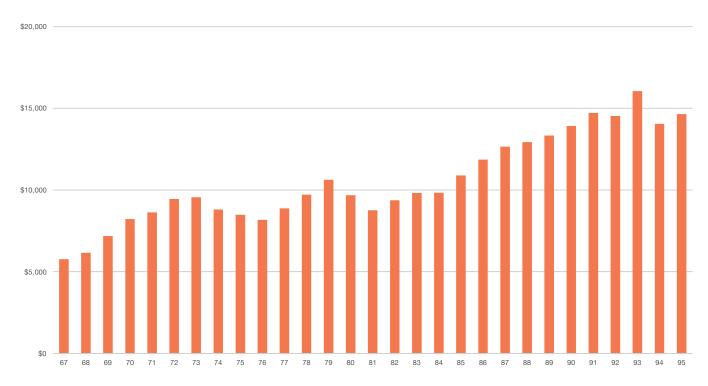
The unit price of your chosen investment option(s) is net of fees and charges and the impact of discounting investment performance by your chosen LifeBooster rate (for more information see The Power of LifeBooster section on page 21) and, in some cases, a Lifetime Income Protection Provision (see page 17). Your returns are discounted each year, because your starting income was made higher by using a future rate of return assumption, the LifeBooster rate, and the Lifetime Income Protection Provision.

In effect, if the performance of your investment option(s), after fees and charges and discounts is positive, your income increases. If the performance of your investment option(s), after fees and charges and discounts is negative, your income decreases. Provided your investment option has a positive value, you will always receive an income for life.

#### Annual income reset

|   | First year | Year 2   | Year 3   | Year 4   | Year 5   |
|---|------------|----------|----------|----------|----------|
| Net return in previous Financial year*                  | n/a        | 3%       | -2%      | 5%       | 2%       |
| Income Units  | 4,949      | 4,949    | 4,949    | 4,949    | 4,949    |
| Unit price  | \$1.4885   | \$1.5332 | \$1.5025 | \$1.5776 | \$1.6092 |
| Annual income   | \$7,366    | \$7,588  | \$7,436  | \$7,808  | \$7,964  |
| Monthly income payment                                  | \$614      | \$632    | \$620    | \$651    | \$664    |
| Difference in monthly payment from one year to the next | n/a        | \$18     | (\$12)   | \$31     | \$13     |

\*Indicative returns are net of fees and the impact of discounting investment performance by your chosen LifeBooster rate and the Lifetime Income Protection Provision and are for illustrative purposes only and do not represent any actual or future performance expectations. LifeIncome is investment-linked and has the potential for annual income to grow over time. The graph below uses the historical performance of a balanced investment option to demonstrate that income can rise and fall from one year to the next but generally grows over time.



#### **Annual Income Vanguard Balanced Portfolio**

Assumptions: Initial Investment \$100,000. 67-year-old male starting LifeIncome on 1 July 1995. Returns from 2003 onwards are the actual results of a balanced fund that is one of Generation Life's investment bond portfolio options. Returns prior to 2003 are constructed using indices and inception asset allocation of the fund's approximate asset allocation. All returns are net of estimated total fees and charges of 1.19% and the impact of discounting the returns by a LifeBooster rate of 2.5%. Fund returns include imputation credits claimed in the financial year they are received. The Lifetime Income Protection Provision has been included for the first two years.

## Paying an income for life

When you commence Lifelncome, you exchange a lump sum for a regular income that will be paid to you for the remainder of your life, regardless of how long you live. Generation Life establishes and manages reserves from which your regular income is paid. These reserves pool your investments with the investment of all other investors and are based on the life expectancy of you and other investors. A proportion of the reserves is reinsured to address the possibility that you or other investors live longer than the life expectancy assumptions used to calculate the reserves.

The reinsurer is Hannover Life Re of Australasia Ltd ('Hannover'), a subsidiary of Hannover Rueck SE, a part of the Hannover Re Group worldwide. At the time of preparation of this PDS, the rating agencies most relevant to the industry have awarded the Hannover Re Group very strong insurer financial strength ratings Standard & Poor's (S&P): AA- 'Very Strong'; AM Best: A+ ('Superior'). As a subsidiary, Hannover currently enjoys an S&P financial strength of AA- ('very strong capacity to meet its financial commitments).

The reinsurance arrangements support Generation Life making income payments for life; however, you are not a party to the reinsurance arrangements between Generation Life and Hannover. Hannover does not issue a financial product or make any commitment or guarantee directly to you. The reinsurance arrangements do not guarantee the performance of Generation Life or LifeIncome, including the level of income you will receive, which is investment linked (see page 48 for a description of investment risk).

A Lifetime Income Protection Provision ('Provision') supports the LifeIncome lifetime income guarantee. This Provision ensures that income is payable for life regardless of the mortality experience of investors under this PDS and the Australian population more generally. Having this Provision in place enables us to increase your Annualised First Year Income and Income Units. The Provision is also considered when adjusting annual income; it can vary between 0% and 0.94% and is actuarially determined by us at the start of each Financial year. The Provision will be no more than 0.35% until 30 June 2024 and will be reassessed in subsequent Financial years. This means there is a modest discount on your future income of approximately \$3.50 per \$1,000 of income received per annum (p.a.) until 30 June 2024.

The Provision can also be reduced to 0% if mortality assumptions were found to be set too conservatively, which would mean that there would be no discount applied to your future income for the applicable Financial year.



# Key questions answered

| Key questions   | Short answer   | The details  |
|---|--|--|
| Who can invest?   | An individual aged between 50 and 95 years.  | LifeIncome can only be commenced by an individual; no joint accounts, companies, trusts or self-managed super funds ('SMSF') are allowed.  |
|   |  | You can start LifeIncome with non-superannuation money or a rollover from your existing superannuation fund (including your SMSF). For superannuation money, you must have met a condition of release and have access to your preserved superannuation benefits.   |
|   |  | If you want to invest in LifeIncome and you are under 50 or over 95 years of age, you will need to contact Generation Life.  |
| Can I include my<br>spouse and have<br>them benefit<br>from an income<br>guaranteed for life? | Yes, you can include your spouse.<br>Your spouse, if included, is known as<br>a Reversionary Beneficiary.  | A Reversionary Beneficiary continues to receive your income and<br>becomes the policyholder when you pass away if your Reversionary<br>Beneficiary survives you. If you commence Lifelncome with<br>superannuation money, a 'Reversionary Beneficiary' must be your<br>spouse as legally defined in Australian superannuation law and can<br>only be included during the application process. You cannot choose<br>to add or change a Reversionary Beneficiary once your Lifelncome<br>has commenced. You can choose to remove your Reversionary<br>Beneficiary at any time, but this will not change your Income Units,<br>unless you have chosen a Lifelncome Flex percentage (see page 24).<br>Nominating a Reversionary Beneficiary will affect your Annualised<br>First Year Income when you commence Lifelncome. Your<br>Reversionary Beneficiary's date of birth and gender are taken into<br>account because the income stream will continue to be paid to your<br>Reversionary Beneficiary after you pass away. As such, adding a<br>Reversionary Beneficiary may reduce your Income Units. |
|   |  | If you want to nominate a Reversionary Beneficiary who is under 50 or over 95 years of age, you will need to contact Generation Life.  |
| Can I include<br>anybody besides<br>a spouse and<br>have them benefit<br>from an income       | If you commence LifeIncome with<br>non-superannuation money, your<br>Reversionary Beneficiary can be your<br>spouse or any person between 50 and<br>95 years of age.                   | In this situation, your Reversionary Beneficiary could be a child,<br>sibling or any other person whom you wish to receive an income<br>guaranteed for life, after you die.<br>As above, you cannot choose to add or change a Reversionary<br>Beneficiary once your LifeIncome has commenced.  |
| guaranteed for life?  |  | If you want to nominate a Reversionary Beneficiary who is under 50 or over 95 years of age, you will need to contact Generation Life.  |
| How much can I<br>invest?   | Minimum investment:<br>\$10,000.<br>Maximum investment:<br>Equal to the current General Transfer<br>Balance Cap (superannuation money).<br>\$5 million<br>(non-superannuation money).* | The maximum investment amount with superannuation money is equal to the current General Transfer Balance Cap, which is \$1.9 million from 1 July 2023. For information on the Transfer Balance Cap, see page 58.<br>*If you want to invest an amount in excess of \$5 million, you will need to contact Generation Life.   |
| How do I invest?  | Non-superannuation money<br>BPAY ® or direct debit.<br>Superannuation money<br>Rollover(s).  | If you use personal savings, your initial investment can be made<br>using BPAY ® or direct debit. Generation Life will provide you with<br>the biller code and your unique customer reference number at the<br>time of application. Should you prefer direct debit you can complete<br>the direct debit authorisation of the Application Form.   |
|   | ® Registered to BPAY Pty Ltd ABN 69 079<br>137 518   | If you invest with superannuation money, you will need to rollover<br>your initial investment from a superannuation fund(s). This is done<br>electronically via the Australian Taxation Office's ('ATO') SuperStream<br>network which all super funds must use. This will be arranged for<br>you during the application process.   |

| Key questions  | Short answer   | The details  |
|--|--|--|
| How often can I receive payments?  | Monthly.   | Monthly income is paid on the 15th day of each month. Where the 15th day is not a Business Day, you will be paid on the preceding Business Day.  |
|  | Fortnightly.   | You have the choice of fortnightly payments being made in line with the Centrelink payment schedule or the alternate fortnight.  |
|  |  | At this stage, you cannot change your payment frequency.   |
|  |  | Payments are made by electronic transfer to your nominated bank, building society or credit union account.   |
| When will I get my first payment?  | This depends on when Generation Life receives cleared application funds.   | Generally, if cleared application funds are received before 12pm, two<br>Business Days before the next payment date, you will receive your<br>first income payment on the next payment date.   |
| Will my regular<br>income payment<br>amount change from<br>year to year?                                       | Yes, from one Financial year to the next.  | At commencement and at the start of each Financial year,<br>Generation Life will calculate your annual income and your regular<br>income payment amount which is guaranteed to be paid for that<br>Financial year.   |
|  |  | Your annual income amount can rise and fall from one Financial year to the next, as it is linked to the performance of the investment option(s) chosen, LifeBooster and, in some cases, the Lifetime Income Protection Provision.  |
| Can I switch<br>between investment<br>options?   | Yes.   | You can switch between investment options at any time, with the exception of the period between midday on the third last Business Day of the Financial year and the end of the Financial year. Switches can be made provided that the minimum held in any investment option, determined at the time of the switch, is at least 1% of the value of your Income Units. There is no limit to the number of switches you can make.   |
|  |  | Switches will not impact your current Financial year's income. When you switch, the number of Income Units will change, because the unit prices of each investment option will be different. For example, if you had 4,000 Income Units in an investment option with a unit price of \$1.08 (income of \$4,320), and you wanted to switch all your units to an investment option with a unit price of \$1.00, you would have 4,320 Income Units after the switch (income of \$4,320). Your next year's annual income will then be calculated using 4,320 Income Units. |
|  |  | Switches from the MCP Wholesale Investments Trust are subject to different timing rules because of liquidity constraints (see page 62).  |
| How long will I  | We guarantee payments for your   | LifeIncome pays you an income for as long as you live.   |
| receive payments?  | lifetime and, thereafter, the lifetime of<br>your Reversionary Beneficiary, if you<br>choose.  | If you include a Reversionary Beneficiary, when you pass away LifeIncome pays an income to them for as long as they live.  |
| If I nominate a<br>Reversionary<br>Beneficiary, what<br>income will my<br>Reversionary<br>Beneficiary receive? | You can choose the percentage of<br>Income Units your Reversionary<br>Beneficiary will receive. The options<br>are 50%, 65%, 75% and 100%. | Where you choose 100%, 100% of Income Units will be paid to your Reversionary Beneficiary.   |
|  |  | Where you choose a LifeIncome Flex percentage, Income Units will<br>be reduced to 75%, 65% or 50% after you or your Reversionary<br>Beneficiary pass away. The benefit of choosing a LifeIncome Flex<br>percentage is that your Starting Income will be higher.  |
|  |  | The timing of when the percentage of Income Units change is described on page 32.  |

| Key questions   | Short answer  | The details   |
|---|---|---|
| Will my family<br>receive anything<br>back when I pass<br>away? | A lump sum Death Benefit is payable<br>if you (and your Reversionary<br>Beneficiary) pass away within your<br>Death Benefit Period. | The Death Benefit is a lump sum payment made to your (or, if applicable, your Reversionary Beneficiary's) nominated beneficiaries or estate.  |
|   |   | If you (and, if applicable, your Reversionary Beneficiary) pass away<br>after the Death Benefit Period has expired, then no Death Benefit is<br>payable. The Death Benefit is described in more detail on page 26.  |
| Can I add more<br>money to my<br>LifeIncome?                    | No.   | You cannot add more money into your LifeIncome after it has commenced. You can, however, commence a new LifeIncome.   |
| Liteincome:   |   | You can commence more than one LifeIncome.  |
| Can I withdraw from my LifeIncome?                              | A Withdrawal Benefit is available within the Withdrawal Period.   | We understand that your financial situation may change in the future, so you do have the right to withdraw your LifeIncome during a Withdrawal Period.  |
|   | The Withdrawal Period is equal to<br>your Death Benefit Period. If your<br>LifeIncome has the LifeIncome Flex                       | The 14-day regulatory cooling-off period is described in more detail on page 67.  |
|   | feature your Withdrawal Period is six<br>months from the commencement of<br>your policy.  | All Withdrawal Benefits are subject to the maximum allowable limit<br>under superannuation and social security law, which is known as<br>the Capital Access Schedule ("CAS"). More information on the CAS<br>is contained on page 30.   |
|   |   | If your LifeIncome has the LifeIncome Flex feature, the Withdrawal<br>Period is six months from the commencement of your policy. If<br>this is the case, the Withdrawal Benefit will be the investment<br>amount adjusted for market movements in the unit price(s) of the<br>investment option(s) chosen, less any fees and costs, taxes and<br>duties and advisor fees not recoverable by Generation Life. Any<br>income payments already paid to you will also be deducted from<br>the amount refunded. Our management and administration fees<br>and insurance expense for the period will not be refunded. |
|   |   | For all other LifeIncome policies the Withdrawal Period is equal to your Death Benefit Period. The Withdrawal Benefit will be 90% of the Death Benefit, both of which are described in detail on page 26.   |
|   |   | If you choose to access a Withdrawal Benefit, your LifeIncome will<br>be closed, and no further income payments will be made to you.<br>After the end of the relevant Withdrawal Period described above,<br>no withdrawals are possible. You are unable to make a partial<br>withdrawal at any time.  |
|   |   | If your LifeIncome is funded by superannuation money, you can<br>choose whether to rollover your Withdrawal Benefit or have it paid<br>to you as a lump sum.  |
|   |   | If you choose to include a Reversionary Beneficiary in your<br>LifeIncome policy, you can elect to waive your Reversionary<br>Beneficiary's right to elect to receive a Withdrawal Benefit from<br>LifeIncome by advising us of this election (even after your policy<br>commences).  |
|   |   |   |



# The power of LifeBooster

LifeBooster is a key benefit of LifeIncome that enables you to receive more income in the early years of your retirement.

To enable you to tailor your income requirements over time, LifeIncome offers two LifeBooster rates of 5% and 2.5%, which optimise starting income while still allowing your income to grow over the life of your investment. For retirees, this means:

- · your starting income is much higher than if no LifeBooster was applied,
- · your investment is paid back to you in the form of cumulative income sooner, and
- you receive more income in the early years of your investment when you are more active and able to enjoy it.

The concept of LifeBooster has been utilised in investment-linked lifetime annuity products across the world for many years.

# How LifeBooster works

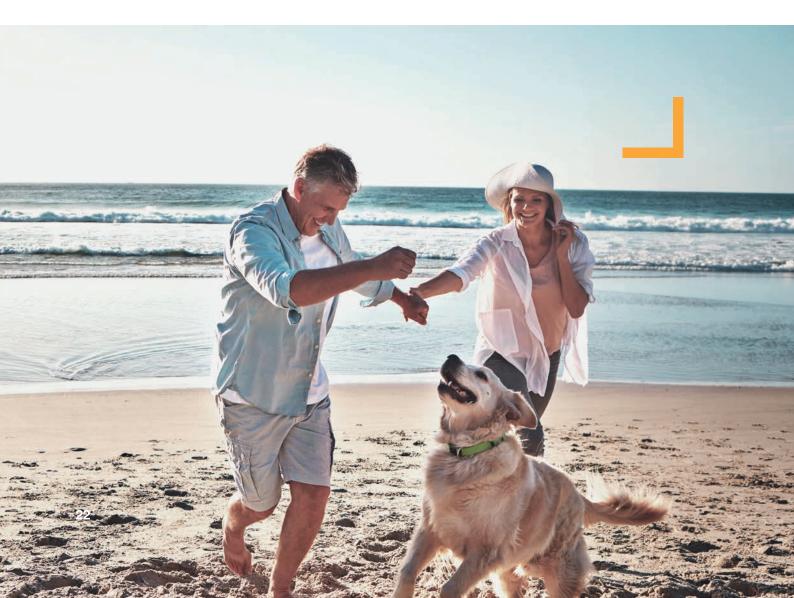
LifeBooster is a rate of return that is used to calculate your starting income and brings forward future income. The higher the LifeBooster rate used, the higher your starting income.

Instead of your income growing each year in line with full investment returns, future investment returns are discounted by the LifeBooster rate. LifeIncome has a higher starting income, and future income growth is achieved when net investment returns, discounted by the LifeBooster rate, is positive.

LifeIncome offers two LifeBooster rates; 5% and 2.5%.

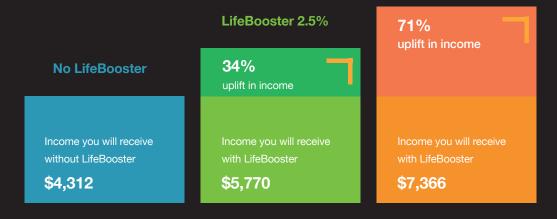
- Where a 5% LifeBooster rate is used, starting income is higher, but future growth is potentially more modest.
- Where a 2.5% LifeBooster rate is used, starting income is not as high, but your potential for future growth is greater.

To illustrate the benefits, let's compare how LifeIncome would work with and without LifeBooster.



#### **First Year Annualised Income**

### LifeBooster 5%



Assumptions: 67-year-old-male, \$100,000 investment, LifeBooster rate 2.5% and 5%.

#### Comparing cumulative income

The graph below demonstrates that cumulative income is higher in the earlier years of your investment and that you receive your investment back sooner in the form of income when LifeBooster is applied.



Assumptions: Male 67 years old, initial investment \$100,000 and LifeBooster rate of 2.5% and 5%. Assumed gross return of 7% p.a. Estimated total fees, expenses and costs of 1.22%, and the impact of discounting the returns by the LifeBooster rate of 2.5% p.a and 5% p.a. The assumed gross return of 7% is for illustrative purposes only and does not represent any actual or future performance expectations.

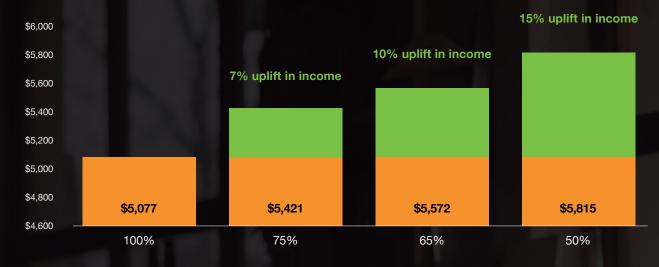
# LifeIncome Flex

### The Benefit of LifeIncome Flex

At the time you apply for Lifelncome, you can choose to include a Reversionary Beneficiary. With Lifelncome Flex, you can choose to increase starting income in return for reducing the number of Income Units you or your Reversionary Beneficiary receive upon the death of you or your Reversionary Beneficiary. The graphs on page 25 show the increase in starting income if different Lifelncome Flex percentages are chosen.

The benefit of LifeIncome Flex is that you receive more income while you and your Reversionary Beneficiary are both alive. As spending needs may change after the death of you or your Reversionary Beneficiary, so may your income requirements.

# Comparing First Year Annualised Income with LifeIncome Flex



LifeIncome Flex with a LifeBooster rate of 2.5%

Assumptions: Policy Owner: Male 67 years old, Reversionary Beneficiary: Female 67 years old, initial investment \$100,000, LifeBooster 2.5%



#### LifeIncome Flex with a LifeBooster rate of 5%

Assumptions: Policy Owner: Male 80 years old, Reversionary Beneficiary: Female 75 years old, initial investment \$100,000, LifeBooster 5%.

The benefit of choosing LifeIncome Flex is that you and your Reversionary Beneficiary can receive higher starting income and greater cumulative income while you are both alive. The lower the LifeIncome Flex percentage you choose the greater the starting income you will receive.

When you or your Reversionary Beneficiary die, Income Units reduce, which also reduces the Death Benefit payable. The timing of the reduction of Income Units is described on page 32. If you remove your Reversionary Beneficiary when you have chosen Lifelncome Flex, your Income Units will also reduce.

# **Death Benefit options**

At the time you apply, Lifelncome offers two choices to you with regards to what happens to your Lifelncome when you pass away. You can choose for your nominated beneficiaries or your estate to receive a lump sum payment only, or you can choose for your Lifelncome to continue to be paid to your Reversionary Beneficiary for as long as they live. Under this choice, a lump sum payment may also be paid in some cases.

# **Death Benefit payment**

A lump sum Death Benefit is payable if you pass away within your Death Benefit Period. If your application includes a Reversionary Beneficiary, then the Death Benefit is payable on the passing of the last life if it is within the Death Benefit Period.

The Death Benefit Period is determined at the commencement of your Lifelncome based on your age. Your Reversionary Beneficiary's age, if you have chosen to include a Reversionary Beneficiary, is not considered when calculating the Death Benefit Period. This period commences when you start your Lifelncome and is measured in complete years as per the table below.

In the first 12 months of LifeIncome, the Death Benefit amount equals your initial investment adjusted for market movements in the unit price(s) of the investment option(s) chosen, less any fees and costs, taxes and duties, and adviser fees not recoverable by Generation Life. Any income payments already made will also be deducted. If you pass away within the 14 day cooling-off period, our fees and expenses will be refunded.

After 12 months, the Death Benefit amount starts to gradually decline to zero by the end of your Death Benefit Period.

No Death Benefit is payable after the Death Benefit Period expires.

The Death Benefit may be limited to an amount as defined in superannuation and social security legislation. Refer to the section below titled 'Limits on the amount that can be paid to you as a lump sum'.

The Death Benefit amount will be determined using the unit price of your chosen investment option(s) on the day that we receive satisfactory evidence that you have passed away. Exceptions apply when you are invested in the MCP Wholesale Investments Trust (see page 62).

Upon commencement of your Lifelncome, your Investment Confirmation Statement will show the Death Benefit Period. The estimated Death Benefit payable on 30 June each year will be shown on your Annual Statement.

If you have included a Reversionary Beneficiary and they outlive you, your LifeIncome will pass to your Reversionary Beneficiary in the event of your death. Regular income payments will continue to be paid to them for as long as they live.

Your Reversionary Beneficiary may choose to take a Withdrawal Benefit in the Withdrawal Period, unless you have elected that your Reversionary Beneficiary cannot access a Withdrawal Benefit.

If your Reversionary Beneficiary subsequently passes away during your Death Benefit Period, then the Death Benefit would be payable to their estate or nominated beneficiaries.

To illustrate, we have calculated examples of Death Benefits payable for a male and a female at the ages of 67, 72 and 77 years at the commencement of a LifeIncome to demonstrate how the Death Benefit changes over time (see Death Benefit Illustration on page 28).

If you choose a Reversionary Beneficiary policy with a LifeIncome Flex percentage and a change in the Income Units has occurred, the lump sum Death Benefit amount also reduces in line with that reduction (please see section 'Timing of Reduction' on page 32).

Rules around beneficiaries are described on page 30.

# **Death Benefit Period Table**

The age in the table below is the age of policyholder on the 15th of the month of policy commencement.

| Age | Years from<br>commencement |      | Age |        | Years from<br>commencement |    |        | Years from commencement |  |
|-----|----------------------------|------|-----|--------|----------------------------|----|--------|-------------------------|--|
|     | Female                     | Male |     | Female | Male                       |    | Female | Male                    |  |
| 50  | 20                         | 19   | 66  | 15     | 15                         | 81 | 9      | 8                       |  |
| 51  | 20                         | 19   | 67  | 15     | 14                         | 82 | 9      | 7                       |  |
| 52  | 19                         | 19   | 68  | 15     | 14                         | 83 | 8      | 7                       |  |
| 53  | 19                         | 19   | 69  | 14     | 14                         | 84 | 7      | 6                       |  |
| 54  | 19                         | 18   | 70  | 14     | 14                         | 85 | 7      | 6                       |  |
| 55  | 19                         | 18   | 71  | 14     | 13                         | 86 | 6      | 5                       |  |
| 56  | 18                         | 18   | 72  | 13     | 13                         | 87 | 6      | 5                       |  |
| 57  | 18                         | 18   | 73  | 13     | 12                         | 88 | 5      | 5                       |  |
| 58  | 18                         | 17   | 74  | 13     | 12                         | 89 | 5      | 4                       |  |
| 59  | 18                         | 17   | 75  | 12     | 12                         | 90 | 4      | 4                       |  |
| 60  | 17                         | 17   | 76  | 12     | 11                         | 91 | 4      | 4                       |  |
| 61  | 17                         | 16   | 77  | 11     | 10                         | 92 | 4      | 3                       |  |
| 62  | 17                         | 16   | 78  | 11     | 10                         | 93 | 3      | 3                       |  |
| 63  | 16                         | 16   | 79  | 11     | 9                          | 94 | 3      | 3                       |  |
| 64  | 16                         | 15   | 80  | 10     | 9                          | 95 | 3      | 3                       |  |
| 65  | 16                         | 15   |     |        |                            |    |        |                         |  |

# **Death Benefit Illustration**

The following tables provide indicative values for a \$100,000 net investment in LifeIncome made on 1 April 2023. The first table assumes a 2.5% LifeBooster rate and the second table assumes a 5% LifeBooster rate.

#### LifeBooster 2.5%

| If death occurred at the end of financial year: | Age 67 at time of investment |             | Age 72 at time o | of investment | Age 77 at time of investment |             |
|---|------------------------------|-------------|------------------|---------------|------------------------------|-------------|
|   | Single Female                | Single Male | Single Female    | Single Male   | Single Female                | Single Male |
| 1   | \$98,630                     | \$98,558    | \$98,428         | \$98,356      | \$98,136                     | \$98,021    |
| 2   | \$96,318                     | \$95,890    | \$95,208         | \$94,915      | \$93,627                     | \$92,901    |
| 3   | \$92,215                     | \$91,247    | \$89,952         | \$89,674      | \$86,797                     | \$85,021    |
| 4   | \$87,750                     | \$86,209    | \$84,261         | \$84,001      | \$79,434                     | \$76,540    |
| 5   | \$82,906                     | \$80,756    | \$78,114         | \$77,874      | \$71,511                     | \$67,430    |
| 6   | \$77,661                     | \$74,864    | \$71,488         | \$71,268      | \$62,999                     | \$57,658    |
| 7   | \$71,996                     | \$68,514    | \$64,357         | \$64,159      | \$53,870                     | \$47,192    |
| 8   | \$65,888                     | \$61,680    | \$56,697         | \$56,522      | \$44,092                     | \$35,998    |
| 9   | \$59,316                     | \$54,338    | \$48,481         | \$48,332      | \$33,632                     | \$24,038    |
| 10  | \$52,256                     | \$46,464    | \$39,681         | \$39,559      | \$22,458                     | \$11,276    |
| 11  | \$44,683                     | \$38,030    | \$30,268         | \$30,175      | \$10,535                     | \$-         |
| 12  | \$36,573                     | \$29,009    | \$20,212         | \$20,150      | \$-                          | \$-         |
| 13  | \$27,897                     | \$19,371    | \$9,481          | \$9,452       | \$-                          | \$-         |
| 14  | \$18,629                     | \$9,087     | \$-              | \$-           | \$-                          | \$-         |
| 15  | \$8,739                      | \$-         | \$-              | \$-           | \$-                          | \$-         |
| 16  | \$-                          | \$-         | \$-              | \$-           | \$-                          | \$-         |
| 17  | \$-                          | \$-         | \$-              | \$-           | \$-                          | \$-         |
| 18  | \$-                          | \$-         | \$-              | \$-           | \$-                          | \$-         |

#### LifeBooster 5%

| If death occurred at the end of financial year: | Age 67 at time of investment |             | Age 72 at time o | finvestment | Age 77 at time of investment |             |
|---|------------------------------|-------------|------------------|-------------|------------------------------|-------------|
|   | Single Female                | Single Male | Single Female    | Single Male | Single Female                | Single Male |
| 1   | \$98,231                     | \$98,158    | \$98,040         | \$97,967    | \$97,757                     | \$97,641    |
| 2   | \$92,066                     | \$91,652    | \$91,037         | \$90,746    | \$89,543                     | \$88,834    |
| 3   | \$86,045                     | \$85,138    | \$83,963         | \$83,694    | \$81,034                     | \$79,363    |
| 4   | \$79,930                     | \$78,522    | \$76,779         | \$76,533    | \$72,394                     | \$69,746    |
| 5   | \$73,719                     | \$71,803    | \$69,483         | \$69,261    | \$63,622                     | \$59,981    |
| 6   | \$67,411                     | \$64,980    | \$62,075         | \$61,876    | \$54,715                     | \$50,068    |
| 7   | \$61,006                     | \$58,052    | \$54,553         | \$54,378    | \$45,672                     | \$40,004    |
| 8   | \$54,501                     | \$51,018    | \$46,915         | \$46,765    | \$36,492                     | \$29,788    |
| 9   | \$47,897                     | \$43,875    | \$39,161         | \$39,036    | \$27,172                     | \$19,418    |
| 10  | \$41,191                     | \$36,624    | \$31,290         | \$31,190    | \$17,713                     | \$8,892     |
| 11  | \$34,383                     | \$29,262    | \$23,299         | \$23,224    | \$8,111                      | \$-         |
| 12  | \$27,472                     | \$21,789    | \$15,188         | \$15,139    | \$-                          | \$-         |
| 13  | \$20,456                     | \$14,204    | \$6,955          | \$6,933     | \$-                          | \$-         |
| 14  | \$13,335                     | \$6,504     | \$-              | \$-         | \$-                          | \$-         |
| 15  | \$6,106                      | \$-         | \$-              | \$-         | \$-                          | \$-         |
| 16  | \$-                          | \$-         | \$-              | \$-         | \$-                          | \$-         |
| 17  | \$-                          | \$-         | \$-              | \$-         | \$-                          | \$-         |
| 18  | \$-                          | \$-         | \$-              | \$-         | \$-                          | \$-         |

Important information and assumptions: The above amounts are shown for illustrative purposes only, based on an annual return of 7% less estimated total fees, expenses and costs of 1.22% and the impact of discounting investment performance by LifeBooster rates of 2.5% (first table) and 5% (second table). In reality, the performance of your investment option(s) will be different to this assumption and so the actual Death Benefit would be higher or lower than the figures in the table. If investment returns are very high, then the amount of your Death Benefit could potentially be capped according to the CAS.

# Limits on the amount that can be paid to you as a lump sum

Innovative income streams, such as LifeIncome, are designed to ensure the conversion of a lump sum investment to regular income payments provided throughout retirement for as long as the investor lives. Tax concessions and concessional social security assessment, as described in this PDS, are dependent on these income streams meeting certain legislative requirements under the Superannuation Industry (Supervision) Act 1993 and Regulations 1994, the Social Security Act 1991, the Veterans' Entitlements Act 1986 and the Income Tax Assessment Acts 1936 and 1997. One such requirement seeks to protect the capital supporting the income stream by imposing maximum limits on the amount that can be paid to you as a lump sum (referred to in the legislation as a 'commutation'). This is known as the CAS.

A 'commutation' is a lump sum payment – regular income payments are not commutations. Generally, LifeIncome only pays commutations when you choose to exercise your cooling-off or withdrawal rights or if you pass away and a Death Benefit is payable.

If you are withdrawing from LifeIncome within the 14 day cooling-off period, the maximum amount Generation Life can pay to you is your investment amount less any reasonable transaction costs, taxes and duties not recoverable by Generation Life.

If you pass away within the first half of your life expectancy<sup>5</sup> period, the maximum Death Benefit payable is your investment amount.

Otherwise, if you pass away in the second half of your life expectancy, the maximum benefit payable is calculated on a declining straight-line basis over your life expectancy period. The maximum commutation value is calculated by dividing your investment amount by your life expectancy and then multiplying this by the remaining life expectancy at the time of withdrawal.

If you are withdrawing during the Withdrawal Period, with the LifeIncome Flex feature, your Withdrawal Benefit will be the investment amount adjusted for market movements in the unit price(s) of the investment option(s) chosen, less any fees and costs, taxes and duties and advisor fees not recoverable by Generation Life. Any income payments already paid to you will also be deducted from the amount refunded. Our management and administration fees and insurance expense for the period will not be refunded.

For all other LifeIncome policies within the Withdrawal Period, the Withdrawal Benefit will be 90% of the Death Benefit which is described in detail on page 26.

Under the CAS, any commutation is only allowed within your life expectancy period. The legislative requirements prohibit any commutations after this period.

A Death Benefit, Withdrawal Benefit or amount paid to you if you exercise your cooling-off rights will be calculated as described in those sections. However, Generation Life will restrict any withdrawal paid to the maximum determined under the CAS in all circumstances.

# Choosing a beneficiary

A Death Benefit can be payable to your (or, if applicable, your Reversionary Beneficiary's) nominated beneficiary (or beneficiaries). If a beneficiary is not nominated, any Death Benefit will be paid to your or your Reversionary Beneficiary's estate.

The rules for nominated beneficiaries are different depending on whether you open your LifeIncome with superannuation money or non-superannuation money.

When you commence your LifeIncome with superannuation money, a beneficiary must be a dependant at the time of the nomination and at the time of your death. A 'dependant' means any person who is:

- your spouse
- your child (including stepchild and adopted child)
- in an interdependency relationship with you.

If you open LifeIncome with non-superannuation money, the dependant rules that apply to superannuation don't apply. Any individual or legal entity can be nominated as a beneficiary.

Your life expectancy is determined at the commencement of LifeIncome. If you choose a Reversionary Beneficiary, their life expectancy is ignored for the purposes of determining the maximum withdrawal under the CAS. For more information on life expectancy please see the Australian Government Actuary website.

If you nominate more than one beneficiary, you should nominate the proportion of any benefit that each beneficiary should receive. If a beneficiary predeceases you or is no longer eligible in the case of superannuation money, their proportion will be distributed pro rata to the remaining beneficiaries. If all beneficiaries predecease you, any Death Benefits payable are paid to your estate.

Your nominated beneficiaries can be updated at any time. If you nominate a Reversionary Beneficiary, your nominated beneficiaries will automatically be removed upon your death and your Reversionary Beneficiary may nominate their own beneficiaries as per the rules above.

# **Reversionary Beneficiary**

For greater peace of mind, you may choose a Reversionary Beneficiary to receive your income after you pass away for as long as they live.

Where you commence Lifelncome with superannuation money, a Reversionary Beneficiary must be your spouse, both at the time of application and at your death. A 'spouse' is defined as follows:

- Another person, whether of the same or a different sex, with whom the person is in a relationship that is registered under a law.<sup>6</sup>
- Another person who, although not legally married to the person, lives with the person on a genuine domestic basis in a relationship as a couple.

Where you commence LifeIncome with non-superannuation money, your Reversionary Beneficiary can be any person.

Your Reversionary Beneficiary at commencement must be between 50 and 95 years old. If you want to nominate a Reversionary Beneficiary who is under 50 or over 95 years of age, you will need to contact Generation Life.

Choosing a Reversionary Beneficiary will impact the calculation of your First Year's Annualised Income and your Income Units. This is because the date of birth and gender of your Reversionary Beneficiary is considered in this calculation, as your LifeIncome is paid across both lives and not just one.

Your Lifelncome Flex percentage is also considered in the calculation of your First Year's Annualised Income and Income Units. You must make this choice when you commence your Lifelncome. You cannot add a Reversionary Beneficiary after your Lifelncome has commenced. You can remove a Reversionary Beneficiary from your Lifelncome, but this will not change your Income Units unless you have chosen a Lifelncome Flex percentage. You cannot change your Lifelncome Flex percentage after your Lifelncome has commenced.

Your Death Benefit Period is determined by only your age and gender at the commencement of LifeIncome. The Reversionary Beneficiary's details are not considered.

When you pass away, if your Reversionary Beneficiary has predeceased you, or is no longer your spouse (where you have commenced LifeIncome with superannuation money), income payments will cease, but a Death Benefit will be payable to your nominated beneficiary(ies) or estate, if your Death Benefit Period has not expired. If you pass away after your Death Benefit period has expired, no Death Benefit will be payable.

Your Reversionary Beneficiary becomes the policyholder when you pass away, and your LifeIncome income will be paid to them for as long as they live. In such circumstances, your nominated beneficiaries would be removed, and your Reversionary Beneficiary can add their own nominated beneficiaries if they wish.

If you commenced your LifeIncome with superannuation money, when LifeIncome is transferred to your Reversionary Beneficiary, Generation Life will report the transfer to the ATO. The value of the LifeIncome at that date will generally count towards your Reversionary Beneficiary's Transfer Balance Cap 12 months from the date of your death. You should consider this when choosing this option. See the information on the Superannuation Transfer Balance Cap in the 'Tax and Social Security' section on page 57 of this PDS and discuss this with your financial adviser.

If your Reversionary Beneficiary passes away before the end of the Death Benefit Period, then a lump sum Death Benefit is payable to their nominated beneficiaries or estate.

6. 'Spouse' as registered under a law of a State or Territory prescribed for the purposes of section 2E of the Acts Interpretation Act 1901 as a kind of relationship prescribed for the purposes of that section.

# When Income Units reduce if you choose a LifeIncome Flex percentage

If you have commenced a policy with a Reversionary Beneficiary with a 100% income percentage, your Income Units will not reduce, on either your death or the death of your Reversionary Beneficiary.

In return for a higher starting income, LifeIncome Flex lets you elect that you or your Reversionary Beneficiary receive 75%, 65% or 50% of Income Units on either your death or the death of your Reversionary Beneficiary. The reduction of Income Units does not happen immediately to enable us to give notice to the survivor, finalise paperwork and ensure that the policy is not overly penalised by an early death. This reduction will not take place until either the sixth Annual Income Reset or the next annual income reset six months after the death of you or your Reversionary Beneficiary, whichever comes first.

#### Example 1

If you commenced your LifeIncome policy on 30 November 2023 and you or your Reversionary Beneficiary died on 1 April 2027, the Income Units would not reduce until the 1 July 2029 Annual Income Reset.

#### Example 2

If you commenced your LifeIncome policy on the 1 February 2024 and you or your Reversionary Beneficiary died on 1 April 2031, the Income Units would not reduce until the 1 July 2032 Annual Income Reset.

If you remove your Reversionary Beneficiary, which includes divorce where you have commenced your policy with superannuation money, your Income Units will reduce in line with these rules.

Failing to notify Generation Life of the death of you or your Reversionary Beneficiary in a timely manner may result in overpaid income payments, which will be recovered.

### How Death Benefits are taxed

If you pass away within the Death Benefit Period and you do not have a Reversionary Beneficiary, then a lump sum Death Benefit is payable to your nominated beneficiaries or your estate.

#### Death Benefit paid to your estate

The tax payable on a lump sum Death Benefit is different depending on whether you have established your LifeIncome with superannuation or non-superannuation money. Where a payment is made to your estate, Generation Life will not withhold any tax. The tax impact of the benefit will need to be determined by your estate.

Income tax laws can change from time to time and the following outlines the current position.

#### Death Benefit paid to your nominated beneficiary

#### Superannuation

The lump sum Death Benefit payable is generally tax free if paid to a nominated beneficiary that is a tax dependant as of the date of your death. A tax dependant can include:

- Your spouse (as defined by law) or ex-spouse
- Your child (under 18 years of age or otherwise financially dependent on you and includes an adopted child or stepchild)
- Someone who is financially dependent on you (i.e. you contribute necessary financial support to maintain that person)
- Someone in an interdependency relationship with you<sup>7</sup>
- Any other person who is dependent on you.

If a lump sum Death Benefit amount were paid to a nondependant, its taxable component may be subject to the beneficiary's marginal tax rate (including the Medicare levy) up to 17%. If paid via the estate, the trustee of the estate pays the tax on behalf of the beneficiaries – paying the same amount of tax as if paid directly to the beneficiaries (but excluding the Medicare levy).

In the event your beneficiary elects to receive the Death Benefit as a rollover, no tax is payable at the time of rollover.

#### **Non-Superannuation**

Generally, the portion regarded as a repayment of capital is tax free. Any excess may be taxable. However, subject to any independent tax advice sought, your beneficiaries may be required to include any net excess amount they receive as an assessable amount in their tax return.

<sup>7.</sup> An interdependency relationship is a close personal relationship between two people who live together, where one or both provides for the financial, domestic and personal support of the other (or who would meet these conditions except they are temporarily living apart due to either or both of them suffering from a physical, intellectual or psychiatric disability).

# **Commencing and maintaining LifeIncome**

# **Commencing LifeIncome**

To commence Lifelncome, you will need to complete an online Application Form with your financial adviser. The inside back cover of this PDS describes the application process and provides a checklist of key documents and information you will need to have with you before you commence the application.

As part of the application process, Generation Life will create your online access for your LifeIncome. All ongoing communication with you regarding your LifeIncome will be electronic via email and through your online account.

At the completion of the application and once we have received and invested your application monies, you will receive an Investment Confirmation Statement that will contain important information about your LifeIncome. This will include:

- Your Annualised First Year Income Amount.
- Your Guaranteed Annual Income Units.
- The amount of income payable for the remainder of the Financial year.
- Your regular income payment amount and payment frequency.
- The date of your first income payment.
- Your chosen LifeBooster rate.
- Reversionary Beneficiary information (if nominated) and LifeIncome Flex percentage.

# Managing LifeIncome is simple

Once your Lifelncome has been established, you will be able to access your account via our Investor Online portal at <u>www.secure.genlife.com.au</u>. At all times you and your financial adviser will have access to the latest information on your investment and be able to track your investment at any time. You can view your annual income amount, Income Units, your nominated beneficiaries and other investment information. You will also be able to access online resources via our website, <u>www.genlife.com.au</u>, including forms to help you manage your investment and initiate switching, change your nominated beneficiaries or remove your Reversionary Beneficiary.

#### **Annual information**

After the end of each Financial year, we will issue you an Annual Statement, made available via your online account. Your statement will include your investment information, including payments made in the previous year, annual income for the new Financial year, your regular income payment amount and frequency for the new Financial year, Income Units and 30 June unit price(s), your Estimated Death Benefit payable as at 30 June and other investment information.

You will also be issued a Centrelink Schedule. If we have withheld tax from your income payments, we will issue you a pay as you go (PAYG) payment summary.

#### **Online information**

You'll be able to view:

- Your annual income amount.
- Your Income Units.
- How much income is payable for the remainder of the Financial year.
- · Your regular income payment amount.
- When your next payment is due.
- What your annual income is projected to be the next Financial year.
- · Reversionary Beneficiary or nominated beneficiaries.

#### **Transactions**

You can access forms and online resources via our website, <u>www.genlife.com.au</u> to:

- Change your personal details, including your bank account detail, as well as update your nominated beneficiaries.
- Update your Adviser Representative details.
- Enable your Reversionary Beneficiary to transfer the Lifelncome into their name upon your passing.
- Enable your nominated beneficiary(ies) or Executor of your estate to claim the Death Benefit upon your passing.

#### **Annual Statements**

After the end of each Financial year, we will issue you an Annual Statement, including:

- · Payments made in the last year.
- Annual income for the new Financial year.
- Regular income payment amount and frequency for the new Financial year.
- Income Units and 30 June unit price(s).
- Estimated Death benefit payable as at 30 June.

### **Dollar Cost Averaging facility**

This facility lets you set a period to implement a Dollar Cost Averaging investment approach for your LifeIncome investment, on a monthly basis over a minimum of two and a maximum of 12 months. As your progressive investments will be applied for at varying prices, the cost of gaining exposure to the particular investment option(s) is 'averaged' over time.

Your investment will be initially invested in the Generation Life Cash & Deposits Portfolio (or another cash investment option as we determine from time to time) and progressively switched into your chosen final investment strategy over the selected number of months. The first Dollar Cost Averaging switch will occur at the time of your policy commencement, and second and subsequent switches will normally occur on the 22nd of each following month or the next Business Day. Your Dollar Cost Averaging facility will continue until your chosen final investment strategy has been reached. Your Dollar Cost Averaging facility can be cancelled at any time. If we receive a request to switch before your Dollar Cost Averaging facility has ended, your facility will be cancelled.

### **Continuity checking**

At least every six months, Generation Life may request evidence that you remain eligible to continue to receive regular payments, i.e. evidence of existence. Should evidence not be received in a reasonable time, Generation Life reserves the right to suspend or discontinue regular payments. Where a Reversionary Beneficiary has been nominated, they may also be required to provide evidence of their existence.

Where a Reversionary Beneficiary has been nominated, you may be required to confirm that you have not removed the Reversionary Beneficiary from the policy.

### When does LifeIncome end?

Your LifeIncome ends when you pass away or when you and your Reversionary Beneficiary pass away. Where regular payments are made after the date of the last death, Generation Life reserves the right to deduct overpayments from any Death Benefit payable and/or recover overpayments from the relevant estate.

Your LifeIncome also ends if you exercise your cooling-off or withdrawal rights.

# **Investment managers**

### Access to a range of investment managers to meet your risk and return objectives

We give you access to a range of leading Australian and international investment managers and provide you with the flexibility to change and switch investment options. You can build your own portfolio by investing in single asset investment options or use one of the diversified investment options to suit your desired risk profile.

Our selected investment managers are experienced and well regarded with a proven track record of delivering superior long-term performance. Generation Life regularly monitors and reviews its investment managers to ensure they continue to meet their stated objectives and our investment requirements. None of the investment managers listed below guarantees the payment of any income, the level of income or the return of your capital invested.

|                                      | AllianceBernstein (AB) is a leading global investment management and research firm. It brings together a wide range of insights, expertise and innovations to advance the interests of its clients around the world. As at 31 August 2023, AB managed US\$694 billion in assets for clients, providing diversified investment management services encompassing equities, fixed income, multi-asset and alternatives.  |
|--------------------------------------|---|
| Investment<br>Management             | Established in 2008, Ardea Investment Management is a specialist 'relative value' fixed investment manager. Ardea's differentiated pure 'relative value'investing approach offers a compelling alternative to conventional fixed income investments because it is independent of the prevailing interest rate environment and how bond markets are performing. Ardea believes the pure 'relative value' opportunity set is a proven reliable source of returns because it is driven by structural market inefficiencies that create new 'relative value' mispricing opportunities to profit from. Ardea focuses on delivering consistent volatility-controlled returns in order to strictly limit performance volatility and prioritise capital preservation, irrespective of the market environment. |
| BARROW HANLEY<br>GLOBAL INVESTORS    | Barrow, Hanley, Mewhinney & Strauss, LLC ('Barrow Hanley') is a leader in global value investing. Founded in 1979 and based in Dallas, Texas (USA), Barrow Hanley is a diversified investment management firm offering value-focused investment strategies spanning global equities and fixed income. Barrow Hanley enjoys a boutique culture with a singular focus to assist clients in meeting their investment objectives. Barrow Hanley is a 75% owned subsidiary of Perpetual Limited and a related party of Perpetual Investment Management Limited (PIML).   |
|                                      | PIML has appointed Barrow Hanley as the specialist investment manager for the Fund. Perpetual Corporate<br>Trust Limited (ABN 99 000 341 533, AFSL 392673) has appointed Barrow Hanley as its authorised<br>representative (Representative number 001283250) under its Australian Financial Services Licence.   |
| Bannelong Australian Equity Partners | Bennelong Australian Equity Partners (BAEP) is a boutique fund manager focused on investing in Australian listed equities. The business was founded in 2008 by Mark East in partnership with Bennelong Funds Management and is an award-winning and highly rated fund manager. As Chief Investment Officer, Mark East is responsible for the funds BAEP manages on behalf of its retail and institutional clients.  |
|                                      | About BlackRock   |
| BLACKROCK                            | BlackRock's purpose is to help more and more people experience financial well-being. As a fiduciary to investors and a leading provider of financial technology, Blackrock helps millions of people build savings that serve them throughout their lives by making investing easier and more affordable.  |
| DLACKRUCK                            | About iShares   |
|                                      | iShares unlocks opportunity across markets to meet the evolving needs of investors. With more than twenty<br>years of experience, a global lineup of 900+ exchange traded funds (ETFs) and US\$3.11 trillion in assets<br>under management as of September 30, 2023. iShares continues to drive progress for the financial industry.<br>iShares funds are powered by the expert portfolio and risk management of BlackRock.   |

| Dimensional                  | DFA Australia Limited (DFA Australia) is the manager and responsible entity of the Dimensional Wholesale Trusts. DFA Australia is the Australian subsidiary of the US-based Dimensional Fund Advisors LP (Dimensional), which was founded in 1981. Dimensional is a leading global investment firm that has been translating academic research into practical investment solutions since 1981. Dimensional has fourteen global offices in ten countries and global assets under management of A\$994 billion as at 31 December 2023. Guided by a strong belief in markets, we work to implement compelling ideas in finance for the benefit of clients. Dimensional seeks to deliver investment solutions that add value through careful design, implementation and execution. An enduring philosophy, strong client commitments and deep connections to the academic community underpin Dimensional's approach.  |
|------------------------------|---|
|                              | FIL Investment Management (Australia) Limited ('Fidelity') is a member of the group of companies known as Fidelity International. The parent company of Fidelity International, FIL Limited was founded in 1969 as the international arm of Fidelity Investments (founded in Boston, US in 1946). Fidelity International became independent of the US firm in 1980 and now invests AUD\$1,080m (as at 31 March 2023) on behalf of more than 2.8 million clients globally. Fidelity International remains a private company – predominantly owned by management and members of the founding family.  |
| HYPERION<br>ASSET MANAGEMENT | Hyperion Asset Management Limited (Hyperion) is a high conviction, growth style manager that specialises in identifying and investing in high-quality Australian and global equities. Hyperion's proprietary investment process aims to produce a relatively concentrated portfolio of high-quality companies with predictable long-term earnings streams and superior growth potential. Hyperion buys what it believes to be the highest quality growth businesses at an attractive valuation based on a thoroughly researched long-term view. Hyperion exploits other market participants' focus on the short-term, market sentiment and indices biases because Hyperion thinks and acts more like a business owner, rather than a share trader. The same team that developed Hyperion's proprietary investment process are shareholders in the company as well as having substantial personal investments in Hyperion's managed products. The result is that clients can feel confident Hyperion's objectives are fully aligned with theirs. As at 31 December 2023, the firm managed approximately A\$13 billion on behalf of its institutional and retail clients. |
| ML INVESTORS<br>MUTUAL LTD   | Investors Mutual Limited (IML) is a specialist Australian equities fund manager, established in 1998. IML's conservative, quality and value investment style driven by deep fundamental research aims to deliver attractive long-term returns for our clients, with both capital growth and income, at lower volatility than the market. IML is an affiliate of Natixis Investment Managers, a top 20 global investment manager.  |
| ASSET MANAGEMENT LIMITED     | Magellan is a specialist funds management business based in Sydney that manages global equity, global listed infrastructure and Australian equities strategies for high net worth, retail and institutional investors. Magellan is a wholly owned subsidiary of the ASX listed Magellan Financial Group (ASX code: MFG).  |
| METRICS                      | Metrics Credit Partners is Australia's leading specialist private debt manager, offering clients investments across private debt and credit, private equity and commercial real estate debt and equity. Metrics currently manages in excess of A\$14bn in AUM and has an experienced team of 125 employees with a presence in Sydney and Melbourne, Australia and Auckland, New Zealand.<br>Metrics directly originates, structures and manages private debt across the credit curve and across all loan market segments in Australia and New Zealand. Metrics has established a range of investment strategies designed to provide investors with access to diversified portfolios of private debt investments that seek to provide a stable capital value and attractive income.  |
| Mutual Limited               | Established in 2010, Mutual Limited is a cash, credit and fixed income investment manager based in Australia and independently owned. Mutual Limited is an active investment manager, with an investment approach that focuses on selecting securities that are considered creditworthy and offer the potential to deliver a reliable and safe return to investors. Mutual Limited has a long-term track record of performance and reliability across its investment strategies, specialising in managing funds for investors that are either conservative, prudentially supervised or who operate subject to regulated investment regimes.   |

| PENDAL            | Pendal Institutional Limited (Pendal) is an independent, global investment management business focused<br>on delivering superior investment returns for its clients through active management. Pendal offers investors<br>a range of Australian and international investment choices, including shares, property securities, fixed<br>income and cash strategies as well as multi-asset and responsible investments. To complement its in-<br>house expertise, Pendal also partners with leading global investment managers. Pendal Institutional Limited<br>is a wholly owned subsidiary of Perpetual Limited.   |
|-------------------|---|
| ΡΙΜΟΟ             | PIMCO Australia Pty Limited (PIMCO) is a member of the PIMCO Group, one of the largest investment managers in the world. As the investment manager, PIMCO will make investment decisions in relation to the funds. PIMCO Group's history dates back to 1971 when it was established as a specialist fixed interest manager. The PIMCO Group has its head office in the USA with offices located in Hong Kong, Toronto, Munich, Sydney, Singapore, Tokyo, London, Milan, São Paulo, Taipei, Zurich, Bermuda, Chicago, Solana Beach, Dublin, Miami and Shanghai.  |
| Schroders         | Schroders is one of the largest and most internationally diverse independent investment managers, providing investment management, research and marketing services from offices located in 29 countries across Europe, the Americas, Asia and the Middle East. Schroders in Australia was established in 1961, and its domestic research and investment teams are an integral part of Schroders' global network. As at 30 September 2023, Schroders managed over A\$1,370 billion (excluding joint ventures and associates) on behalf of clients around the globe.  |
| Stewart Investors | Stewart Investors is a semi-autonomous business and a sub-brand of First Sentier Investors.<br>Headquartered in Edinburgh, with offices in London, Singapore and Sydney, they have a distinct culture<br>and investment philosophy that has been in place for more than three decades, since the launch of<br>their first investment strategy in 1988. At the heart of this philosophy is the principle of stewardship –<br>careful, considered and responsible management of clients' funds in accordance with their Hippocratic<br>Oath. Stewart Investors manage long-only equity strategies investing in Asia, Europe, global emerging<br>markets and worldwide. They are pioneers of sustainable investing and launched the first of their explicit<br>sustainability funds in 2005. |
|                   |   |



# **Investment options**

Vanguard®

#### Choosing the right investment options

One of the biggest challenges with investing is ensuring your investment strategy reflects your financial and retirement goals. It's important to thoroughly consider your investment goals and your risk tolerance. This is an important discussion you will need to have with your financial adviser to ensure that they are able to align your investment strategy with your financial and retirement goals. Diversifying your investments helps manage market volatility and risk across your investment portfolio. You can diversify your investment portfolio by:

- · spreading your investment exposure across markets and regions
- investing in a range of asset classes
- investing across a range of managers with different investment strategies.

You can learn more about the risks associated with investing on page 48.

#### **Investment structure**

All investment options invest in assets, either directly or indirectly, via underlying managed funds that invest in asset classes in accordance with the investment option's guidelines.

#### Changes to the investment options, managers and strategies

Generation Life may from time-to-time add or replace investment options or investment managers and change exposure weightings to them. Generation Life may also close an investment option or cease to accept new contributions (including by switching) into any of the investment options.

Affected investors will be notified of any material changes to the investment options as required by law. Updated information about our investment options, investment managers and investment strategies can be found on our website at <u>www.genlife.com.au</u> or by contacting us.

#### **Investment option profiles**

Depending on your retirement goals and the amount you wish to invest, you can choose a single investment option or multiple investment options.

Detailed on the following pages is a summary of the investment options offered by Lifelncome. For more details and any updated information about the investment options, visit our website or contact us.

You should discuss the investment option(s) appropriate to you with your financial adviser.

#### Index options

iShares Wholesale Australian Bond Index Fund Unitised Fund No. 6

Sector

Indexed – Australian fixed interest

Investment manager

BlackRock Investment Management (Australia) Limited

**BLACKROCK**°

#### Objective

Aims to provide investors with the performance of the market, before fees and tax, as measured by the Bloomberg AusBond Composite 0 + Year Index<sup>8</sup>.

#### Investment approach

To closely track the risk characteristics of the index, while minimising transaction costs. Will look to closely match the index major risk and return factors through a methodology called stratified sampling.

Allocation guidelines Australian fixed interest 100%

Suggested minimum length of investment 3 years

Risk level 4 – Medium iShares Wholesale Australian Equity Index Fund Unitised Fund No. 2

Sector Indexed – Australian shares

Investment manager BlackRock Investment Management (Australia) Limited

**BLACKROCK°** 

# Objective

Aims to provide investors with the performance of the market, before fees and tax, as measured by the S&P/ASX 300 Total Return Index.

#### Investment approach

To closely track the risk characteristics of the index, while minimising transaction costs. Will hold all of the securities in the index (most of the time), allowing for individual security weightings to vary marginally from the index from time to time.

Allocation guidelines Australian shares 100%

Suggested minimum length of investment 5 years

Risk level 6 – High

8. Bloomberg Finance L.P. and its affiliates (collectively, 'Bloomberg') do not approve or endorse this material and disclaim all liability for any loss or damage of any kind arising out of the use of all or any part of this material.

#### **Index options**

iShares Wholesale International Equity Index Fund Unitised Fund No. 3

#### Sector

Indexed – international shares (unhedged)

#### Investment manager BlackRock Investment Management (Australia) Limited

Objective

Aims to provide investors with the performance of the market, before fees and tax, as measured by the MSCI World ex Australia Net TR Index (unhedged in AUD with net dividends reinvested).

#### Investment approach

To closely track the risk characteristics of the index, while minimising transaction costs. Will hold all of the securities in the index (most of the time), allowing for individual security weightings to vary marginally from the index from time to time.

Allocation guidelines International shares 100%

Suggested minimum length of investment 5 years

Risk level 6 – High

iShares Wholesale Australian Listed Property Index Fund Unitised Fund No. 5

Sector Indexed – property

#### Investment manager

BlackRock Investment Management (Australia) Limited

#### Objective

Aims to match the performance of the S&P/ASX 300 A-REIT Total Return Index before fees and tax.

#### Investment approach

To closely track the risk characteristics of the index, while minimising transaction costs. Will hold all of the securities in the index (most of the time), allowing for individual security weightings to vary marginally from the index from time to time.

Allocation guidelines Australian listed property 100%

Suggested minimum length of investment 5 years

Risk level 6 – High

#### iShares Hedged International Equity Index Fund Unitised Fund No. 4

#### Sector

**BLACKROCK<sup>®</sup>** 

Indexed - international shares (hedged)

Investment manager BlackRock Investment Management (Australia) Limited

**BLACKROCK**°

#### Objective

Aims to provide investors with the performance of the market, before fees and tax, as measured by the MSCI World ex Australia Net TR Index (hedged in AUD with net dividends reinvested).

#### Investment approach

To closely track the risk characteristics of the index, while minimising transaction costs. Will hold all of the securities in the index (most of the time), allowing for individual security weightings to vary marginally from the index from time to time.

Allocation guidelines International shares 100%

Suggested minimum length of investment 5 years

Risk level 6 – High

**BLACKROCK**°

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#### **Diversified options**

#### Dimensional World 30/70 Portfolio Unitised Fund No. 14

Sector Diversified – conservative

Investment manager DFA Australia

Dimensional 📡

#### Objective

The portfolio aims to provide a total return, consisting of capital appreciation and income, by gaining exposure to a diversified portfolio of domestic and global fixed interest securities, equity securities of companies and real estate securities listed on approved developed and emerging markets.

#### Investment approach

The portfolio will gain its exposure by investing in strategies managed by Dimensional that invest in equity, real estate and fixed interest securities. The portfolio will seek to target approximately 30% exposure to equities and 70% exposure to fixed interest assets.

#### Allocation guidelines Fixed interest 60-80% Australian shares 7-33%

International shares 10-26%

Suggested minimum length of investment 3 years

Risk level

3 - Low to Medium

#### Dimensional World 70/30 Portfolio Unitised Fund No. 11

Sector Diversified – growth

#### **Investment manager** DFA Australia

Objective

The portfolio aims to provide a total return, consisting of capital appreciation and income, by gaining exposure to a diversified portfolio of companies and real estate securities listed on approved developed and emerging markets and domestic and global fixed interest securities.

#### Investment approach

The portfolio will gain its exposure by investing in strategies managed by Dimensional that invest in equity, real estate and fixed interest securities. The portfolio will seek to target approximately 70% exposure to equities and 30% exposure to fixed interest assets.

#### Allocation guidelines Fixed interest 20-40% Australian shares 15-35% International shares 30-60%

Suggested minimum length of investment 5 years

#### **Risk level**

6 – High

#### Dimensional World 50/50 Portfolio Unitised Fund No. 10

#### Sector Diversified – balanced

Investment manager DFA Australia

Objective

#### Dimensional 🖉

The portfolio aims to provide a total return, consisting of capital appreciation and income, by gaining exposure to a diversified portfolio of companies and real estate securities listed on approved developed and emerging markets and domestic and global fixed interest securities.

#### Investment approach

The portfolio will gain its exposure by investing in strategies managed by Dimensional that invest in equity, real estate and fixed interest securities. The portfolio will seek to target approximately 50% exposure to equities and 50% exposure to fixed interest assets.

#### Allocation guidelines

Fixed interest 40-60% Australian shares 8-28% International shares 20-48%

Suggested minimum length of investment 4 years

Risk level 5 – Medium to High





#### **Diversified options**

#### Generation Life Lifestyle Portfolio Unitised Fund No. 27

Sector Diversified – real return

#### Investment manager Fidelity International



#### Obiective

To outperform the benchmark by 5.0% p.a. over rolling 5-year periods.

The benchmark is the 5-year rolling annualised change of Self-Fund Retiree Living Cost Index (LCI). The LCI is published by the Australian Bureau of Statistics.

#### Investment approach

The manager's approach to real return investing is to choose the portfolio that has the highest probability of achieving the required return objective over the investment horizon with a focus on capital preservation.

This portfolio has been designed to meet the needs of LifeIncome investors. In actively managing the portfolio, the Investment Manager will tactically allocate investments across asset classes and geographic areas (including emerging markets) based on their potential to generate capital growth or reduce overall risk.

#### Allocation guidelines

The fund invests in a range of asset classes including equities, corporate and government bonds, commodities, money market instruments and eligible REITs globally, including emerging markets. The fund may also Invest in other subordinated financial debt and preference shares. The fund may use derivatives for efficient portfolio management and investment purposes.

The fund may invest in the following assets: Defensive assets 0-60% Growth assets 40-100%

Suggested minimum length of investment

**Risk level** 5 – Medium to High

#### Schroder Real Return Fund Unitised Fund No. 12

#### Sector

Objective

Diversified – dynamic allocation

#### Investment manager Schroders

#### **Schroders**

To achieve a return of CPI plus 4% to 5% p.a. (before fees and tax) over rolling 3-year periods while minimising the incidence and size of negative returns in doing so. CPI is defined as the Reserve Bank of Australia's Trimmed Mean, as published by the Australian Bureau of Statistics.

#### Investment approach

The manager's approach to inflation plus (or real return) investing is to choose the portfolio that has the highest probability of achieving the required return objective over the investment horizon with the least expected variability around this objective. The fund employs an objective based asset allocation framework in which both asset market risk premium, and consequently the asset allocation of the portfolio, are constantly reviewed. The portfolio will reflect those assets that in combination are most closely aligned to the delivery of the objective.

#### Allocation guidelines

Investments are predominantly in traditional assets, with no leverage and strict limits on exposure to liquidity constrained alternatives, which enhances the transparency and liquidity of the portfolios. Assets are classified into three broad types of investments according to the likely returns and the risk:

Growth assets – typically shares and property securities

- Diversifying assets typically higher yielding debt, objective based investments and alternatives
- Defensive assets typically investment grade debt securities, cash and equivalent investments.

Growth assets 0-75% Diversifying assets 0-75% Defensive assets 0-100%

Suggested minimum length of investment 3 years

**Risk level** 5 – Medium to High

#### Generation Life Protect Portfolio Unitised Fund No. 28

Sector Diversified – real return

#### Investment manager Fidelity International

Objective



To outperform the benchmark by 2.5% p.a. over rolling 5-year periods.

The benchmark is the 5-year rolling annualised change of Self-Fund Retiree Living Cost Index (LCI). The LCI is published by the Australian Bureau of Statistics.

#### Investment approach

The manager's approach to real return investing is to choose the portfolio that has the highest probability of achieving the required return objective over the investment horizon with a focus on capital preservation.

This portfolio has been designed to meet the needs of LifeIncome investors. In actively managing the portfolio, the Investment Manager will tactically allocate investments across asset classes and geographic areas (including emerging markets) based on their potential to generate capital growth or reduce overall risk.

#### Allocation guidelines

The fund invests in a range of asset classes including equities, corporate and government bonds, commodities, money market instruments and eligible REITs globally, including emerging markets. The fund may also Invest in other subordinated financial debt and preference shares. The fund may use derivatives for efficient portfolio management and investment purposes.

The fund may invest in the following assets: Defensive assets 40-100% Growth assets 0-50%

Suggested minimum length of investment 3 years

Risk level 3 – Low to Medium

#### **Diversified options**

#### Vanguard Conservative Portfolio Unitised Fund No. 7

Sector Diversified – conservative

Investment manager Vanguard Investments

# Objective

Seeks to track the return of the various indices of the underlying funds in proportion to the strategic asset allocation for the portfolio, before taking into account fees, expenses and tax.

#### Investment approach

The portfolio provides low-cost access to a range of Vanguard sector funds, offering broad diversification across multiple asset classes. It seeks to replicate the asset allocation of the Vanguard Conservative Index strategy and is biased towards income assets. It is designed for investors with a low tolerance for risk. The fund targets a 70% allocation to income asset classes and a 30% allocation to growth asset classes.

#### Allocation guidelines

Cash 8-12% Australian fixed interest 16-20% International fixed interest 40-44% Australian shares 10-14% International shares 10-26%

Suggested minimum length of investment 3 years

Risk level 3 – Low to Medium

#### Vanguard Growth Portfolio Unitised Fund No. 9

Sector Diversified – growth

Investment manager Vanguard Investments

#### Vanguard®

Vanguard®

#### Objective

Seeks to track the return of the various indices of the underlying funds in proportion to the strategic asset allocation for the portfolio, before taking into account fees, expenses and tax.

#### Investment approach

The portfolio provides low-cost access to a range of Vanguard sector funds, offering broad diversification across multiple asset classes. It seeks to replicate the asset allocation of the Vanguard Growth Index strategy and is biased towards growth assets. It is designed for investors with a high tolerance for risk. The portfolio targets a 30% allocation to income asset classes and a 70% allocation to growth asset classes.

#### Allocation guidelines

Australian fixed interest 7-11% International fixed interest 19-23% Australian shares 26-30% International shares 34-50%

Suggested minimum length of investment 7 years

1 year

Risk level 6 – High

#### Vanguard Balanced Portfolio Unitised Fund No. 8

Sector Diversified – balanced

Investment manager Vanguard Investments

#### Objective

Seeks to track the return of the various indices of the underlying funds in proportion to the strategic asset allocation for the portfolio, before taking into account fees, expenses and tax.

#### Investment approach

The portfolio provides low-cost access to a range of Vanguard sector funds, offering broad diversification across multiple asset classes. It seeks to replicate the asset allocation of the Vanguard Balanced Index strategy and is equally invested in income and growth assets. It is designed for investors with a medium tolerance for risk. The portfolio targets a 50% allocation to income asset classes and a 50% allocation to growth asset classes.

#### Allocation guidelines

Australian fixed interest 13-17% International fixed interest 33-37% Australian shares 18-22% International shares 22-38%

#### Suggested minimum length of investment

5 years Risk level

4 – Medium

#### Vanguard High Growth Portfolio Unitised Fund No. 13

Sector Diversified – high growth

**Investment manager** Vanguard Investments

#### Vanguard®

#### Objective

Seeks to track the return of the various indices of the underlying funds in proportion to the strategic asset allocation for the portfolio, before taking into account fees, expenses and tax.

#### Investment approach

The portfolio provides low-cost access to a range of Vanguard sector funds, offering broad diversification across multiple asset classes. It seeks to replicate the asset allocation of the Vanguard High Growth Index strategy and is biased towards growth assets. It is designed for investors with a high tolerance for risk. The portfolio targets a 10% allocation to income asset classes and a 90% allocation to growth asset classes.

#### Allocation guidelines

Australian fixed interest 1-5% International fixed interest 5-9% Australian shares 34-38% International shares 46-62%

Suggested minimum length of investment 7 years

**Risk level** 6 – High

## Vanguard®

#### Single sector - cash & deposits

#### **Generation Life Cash & Deposits Portfolio** Unitised Fund No. 26

Sector

Cash and deposits

#### Investment manager

Mutual Limited

#### Objective

To outperform (before fees) the Bloomberg AusBond Bank Bill Index and achieve returns superior to cash management trusts by investing predominantly into a diversified range of term deposit and deposit like investments.

#### Investment approach

Primarily invests in term deposits issued by major Australian banks with a bias towards the top four banks. The fund is managed to provide a short-term maturity profile to meet liquidity requirements.

Allocation guidelines Cash 100%

Suggested minimum length of investment 1 vea

**Risk level** 1 - Very low

### Single sector – fixed interest

#### Ardea Real Outcome Fund **Unitised Fund No. 21**

Sector Fixed interest - diversified

Investment manager Ardea Investment Management Pty Ltd

#### Objective

The fund targets a stable return in excess of inflation (before fees and tax) over the medium term.

#### Investment approach

The manager is a specialist 'relative value' fixed income investment manager. The manager's differentiated pure 'relative value' investing approach offers a compelling alternative to conventional fixed income investments because it is independent of the prevailing interest rate environment and how bond markets are performing. The manager believes the pure 'relative value' opportunity set is a proven reliable source of returns because it is driven by structural market inefficiencies that create new 'relative value' mispricing opportunities to profit from. The manager focuses on delivering consistent, volatility-controlled returns in order to strictly limit performance volatility and prioritise capital preservation, irrespective of the market environment. The manager aims to fully hedge any foreign currency exposure back to the Australian dollar.

#### Allocation guidelines

Government bonds 90-100% Derivatives 0-10%

Suggested minimum length of investment 2 years

Risk level 2 – Low

#### **PIMCO Wholesale Global Bond Fund Unitised Fund No. 1**

Sector Fixed interest - international

Investment manager PIMCO Australia Pty Ltd

PIMCO

#### Objective

Aims to achieve maximum total return by investing in global fixed interest securities and to seek to preserve capital through prudent investment management.

#### Investment approach

In pursuing the fund's investment objective, the manager applies a wide range of diverse strategies, including Duration analysis, Credit analysis, Relative Value analysis, Sector Allocation and Rotation and individual security selection. The manager's investment strategy emphasises active decision making with a long-term focus and seeks to avoid extreme swings in duration or maturity with a view to creating a steady stream of returns.

Allocation guidelines Cash 0-100% International fixed interest 0-100%

Suggested minimum length of investment 5 years

Risk level 3 - Low to Medium







#### Single sector – shares

#### AB Managed Volatility Equities Fund Unitised Fund No. 16

Sector Australian shares

Investment manager AllianceBernstein



#### Objective

Aims to achieve returns that exceed the S&P/ASX 300 Accumulation Index after fees and before tax over the medium to long term.

#### Investment approach

The fund invests mainly in Australian Securities Exchange listed shares but may also invest in global developed market shares and cash. The fund implements a managed volatility equities strategy that aims to reduce volatility by identifying, and investing in, high quality listed equity securities that have reasonable valuations, high quality cash flows and relatively stable share prices. The manager does not always hedge the foreign currency exposures of the fund's global equity assets to Australian dollars, but the manager has the discretion to determine the extent of hedging against any foreign currency exposure.

Derivatives may be used to manage risks (including foreign currency risk), invest cash, manage volatility and gain or reduce investment exposures. Derivatives will not be used for leveraging or gearing purposes.

#### Allocation guidelines Cash 0-20%

Australian shares 60-100% International shares 0-20%

Suggested minimum length of investment 5 years

Risk level 6 – High

#### Barrow Hanley Global Share Fund Unitised Fund No. 19

Sector International shares

#### Investment manager

Barrow, Hanley, Mewhinney & Strauss

#### BARROW HANLEY

#### Objective

Aims to provide long-term capital growth through investment in quality global shares and outperform the MSCI World Net Total Return Index (\$A) (before fees and taxes) over rolling three-year periods.

#### Investment approach

The manager aims to select the most attractive securities to construct a well diversified, high active share portfolio that provides asymmetrical returns by participating in up markets while protecting in down markets. The portfolio will exhibit a clear value bias and seek characteristics such as 1) price/earnings ratios below the market, 2) price/book ratios below the market, 3) enterprise value/free cash flow ratios below the market and 4) dividend yields above the market. The manager will primarily invest in companies incorporated in developed markets and may hold up to 20% of the portfolio has no direct tobacco stock exposure. The currency exposure is unhedged.

#### Allocation guidelines

Cash 0–5% International shares 95–100%

Suggested minimum length of investment 7 years

Risk level 6 – High

#### Bennelong Concentrated Australian Equities Fund Unitised Fund No. 17

Sector Australian shares

Investment manager Bennelong Australian Equity Partners



#### Objective

Aims to grow the value of the investment over the long term via a combination of capital growth and income by investing in a diversified portfolio of primarily Australian shares, providing a total return that exceeds the S&P/ASX 300 Accumulation Index by 4% p.a., after investment fees and before tax (measured on a rolling three-year basis).

#### Investment approach

Investors are offered a portfolio that holds between 20 and 35 of the team's best high-conviction stock picks. The companies within the fund's portfolio are primarily selected from, but not limited to, the S&P/ASX 300 Index. The fund may invest in securities expected to be listed on the Australian Stock Exchange. Derivative instruments may be used to replicate underlying positions on a temporary basis.

Allocation guidelines Cash 0–10% Australian shares 90-100%

Suggested minimum length of investment 5 years

Risk level 7 – Very High

#### Single sector – shares

#### Dimensional World Equity Portfolio Unitised Fund No. 15

Sector International shares

**Investment manager** DFA Australia

👂 Dimensional

#### Objective

The portfolio aims to provide a total return, consisting of capital appreciation and income, by gaining exposure to a diversified portfolio of companies and real estate securities listed on approved developed and emerging markets.

#### Investment approach

The portfolio will gain its exposure by investing in strategies managed by Dimensional that invest in equity and real estate securities.

#### Allocation guidelines

Australian shares 26-46% International shares – developed 45-65% International shares – emerging 2-12%

Suggested minimum length of investment 5 years

Risk level 6 – High

#### Investors Mutual Australian Shares Fund Unitised Fund No. 25

Sector Australian shares

Investment manager Investors Mutual Limited

### ML INVESTORS

#### Objective

Aims to provide a return (after investment fees and expenses and before tax) which exceeds the S&P/ASX 300 Accumulation Index over rolling four-year periods.

#### Investment approach

The fund will invest in a diversified portfolio of quality ASX listed Australian industrial and resources shares, where these shares are identified by the manager as being undervalued.

Allocation guidelines Cash 0–10% Australian shares 90–100%

Suggested minimum length of investment 5 years

Risk level 6 – High

#### Hyperion Global Growth Companies Fund Unitised Fund No. 18

Sector International shares

Investment manager Hyperion Asset Management Limited HYPERION

#### Objective

The fund aims to achieve long-term returns above the MSCI World Accumulation Index (AUD) (before fees and tax) and minimise the risk of permanent capital loss.

#### Investment approach

The fund invests primarily in the equity of companies listed on members of the World Federation of Exchanges or the Federation of European Securities Exchanges and will also have some exposure to cash. Typically, the fund is highly concentrated with 15–30 stocks. The manager's strategy uses rigorous and in-depth quantitative and qualitative analysis to establish a unique portfolio. The fund invests in growth-oriented companies which pass the manager's rigorous investment process.

#### Allocation guidelines

Cash & cash equivalents 0-20% Australian & international shares 80-100%

Suggested minimum length of investment 5 years

**Risk level** 6 – High

#### Magellan Infrastructure Fund Unitised Fund No. 20

Sector Property – international infrastructure

Investment manager Magellan Asset Management Limited



#### Objective

The primary objectives are to achieve attractive risk adjusted returns over the medium to long term, while reducing the risk of permanent capital loss.

#### Investment approach

Primarily invests in the securities of companies listed on stock exchanges around the world but will also have some exposure to cash and cash equivalents. The manager can use foreign exchange contracts to facilitate settlement of stock purchases and to mitigate currency risk on specific investments within the portfolio. It is the manager's intention to substantially hedge the capital component of the foreign currency exposure of the portfolio arising from investments in overseas markets back to Australian Dollars.

#### Allocation guidelines

Cash 0-20% Australian and international shares 80-100%

Suggested minimum length of investment 7 years

Risk level 6 – High

#### **Private debt**

#### **MCP Wholesale Investments Trust** Unitised Fund No. 30

Sector Private debt

#### Investment manager

Metrics Credit Partners Pty Ltd ACN 150 646 996 (Metrics)

#### Objective

Provide monthly cash income, low risk of capital loss and portfolio diversification by actively managing diversified loan portfolios and participating in Australia's bank-dominated corporate loan market. The corporate loan market includes lending for businesses, commercial real estate and projects (e.g. infrastructure)

Target Return RBA Cash Rate + 3.25% p.a. net of fees

#### Investment approach

Provide exposure reflecting activity in the Australian corporate loan market with diversification by borrower, industry and credit quality. Metrics implements active strategies designed to balance delivery of the Target Return, while actively managing risk and seeking to preserve investor capital.

#### Allocation guidelines

Direct investment in loans and in certain wholesale funds managed by Metrics (including Metrics Credit Partners Diversified Australian Senior Loan Fund (60-70% allocation), MCP Real Estate Debt Fund (20-30% allocation); and MCP Secured Private Debt Fund (10-20% allocation)) that invest directly in a diversified portfolio of corporate fixed income products via direct lending to predominantly Australian companies. WIT may, where Metrics believes it is financially beneficial and subject to the ASX Listing Rules, hold units in the Metrics Master Income Trust (ASX: MXT) which are traded on the ASX.

No more than 5% to a single borrower.

#### Suggested minimum length of investment 3 years

#### **Risk level** 2 - 1 ow

#### **Responsible investing**

#### **Dimensional Global Bond Sustainability Trust** Unitised Fund No. 23

#### Sector

ESG - international fixed interest

#### Investment manager

Dimensional

DFA Australia

#### Objective

The portfolio is managed to invest in a broadly diversified portfolio of eligible intermediate term domestic and global fixed interest and money market securities whilst also taking into account certain environmental, sustainability impact and social considerations.

#### Investment approach

Seeks exposure to a diversified portfolio of intermediate term domestic global and fixed interest and money market securities with the potential for capital appreciation and income. In considering environmental and sustainability impact and other social factors ('Sustainability Criteria') that the manager believes may be important to investors, the manager may consider carbon and other greenhouse emissions, or potential emissions, land use, biodiversity, involvement in toxic spills or releases, operational waste, water use, coal, tobacco, child labour, alcohol, adult entertainment, gambling, factory farming activities, palm oil, personal firearms, manufacture of controversial weapons and manufacture and maintenance of nuclear weapons components and systems, among other factors. In particular, the manager may exclude securities of issuers that it considers to have high carbon or greenhouse gas emissions or reserves that may produce those emissions. The exposure to corporate issuers will generally be adjusted based on the Sustainability Criteria identified above. Investments in securities of sovereign issuers are generally not subject to the Sustainability Criteria identified above. The manager will generally exclude or underweight securities of supranational organisations and certain non-sovereign governmental agencies that may be less sustainable as compared to other similar issuers, based upon the Sustainability Criteria.

Allocation guidelines Fixed interest 100%

Suggested minimum length of investment 3 years

Risk level 4 – Medium

46



#### **Responsible investing**

#### Pendal Sustainable Balanced Fund Unitised Fund No. 22

Sector ESG – diversified growth

#### Investment manager Pendal Institutional Limited

PENDAL

Objective Aims to provide a return (before fees and expenses) that exceeds the fund's benchmark over the medium to long term.

#### Investment approach

This fund is an actively managed diversified portfolio that invests in Australian and international shares, Australian and international listed property securities, Australian and international fixed interest, cash and alternative investments. The fund may also use derivatives.

Sustainable and ethical investment practices are incorporated into the Australian and international shares, Australian and international fixed interest and part of the alternative investments components of the fund. The manager actively seeks exposure to securities and industries that demonstrate leading environmental, social and corporate governance (ESG) and ethical practices, while excluding companies not meeting the investable criteria.

#### Allocation guidelines

Cash 0-20% Australian fixed interest 0-25% International fixed interest 0-25% Australian shares 20-40% Australian property securities 0-10% International property securities 0-10% International shares 20-40% Alternative investment 0-20%

Suggested minimum length of investment 5 years

### Risk level

6 – High

# Stewart Investors Worldwide Sustainability Fund Unitised Fund No. 24

Sector

ESG – international shares

#### Investment manager

Stewart Investors



#### Objective

To achieve long-term capital growth by investing in a diversified portfolio of equity or equity-related securities that are listed, traded or dealt in on any of the Regulated Markets worldwide. The fund is not managed to a benchmark and may have exposure to developed markets or emerging markets whilst maintaining its geographical diversity. The fund invests in companies that are positioned to contribute to, and benefit from, sustainable development. The fund aims to exceed the MSCI All Country World Index over rolling five-year periods before fees and taxes.

#### Investment approach

Stewart Investors take a bottom-up approach to investing in high quality companies that contribute to, and benefit from, sustainable development. Research focuses on each company's sustainability positioning and the quality of management, franchise and financials. Each company's contribution to sustainable development is fully integrated into the assessment process and must be core to the businesses model. Portfolio holdings tend to be firms that make products or provide services with a social or environmental purpose where success is aligned with sustainability. Environmental, social and governance risks and issues which are relevant to the company are integrated into the assessment of quality. A focus on capital preservation means that valuations must be reasonable, with a goal of achieving equity-like absolute returns appropriate for the level of risk over the long-term.

#### Allocation guidelines

Cash 0-20% International shares 80-100%

#### Suggested minimum length of investment

7 years

Risk level 7 – Very High

# **Risks of purchasing LifeIncome**

There are two categories of risk that need to be considered when purchasing LifeIncome – one is investment risk, and the other is operational and legal risk.

## Investment risk

Understanding investment risk is a key to developing a successful investment strategy. When considering your investment strategy, it is important to understand that:

- · All investments are subject to risk.
- Your income may fall from one year to the next.
- Different investment strategies will carry different levels of risk depending on the assets that make up the strategy and the investment approach.
- Higher long-term returns may also carry a higher level of short-term risk.

When formulating your investment strategy for LifeIncome, it is important to understand that:

- The value of your Income Units can increase and decrease.
- Returns are not guaranteed.
- Past returns do not determine future performance.

The appropriate level of risk for you to meet your investment objective will depend on a number of things, such as your comfort with the value of your Income Units changing from year to year and the volatility in returns during your investment term. It is highly unlikely that the value of your Income Units could fall to zero, given the nature of the investment options offered, but no absolute guarantee can be given on this. Based on the investment options, historically there has never been a market scenario that has seen any of these asset classes reduce to zero. Generally, over the long term, the higher the level of risk, the higher the expected levels of return that may be achieved. Selecting investments that best meet both your investment risk tolerance and timeframe is important when considering the level of risk that you are prepared to accept. Your financial adviser can help you understand investment risk and develop an investment strategy that meets your investment objectives.

## Measuring risk levels

The risk level is represented by the Standard Risk Measure ('SRM'), which is based on industry guidance to allow you to compare investments that are expected to deliver a similar number of negative annual returns over any 20-year period. The SRM is not a complete assessment of all forms of investment risk and does not consider the impact of fees on the likelihood of a negative return.

You should ensure that you are comfortable with the risks and potential losses associated with your chosen investment option(s).

| Risk<br>band | Risk<br>label  | Estimated number of negative annual returns over any 20-year period |
|--------------|----------------|---|
| 1            | Very Low       | Less than 0.5   |
| 2            | Low            | 0.5 to less than 1  |
| 3            | Low to Medium  | 1 to less than 2  |
| 4            | Medium         | 2 to less than 3  |
| 5            | Medium to High | 3 to less than 4  |
| 6            | High           | 4 to less than 6  |
| 7            | Very High      | 6 or greater  |

# Specific risks of investing

Risk is often defined as the likelihood that an investment will fluctuate in value. Generally, the higher the potential return of an investment, the greater the risk of loss. It is important to understand that all investments involve varying degrees of risk.

There are many factors beyond the control of investors that may affect investment returns. The following is a summary of the main risks that can impact your investment. Returns from individual investment options may be affected by risks additional to those summarised below.

#### **Market risk**

Markets are affected by a host of factors, including economic and regulatory conditions, market sentiment, political events and environmental and technology issues. These could have a negative effect on the returns of all investments in that market. This may affect investments differently at various times.

#### Interest rate risk

Changes in interest rates can have a negative impact, either directly or indirectly, on investment value or returns on all types of assets.

#### Inflation risk

Inflation risk is the loss of purchasing power. This is the risk that your investment returns do not grow enough above inflation, meaning that your money will effectively be worth less than when you started.

#### **Timing risk**

This is the risk of selling an investment at the wrong time. Selling an investment when prices are low might mean that you lose money. Timing risk can also relate to trying to predict future prices in making investment decisions. This can be more significant when switching investment options.

#### **Currency risk**

If an investment is held in international assets, a rise in the Australian Dollar relative to other currencies may negatively impact investment values or returns.

#### Investment manager risk

This is the risk that the underlying investment managers and investment options may not perform as expected. Generation Life regularly reviews the performance of underlying investment managers and conducts extensive research on new investment options that may be made available.

#### Liquidity risk

Liquidity risk is the risk that an investment may not be easily converted into cash with little or no loss of capital and minimum delay because of either inadequate market depth or disruptions in the marketplace. The MCP Wholesale Investments Trust has limited liquidity, which means that a switch from this Fund to another investment option can only occur at certain times. This is described on page 62.

#### **Mortality risk**

Mortality risk is the risk that policyholders collectively live longer than the assumed life expectancy and that the Lifetime Income Protection Provision increases, which may discount future growth in annual income. The risk is limited by the cap on the Provision of 0.94%.

#### **Asset risk**

Investment asset classes carry market risk. Specific risks for the main asset classes are as follows:

#### Shares

Shares carry the risk of falling in value, not meeting expected dividends and other income payments or not delivering expected dividend franking credits. Additionally, they carry the risk of individual companies faltering due to increased competition, poor management, internal operational failures or adverse market sentiment. International share investments may also carry currency risk.

#### Property

The major risks for property investment are a fall in property values and/or if rentals default or decline. Property investments, particularly if directly held, can also be subject to liquidity risk. Individual property investments face the risk of the loss of tenants, local supply and demand factors and construction, financing and tenancy risks for new developments.

#### **Fixed interest and mortgages**

Investing in fixed interest securities or mortgages is in essence lending money to government or business at a rate of interest for a specified length of time. The major risk affecting fixed interest securities and mortgages is credit risk, where the issuer of a fixed interest security or borrower may default on the repayment of principal and/or interest. For fixed interest securities, there is also interest rate risk of investments losing value when market interest rates rise. For floating rate securities and mortgages, returns may fall when interest rates fall.

#### Cash

Cash investments generally include bank deposits, term deposits, very short-term fixed interest securities and other similar investments. Cash investments are the most secure, stable and predictable of the asset classes, as the underlying investments are either very short-term in nature or subject to variable interest rates, making them less susceptible to capital movement when interest rates change. Cash is a very low risk investment, but also provides relatively low returns in the long term compared to the other asset classes.

#### **Private assets**

Investments in private assets are generally less liquid than other investments (such as listed securities and securities with unlisted secondary markets), as the investments to which these strategies are exposed are long dated in nature (up to 10-year terms). The ability of strategies in this asset class to dispose of an investment may depend on market liquidity and economic conditions at the time. Where the manager is unable to sell its investments in a timely manner, the ability for investors to withdraw from the investment option may be impeded.

#### **Operational and legal risks**

#### **Operational risk**

This is the risk that, if Generation Life doesn't properly discharge its duties in the management of LifeIncome (i.e. the operation and administration of the investment options), this may result in a reduction in the value of your investment. Generation Life manages this risk through the implementation of corporate governance, risk management and compliance frameworks designed to mitigate operational risk. In addition, Generation Life is supervised by APRA and is required to provide regular reporting and meet APRA's prudential standards requirements.

#### **Regulatory risk**

Government laws and policies, including superannuation, tax and social security laws, have an impact on your investment in LifeIncome. If these laws and policies change in the future, your personal circumstances may be impacted. In the event of these types of changes, the terms and conditions of your investment may need to be changed.

In such circumstances, Generation Life may be required to change the terms and conditions of LifeIncome, and this may be more or less favourable to your situation. You would be notified of any material change that Generation Life was required to make to comply with these changes. Generation Life may also need to consider directives made by a relevant government authority.

Changes in domestic and foreign investment and tax laws may adversely affect your investment returns.

#### Withdrawal risk

If you exercise your withdrawal rights as described on page 20, you may receive less than your initial investment. This is because LifeIncome is investment linked and unit prices may fall after you invest. This risk also applies in the event you pass away.

#### **Counterparty risk**

Counterparty risk is the risk that Generation Life does not meet its contractual commitments to you.

Generation Life is a registered life insurer and is regulated by APRA in accordance with the Life Act. Generation Life must comply with minimum prescribed capital and solvency requirements to ensure that it meets its obligations to investors. APRA actively monitors compliance with these requirements and other requirements of the Life Act.

It should be noted that, while financial institutions may be APRA regulated, this does not provide a financial guarantee.

# Fees, expenses and costs

The table below provides a summary of Generation Life's fees, expenses and costs associated with LifeIncome. A more detailed breakdown of these fees, expenses and costs is outlined on page 52.

| Type of fee or cost  | Amount  | How and when the fee is paid  |
|--|---|---|
| Management and administration fee,<br>which includes intellectual property<br>licence fees we pay to third parties | A total of 0.75% p.a.   | Calculated daily based on the net asset<br>value of each investment option. This is<br>reflected in the unit prices and is payable<br>monthly in arrears.   |
| Investment management fees and costs   | The fees and costs incurred range from 0.08% p.a. to 1.06% p.a. The estimated cost for each specific investment option is shown in the table below.   | These costs are either deducted by the<br>underlying investment manager at their<br>respective underlying fund level or deducted<br>by us from the value of the investment<br>option and incorporated into the unit price<br>for the investment option. The underlying<br>investment managers may recover a range<br>of expenses and costs, both of a normal<br>and abnormal nature, under their fund<br>constitutions. |
| Transaction and operational costs  | The transaction and operational costs<br>that are incurred vary depending on the<br>investment option and range between 0.17%<br>to 0.32% p.a. The estimated costs for each<br>specific investment option are shown in the<br>table below and on page 54. | These costs are paid directly from the<br>investment option or indirectly from the<br>underlying fund, usually at the time of the<br>transaction, and incorporated into the unit<br>price for the investment option.  |

| Fund name                                       | Management and<br>administration fee<br>(p.a.) | Investment<br>management fees and<br>costs <sup>9</sup> (p.a.) | Total estimated<br>management costs<br>(p.a.) |
|---|--|--|---|
| AB Managed Volatility Equities Fund             | 0.75%  | 0.55%  | 1.30%   |
| Ardea Real Outcome Fund                         | 0.75%  | 0.50%  | 1.25%   |
| Barrow Hanley Global Share Fund                 | 0.75%  | 0.99%  | 1.74%   |
| Bennelong Concentrated Australian Equities Fund | 0.75%  | 0.89%  | 1.64%   |
| Dimensional Global Bond Sustainability Trust    | 0.75%  | 0.36%  | 1.11%   |
| Dimensional World 30/70 Portfolio               | 0.75%  | 0.37%  | 1.12%   |
| Dimensional World 50/50 Portfolio               | 0.75%  | 0.397%   | 1.147%  |
| Dimensional World 70/30 Portfolio               | 0.75%  | 0.408%   | 1.158%  |
| Dimensional World Equity Portfolio              | 0.75%  | 0.42%  | 1.17%   |
| Generation Life Lifestyle Portfolio             | 0.75%  | 0.73%  | 1.48%   |
| Generation Life Protect Portfolio               | 0.75%  | 0.77%  | 1.52%   |
| Generation Life Cash & Deposits Portfolio       | 0.75%  | 0.09%  | 0.84%   |
| Hyperion Global Growth Companies Fund           | 0.75%  | 0.70%  | 1.45%   |
| Investors Mutual Australian Shares Fund         | 0.75%  | 0.993%   | 1.743%  |

| Fund name   | Management and<br>administration fee<br>(p.a.) | Investment<br>management fees and<br>costs <sup>9</sup> (p.a.) | Total estimated<br>management costs<br>(p.a.) |
|---|--|--|---|
| iShares Hedged International Equity Index Fund          | 0.75%  | 0.09%  | 0.84%   |
| iShares Wholesale Australian Bond Index Fund            | 0.75%  | 0.09%  | 0.84%   |
| iShares Wholesale Australian Equity Index Fund          | 0.75%  | 0.08%  | 0.82%   |
| iShares Wholesale Australian Listed Property Index Fund | 0.75%  | 0.09%  | 0.84%   |
| iShares Wholesale International Equity Index Fund       | 0.75%  | 0.09%  | 0.84%   |
| Magellan Infrastructure Fund                            | 0.75%  | 1.06%  | 1.81%   |
| MCP Wholesale Investments Trust                         | 0.75%  | 0.26%  | 1.01%   |
| Pendal Sustainable Balanced Fund                        | 0.75%  | 0.80%  | 1.55%   |
| PIMCO Wholesale Global Bond Fund                        | 0.75%  | 0.55%  | 1.30%   |
| Schroder Real Return Fund                               | 0.75%  | 0.62%  | 1.37%   |
| Stewart Investors Worldwide Sustainability Fund         | 0.75%  | 0.615%   | 1.365%  |
| Vanguard Balanced Portfolio                             | 0.75%  | 0.27%  | 1.02%   |
| Vanguard Conservative Portfolio                         | 0.75%  | 0.27%  | 1.02%   |
| Vanguard Growth Portfolio                               | 0.75%  | 0.27%  | 1.02%   |
| Vanguard High Growth Portfolio                          | 0.75%  | 0.27%  | 1.02%   |

# The impact of fees and costs on your income

The fees and costs of Lifelncome impact the annual income that you receive. Income in the first Financial year (or part thereof) has no fees and costs.

Let's assume that you invest in the Vanguard Growth Portfolio. If your income for a Financial year, determined after the Annual Income Reset, is \$5,250, the impact of fees and costs on your income would be as follows:

| Total                             | \$64.06 |
|-----------------------------------|---------|
| Transaction and operational costs | \$10.50 |
| Investment management fee         | \$14.18 |
| Management and administration fee | \$39.38 |

# Additional explanation of fees, expenses and costs

#### **Management costs**

Generation Life's management and administration fee includes intellectual property licence fees we pay to third parties, costs incurred in financing our corporate operations, unit pricing and the administration of policies, reserves and death benefits, operating the investment options and our marketing and distribution costs.

The management and administration fee is deducted directly from the investment option before unit prices are declared and not from your investment directly. It does not include fees or costs deducted from your investment, such as brokerage, buy/sell spreads and other indirect transactional and operational costs recoveries (refer to below).

Investment management fees and costs include investment manager's fees and their estimated investment expense recoveries and other costs as a
percentage of the total average assets of the investment option based on the latest information available, but excludes indirect and operational costs (see
page 54).

The investment management fees and costs are the estimated amounts charged by the investment managers or incurred in managing the investment assets for a particular option. These fees and costs are either deducted by the underlying investment manager at their respective underlying fund level or incurred directly by the investment option and are incorporated into the unit price for the investment option.

The investment management fees and costs for each investment option is shown in the table on pages 51–52.

#### **Performance fees**

For some investment options, the investment manager may charge performance fees, which are payable from the relevant investment option where performance exceeds their specified benchmark or hurdle return rates.

Performance fees (where applicable) are included in the value of the portfolio of the investment option, and the amount of any performance fee payable will vary depending on the performance of the investment manager over its performance period. It is therefore not possible to predict or estimate the future performance fee that may be incurred (if any).

The following estimated performance fees do not represent the actual performance fee you may incur and are an estimate only.

| Investment Option                                  | Performance<br>fee costs (p.a.)* |
|--|----------------------------------|
| Bennelong Concentrated Australian Equities<br>Fund | 0.68%                            |
| Hyperion Global Growth Companies Fund              | 1.48%                            |
| Magellan Infrastructure Fund                       | 0.09%                            |
| Schroder Real Return Fund                          | 0.01%                            |

\* Performance fee costs are generally based on the average of actual performance fee costs of the investment manager for the respective investment strategy incurred over the previous five financial years (or less if the underlying investment strategy has been in operation by the investment manager for a shorter period) based on the latest information available. However, the actual performance fee payable (if any) will depend on the performance of the investment option, and the performance fee estimate provided is not an indicator of future performance fees of the investment option.

#### **Transaction and operational costs**

Each investment option may incur transaction and operational costs in the course of the administration, management and investment of each investment option, which can be paid directly from the investment options or reimbursed to us. These transaction and operational costs include brokerage, trading, settlement and clearing costs and duty, when the underlying investments are bought and sold, bank fees, insurance expense and auditor's and actuaries' fees.

These costs and expenses are variable between our different investment options. They are not charged directly to you or against your policy; however, they are reflected in the unit prices of the investment options. These costs vary depending on the investment option and currently range between 0.17% p.a. and 0.32% p.a. We pay them directly to external parties (including by apportionment across investment options), or Generation Life is reimbursed if we have paid expenses on behalf of investment options. A substantiation basis applies under the Product Rules to restrict such costs and expense recoveries to those properly incurred in operating the investment options.

For most investment options, there is a difference between the unit price used to issue and redeem units and the value of the investment option's assets. This difference is commonly called the buy/sell spread.

When you invest, switch or withdraw your investment in an investment option, Generation Life uses the buy/sell spread to pay for the transaction costs incurred as a result of the transaction, as well as to allocate transaction costs to the transacting investor rather than other investors in the investment option.

An investment option's buy/sell spread reflects the estimated transaction costs the investment option will incur due to an individual investor's transactions. The estimated buy/sell spread that applies to each investment option is shown in the table on page 54.

The buy/sell spread is an additional cost included in the unit price of each investment option. The actual buy/sell spread is subject to change from time to time, depending on changes to the composition of the investment option's assets. Buy/sell spreads can be altered without prior notice to you.

| Fund name   | Estimated transaction & operational costs (p.a) | Transaction costs<br>(buy/sell spread) |
|---|---|--|
| AB Managed Volatility Equities Fund                     | 0.17%   | 0.25%/0.25%                            |
| Ardea Real Outcome Fund                                 | 0.32%   | 0.05%/0.05%                            |
| Barrow Hanley Global Share Fund                         | 0.21%   | 0.15%/0.10%                            |
| Bennelong Concentrated Australian Equities Fund         | 0.23%   | 0.20%/0.20%                            |
| Dimensional Global Bond Sustainability Trust            | 0.17%   | 0.10%/0.10%                            |
| Dimensional World 30/70 Portfolio                       | 0.18%   | 0.08%/0.08%                            |
| Dimensional World 50/50 Portfolio                       | 0.19%   | 0.08%/0.08%                            |
| Dimensional World 70/30 Portfolio                       | 0.19%   | 0.10%/0.10%                            |
| Dimensional World Equity Portfolio                      | 0.19%   | 0.12%/0.12%                            |
| Generation Life Lifestyle Portfolio                     | 0.19%   | 0.15%/0.15%                            |
| Generation Life Protect Portfolio                       | 0.19%   | 0.15%/0.15%                            |
| Generation Life Cash & Deposits Portfolio               | 0.17%   | 0.00%/0.00%                            |
| Hyperion Global Growth Companies Fund                   | 0.17%   | 0.30%/0.30%                            |
| Investors Mutual Australian Shares Fund                 | 0.17%   | 0.25%/0.25%                            |
| iShares Hedged International Equity Index Fund          | 0.20%   | 0.07%/0.04%                            |
| iShares Wholesale Australian Bond Index Fund            | 0.17%   | 0.05%/0.05%                            |
| iShares Wholesale Australian Equity Index Fund          | 0.17%   | 0.04%/0.04%                            |
| iShares Wholesale Australian Listed Property Index Fund | 0.17%   | 0.05%/0.05%                            |
| iShares Wholesale International Equity Index Fund       | 0.17%   | 0.06%/0.03%                            |
| Magellan Infrastructure Fund                            | 0.17%   | 0.15%/0.15%                            |
| MCP Wholesale Investments Trust                         | 0.17%   | 0.13%/0.00%                            |
| Pendal Sustainable Balanced Fund                        | 0.31%   | 0.14%/0.14%                            |
| PIMCO Wholesale Global Bond Fund                        | 0.18%   | 0.00%/0.10%                            |
| Schroder Real Return Fund                               | 0.27%   | 0.20%/0.20%                            |
| Stewart Investors Worldwide Sustainability Fund         | 0.17%   | 0.15%/0.15%                            |
| Vanguard Balanced Portfolio                             | 0.17%   | 0.10%/0.10%                            |
| Vanguard Conservative Portfolio                         | 0.17%   | 0.10%/0.10%                            |
| Vanguard Growth Portfolio                               | 0.17%   | 0.09%/0.09%                            |
| Vanguard High Growth Portfolio                          | 0.17%   | 0.08%/0.08%                            |

# Increases or alterations to the fees

#### **Changes to Generation Life fees**

Generation Life may vary the fees within the limits prescribed in LifeIncome's Product Rules (refer to page 68). If the variation is an increase in a fee or charge, you will be given at least three months prior written notice. The Product Rules provide for the following maximum fees to be paid (fees are inclusive of the net effect of goods and services tax (GST):

• A maximum management and administration fee charged to an investment option of 5% p.a.

This maximum can only be changed with investor approval.

#### Changes to underlying fund manager fees and costs

Changes to the fees and costs associated with the underlying fund managers may occur without notice.

# Other taxes and stamp duty

All fees, charges and financial adviser remuneration are inclusive of GST (where applicable) and less any reduced inputs tax credits (for GST purposes) available, except where otherwise indicated. Your initial investment in, or regular payments from, your LifeIncome do not create a GST liability for you. Generation Life may incur expenses that may attract a GST liability.

Stamp duty may be payable in some Australian States and Territories based on the investment amount for the establishment of the LifeIncome policy. However, it is not payable on regular income payments. During the currency of this PDS, Generation Life will pay any such stamp duty payable.

# What can be paid to your financial adviser?

You can agree with your financial adviser to pay an optional adviser fee (either an initial advice fee or an ongoing advice fee) from your investment or income for advice services received relating to your investment. All fees paid to your financial adviser (or your financial adviser's licensee) are negotiable between you and your financial adviser. You can change the fees or set up a new arrangement at any time; however, we recommend speaking to your financial adviser before making changes to the fees on your account, as this may mean the services and advice they provide to you will change.

Where financial adviser fees are deducted from your Lifelncome, they must be consented to by you in writing. The amounts you specify will be GST inclusive. Fees payable for advice and services provided to you are an additional cost to you. There are no maximum amounts; however, Generation Life may refuse to deduct the adviser service fee if required by law.

# Initial advice fee

You can agree with your financial adviser to pay an initial advice fee for the advice and services they provide.

An initial advice fee will be deducted from your investment before your LifeIncome commences and paid directly to your financial adviser.

The initial advice fee can be charged as a set dollar amount.

You can nominate any fee agreed between you and your financial adviser in the online Application Form. An initial advice fee will reduce the amount of your Income Units.

### Example

If you invest \$100,000 in LifeIncome and you agree to pay an initial advice fee of \$1,000, your Annualised First Year Income and Income Units will be calculated using your investment amount less the initial advice fee i.e. \$99,000.

# Adviser service fee

You can also agree with your financial adviser to have an adviser service fee for ongoing advice and services received relating to your LifeIncome, paid directly from your regular income payments.

The adviser service fee can be charged as:

- A percentage of your regular income payment's value, or
- a set dollar amount.

You can nominate any fee agreed between you and your financial adviser in the online Application Form. The adviser service fee can be varied by you at any time by notifying Generation Life or your financial adviser. The adviser service fee will only be paid where regular income payments are sufficient to cover the fee.

#### Example

If you receive after-tax monthly regular income payments of \$500 this Financial year, and you agreed to pay an ongoing adviser service fee of 5%, Generation Life will deduct \$25 from your income. Your financial adviser will receive the \$25 and you will receive \$475 for the remainder of the Financial year. Once your annual and regular income payments are adjusted for the new Financial year, the amount deducted will reflect 5% of your new income.

# Your written consent to deduct fees from your account

Where required by law, your consent to any ongoing adviser service fees must be renewed annually through your financial adviser. Where you do not consent to these fees, your adviser cannot arrange for them to be deducted. If you were previously paying an ongoing adviser service fee and do not renew your consent, your financial adviser must notify us to stop charging these fees within five days. We will not be responsible for any losses or damages suffered by you in relation to the payment of ongoing adviser service fees where we have not been notified in accordance with legislative requirements of any changes to your arrangements with your financial adviser.

## Alternative remuneration

Subject to the law, Generation Life may provide remuneration to financial advisers by paying them additional amounts and/ or non-monetary benefits. If these amounts or benefits are provided, they are payable out of the fees Generation Life receives and are not an additional cost to you.

# Differential fee arrangements

Generation Life may, at its discretion, enter into arrangements or individually negotiate its fees with certain investors (or financial advisers acting on their behalf), including 'sophisticated' and 'professional' investors (within the meaning of the Corporations Act 2001 ('Corporations Act'), with its employees (and those of our related entities) or with large investors or other investors as permitted by law. If we do this, lesser fees can be charged or fees can be rebated or waived in full or part.

# Tax and social security

# Tax in general

The tax information contained in this PDS sets out our general understanding of relevant and current tax laws at the date of this PDS. Those tax laws and their interpretation could change in the future. The tax information contained in this PDS generally applies to individual investors that are Australian tax residents and you should seek your own tax advice. If you are a nonresident investor or a temporary visa holder, you should also seek your own tax advice.

# When you invest in LifeIncome

When you commence LifeIncome with non-superannuation money, there is no tax deducted by Generation Life from your initial investment.

There is generally no tax deducted on superannuation benefits that are rolled over from a taxed source within the superannuation system to invest in Lifelncome. However, if you roll over a superannuation benefit which contains an untaxed element of the taxable component (which can occur with benefits paid from unfunded schemes, such as public sector superannuation funds), tax is deducted at a maximum rate of 15% by Generation Life and remitted to the ATO. The investment in Lifelncome bought with a rollover of a superannuation benefit which contains an untaxed element is net of the tax on the rollover.

# How regular income payments are taxed

#### Superannuation money

If you invested in LifeIncome with money rolled over within the superannuation system and you are aged 60 and over, your regular payments are tax free. If you invested in LifeIncome with superannuation money and you are under 60 years old, your regular income payments may comprise tax-free and taxable components. PAYG withholding tax may be withheld on the taxable amount. If your payments are subject to tax, you may be entitled to a 15% tax offset. Generation Life will apply this automatically to reduce the amount of tax it withholds from your income payments, where applicable. At the end of the Financial year, Generation Life will send you a PAYG payment summary for you to complete your income tax return.

Where you have nominated a Reversionary Beneficiary who starts to receive income after you pass away, the tax withheld may change.

If you pass away aged 60 or over, the income payments to your Reversionary Beneficiary will be tax free. Otherwise, the income payments will maintain the same tax-free and taxable components as the original income stream to you, but any PAYG withholding tax will be dependent on the age of the Reversionary Beneficiary.

#### Non-superannuation money

Deductible amount =

If you invested in LifeIncome with non-superannuation money, part of your regular payments may be included in your assessable income and subject to PAYG withholding tax. The assessable amount is reduced by a 'deductible amount'.

The deductible amount will be the amount of each regular payment that is considered, for tax purposes, to represent a proportionate return of your initial investment.

The following formula can be used to calculate your annual deductible amount at commencement of your Lifelncome:

Initial investment

Life expectancy

Where you have selected the Reversionary Beneficiary option, the longer life expectancy of you and your Reversionary is used to calculate the deductible amount.

Like an employer, Generation Life may be required to withhold an amount from the payments it makes to you and remit that amount to the ATO. Note that PAYG withholding tax is not a final tax, and a greater or lesser amount of tax may apply upon later assessment of your annual income tax return.

When your Reversionary Beneficiary starts to receive income after you pass away, normal PAYG withholding tax applies to the taxable portion of the regular payments for the Reversionary Beneficiary. The deductible amount is not recalculated.

At the end of the Financial year, Generation Life will send you a PAYG payment summary for you to complete your income tax return.

# Providing your tax file number to us

By completing a tax file number ('TFN') declaration, any PAYG withholding tax that is required to be deducted from your regular income payments may be reduced. The TFN declaration also allows you to apply for a tax-free threshold. You should consult your financial adviser or tax adviser to ascertain whether you are eligible to claim the tax-free threshold.

Failing to quote your TFN is not an offence; however, when commencing LifeIncome with superannuation money, it facilitates the transfer of money from another superannuation fund.

Likewise, when commencing LifeIncome with nonsuperannuation money it is also not an offence not to quote your TFN, but if you choose not to, Generation Life may be required to deduct tax at the highest marginal rate (along with applicable levies and charges).

Generation Life will use your TFN for legal purposes only. This includes providing information to the ATO so that your tax can be properly assessed. The collection of TFNs is authorised by tax and privacy laws.

# Superannuation Transfer Balance Cap

An individual is subject to a lifelong cap on the amount of money they can transfer from the accumulation phase of superannuation to the tax-free 'retirement phase', where you start to receive an income stream. The General Transfer Balance Cap is \$1.9 million from 1 July 2023. Individuals who start their first retirement phase income stream on or after 1 July 2023 will have a personal transfer balance cap of \$1.9 million. However, an individual will have their own transfer balance cap, and it may be less than \$1.9 million depending on their circumstances.

When you commence a LifeIncome with your superannuation money, Generation Life is required to report your investment amount to the ATO, which will be recorded in your transfer balance account and count towards your Transfer Balance Cap. An individual's transfer balance account and cap are tracked by the ATO; it is not the responsibility of Generation Life to monitor an individual's cap.

If your spouse starts to receive a Death Benefit income stream as the Reversionary Beneficiary, Generation Life will report an amount to the ATO that will count towards their Transfer Balance Cap 12 months from when they started to receive the income, and we will notify your spouse of the amount reported to the ATO.

If you exceed your Transfer Balance Cap, the ATO may send us a Commutation Authority instructing us to remove money from your Lifelncome (make a commutation). Generation Life will contact you, and your financial adviser, if this happens. However, if we are unable to contact you, Generation Life may have to act by redeeming part or all your Lifelncome. This may reduce the amount of your Income Units. If you are still within a Withdrawal Period, Generation Life may refund your Lifelncome under those provisions.

For further information on your own Transfer Balance Cap, and what action you can take if you exceed your Transfer Balance Cap, please refer to the ATO website (ato.gov.au) or speak to your financial adviser or tax adviser.

# Seniors and Pensioners Tax Offset

If you invest in LifeIncome, you might be eligible to claim the Seniors and Pensioners Tax Offset ('SAPTO'). The amount of your SAPTO will depend on your personal circumstances. If you are eligible and wish for Generation Life to reduce any PAYG tax we withhold on your regular payments, please complete the TFN declaration when you apply and then send us a Withholding Declaration.

# Social security

LifeIncome is defined as an 'asset-tested income stream (lifetime)' product for social security purposes. Centrelink and the Department of Veterans' Affairs entitlements are determined using two 'means' tests: an assets test and an income test.

Under the assets test, only 60% of your investment amount is assessed. From age 84, or after a minimum of five years from date of commencement, whichever is later, only 30% is assessed.

Only 60% of your LifeIncome annual income is assessed under the income test.

A statement will be provided to you when you commence LifeIncome and at the start of each Financial year when your annual income is reset so that that you can submit this to Centrelink or the Department of Veterans' Affairs. You can request a statement from us at any time.

All social security assessment decisions regarding individuals who commence LifeIncome 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. Centrelink is part of Services Australia.

# Changes in residency

If you change from being a non-resident to an Australian tax resident or vice versa, it is important that you notify Generation Life immediately.

# Our reporting obligations

We are required to identify tax residents of countries other than Australia to meet account information reporting requirements under both Australian and international laws.

If at any time after investing, information in our possession suggests that you may be a tax resident of a country other than Australia, you may be contacted to provide further information on your foreign tax status. Failure to respond may lead to certain reporting requirements applying to your investment.

By completing the online Application Form, you certify that if at any time there is a change to your foreign tax status details, you will inform Generation Life.

# Additional information

# Using a financial adviser

You will require a financial adviser to open a LifeIncome policy. You can cancel or change that nomination at any time. The instruction will take up to 10 Business Days to be processed. If you cancel your nomination, you will not be able to have an Adviser Representative appointed.

You may want to speak to a registered financial adviser to help you with investing generally. You can appoint a financial adviser as your Nominated Financial Adviser to assist you with managing your investment. You can agree to pay your Nominated Financial Adviser's AFS Licensee fee as described in the 'What can be paid to your financial adviser?' section on page 55.

Your personal information and information about your investment, including copies of communications sent to you by us, will be provided to your Nominated Financial Adviser, including their officers and staff. Generation Life may provide this information either directly or through third party service providers. Your Nominated Financial Adviser is automatically appointed as your Adviser Representative (unless you instruct us otherwise). Your Adviser Representative can both act and provide certain instructions to us on your behalf. Officers or staff of your Nominated Financial Adviser are also authorised to give instructions in relation to your investment and they are bound by the same terms and conditions as your Adviser Representative.

Your Adviser Representative can generally do a range of things, including make investment switching requests and have access to your investment details. However, your Adviser Representative cannot make a withdrawal, change your contact details and banking arrangements, change or add nominated beneficiaries (unless expressly authorised by you) or appoint another representative.

Given that your Adviser Representative can access your information and will have the authority to act on your behalf on matters concerning your investment, it is important that you are comfortable with your Nominated Financial Adviser handling your investment. If you have any doubts regarding this, you should select the opt-out option in the Adviser Representative appointment section in the online Application Form. You are responsible for anything that your Adviser Representative does on your behalf. If someone we reasonably believe to be either your Adviser Representative or their officers or staff acts on your behalf, Generation Life will treat the request as if you had personally acted.

Generation Life has the discretion to terminate the Adviser Representative facility or not act on an instruction or request received from an Adviser Representative where it suspects the Adviser Representative is acting illegally or without authorisation. Generation Life is not responsible for the actions of your Adviser Representative or for the actions of their officers or staff. The registration of a Nominated Financial Adviser to act as an Adviser Representative is not to be taken as an endorsement of them by Generation Life.

If you do not opt out from appointing your financial adviser as your Adviser Representative, you release Generation Life from any claims and indemnify it against all losses and liabilities arising from any payment or action made based on instructions received from your Adviser Representative, or their officers or staff, that are reasonably believed to be genuine. You also agree that neither you, nor anyone claiming through you, has any claim against Generation Life in relation to these payments or actions. If you have more than one Generation Life investment, and you would like to appoint an Adviser Representative, please provide an instruction for each investment.

In exceptional circumstances, Generation Life may exercise its discretion to allow LifeIncome to be acquired directly without a financial adviser.

# LifeIncome owner

LifeIncome is a life insurance policy and the policy owner of LifeIncome (you) is the life insured. The life insured must be a natural person. LifeIncome can only be commenced by an individual. The policy owner has full ownership, withdrawal and switching rights. The policy owner can choose to nominate a Reversionary Beneficiary who becomes the policy owner in the event of the original policy owner's death.

Please note, a Reversionary Beneficiary will not have withdrawal rights if the policyowner has waived the Reversionary Beneficiary's right to a Withdrawal Benefit. If you nominate a Reversionary Beneficiary to receive regular payments upon your death, the Reversionary Beneficiary (unless removed or ineligible) becomes the succeeding policy owner and life insured of LifeIncome and has full ownership and switching rights and the right to nominate beneficiaries.

## Investment term

Your Lifelncome, as a lifetime annuity, has an investment term for the rest of your life (and your Reversionary Beneficiary's life if nominated). A withdrawal is possible during the Withdrawal Period previously described on page 20, but after that there is no voluntary withdrawal option provided. A lump sum Death Benefit will be paid to the nominated beneficiaries or the estate if the policy owner passes away within the Death Benefit Period, if there is no Reversionary Beneficiary. If there is a Reversionary Beneficiary and they too pass away within the Death Benefit Period, a lump sum payment will be made to their nominated beneficiaries or their estate.

# **Conditions of release**

If you are commencing a Lifelncome with superannuation money, it must be rolled over from your existing superannuation fund. Lifelncome cannot accept contributions from any other source. You also need to have met a condition of release.

The main conditions of release include:

- Reaching your preservation age and permanently retiring.
- Ceasing an employment arrangement on or after age 60.
- Reaching age 65.
- Terminal illness.
- · Permanent incapacity.

#### What is my preservation age?

| If you were born:           | Your preservation age is: |
|-----------------------------|---------------------------|
| Before 1 July 1960          | 55                        |
| 1 July 1960 to 30 June 1961 | 56                        |
| 1 July 1961 to 30 June 1962 | 57                        |
| 1 July 1962 to 30 June 1963 | 58                        |
| 1 July 1963 to 30 June 1964 | 59                        |
| 1 July 1964 or after        | 60                        |

# **Complaints resolution**

You should notify Generation Life in writing if you have a complaint. Generation Life will acknowledge receipt of your complaint, aim to resolve it within 30 days and write to you to explain the decision and any further avenues of recourse.

Generation Life is a member of the Australian Financial Complaints Authority ('AFCA'), an independent body established to resolve complaints in the financial services industry. If your complaint has not been resolved within a reasonable time or you are not satisfied with the determination of your complaint, you can refer the matter to AFCA for resolution. Contact details for AFCA are:

#### **Australian Financial Complaints Authority**

GPO Box 3 Melbourne, Victoria 3001 www.afca.org.au Telephone 1800 931 678

# **Processing your instructions**

Where a valid application (a completed application and cleared funds received), switch or withdrawal request is received on or prior to 12:00 pm (Melbourne time) on a Business Day, your request will generally be processed using the unit price applying to the close of business that day. Should the request be received after 12.00 pm (Melbourne time), your request will be processed using the unit price applying to the following Business Day. Please note a withdrawal is either a cooling-off or withdrawal request or the payment of a Death Benefit. Transaction processing for all investment options may generally take up to seven Business Days to be finalised and will depend on obtaining up-to-date valuations for the underlying investments of the investment option in your portfolio at the time of any of switch or withdrawal.

Some delays may be experienced as part of normal end-ofyear and end-of-quarter reporting periods; however, this will not impact the effective unit price applicable to a transaction request.

If any required documentation does not accompany your application monies (including required customer identification documents), Generation Life may either refuse or delay your application for up to 30 days, after which the application monies will be returned to you.

# Processing instructions involving the MCP Wholesale Investments Trust

A request to switch out of the MCP Wholesale Investments Trust must be received by the 10th of a month for the switch to be processed on the last Business Day of that month, except in June, when the switch will be processed on the third last Business Day.

If a request to switch out is received after the 10th of a month, the switch will be processed on the last Business Day of the following month, except in June, when the switch will be processed on the third last Business Day.

The unit price received will be based on the date the switch is processed.

Requests to switch into the MCP Wholesale Investments Trust are unaffected by liquidity constraints and are processed daily.

Please note that the timing of the payment of Death Benefit claims and withdrawal and cooling-off requests will be subject to the availability of funds and any withdrawal rules that apply to the MCP Wholesale Investments Trust.

# What information is required on death?

In the event of the death of the policy owner or the Reversionary Beneficiary, Generation Life must be informed.

A claim for a lump sum Death Benefit can be made by contacting Generation Life.

To calculate a lump sum Death Benefit, Generation Life will require satisfactory evidence that you or your Reversionary Beneficiary, if applicable, have passed away.

If you commenced your policy with superannuation money and have nominated a Reversionary Beneficiary on your Lifelncome and they survive you, they will need to provide evidence that they were still your spouse at the time of your death.

If you commenced your policy with superannuation money, and you have nominated beneficiaries, your beneficiaries will need to provide evidence that they were still your eligible beneficiaries at the time of your death.

Your representative(s) will be required to produce various documents to support the claim, which will be confirmed at the time of the claim. Death Benefit payments will generally be made within 30 Business Days of the Death Benefit claim requirements being met, subject to the availability of funds and any withdrawal rules that apply to the MCP Wholesale Investments Trust.

If you have a Reversionary Beneficiary, Generation Life must also be informed of their death.

Generation Life will recover overpaid income payments. This recovery will be either from a reduced lump sum Death Benefit payment or a claim against the estate.

# Suspension of applications, switches and withdrawals

In certain situations impacting:

- the effective and efficient operation of a market for an asset held directly or indirectly by an investment option, or
- in circumstances where Generation Life otherwise considers it to be in investors' interests,

Generation Life may suspend processing all switches and withdrawals for that investment option. This may include (but may not be limited to) situations where:

- Generation Life cannot properly ascertain the value of an asset held by the investment option
- an event occurs outside of our control that results in Generation Life being unable to calculate unit prices or to reasonably acquire or dispose of assets held by the investment option
- an underlying fund or manager suspends applications, withdrawals and/or unit pricing
- the transaction would be prejudicial to the interests of other investors
- the law otherwise permits a delay or restriction on processing applications or withdrawals.

There may be delays or deferrals in processing any withdrawal or investment switch because of processing delays or deferrals imposed by the underlying investment managers in respect of their respective investment options.

Where this is the case, Generation Life may delay the processing of a withdrawal or investment switch until 14 Business Days after the underlying investment manager has processed the instructions or until Generation Life has received all relevant financial information from the underlying investment manager.

Notwithstanding, we may further delay such processing of transactions for up to three calendar months, where to do so, would in our opinion, be prejudicial to the financial interests of the policy owner. Generation Life may also choose to delay the processing of switches or withdrawals until it has received the tax components for any distributions paid by the investment managers of the underlying funds during any given Financial year.

Withdrawals or switching requests received during the suspension will be processed using the entry and/or exit price applicable when the suspension is lifted.

# Family Law considerations

Family Law legislation may affect a LifeIncome that is commenced with superannuation money, should a policy owner separate from their spouse. By operation of law, Generation Life will be required to provide information to a spouse about the LifeIncome policy without reference to the policy owner.

In the event that a Family Court order is made after the Withdrawal Period previously described on page 20, Generation Life will split the regular income payment in line with an order from the Family Court.

# **Unclaimed money**

In some circumstances, if an amount is payable to you, your estate or your nominated beneficiaries and Generation Life is unable to ensure that you, your estate or your nominated beneficiaries will receive it (for example Generation Life is unable to confirm your eligibility to continue to receive regular payments or we may not be able to locate your nominated beneficiaries), Generation Life may be obliged to transfer the amount to the Australian Securities & Investments Commission (ASIC). For more information on unclaimed monies, refer to www.asic.gov.au or contact your financial adviser.

# **Electronic instructions**

Generation Life will not be responsible for any loss or delay that results from a transmission not being received by us and will only process electronic instructions received in full and signed by authorised signatories. Only instructions received from you, or a person authorised by you, will be accepted by Generation Life. You must comply with any security or verification procedures required by Generation Life from time to time. Generation Life will assume that any instruction received by electronic means in respect of your investment has been authorised by you, and it will not investigate or confirm that authority (unless we are aware that the instruction was not authorised).

Generation Life may refuse to act on any instruction until the validity of the instruction has been confirmed – which may result in delays in your instruction being processed – and we will not have any liability to you or any other person for any consequences resulting from not acting on the instruction. By providing electronic instructions, you release Generation Life, its representatives and agents from any claims and indemnify Generation Life, its representatives and agents against all costs, expenses, losses, liabilities or claims arising from any payment or action made based on instructions (even if not genuine) received and reasonably believed to be genuine, including as a result of gross negligence or wilful default by Generation Life, its representatives or agents.

You also agree that neither you nor anyone claiming through you has any claim against Generation Life, its representatives or agents in relation to acting on instructions received (authorised by you or otherwise). Please be careful. There is a risk that fraudulent requests can be made by someone who has access to your investment information.

Generation Life may vary the conditions of the service at any time by providing notice, either in writing, by email or other electronic communication. It may also suspend or cancel the service at any time without notice.

# **Discretions and minimums**

Generation Life reserves the right to reject a switch request at our discretion. Minimum investment allocations may be varied from time to time at our discretion.

# **Direct debit**

You can authorise us in your Application Form to debit investment amounts directly from your nominated Australian financial institution account. We are unable to debit a thirdparty account, so you must be a party to the bank account selected for direct debits. We will initiate direct debit drawings automatically upon acceptance of your instruction, and we will not advise you beforehand. To avoid potential dishonours by your financial institution and any associated charges, it is your responsibility to ensure that:

- · direct debit is available from any account you nominate
- your selected account has sufficient funds available to meet any authorised direct debits.

# Direct debit service agreement

#### **Debiting your account**

By signing a direct debit request, you have authorised us to arrange for funds to be debited from your nominated account. We will only arrange for funds to be debited from your nominated account as authorised in the direct debit request.

If the debit day falls on a day that is not a Business Day, we may direct your financial institution to debit your nominated account on the following Business Day. If you are unsure about which day your nominated account has been or will be debited, you should ask your financial institution.

#### Changes by us

We may vary any details of this agreement or a direct debit request at any time by giving you at least 14 days' written notice.

#### Your obligations

It is your responsibility to ensure that there are sufficient cleared funds available in your nominated account to allow a debit payment to be made in accordance with the direct debit request.

If there are insufficient cleared funds in your nominated account to meet a debit payment:

- you may be charged a fee and/or interest by your financial institution
- you may also incur fees or charges imposed or incurred by us
- you must arrange for the debit payment to be made by another method or arrange for sufficient cleared funds to be in your nominated account by an agreed time so that we can process the debit payment.

You should check your account statement to verify that the amounts debited from your account are correct.

If we are liable to pay GST on a supply made in connection with this agreement, then you agree to pay us on demand an amount equal to the consideration payable for the supply multiplied by the prevailing GST rate.

### **Disputes**

If you believe that there has been an error in debiting your account, you should notify us directly on 1800 806 362 during business hours (Melbourne time) and advise us in writing as soon as possible so that we can resolve your query more quickly.

If we conclude as a result of our investigations that your account has been incorrectly debited, we will respond to your query by arranging for your financial institution to adjust your account (including interest and charges) accordingly. We will also notify you in writing of the amount by which your account has been adjusted.

If we conclude as a result of our investigations that your account has not been incorrectly debited, we will respond to your query by providing you with reasons and any evidence of this finding. Any queries you may have about an error made in debiting your account should be directed to us in the first instance so that we can attempt to resolve the matter between us and you. If we cannot resolve the matter, you can still refer it to your financial institution, which will obtain details of the disputed transaction from you and may lodge a claim on your behalf.

#### Accounts

You should check:

- with your financial institution whether direct debiting is available from your account, as direct debiting is not available on all accounts offered by financial institutions
- your nominated account details that you have provided to us are correct by checking them against a recent account statement
- with your financial institution before completing the direct debit request if you have any queries about how to complete the direct debit request.

#### Confidentiality

We will keep any information (including your account details) in your direct debit request confidential. We will make reasonable efforts to keep any such information that we have about you secure and to ensure that any of our employees or agents who have access to this information about you do not make any unauthorised use, modification, reproduction or disclosure of that information. We will only disclose information that we have about you:

- to the extent specifically required by law; or
- for the purposes of this agreement (including disclosing information in connection with any query or claim).

# How your investment is valued

When you invest, you are allocated a number of Income Units of a category in each chosen investment option you have selected (your category of Income Unit will be dependent on the LifeBooster rate selected). Each of these Income Units represents an equal part of the market value of the portfolio of investments that the investment option holds. As a result, each category of Income Unit has a dollar value, or 'unit price'.

As an example, if you have 3,000 Income Units and the unit price for that class is \$1.08 on 30 June, the value of you Income Units and your annual income for the following year would be \$3,240.

The unit price of each category of Income Unit is calculated by taking the total market value of an investment option's assets relevant to that class on a particular day, adjusting for any liabilities, accruals and provisions and then dividing the investment option's net value by the total number of units held by all investors of the same category on that day.

Although your Income Unit balance in an investment option will stay constant (unless there is a switching transaction on your account), the unit price will change, according to changes in the market value of the investment portfolio, provisions, accruals or the total number of units issued for the option. Switching between different categories of units in an investment option is not permitted. Generation Life determines the market value of each investment option based on the most recently available information it has and may exercise certain discretions that could affect the unit price of units on application or withdrawal in each investment option (such as determining transaction costs and buy/sell spreads). Generation Life's Unit Pricing Discretion Policy sets out the principles followed when exercising these discretions. This Policy is available free of charge by contacting Generation Life.

Refer to page 54 for the buy/sell spreads that apply to each investment option.

# Labour standards or environmental, social or ethical considerations

Generation Life does not take into account labour standards or environmental, social or ethical considerations in its investment decisions. However, it does have an overall policy of always acting legally, acting in the best interests of investors and dealing with parties who, to the best of its knowledge, are reputable organisations.

The investment managers may have their own policies on the extent to which labour standards, environmental, social or ethical considerations are taken into account in their investment processes.

# **Updating information**

Generation Life may change any of the terms and conditions contained or referred to in the PDS, subject to compliance with the Product Rules and laws and, where a change is material, will notify you in writing or via email within the timeframes provided for in the relevant legislation. Information contained in this PDS that is not materially adverse information is subject to change from time to time and may be updated. A paper copy of any updated information is available free of charge on request by contacting Generation Life on 1800 806 362.

The offer made in this PDS is available to persons receiving the PDS within Australia only.

# **Privacy Policy**

Generation Life respects and upholds your rights to privacy protection and has measures in place governing how it collects, holds, uses and discloses your personal information. These matters are governed by Generation Life's Privacy Policy, which covers information such as:

- your name, contact details and identification information
- your banking details
- any transactions and your dealings with Generation Life or our related entities.

# Collection, use and disclosure of your personal information

Generation Life may collect, use and disclose your personal information for a variety of purposes, including:

- providing our services and products to you and in marketing and communicating offers and opportunities to you
- in managing and administering your investments (e.g. accounting, record-keeping, systems development, staff training and compliance monitoring)
- to enable your financial adviser to provide you with financial advice and ongoing services.

### Information about others

If you provide personal information about another person, then you must ensure that person (or their parent or guardian if they are under the age of 16) also understands our Privacy Policy.

#### Providing your personal information to others

In the ordinary operation of business, Generation Life may disclose your personal information to a range of people and organisations including:

- agents, contractors or service providers Generation Life engages to carry out or assist its functions and activities
- · our related entities
- your authorised agent, solicitor, executor, administrator, trustee, guardian, attorney, financial adviser or anyone acting for you in connection with your dealings with us
- parties that Generation Life is authorised or required by law or court/tribunal order to disclose information to.

Generation Life will only use your personal information to enable these people or organisations to undertake matters covered within our Privacy Policy.

Your personal information and information about your investment may be disclosed to your financial adviser. You acknowledge that your financial adviser is acting as your agent for this purpose.

#### Confidentiality

Generation Life will take reasonable steps to ensure your personal information is held securely and protected from any misuse, interference or loss as well as unauthorised access, modification or disclosure.

#### Accessing your information, correcting and opting out

You may request access to your personal information. Generation Life will take reasonable steps to correct your personal information to ensure that it is accurate and up to date. If you believe that personal information held about you is incorrect then you may request Generation Life to correct it.

You can also opt out of receiving communications from Generation Life, other than as required for the management and administration of your investment and operation of our business. If you have any questions or a complaint about the Privacy Policy, you should contact our privacy officer at:

#### **Generation Life Limited**

GPO Box 263 Collins Street West, Melbourne VIC 8007 Telephone: 1800 806 362 Email: <u>privacy@genlife.com.au</u>

If Generation Life does not address your complaint to your satisfaction, you may write to the Privacy Commissioner at:

Office of the Australian Information Commissioner GPO Box 5218, Sydney NSW 2001

#### Your consent

By signing the online Application Form, you are consenting to Generation Life collecting, using and disclosing your personal information in accordance with its Privacy Policy.

#### **Changes and current Privacy Policy**

Generation Life can change its Privacy Policy from time to time at its discretion. This is only a summary, and a copy of the full version of our current Privacy Policy can be obtained from Generation Life or on our website at <u>www.genlife.com.au</u>

# Your cooling-off rights

You have rights called 'cooling-off' that allow you to cancel your LifeIncome application by written notice within 14 days (unless a longer period applies based on specific State or Territory legislation).

Unless specified otherwise by your State or Territory legislation, the cooling-off period starts the earlier of:

- the date you receive your confirmation of investment from Generation Life, or
- the end of the fifth day after your application has been formally accepted by Generation Life as demonstrated by the issuing of Income Units in your selected investment options.

If the policy is cancelled, the amount paid back will be adjusted for market movements in the unit price of the investment options chosen less any reasonable transaction costs or taxes and duties not recoverable by Generation Life. Any income payments will also be deducted from the amount refunded. Our administration fees and insurance expenses will be refunded. The timing of a payment to you as a result of you exercising your cooling-off rights will be subject to the availability of funds and any withdrawal rules that may apply to any investment options chosen.

# **Related parties**

Generation Life reserves the right to outsource any or all of its investment management and administration functions, including to related parties, without notice to investors. All related party transactions entered into will be in accordance with relevant laws and be made subject to arm's length and commercial terms.

# Licensing and regulation

Generation Life is a registered life insurance company under the Life Act and is also an Australian financial services licence holder under the Corporations Act.

Generation Life and the lifetime annuity offered under this PDS are subject to regulation by APRA and by ASIC. Generation Life's operations and the operations of the lifetime annuity are governed by the Product Rules, the Life Act and the Corporations Act.

# **Product Rules and security**

The Product Rules govern the operation of Lifelncome and the investment options. The Product Rules have been approved by APRA. Each investment option is constituted as a separate benefit fund under the Product Rules.

Each benefit fund is held separate and distinct from the other benefit funds and the assets of Generation Life. Each benefit fund is therefore quarantined and protected from any potential adverse positions that may impact either Generation Life or any of the other benefit funds. The Product Rules provide Generation Life with certain rights and powers, including (but not limited to):

- the types of investment options that Generation Life can issue
- how the investment options (benefit funds) are established, valued and priced, as well as how they operate
- how applications are made and any conditions attached, including the power to accept or not accept applications at our discretion
- the determination of tax treatments, provisions and allocations to and between the benefit funds.

Any changes to the Product Rules must be approved by APRA.

# Your contract with Generation Life

By Generation Life approving your LifeIncome application, you enter into a contract with it. That contract is formed when your LifeIncome application is accepted. The terms of your contract comprise the terms and conditions contained in your LifeIncome application, the Product Rules and this PDS or any future PDS or disclosure document issued.

# Investment manager benefits

Where allowed by law, Generation Life may receive certain benefits in the form of payments or rebates from underlying investment managers of the investment options and may use these to reduce the management fees you pay or they may be retained in our general management fund.

# Tax credits

The Product Rules provide for the benefit of tax credits related to certain costs where Generation Life has sought reimbursement to be passed onto the relevant investment option. Depending on the nature, size and origins of reimbursable costs not specifically specified under the Product Rules, the benefit of the tax credits (whatever their source) are able to be realised by us and allocated at our discretion to investment options and/or retained by us in our general management fund.

# Consents

Each of the investment managers referred to in this PDS has given and not withdrawn their consent before the date of this PDS to the inclusion of the description of the investment options and the investment managers in the form and context that they have been named. Hannover has also consented to being named in this PDS.

# Your liability

Investors are not under any personal obligation to indemnify Generation Life (or its creditors) in respect of our liabilities in relation to LifeIncome, the investment options, or the underlying investment managers.

# Anti-money laundering legislation and financial crimes monitoring

Generation Life is bound by laws relating to the prevention of money laundering and the financing of terrorism as well as sanctions obligations, including the Anti-Money Laundering and Counter-Terrorism Financing Act 2006 ('AML/CTF Laws').

As part of meeting our obligations, you are required to confirm and agree to certain terms and conditions.

By approving your application, you agree that:

- Generation Life is required to carry out procedures that verify your identity before providing services to you, and from time to time thereafter.
- You are not investing under an assumed name.
- Any money you invest is not derived from or related to any criminal activities.
- Any proceeds will not be used in relation to any criminal activities.
- You will not initiate, engage in or effect a transaction that may be in breach of AML/CTF Laws or sanctions (or the law or sanctions of any other country).
- If asked, you will provide any additional information that is reasonably required for the purposes of AML/CTF Laws or sanctions. This could include information about you or anyone acting on your behalf, certification of your identity, your estate, or the source of funds used in connection with a contribution.

- In order to comply with AML/CTF Laws and sanctions, Generation Life may be required to take action, including delaying or refusing the processing of any application or any transaction related to your investment, if it is believed or suspected that the application or transaction may breach any obligation of or cause Generation Life to commit or participate in an offence under any AML/CTF Laws or sanctions. Generation Life will not incur any liability in doing so.
- You are not aware and have no reason to suspect that the money used to fund your investment is derived from or related to money laundering, terrorism financing or similar activities or that proceeds of your investments will fund illegal activities.
- In certain circumstances, Generation Life may be obliged to freeze or block an investment where it is used in connection with illegal activities or suspected illegal activities. Freezing or blocking can arise as a result of the transaction monitoring that is required by AML/CTF Laws or the Foreign Account Tax Compliance Act ('FATCA')/Common Reporting Standard Act ('CRS'). If this occurs, Generation Life is not liable to you for any consequences or losses whatsoever, and you agree to indemnify Generation Life if it is found liable to a third party in connection with the freezing or blocking of your investment.
- Where legally obliged to do so, Generation Life may disclose the information gathered to regulatory and/or law enforcement agencies or other entities.

# FATCA & CRS Requirements under Automatic Exchange of Information

The FATCA is designed to counter United States of America (US) income tax avoidance by US persons investing in assets outside the US, including through their investments in foreign financial institutions. FATCA requires reporting of US persons' direct and indirect ownership of non-US accounts and non-US entities to the US Internal Revenue Service ('IRS').

The Australian Government has entered into an Inter-Governmental Agreement ('IGA') with the US Government for the reciprocal exchange of taxpayer information. Under this IGA, financial institutions operating in Australia report information to the ATO rather than the US IRS. The ATO may then pass the information on to the US IRS.

The CRS is an information-gathering and reporting requirement for financial institutions in participating countries/jurisdictions to promote a reduction in offshore tax evasion and protect the integrity of tax systems.

Under the CRS, financial institutions are required to identify customers who appear to be tax residents outside of the country/ jurisdiction where they hold their investments and report certain information to the ATO. The ATO may then share that information with the tax authority of the country/jurisdiction where these customers are a tax resident.

Australian financial institutions, such as Generation Life, are required to comply with both FATCA and CRS obligations. As part of meeting our obligations, you are required to confirm and agree to certain terms and conditions, which can be found on our website at <u>www.genlife.com.au</u>.

## Glossary

| Term                         | Definition  |
|------------------------------|---|
| APRA                         | Australian Prudential Regulation Authority  |
| ASIC                         | Australian Securities & Investments Commission  |
| ΑΤΟ                          | Australian Taxation Office  |
| Business Day                 | A day (other than a Saturday or Sunday) on which banks are open for general banking business in Melbourne   |
| CAS                          | Capital Access Schedule as described in the 'Limits on the amount that can be paid to you as a lump sum' section on page 30   |
| Financial year               | From 1 July to 30 June  |
| General Transfer Balance Cap | This is a lifetime limit on the total amount of superannuation that can be transferred into tax-<br>free retirement phase income streams, including most superannuation pensions and annuities.<br>The cap is reviewed each Financial year in line with the consumer price index (rules apply). |
| Life Act                     | Life Insurance Act 1995 (Cth)   |
| Reversionary Beneficiary     | A person nominated to receive income upon the death of the policy owner   |
| TFN                          | Tax File Number   |

# How to commence LifeIncome

You should read this PDS and discuss with your financial adviser whether this product is right for you. If you would like a quote, contact your financial adviser.

Your LifeIncome will be issued once Generation Life completely validates your application and all funds for your investment have been cleared.

Commencing LifeIncome is easy and convenient. To commence a LifeIncome, you must complete the following:

| Online application    | Work with your financial adviser to ensure all valid sections of the online Application<br>Form are fully completed and signed. Generation Life will not be able to proceed with<br>your application if it is not completed. Generation Life may attempt to contact you or<br>your financial adviser in these situations. Until all required information is received, your<br>application funds will be held in a non-interest bearing account until the application is<br>fully completed. |
|-----------------------|---|
| Identity verification | In accordance with AML/CTF legislation, your identity must be verified before your LifeIncome commences.  |
| Cleared funds         | Generation Life cannot commence a LifeIncome until all relevant funds have been received and cleared.   |

To ensure your application is processed as quickly as possible, below is a checklist of items you will need for the application process:

- Identification information, such as:
  - Driver licence
  - Passport
- Bank account details
- Superannuation details (if using superannuation money to commence LifeIncome):
  - Unique Superannuation Identifier (USI)
  - Superannuation account number
  - ABN (only relevant for SMSFs)
- Your TFN

If you include a Reversionary Beneficiary, they will also need their identification information at the time of completing the application.

enquiry@genlife.com.au

Investor services1800 80Adviser services1800 33

1800 806 362 1800 333 657 9

GPO Box 263, Collins Street West Melbourne VIC 8007

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Product Disclosure Statement 27 February 2024