

## TARGET MARKET

## DETERMINATION

### Senior Equity Release -Investor

This Target Market Determination (TMD) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). It sets out the class of consumers for whom the product, including its key attributes, would likely be consistent with their likely objectives, financial situation and needs. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of Melbourne Securities Corporation Limited's and DomaCom Australia Limited's design and distribution arrangements for the product.

This document is **not** a product disclosure statement 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. Persons interested in acquiring this product should carefully read the Product Disclosure Statement (**PDS**) before making a decision whether to buy this product.

Important terms used in this TMD are defined in the TMD Definitions which supplement this document. Capitalised terms have the meaning given to them in the product's PDS, unless otherwise defined. The PDS can be obtained at:

[www.domacom.com.au](http://www.domacom.com.au)

#### Fund and Issuer Identifiers:

<b>Issuer</b>	Melbourne Securities Corporation Limited
<b>Issuer ABN</b>	ACN 160 326 545
<b>Issuer AFSL</b>	428289
<b>Manager</b>	DomaCom Australia Limited
<b>Manager ACN</b>	153 951 770
<b>Manager AFSL</b>	444365
<b>Fund</b>	DomaCom Fund
<b>ARSN</b>	167 020 626
<b>APIR Code</b>	NA – an APIR code is allocated for each sub-fund once a property has been acquired
<b>ISIN Code</b>	NA – an ISIN is allocated for each sub-fund once a property has been acquired
<b>Effective Date</b>	4 October 2021
<b>TMD Version</b>	V1.0
<b>TMD Status</b>	Current

<b>Product Description</b>	<p><b>Equity Release Product (ERP) is a product offering the following key features:</b></p> <ul style="list-style-type: none"> <li>- The nature of the equity release product allows Investors to receive a fixed income return from the service fees paid by the Property Owner and therefore it is not subject to risks of tenant vacancy and also allows Investors to increase their investment in the Property approximately every 5 years.</li> <li>- Whilst no interest is charged, the Property Owner will be required to pay service fees every five years in advance (including from the first day of the contract) by releasing further equity in their home.</li> <li>- If the Property Owner sells their home or dies, the Fund will be entitled to its share of sale proceeds from the sale of the home. The sale proceeds the Fund is entitled to will depend on the amount of the Fund's equity in the home at that time.</li> </ul>																										
<b>Target Market</b>	<p><b>Needs, Objectives and Financial Situation of the Target Market</b></p> <p><b>Class of Customer</b> This product is targeted at the class of customer which meets the below needs, objectives and financial situation.</p> <p><b>Needs and Objectives</b> This product is designed for individuals or entities who:</p> <ul style="list-style-type: none"> <li>- Wish to gain exposure to the Australian residential investment property market without having to acquire the whole property themselves</li> <li>- Seek to create a diversified portfolio across asset classes</li> <li>- Are looking for diversification in the residential property investment component of their portfolio</li> <li>- Do not want to fund a property investment with debt</li> </ul> <p><b>Financial Situation</b> This product is designed for individuals or entities who:</p> <ul style="list-style-type: none"> <li>- May not have the capacity to acquire a whole property as an investment</li> <li>- Accept that this product is long term in nature with sub-Funds ranging in duration from 5 to 30 years</li> <li>- Understand the liquidity options available to them to exit their investment either through the expiry of the investments term, wind-up of an investment through unitholder vote or the sale of units via the DomaCom liquidity facility</li> </ul>																										
<b>TMD Indicator</b>	<p>Based on the Product Description and Target Market described above, the TMD Indicator, indicates whether a consumer meeting the following attributes is likely to be in the target market for this product:</p> <p><span style="color: green;">■</span> In target market   <span style="color: yellow;">■</span> Potentially in target market   <span style="color: red;">■</span> Not in target market</p>																										
	<table border="1"> <thead> <tr> <th colspan="4">Consumer Attributes</th> </tr> <tr> <th>Investment Objective</th> <th>TMD</th> <th>Intended Product Use</th> <th>TMD</th> </tr> </thead> <tbody> <tr> <td>Capital Growth</td> <td style="background-color: green;"></td> <td>Solution/Standalone (&gt;75%)</td> <td style="background-color: yellow;"></td> </tr> <tr> <td>Capital Preservation</td> <td style="background-color: yellow;"></td> <td>Core Component (25-75%)</td> <td style="background-color: yellow;"></td> </tr> <tr> <td>Capital Guaranteed</td> <td style="background-color: red;"></td> <td>Small Allocation (&lt;25%)</td> <td style="background-color: green;"></td> </tr> <tr> <td>Income Distribution</td> <td style="background-color: green;"></td> <td></td> <td></td> </tr> </tbody> </table>			Consumer Attributes				Investment Objective	TMD	Intended Product Use	TMD	Capital Growth		Solution/Standalone (>75%)		Capital Preservation		Core Component (25-75%)		Capital Guaranteed		Small Allocation (<25%)		Income Distribution			
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	Investment Timeframe	TMD	Risk and Return Profile	TMD
	Short (<2years)		Low	
	Medium (>2years & <8years)		Medium	
	Long (>8years)		High	
			Very High	
	Need to withdraw money	TMD	Other (Specify)	TMD
	Daily			
	Weekly			
	Monthly			
Quarterly				
Annually or longer				
<b>Distribution Conditions</b>	<p>This product can only be offered and/or issued in accordance with the relevant product terms and conditions outlined in the Product Disclosure Statement (as amended from time to time) and is subject to the requirements prescribed in ASIC Instrument [18-0926] which, sets out the following Distribution Conditions:</p> <ul style="list-style-type: none"> <li>▪ The ERP client is provided with an Information Statement in the form prescribed in the Schedule to the ASIC Instrument,</li> <li>▪ The ERP client receives advice about the ERP from an ERP qualified adviser, and</li> <li>▪ The Fund's initial property interest in the ERP property, before application of the Initial service fee, must be no greater than 50 per cent.</li> </ul>			
<b>Initial Review</b>	Within 1 (1) year of the effective date			
<b>Periodic Reviews</b>	At least every two (2) years from the initial review			
<b>Review Triggers &amp; Information Requirements</b>	Where the issuer or DomaCom determines that any of the below triggers has occurred, this TMD will be reviewed:			
	<b>Review Trigger</b>	<b>Information Requirements</b>	<b>Provider</b>	<b>Reporting Frequency</b>
	Changes	Material change to key attributes, investment objective and/or fees	Chief Compliance and Risk Officer	As required
	Complaints	The number, nature and outcomes of complaints received.	Chief Compliance and Risk Officer	Bi-Monthly
	Significant dealing outside the target market	The nature and circumstances of the significant dealing, the number of consumers affected and report whether consumer harm or detriment has or is likely to occur.	Head of Platform and Client Service	Bi-Monthly
	Dealings outside the market	A financial adviser must confirm, within the product application form, whether: <ul style="list-style-type: none"> <li>-they believe the consumer is in the Target Market,</li> <li>-the product application supports the implementation of personal product advice,</li> </ul> and	Distributor/Adviser	Bi-Monthly

		-where applicable, the reasons why the consumer is not in the Target Market.		
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Distributor Reporting Requirements This part is required under section 994B(5)(g) and (h) of the Act.		
Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A (1) of the Act) relating to the product design, product availability and distribution. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following end of calendar quarter.	All distributors
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.	All distributors
To the extent a distributor is aware of dealings outside the target market these should be reported to the issuer, including reason why acquisition is outside of target market, and whether acquisition occurred under personal advice.	Within 10 business days following end of calendar quarter.	All distributors

If practicable, distributors should adopt the FSC data standards for reports to the Issuer. Distributors must report to the Issuer using the quarterly compliance report or other method specified by the issuer and should send reports to the issuer via email to [trustee@msc.group](mailto:trustee@msc.group) with the subject line 'DDO Reporting – DomaCom Fund'. The Issuer can also be contacted in relation to this TMD on 1300 190 198.

This TMD is issued by Melbourne Securities Corporation Limited ACN 160 326 545 AFSL No. 428289 in its capacity as the responsible entity and issuer of the interests in the managed investment scheme referred to in this TMD. This TMD includes 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 read the product disclosure statement for the product. The PDS can be obtained at [www.domacom.com.au](http://www.domacom.com.au).

To the maximum extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this information. This TMD does not constitute a financial product recommendation or an offer or solicitation with respect to the purchase or sale of the product in any jurisdiction. This material is not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to local law or regulation.

Definitions	
Consumer's Investment Objective	
Capital Growth	The consumer seeks to invest in a product designed to generate capital return. The consumer prefers exposure to growth assets or otherwise seeks an investment return above the current inflation rate.
Capital Preservation	The consumer seeks to invest in a product to reduce volatility and minimise loss in a market down-turn. The consumer prefers exposure to defensive assets (such as cash or fixed income

	securities) that are generally lower in risk and less volatile than growth investments.
Capital Guaranteed	The consumer seeks a guarantee or protection against capital loss whilst still seeking the potential for capital growth (typically gained through a derivative arrangement). The consumer would likely understand the complexities, conditions and risks that are associated with such products.
Income Distribution	The consumer seeks to invest in a product designed to distribute regular and/or tax-effective income. The consumer prefers exposure to income-generating assets (typically, high dividend-yielding equities, fixed income securities and money market instruments).
<b>Consumer's Intended Product Use (% of Investible Assets)</b>	
Solution/standalone	The consumer intends to hold the investment as either a part or the majority (up to 100%) of their total investible assets (see definition below). The consumer typically prefers exposure to a product with at least High <i>portfolio diversification</i> (see definitions below).
Core component (25-75%)	The consumer intends to hold the investment as a major component, up to 75%, of their total investible assets (see definition below). The consumer typically prefers exposure to a product with at least Medium <i>portfolio diversification</i> (see definitions below).
Satellite (<25%)	The consumer 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 investible assets (see definition below). The consumer is likely to be comfortable with exposure to a product with Low <i>portfolio diversification</i> (see definitions below).
Investible Assets	Those assets that the investor has available for investment, excluding the family home.
<b>Consumer's intended investment timeframe</b>	
Short ( $\leq 2$ years)	The consumer has a short investment timeframe and may wish to redeem within two years.
Medium ( $> 2$ years)	The consumer has a medium investment timeframe and is unlikely to redeem within two years.
Long ( $> 8$ years)	The consumer has a long investment timeframe and is unlikely to redeem within eight years.
<b>Consumer's Risk (ability to bear loss) and Return profile</b>	
Low	The consumer is conservative or low risk in nature, seeks to minimise potential losses (e.g. has the ability to bear up to 1 negative return over a 20-year period (SRM 1 to 2)) and is comfortable with a low target return profile. Consumer typically prefers defensive assets such as cash and fixed income.
Medium	The consumer is moderate or medium risk in nature, seeking to minimise potential losses (e.g. has the ability to bear up to 4 negative returns over a 20-year period (SRM 3 to 5)) and comfortable with a moderate target return profile. Consumer 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 consumer is higher risk in nature and can accept higher potential losses (e.g. has the ability to bear up to 6 negative returns over a 20-year period (SRM 6)) in order to target a higher target return profile. Consumer 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 consumer has a more aggressive or very high-risk appetite, seeks to maximise returns and can accept higher potential losses (e.g. has the ability to bear 6 or more negative returns over a 20-year period (SRM 7) and possibly other risk factors, such as leverage). Consumer typically prefers growth assets such as shares, property and alternative assets.
<b>Consumer's need to withdraw money</b>	
Daily/Weekly/Monthly/ Quarterly/ Annually or longer.	The consumer seeks to invest in a product which permits redemption requests at this frequency under ordinary circumstances and the issuer is typically able to meet that request within a reasonable period.
<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. 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 consumer).</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 or amber ratings attributed to the consumer).</li> </ul> <p>Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:</p> <ul style="list-style-type: none"> <li>• it constitutes more than half of the distributor's total retail product distribution conduct in relation to the product over the reporting period,</li> <li>• the consumer's intended product use is Solution / Standalone, or</li> <li>• the consumer's intended product use is Core component and the consumer's risk (ability to bear loss) and return profile is Low.</li> </ul>