



How Fiona and Frank achieve their 'comfortable' lifestyle in retirement

Fiona & Frank

Client: Fiona and Frank

Age: Both age 67

Assets: Homeowners – \$250,000 each in superannuation, \$20,000 combined personal assets and \$50,000 cash

Goals: Paying the bills, continuity of income in retirement and an overseas holiday every two or three years to see their grandchildren.

Cafe owners Fiona and Frank have recently retired. To help fund their retirement, they decided to sell their cafe and contribute the net proceeds from the sale to top-up their superannuation.

Fiona and Frank are looking for a comfortable retirement and have estimated they would need an income of about \$60,000 p.a. to help fund it. They're sure they can't get by on the Age Pension alone (they are currently receiving \$23,871 p.a.) and think they'll need at least \$43,000 p.a. to meet their basic living expenses.

Knowing that their life expectancies are 23 years for Fiona and 21 years for Frank (the average for their current age¹), they're worried there's a possibility they might outlive their savings.

So, to avoid having to potentially live on the Age Pension alone, Fiona and Frank want to find a source of income to help them meet their basic expenses in retirement. They're also concerned about share market volatility and would prefer to have only a moderate exposure to market-linked investments.

Their financial adviser's recommendations

Fiona and Frank's financial adviser recommends that they convert their superannuation into a combination of income streams. This strategy is designed to give Fiona and Frank not only their preferred level of income, but also the flexibility and certainty that they desire.

1 Estimates calculated using Australian Life Tables 2015-17, with 25-year mortality improvements as provided by the Australian Government Actuary.

Challenger Case study

Income stream 1

The first income stream Fiona and Frank’s financial adviser recommends are two Challenger Guaranteed (Liquid Lifetime) Annuities. Their financial adviser recommends that they each invest 30% of their superannuation (or \$75,000 each) to provide guaranteed income for life, regardless of how long Fiona and Frank live or how investment markets perform.

Also, as only part of the amount invested into a lifetime annuity is counted under the assets test, Fiona and Frank may see an increase in their Age Pension entitlement.

Income stream 2

Their adviser also recommends that they each set up an account-based pension with their remaining superannuation balance of \$175,000 each. With an account-based pension they can choose from a range of investments and select the income they draw, subject to the Government’s minimum payment requirements.

The account-based pension is designed to provide them with an income stream that helps give them the lifestyle they desire until it runs out.

Achieving their desired lifestyle whilst covering their basic living expenses

With the adviser’s recommendations, Fiona and Frank will have income from various sources to meet different expenses.

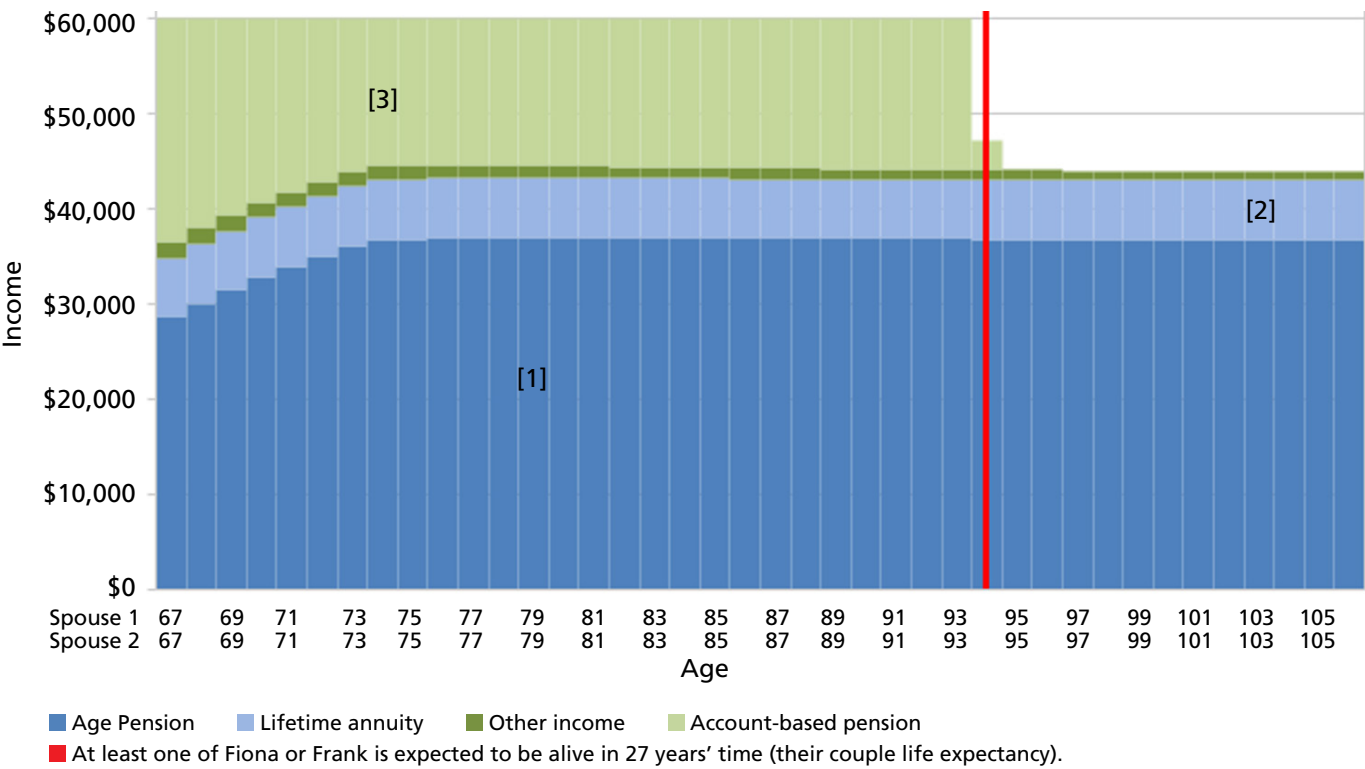
Fiona and Frank’s income for their first year of retirement is:

- \$6,243 combined from their Challenger lifetime annuities
- \$23,506 from their account-based pensions
- \$28,551 from their Age Pensions
- \$1,700 interest on money in the bank

These income streams, combined with the interest they earn on money in the bank, provide the \$60,000 budget they were hoping for during their first year of retirement.

Payments from the account-based pension (income indicated by [3] below) allow Fiona and Frank to achieve their desired lifestyle until the capital runs out.

The secure income from the Age Pension[1] and the lifetime annuity[2] provide them with guaranteed income which can help pay for their basic living expenses during their lifetime.



The calculations above are from Challenger's Retirement Illustrator tool as at 25 September 2020 (accessible to financial advisers only). Unless otherwise stated, the Illustrator does not take into account the short term measures announced as part of the Commonwealth Government's economic plan in response to COVID-19 (as outlined in the Coronavirus Economic Response Package Omnibus Bill 2020) including payments to support households, early release of superannuation and temporary reductions in the superannuation minimum drawdown rates. Depending on an investor's situation and user inputs, this may impact illustrations provided in the Illustrator.

The Retirement Illustrator also contains the following assumptions:

Government Age Pension: The Government Age Pension amounts illustrated are based on current law. For the purpose of rates and threshold indexation CPI and AWOTE are assumed to be the same. Any future changes to legislation will alter the Age Pension amounts projected. It is important to note that the Government Age Pension amounts projected are illustrations only and are not a guarantee that a person will be entitled to the Government Age Pension. Eligibility for Government Age Pension entitlements will vary depending on personal circumstances, including the future value of investments and changes to marital status. To check eligibility for the Government Age Pension, go to humanservices.gov.au.

Continuance of life: The Illustrator assumes the life/lives being illustrated do not die before the end of the illustration period. Where death occurs before the end of the illustration period the results will be different.

Taxation: The Illustrator does not calculate any tax payable on the projected regular retirement income or capital gains. Generally, once a person turns age 60 and retires, any income received from superannuation investments is tax-free. However, other investments not purchased with money rolled over within the superannuation system may be subject to tax. Where the annuity is purchased with non-superannuation money, tax may be payable on any lump sum withdrawal amount.

Amounts are shown in today's dollars: Results are shown in 'today's dollars'. This means illustrations take into account the impact of inflation between the time of the illustration and the future date, in order to show all figures in today's purchasing power.

Assumed rates of return: The illustrator assumes Account-based pension growth assets return 6.20% p.a. and defensive assets, 3.0% p.a. before management fees of 0.70% and 0.30% respectively. In addition, platform fees are assumed to be 0.50% and cash deposits return 3.40% p.a. Lifetime annuities is assumed to form part of defensive assets and to maintain an overall asset allocation of 50/50 growth/defensive (including the allocation to the defensive lifetime annuity), the asset allocation of the account-based pensions has been set accordingly.

This case study relates to a hypothetical couple, Fiona and Frank, and is provided for illustrative purposes only. This case study is not intended to reflect any particular person's circumstances. It is based on information that is current as at 25 September 2020 unless otherwise specified and is provided by Challenger Life Company Limited ABN 44 072 486 938, AFSL 234670, the issuer of the Challenger Guaranteed Annuity (Liquid Lifetime) and the Challenger Guaranteed Annuity (collectively referred to as the Annuities), and Challenger Retirement and Investment Services Limited ABN 80 115 534 453, AFSL 295642 (together referred to as Challenger). It is intended to be general information only and not financial product advice and has been prepared without taking into account any person's objectives, financial situation or needs. Each person should, therefore, consider its appropriateness having regard to these matters and the information in the product disclosure statement (PDS) for the Annuity before deciding whether to acquire or continue to hold an Annuity. A copy of the applicable PDS is available at challenger.com.au or by contacting our Investor Services Team on 13 35 66. This case study includes statements of opinion, forward looking statements, forecasts or predictions based on current expectations about future events and results. Actual results may be materially different from those shown. This is because outcomes reflect the assumptions made and may be affected by known or unknown risks and uncertainties that are not able to be presently identified. Neither Challenger nor its related bodies corporate nor any of their employees receive any specific remuneration for any advice provided in respect of the Annuities. However, financial advisers may receive fees if they provide advice to you or arrange for a person to invest in an Annuity. Some or all of Challenger group companies and their directors may benefit from fees and other benefits received by another group company. Any taxation, Centrelink and/ or Department of Veterans' Affairs illustrations are based on current law at the time of writing which may change at a future date. Challenger is not licensed or authorised to provide tax or social security advice. We strongly recommend that prospective investors seek financial product advice as well as professional taxation and social security advice in relation to their individual circumstances.