

## Rhythm Super

### 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, AFSL 230524, RSE L0000406), as the issuer of Rhythm Super, Unique Superannuation Identifier 82 004 832 237 001.

Rhythm Super covers your retirement planning requirements and includes:

- an accumulation superannuation solution (Super account), and
- a pension solution offering both transition to retirement (TTR) and account-based pension options (Pension account).

Rhythm Super provides a contemporary administration solution combining flexible technology with a superior customer experience. Rhythm Super offers a wide selection of managed funds, managed portfolios which include separately managed accounts and managed discretionary accounts, term deposits, Australian Listed Securities and a cash account.

#### PART A - Super

### Target Market Determination

Part A is the TMD for the Rhythm Super account (Super account).

#### Issued 5 October 2021

This TMD seeks to offer clients and distributors an understanding of the class of clients for which the Super account has been designed, having regard to the objectives, financial situation and needs of the target market. It applies to the Rhythm 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.

### Target Market

#### Suitable for clients who:

- want a contemporary super solution
- may be receiving personal financial advice
- seek a clear and transparent fee structure
- like a wide range of investment choices
- prefer to be kept informed and involved in investment decisions
- may need to access insurance cover.

#### Not suitable for clients who:

- do not have access to email or the internet
- are investing through a self managed superannuation fund (SMSF)
- are looking for a default investment strategy (MySuper)
- need access to their investment capital before retirement.

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

The Super account has been designed for clients whose likely objectives, financial situation and needs are such that they:

- would like to have the option to move a super account to a pension account within the same super fund
- are looking for:

## Rhythm Super

- a contemporary super product, that offers an extensive range of quality investments that can be tailored to meet financial objectives
- a service that can be easily managed by clients and their financial adviser
- comprehensive retail insurance options within super (subject to age and eligibility conditions)
- online access to their account.

**Please note:** While the product is designed to be used with a financial adviser, direct retail clients are not excluded from continuing to hold and transact on their Super account.

## Key Attributes

### Product attributes



















The key product attributes of the Super account are as follows:












- a contemporary administration solution combining flexible technology with a superior customer experience
- a competitively priced super administration service
- an extensive range of quality investments, including managed funds, managed portfolios which include separately managed accounts and managed discretionary accounts, term deposits and Australian Listed Securities
- online access to your account details with simple, fast and accurate consolidated reporting
- a service that can be easily managed by you and your financial adviser by tailoring your account to meet your financial objectives
- access to comprehensive retail insurance solutions with premiums paid from your cash account
- account CGT optimisation – parcel management and reporting capabilities to help you to manage realised CGT.

### 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. The types of clients for whom the different categories of investment options are intended for, are broadly described below.

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).

Investment Attribute Key						
 In target market	 Potentially in target market	 Not considered in target market				
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*		
		To generate capital growth	To preserve capital			
Cash Funds	No minimum			 2-3		
Diversified Conservative Funds	Short-Medium Term 2+ Years			 3-5		
Alternative Funds <sup>1</sup>	Medium Term 5+ Years			 5-7		
Australian Fixed Interest Funds <sup>2</sup>	Medium Term 4+ Years			 3-6		
Diversified Balanced Funds	Medium Term 5+ Years			 4-6		

Investment Strategy	Usually held for a minimum of:	Investment Objective		Standard Risk Measure*
		To generate capital growth	To preserve capital	
International Fixed Interest Funds <sup>3</sup>	Medium Term 4+ Years	△	✓	 3-6
Exchange-traded funds	Medium to Long Term 3 - 6+ Years	As per underlying pool of investments		
Australian Share Funds <sup>4</sup>	Long Term 7+ Years	✓	✗	 6-7
Commodities	Long Term 7+ Years	✓	✗	 7
Diversified Growth Funds	Long Term 7+ Years	✓	✗	 5-6
Global Infrastructure Funds	Long Term 7+ Years	✓	✗	 6-7
Global Share Funds <sup>5</sup>	Long Term 7+ Years	✓	✗	 6-7
Listed Australian property trusts	Long Term 6+ Years	✓	✗	 6
Listed investment companies - Australian Shares	Long Term 6+ Years	✓	✗	 6
Listed High yielding investments	Long Term 6+ Years	△	△	 6
Listed investment companies - International Shares	Long Term 6+ Years	✓	✗	 6
Property Funds <sup>6</sup>	Long Term 7+ Years	✓	✗	 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.

## Insurance attributes

For clients who want the convenience of individual retail insurance cover through their super, a choice of Death and Total and Permanent Disability (TPD) cover or Income Protection with additional options via select life insurers. Please see the Additional Information Booklet for more details.

## Appropriateness of the target market

This product should 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 the Super account:

- 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 contemporary super solution combining flexible technology with a wide selection of quality investments.

The Super account 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 through financial advisers and via direct retail\*.



Direct Retail



Financial Adviser

## Distribution Conditions

\*Direct retail clients can only join via a trustee-initiated transfer.

This product can only be distributed upon receipt of a completed application form that 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 Super account 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 this target market determination

### Periodic review

Review period	Maximum period for review
Effective date	5 October 2021
Next review by	5 January 2023
Periodic review	At least every 3 years and 3 months from the previous review.

Review triggers
<p>The following events and circumstances would reasonably suggest the TMD 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>• significant number of clients exiting 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> </ul>

## Reporting and monitoring this Target Market Determination

### 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.

## PART B - Pension

### Target Market Determination

Part B is the TMD for the Rhythm Pension account (Pension account).

#### Issued 5 October 2021

This TMD seeks to offer clients and the distributor an understanding of the class of clients for which the Pension account has been designed, having regard to the objectives, financial situation and needs of the target market. It applies to the Rhythm 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.

### Target Market

Suitable for clients who:	Not suitable for clients who:
<ul style="list-style-type: none"> <li>want a contemporary pension solution</li> <li>may be receiving personal financial advice</li> <li>seek a clear and transparent fee structure</li> <li>like a wide range of investment choices</li> <li>prefer to be kept informed and involved in investment decisions.</li> </ul>	<ul style="list-style-type: none"> <li>do not have access to email or the internet</li> <li>are looking for a default investment strategy (MySuper)</li> <li>have not satisfied a relevant condition of release.</li> </ul>

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

The Pension account 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)
- looking for:
  - a contemporary pension or transition to retirement product
  - a service that can be easily managed by clients and their financial adviser
  - access to an extensive range of quality investments that can be tailored to meet financial objectives
  - online access to their account.

**Please note:** While the product is designed to be used with a financial adviser, direct retail clients are not excluded from continuing to hold and transact on their Pension account.

### Key Attributes

#### Product attributes

The key product attributes of the Pension account are as follows:

- A contemporary administration solution combining flexible technology with a superior customer experience
- A competitively priced pension administration service
- An extensive range of quality investments, including managed funds, managed portfolios which include separately managed accounts and managed discretionary accounts, term deposits and Australian Listed Securities
- Online access to your account details with simple, fast and accurate consolidated reporting
- A service that can be easily managed by you and your financial adviser by tailoring your account to meet your financial objectives
- Account CGT optimisation – parcel management and reporting capabilities to help you to manage realised CGT.

#### 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. The types of clients for whom the different categories of investment options are intended for, are broadly described below.

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).

**Investment Attribute Key**

In target market



Potentially in target market



Not considered in target market

**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*
		To generate capital growth	To preserve capital	
Cash Funds	No minimum	✗	✓	2-3
Diversified Conservative Funds	Short-Medium Term 2+ Years	△	✓	3-5
Alternative Funds <sup>1</sup>	Medium Term 5+ Years	✓	△	5-7
Australian Fixed Interest Funds <sup>2</sup>	Medium Term 4+ Years	△	✓	3-6
Diversified Balanced Funds	Medium Term 5+ Years	✓	✗	4-6
International Fixed Interest Funds <sup>3</sup>	Medium Term 4+ Years	△	✓	3-6
Exchange-traded funds	Medium to Long Term 3 - 6+ Years	As per underlying pool of investments		
Australian Share Funds <sup>4</sup>	Long Term 7+ Years	✓	✗	6-7
Commodities	Long Term 7+ Years	✓	✗	7
Diversified Growth Funds	Long Term 7+ Years	✓	✗	5-6
Global Infrastructure Funds	Long Term 7+ Years	✓	✗	6-7
Global Share Funds <sup>5</sup>	Long Term 7+ Years	✓	✗	6-7
Listed Australian property trusts	Long Term 6+ Years	✓	✗	6

Investment Strategy	Usually held for a minimum of:	Investment Objective		Standard Risk Measure*
		To generate capital growth	To preserve capital	
Listed investment companies - Australian Shares	Long Term 6+ Years	✓	✗	6
Listed High yielding investments	Long Term 6+ Years	⚠	⚠	6
Listed investment companies - International Shares	Long Term 6+ Years	✓	✗	6
Property Funds <sup>6</sup>	Long Term 7+ Years	✓	✗	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 should 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 the Pension account:

- 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 contemporary pension solution combining flexible technology with a wide selection of quality investments.

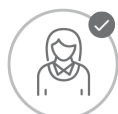
The Pension account TMD will be reviewed as specified below to ensure it continues to be suitable for clients in the target market.

### Distribution Channels

This product can be distributed through financial advisers and via direct retail\*.



Direct Retail



Financial Adviser

### Distribution Conditions

\*Direct retail clients can only join via a trustee-initiated transfer.

This product can only be distributed upon receipt of a completed application form that meets all eligibility criteria.

### Appropriateness of distribution conditions

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## Review this target market determination

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### Review triggers

The following events and circumstances would reasonably suggest the TMD is no longer appropriate:

- material changes to key product attributes and the terms and conditions of the product
- significant number of clients exiting the product
- the issuer determines that the financial interests of the clients are not being promoted as part of its member outcomes assessment
- significant dealing outside the TMD
- material or unexpectedly high number of complaints about the product
- the use of 'product intervention powers', regulator orders or directions that affect the product
- regulatory changes that have a significant impact on the attributes of the product

## Reporting and monitoring this Target Market Determination

### Significant Dealings Reporting

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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:

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- 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.

IIOF Investment Management Limited (IIML) (ABN 53 006 695 021, AFS Licence No. 230524) is the Trustee of the AvWrap Retirement Service (ABN 82 004 832 237) (Fund) and Rhythm Super is part of the Fund.

The information in this TMD is of a general nature only and has been prepared without taking into account your 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.

IIML is part of the IOOF group of companies comprising IOOF Holdings Ltd (ABN 49 100 103 722) and its related bodies corporate ('IOOF Group'). An investment with IIML is subject to investment risk, including possible delays in repayment and loss of income and principal invested. Past performance is not an indication of future performance. The repayment of capital, the performance or any rate of return of an investment with IIML is not guaranteed by any member of the IOOF Group or any other related or associated company.