

Target Market Determination

PM Capital Australian Companies Fund (ARSN 092 434 467)



About this document and legal disclaimer

This Target Market Determination (TMD) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). This TMD describes the class of consumers that comprises the target market for the financial product and matters relevant to the product's distribution and review (specifically, distribution conditions, review triggers and periods, and reporting requirements). Distributors must take reasonable steps that will, or are reasonably likely to, result in distribution of the product being consistent with the most recent TMD (unless the distribution is excluded conduct).

This document is **not** a product disclosure statement 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. Persons interested in acquiring this product should carefully read the Product Disclosure Statement (**PDS**) for the PM Capital Australian Companies Fund before making a decision whether to buy this product.

Important terms used in this TMD are defined in the TMD Definitions which supplement this document. Capitalised terms have the meaning given to them in the product's PDS, unless otherwise defined. The PDS can be obtained on our website at www.pmcapital.com.au.

Summary

This product is intended for use as a **Minor or Satellite allocation** for a consumer who is seeking **Capital Growth** and has a **High risk and return profile** for that portion of their investment portfolio. It is likely to be consistent with the financial situation and needs of a consumer with an investment timeframe of **7 years or longer** and who is unlikely to need to withdraw their money on less than **One Week's notice**.

Issuer	PM Capital Limited	APIR Code	PMC0101AU
Issuer ABN	69 083 644 731	ISIN Code	-
Issuer AFSL	230222	Market Identifier Code	-
Fund manager	-	Product Exchange code	-
TMD contact details	pmcapital@pmcapital.com.au	TMD issue date	9 October 2024
Fund name	PM Capital Australian Companies Fund	TMD Version	3.0
ARSN	092 434 467	Distribution status of fund	Available

Description of Target Market

TMD indicator key

The Consumer Attributes for which the product is likely to be appropriate have been assessed using a red and green rating methodology:

In target market

Not in target market

Instructions

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

Appropriateness

The Issuer has assessed the product and formed the view that the product, including its key attributes, is likely to be consistent with the likely objectives, financial situation and needs of consumers in the target market, as the features of this product in Column 3 of the table below are likely to be suitable for consumers with the attributes identified with a green TMD Indicator in Column 2.

Investment products and diversification

A consumer (or class of consumer) may intend to hold a product as part of a diversified portfolio (for example, with an intended product use of *minor allocation*). In such circumstances, the product should be assessed against the consumer's attributes for the relevant portion of the portfolio, rather than the consumer's portfolio as a whole. For example, a consumer may seek to construct a balanced or moderate diversified portfolio with a minor allocation to growth assets. In this case, a product with a *High risk/return* profile may be consistent with the consumer's objectives for that *minor allocation* notwithstanding that the risk/return profile of the consumer as a whole is *Medium*. In making this assessment, distributors should consider all features of a product (including its key attributes). The FSC has provided more detailed guidance on how to take this *portfolio view* for diversification, available on the [FSC website](#).

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Consumer Attributes	TMD indicator	Product description including key attributes
Consumer's investment objective		
Capital Growth	In target market	The Fund's investment objective is to provide long-term capital growth and outperform the greater of the S&P/ASX 200 Accumulation Index (S&P/ASX 200) or RBA cash rate over rolling seven year periods. The Fund is not intended to replicate the index.
Capital Preservation	Not considered in target market	
Income Distribution	Not considered in target market	
Consumer's intended product use (% of Investable Assets)		
Solution/Standalone (up to 100%)	Not considered in target market	The Fund is a concentrated portfolio, with its listed equity component typically comprising 15 to 25 predominantly Australian equity market securities.
Major allocation (up to 75%)	Not considered in target market	The Fund may invest in global securities, debt, and currencies. The Fund may use gearing, short selling, and derivatives. Allowable asset classes are detailed in the PDS.
Core component (up to 50%)	Not considered in target market	
Minor allocation (up to 25%)	In target market	The Fund has <i>Low</i> diversification as it is exposed to a small number of holdings in at least one broad asset class, sector or geographic market.
Satellite allocation (up to 10%)	In target market	
Consumer's investment timeframe		
Minimum investment timeframe	7 years or longer	The minimum suggested timeframe for holding investments in the Fund is 7 years+.
Consumer's Risk (ability to bear loss) and Return profile		
Low	Not considered in target market	The Fund is suitable for an investor with a high risk/return profile and can accept high volatility and potential losses over the Fund's investment timeframe of 7 years or longer.
Medium	Not considered in target market	The Fund has a standard risk measure (SRM) of 6 – high. The SRM is based on industry guidance and is not a complete assessment of all forms of investment risk.
High	In target market	
Very high	Not considered in target market	For additional information on the SRM, or the risks associated with an investment in the Fund, please refer to the Fund Product Disclosure Statement.
Extremely high	Not considered in target market	
Consumer's need to access capital		
Within one week of request	In target market	Under ordinary circumstances, investors will be able to redeem from the Fund on any Business Day (being a day other than a Saturday or Sunday on which banks are open for general banking business in Sydney).
Within one month of request	In target market	Withdrawal requests must be received, verified, and accepted by the Fund's unit registry prior to 3pm (Sydney time) on a Business Day to be processed using that day's exit price. Otherwise, it will be processed using the next available exit price after these procedures are completed.
Within three months of request	In target market	
Within one year of request	In target market	Under ordinary circumstances, payments of withdrawal proceeds (including switches) are processed within five Business Days, although the Constitution allows for payment up to 21 days. The processing of withdrawals can also be delayed over the annual distribution periods.
Within 5 years of request	In target market	
Within 10 years of request	In target market	

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Consumer Attributes	TMD indicator	Product description including key attributes
10 years or more	In target market	The Constitution provides that we suspend redemptions under certain extenuating circumstances. If the Fund is illiquid, withdrawals from the Fund will only be possible if we make a withdrawal offer in accordance with the Corporations Act.

Distribution conditions/restrictions

This Fund can be distributed as follows:

- Through the PDS for the PM Capital Australian Companies Fund either:
 - Direct (and non-advised)** - Via PM Capital's website, including physical and online application forms. Consumers will be asked a series of questions to assist PM Capital in understanding whether the consumer is likely to be within the target market. For a consumer to access the product directly they must read and accept the terms of the PDS, or
 - Via **Financial advisers** - where consumers have received personal advice.
- Through **specified distributors or distribution channels such as investment or super platforms or wrap products (platforms)**, or the like. These include investor directed portfolio service (IDPS), IDPS-like scheme, nominee or custody service or any other trading platform. The issuer of each platform product etc has its own obligations as a distributor to take reasonable steps that will or are reasonably likely to result in retail product distribution being consistent with this TMD.

It has been determined that the distribution conditions and restrictions above will make it likely that consumers who invest in the product are in a class of consumers for which the Fund has been designed. We consider that the distribution conditions are appropriate and will assist distribution in being directed towards the target market for whom the Fund has been designed.

Review triggers

The Fund has the following review triggers:

- material change to key attributes, fund investment objective and/or fees;
- material deviation from benchmark / objective over sustained period;
- key attributes have not performed as disclosed by a material degree and for a material period;
- determination by the issuer of an ASIC reportable Significant Dealing;
- material or unexpectedly high number of complaints (as defined in section 994A(1) of the Act) about the Fund or distribution of the product; and
- the use of Product Intervention Powers, regulator orders or directions that affects the product.

Mandatory TMD review periods

Review period	Maximum period for review
Initial review	NA – initial review has already occurred
Subsequent review	2 years and 3 months

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Distributor reporting requirements

Which distributors this requirement applies to	Reporting requirement	Reporting period	Method of reporting
All distributors	Complaints (as defined in section 994A(1) of the Act) relating to the product. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following end of calendar quarter.	Information sent to: pmcapital@pmcapital.com.au
All distributors	Significant dealing outside of target market, under section 994F(6) of the Act. See Definitions for further detail.	As soon as practicable but no later than 10 business days after becoming aware of a significant dealing.	Information sent to: pmcapital@pmcapital.com.au

If practicable, distributors should adopt the FSC data standards for reports to PM Capital.

<p>More information</p> <p>Contact your financial adviser, or:</p> <p>PM Capital Limited Phone (+612) 8243 0888 Email pmcapital@pmcapital.com.au Web www.pmcapital.com.au</p> <p>Level 11, 68 York Street Sydney NSW 2000</p> <p>GPO Box 3965 Sydney NSW 2001</p>	
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Disclaimer

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Definitions

In some instances, examples have been provided below. These examples are indicative only and not exhaustive.

Term	Definition
Consumer's investment objective	
Capital Growth	The consumer seeks to invest in a product designed or expected to generate capital return over the investment timeframe. The consumer prefers exposure to growth assets (such as shares or property) or otherwise seeks an investment return above the current inflation rate.
Capital Preservation	The consumer seeks to invest in a product designed or expected to have low volatility and minimise capital loss. The consumer prefers exposure to defensive assets that are generally lower in risk and less volatile than growth investments (this may include cash or fixed income securities).
Income Distribution	The consumer seeks to invest in a product designed or expected to distribute regular and/or tax-effective income. The consumer prefers exposure to income-generating assets (this may include high dividend-yielding equities, fixed income securities and money market instruments).
Consumer's intended product use (% of Investable Assets)	
Solution/Standalone (up to 100%)	The consumer may hold the investment as up to 100% of their total <i>investable assets</i> . The consumer is likely to seek a product with <i>very high</i> portfolio diversification.
Major allocation (up to 75%)	The consumer may hold the investment as up to 75% of their total <i>investable assets</i> . The consumer is likely to seek a product with at least <i>high</i> portfolio diversification.
Core Component (up to 50%)	The consumer may hold the investment as up to 50% of their total <i>investable assets</i> . The consumer is likely to seek a product with at least <i>medium</i> portfolio diversification.
Minor allocation (up to 25%)	The consumer may hold the investment as up to 25% of their total <i>investable assets</i> . The consumer is likely to seek a product with at least <i>low</i> portfolio diversification.
Satellite allocation (up to 10%)	The consumer may hold the investment as up to 10% of the total <i>investable assets</i> . The consumer may seek a product with <i>very low</i> portfolio diversification. Products classified as <i>extremely high</i> risk are likely to meet this category only.
<i>Investable Assets</i>	Those assets that the investor has available for investment, excluding the residential home.
Portfolio diversification (for completing the key product attribute section of consumer's intended product use)	
Note: exposures to cash and cash-like instruments may sit outside the diversification framework below.	
Very low	The product provides exposure to a single asset (for example, a commercial property) or a niche asset class (for example, minor commodities, crypto-assets or collectibles).
Low	The product provides exposure to a small number of holdings (for example, fewer than 25 securities) or a narrow asset class, sector or geographic market (for example, a single major commodity (e.g. gold) or equities from a single emerging market economy).
Medium	The product provides exposure to a moderate number of holdings (for example, up to 50 securities) in at least one broad asset class, sector or geographic market (for example, Australian fixed income securities or global natural resources).
High	The product provides exposure to a large number of holdings (for example, over 50 securities) in multiple broad asset classes, sectors or geographic markets (for example, global equities).
Very high	The product provides exposure to a large number of holdings across a broad range of asset classes, sectors <u>and</u> geographic markets with limited correlation to each other.
Consumer's intended investment timeframe	
Minimum	The minimum suggested timeframe for holding the product. Typically, this is the rolling period over which the investment objective of the product is likely to be achieved.
Consumer's Risk (ability to bear loss) and Return profile	
<p>This TMD uses the Standard Risk Measure (SRM) to estimate the likely number of negative annual returns for this product over a 20 year period, using the guidance and methodology outlined in the Standard Risk Measure Guidance Paper For Trustees (note the bands in the SRM guidance differ from the bands used in this TMD). However, SRM is not a complete assessment of risk and potential loss. For example, it does not detail important issues such as the potential size of a negative return (including under conditions of market stress) or that a positive return could still be less than a consumer requires to meet their investment objectives/needs. The SRM methodology may be supplemented by other risk factors. For example, some products may use leverage, derivatives or short selling; may have liquidity or withdrawal limitations; may have underlying investments with valuation risks or risks of capital loss; or otherwise may have a complex structure or increased investment risks, which should be documented together with the SRM to substantiate the product risk rating.</p> <p>A consumer's desired product return profile would generally take into account the impact of fees, costs and taxes.</p>	
Low	<p>For the relevant part of the consumer's portfolio, the consumer:</p> <ul style="list-style-type: none"> has a conservative or low risk appetite,

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	<ul style="list-style-type: none"> seeks to minimise volatility and potential losses (e.g. has the ability to bear up to 1 negative return over a 20 year period (SRM 1 to 2)), and is comfortable with a low target return profile. <p>The consumer typically prefers stable, defensive assets (such as cash).</p>
Medium	<p>For the relevant part of the consumer's portfolio, the consumer:</p> <ul style="list-style-type: none"> has a moderate or medium risk appetite, seeks low volatility and potential losses (e.g. has the ability to bear up to 4 negative returns over a 20 year period (SRM 3 to 5)), and is comfortable with a moderate target return profile. <p>The consumer typically prefers defensive assets (for example, fixed income).</p>
High	<p>For the relevant part of the consumer's portfolio, the consumer:</p> <ul style="list-style-type: none"> has a high risk appetite, can accept high volatility and potential losses (e.g. has the ability to bear up to 6 negative returns over a 20 year period (SRM 5 or 6)), and seeks high returns (typically over a medium or long timeframe). <p>The consumer typically prefers growth assets (for example, shares and property).</p>
Very high	<p>For the relevant part of the consumer's portfolio, the consumer:</p> <ul style="list-style-type: none"> has a very high risk appetite, can accept very high volatility and potential losses (e.g. has the ability to bear 6 to 7 negative returns over a 20 year period (SRM 6 or 7)), and seeks to maximise returns (typically over a medium or long timeframe). <p>The consumer typically prefers high growth assets (such as high conviction portfolios, hedge funds, and alternative investments).</p>
Extremely high	<p>For the relevant part of the consumer's portfolio, the consumer:</p> <ul style="list-style-type: none"> has an extremely high risk appetite, can accept significant volatility and losses, and seeks to obtain accelerated returns (potentially in a short timeframe). <p>The consumer seeks extremely high risk, speculative or complex products which may have features such as significant use of derivatives, leverage or short positions or may be in emerging or niche asset classes (for example, crypto-assets or collectibles).</p>
Consumer's need to access capital	
<p>This consumer attribute addresses the likely period of time between the making of a request for redemption/withdrawal (or access to investment proceeds more generally) and the receipt of proceeds from this request under ordinary circumstances. Issuers should consider both the frequency for accepting the request and the length of time to accept, process and distribute the proceeds of such a request. To the extent that the liquidity of the underlying investments or possible liquidity constraints (e.g. ability to stagger or delay redemptions) could impact this, this is to be taken into consideration in aligning the product to the consumer's need to access capital. Where a product is held on investment platforms, distributors also need to factor in the length of time platforms take to process requests for redemption for underlying investments. Where access to investment proceeds from the product is likely to occur through a secondary market, the liquidity of the market for the product should be considered.</p>	
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"> 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 consumer (or class of consumer). <p>In each case, the distributor should have regard to:</p> <ul style="list-style-type: none"> the nature and risk profile of the product (which may be indicated by the product's risk rating or withdrawal timeframes), the actual or potential harm to a consumer (which may be indicated by the value of the consumer'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 the number of red and/or amber ratings attributed to the consumer). <p>Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:</p>

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	<ul style="list-style-type: none">• it constitutes more than half of the distributor's total retail product distribution conduct in relation to the product over the quarter,• the consumer's intended product use is <i>solution/standalone</i>,• the consumer's intended product use is <i>core component</i> or higher and the consumer's risk/return profile is <i>low</i>, or• the relevant product has a green rating for consumers seeking <i>extremely high</i> risk/return.
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