

ONEANSWER FRONTIER INVESTMENT PORTFOLIO

Target Market Determination

5 October 2021

This Target Market Determination (TMD) has been prepared and issued by OnePath Funds Management Limited (Operator, OPFM) (ABN 21 003 002 800, AFSL 238342), as the issuer of OneAnswer Frontier Investment Portfolio.

This TMD seeks to offer clients and distributors an understanding of the class of clients for which OneAnswer Frontier Investment Portfolio has been designed, having regard to the objectives, financial situation and needs of the target market.

It is **not** a PDS 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 Product Disclosure Statement (PDS) available at onepath.com.au and any supplementary documents when making a decision about the product.

OneAnswer Frontier Investment Portfolio is designed to provide the right tools and a diversified suite of investment options to help you tailor your ideal investment solution and accumulate wealth.

TARGET MARKET

Suitable for clients who:

- may be receiving personal financial advice
- may prefer a wide range of investment choices
- want to be kept informed and be involved in investment decisions
- seek a clear and transparent fee structure.

Not suitable for clients who:

- are under 18 years old and don't have a financial adviser
- are looking to invest in direct equities
- want money on call (such as a banking transaction account)
- are looking for a superannuation and/or pension product (other than as trustee of an SMSF)
- have less than \$1,000 to invest (unless exceptional circumstances apply).

LIKELY OBJECTIVES, FINANCIAL SITUATION AND NEEDS OF CONSUMERS IN THE TARGET MARKET

OneAnswer Frontier Investment Portfolio has been designed for clients whose likely objectives, financial situation and needs are such that they are looking for:

- an investment solution that offers a range of funds that can meet their financial objectives
- a service that can be easily managed by clients and their financial adviser (if applicable)
- 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.

KEY ATTRIBUTES

Product attributes

The key product attributes of OneAnswer Frontier Investment Portfolio are as follows:

- can be accessed via a financial adviser, to help tailor a client's account to their financial objectives
- a wide choice of over 80 investment funds, including single manager and multi-manager investment funds, cash, and term deposit options

ONEANSWER FRONTIER INVESTMENT PORTFOLIO

- convenient online access for transacting. Ongoing administration, consolidated reporting, and online account management across all investment funds
- a simple fee structure with no upfront fees
- ability to apply a margin loan to the account.

Investment attributes

The Investor Profiles set out below assist clients in selecting one or more investment funds in the product.

The Investor Profiles are a guide only and based on a client holding a single investment fund. It is recommended that clients speak to their financial adviser and refer to the PDS to determine which funds are most appropriate for them.

The minimum time horizon and standard risk measure (SRM), below reflect the actual attribute of the funds that are offered through OneAnswer. As returns can be expected to fluctuate, there may be times when an investment fund's minimum time horizon or SRM is outside the range indicated below.

Standard risk measure			
1 = Very low 2 = Low 3 = Low to Medium 4 = Medium 5 = Medium to High 6 = High 7 = Very High			
Investor Profile	Investment Objective	Minimum Time Horizon	Standard Risk Measure*
Defensive	Investment funds with a Defensive Investor Profile are more likely to suit clients that seek to maintain the original value of their investment and are prepared to accept lower returns for lower risk. Asset classes: mainly includes low risk assets such as cash and fixed interest (e.g. Australian and international fixed interest).	Short (2+years) to Medium (4-5+years)	 2
Conservative	Investment funds with a Conservative Investor Profile are more likely to suit clients seeking relatively stable returns and accepting some risk through a diversified portfolio containing more than one asset class. Asset classes: predominantly includes asset classes such as cash and fixed interest and may include a small allocation to assets such as shares (e.g. Australian and international shares), alternative investments and property.	Short (2+years) to Medium (4-5+years)	 4 to 6
Moderate	Investment funds with a Moderate Investor Profile are more likely to suit clients seeking higher medium-term returns and accepting the possibility of negative returns and/or capital losses over shorter periods. Asset classes: may include exposure to all asset classes, including cash, fixed interest, property, shares and alternative investments.	Medium (4-5+years) to Long (7+ years)	 4 to 6
Growth	Investment funds with a Growth Investor Profile are more likely to suit clients seeking higher long term returns and are willing to accept the increased possibility of sustained negative returns and/or capital losses over shorter periods. Asset classes: may include exposure to all asset classes, including cash, fixed interest, shares, property and alternative investments.	Medium (4-5+years) to Long (7+ years)	 4 and 6
High Growth	Investment funds with a High Growth Investor Profile are more likely to suit clients that seek to maximise long term returns and accept the possibility of greater volatility and shorter-term capital losses. Asset classes: may include exposure to all asset classes, including cash, fixed interest, shares, property, infrastructure and alternative investments.	Medium (4-5+years) to Long (7+ years)	 6 to 7

* Standard Risk Measure is a guide to the likely number of negative annual returns expected over any 20 year period.

APPROPRIATENESS OF THE TARGET MARKET

This product is likely to be consistent with the objectives, financial situation and needs of the class of clients in the target market who are seeking the attributes described above. OneAnswer Frontier Investment Portfolio fulfils a need for clients who are looking for a comprehensive investment solution with wide choice of funds and the ability to monitor their account online.

The OneAnswer Frontier Investment Portfolio 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 by completing an application form available at onepath.com.au

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 OneAnswer Frontier Investment Portfolio 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 PERIODS AND TRIGGERS

Review period	Maximum period for review
Effective date	5 October 2021
Next review by	5 January 2023
Periodic review	At least every 3 years and 3 months from the previous review.

Review triggers
<p>The following events and circumstances would reasonably suggest the TMD 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 number of clients exiting 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

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, and
- 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)

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.