

Investment Objectives and Strategy for the J & A Lanzon Superannuation Fund

1 Introduction

The purpose of this document is to record the investment objectives and strategy formulated by the Trustees, JA Lanzon Pty Ltd of the J & A Lanzon Superannuation Fund ('the Fund') in relation to the investment of the assets of the Fund.

Background

Under Paragraph 52B(2)(f) or Paragraph 52C(2)(f) of the Superannuation Industry (Supervision) Act 1993 ("SIS Act"), the Trustees are required to take into account all of the circumstances of the Fund in formulating the objectives and strategy of the Fund, including, but not limited to the following:

- i. the risk involved in making, holding and realising, and the likely return from, the Fund's investments having regard to its objectives and its expected cash flow requirements;
- ii. the composition of the Fund's investments as a whole including the extent to which the investments are diverse or involve the entity in being exposed to risks from inadequate diversification;
- iii. the liquidity of the Fund's investments having regard to its expected cash flow requirements; and
- iv. the ability of the Fund to discharge its existing and prospective liabilities.

The Trust Deed of the Fund provides the Trustees with broad authority to invest the Fund's assets.

Prohibited investments (which are either specifically spelt out in the Trust Deed or are deemed to apply because of legislation) are as follows:

- i. Loans to members;
- ii. Assets acquired from members (limited exceptions apply);
- iii. In-house assets exceeding 5% of the value of the Fund.

The membership profile of the Fund as at 27 February 2023 was as follows:

Name	Age	Expected years to retirement age	Accumulation phase/pension phase
Jeremy Lanzon	35	25	Accumulation
Alana Kathleen Lanzon	32	28	Accumulation

Investment objectives

The investment objectives of the Fund are created in compliance with Paragraph 52B(2)(f) or Paragraph 52C(2)(f) of the SIS Act to fulfil the principal objective of maximising member returns, with specific regard to the following:

- i. The prudent management of risk in holding and realising investments, with consideration to the likely return, the Fund's objectives, and the expected cash flow requirements.
- ii. Ensuring the composition of the Fund's investment portfolio is appropriately diversified through the application of exposure limits for individual asset classes.
- iii. Ensuring there are sufficient assets providing an appropriate level of liquidity to meet benefit and liability payments as they fall due and in accordance with the Trust Deed.
- iv. Maintaining sufficient cash flow to discharge administration expenses and other outgoings.
- v. Regularly assessing the opportune balance between short term returns and long term growth in excess of the CPI; tailored to member's expectations and circumstances.
- vi. Considering the provision of insurance cover for one or more members of the Fund.
- vii. Preserving the capital of the fund where possible through the investment cycle, particularly in regard to assets with moderate to high volatility.
- viii. Providing member benefits for retirement.

Investment strategy

Trustee considerations

The investment strategy in fulfilling the objectives has been formed to reflect current market conditions and the requirements of the members, which were assessed based on a number of factors including:

- i. The risk tolerance of members;
- ii. Asset class preferences and diversification;
- iii. Income and cash flow requirements;
- iv. The members' retirement objectives;
- v. Contributions made by members;
- vi. The time the members have until they retire;
- vii. Market risk, legislative risk, liquidity risk and inflation risk.

Member preferences and risk tolerances

With the obligation to be prudent and exercise a degree of care, skill and diligence under the SIS Act, Trustees need to carefully consider the Fund's level of acceptable risk. The differing expectations and risk tolerance profiles of the Fund's members can be assessed by the Trustees in determining the mix of asset classes they choose to adopt in the Fund's investment strategy.

There is always a degree of uncertainty and risk inherent in each investment, exacerbated by unpredictable economic and financial factors to create variable returns. The resulting fluctuations in the return on investment (ROI) will affect the level of benefit on withdrawal, hence it is acknowledged that the associated risk and returns are ultimately borne by the Fund members. However, these risks may be managed or reduced by spreading the investments across a range of assets to minimise the variability of investment returns. This strategy is referred to as diversification.

Diversification

Diversification can be achieved by including assets with differing patterns of return in the Fund's portfolio, often through a mix of Australian and international investments and across different asset classes as opposed to a single asset type. Diversifying between asset classes will reduce concentration and underperformance risk. The size of the fund in terms of the dollar value held will also affect diversification decisions.

The trustees have considered the concentration of risk and diversification before substantially investing in a single asset class (Real estate). Based on the past performance of the real estate sector in general and future prospects, trustees are of the opinion that the current investment would help achieve their goals for retirement benefit better compared to other investment options. Trustees are also willing to consider diversification going forward as and when the opportunity arises.

Asset allocation

In assembling a portfolio of assets there are three broad types of investments to consider in line with the objectives and cash flow requirements of the Fund:

- i. **Defensive assets:** e.g. cash and term deposits that are highly secure with a low risk of capital loss.
- ii. **Moderately defensive assets:** eg Government bonds, investment grade corporate bonds and subordinated debt, which have fixed income characteristics with added costs and varying degrees of risk.
- iii. **Growth assets:** e.g. Australian and International equities, property trusts, direct property, commodities, currencies, collectibles, and derivatives, which offer the highest potential for return, yet involve the trade-off of high volatility and the risk of capital loss.

It is important to consider that whilst growth assets are expected to yield a higher total return over the longer term than defensive assets, the associated volatility is higher, increasing the likelihood of a poor or negative return in the short term.

Liquidity and cash flow requirements

A sufficient cash balance in the Fund's bank account needs to be maintained in order to meet its outgoings when they fall due. In addition, Trustees will ensure that the sufficient liquid assets are held, whereby they can easily be sold in the event of an obligation falling due or to meet unexpected cash flow requirements.

Ability of fund to meet its obligations

All existing and prospective liabilities of the Fund will be met through maintaining sufficient cash flow to discharge administration expenses and other outgoings. The members are entitled to the accumulation of contributions and earnings in the members' account on withdrawal.

Depending on the phase each member is in, prospective liabilities of the Fund may include:

- i. expenses that are paid on a semi regular basis;
- ii. pension liabilities paid on a regular or irregular basis;
- iii. tax liabilities paid on an annual or instalment basis;
- iv. death benefits from the unexpected death of a member; and
- v. where a death benefit nomination requires benefit payments to beneficiaries.

The Fund will be able to meet its obligations to the members at these times due to the composition and liquidity of its investments.

Indicative asset allocation

It has been determined that the following spread of investments is appropriate for the Fund. The strategic ranges can be reviewed regularly as circumstances change:

Asset Class	Strategic Ranges	
	From %	To %
Cash	0	100
Australian Fixed Interest	0	0
International Fixed Interest	0	0
Australian Shares	0	0
International Shares	0	0
Real Property	0	90
Other	0	10

The Trustees may vary the investments of the fund within the strategic ranges without having to alter the investment strategy.

It is also recognised that market fluctuations may sometimes cause the asset allocation to exceed or fall below the stated percentages temporarily.

Cash reserves

The Trustees may maintain a reserve for the purpose of smoothing investment returns credited to members or the payment of fund expenses. The assets backing the reserve will be invested in accordance with the investment objectives and strategy applicable to the other fund assets. Cash is set at 0 to 100% to allow the Trustees to change their balance of investments in the case of any asset sales.

Insurance for members

The Trustees have considered whether the Fund will hold a contract of insurance that provides insurance cover for its members.

Based on a needs analysis by the Trustees, and taking into account insurance that is held outside of super and the ages of the members, the following was concluded:

The Trustees have considered the circumstances and needs of the members and have concluded in consultation with the members that no insurance within the SMSF is required. This has been arrived at considering one or more of the following factors:

Holding of adequate and appropriate insurance cover elsewhere

Date of Effect

In accordance with our verbal discussions and correspondence with our business advisers, we hereby ratify this document to be effective from 1 July 2020.

Review

The Trustees may review this strategy as required. Regular reviews will be conducted annually.

Signature

Signed by the Director(s):

Jeremy Lanzon and Alana Lanzon

27 February 2023