



IOOF

# PENSION

## Target Market Determination

This Target Market Determination (TMD) has been prepared and issued by IOOF Investment Management Limited (Trustee, IIML) (ABN 53 006 695 021, AFS Licence No. 230524), as the issuer of IOOF Pension, Unique Superannuation Identifier SMF0126AU.

This TMD seeks to offer clients and distributors an understanding of the class of clients for which IOOF Pension has been designed, having regard to the objectives, financial situation and needs of the target market. It applies to the IOOF Pension product referred to in the Product Disclosure Statement (PDS) available at [www.ioof.com.au](http://www.ioof.com.au)

It is **not** a PDS and is **not** to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. This document does not take into account any person's individual objectives, financial situation or needs. Clients must refer to the PDS and any supplementary documents when making a decision about the product.

IOOF Pension is a pension solution that clients can transfer into from their IOOF super account without realising capital gains, or for new clients joining the fund.

## Target Market

Suitable for clients who:	Not suitable for clients who:
<ul style="list-style-type: none"><li>want to establish a pension or transition-to-retirement (TTR) solution directly, or through their financial adviser</li><li>are IOOF members and want to transfer into a pension account without realising capital gains</li><li>have met preservation age or a relevant condition of release</li><li>want an extensive choice of investments, depending on their risk profile and whether they receive personal financial advice</li><li>want the flexibility to control and monitor their pension as much as they'd like by checking their balance and transactions and changing investment options online.</li></ul>	<ul style="list-style-type: none"><li>have not satisfied a relevant condition of release</li><li>received the PDS outside of Australia.</li><li>are a temporary Australian resident (other than New Zealand citizens or New Zealand permanent residents)</li><li>don't want an income stream drawn from their account</li><li>have less than \$30,000 to invest.</li></ul>

## Likely Objectives, Financial Situation and Needs of Consumers in the Target Market

IOOF Pension has been designed for clients whose likely objectives, financial situation and needs are such that they:

- are retired or have otherwise met a condition of release (and want to draw an income from super)
- are looking for:
  - a cost competitive pension solution with online access
  - access to a broad range of investment options
- would like the ability to transfer into a pension account from their IOOF account without realising capital gains.

## Key Attributes

### Product attributes







The key attributes of IOOF Pension are as follows:








- a cost-competitive pension or TTR product
- the ability to transfer into a pension account from their IOOF account without realising capital gains
- an extensive choice of investment options that provide greater or less risk depending on their risk profile
- secure online access to account details with simple, fast and effective reporting
- access without a financial adviser, however clients can choose to add a financial adviser to their account.


### Investment attributes

Clients have a choice of investment options across 17 investment strategies depending on their investment objective, preference for risk and return and investment timeframe.

An individual client, however, should have regard to the information provided in the PDS for this product before making an investment selection. The client may choose to invest in multiple options (with different characteristics) to meet their investment needs. Clients should speak to their financial adviser to determine which best suits their needs (where appropriate).

Standard risk measure			
1 = Very low    2 = Low    3 = Low to Medium    4 = Medium    5 = Medium to High    6 = High    7 = Very High			
Investment Strategy	Usually held for a minimum of:	Investment Objective	Standard Risk Measure*
Cash Funds	No minimum	To provide a secure return that is consistent with the prevailing market cash rate over any time frame with minimal risk of capital loss through exposure to assets that are predominantly cash and cash equivalents.	 2-3
Diversified Conservative Funds	Short-Medium Term 2+ Years	To provide a diverse range of multi-asset defensive orientated investment options that offer varied strategies aiming to achieve relatively stable returns (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a range of growth and income assets, while providing lower volatility and capital protection through a high weighting to defensive assets.	 3-5
Alternatives <sup>1</sup>	Medium Term 5+ Years	To provide a diverse range of alternative investment options that offer varied investment strategies aiming to achieve moderate absolute returns with lower correlation to traditional assets (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a wide range of alternative investment strategies.	 5-6
Australian Fixed Interest Funds <sup>2</sup>	Medium Term 4+ Years	To provide a diverse range of Australian fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate through the investment cycles by investing in a variety of Australian fixed interest securities. The higher return potential comes with higher short-term volatility of returns.	 3-5
Diversified Balanced Funds	Medium Term 5+ Years	To provide a diverse range of multi asset balanced orientated investment options that offer varied strategies aiming to achieve above inflation rate growth (in a risk adjusted manner) through the investment cycles. This can be delivered by investing in a balanced exposure across growth and defensive assets.	 4-6
International Fixed Interest Funds <sup>3</sup>	Medium Term 4+ Years	To provide a diverse range of international fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate through the investment cycles by investing in a variety of international fixed interest securities. The higher return potential comes with higher short-term volatility of returns.	 3-6

Investment Strategy	Usually held for a minimum of:	Investment Objective	Standard Risk Measure*
Exchange Traded Funds	Medium to Long Term 3 - 6+ Years	To provide a range of exchange-traded funds aiming to achieve returns in line with market indices through the investment cycles.	As per underlying pool of investments
Australian Share Funds <sup>4</sup>	Long Term 7+ Years	To provide a diverse range of Australian share investment options that offer varied investment styles aiming to achieve a higher return than fixed interest and property securities through the investment cycles by investing in a variety of Australian listed companies. The higher return potential comes with higher short-term volatility of returns.	 6
Commodities	Long Term 7+ Years	To provide a diverse range of commodities investment options that offer varied investment strategies aiming to achieve absolute returns with lower correlation to traditional asset classes through the investment cycles.	 7
Diversified Growth Funds	Long Term 7+ Years	To provide a diverse range of multi asset growth orientated investment options that offer varied strategies aiming to achieve capital growth (in a risk adjusted manner) through the investment cycles. This can be delivered through a well diversified portfolio of growth assets with higher expected volatility.	 6
Global Infrastructure Funds	Long Term 7+ Years	To provide a diverse range of global listed infrastructure investment options that offer varied investment strategies aiming to achieve a higher return than fixed interest and property securities through the investment cycles. This can be delivered by investing in a wide range of global listed infrastructure strategies. The higher return potential comes with higher short-term volatility of returns.	 6-7
Global Share Funds <sup>5</sup>	Long Term 7+ Years	To provide a diverse range of international share investment options that offer varied investment styles aiming to achieve a higher return than fixed interest and property securities through the investment cycles by investing in a variety of international listed companies. The higher return potential comes with higher short-term volatility of returns.	 6-7
Listed Investments - Australian Property Trusts	Long Term 6+ Years	To provide a higher return than cash and fixed interest securities over time through a variety of Australian listed property trusts. The higher return potential comes with higher short-term volatility of returns.	 6
Listed Investments - Australian Shares	Long Term 6+ Years	To provide a diverse range of listed investment options that offer varied strategies aiming to achieve higher returns than fixed interest and property through the investment cycles from a variety of Australian listed companies. The higher return potential comes with higher short-term volatility of returns.	 6
Listed Investments - High Yielding Investments	Long Term 6+ Years	To provide a range of listed high yielding investment options aiming to achieve a higher return than investment grade securities issued by Australian governments and banks through the investment cycles.	 6
Listed Investments - International Shares	Long Term 6+ Years	To provide a diverse range of listed investment options that offer varied strategies aiming to achieve higher returns than fixed interest and property through the investment cycles from a variety of international listed companies. The higher return potential comes with higher short-term volatility of returns.	 6

Investment Strategy	Usually held for a minimum of:	Investment Objective	Standard Risk Measure*
Property Funds <sup>6</sup>	Long Term 7+ Years	To provide a diverse range of Australian and international property investment options that offer varied investment styles aiming to achieve a higher return than cash and fixed interest securities through the investment cycles by investment in a variety of Australian and international property trusts. The higher return potential comes with higher short-term volatility of returns.	 6-7

\* Standard Risk Measure is a guide to the likely number of negative annual returns expected over any 20 year period.

1 Includes hedge funds, private equity, managed futures and multi asset funds.

2 Includes Australian Government, semi Government, corporate, inflation-linked, mortgage securities and high-yielding securities.

3 Includes foreign Government, semi Government, corporate, inflation-linked, mortgage securities and high-yielding securities.

4 Includes large, mid and small caps.

5 Includes large unhedged and large hedged global shares, small caps and regional shares.

6 Includes both Australian and global property exposures.

## Appropriateness of the target market

This product is likely to be consistent with the likely objectives, financial situation and needs of the class of clients in the target market. This is based on an analysis that the key features and attributes of IOOF Pension:

- have previously benefited target market clients in the past and continues to do so; and
- fulfil a need for clients who are looking for a cost-competitive pension or TTR product that also allows existing IOOF super clients to transfer into without realising capital gains.

The IOOF Pension TMD will be reviewed as specified below to ensure it continues to be suitable for clients in the target market.

## Distribution Channels

This product can be distributed via a financial adviser or direct retail.



Direct Retail



Financial Adviser

Direct retail clients can apply for this product via an application form available at [www.ioof.com.au/forms/pension](http://www.ioof.com.au/forms/pension) subject to meeting eligibility criteria and a minimum initial investment amount of \$30,000.

## Distribution Conditions

This product should only be distributed via an application form where the client meets all eligibility criteria.

## Appropriateness of distribution conditions

The distribution conditions and restrictions will make it likely that clients who purchase the product are in the class of clients for which the IOOF Pension has been designed given the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

## Review Period and triggers

Review period	Maximum period for review
Issue date	12 October 2023
Version	3
Periodic review	This TMD will be reviewed at least annually and will be updated as and when appropriate.
Review triggers	
	<p>The following events and circumstances would reasonably suggest the TMD should be reviewed to determine if it is no longer appropriate:</p> <ul style="list-style-type: none"> <li>material changes to key product attributes and the terms and conditions of the product</li> <li>the issuer determines that the financial interests of the clients are not being promoted as part of its member outcomes assessment</li> <li>significant dealing outside the TMD</li> <li>material or unexpectedly high number of complaints about the product</li> <li>the use of 'product intervention powers', regulator orders or directions that affect the product</li> <li>regulatory changes that have a significant impact on the attributes of the product</li> <li>significant number of clients exiting the product</li> </ul>

## Distributor Reporting

### Significant Dealings Reporting

Distributors are required to notify the issuer if they become aware of a significant dealing in the product that is not consistent with the TMD.

The issuer will rely on notifications of significant dealings to monitor and review the product, this TMD, and its distribution strategy, and to meet its own obligation to report significant dealings to ASIC.

Dealings outside this TMD may be significant because:

- they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or
- they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the client (or class of client).

In each case, the distributor should have regard to:

- the actual or potential harm to a client,
- the nature and extent of the inconsistency of distribution with the TMD (including an explanation of why the dealings occurred outside the target market),
- the date range of when the significant dealing occurred,
- the number of clients impacted by the significant dealing (i.e. the number of clients who are not in the target market (or who have been excluded from the target market) as a proportion of all clients who have acquired the product), and
- the time period in which these acquisitions outside the target market occurred.

The reporting period is as soon as practicable but no later than 10 business days after becoming aware of the significant dealing.

### Complaints Reporting

The distributor will provide details of the number and nature of complaints relating to product design, product availability and distribution, having regard to privacy.

The distributor should provide details as soon as practicable but no later than 10 business days following the end of the calendar quarter.

### Contact details for distributors

Contact details and reporting instructions are available at [ddo.ioof.com.au](mailto:ddo.ioof.com.au)

You can also email us at [ddo@insigniafinancial.com.au](mailto:ddo@insigniafinancial.com.au) using the FSC standard template.

IIML is the Trustee of the IOOF Portfolio Service Superannuation Fund (ABN 70 815 369 818) (Fund) and IOOF Pension is part of the Fund.

The information in this TMD is of a general nature only and has been prepared without taking into account a client's objectives, financial situation or needs. Before making a decision based on this information, you should consider the appropriateness of the information, having regard to your objectives, financial situation and needs.

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