

# Summit<sup>®</sup> Personal Super and Summit<sup>®</sup> Personal Pension

## 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 Summit Personal Super and Personal Pension before making a decision whether to buy this product. The PDS can be obtained from [northonline.com.au/summit](http://northonline.com.au/summit).

This document has been prepared by N.M. Superannuation Proprietary 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	Summit Personal Super and Summit Personal Pension
Wrap ID	Summit Personal Super: NMM0104AU Summit Personal Pension: NMM0102AU
TMD issue date	05 Oct 2021
TMD version	1
Fund ABN	92 381 911 598
USI code	Summit Personal Super: NMM0104AU Summit Personal Pension: NMM0102AU
Product description	Summit Personal Super and Summit Personal Pension are wrap superannuation products which offer clients an all in one solution for their chosen portfolio of managed funds, managed portfolios, other investment options and insurance.  Summit Personal Super is designed for clients who are seeking to grow and save their super for their retirement savings.  Summit Personal Super is designed for clients who are seeking to turn their super savings into regular pension payments.

Key product attributes	<p>Summit Personal Super and Summit Personal Pension offer:</p> <ul style="list-style-type: none"> <li>– a diverse range of investment options for clients to choose from including: <ul style="list-style-type: none"> <li>– low cost active and index funds</li> <li>– managed funds</li> <li>– managed portfolios</li> <li>– term deposits, and</li> <li>– listed securities on the S&amp;P/ASX 300</li> </ul> </li> <li>– flexible pricing including low-cost investment options</li> <li>– favourable tax treatment on contributions and earnings</li> <li>– the ability to transfer between super and pension without selling investments</li> <li>– consolidated reporting</li> <li>– individual and family group fee aggregation</li> </ul> <p>Summit Personal Super clients can access optional life, Total and Permanent Disability (TPD) and income protection insurance. Summit Personal Pension clients can access optional life insurance. There is no default cover offered through Summit Personal Super and Summit Personal Pension and all insurance is subject to individual underwriting.</p> <p>Amounts saved into superannuation products such as Summit Personal Super cannot be withdrawn until retirement except in certain permitted scenarios. When Summit Personal Super clients meet a condition of release under superannuation law or have unrestricted non-preserved benefits, they may be able to withdraw this as a lump sum or as an income stream by transferring the benefit to a pension account, such as Summit Personal Pension, subject to eligibility.</p> <p>Summit Personal Pension offers two types of pension, an allocated pension or a non-commutable allocated pension (NCAP) depending on the client's personal circumstances.</p> <p>Summit Personal Super and Summit Personal Pension are operated through North Online at northonline.com.au. North Online allows the client and their financial adviser to review, transact and report on their Summit Personal Super and Summit Personal Pension account.</p> <p>These products are only available to individual clients within Australia through personal advice. They are not a self-managed super fund.</p>
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Issuer name	N.M. Superannuation Proprietary Limited (N.M. Super) ABN 31 008 428 322
Issuer AFSL	234654

## 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 who 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 the super product. Column 3, TMD indicator, indicates whether a client meeting the attribute in column 1 is likely to be in the target market for the pension product (including transition to retirement pension).

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 objectives

An individual client with any one or more of the following short-term and long-term objectives:

- to accumulate capital/wealth for retirement
- to hold capital/wealth and to provide a source of income during retirement
- to save for retirement in a concessional tax environment
- to obtain protection through having insurance

## Financial situation and needs of client

### Life stage of client

Life stage of client	Consistency with target market	
	Super	Pension
Child (under 18)	Potentially in target market	Potentially in target market
Accumulation (typically under 40)	In target market	Potentially in target market
Pre-retirement (typically 40 to 65)	In target market	Potentially in target market
Retired (typically over 65)	Potentially in target market	In target market

### Intended size of investment

Client's intended investment amount	Consistency with target market	
	Super	Pension <sup>^</sup>
\$0 to \$2,000	Not in target market	Not in target market
\$2,001 to \$50,000	Potentially in target market	Potentially in target market
\$50,001 to \$750,000 plus	In target market	In target market

<sup>^</sup> There are Government prescribed limits on the amount that can be invested in superannuation income streams.

### Level of decision making

Client's intended level of decision making	Consistency with target market	
	Super	Pension
Fully self-managed, including fund administration (SMSF)	Not in target market	Not in target market
Investments chosen by client from extensive investment menu, with administration provided by the fund	In target market	In target market
Investments chosen by client from limited investment menu, with administration provided by the fund	Potentially in target market	Potentially in target market
Default investment strategy applied where no investments selection is made. Administration is provided by the fund	Not in target market	Not in target market

## Product investment menu

Client's intended type of products on investment menu	Consistency with target market	
	Super	Pension
Sector specific options	In target market	In target market
Sub-sector specific options	In target market	In target market
Alternative investment options	In target market	In target market
Active investment options	In target market	In target market
Passive investment options (e.g passive ETF)	In target market	In target market
Ready-made diversified portfolio options	In target market	In target market
Term deposit options	In target market	In target market
Direct share options	In target market	In target market
Separately managed accounts	In target market	In target market
Cash management account	Not in target market	Not in target market
Longevity product options	Not in target market	Not in target market
Capital guarantee options	In target market	In target market

## Intended number of investment holdings

Client's intended number of investment options	Consistency with target market	
	Super	Pension
Low – no more than 5 investment options	In target market	In target market
Medium – between 5 and 15 investment options	In target market	In target market
High – more than 15 investment options	In target market	In target market

## Client's selected investment options

Summit Personal Super and Summit Personal Pension offer clients a wide range of investment options to choose from, including managed funds, managed portfolios, exchange traded funds, term deposits and direct shares. Please refer to the Summit Personal Super and Summit Personal Pension investment options document for the full list of available investment options.

A TMD for each investment option (where applicable) 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 the issuer of that investment option. The relevant investment option's PDS and TMD are available on North Online and should be considered when deciding whether to acquire that product.

A summary of the type of options available to Summit Personal Super and Summit Personal Pension clients is detailed below:

Submarket	Description
Standalone	These options are highly diversified and an allocation of >75% to a standalone option would not be considered to present an undue risk of harm to clients in the target market. Example – North Active Balanced
Core	These options are diversified and may be used as a core component in the construction of a portfolio. Holdings in any one core option of >75% may result in increased risk of harm, either through heightened volatility or opportunity cost, depending on a client's age or investment horizon. Example – North Index High Growth Fund
Satellite	These options are generally targeted strategies that provide exposure to a single asset class, and therefore are expected to be used as a component of a diversified portfolio. Holdings in any one satellite option of >25% may result in increased risk of harm, either through heightened volatility or opportunity cost, depending on a client's age or investment horizon. Example – AMP Capital Experts' Choice Small Companies Fund
Gearred	These options use gearing which increases both investment gains and losses, so short-term risk is amplified. These options require clients to accept a heightened level of volatility and may not be appropriate for clients in the target market with shorter investment horizons. Example – Specialist Geared Australian Share Fund
Restrictive	These options include strategies taking specific investment risks to enhance returns, such as accepting reduced liquidity or portfolio diversification. Large allocations to these options may result in an increased risk of harm for clients with shorter investment horizons or immediate liquidity needs. Example – Charter Hall Direct Industrial Fund No.4 Fund
Guarantees	These options either include a guarantee of return of capital or income, or are available to invest in with the purchase of a separate guarantee. Example – Challenger Guaranteed Income Fund
Listed Shares	Listed Shares are single securities and are generally not diversified in nature.

## Insurance options available

Client's intended insurance options (subject to underwriting)	Consistency with target market	
	Super	Pension
Death cover available separately	In target market	In target market
TPD cover available separately	In target market	Not in target market
Death and TPD cover available together	In target market	Not in target market
Income Protection cover available	In target market	Not in target market
Insurance not required	In target market	In target market

Optional insurance cover is available to clients of Summit Personal Super and Summit Personal Pension from a number of insurers. Clients will potentially be in the target market for insurance subject to:

- Underwriting and acceptance by insurer
- Eligibility requirements, which can include:
  - Australian residency
  - age
  - family
  - employment type
  - hours worked
  - automatic insurance exclusion
- Exclusions, which can include:
  - any act of war
  - Intentional self-inflicted injury or illness or intended self-harm or attempted suicide

A condition of release will need to be satisfied before the Trustee can release a benefit payment to the client or their eligible beneficiaries.

Full details of eligibility requirements (including age) and exclusions are detailed in the relevant insurance PDS and TMD which should be considered when deciding whether to acquire that product. Please refer to each insurer's PDS and TMD for more information at [northonline.com.au/summit](http://northonline.com.au/summit)

## Other elements of TMD

### Consistency between the target market and the product

#### Summit Personal Super and Summit Personal Pension

Superannuation is a highly regulated compulsory savings vehicle for retirement. Summit Personal Super and Summit Personal Pension are likely to be consistent with the likely objectives, financial situation and needs for a broad range of clients including those who are required to have a super fund to receive compulsory super guarantee contributions or would like to voluntarily use super to save for retirement. Summit Personal Pension allows clients who meet eligibility criteria in super law to be able to access their retirement savings as regular income payments.

Summit Personal Super and Summit Personal Pension 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.

Summit Personal Super and Summit Personal Pension offer the ability to tailor investments and insurance to meet the needs of different clients in the target market. Summit Personal Super and Personal Pension offer investment choice to clients spanning the risk spectrum and flexible administration pricing reflective of the investment options selected.

Summit Personal Super and Personal Pension offer optional insurance subject to underwriting and acceptance by the insurer, and the ability to cancel existing cover if it isn't appropriate.

## 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 trustee 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.

\*Quarterly reporting is due 10 business days after the end of the March, June, September and December quarters.

Distributors must report to N.M. Super using the method specified in the FSC Data Standards, please find these under the **Data Standards** heading at the following link: <https://www.fsc.org.au/resources/target-market-determination-templates>.

## Significant Dealings Guidance

Distributor reporting	
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.</p> <p>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 client (or class of client).</li></ul> <p>In each case, the distributor should have regard to:</p> <ul style="list-style-type: none"><li>– 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</li><li>– 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).</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></ul>