

# Target Market Determination

For OneVue Managed Account provided by OneVue Wealth Services Ltd (ABN 70 120 380 627)  
(ARSN 112 517 656)

## 1. About this document

### When to use this target market determination

This target market determination (TMD) seeks to offer members, financial advisers, promoter, sub-promoters, and staff with an understanding of the class of members for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's risks and features and is not intended to provide financial advice. Members must refer to the Product Disclosure Statement (PDS) and any supplementary documents when making a decision about this product.

### Product Disclosure Statement to which this target market determination applies

This TMD applies to *OneVue Managed Account* referred to in the following *Product Disclosure Statement (PDS)*:

- [OneVue Managed Account Product Disclosure Statement](#)

### Important Dates

Date from which this target market determination is <b>effective</b>	5 October 2021
Date when this target market determination was <b>last reviewed</b>	5 October 2021
Date when this target market determination will be <b>next reviewed</b>	30 September 2022

## 2. Class of members that fall within this target market

The information below summarises the overall class of members that fall within the target market for OneVue Managed Account, based on the product's key attributes and the objectives, financial situation and needs that it has been designed to meet.

OneVue Managed Account has been designed for members whose likely objectives, financial situation and needs (as listed below) are aligned with the product (including the key attributes).

OneVue Managed Account is for those who:

- Are investing through a sub-plan(s) of OneSuper ABN 43 905 581 638 RSE R1001341,
- Are of any age,
- Are either accumulation, pension or transition to retirement (TTR) members,
- Want to invest in a variety of ASX listed securities which comprise of ordinary shares, exchange traded funds (ETFs), exchange traded products (ETPs), listed investment companies (LICs), interest rate securities and hybrid securities,
- Want to invest in a range of model portfolios managed by professional investment managers,
- Want to manage and track their investments held through the OneVue Managed Account online, or
- Are either investing directly or through a financial adviser.

Members who want to invest in the OneVue Managed Account (without receiving personal advice) will be asked a number of questions about their investment objectives, needs and financial situation in the application form of the sub-plan (s) of OneSuper. Their answers will be used to form the default investment menu available to those members.

### **Excluded class of members**

OneVue Managed Account has not been designed for individuals who:

- Are looking for a default investment option (MySuper investment option),
- Are investing via a self-managed super fund (SMSF) rather than through a superannuation fund, or
- Are members of a superannuation fund apart from OneSuper and its various sub-plans.

### **Product description and key attributes**

The key eligibility requirements and product attributes of OneVue Managed Account are:

#### Key eligibility requirements

- It is available to members of any age.
- It is for members that have a financial adviser or actively engage with their investments directly via an online portal.
- It is only available to members of a sub-plan(s) of OneSuper.

#### Key attributes (fees, terms and features)

- Model portfolios in the OneVue Managed Account can comprise of the following:
  - ASX listed securities,
  - International listed securities on selected foreign exchanges made available by OneVue Wealth Services, or
  - Managed funds.
- ASX listed securities available through the OneVue Managed Account comprise of the following:

- Ordinary shares,
- Exchange traded funds (ETFs),
- Exchange traded products (ETPs),
- Listed investment companies (LICs),
- Interest rate securities,
- Hybrid securities, and
- Real Estate Investment Trusts (REITs), and
- The model portfolios cover a spread of investment strategies and asset classes which give the member the opportunity to select investment strategies appropriate for their needs.
- The minimum investment per model portfolio varies depending on the investment. Members must maintain the minimum investment balance in each model portfolio at all times.
- There is a minimum investment of \$1,000 per ASX listed security.
- A minimum withdrawal amount of \$1,000 for both model portfolios and ASX listed securities applies.
- Minimum withdrawal amount for international listed securities within a model portfolio is \$10,000.
- Members and their financial advisers can manage and track their investments held through the OneVue Managed Account online via the Secure Online Portal.
- Fees associated with the OneVue Managed Account include the following:
  - Investment fees in relation to model portfolios,
  - International listed securities fees for international securities within model portfolios,
  - Brokerages fees for ASX listed securities,
  - Brokerages fees for ASX listed securities and international listed fees within model portfolios,
  - Additional brokerage applies which relates to model portfolio investment manager directed rebalancing, and
  - Indirect Cost Ratios (ICRs) of model portfolios.

Please refer to the [OneVue Managed Account Product Disclosure Statement](#) for further details about the fees associated with the OneVue Managed Account.

## Objectives, financial situation, and needs

The table below sets out the class of members that each investment option within the OneVue Managed Account has been designed for.

The member attributes for which the product is likely to be appropriate have been assessed using a red/amber/green rating methodology with appropriate colour coding:

In target market	Potentially in target market	Not considered in target market
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Generally, a member is unlikely to be in the target market for the product if:

- **one or more** of their member attributes correspond to a **red** rating, or
- **three or more** of their member attributes correspond to an **amber** rating.

Definitions of the terms used here are in the Definitions section below.

Investment options	Member's investment objective			Member's investment timeframe			Member's risk (ability to bear loss) and return profile				Member's intended product use (% of Investable Assets)		
<b>Model portfolios type: International Shares</b>													
Pearl International Share	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed International Share	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Australian Listed Fixed Income</b>													
JBWere Listed Fixed Income	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Pearl Income	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

Watershed Income	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: A-REITs</b>													
DNR Capital Australian Listed Property Trust	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
SG Hiscock Concentrated A-REIT	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Australian Shares</b>													
Fat Prophets Australian Share Income Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Fat Prophets Concentrated Australian Share Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
DNR Capital Australian Equities High Conviction	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
DNR Capital Australian Equities Income	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

Hyperion High Conviction Large Cap	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
JBWere Intermediary Income	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Lonsec Core	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Pearl Australian Share	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Pearl Emerging Leaders	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
PPM Australian Equities Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Ralton Australian Shares	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Ralton High Yield Australian Shares	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

Ralton Leaders	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
SG Hiscock 20	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed Australian Share	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Australian Shares - small/mid cap</b>													
Fat Prophets Small & Mid Cap Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Ralton Smaller Companies	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed Emerging Leaders	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Multi Asset - Balanced</b>													
BetaShares Dynamic Balanced ETF Managed Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

Pearl Balanced	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Proactive Portfolios Balanced	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed Balanced	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YX Ball Balanced	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management ConfidentEX Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management ConfidentMF Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Multi Asset - Cautious</b>													
BetaShares Dynamic Conservative ETF Managed Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Pearl Conservative	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)



Proactive Portfolios Conservative	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed Conservative	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YX Ball Conservative	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management CautiousEX Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management CautiousMF Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management SteadyEX Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management SteadyMF Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Multi Asset - Growth</b>													
BetaShares Dynamic Growth ETF Managed Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

Pearl Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Proactive Portfolios Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YX Ball Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Multi Asset - Moderate</b>													
BetaShares Dynamic Moderate ETF Managed Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YX Ball Moderate	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Multi Asset - Aggressive</b>													
BetaShares Dynamic High Growth ETF Managed Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Proactive Portfolios High Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

Pearl High Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
Watershed High Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YX Ball High Growth	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management Go for GrowthEX Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management Go for GrowthMF Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Multi Asset - Income</b>													
Proactive Portfolios Income	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
<b>Model portfolios type: Cash</b>													
YBR Wealth Management Smart CashEX Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)
YBR Wealth Management Smart CashMF Portfolio	Capital Growth	Capital Preservation	Income Generation	Short (<=2 years)	Medium (<=8 years)	Long (> 8 years)	Low	Medium	High	Very High	Solution/ Standalone (75 -100%)	Core component (25 - 75%)	Satellite/ small allocation (<25%)

<b>ASX listed securities</b>				
<p>The list of ASX listed securities can be found in the Investment Menu of a sub-plan (s) of OneSuper. The listed investment products and fixed income securities have their own TMD document and disclosure documents and have different investment objectives, member time horizons, risk profiles, benchmarks and minimum investment requirements.</p>	<p>For members who want to directly access ASX listed securities including ordinary shares, property trusts, listed investment products (including exchange traded funds) and fixed income securities (including hybrid securities).</p>	<p>ASX listed securities may suit members of varying risk tolerances or investment horizons ranging from less than 1 year to 8+ years of negative investment returns in a 20 year period whilst seeking investment returns that vary from very low to high after fees and taxes.</p>	<p>ASX listed securities are suitable for members who have timeframes from less than 2 years to greater than 8 years or who are combining investment options in order to create a diversified portfolio.</p>	<p>ASX listed securities can be used as standalone investment solution (75-100%) or as a core (25-75%) or satellite component (&lt;25%) of a member's broader portfolio of investments depending on the member's investment objective, risk appetite and investment time frame.</p>

Please note each sub-plan of OneSuper will have its own approved list of model portfolios. Please refer to the relevant sub-plan's Investment Menu and the Managed Account Model Portfolio Guide for the list of model portfolios available through that sub-plan of OneSuper.

## Definitions

Term	Definition
<b>Member's investment objective</b>	
Capital Growth	The member seeks to invest in an investment option designed to generate capital return. The member prefers exposure to growth assets (such as shares or property) or otherwise seeks an investment return above the current inflation rate.
Capital Preservation	The member seeks to invest in an investment option to reduce volatility and minimise loss in a market down-turn. The member prefers exposure to defensive assets (such as cash or fixed income securities) that are generally lower in risk and less volatile than growth investments.
Income Generation	The member seeks to invest in an investment option designed to distribute regular and/or tax-effective income. The member prefers exposure to income-generating assets (typically, high dividend-yielding equities, fixed income securities and money market instruments).
<b>Member's intended product use (% of Investable Assets)</b>	
Solution/Standalone (75-100%)	The member intends to hold the investment as either a part or the majority (up to 100%) of their total <i>investable assets</i> (see definition below). The member typically prefers exposure to a product with at least High <i>portfolio diversification</i> (see definitions below).
Core Component (25-75%)	The member intends to hold the investment as a major component, up to 75%, of their total <i>investable assets</i> (see definition below). The member typically prefers exposure to a product with at least Medium <i>portfolio diversification</i> (see definitions below).
Satellite (<25%)	The member intends to hold the investment as a smaller part of their total portfolio, as an indication it would be suitable for up to 25% of the total <i>investable assets</i> (see definition below). The member is likely to be comfortable with exposure to a product with Low <i>portfolio diversification</i> (see definitions below).
Investable Assets	Those assets that the member has available for investment, excluding the residential home.
<b>Portfolio diversification (for completing the key product attribute section of member's intended product use)</b>	
Low	Single asset class, single country, low or moderate holdings of securities - e.g. high conviction Aussie equities.
Medium	1-2 asset classes, single country, broad exposure within asset class, e.g. Aussie equities "All Ords".
High	Highly diversified across either asset classes, countries or investment managers, e.g. Australian multi-manager balanced fund or global multi-asset product (or global equities).
<b>Member's intended investment timeframe</b>	
Short ( $\leq 2$ years)	The member has a short investment timeframe and may wish to hold investments for two years or less.
Medium ( $\leq 8$ years)	The member has a medium investment timeframe and may wish to hold investments for eight years or less.
Long ( $> 8$ years)	The member has a long investment timeframe and may wish to hold investments for eight years or longer.
<b>Member's Risk (ability to bear loss) and Return profile</b>	
Low	The member is conservative or low risk in nature, seeks to minimise potential losses (e.g. has the ability to bear negative annual returns of 0.5 to less than 1 year over a 20 year period) and are comfortable with a low target return profile. Member typically prefer defensive assets such as cash and fixed income.
Medium	The member is moderate or medium risk in nature, seeking to minimise potential losses (e.g. has the ability to bear negative annual returns of 2 to less than 3 years over a 20 year period) and comfortable with a moderate target return profile. Member typically prefers a balance of growth assets such as shares, property and alternative assets and defensive assets such as cash and fixed income.
High	The member is higher risk in nature and can accept higher potential losses (e.g. has the ability to bear negative annual returns of 4 to less than 6 years over a 20 year period) in order to target a higher target return profile. Member typically prefers predominantly growth assets such as shares, property and alternative assets with only a smaller or moderate holding in defensive assets such as cash and fixed income.
Very high	The member has a more aggressive or very high risk appetite, seeks to maximise returns and can accept higher potential losses (e.g. have the ability to bear negative annual returns of 6 or greater years over a 20 year period) and possibly other risk factors, such as leverage. Member typically prefers growth assets such as shares, property and alternative assets.

### **Consistency between target market and the product**

The OneVue Managed Account is likely to be consistent with the likely objectives, financial situation and needs of the class of members in the target market because:

- the member is seeking access to professional managed investment strategies,
- the member wants to invest their super in ASX listed securities,
- the member is exercising choice in relation to investment strategies which meet their needs base,
- the members (who have not received any personal advice) will be answer a number of questions in the application form for the sub-plan (s) of OneSuper and their responses will result in a predetermined investment menu to ensure available investment options are appropriate for their investment needs,
- the member can be of any age and invest a minimum investment of at least \$1,000 or up to \$200,000 depending on the investment option selected, and
- the member has an accumulation, pension or TTR account in a sub-plan(s) of OneSuper.

### **3. How this product is to be distributed**

#### **Distribution channels**

The OneVue Managed Account been designed to be distributed through the following means:

- Through a financial adviser registered with OneVue Wealth, and
- Available for investment directly by members of a sub-plan(s) of OneSuper.

#### **Distribution conditions**

The OneVue Managed Account should only be distributed under the following circumstances:

- If distributed through a financial adviser, the adviser must first be registered with OneVue Wealth, or
- If the member is a member of a sub-plan(s) of OneSuper.

#### **Adequacy of distribution conditions and restrictions**

- The OneVue Managed Account can be distributed to members as part of personal advice recommendations.
- For members investing directly without an adviser, a number of questions are asked in the application form to sign up to a sub-plan(s) of OneSuper. These questions seek to ensure that the distribution conditions are met, therefore making it likely that members who invest in the underlying investment options of the OneVue Managed Account are in the class of members for which they have been designed for.

This is based on an assessment of the distribution conditions and restrictions and that they are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

### **4. Reviewing this target market determination**

We will review this target market determination in accordance with the below:

**Initial review** | 30 September 2022

<b>Periodic review</b>	On an annual basis starting 30 September 2022
<b>Review triggers or events</b>	<p>Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited to):</p> <ul style="list-style-type: none"> <li>○ a material change to the design or distribution of the product, including related documentation;</li> <li>○ occurrence of a significant dealing;</li> <li>○ distribution conditions found to be inadequate;</li> <li>○ significant increase in investment option switching,</li> <li>○ external events such as adverse media coverage or regulatory attention; and</li> <li>○ significant changes in metrics, including, but not limited to, complaints and investment performance of model portfolios.</li> </ul>

Where a review trigger has occurred, this target market determination will be reviewed within 10 business days.

## 5. Reporting and monitoring this target market determination

We may collect the following information from our distributors in relation to this TMD.

<b>Complaints</b>	<p>Distributors must report all complaints in relation to the product(s) covered by this TMD on a monthly basis.</p> <p>This will include the substance of complaints and general feedback relating to the product and its performance.</p>
<b>Significant dealings</b>	<p>Distributors must report if they become aware of a significant dealing in relation to this TMD within 10 business days.</p> <ul style="list-style-type: none"> <li>○ 20% of members who have invested in the product but are not in the target market, including the proportion of members who are part of a class of members that have been specifically excluded from the target market,</li> <li>○ Potential/actual harm to members if members outside the target market invest in the product,</li> <li>○ Inconsistency of distribution conditions with the TMD, and</li> <li>○ Time period when members outside the target market invested in the product.</li> </ul> <p>Distributors will report transaction data and outcomes from sale practices monitoring within quarterly reporting period.</p>