

Australian Property Fund

Target Market Determination
11 April 2022

This Target Market Determination (TMD) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). It sets out the class of consumers for whom the product, including its key attributes, would likely be consistent with their likely objectives, financial situation and needs. In addition, the TMD outlines the triggers to review the target market and certain other information. It forms part of AMP Capital Funds Management Limited's design and distribution arrangements 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. Persons interested in acquiring this product should carefully read the Product Disclosure Statement (PDS) for the Australian Property Fund before making a decision whether to buy this product.

The PDS can be obtained from www.ampcapital.com (go to the Fund page).

Important terms used in this TMD are defined in the *TMD Definitions* which supplement this document.

Target Market Summary

This product is likely to be appropriate for a consumer seeking capital growth and regular income to be used as a small allocation within a portfolio where the consumer has a medium to long investment timeframe and a low to medium risk/return profile. The fund provides monthly access to capital.

Fund and Issuer Identifiers

| | | | |
|--------------------------|---|--------------------|---------------------------------------|
| Issuer | AMP Capital Funds Management Limited (AMPCFM) | Fund | Australian Property Fund |
| Issuer ABN | 15 159 557 721 | ARSN | 096 853 619 |
| Issuer AFSL | 426455 | APIR Code | NML0337AU Australian Property Fund |
| Date TMD approved | 11 April 2022 | TMD Version | 3 |
| TMD Status | Current | | |

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/amber/green rating methodology with appropriate colour coding:

| | | |
|------------------|------------------------------|---------------------------------|
| In target market | Potentially in target market | Not considered 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.

Generally, a consumer is **unlikely** to be in the target market for the product if:

- **one or more** of their Consumer Attributes correspond to a **red** rating, or
- **three or more** of their Consumer Attributes correspond to an **amber** rating.

Investment products and diversification

A consumer (or class of consumer) may intend to hold a product as part of a diversified portfolio (typically with an intended product use of **satellite/small allocation** or **core component**). 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 conservative portfolio with a **satellite/small allocation** to growth assets. In this case, it may be likely that a product with a **High** or **Very High** risk/return profile is consistent with the consumer's objectives for that allocation notwithstanding that the risk/return profile of the consumer as a whole is **Low** or **Medium**. In making this assessment, Distributors should consider all features of a product (including its key attributes).

| Consumer Attributes | TMD Indicator | Product description including key attributes |
|---|---------------------------------|---|
| Consumer’s investment objective | | |
| Capital Growth | In Target Market | The Fund aims to provide income and long term capital growth. The Fund may be suitable for investors seeking exposure to a diversified property portfolio. |
| Capital Preservation | Potentially In Target Market | |
| Capital Guaranteed | Not considered in Target Market | |
| Income Distribution | In Target Market | |
| Consumer’s intended product use (% of Investable Assets) | | |
| Solution/Standalone (75-100%) | Not considered in Target Market | The Fund invests primarily in direct property within Australia, which is held directly by the Fund, or through units in the Wholesale Australian Property Fund. The Fund also invests in cash and listed property securities. |
| Core Component (25-75%) | Potentially In Target Market | |
| Satellite/small allocation (<25%) | In Target Market | |
| Consumer’s investment timeframe | | |
| Short (<=2 years) | Potentially In Target Market | The suggested minimum investment timeframe is 5 years. |
| Medium (>2 to <= 8 years) | In Target Market | |
| Long (> 8 years) | In Target Market | |
| Consumer’s Risk (ability to bear loss) and Return profile | | |
| Low | In Target Market | The Fund has a risk band of 3. Low to medium. The Fund’s risk band and risk label are based on an estimation that the number of negative annual returns over any 20-year period would be within the range of 1 to less than 2. Information about the methodology used for calculating the risk level can be obtained by contacting us. This summary is not a complete description of the risks of investing in the Fund. |
| Medium | In Target Market | |
| High | Potentially In Target Market | |
| Very High | Potentially In Target Market | |
| Consumer’s need to withdraw money | | |
| Daily | Not considered in Target Market | Withdrawal requests are generally processed monthly according to specified withdrawal dates. Generally, withdrawal requests will be satisfied within five Business Days of the specified withdrawal date, but may take up to 12 months, or longer, as allowed under the Fund’s constitution. |
| Weekly | Not considered in Target Market | |
| Monthly | In Target Market | |
| Quarterly | In Target Market | |
| Annually or longer | In Target Market | |

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 described above, as the features of this product in the 'Product description including key attributes' sections are likely to be suitable for consumers with the attributes identified with a green TMD Indicator against the relevant Consumer Attributes.

Distribution conditions or restrictions

| Distribution condition | Distribution condition rationale |
|---------------------------------------|---|
| There are no distribution conditions. | There are no distribution conditions for this product due to its broad application and retail nature. |

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 product or distribution of the product.

The use of Product Intervention Powers, regulator orders or directions that affects the product.

Mandatory review periods

| Review period | Maximum period for review |
|-------------------|---------------------------|
| Initial review | 15 months |
| Subsequent review | 3 years |

Distributor reporting requirements

| Reporting requirement | Reporting period | Which distributors this requirement applies to |
|---|--|--|
| The number of complaints (as defined in section 994A(1) of the Act), if any, relating to the product design, product availability and distribution. The distributor should provide all the relevant content of the complaint, having regard to privacy. | As soon as practicable, but no later than 10 business days following end of calendar quarter. | All distributors |
| Significant dealing outside of target market, under s994F(6) of the Act. See <i>TMD Definitions</i> for further detail. | As soon as practicable, but no later than 10 business days after the distributor becomes aware of the significant dealing. | All distributors |
| To the extent a distributor is aware, dealings outside the target market, including reason why acquisition is outside of target market, and whether acquisition occurred under personal advice. | As soon as practicable, but no later than 10 business days following end of calendar quarter. | All distributors |
| Any Product Intervention Powers, regulator orders or directions imposed on the distributor relevant to the product. | As soon as practicable, but no later than 10 business days after the distributor becomes aware of the imposition of the relevant order or direction. | All distributors |
| To the extent the distributor is aware, information on any other event or circumstance that has occurred which would reasonably suggest that the TMD is no longer appropriate. | As soon as practicable, but no later than 10 business days after the distributor becomes aware of the information. | All distributors |

If practicable, distributors should adopt the FSC data standards for reports to the Issuer. Distributors must report to the Issuer via a bilaterally agreed protocol or intermediary or via email - AMPCDDO@ampcapital.com. This email address should also be used to contact the Issuer regarding any details relating to this TMD.

TMD Definitions

| Term | Definition |
|--|---|
| Consumer's investment objective | |
| Capital Growth | The consumer seeks to invest in a product designed to generate capital return. 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 to reduce volatility and minimise loss in a market down-turn. The consumer prefers exposure to defensive assets (such as cash or fixed income securities) that are generally lower in risk and less volatile than growth investments. |
| Capital Guaranteed | The consumer seeks a guarantee or protection against capital loss whilst still seeking the potential for capital growth (typically gained through a derivative arrangement). The consumer would likely understand the complexities, conditions and risks that are associated with such products. |
| Income Distribution | The consumer seeks to invest in a product designed to distribute regular and/or tax-effective income. The consumer prefers exposure to income-generating assets (typically, high dividend-yielding equities, fixed income securities and money market instruments). |
| Consumer's intended product use (% of Investable Assets) | |
| Solution/Standalone (75-100%) | The consumer intends to hold the investment as either a part or the majority (up to 100%) of their total <i>investable assets</i> (see definition below). The consumer typically prefers exposure to a product with at least High <i>portfolio diversification</i> (see definition below). |
| Core Component (25-75%) | The consumer intends to hold the investment as a major component, up to 75%, of their total <i>investable assets</i> (see definition below). The consumer typically prefers exposure to a product with at least Medium <i>portfolio diversification</i> (see definition below). |
| Satellite (<25%) | The consumer intends to hold the investment as a smaller part of their total portfolio, as an indication it would be suitable for up to 25% of the total <i>investable assets</i> (see definition below). The consumer is likely to be comfortable with exposure to a product with Low <i>portfolio diversification</i> (see definition below). |
| Investable Assets | Those assets that the investor has available for investment, excluding the residential home. |
| Portfolio diversification (for completing the key product attribute section of the consumer's intended product use) | |
| Low | Single asset class, single country, low or moderate holdings of securities eg high conviction Australian equities |
| Medium | 1-2 asset classes, single country, broad exposure within asset class eg Australian equities "All Ords" |
| High | Highly diversified across either asset classes, countries or investment managers eg Australian multi-manager balanced fund or global multi-asset product (or global equities). |
| Consumer's intended investment timeframe | |
| Short (<= 2 years) | The consumer has a short investment timeframe and may wish to redeem within two years. |
| Medium (> 2 to <= 8 years) | The consumer has a medium investment timeframe and is unlikely to redeem within two years. |
| Long (> 8 years) | The consumer has a long investment timeframe and is unlikely to redeem within eight years. |

Consumer's Risk (ability to bear loss) and Return profile

AMPCFM has adopted the Standard Risk Measure (**SRM**) as a proxy for risk and return, the SRM is a calculation of the likely number of negative annual returns over a 20 year period, using the guidance and methodology outlined in the [Standard Risk Measure Guidance Paper For Trustees](#). 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 or that a positive return could still be less than a consumer requires to meet their investment objectives/needs.

| | |
|-----------|--|
| Low | The consumer is conservative or low risk in nature, seeks to minimise potential losses (eg 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. Consumer typically prefers defensive assets such as cash and fixed income. |
| Medium | The consumer is moderate or medium risk in nature, seeking to minimise potential losses (eg has the ability to bear up to 4 negative returns over a 20-year period (SRM 3 to 5)) and comfortable with a moderate target return profile. Consumer typically prefers a balance of growth assets such as shares, property and alternative assets and defensive assets such as cash and fixed income. |
| High | The consumer is higher risk in nature and can accept higher potential losses (eg has the ability to bear up to 6 negative returns over a 20-year period (SRM 6)) in order to target a higher target return profile. Consumer typically prefers predominantly growth assets such as shares, property and alternative assets with only a smaller or moderate holding in defensive assets such as cash and fixed income. |
| Very high | The consumer has a more aggressive or very high risk appetite, seeks to maximise returns and can accept higher potential losses (eg has the ability to bear 6 or more negative returns over a 20-year period (SRM 7)) and possibly other risk factors, such as leverage). Consumer typically prefers growth assets such as shares, property and alternative assets. |

Consumer's need to withdraw money

| | |
|--|--|
| Daily/Weekly/Monthly/ Quarterly/Annually or longer | The consumer seeks to invest in a product which permits redemption requests at this frequency under ordinary circumstances and the issuer is typically able to meet that request within a reasonable period. |
|--|--|

Distributor Reporting

Significant dealings

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.

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 consumer (or class of consumer).

In each case, the distributor should have regard to:

- 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 or amber ratings attributed to the consumer).

Objectively, a distributor may consider a dealing (or group of dealings) outside the TMD to be significant if:

- it constitutes more than half of the distributor's total retail product distribution conduct in relation to the product over the reporting period,
 - the consumer's intended product use is *Solution / Standalone*, or
 - the consumer's intended product use is *Core component* and the consumer's risk (ability to bear loss) and return profile is *Low*.
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Important Information

While every care has been taken in the preparation of this document, AMP Capital Funds Management Limited (AMPCFM) ABN 15 159 557 721, AFSL 426455 makes no representations or warranties as to the accuracy or completeness of any statement in it. AMPCFM is the responsible entity and issuer of units in the Australian Property Fund.

This document has been prepared for the purpose of providing general information only and does not take into account any particular investor's objectives, financial situation or needs. Before making an investment decision, an investor should consider the appropriateness of the information in this document, and seek professional financial advice, having regard to their objectives, financial situation and needs.

This document is solely for the use of the party to whom it is provided.

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