

Target Market Determination

27 October 2023 - Version 1.0

Target Market Determination

This Target Market Determination (“TMD”) is required under section 994B of the *Corporations Act 2001* (Cth) (the Act), and forms part of the design and distribution obligations for the OpenInvest Portfolio Service issued by OpenInvest Limited (“OpenInvest”). It sets out the class of Investors for whom the product, including its key attributes, would likely be consistent with their objectives, financial situation and needs, in the opinion of OpenInvest. The TMD also outlines the triggers to review this TMD and certain other information.

This document is not a product disclosure statement and is not a summary of the product features or terms. Persons interested in investing should carefully read the relevant Product Disclosure Statement (“PDS”) and Investment Menu (“IM”) before deciding whether to invest.

The PDS and IM can be accessed via the Key Documents page.

Fund and Issuer Identifiers

Issuer	OpenInvest Limited
Issuer ABN	61 614 587 183
Issuer AFSL	504 155
ARSN	628 156 052
Name of Scheme	OpenInvest Portfolio Service
Date TMD approved	27 October 2023
TMD Version	Version 1.0
TMD Status	Current

Target Market Summary

This product is likely to be appropriate for investors who are able to consider and distinguish between the contents of a menu which contains a number of professionally managed investment options - to identify certain products which align with their objectives, financial situation and needs; in order to make their selection accordingly.

Additionally, investors must be:

- ▶ over 18 years old.
- ▶ an Australian Tax Resident.

This product is unlikely to be suitable for an investor who is seeking capital guarantees.

Jupiter - High Growth Core (90/10)

Investor's investment objective	Targets an average return of 7.5%+ per year over 15 years by investing 90% of your portfolio in growth assets, with some defensive assets.
Investor's intended product use	The construction of the model is such that it may be considered suitable for a broad range of clients seeking either a single investment solution or, as part of a wider strategy depending on their particular circumstances and goals.
Investor's investment timeframe	The model is suitable for Investors with a very long investment timeframe.
Investor's Risk and Return profile	Investors seek high levels of capital growth with some income over the very long term. It suits investors who are prepared to accept very high levels of risk and volatility in returns year to year.
Investor's need to withdraw money	The portfolio can be redeemed daily, with funds being returned to the investor within 5-10 business days.

Martian - Growth + Income Core (70/30)

Investor's investment objective	Targets an average total return (income and growth) of 6%+ per year over 10 years by investing 70% in growth assets and 30% in defensive assets.
Investor's intended product use	The construction of the model is such that it may be considered suitable for a broad range of clients seeking either a single investment solution or, as part of a wider strategy depending on their particular circumstances and goals.
Investor's investment timeframe	The model is suitable for Investors with a longer-term investment timeframe.
Investor's Risk and Return profile	Investors seek capital growth and some income over the long term. It suits investors who are prepared to accept high levels of risk and volatility in returns year to year.
Investor's need to withdraw money	The portfolio can be redeemed daily, with funds being returned to the investor within 5-10 business days.

Terra - Passive Income Core (50/50)

Investor's investment objective	Targets an average return of 4.5%+ per year over 7 years by investing 50% of your portfolio in growth assets with 50% in defensive assets.
Investor's intended product use	The construction of the model is such that it may be considered suitable for a broad range of clients seeking either a single investment solution or, as part of a wider strategy depending on their particular circumstances and goals.
Investor's investment timeframe	The model is suitable for Investors with a medium-term investment timeframe.
Investor's Risk and Return profile	Investors seek a blend of income and capital growth over the medium to long term. It suits investors who are prepared to accept medium levels of risk and volatility in returns year to year.
Investor's need to withdraw money	The portfolio can be redeemed daily, with funds being returned to the investor within 5-10 business days.

Appropriateness

OpenInvest has assessed the available model portfolios and formed the view that the model portfolios, including their key attributes and distribution method, is likely to be consistent with the objectives, financial situation and needs of Investors in the target market as described above.

Distribution method: Product available online only.

Distribution Conditions / Restrictions

Suitable for distribution to investors as follows:

- ▶ Investors must be over 18 years old.
- ▶ Investors must be Australian Tax Residents.
- ▶ Investors confirm they are selecting a Model Portfolio(s) and investing an amount that aligns with their objectives, financial situation and needs.

Review Triggers

- ▶ Material changes to key attributes and model portfolio objectives.
- ▶ Material deviation from model portfolio objectives over sustained period.
- ▶ Determination by OpenInvest of Significant Dealing.
- ▶ Material or unexpectedly high number of complaints about the product or distribution of the product.
- ▶ The use of Product Intervention Powers by ASIC, regulator orders or directions that affect the product.

Mandatory Review Periods

Initial review	1 year 3 months
Subsequent review	3 years and 3 months

Distribution Reporting Requirements

Reporting requirement	Reporting period	Distributors applicable
Report on each acquisition that is outside of target market, 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.
Significant dealing outside of target market, under s994F(6) of the Act.	As soon as practicable but no later than 10 business days after distributor becomes aware of the significant dealing.	All Distributors.
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

A significant dealing, is a dealing with a client which falls outside of the provisions of a TMD for a particular product. Issuers to report to ASIC when they become aware of a significant dealing regarding their financial products.

Whether a dealing is 'significant' is a matter for the issuer and/or distributor to determine, given the particular circumstances around the dealing.

RG 274 outlines factors that may be considered in determining whether a significant dealing exists, including:

- ▶ the proportion of consumers involved in the dealing, who don't align with the TMD;
- ▶ the actual or potential harm to investors involved in the dealing, including any amount of loss;
- ▶ the nature and extent that the distribution is inconsistent with the TMD.

To assist the identification of Significant Dealings, an issuer may set out the kinds of dealings they consider significant, and therefore reportable, in the TMD. Accordingly, OpenInvest has given consideration to the nature of the products described in this TMD and determines that a significant dealing will arise in circumstances where an investor is found to:

1. not be at least 18 years of age; and/or
2. not be an Australian Resident for tax purposes; and/or
3. require a level of capital liquidity that is not achieved by the standard 5-10 business day timeframe required to release funds from investments held in the relevant product(s).

Monitoring and oversight of these circumstances will be achieved through automated system reporting, sample testing and the handling of customer complaints.

Distributors must report to OpenInvest using one of the following methods:

Email: enquiries@openinvest.com.au

Phone: 1800 954 549

This TMD applies from 27 October 2023.