

## Income layering in retirement... what is it?

AIOFP Conference 2026

## Discover Generation Life

Generation Life is the market leader and innovator in tax-aware investing, intergenerational wealth transfers, succession planning, and retirement income solutions.

As a wholly owned subsidiary of Generation Development Group, we are proud to be part of the broader Group that includes Lonsec Research and Ratings, and Evidentia Group.



**>\$5.3b**  
**in FUM<sup>1</sup>**



**#1 provider of**  
**investment bond**

60% market share of annual  
investment bond inflows<sup>2</sup>



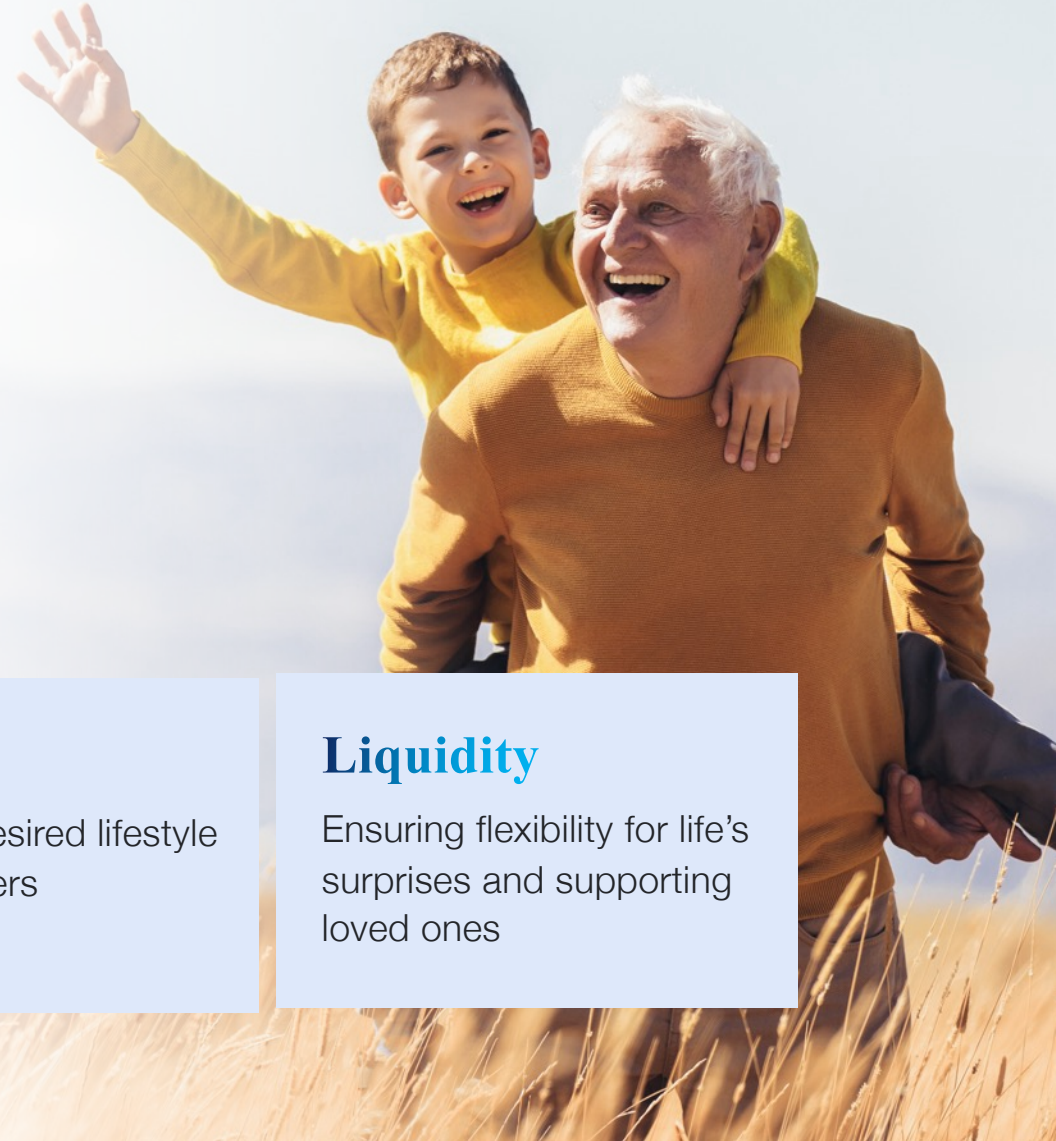
**Innovating retirement**  
**landscape**  
with estate planning and  
lifetime income solutions



**Trusted and**  
**APRA regulated**  
Parent company  
ASX 200 listed<sup>3</sup>

1. As at 31 March 2026  
2. Plan for Life, Investment Bonds Market Report for period ended 30 September 2025.  
3. ASX 200 inclusion on the 24<sup>th</sup> of April 2025.





## The four pillars of retirement: Longevity, Legacy, Lifestyle & Liquidity



### **Longevity**

Generating a sustainable income throughout retirement

### **Legacy**

Transferring wealth with clarity and certainty

### **Lifestyle**

Funding a desired lifestyle that empowers confidence

### **Liquidity**

Ensuring flexibility for life's surprises and supporting loved ones

## Mindset shift...

### Your clients may live longer than their current financial plan

The accumulation mindset lingers. Most portfolios are built to grow – not tailored to generate an easily accessible, regular income.

#### 85-87

Life expectancy for a 65-year-old man and woman.<sup>1</sup>

#### \$77,375

ASFA comfortable retirement standard. Age Pension of \$47,070 including supplements fills part of the gap — but not all.<sup>2</sup>

#### Sandwich generation

As Australians expect to live longer, 1.5 million are caught supporting ageing parents and the next generation<sup>3</sup> – a key concern by retirees is burdening the sandwich generation.<sup>4</sup>

1. ABS 2014 for life expectancies in 2022, as reported by AIHW 'Older Australians' (2024) at <https://www.aihw.gov.au/reports/older-people/older-australians/contents/health/health-status-and-functioning>, accessed 18 May 2026.
2. ASFA, (2026) Retirement Standard. For couple aged 65-84, Dec 2025 quarter: <https://www.superannuation.asn.au/consumers/retirement-standard/> accessed 14 May 2026. Age Pension for a couple (combined, living together): <https://www.superguide.com.au/in-retirement/age-pension-rates>, accessed 14 May 2026.
3. ABC (2025), The Care Squeeze: 1.5 Million 'sandwich generation' Australians care for both children and parents — as it happened (<https://www.abc.net.au/news/2025-06-30/the-care-squeeze-live-blog/105465494>), access 14 May 2026
4. Ahuri, Movement to regional Australia is a long term trend – and it's not the people you thought who are moving: (<https://www.ahuri.edu.au/analysis/news/movement-regional-australia-long-term-trend-and-its-not-people-you-thought-who-are-moving>), accessed 14 May 2026





## What does this mean for advice?

### **Retirement income pressure**

Supporting two generations can create uncertainty around retirement timing and Age Pension eligibility.

### **Complex estate planning**

Families are navigating earlier wealth transfers while still planning for longevity.

### **Multi generational advice opportunity**

Advisers are supporting clients, and their parents and adult children by extension.

### **Supporting the conversation**

Advisers can help families navigate difficult discussions and may provide greater certainty for income regularity.





## Looking beyond account-based pensions

For financial advisers seeking solutions that extend beyond account-based pensions, investment-linked lifetime income streams can...





## LifeIncome

### Innovations to lifetime annuities providing choice and flexibility

---

#### **An income guaranteed for life**

Higher starting income with LifeBooster can mean more cumulative income sooner

---

#### **Investment choice and switching at anytime<sup>1</sup>**

Across all major asset classes including purpose-built investment options

---

#### **Reversionary beneficiary**

Option for reversionary percentage

---

#### **Death Benefit & Withdrawal Benefit**

Protect your spouse / loved one whilst having flexibility and peace of mind

1. Brief exclusion period applies – refer to the Product Disclosure Statement





## Outcome driven

**Incorporating a lifetime annuity in a client's retirement portfolio, alongside an account-based pension can mean...**

Your clients need less money to generate the same level of income

Your clients could retire earlier as they don't need to save as much

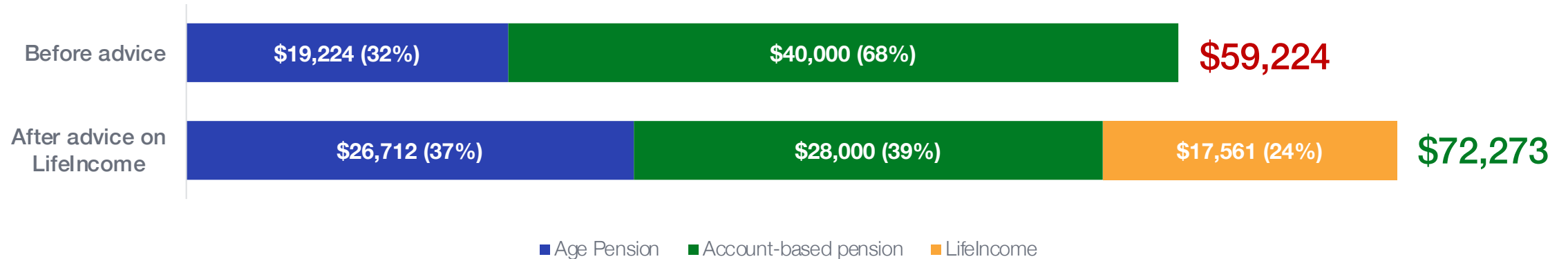
Your clients could spend more...and have a more enjoyable retirement





## Increasing Age Pension – Designing for retirement income

Year 1 comparison



### Means tested asset value

60% of your investment amount. From age 85, only 30% is assessed (subject to a minimum of 5 years).

### Means tested income

Only 60% of your LifelIncome annual income

### If \$240,000 invested in LifelIncome

Assessable assets	Reduce by \$96,000
Age Pension uplift	\$7,488 in year 1
Uplift in Age Pension in year 1 return	3.12%

Based on LifelIncome policies commenced on 7/5/2026 for a couple investing 30% of their superannuation balance into an investment-linked lifetime annuity with a LifeBooster rate of 5%. There are no fees or costs on the income paid from the investment-linked lifetime annuity in the first financial year. Fees and costs applicable to the investment-linked lifetime annuity will reduce the annual income received after the first financial year. No adviser fees have been charged. Social security rates and thresholds assume homeowners with two funeral bonds and are valid as at 20/3/2026. A combined superannuation balance of \$800,000, non-superannuation assets of \$50,000, and personal assets of \$20,000 have been assumed.



Case study  
**Optimising retirement income**





## Meet Joseph...

**Age** 67

**Situation** entering retirement





## Joseph's situation...

Joseph wants to maximise his annual retirement income.

He currently has:

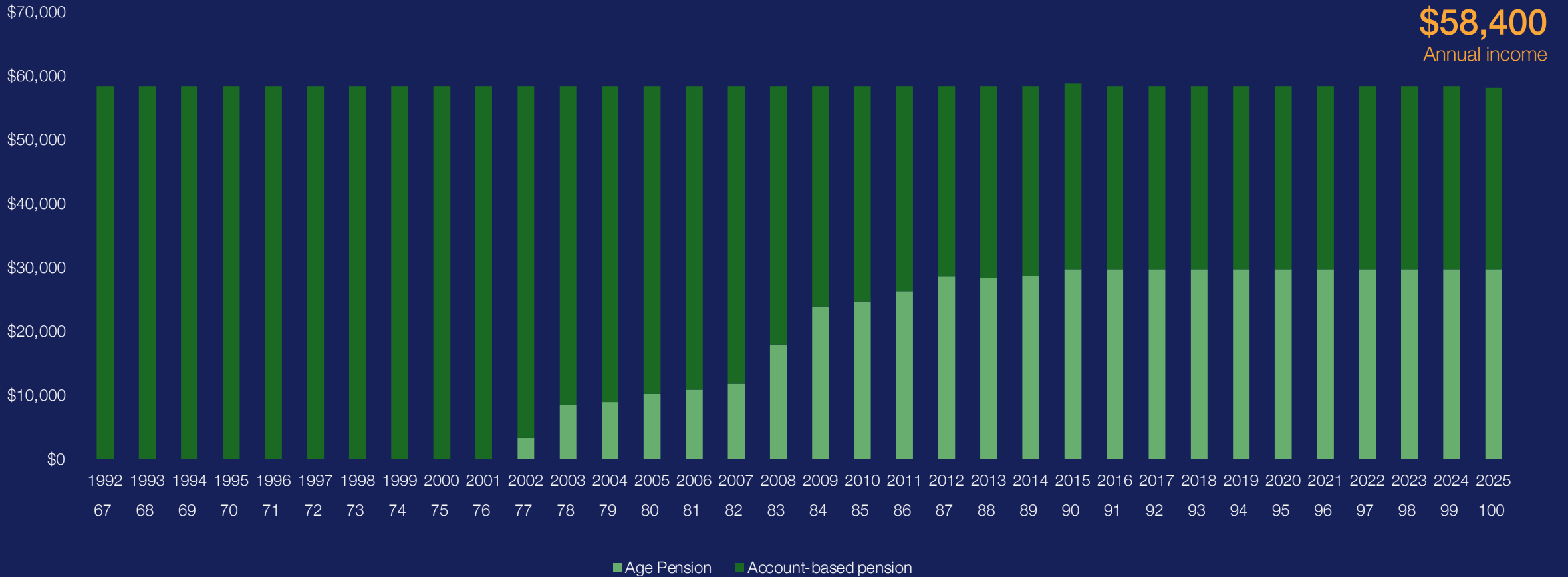
Superannuation balance	\$700,000
Other non-deemed assets	\$50,000

Joseph speaks to his financial adviser to understand how he can maximise his retirement income by investing his superannuation balance into an account-based pension.





## Option 1: What if Joseph establishes an account-based pension with a 50/50 portfolio allocation?



Assumptions: This graph illustrates the annual income for Joseph, a 67-year-old male, with a superannuation balance of \$700,000 and \$50,000 non-deemed assets. 100% of superannuation balance invested into an Account-based pension with an administration expense of 0.50% p.a.. Investing into a 50/50 diversified index fund portfolio with a 0.20% p.a. investment management fee. The portfolio contains 22% Bloomberg Ausbond Composite Index, 48% Bloomberg Global Aggregate Hedged (AUD) Index, 12% S&P ASX All Ordinaries Index, 12.5% MSCI World Ex Australia Index, 5.5% MSCI World Ex Australia Index (Local Currency). Using historical returns commencing 1<sup>st</sup> July 1991. Past performance is not a true indicator of future performance. Annual income shown in real dollars. Social security rates and thresholds as of 20<sup>th</sup> September 2024.

## Joseph's solution...

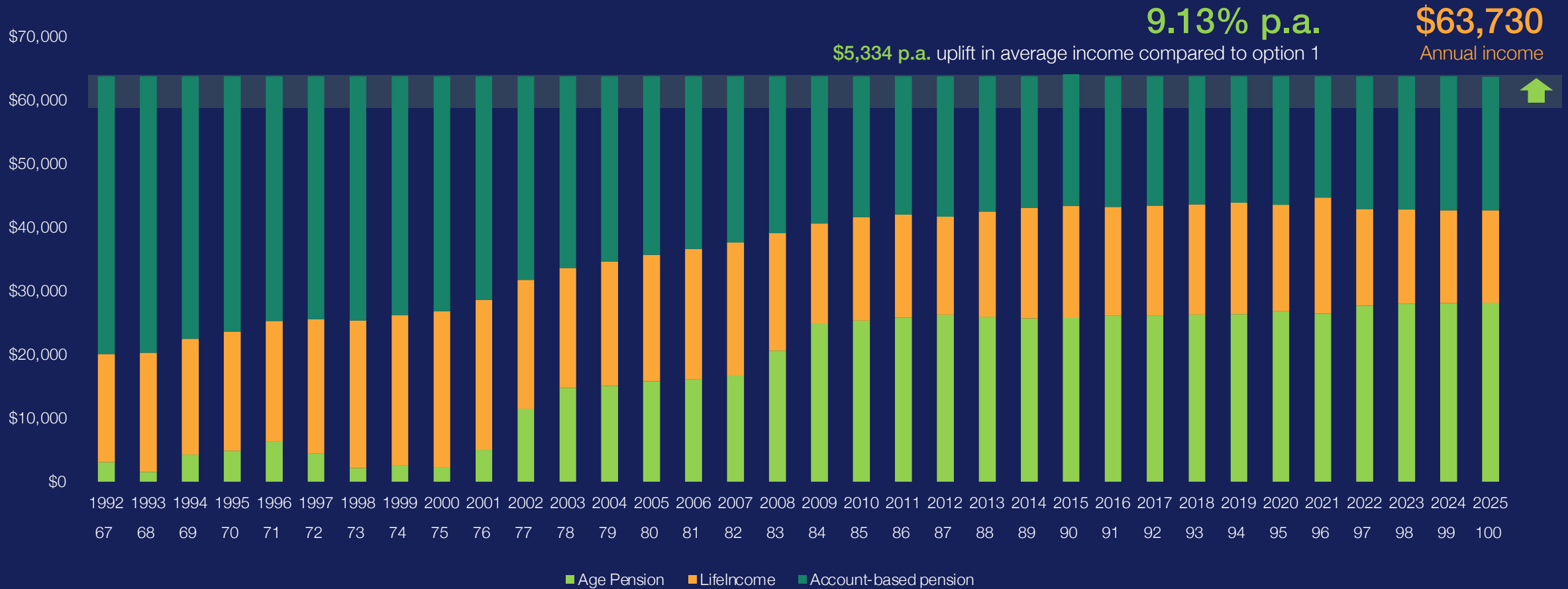
Joseph would also like to achieve a higher annual income every year.

Given Joseph's assessable assets, his financial adviser recommends investing 33% of his superannuation balance into Lifeline to gain immediate access to the Age Pension and ancillary benefits.





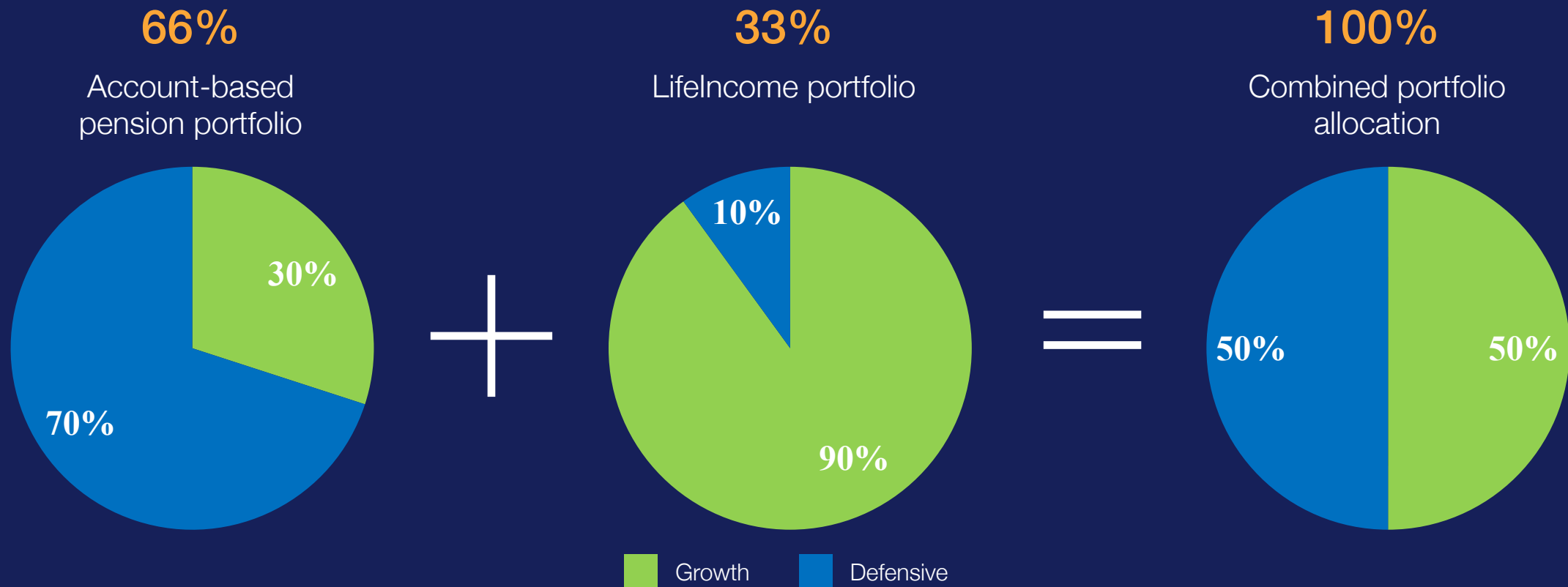
## Option 2: What if Joseph allocates a 50/50 portfolio allocation to both LifeIncome and an account-based pension?



Assumptions: This graph illustrates the annual income for Joseph, a 67-year-old male, with a superannuation balance of \$700,000 and \$50,000 non-deemed assets. Allocation 33.33% of the superannuation balance to LifeIncome, with a starting income rate of 7.3127%, and an administration fee of 0.92%. Investing into a 50/50 diversified index fund, with a 0.09% p.a. investment management fee Remaining superannuation balance invested into an Account-based pension with an administration expense of 0.50% p.a., investing the same 50/50 diversified index fund portfolio with a 0.20% p.a. investment management fee. The portfolio contains 22% Bloomberg Ausbond Composite Index, 48% Bloomberg Global Aggregate Hedged (AUD) Index, 12% S&P ASX All Ordinaries Index, 12.5% MSCI World Ex Australia Index, 5.5% MSCI World Ex Australia Index (Local Currency). Using historical returns commencing 1<sup>st</sup> July 1991. Past performance is not a true indicator of future performance. Annual income shown in real dollars. Social security rates and thresholds as of 20 September 2024.

## Did you know... You can further optimise retirement income through product investment allocation

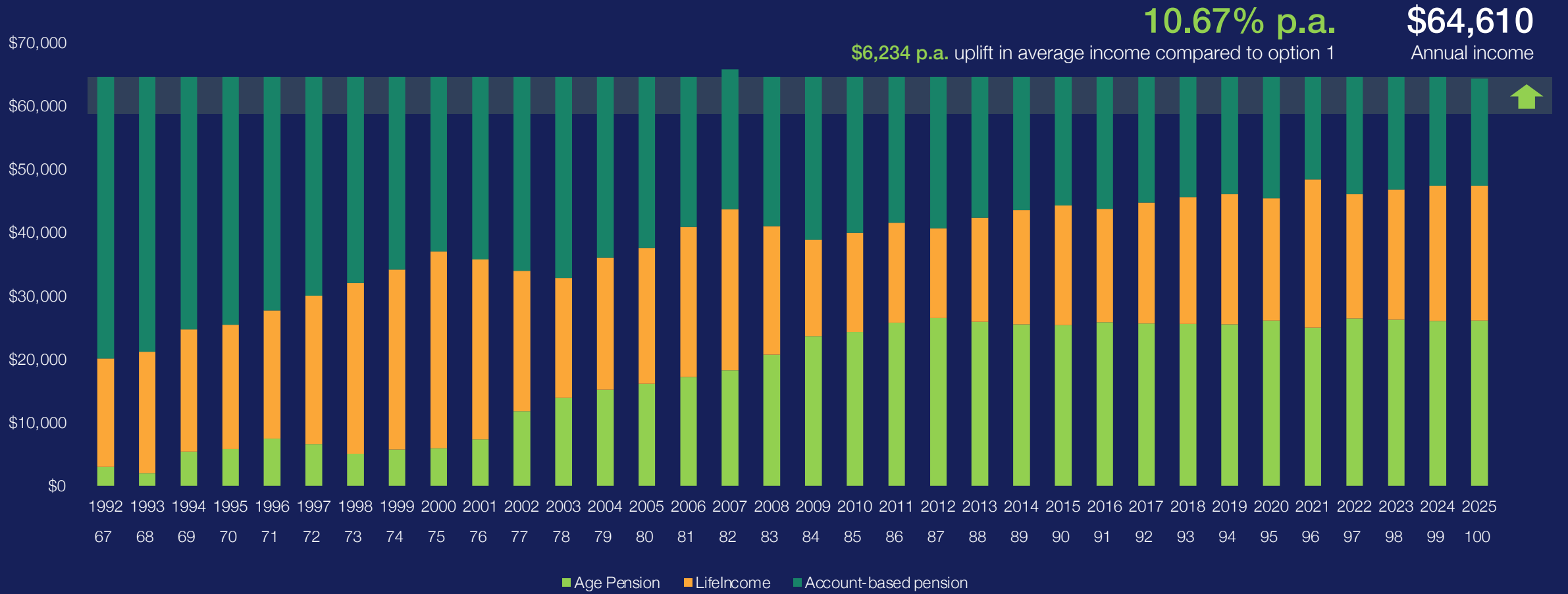
With LifeIncome, under the assets test, only 60% of your investment amount is assessed<sup>1</sup>. Joseph's financial adviser projects how he can benefit from increasing the risk allocation of his LifeIncome portfolio while decreasing the risk allocation in his account-based pension. By doing so, he is able to maintain an overall 50/50 portfolio allocation while having alternative risk profiles.



1. From age 85, or after a minimum of five years from date of commencement, whichever is later, only 30% is assessed.



# Option 3: Joseph's outcome by optimising risk allocations across products whilst maintaining same overall allocations



Assumptions: This graph illustrates the annual income for Joseph, a 67-year-old male, with a starting superannuation balance of \$700,000 and \$50,000 non-deemed assets. Allocation 33.33% of the superannuation balance to LiferIncome, with a starting income rate of 7.3127%, and an administration fee of 0.92%. Investing into a 90/10 diversified index fund, with a 0.09% p.a. investment management fee. The portfolio contains 3% Bloomberg Ausbond Composite Index, 7% Bloomberg Global Aggregate Hedged (AUD) Index, 36% S&P ASX All Ordinaries Index, 38% MSCI World Ex Australia Index, 16% MSCI World Ex Australia Index (Local Currency). Remaining superannuation balance invested into an Account-based pension with an administration expense of 0.50% p.a., investing into a 30/70 portfolio with a 0.20% p.a. investment management fee. The portfolio contains 22% Bloomberg Ausbond Composite Index, 48% Bloomberg Global Aggregate Hedged (AUD) Index, 12% S&P ASX All Ordinaries Index, 12.5% MSCI World Ex Australia Index, 5.5% MSCI World Ex Australia Index (Local Currency). Using historical returns commencing 1<sup>st</sup> July 1991. Past performance is not a true indicator of future performance. Annual income shown in real dollars. Social security rates and thresholds as of 20 September 2024.

## Strategy uplift from optimising risk allocations across products

	Cumulative income		Account-based pension balance		Cumulative income plus account-based pension balance		Uplift from strategy	
	Option 1	Option 3	Option 1	Option 3	Option 1	Option 3		
85	\$1,109,600	\$1,228,777	\$296,087	\$220,102	\$1,405,687	\$1,448,879	\$43,192	3.07%
86	\$1,168,000	\$1,293,387	\$277,635	\$205,514	\$1,445,635	\$1,498,901	\$53,266	3.68%
87	\$1,226,400	\$1,357,997	\$248,734	\$188,009	\$1,475,134	\$1,546,006	\$70,872	4.80%
88	\$1,284,800	\$1,422,607	\$251,826	\$182,326	\$1,536,626	\$1,604,932	\$68,306	4.45%
89	\$1,343,200	\$1,487,217	\$248,353	\$175,649	\$1,591,553	\$1,662,866	\$71,313	4.48%
90	\$1,402,015	\$1,551,827	\$235,284	\$163,419	\$1,637,299	\$1,715,246	\$77,947	4.76%
91	\$1,460,415	\$1,616,437	\$212,923	\$149,293	\$1,673,338	\$1,765,730	\$92,392	5.52%
92	\$1,518,815	\$1,681,047	\$197,473	\$134,229	\$1,716,288	\$1,815,275	\$98,987	5.77%
93	\$1,577,215	\$1,745,657	\$180,044	\$119,600	\$1,757,259	\$1,865,257	\$107,998	6.15%
94	\$1,635,615	\$1,810,267	\$163,490	\$108,358	\$1,799,105	\$1,918,625	\$119,520	6.64%
95	\$1,694,015	\$1,874,877	\$135,608	\$90,557	\$1,829,623	\$1,965,434	\$135,811	7.42%
96	\$1,752,415	\$1,939,487	\$127,356	\$82,272	\$1,879,771	\$2,021,759	\$141,988	7.55%
97	\$1,810,815	\$2,004,097	\$82,892	\$53,119	\$1,893,707	\$2,057,216	\$163,509	8.63%
98	\$1,869,215	\$2,068,707	\$56,305	\$34,693	\$1,925,520	\$2,103,399	\$177,879	9.24%
99	\$1,927,615	\$2,133,317	\$29,644	\$17,723	\$1,957,259	\$2,151,039	\$193,780	9.90%
100	\$1,985,724	\$2,197,683	\$0	\$0	\$1,985,724	\$2,197,683	\$211,959	10.67%

Assumptions: This table illustrates the annual income for Joseph, a 67-year-old male, with a superannuation balance of \$700,000 and \$50,000 non-deemed assets. Allocation 33.33% of the superannuation balance to LifelIncome, with a starting income rate of 7.3127%, and an administration fee of 0.92%. Investing into a 50/50 diversified index fund, with a 0.09% p.a. investment management fee. Remaining superannuation balance invested into an Account-based pension with an administration expense of 0.50% p.a., investing the same 50/50 diversified index fund portfolio with a 0.20% p.a. investment management fee. The portfolio contains 22% Bloomberg Ausbond Composite Index, 48% Bloomberg Global Aggregate Hedged (AUD) Index, 12% S&P ASX All Ordinaries Index, 12.5% MSCI World Ex Australia Index, 5.5% MSCI World Ex Australia Index (Local Currency). Using historical returns commencing 1<sup>st</sup> July 1991. Past performance is not a true indicator of future performance. Annual income shown in real dollars. Social security rates and thresholds as of 20<sup>th</sup> September 2024.

## Joseph's outcome...



Joseph can gain immediate access and more of the Age Pension and ancillary benefits compared to no LifeIncome



By adopting Option 3, Joseph will receive \$211,959 additional cumulative income by age 100 compared to Option 1.



More cumulative income without any additional investment risk



10.67% p.a. in additional cumulative income by optimising his risk allocations across products



# Our leading investment menu

## Lifeline

A wide range of investment options to meet investment objectives. You can hold any combination at any time.

### 29 investment options across multiple styles

- 2 x Retirement Portfolios
- 5 x Single Sector Index funds
- 8 x Pre Packaged Diversified Models
- 3 x Lower Volatility Outcome Based Funds
- 5 x Truly Active Single Sector Funds
- 1 x Inflation Linked Fund
- 3 x Responsible Investment funds
- 1 x Private Debt Fund
- 1 x Cash Fund





# Generation Life

Highly recommended for over a decade



## Awards



## Research ratings



LifelIncome





## Thank you.

## Outthinking today.

Generation Life Limited AFSL 225408 ABN 68 092 843 902 (Generation Life) is the product issuer, provides general financial product advice and other services related to investment life insurance products and life risk insurance products. Any superannuation general financial product advice provided is by Generation Development Services Pty Limited ABN 14 093 660 523 (GDS) as Corporate Authorised Representative, No. 001317211 of Evidentia Financial Services Pty Ltd AFSL 546217 ABN 97 664 546 525 (Evidentia). The information provided is general in nature and does not consider the investment objectives, financial situation or needs of any person and is not intended to constitute personal financial advice. The product's Product Disclosure Statement (PDS) and Target Market Determination (TMD) are available at [www.genlife.com.au](http://www.genlife.com.au) and should be considered in deciding whether to acquire, hold or dispose of the product. Superannuation products' PDSs, offer documents and TMDs are available via the websites of their product issuers. Professional financial advice is recommended. Generation Life, GDS and Evidentia exclude, to the maximum extent permitted by law, any liability (including negligence) that might arise from this information or any reliance on it. Statements that are non-factual in nature, including projections and estimates, assume certain economic conditions and industry developments and constitute only current opinions, all of which are subject to change. Generation Life, GDS and Evidentia do not make any guarantee or representation as to any particular level of investment returns, payback periods or government entitlements. Past performance is not an indication of future performance. Government entitlements and benefits may not apply to all individuals and may vary depending on an individual's (or couple's) personal circumstances which may change over time. All graphs, diagrams and scenarios have been prepared in good faith based on Generation Life's and GDS's understanding of laws, historical and illustrative returns, taxes, fees (unless not included by GDS or us - which may impact product outcomes), rates and thresholds and product features known as at 1 July 2026 unless specified otherwise. Generation Life does not accept any responsibility or liability for superannuation general financial product advice provided by GDS. Generation Life's investment bonds can provide certainty as they are governed by legislation that has changed infrequently and can be appropriately structured to bypass an estate and be protected in case of bankruptcy of the life insured. Investments carry risks.

The Zenith CW Pty Ltd ABN 20 639 121 403 AFSL 226872/AFS Rep No. 1280401 Chant West lifetime product rating (assigned March 2025) are limited to General Advice only and have been prepared without considering your objectives or financial situation, including target markets where applicable. The rating is not a recommendation to purchase, sell or hold any product and is subject to change at any time without notice. You should seek independent advice and consider the PDS or offer document before making any investment decisions. Ratings have been assigned based on third party data. Liability is not accepted, whether direct or indirect, from use of the rating. Past performance is not an indication of future performance. Refer to [www.chantwest.com.au](http://www.chantwest.com.au) for full ratings information and our FSG.4