

MyNorth[®] Investment Guarantee

Legal Disclaimer

This 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 AMP's design and distribution framework for the product.

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. People interested in acquiring this product should carefully read the PDS for MyNorth Investment Guarantee before making a decision whether to buy this product. The PDS can be obtained from www.northonline.com.au/mynorth.

This document has been prepared by National Mutual Funds Management Limited in its capacity as the issuer of the product. You should consider, with a financial adviser, the information in this document and whether the product is suitable for your circumstances. To the extent permitted by law, no liability is accepted for any loss or damage as a result of any reliance on this document.

Product description and key attributes

Name of product	MyNorth Investment Guarantee
Wrap ID	32006787720INVGUA
TMD issue date	05 Oct 2021
TMD Version	1
Product description	<p>MyNorth Investment Guarantees are a put option, which is a derivative, issued to investors in the MyNorth Investment investor directed portfolio service (IDPS) product who choose to purchase a MyNorth Investment Guarantee.</p> <p>MyNorth Investment Guarantees are designed for clients who are seeking a solution to protect their investment from falls in value while allowing for exposure to growth assets.</p>
Key Product Attributes	<p>MyNorth Investment Guarantees can be applied to selected investment options available to MyNorth Investment IDPS investors and can be held alongside other non-guaranteed investments in the client's MyNorth Investment account.</p> <p>MyNorth Investment Guarantees have a minimum investment requirement of \$20,000. Investment guarantees over \$2 million (across all guarantees the client holds) require pre-approval.</p> <p>The investment options made available with a guarantee are:</p> <ul style="list-style-type: none">– MyNorth Guardian Max 85 (APIR code IPA0167AU) with a 5-year guarantee term.– MyNorth Guardian Max 100 (APIR code IPA0168AU) with a 10-year guarantee term <p>The MyNorth Guardian funds are issued by ipac asset management Limited (ABN 22 003 257 225)(ipac).</p>

The guarantees offer protection over the client's initial investment and can lock in any growth in the MyNorth Guardian fund at each guarantee anniversary date. This means each year, if the investment value is higher than the protected balance this will lock in a new and higher protected balance. The growth lock-in is optional for the 5-year guarantee and a set feature for the 10-year guarantee.

An optional vesting feature is available with the 10-year term. If the client's investment value is less than their protected balance at the end of the term, the difference will be paid into the client's account.

MyNorth Investment Guarantees are only available to individuals, joint tenants and trustees of self-managed superannuation funds who have invested through the MyNorth Investment IDPS. While these clients can select the MyNorth Investment IDPS without a guarantee, a guarantee is only available in conjunction with the MyNorth Investment IDPS. The MyNorth Investment Guarantee PDS, MyNorth Investment IDPS and TMD and MyNorth Guardian funds' PDS and TMD are available free of charge by visiting northonline.com.au/guarantees.

MyNorth Investment Guarantees are only available within Australia through personal advice.

Issuer Name	National Mutual Funds Management Limited (NMF) ABN 32 006 787 720
Issuer AFSL	234652

Target Market

The target market are the class of clients who fit into the type of client set out below, and who have the needs and objectives and are in the financial situation set out below.

Financial situation, needs and objectives of client

Note: this section relates to the requirements of s994B(5)(b) of the Act

TMD Indicator key

The client attributes for which the product is likely to be appropriate have been assessed using a red/amber/green rating methodology with suitable colour coding:

In target market	Potentially in target market	Not in target market
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Instructions

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

Generally, a client is unlikely to be in the target market for the product if:

- **one or more** of their client attributes correspond to a **red** rating, or
- **three or more** of their client attributes correspond to an **amber** rating.

Client Attributes	TMD Indicator	Product description including key attributes
Client's investment objective		
Capital Growth	Not in target market	The MyNorth Investment Guarantees may be suitable for clients seeking to protect their investment from falls in investment markets.
Capital Preservation	Not in target market	
Capital Guaranteed	In target market	The investment options made available with a guarantee are: <ul style="list-style-type: none"> – MyNorth Guardian Max 85 with a 5-year term. – MyNorth Guardian Max 100 with a 10-year term. The investment options may provide capital growth through exposure to growth assets. A TMD for each investment option detailing the type of client the investment has been designed for, having regard to the objectives, financial situation and needs of the target market will be made available by ipac. The investment option's PDS and TMD are available from www.northonline.com.au/guarantees and should be considered when deciding whether to acquire that product
Income Distribution	Not in target market	
Client's intended product use (% of Investable Assets)		
Solution/Standalone (75-100%)	Not in target market	The MyNorth Investment Guarantees are designed for use as a satellite or a core component of an client's broader portfolio of investments.
Core Component (25-75%)	In target market	
Satellite/small allocation (<25%)	In target market	
Client's investment timeframe		
Short (≤ 2 years)	Not in target market	The minimum suggested timeframe is 5 years for the 5-year guarantee term and 10 years for the 10-year guarantee term.
Medium (> 2 years)	Potentially in target market	
Long (> 8 years)	In target market	
Client's Risk (ability to bear loss) and Return profile		
Low	In target market	MyNorth Investment Guarantees are designed for clients who wish to prevent losses in their initial investment sum, irrespective of how the market performs, when held to the full guarantee term.
Medium	Potentially in target market	
High	Not in target market	
Very High	Not in target market	

Client Attributes	TMD Indicator	Product description including key attributes
Client's need to withdraw money		
Daily	Not in target market	<p>The full value of the MyNorth Investment Guarantee is only available at the end of the client's nominated term. Clients can terminate prior to the end of the term and will be entitled to:</p> <ul style="list-style-type: none"> – In the case of the 5-year guarantees and the 10-year guarantee without the vesting feature, the investment value. The client's investment value is subject to ordinary market risk and does not include any guarantee benefit. – In the case of a 10-year guarantee with vesting, the client's available value. The available value is made up of the client's investment value and a portion of their guarantee benefit which varies depending on how far they are into their term. <p>For full details, refer to the MyNorth Investment Guarantee PDS.</p>
Weekly	Not in target market	
Monthly	Not in target market	
Quarterly	Not in target market	
Annually	Potentially in target market	
5 years (for 5 year term) or 10 years (for 10 year term)	In target market	

Other elements of TMD

Consistency between the target market and the product

Consistency between the target market and the product

MyNorth Investment Guarantees

MyNorth Investment Guarantees are likely to be consistent with the likely objectives, financial situation and needs for a broad range of client types including individuals, joint tenants and trustees of self-managed superannuation funds who have chosen to invest through the MyNorth Investment IDPS.

MyNorth Investment Guarantees are suitable for clients who have engaged a financial adviser to provide personal advice that requires collection and analysis of information relating to the client's individual objectives, financial situation and needs.

MyNorth Investment Guarantees are designed to prevent losses in the investment amount, as long as the product is held to its full term. For clients who wish to have the potential for some investment growth, the guarantees are designed to lock in investment gains in the relevant MyNorth Guardian Fund at every anniversary (optional feature for 5 year guarantee).

Distribution Conditions/Restrictions

Note: this section relates to the requirements of s994B(5)(c) of the Act

Distribution channel	Permitted channel?	Distribution conditions/ restrictions
All channels	No	
Direct retail	No	
Through personal advice	Yes	The acquisition of the product is to facilitate implementation of personal advice. A financial adviser holding an Australian Financial Services (AFS) Licence or acting as an authorised representative of an AFS licensee who has an Advice Licensee Agreement with AMP.
Through intrafund advice	No	
Through authorised representatives by general advice	No	
Robo advised	No	

Review triggers

Note: this section relates to the requirements of s994B(5)(d) of the Act

- Where the issuer of the TMD has determined that any of the following has occurred:
 - ASIC reportable significant dealing outside of TMD.
 - 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.
 - 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.
 - 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.
 - 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 clients and (ii) the TMD may no longer be appropriate.
- The issuer of this product makes a determination for purposes of s52(9) of Superannuation Industry (Supervision) Act 1993 that the financial interests of the clients who hold this product are not being promoted.

Maximum period for reviews

Note: this section relates to the requirements of s994B(5)(e) and (f) of the Act.

Review periods	Maximum period for review
Initial review period	1 year and 6 months
Subsequent review period	2 years

Distributor Reporting Requirement

Note: this section relates to the requirements of s994B(5)(g) and (h) of the Act

Regulated person(s)	Requirement	Reporting deadline
All distributors, including financial advisers	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.	At point of sale as part of application process. If not practicable then reporting at least quarterly*.
	Complaints (as defined in section 994A(1) of the Act) relating to the platform and products offered on the platform, where the nature of the complaints relate to product design, insurance claims, product availability and distribution conditions. The distributor should provide all the content of the complaint, having regard to privacy.	Quarterly*.
	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.

Significant dealing guidance

Distributor Reporting

Significant dealings

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.

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:

- they represent a material proportion of the overall distribution conduct carried out by the distributor in relation to the product, or
- they constitute an individual transaction which has resulted in, or will, or is likely to result in, significant detriment to the client (or class of client).

In each case, the distributor should have regard to:

- the actual or potential harm to a client (which may be indicated by the value of the client's investment, their intended product use or their ability to bear loss), and
- the nature and extent of the inconsistency of distribution with the TMD (which may be indicated by red or amber ratings attributed to the client).

Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:

- it constitutes more than half of the distributor's total retail product distribution conduct in relation to the product over the reporting period.
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