

Target Market Determination

For MAP Super Transition to Retirement Pension account
provided by Diversa Trustees Limited (ABN 49 006 421 638)
(USI 43 905 581 638 008)

1. About this document

When to use this target market determination

This target market determination (TMD) seeks to offer members, promoter and staff with an understanding of the class of members for which this product has been designed, having regard to the objectives, financial situation and needs of the target market.

This document is not to be treated as a full summary of the product's risks and features and is not intended to provide financial advice. Members must refer to the Product Disclosure Statement (PDS) and any supplementary documents when making a decision about this product.

Product Disclosure Statement to which this target market determination applies

This TMD applies to *MAP Super Transition to Retirement Pension (TTR) account* referred to in the following *Product Disclosure Statement (PDS)* and *PDS Guides*:

- [*MAP Super Product Disclosure Statement dated 1 December 2020*](#)
- [*MAP Super Additional Information Guide dated 1 December 2020*](#)

Important Dates

Date from which this target market determination is effective	5 October 2021
Date when this target market determination was last reviewed	5 October 2021
Date when this target market determination will be next reviewed	30 September 2022

2. Class of members that fall within this target market

The information below summarises the overall class of members that fall within the target market for MAP Super TTR account, based on the product key attributes and the objectives, financial situation and needs that it has been designed to meet.

MAP Super TTR account has been designed for members whose likely objectives, financial situation and needs (as listed below) are aligned with the product (including the key attributes). MAP Super TTR account is for those:

- Who have reached their legislated preservation age,
- Whose maximum age is 65,
- Who require an income stream,
- Who are still working in some capacity,
- Who have at least \$20,000 to invest,
- Want the choice of investing in a diverse range of pre-mixed pooled investment options, and
- Want to invest directly in the product without a financial adviser.

Excluded class of members

MAP Super TTR account has not been designed for individuals who:

- Want to access superannuation benefits as a lump sum (commutation),
- Are looking for a superannuation accumulation account
- Are looking for insurance,
- Want a self-managed super fund (SMSF),
- Are looking to directly invest in investment options such as ASX listed securities, exchange traded funds (ETFs), listed investment companies (LICs), managed funds, model portfolios and term deposits or
- Want to invest through a financial adviser.

Product description and key attributes

The key eligibility requirements and product attributes of MAP Super TTR account are:

Key eligibility requirements

- It is available to members who are aged between their preservation age and 65.
- Members who have at least \$20,000 in their super savings to invest.
- It is for members who want to invest directly without a financial adviser.

Key attributes (fees, terms and features)

- It provides the ability to draw down on some super benefits as additional income (within legislated limits) to supplement existing income after reaching preservation age.
- It provides the choice of investing in a diverse range of pre-mixed pooled investment options offering different types and levels of risk, investment objectives, investment time horizons and potential return. These investment options are managed by Mercer Investments (Australia) Limited.
- It provides access to the secure online portal which enables members to track and manage their super online.
- MAP Super provides 'partners discount' which allows the member and their spouse or partner to link accounts of MAP Super with the administration fee calculated based on the combined balances of all accounts.
- Fees associated with MAP Super TTR account include the following:
 - Administration fees and Expense Recovery fees which are charged on the member's average daily balance in their MAP Super TTR account, deducted from their account monthly and on exit,
 - Switching fees charged on the fifth and subsequent switches per annum.
 - MAP Super members have access to intra fund financial advice which is provided by MGD Wealth and may attract a fee, and
 - Buy/sell spreads and Indirect Cost Ratios (ICRs) associated with pooled investment options.

Please refer to the MAP Super [Product Disclosure Statement](#) and MAP Super [Additional Information Guide](#) for further details about the fees associated with the product.

Objectives, financial situation, and needs

The table below sets out the class of members that each pooled investment option within MAP Super TTR account has been designed for.

Investment options	Member's investment objective	Member's investment timeframe	Member's risk (ability to bear loss) and return profile	Member's intended product use (% of Investable Assets)
Pooled investment options				
Cash	This investment option is designed for members who prefer low risk and a high level of security on their account balance.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 1 year.	This investment option is designed to be suitable for members who want a very low risk option. The estimated likelihood of negative annual returns is less than 0.5 years in 20 years.	<p>If a member has an investment timeframe of at least 1 year and has a very low risk appetite, then this investment option is suitable for use as a standalone investment solution (75-100%).</p> <p>If a member requires an investment option with a longer investment time frame and is willing to accept medium to high risk, then this investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.</p>
Moderate	This investment option is designed for members who seek exposure to mainly defensive assets and can tolerate a moderate level of risk over the investment timeframe.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 3 years.	This investment option is designed to be suitable for members willing to accept medium risk. The estimated likelihood of negative annual returns is 2 to less than 3 years in 20 years.	<p>If a member has an investment timeframe of at least 3 years and is willing to accept medium risk, then this investment option is suitable for use as a standalone investment solution (75-100%).</p> <p>If a member has an investment timeframe of at least 3 years and has either a low or a high risk appetite, then this investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.</p>

Investment options	Member's investment objective	Member's investment timeframe	Member's risk (ability to bear loss) and return profile	Member's intended product use (% of Investable Assets)
Balanced	This investment option is designed for members who seek exposure to a combination of growth and defensive assets and can tolerate a medium to high level of risk over the investment timeframe.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 4 years.	This investment option is designed to be suitable for members willing to accept medium to high risk. The estimated likelihood of negative annual returns is 3 to less than 4 years in 20 years.	<p>If a member has an investment timeframe of at least 4 years and is willing to accept medium to high risk, then this investment option is suitable for use as a standalone investment solution (75-100%).</p> <p>If a member has an investment timeframe of at least 4 years and has either a low or a high risk appetite, then this investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.</p>
Growth	This investment option is designed for members who seek exposure to mainly growth assets and can tolerate a high level of risk over the investment timeframe.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 5 years.	This investment option is designed to be suitable for members willing to accept high risk. The estimated likelihood of negative annual returns is 4 to less than 6 years in 20 years.	<p>If a member has an investment timeframe of at least 5 years and is willing to accept high risk, then this investment option is suitable for use as a standalone investment solution (75-100%).</p> <p>If a member has an investment timeframe of at least 5 years and a low to medium risk appetite, then this investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.</p>
High Growth	This investment option is designed for members who seek exposure to mainly growth assets and can tolerate a high level of risk over the investment timeframe.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 7 years.	This investment option is designed to be suitable for members willing to accept high risk. The estimated likelihood of negative annual returns is 4 to less than 6 years in 20 years.	<p>If a member has an investment timeframe of at least 7 years and is willing to accept high risk, then this investment option is suitable for use as a standalone investment solution (75-100%).</p> <p>If a member has an investment timeframe of at least 7 years and a low to medium risk appetite, then this</p>

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				investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.
Australian Shares	This investment option is designed for members who seek exposure to a broad range of companies listed on the Australian Stock Exchange across large and small capitalisation companies with a mix of index and active management.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 7 years.	This investment option is designed to be suitable for members willing to accept high risk. The estimated likelihood of negative annual returns is 4 to less than 6 years in 20 years.	If a member has an investment timeframe of at least 7 years and is willing to accept high risk, then this investment option is suitable for use as a standalone investment solution (75-100%). If a member has an investment timeframe of at least 7 years and a low to medium risk appetite, then this investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.
International Shares	This investment option is designed for members who seek exposure to companies listed on international exchanges across developed and emerging markets with a mix of index and active management.	This investment option is designed to be suitable for members with a minimum investment timeframe of at least 7 years.	This investment option is designed to be suitable for members willing to accept high risk. The estimated likelihood of negative annual returns is 4 to less than 6 years in 20 years.	If a member has an investment timeframe of at least 7 years and is willing to accept high risk, then this investment option is suitable for use as a standalone investment solution (75-100%). If a member has an investment timeframe of at least 7 years and a low to medium risk appetite, then this investment option should only be used as a core (25-75%) or satellite component (<25%) of their broader portfolio of investments.

Further details about these pooled investment options can be found in the [MAP Super Additional Information Guide](#).

Consistency between target market and the product

MAP Super TTR account is likely to be consistent with the likely objectives, financial situation and needs of the class of members in the target market because:

- To open a TTR account, a member must be aged between their preservation age and 65,

- The member requires regular income payments (subject to legislated requirements),
- The member does not want to access their superannuation benefits as a lump sum,
- The member is working (including in part time employment),
- The insurance requirements for members of this demographic are considered low (unlike younger age groups who are more likely to be funding 'raising a family' expenses and mortgages; also there will be a meaningful proportion of members no longer working, so do not need to insure against income loss),
- The member is investing directly in the product, and
- The member can only invest in pre-mixed pooled investment options.

3. How this product is to be distributed

Distribution channels

MAP Super TTR account is available for investment directly online by members through <https://onesuper.com/funds/map-super/>.

Distribution conditions

MAP Super TTR account should only be distributed under the following circumstances:

- If the member is investing directly without a financial adviser,
- If the TTR account members have at least \$20,000 in their super savings,
- If the member does not require insurance cover through their TTR account,
- The member will draw an income stream between the legislated minimum and maximum amounts, and
- The member is still employed in some capacity.

Adequacy of distribution conditions and restrictions

- Members investing in the product will be asked a number of questions in the application form to sign up to the product. These questions seek to ensure that the distribution conditions are met, therefore making it likely that members who invest in the product are in the class of members for which it has been designed for.
- For members investing, drawing an income stream is a common term for a TTR account.
- The requirements for insurance a reduced or nil based on member's reduced or no personal income, expected retirement of mortgages and lower likelihood of material expenses in raising a family.

This is based on an assessment of the distribution conditions and restrictions and that they 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:

Initial review	30 September 2022
Periodic review	On an annual basis starting 30 September 2022
Review triggers or events	Any event or circumstances arise that would suggest the TMD is no longer appropriate. This may include (but not limited): <ul style="list-style-type: none"> • a material change to the design or distribution of the product, including related documentation; • occurrence of a significant dealing; • significant increase in investment option switching, • significant increase in members exiting the product,

- significant proportion of insurance cancellation rates,
- significant proportion of insurance claims being denied or withdrawn,
- fails to achieve to meet member outcomes,
- distribution conditions found to be inadequate,
- external events such as adverse media coverage or regulatory attention, and
- significant changes in metrics, including, but not limited to, complaints and investment performance of pooled investment options.

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

We may collect the following information from our distributors in relation to this TMD.

Complaints	<p>Distributors must report all complaints in relation to the product(s) covered by this TMD on a monthly basis.</p> <p>This will include the substance of complaints and general feedback relating to the product and its performance.</p>
Significant dealings	<p>Distributors must report if they become aware of a significant dealing in relation to this TMD as soon as possible, and no later than within 10 business days.</p> <p>A significant dealing includes:</p> <ul style="list-style-type: none"> ○ 20% of members who have invested in the product but are not in the target market, including the proportion of members who are part of a class of members that have been specifically excluded from the target market, ○ Potential/actual harm to members if members outside the target market invest in the product, ○ Inconsistency of distribution conditions with the TMD, and ○ Time period when members outside the target market invested in the product. <p>Distributors will report transaction data and outcomes from sale practices monitoring within quarterly reporting period.</p>