

Challenger wins Overall Longevity Cover Award 2019

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Challenger is the winner of the Overall Longevity Cover Excellence Award for 2019, announced by Plan For Life, Actuarial & Researchers at an event held at the Museum of Contemporary Art Sydney on Thursday, 17 October 2019.

The inaugural Longevity Cover Awards recognise Australian Life companies and fund managers who are designing products to assist retirees in meeting the challenges of longevity. Longevity in this context simply means 'life expectancy'. Products currently on offer to retirees, specifically designed to meet some part of longevity risk, can be defined as "Longevity Cover".

Rael Solomon, Regional Managing Director said, "The new Longevity Cover Awards show that there are different and innovative ways in which product providers are responding to both pre-retirement and retirement needs. We hope that the Awards put the important issue of meeting longevity risk well and truly on the map for advisers and consumers."

The Longevity Product (Non-Investment Linked) Award went to Challenger for the Liquid Lifetime Annuity, a product which provides a combination of flexibility, access to capital and guaranteed income.

The Longevity Product (Multiple Annuity Portfolio) Award went to CommInsure for Staggered Annuitisation, which is a portfolio approach to longevity, using layers of short, long term and lifetime annuities to meet the needs of purchasers.

The Longevity Product (Investment Linked) Award went to Optimum Pensions, which has developed an annuity that enables access to earnings and growth through unit-linked investments, while at the same time enjoying a lifetime guarantee on the number of underlying units remaining in the account.

The Innovation Award went to Allianz Retire+ Future Safe. This is a highly innovative product which is based on a 7-year annuity with a range of investment options in which the purchaser can opt to limit the downside risk to one of 0%, negative 5% and negative 10% over each 12-month period.

The Tools & Calculators Award went to Challenger for the Retirement Illustrator. This is a powerful tool, accessible by advisers on the Internet, which enables the input of a client's data and the analysis of multiple retirement scenarios. In each case it is possible to demonstrate the difference between using a retirement portfolio without a lifetime annuity and one which includes an annuity; in particular this shows how the probability of achieving certain levels of future income increases with the inclusion of the lifetime annuity.

The Client & Adviser Technical Support Award went to Challenger for its in-depth, ongoing support for advisers, evidenced by its series of highly informative, technical information material, known as Challenger Tech. A typical example of this is a recent emission which covered the important issue of the legislated change in assets and income testing as it affected lifetime annuities from 1 July 2019.

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Summary of Awards – Winners and Finalists

Award	Company	Product
Overall Longevity Provider of the Year		
Winner	Challenger	
Finalist	CommInsure	
Finalist	Allianz Retire+	
Finalist	Centuria	
Finalist	Optimum Pensions	
Longevity Product - Non-Investment Linked		
Winner	Challenger	Liquid Lifetime Annuity
Finalist	CommInsure	Lifetime Income Annuity
Longevity Product - Multiple Annuity Portfolio		
Winner	CommInsure	Staggered Annuitisation
Longevity Product - Investment Linked		
Winner	Optimum Pensions	Real Lifetime Pension
Finalist	Allianz Retire+	Allianz Retire+ Future Safe
Finalist	Centuria	Centuria Life Goals
Innovation - Medium Term Product		
Winner	Allianz Retire+	Allianz Retire+ Future Safe
Tools & Calculators		
Winner	Challenger	Retirement Illustrator
Finalist	Optimum Pensions	Product Illustrator and Comparisons
Finalist	Allianz Retire+	Future Safe Simulator and Comparator
Finalist	CommInsure	Product Illustrations
Client & Adviser Technical Support		
Winner	Challenger	
Finalist	CommInsure	

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About the Media Release

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Data Collection and Estimation Techniques

Data is collected from companies in the managed funds market covering funds under management, gross inflows, gross outflows, net inflows unit prices and investment return rates. Gross Inflows represents an indication of new business sales. Data is thoroughly checked and queries are raised with data providers if data is significantly different from trends or compared to other companies. Where inflow or outflow data is unavailable, we make estimates based on market behaviour from similar investments in compatible markets. When companies provide actual inflow and outflow data these replace estimates. This estimation procedure, coupled with our rigorous direct data collection, enables us to prepare high quality, reasonable and comprehensive data for every Manager.

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