

Grow Wrap Investment Service

Target Market Determination

This Target Market Determination (TMD) has been prepared and issued by IOOF Investment Services Ltd (Operator, IISL) (ABN 80 007 350 405, AFSL 230703), as the issuer of the Grow Wrap Investment Service.

This TMD seeks to offer clients and distributors an understanding of the class of clients for which the Grow Wrap Investment Service has been designed, having regard to the objectives, financial situation and needs of the target market. It applies to the Grow Wrap Investment Service product referred to in the Investor Directed Portfolio Service Guide (IDPS Guide) available at wrapinvest.com.au

It is **not** an IDPS Guide and is **not** to be treated as a full summary of the product's terms and conditions and is not intended to provide financial advice. This document does not take into account any person's individual objectives, financial situation or needs. Clients must refer to the IDPS Guide and any supplementary documents when making a decision about the product.

Grow Wrap Investment Service combines easy administration and transparent reporting across managed funds, Separately Managed Accounts (SMAs), term deposits, Australian Listed Securities and a cash account – all under the one umbrella.

Target Market

Suitable for clients who:	Not suitable for clients who:
<ul style="list-style-type: none">• may be receiving personal financial advice• seek a transparent fee structure, with the added flexibility to only pay for the investment management services they need• like a wide range of investment choices• prefer to be kept informed and involved in investment decisions.	<ul style="list-style-type: none">• are looking to invest less than \$20,000• do not have access to email or the internet.

Likely Objectives, Financial Situation and Needs of Consumers in the Target Market

Grow Wrap Investment Service has been designed for clients whose likely objectives, financial situation and needs are such that they are looking for:

- an IDPS product that offers an extensive range of quality investments that can be tailored to meet financial objectives
- a service that can be easily managed by clients and their financial adviser
- online access to their account.

Please note: While the product is designed to be used with a financial adviser, direct retail clients are not excluded from continuing to hold and transact on their account in the Grow Wrap Investment Service.

Key Attributes

Product attributes

The key product attributes of the Grow Wrap Investment Service are as follows:

- a suitably priced investment service
- an extensive range of quality investments, including managed funds, Separately Managed Accounts (SMAs), term deposits and Australian Listed Securities
- online access to your account details with simple, fast and accurate consolidated reporting
- a service that can be easily managed by you and your financial adviser by tailoring your account to meet your financial objectives.

Investment attributes

Clients have a choice of investment options across 16 investment strategies depending on their investment objective, preference for risk and return and investment timeframe. The types of clients for whom the different categories of investment options are intended for are broadly described below.

An individual client, however, should have regard to the information provided in the IDPS Guide for this product before making an investment selection. The client may choose to invest in multiple options (with different characteristics) to meet their investment needs. Clients should speak to their financial adviser to determine which best suits their needs (where appropriate).

Multi-sector

Provide a multi-asset portfolio of investments based on a particular risk profile by investing in a mix of defensive and growth assets. For example, investing with a bias to defensive assets in the moderate investment options and a bias to growth assets in the growth investment options.

Investment Strategy	Minimum Time Horizon	Investment Objective
Conservative Funds	2+ years	To provide a diverse range of multi-asset defensive orientated investment options that offer varied strategies aiming to achieve relatively stable returns through the investment cycles. This can be delivered by investing in a range of mainly defensive and few growth assets, with a low level of volatility.
Moderate Funds	3+ years	To provide a diverse range of multi-asset defensive orientated investment options that offer varied strategies aiming to achieve a higher return than the conservative strategy through the investment cycles. This can be delivered by investing in a range of mainly defensive and some growth assets, with a medium level of volatility and the possibility of negative returns over short periods.
Balanced Funds	5+ years	To provide a diverse range of multi asset balanced orientated investment options that offer varied strategies aiming to achieve a higher return than the moderate strategy through the investment cycles. This can be delivered by investing in a balanced exposure to growth and defensive assets with a medium to high level of volatility and the possibility of negative returns over short periods.
Growth Funds	7+ years	To provide a diverse range of multi asset growth orientated investment options that offer varied strategies aiming to achieve a higher return than the balanced strategy through the investment cycles. This can be delivered through a diversified portfolio of mainly growth assets and some defensive assets with a high level of volatility and the possibility of negative returns over short periods.
High Growth Funds	7+ years	To provide a diverse range of multi asset growth orientated investment options that offer varied strategies aiming to achieve a higher return than the growth strategy through the investment cycles. This can be delivered through exposure to mainly growth assets with the possibility of greater volatility and the possibility of negative returns over short periods.

Single sector

Allow clients and their adviser to construct their own investment portfolio from a wide range of single asset class investment options. Investing into a single asset class can expose clients to additional risks.

Investment Strategy	Minimum Time Horizon	Investment Objective
Cash Funds	No minimum	To provide a secure return that is consistent with the prevailing market cash rate over any time frame with minimal risk of capital loss. This can be delivered through exposure to assets that are predominantly cash and cash equivalents.

Investment Strategy	Minimum Time Horizon	Investment Objective
Term Deposits	Agreed term	To provide an agreed rate of return for an agreed term.
Australian Fixed Interest Funds	4+ years	To provide a diverse range of Australian fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate through the investment cycles. This can be delivered through investing in a variety of Australian fixed interest securities. The higher return potential comes with higher short-term volatility of returns.
International Fixed Interest Funds	4+ years	To provide a diverse range of international fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate through the investment cycles. This can be delivered through investing in a variety of international fixed interest securities. The higher return potential comes with higher short-term volatility of returns.
Diversified Fixed Interest Funds	4+ years	To provide a diverse range of fixed interest investment options that offer varied investment strategies aiming to achieve a return in excess of the cash rate through the investment cycles. This can be delivered through investing in a variety of Australian and international fixed interest securities. The higher return potential comes with higher short-term volatility of returns.
Diversified Credit / Hybrid Income Funds	5+ years	To provide a diverse range of global credit and hybrid income investment options that offer varied investment strategies aiming to achieve a higher return than the cash rate and traditional fixed interest securities through the investment cycles. This can be delivered through investing in a variety of diversified global credit and hybrid income securities. The higher return comes with higher short-term volatility of returns.
Alternative Funds ¹	5+ years	To provide a diverse range of alternative investment options that offer varied investment strategies aiming to achieve moderate absolute returns with lower correlation to traditional assets (in a risk adjusted manner) through the investment cycles. This can be delivered through investing in a wide range of alternative investment strategies.
Australian Property Funds	7+ years	To provide a diverse range of Australian property investment options that offer varied investment styles aiming to achieve a higher return than cash and fixed interest securities through the investment cycles. This can be delivered through investing in a variety of Australian listed and unlisted property and property related assets. The higher return potential comes with higher short-term volatility of returns.
International Property Funds	7+ years	To provide a diverse range of international property investment options that offer varied investment styles aiming to achieve a higher return than cash and fixed interest securities through the investment cycles. This can be delivered through investing in a variety of international listed and unlisted property and property related assets. The higher return potential comes with higher short-term volatility of returns.
Australian Share Funds ²	7+ years	To provide a diverse range of Australian share investment options that offer varied investment styles aiming to achieve a higher return than fixed interest and property securities through the investment cycles. This can be delivered through investing in a variety of Australian listed or soon to be listed companies. The higher return potential comes with higher short-term volatility of returns.
International Share Funds ³	7+ years	To provide a diverse range of international share investment options that offer varied investment styles aiming to achieve a higher return than fixed interest and property securities through the investment cycles. This can be delivered through investing in a variety of international companies primarily listed on stock exchanges across global share markets. The higher return potential comes with higher short-term volatility of returns.
Australian Listed Securities ⁴	7+ years	To provide a diverse range of Australian listed securities that offer varied strategies aiming to achieve higher returns than fixed interest and property through the investment cycles. This can be delivered through investing in a variety of Australian listed companies. The higher return potential comes with higher short-term volatility of returns.

- 1 Includes funds that provide exposure to private equity/debt securities, foreign exchange, financial derivatives (e.g. futures, options, gearing), commodities/resources, unlisted infrastructure/property assets and leveraged products including collateralised debt obligation (CDO) and collateralised loan obligation (CLO) securities.
- 2 Includes funds that provide exposure to high yield, ethical, geared, smaller companies and specialist investment strategies (including concentrated, gearing, short selling and derivative trading).
- 3 Includes funds that provide exposure to hedged, unhedged, regional, emerging / frontier markets, infrastructure, smaller companies and specialist investment strategies (including concentrated, gearing, short selling and derivative trading).
- 4 Access a wide range of Australian listed securities including Exchange Traded Funds, Exchange Traded Commodities, Exchange Traded Managed Funds, Listed Investment Companies and Preference Shares.

Appropriateness of the target market

This product should be consistent with the likely objectives, financial situation and needs of the class of clients in the target market who are seeking the attributes described above. Grow Wrap Investment Service fulfils a need for clients who are looking for a comprehensive IDPS solution that offers an extensive range of investments to help construct a unique portfolio.

The Grow Wrap Investment Service TMD will be reviewed as specified below to ensure it continues to be suitable for clients in the target market.

Distribution Channels

This product can be distributed through financial advisers and via direct retail*.



Direct Retail



Financial Adviser

Distribution Conditions

*Direct retail clients can only join via an operator-initiated transfer.

This product can only be distributed upon receipt of a completed application form that meets all eligibility criteria.

Appropriateness of distribution conditions

The distribution conditions and restrictions will make it likely that clients who purchase the product are in the class of clients for which the Grow Wrap Investment Service has been designed given the distribution conditions and restrictions are appropriate and will assist distribution in being directed towards the target market for whom the product has been designed.

Review Period and triggers

Review period	
Issue date	1 June 2024
Version	4
Periodic review	This TMD will be reviewed at least annually and will be updated as and when appropriate.
Review triggers	
<p>The following events and circumstances would reasonably suggest the TMD should be reviewed to determine if it is no longer appropriate:</p> <ul style="list-style-type: none">• material changes to key product attributes and the terms and conditions of the product• significant dealing outside the TMD• material or unexpectedly high number of complaints about the product• the use of 'product intervention powers', regulator orders or directions that affect the product• regulatory changes that have a significant impact on the attributes of the product• significant number of clients exiting the product	

Distributor Reporting

Significant Dealings Reporting

Distributors are required to notify the issuer if they become aware of a significant dealing in the product that is not consistent with the TMD.

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,
- the nature and extent of the inconsistency of distribution with the TMD (including an explanation of why the dealings occurred outside the target market),
- the date range of when the significant dealing occurred,
- the number of clients impacted by the significant dealing (i.e. the number of clients who are not in the target market (or who have been excluded from the target market) as a proportion of all clients who have acquired the product), and
- the time period in which these acquisitions outside the target market occurred.

The reporting period is as soon as practicable but no later than 10 business days after becoming aware of the significant dealing.

Complaints

The distributor will provide details of the number and nature of complaints relating to product design, product availability and distribution, having regard to privacy.

The distributor should provide details as soon as practicable but no later than 10 business days following the end of the calendar quarter.

Contact details for distributors

Contact details and reporting instructions are available at ddo.ioof.com.au

You can also email us at ddo@insigniafinancial.com.au using the FSC standard template.

IOOF Investment Services Ltd (IISL) (ABN 80 007 350 405, AFSL 230703) is the operator and issuer of the Grow Wrap Investment Service. The information in this TMD is of a general nature only and has been prepared without taking into account your objectives, financial situation or needs. Before making a decision based on this information, you should consider the appropriateness of the information, having regard to your objectives, financial situation and needs.

IISL is part of the Insignia Financial group of companies comprising Insignia Financial Ltd (ABN 49 100 103 722) and its related bodies corporate ('Insignia Financial Group'). An investment with IISL is subject to investment risk, including possible delays in repayment and loss of income and principal invested. Past performance is not an indication of future performance. The repayment of capital, the performance or any rate of return of an investment with IISL is not guaranteed by any member of the Insignia Financial Group or any other related or associated company.