GLOBAL EQUITY SMID FUND (Quoted Managed Fund)



Target Market Determination

Target Market Summary: This product is likely to be appropriate for a consumer seeking capital growth to be used as a core or satellite component within their portfolio where the consumer has: a medium investment timeframe; a high to very high risk/return profile; and needs daily access to capital.

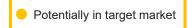
Fund	Vaughan Nelson Global Equity SMID Fund (Quoted Managed Fund)	Issuer	Investors Mutual Limited
	(Quoted Managed Fund)	Issuer ABN	14 078 030 752
Issuer AFSL	229988	APIR code	IML9286AU
ARSN	657 058 841	Market Identifier	VNGS
ISIN Code	AU0000220139	Date TMD approved	12 May 2022
TMD Version	1.0	TMD Status	Current

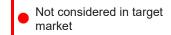
Description of Target Market

This part is required under section 994B(5)(b) of the Act

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.

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).

	TMD Indicator	Product description including key attributes	
Consumer's investment objective			
Capital Growth		The Fund aims to outperform the MSCI ACWI SMID Cap Index — (after fees and expenses and before taxes) on a rolling five-year	
Capital Preservation	•	basis. The Fund aims to provide attractive investment opportunities for investors seeking medium to long-term capit	
Capital Guaranteed	•	growth with income.	
Income Distribution	•	-	
Consumer's intended product use (% of Ir	vestable Assets)		
Solution/Standalone (75-100%)	The Fund's benchmark is the MSCI ACWI SMID Cap Index. The		
Core Component (25-75%)	•	 main investments of the Fund may include a combination of: Global SMID cap stocks that the Investment Manager 	
Satellite/small allocation (<25%)	•	 believes can generate capital growth. cash (and cash equivalents such as other investment grade interest-bearing securities). 	
		The Fund has <i>Medium</i> portfolio diversification.	

Consumer's investment timeframe			
Short (≤ 2 years)	•	The Fund has an investment horizon of five years.	
Medium (>2 years)	•		
Long (> 8 years)	•		
Consumer's Risk (ability to bear loss) and Return profile			
Low	•	This Fund is considered to be a high-risk investment. The Fu	
Medium	•	aims to outperform the MSCI ACWI SMID Cap Index over longer term.	
High	•		
Very high	•		
Consumer's need to withdraw money			
Daily	•	Investors can withdraw from the Fund by selling Units on the As	
Weekly	•	via their share trading platform or stockbroker. Investors do need to complete a withdrawal form and they will receive	
Monthly	•	proceeds from the sale of their Units in the same way they would receive proceeds from the sale of listed securities via the ASX	
Quarterly	•	CHESS settlement service.	
Annually or longer	•		

Appropriateness

This part is required under RG 274.64–66.

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 on page 1, as the features of this product in Column 3 of the table on page 1 are likely to be suitable for consumers with the attributes identified with a green TMD Indicator in Column 2.

Distribution conditions

This part is required under section 994B(5)(c) of the Act.

There are no distribution conditions

Review triggers

This part is required under section 994B(5)(d) of the Act.

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	This part is required under section 994B(5)(e) and (f) of the Act.
Review period	Maximum period for review
Initial review	1 year and 3 months
Subsequent review	3 years and 3 months

Distributor reporting requirements	This part is requi	red under section 994B(5)(g) and (h) of the Act.
Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A(1) of the Act) relating to the product design, product availability and distribution. The distributor should provide all the content of the complaint, having regard to privacy.	Within 10 business days following end of calendar quarter	All distributors
Significant dealing outside of target market, under s994F(6) of the Act. See Definitions for further detail.	As soon as practicable but no later than 10 business days after 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.	Within 10 business days following end of calendar quarter.	All distributors

If practicable, distributors should adopt the FSC data standards for reports to the issuer. Distributors must report to Investors Mutual Limited (IML) by emailing password protected reports to iml@iml.com.au, or providing access to a secure portal where IML can download the required reports. If you have any queries about the reporting requirements, please contact IML (details below).



VaughanNelson.com.au



Invest@VaughanNelson.com.au



1300 219 207

Disclaimer: 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 Issuer's design and distribution arrangements for the product.

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 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 by calling 1300 219 207 or at our website iml.com.au

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Target Market Determination Definitions



Term	Definition
Consumer's investment objective	e
Capital Growth	The consumer seeks to invest in a product designed to generate capital return. The consume prefers exposure to growth assets (such as shares or property) or otherwise seeks an investmer return above the current inflation rate.
Capital Preservation	The consumer seeks to invest in a product to reduce volatility and minimise loss in a marked down-turn. The consumer prefers exposure to defensive assets (such as cash or fixed incomsecurities) 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 consume would likely understand the complexities, conditions and risks that are associated with suc 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 dividence yielding equities, fixed income securities and money market instruments).
Consumer's intended product us	se (% 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 the total investable assets (see definition below). The consumer typically prefers exposure to product with at least High portfolio diversification (see definitions below).
Core Component (25-75%)	The consumer intends to hold the investment as a major component, up to 75%, of their total investable assets (see definition below). The consumer typically prefers exposure to a product with at least Medium portfolio diversification (see definitions below).
Satellite (<25%)	The consumer intends to hold the investment as a smaller part of their total portfolio, as a indication it would be suitable for up to 25% of the total investable assets (see definition below. The consumer is likely to be comfortable with exposure to a product with Low portfoli diversification (see definitions below).
Investable Assets	Those assets that the investor has available for investment, excluding the residential home.
Portfolio diversification (for com	pleting the key product attribute section of consumer's intended product use)
Low	Single asset class, single country, low or moderate holdings of securities - e.g. high convictio Aussie equities.
Medium	1-2 asset classes, single country, broad exposure within asset class, e.g. Aussie equities "A Ords".
High	Highly diversified across either asset classes, countries or investment managers, e.g. Australia multi-manager balanced fund or global multi-asset product (or global equities).
Consumer's intended investmer	t timeframe
Short (≤ 2 years)	The consumer has a short investment timeframe and may wish to redeem within two years.
Medium (> 2 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

Issuers should undertake a comprehensive risk assessment for each product. The FSC recommends adoption of the Standard Risk Measure (SRM) to calculate 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. Issuers may wish to supplement the SRM methodology by also considering other risk factors. For example, some products may use leverage, derivatives or short selling, may have liquidity or withdrawal limitations, 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.

A consumer's desired product return profile would generally take into account the impact of fees, costs and taxes.

Low	The consumer is conservative or low risk in nature, seeks to minimise 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.
	Consumer typically prefers defensive assets such as cash and fixed income.

Target Market Determination Definitions



Term	Definition
Medium	The consumer is moderate or medium risk in nature, seeking to minimise potential losses (e.g. 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 (e.g. 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 (e.g. 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

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 completing this section.

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

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),
- 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.

