

# MLC Wrap pension products

## TARGET MARKET DETERMINATION

### Target Market Determination

This Target Market Determination (TMD) describes the class of consumers that comprise the target market for these products and matters relevant to the distribution and review of these products. This document does not form part of the Product Disclosure Statement (PDS) for any of the products and isn't intended to be a summary of the features or terms of the products. This document does not take into account any person's individual objectives, financial situation or needs. It's recommended that consumers read the PDS before making any decision regarding any of the products.

Criteria	Description
<b>Product Particulars</b>	
Product Name	The following MLC Wrap pension products: <ul style="list-style-type: none"><li>• MLC Wrap Super Series 2 (Pension) (APIR code: NULO393AU);</li><li>• MLC Navigator Retirement Plan Series 2 (Pension) (APIR code: NUL0056AU);</li><li>• blueprint Retirement Plan Series 2 (Pension) (APIR code: NULO084AU);</li><li>• Enevia Platinum Retirement Management Solution Series 2 (Pension) (APIR code: NUL0389AU);</li><li>• FC ONE Retirement Builder Series 2 (Pension) (APIR code: NULO087AU);</li><li>• Portfoliofocus - Premium Retirement Service Series 2 (Pension) (APIR code: NULO093AU);</li><li>• DPM Retirement Service Series 2 (Pension) (APIR code: NULO367AU); and</li><li>• PremiumChoice Retirement Service Series 2 (Pension) (APIR code: NULO358AU).</li></ul>
Issuer	NULIS Nominees (Australia) Limited ABN 80 008 515 633 AFSL 236465 (referred to as 'we', 'us' or 'our')
Superannuation fund	MLC Superannuation Fund ABN 40 022 701 955, DPM Retirement Service ABN 40 725 722 496, PremiumChoice Retirement Service ABN 70 479 285 132
Start Date of TMD	5 October 2021
Version	1
<b>Section 1: Target Market</b>	
Product type	<p>The products covered by this document are superannuation pension wrap platform products providing a regular income stream.</p> <p>These products make periodic income payments to the consumer using their superannuation savings. The longevity of the income stream will depend upon the amount of the initial capital investment, the amount taken as income and as a lump sum each year, and the amount of investment returns produced by their chosen investments, net of fees.</p> <p>The consumer can choose either:</p> <ul style="list-style-type: none"><li>• a transition to retirement pension; or</li><li>• an account-based pension.</li></ul>

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Class of consumer	<p><b>Transition to retirement pension:</b></p> <p>The consumer is in the target market for a transition to retirement pension under these products if they have reached their preservation age and they:</p> <ul style="list-style-type: none"> <li>• wish to access their superannuation savings in the form of a regular income stream (within Government prescribed limits) to supplement their income while still in the workforce; and</li> <li>• want the same benefits and features as offered by an account-based pension; once they have met superannuation condition of release requirements.</li> </ul> <p>Information in relation to superannuation preservation ages and condition of release requirements is available in the PDS for these products, as well as at <a href="http://ato.gov.au">ato.gov.au</a></p> <p><b>Account-based pension:</b></p> <p>The consumer is in the target market for an account-based pension under these products if they are legally entitled to access their superannuation savings and wish to:</p> <ul style="list-style-type: none"> <li>• receive their superannuation in the form of a tax-effective income stream;</li> <li>• gain access to non-taxed investment returns; and</li> <li>• have the ability to withdraw all or part of their superannuation benefit in the form of a lump sum, at any time.</li> </ul> <p>The consumer may also be in the target market if they are seeking a combined MLC Wrap membership that enables them to:</p> <ul style="list-style-type: none"> <li>• receive a regular income stream from a Transition to retirement pension or Account-based pension in this product referred to as MLC Wrap Pension; and</li> <li>• hold, or make additional contributions to, a superannuation account in another product referred to as MLC Wrap Super.</li> </ul>
Life stage of the consumer	<p><b>Transition to retirement pension:</b></p> <p>This pension is designed for consumers who are in the pre-retirement life stage.</p> <p><b>Account-based pension:</b></p> <p>This pension is designed for consumers who are in the retirement life stage. However, it may also be suitable for people who are 65 or more and are still working, and for other people who have a superannuation benefit and have met a condition of release under superannuation law (e.g. a person who due to 'permanent incapacity' cannot return to the workplace or a child who has inherited a superannuation death benefit).</p>
Key product attributes	<p>The consumer is in the target market for these products if they want a product that offers one or more of the following features or benefits:</p> <ul style="list-style-type: none"> <li>• access to a tax-effective environment in which to invest their money;</li> <li>• access to a range of investment options to choose from to invest according to their own needs and objectives;</li> <li>• access to investments that may not otherwise be available to them;</li> <li>• tax outcomes that arise from their own individual investment activities;</li> <li>• access to a cash account facility for the payment of fees and transacting purposes;</li> <li>• access to consolidated reporting to help them manage and keep track of their superannuation investments; and/or</li> <li>• the ability to move all or part of their account to an accumulation interest in the same membership account so they can continue contributing or implement their individual tax strategies.</li> </ul>
Income and capital requirements	<p>The consumer is in the target market of these products if they want a retirement income stream with the following features or benefits:</p> <ul style="list-style-type: none"> <li>• the ability to specify the amount of income they want to receive and adjust their income level as their needs change (subject to Government prescribed minimum and maximum limits).</li> <li>• the potential to grow their superannuation savings to help fund their income needs.</li> <li>• the ability to make lump sum withdrawals to pay for their extra monetary needs (this feature is only available where the member has reached a superannuation 'condition of release').</li> </ul>
Investment offering	<p>These products offer a diverse investment menu which is designed to cater to consumers of varying objectives, financial situation and needs.</p>

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	<p>The consumer is in the target market for these products if they wish to invest in any of the following investment options: Term Deposits, Managed Accounts, Listed investments or Managed investment Schemes,</p> <p>Consumers who have simpler investment needs, can choose to limit their investment selection to a sub-set of 'core' managed investment schemes and benefit from a reduced administration fee.</p>
Negative target market	<p><b>Investment risk:</b></p> <p>These products are not suitable for individuals who don't understand and accept that the investments made available through these products are subject to an investment risk/return trade-off.</p> <p><b>Longevity risk:</b></p> <ul style="list-style-type: none"> <li>• The consumer is not in the target market if they are seeking a guaranteed income stream for a fixed amount or a fixed term.</li> <li>• The consumer must accept the risk that: <ul style="list-style-type: none"> <li>◦ their account balance may become depleted over time; and</li> <li>◦ they may not continue to receive income payments from their pension for the remaining duration of their lifetime.</li> </ul> </li> </ul> <p><b>Liquidity risk</b></p> <p>Some investments made available through these products may not be suitable for individuals who need immediate access to their funds. For example; in certain circumstances, the Responsible Entity of a Managed Investment Scheme may deem it illiquid under the Corporations Act and only permit withdrawals according to a defined 'withdrawal offer'.</p>

**Section 2: Distribution Channels, Conditions and Reporting**

**Conditions for distributors**

<b>Distribution channels</b>	<p>These products may be distributed to consumers in the following ways:</p> <ul style="list-style-type: none"> <li>• with the aid of a Licensee or their Authorised Representative (as defined by law) (known as a financial adviser) who provides personal financial advice</li> <li>• by direct application, where we have approved a special purpose application</li> </ul>
<b>Distribution conditions and restrictions</b>	<p><b>Investment conditions</b></p> <p>Distributors must take reasonable steps to adhere to any 'distribution conditions' set-out in any Target Market Determinations for an investment that they recommend to, or select on behalf of, the consumer.</p> <p><b>Advertising and promotional material</b></p> <p>The Distributor must not produce advertising or promotional materials in relation to these products without our written consent.</p>

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Reporting required from distributors					
<b>Reporting requirements</b>	Each person who engages in retail product distribution conduct (whether or not it is excluded conduct) in relation to the product, must provide the following information to us.				
	<table border="1"> <tr> <td><b>Complaint information</b></td> <td> <p>Complaints (as defined in section 994A(1) of the Corporations Act) received during a calendar quarter relating to product design including its features, terms or conditions or product distribution. The distributor must provide full details of the complaint, having regard to privacy.</p> <p>Timing: As soon as practicable, or in any event, within 10 business days after the end of each calendar quarter.</p> </td> </tr> <tr> <td><b>Significant dealings outside TMD</b></td> <td> <p>If the Distributor becomes aware of a significant dealing in the product which is not consistent with this TMD, they must report details about the significant dealing, such as:</p> <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 consumers 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>• whether there has been or is likely to be consumer harm or detriment as a result of the significant dealing and, if known, the nature and extent of the harm or detriment, including the amount of any monetary loss; and</li> <li>• what steps have been taken (if any) in relation to the significant dealing.</li> </ul> <p>Timing: As soon as practicable but no later than 10 business days after becoming aware of the significant dealing.</p> </td> </tr> </table>	<b>Complaint information</b>	<p>Complaints (as defined in section 994A(1) of the Corporations Act) received during a calendar quarter relating to product design including its features, terms or conditions or product distribution. The distributor must provide full details of the complaint, having regard to privacy.</p> <p>Timing: As soon as practicable, or in any event, within 10 business days after the end of each calendar quarter.</p>	<b>Significant dealings outside TMD</b>	<p>If the Distributor becomes aware of a significant dealing in the product which is not consistent with this TMD, they must report details about the significant dealing, such as:</p> <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 consumers 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>• whether there has been or is likely to be consumer harm or detriment as a result of the significant dealing and, if known, the nature and extent of the harm or detriment, including the amount of any monetary loss; and</li> <li>• what steps have been taken (if any) in relation to the significant dealing.</li> </ul> <p>Timing: As soon as practicable but no later than 10 business days after becoming aware of the significant dealing.</p>
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Section 3: Review Frequency and Review Triggers	
<b>Review frequency</b>	
Initial Review	Within 1 year and 3 months after the start date.
Subsequent Review	After Initial review every 2 years and 3 months.
<b>Review triggers</b>	
Significant product change	We make a significant change to the key product attributes, terms or conditions.
Significant breach	We commit a significant breach of a financial services law, where the breach relates to the design or distribution of the product.
Product performance	We make a determination for the purposes of s.52(9) of the Superannuation (Industry) Supervision Act 1993 that the applicable product is not promoting the financial interests of the members of the fund, as assessed against benchmarks specified in regulations.
Significant dealings outside TMD	We identify significant dealings outside of the TMD.
Complaints from members or distributors	We receive a significant and unexpected number of complaints, in respect of one or more calendar quarters, in relation to the product design (including features, terms or conditions) or the manner in which the product is distributed.
Notification from ASIC	We receive a notification or engagement from ASIC raising serious concerns regarding the design or distribution of the product.