

Target Market Determination for the Centric Super Fund (Centric Super)

Important Information

A Target Market Determination (TMD) is required under section 994B of the *Corporations Act 2001* (Cth). It sets out the target market for the product, triggers to review the target market and certain other information. It forms part of Equity Trustees Superannuation Limited's design and distribution framework for the product.

This TMD applies to the accumulation Product of the Centric Super Fund. It seeks to provide consumers, distributors and their staff with an understanding of the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is **not** a Product Disclosure Statement (PDS) and is **not** a summary of the product features or terms of the product. This document does not take into account any person's individual objectives, financial situation or needs and is not intended to provide financial advice. Persons interested in acquiring this product should carefully read the PDS and any supplementary documents for Centric Super before making any investment decisions in relation to this product.

Name of product	Centric Super Fund (Centric Super) – Accumulation Portfolio
Product ID	91 593 544 166-A
Date of TMD	5 October 2021
TMD Version	1
Fund ABN	91 593 544 166
USI code	91593544166001
Product description	This is a product for individuals to accumulate savings for retirement through superannuation. This product is not a Self-Managed Super Fund (SMSF).
Key product attributes	The key product attributes of this Accumulation Product are: <ul style="list-style-type: none"> • access to a range of investment options, including ASX listed investments, term deposits, multi-asset class options or single-asset class options • access to a comprehensive portfolio view through the online member portal • ability for advice fees to be aggregated across linked portfolios • ability to receive a range of contribution types including employer, personal, spouse and government contributions

	<ul style="list-style-type: none"> • ability to receive regular contributions via direct debit or employer contributions • preservation rules – amounts saved into superannuation cannot be withdrawn until retirement except in certain permitted scenarios • access to receive a range of tax concessions subject to eligibility. Further information and updated eligibility are available from ato.gov.au
Issuer name	Equity Trustees Superannuation Limited
Issuer AFSL	229 757
Issuer RSE Licence	L0001458

Target Market

The Target Market is the class of persons who is the type of customer set out below, who has the needs and objectives set out below and is in the financial situation set out below.

Needs and Objectives of Customer

TMD indicator key

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	Potentially in target market	Not considered in target market
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Customer objectives

The product is likely to be suitable for a person eligible to contribute to or consolidate their Australian superannuation account with any one or more of the following short-term and long-term objectives:

- to save for their retirement within the superannuation environment, and/or
- to invest in one investment option or a broad range of investment options.

The Centric Super Accumulation Product is unlikely to be suitable for:

- a person seeking to invest with readily available access to their funds, as withdrawals from the product are subject to superannuation preservation rules, and/or
- a person seeking to invest in a particular investment option which is not available on the Centric Super Investment Menu.

Level of decision making

Customer's desired level of decision making	Consistency with target market
Fully self-managed, including fund administration (e.g. SMSF)	Not considered in target market
Investments chosen by customer from extensive investment menu, with administration provided by the fund	In target market
Investments chosen by customer from limited investment menu, with administration provided by the fund	In target market
Default investment strategy applied where no investments selection is made. Administration is provided by the fund.	Not considered in target market

Product investment menu*

Customer's desired type of products on investment menu	Consistency with target market
Ready-made diversified portfolio solutions to suit a range of risk/return profiles from low to high	
Passive solution	
• No manager choice	Not considered in target market
• Some manager choice	In target market
Active solution	
• No manager choice	Not considered in target market
• Some manager choice	In target market
• Wide manager choice	Potentially in target market
Range of core and satellite options available for customer to build own portfolio	
Sector specific options	In target market
Sub-sector specific options	In target market
Alternative investment options	In target market
Active investment options	
• No manager choice	Not considered in target market
• Some manager choice	In target market
• Wide manager choice	In target market
Passive investment options, such as passive Exchange traded fund	In target market
Term deposit options	In target market
Direct share options	In target market
Separately managed accounts	Not considered in target market
Cash management account	In target market

Customer's desired type of products on investment menu	Consistency with target market
Longevity product options	Not considered in target market
Capital guarantee options	Not considered in target market

*The Issuers of some of these products will prepare a separate TMD. The underlying investment TMD should be referred to when assessing suitability to invest in any of these investment options.

Options Available*

Customer's desired insurance options available	Consistency with target market
Death cover available separately	Not considered in target market
TPD cover available separately	Not considered in target market
Death and TPD cover available together	Not considered in target market
Income Protection cover available	Not considered in target market
Insurance not required	In target market

* The Centric Super Accumulation Product allows customers to hold insurance policies with other super funds and make partial rollovers to those funds to cover the cost of insurance premiums.

Financial situation of customer

Type of Customer

Type of customer	Consistency with target market
Individual	In target market
All other entities	Not considered in target market

Life stage of customer

This product is potentially suitable for customers of all ages and life stages. Please note that certain features of the product will be restricted for customers over age 65. Refer to the PDS for more information.

Other elements of TMD

Appropriateness requirements

Explanation of consistency of key attributes with TMD

The Trustee considers that the product is likely to be consistent with the likely objectives, financial situation and needs of consumers within the target market because:

- there is a range of investment options to cater for a broad range of risk profiles and asset class preferences;
- the product accepts the full range of contributions permitted under the law; and
- the fees and costs associated with the product are consistent with market rates.

Distribution Conditions/Restrictions

Distribution channel	Permitted channel?	Distribution conditions/Restrictions
All channels	Yes	Only available where a person is eligible to contribute to or consolidate their Australian superannuation account.
Direct retail customer	Yes	Only available where a client initially accessed Centric Super through an approved financial adviser.
Through a provider to implement personal advice provided to the customer	Yes	Only available through approved financial advisers permitted to distribute Centric Super.
Through a provider to implement general advice provided to the customer	Yes	Only available through approved financial advisers permitted to distribute Centric Super.
Through authorised representatives by general/intra fund advice	No	N/A
Through a provider to implement Robo advice provided to the customer	No	N/A

Adequacy of Distribution Conditions/Restrictions

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

In making this determination, the Trustee has had particular regard to:

- eligibility conditions under relevant law; and
- a consumer can only become a member through, or having been assessed by, approved financial advisers.

Review Triggers

- 1) Where the issuer of the TMD has determined that any of the following has occurred:
 - a) ASIC reportable significant dealing outside of TMD.
 - b) Significant or unexpectedly high number of complaints (as defined in section 994A(1) of the Act) regarding product design, product availability or any distribution condition where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.
 - c) Material change to key product attributes, terms and/or conditions where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.
 - d) The use of Product Intervention Powers, regulator orders or directions in relation to the distribution of this product where the product issuer considers this reasonably suggests that this TMD is no longer appropriate.
 - e) A significant breach event relating to the design or distribution of this product where the product issuer considers this would reasonably suggest that (i) this product is unsuitable for a particular cohort of customers and (ii) the TMD may no longer be appropriate.
- 2) The Trustee makes a determination for purposes of s52(9) of Superannuation Industry (Supervision) Act 1993 that the financial interests of the customers who hold this product are not being promoted.

Mandatory review periods

Review periods	Maximum period for review
Initial review	April 2022
Subsequent review	Annually in April

Distributor Information Reporting Requirements

Regulated Person(s)	Requirement	Reporting deadline
All distributors	Distributors must record and report all complaints that relate to the product or its distribution. The record should include the substance of complaints in relation to the product covered by this TMD. Where a complaint relating to the product and/or its distribution is received, the distributor must report this complaint information to the issuer at six monthly intervals. This will include written details of the complaints. We will remind you periodically of	Six monthly reporting is due as soon as practicable, but in any case, 10 business days after the end of March and September.

	your obligation to report all complaints to us.	
All distributors	Significant dealing outside of target market under s994F(6) of the Act.	As soon as practicable but no later than 10 business days after the distributor becomes aware of the significant dealing.

Distributors must report to Equity Trustees Superannuation Limited using the method specified online at centricwealth.com.au/DDO

Disclaimer

This TMD is issued by Equity Trustees Superannuation Limited (ABN 50 055 641 757, AFSL 229 757, RSE License No. L0001458) in its capacity as the Trustee of the Centric Super Fund (Centric Super) (ABN 91 593 544 166, RSE Registration Number R1078619). Read more about Equity Trustees Superannuation Limited on its website. Specialised Private Capital Ltd (ABN 87 095 773 390, AFSL 246744) trading as Centric Capital is the sponsor, promoter and investment services provider for Centric Super.

The information contained in this TMD is general information only and is not intended to be construed as either personal advice or a product recommendation. You should make your own enquiries as to the suitability of this product for your personal financial needs and circumstances and obtain and read a copy of the PDS for further information on how it operates before making an investment and/or insurance decision.