



# Acclaim Invest Target Market Determination (TMD)

## 1. About this document

This Target Market Determination (TMD) is required under section 994B of the Corporations Act 2001 (Cth) (the Act). This TMD applies to the Acclaim Invest ARSN 660 973 044 (Product) issued by Equity Trustees Limited ABN 46 004 031 298 AFSL 240975. It describes the class of consumers that comprises the target market for the financial product and matters relevant to the product's distribution and review (specifically, distribution conditions, review triggers and periods, and reporting requirements). Distributors must take reasonable steps that will, or are reasonably likely to, result in distribution of the product being consistent with the most recent TMD (unless the distribution is excluded conduct).

This document is not a product disclosure statement, is not to be treated as a full summary of the Product's terms and conditions, does not consider any person's individual financial objectives, situation and needs and is not intended to provide financial advice. A consumer must refer to the Acclaim Invest Product Disclosure Statement (PDS) and any supplementary documents when deciding if this Product is suitable for them.

Important terms used in this TMD are defined in the TMD Definitions at the end of this document. Capitalised terms have the meaning given to them in the Product's PDS, unless otherwise defined.

### 1.1 PDS to which this TMD applies

This TMD applies to the Product referred to in the following PDS: [www.acclaimwealth.com.au/product-documents](http://www.acclaimwealth.com.au/product-documents)

### 1.2 Product and issuer identifiers

Name of product	Acclaim Invest
Issuer name	Equity Trustees Limited
Issuer ABN	46 004 031 298
Issuer AFSL	240975
IDPS ID	ARSN 660 973 044
TMD issue date	22 July 2024
TMD version	3
Distribution status of product	Available

### 1.3 Product description and key attributes

Product description	Acclaim Invest is an IDPS-like scheme offering investment management and administration services. The Scheme allows the consumer, in consultation with their financial adviser, to choose investments that suit their financial objectives and risk profile.
Key product attributes	<ul style="list-style-type: none"> <li>• A consumer must receive personal advice from an Adviser to be able to invest</li> <li>• The minimum investment is \$5,000 (or \$2,500 if establishing a regular investment plan)</li> <li>• Investment options consisting of listed securities, term deposits, and managed funds</li> <li>• A flexible working cash account established and maintained by the Responsible Entity that operates as a hub through which all transactions will pass</li> <li>• income distributions, dividends, and interest for each investment option (in each case, where applicable) will be credited to the cash account</li> <li>• Withdrawals (partial and full) from the cash account can be made at any time</li> <li>• Most communications are issued via Acclaim Online</li> <li>• Acclaim Online allows the financial adviser to review, transact and report on the Acclaim Invest account</li> </ul>



## 2. Class of consumers that constitutes the target market

The Product will typically suit a consumer looking for a product to manage their portfolio of investments through a central administration service. The information in the following tables summarise the overall class of consumers that fall within the target market for the Product.

The Consumer 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    ● See issuer instructions    ● Not in target market

In the tables below, column 1, indicates a description of the likely objectives, financial situation and needs of the class of consumers that are considering this product. Column 2, indicates whether a consumer meeting the attribute in column 1 is likely to be in the target market for this product.

### 2.1 Investment objectives, financial situation and needs of the target market

#### Level of decision making

Consumer's intended level of decision making	Product consistency
Fully self-managed	● Not in target market
Investments chosen by consumer from extensive investment menu, with administration provided by the Scheme's Administrator	● In target market
Investments chosen by consumer from limited investment menu, with administration provided by the Scheme's Administrator	● In target market
Default investment strategy applied where no investments selection is made. Administration is provided by the Scheme's Administrator	● Not in target market

#### Product investment menu

Consumer's intended type of investment products on investment menu	Product consistency
<b>Ready-made Diversified Portfolio solutions to suit a range of risk/return profiles from low to high</b>	
Passive solution <ul style="list-style-type: none"> <li>No manager choice</li> <li>Some manager choice</li> </ul>	● Not in target market ● Not in target market
Active solution <ul style="list-style-type: none"> <li>No manager choice</li> <li>Some manager choice</li> <li>Wide manager choice</li> </ul>	● Not in target market ● Not in target market ● Not in target market
<b>Range of Core and satellite options available for consumer to build own portfolio</b>	
Australian listed securities	● In target market
Sector specific options	● In target market
Passive investment options, such as index managed funds or exchange traded funds	● In target market
Term deposit options	● In target market
Managed funds	● In target market
Cash management account	● In target market
Capital guarantee options	● Not in target market
Separately managed accounts	● Not in target market
International listed securities	● Not in target market



## Life stage of consumer

Life stage of consumer	Product consistency
Child (under 18)	● Not in target market
Student	● In target market
Accumulation (under 65)	● In target market
Pre-retirement (40 to 65)	● In target market
Retired (over 65)	● In target market

## Intended size of investment

Consumer's intended investment amount	Product consistency
\$0 to \$2,499	● Not in target market
\$2,499 to \$4,999 (if establishing a regular investment plan)	● In target market
\$5,000 and over	● In target market

## 2.2 Consistency between target market and the product

The issuer considers that the Product is likely to be consistent with the likely objectives, financial situation and needs of consumers within the target market. This is based on an analysis of the key terms, features and attributes of the Product and a finding that these are consistent with the identified class of consumers.

## 3. How this product is to be distributed

### 3.1 Distribution channels

This Product is designed to be distributed through financial advisers.

### 3.2 Distribution conditions

The Product should only be distributed under the following circumstances:

Distribution channel	Permitted channel?	Distribution conditions in relation to dealing in this product
All channels	N/A	The investor must meet meets the eligibility requirements (as applicable) detailed in the PDS
Direct retail consumer (issuer distributing direct to consumer with no intermediary)	No	Not suitable for direct retail investors who do not appoint an Australian licensed adviser who is authorised to give advice in relation to this product
Through a provider giving personal advice to a consumer	Yes	Suitable for direct retail investors who appoint an Australian licensed adviser who is authorised to give advice in relation to this product
Through a provider giving general advice to a consumer	No	Not suitable for direct retail investors who do not appoint an Australian licensed adviser who is authorised to give advice in relation to this product

### 3.3 Adequacy of distribution conditions and restrictions

The issuer has determined that the distribution conditions and restrictions will make it likely that consumers who purchase the Product are in the class of consumers for which it has been designed. The issuer considers that 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.



## 4. Reviewing this target market determination

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

Review periods	Maximum period for review
Initial review	12 months
Subsequent review	Annually in April

### Review triggers or events

Any event or circumstances that arise that would suggest the TMD is no longer appropriate. This may include (but is not limited to):

- recurring investor complaints about investment options or Product;
- a material changes to the design or distribution of the Product, including related documentation;
- occurrence of a significant dealing outside of the TMD ;
- distribution conditions found to be inadequate;
- external events such as adverse media coverage or regulatory changes that affect the Product or the distributions of the Product;
- significant changes in metrics, including, but not limited to, complaints, sales volumes, investment option switching rates and/or increase in cancellation rates during the cooling off period;
- the use of a Regulator's Product Intervention Powers in relation to the Product.

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

All Distributors have an obligation to report the following information to us in relation to this TMD.

Reporting requirement	Reporting period
Complaints (as defined in section 994A(1) of the Act) relating to the Product. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following end of calendar quarter.
Significant dealing outside of target market, under s994F(6) of the Act. See Definitions for further detail.	As soon as practicable but no later than 10 business days after distributor becomes aware of the significant dealing.
To the extent a distributor is aware of dealings outside the target market these should be reported to the issuer.	Within 10 business days following the end of a calendar quarter.

Distributors must report to the Issuer using the method specified on this website: [www.egt.com.au/DDOreporting](http://www.egt.com.au/DDOreporting). This link also provides contact details relating to this TMD for the Issuer.

Issued by Equity Trustees Limited ABN 46004031298 AFSL 240975 (Issuer). Issuer is the responsible entity and issuer of the Product referred to in this material. This material provides general information only and does not take into account your individual objectives, financial situation, needs or circumstances. Before making any investment decision, you should assess whether the material is appropriate for you and obtain financial advice tailored to you having regard to your individual objectives, financial situation, needs and circumstances. This material is not a financial product recommendation or an offer or solicitation with respect to the purchase or sale of any financial product in any jurisdiction.



## TMD Definitions

Term	Definition
<b>Distributor Reporting</b>	
Significant dealings	<p>Section 994F(6) of the Act requires distributors to notify the issuer if they become aware of a significant dealing in the product that is not consistent with the TMD. Neither the Act nor ASIC defines when a dealing is 'significant' and distributors have discretion to apply its ordinary meaning.</p> <p>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.</p> <p>Dealings outside this TMD may be significant because:</p> <ul style="list-style-type: none"><li>• they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or</li><li>• they constitute an individual transaction which has resulted in, or will or is likely to result in, significant detriment to the consumer (or class of consumers).</li></ul> <p>In each case, the distributor should have regard to:</p> <ul style="list-style-type: none"><li>• the nature and risk profile of the product (which may be indicated by the product's risk rating or withdrawal timeframes),</li><li>• the actual or potential harm to a consumer (which may be indicated by the value of the consumer's investment, their intended product use or their ability to bear loss), and</li><li>• the nature and extent of the inconsistency of distribution with the TMD (which may be indicated by the number of red and/or amber ratings attributed to the consumer).</li></ul>

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