

## **CHALLENGER TO PARTNER WITH STANDARD LIFE INVESTMENTS LAUNCHING NEW INCOME PRODUCT FOR AUSTRALIAN RETIREES**

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Challenger and Standard Life Investments have partnered to provide Australian retirees with a new global bond product that will aim to provide capital stability with a steady income stream.

The new product will be launched under Challenger's brand. It is the first time Standard Life Investments, a leading global asset manager with a strong track record of building strategic global relationships, has entered into a partnership of this nature in Australia with a retail focus.

The Challenger Absolute Return Global Bond Strategies Fund is being launched as the superannuation industry moves towards a greater focus on sustainable retirement incomes with innovative products to meet the needs of Australia's ageing population.

Challenger Chief Executive, Distribution, Product and Marketing, Richard Howes said: "Challenger is delighted to partner with Standard Life Investments to expand the range of products that are aimed at the retirement income market.

"Standard Life Investments is the pioneer in multi-asset, absolute return funds with A\$96 billion under management in the asset class. These products have an important role to play in retirement portfolios."

The Challenger Absolute Return Global Bond Strategies Fund is designed to provide a positive absolute return over the medium to longer term in all market conditions and a steady stream of income.

Standard Life Investments Head of Australasia, Simone Bouch said: "We are very pleased to be partnering with Challenger who will now distribute the Fund through their highly regarded retail distribution network. There is a growing need from clients both in Australia and globally for solutions that provide a solid income base combined with excellent risk management, particularly in this low-yield, low-return environment.

"The Fund has already been well received by institutional investors here in Australia. With over A\$2 billion in Assets Under Management globally and a strong performance track record behind it, we are confident that the strategy will attract a growing Australian retail investor base".

# Media Release

## New retirement product

**Challenger Limited**  
14 February 2017, Sydney

Under the partnership, Standard Life Investments has been appointed investment manager and Challenger will have exclusive distribution rights to the Australian retail channels, leveraging Challenger's brand and extensive retail distribution capability and complementing its annuity offering.

The fund will be launched in April 2017, targeting an initial distribution of 2.5% a year with distributions paid quarterly.

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### About Challenger

Challenger Limited (Challenger) is an investment management firm managing \$64.7\* billion in assets. It is focused on providing customers with financial security for retirement.

Challenger operates two core investment businesses, a fiduciary Funds Management division and an APRA-regulated Life division. Challenger Life Company Limited (Challenger Life) is Australia's largest provider of annuities.

\*31 December 2016

### About Standard Life Investments

With assets under management of A\$483 billion\*, Standard Life Investments is one of Europe's leading investment houses. Standard Life Investments was launched as an investment management company in 1998. It is a wholly owned subsidiary of Standard Life Investments (Holdings) Limited, which in turn is a wholly owned subsidiary of Standard Life plc.

Headquartered in Edinburgh, Standard Life Investments maintains offices in a number of locations around the globe including Boston, Hong Kong, London, Beijing, Toronto, Sydney, Dublin, Paris, Tokyo, Singapore and Seoul. In addition, we have close relationships with leading domestic players in Asia, including HDFC Asset Management in India and Sumitomo Mitsui Trust Bank in Japan.

\*30 June 2016

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