



# MLC Wholesale Horizon 3 Conservative Growth Portfolio

## TARGET MARKET DETERMINATION

This Target Market Determination (TMD) describes the investors that make up the target market for this trust and sets out some other matters relevant to the trust's distribution and review. This document is available to the public free of charge. It doesn't form part of the Product Disclosure Statement (PDS) for the trust and it doesn't list all the trust features or terms. The information in this document doesn't take into account any person's individual investment objectives, financial situation or needs. Investors should read the PDS before making any decision regarding the trust.

Product Particulars	
Product Name	MLC Wholesale Horizon 3 Conservative Growth Portfolio (Trust) ARSN: 096 796 379 APIR code: MLC0398AU
Issuer	MLC Investments Limited (referred to as 'we', 'us' or 'our') ABN 30 002 641 661 AFSL 230705
Start Date of TMD	5-Oct-21
Version	1

### Section 1 – Target Market

An investor who satisfies the following is in the target market for the Trust:

- wants an investment that's diversified across markets, asset classes, investment managers, and securities;
- wants the Trust's manager to actively adjust the portfolio to take advantage of opportunities to provide better returns, or less risk, than those generated by the investment markets the portfolio invests in;
- wants some long-term capital growth and therefore seeks an investment that has similar weightings to defensive and growth assets;
- understands there can be moderate to large fluctuations in income and the value of their investment;
- is an Australian or New Zealand resident; and
- wants to invest either:
  - indirectly, through a 'platform product' (such as an investor-directed portfolio service or a 'wrap'-style superannuation product), or
  - directly, by application to us (provided the amount they want to invest is at least \$500,000).

Customer need/objective/financial situation	Details
<b>Investment objective</b>	
Capital growth	The Trust is designed for investors seeking some long-term capital growth by investing in a Trust that aims to outperform a benchmark approximately equally exposed to growth and defensive assets. The Trust aims to outperform its benchmark, before fees, over 3 year periods.
<b>Product use as a percentage of an investor's portfolio</b>	
Standalone (75-100%) Core Component (25-75%) Satellite (<25%)	The Trust is designed for use as a standalone investment solution or as a core or satellite component of an investor's broader portfolio of investments.
<b>Investment timeframe</b>	
Medium term Long term	The Trust is designed for investors who are looking to make a medium to long-term investment, with at least a 4 year timeframe.



Risk and Return	
High risk & return Medium risk & return	The Trust is designed for investors seeking the potential for moderate returns and are willing to accept medium to high risk (estimated as 4 negative annual returns in any 20 year period).
Redemption frequency	
Daily	In normal circumstances, the Trust processes withdrawals each business day. For further information refer to the PDS.
Section 2 – Distribution Channels and Conditions	
Distribution Channels	Distribution Conditions
Direct (non-intermediated) wholesale investor	By application to us, provided the amount to be invested (and maintained) is at least \$500,000.
Platform	Through a 'platform product' (such as an investor-directed portfolio service or a 'wrap'-style superannuation product).
Advised	This Trust may be distributed to investors by a Licensee or their Authorised Representative (as defined by law) (known as a financial adviser) who provides personal financial product advice in relation to the product.
Section 3 – Review Triggers and Review Periods:	
Review triggers	
Significant product change	We make a significant change to the Trust.
Trust performance	The Trust has significantly and persistently not achieved its investment objective.
Significant breach	We commit a significant breach of financial services law where the breach relates to the design or distribution of the Trust.
Significant dealings outside of TMD	We identify significant dealings outside of the TMD.
Complaints from investors and distributors	We receive a significant and unexpected number of complaints, in respect of one or more calendar quarters, in relation to the Trust's design (including its features, terms or conditions) or the manner in which the Trust is distributed.
Notification from ASIC	We receive a notification from ASIC raising serious concerns regarding the design or distribution of the Trust.
Mandatory review periods	
Review frequency	
Initial review	Within 1 year and 3 months after the start date.
Subsequent review	After initial review, within every 2 years and 3 months.

# MLC Wholesale Horizon 3 Conservative Growth Portfolio

## Target Market Determination



Section 4 - Distributor reporting requirements	
Reporting requirement	Timing
Complaints (as defined in section 994A(1) of the Corporations Act) received during a calendar quarter relating to Trust design or Trust distribution. The distributor must provide full details of the complaints, having regard to privacy.	Within 10 business days following the end of the calendar quarter.
If the Distributor becomes aware of a significant dealing in the Trust which is not consistent with this TMD, details of the significant dealing, such as: <ul style="list-style-type: none"><li>• whether the significant dealing relates to giving or implementing personal advice;</li><li>• the date on which the significant dealing occurred, or the date range during which dealings occurred that taken together are significant;</li><li>• when and how the significant dealing was identified;</li><li>• the number of investors involved in the significant dealing;</li><li>• the nature and circumstances of the significant dealing, including why it is not consistent with the TMD;</li><li>• what steps have been taken (if any) in relation to the significant dealing; and</li><li>• the proportion of customers who are not in the target market.</li></ul>	As soon as practicable but no later than 10 business days after the Distributor becomes aware of the significant dealing (and therefore at the same time as when the report under section 994F(6) of the Corporations Act must be provided).
Other information requested by us	Other information reasonably requested by us to meet our legal obligations, with appropriate notice given to the Distributor such as: <ul style="list-style-type: none"><li>• a summary of the steps taken to ensure the Distributor's conduct is consistent with this TMD (as required under section 994E(3) of the Corporations Act); and</li><li>• feedback on investor experience with the Trust which suggests that the TMD may no longer be appropriate.</li></ul>

### Contact details:

Contact details and reporting instructions are available at [mlcam.com.au/ddoreporting](http://mlcam.com.au/ddoreporting). You can also email us at [ddoreporting\\_am@mlcam.com.au](mailto:ddoreporting_am@mlcam.com.au).