

# TARGET MARKET DETERMINATION

<b>Product</b>	Inco Sub-fund
<b>Trustee</b>	Maritime Super Pty Ltd
<b>Fund</b>	Maritime Super
<b>Australian Business Number (ABN)</b>	77 455 663 441
<b>Unique Superannuation Identifier (USI)</b>	77455663441001

Maritime Super is a complying, resident and regulated superannuation fund within the meaning of the Superannuation Industry (Supervision) Act 1993.

## About this document

This target market determination (TMD) is a publicly available document required under section 994B of the Corporations Act 2001.

It sets out the class of consumers for which this product has been designed, having regard to the objectives, financial situation and needs of the target market, the distribution conditions and review triggers.

This document is not a Product Disclosure Statement (PDS), nor is it a summary of the product's terms and conditions. It does not take into account individual objectives, financial situation or needs. Consumers must refer to the Inco Sub-fund PDS and Supplements when making a decision about investing in this product.

<b>Date this TMD is effective</b>	5 October 2021
<b>Date TMD was last reviewed</b>	5 October 2021
<b>Date when this TMD will next be reviewed</b>	5 October 2022 unless a review trigger occurs before this time

## Target market – objectives, financial situation and needs of the target market

This product provides investment in superannuation in the accumulation phase.

This product is designed for consumers who:

- want employer contributions to be made into this product
- want to invest for their retirement in a concessional tax environment
- want to make an active investment choice in relation to their investment
- want to invest in one or more of the investment options
- want the ability to access financial advice about their superannuation
- want access to sustainable insurance options, including Total and Permanent Disability and Death Cover

## Eligibility

You are a permanent employee of Inco Ships Pty Limited ('Inco').

Your employer nominates you for membership.

You are eligible to make and receive superannuation contributions in the accumulation phase.

You are a resident in Australia or entitled to work in Australia.

## Exclusions

This product is not designed for consumers who:

- are not employed by Inco

## Product description and key attributes

This product is an accumulation superannuation account that provides:

- Choice of investment options
- Ability to nominate the beneficiary of their benefit
- Access to dedicated financial advisers

## Investments

### Growth options – actively managed - Shares Plus, Australian Equities, International Equities, Balanced

The table below sets out the sub-class of customers that each group of investments within Inco Sub-fund has been designed for:

These options are designed for members who:

- Are seeking to invest for long-term growth, through exposure to Australian and international shares, with some exposure to unlisted investments, debt and cash
- Are seeking to earn an investment return equivalent to or higher than CPI +4% pa on average over 20 years and are willing to accept a higher level of risk
- Are willing to invest in the option for a recommended minimum timeframe of 5+ years
- Are willing to accept a greater level of volatility

### Growth options – passively managed - Indexed Balanced

This option is designed for members who:

- Are seeking to invest for long-term growth, through exposure to Australian and international shares, with some exposure to unlisted investments, debt and cash
- Seeking a lower cost investment
- Are seeking to earn an investment return equivalent to or higher than CPI +2.5% pa on average over 20 years and are willing to accept a higher level of risk
- Are willing to invest in the option for a recommended minimum timeframe of 5+ years
- Are willing to accept a greater level of volatility

### Socially responsible option

This option is designed for members who:

- Are seeking to invest for long-term growth
- Are seeking to invest in a responsible investment option
- Are seeking to earn an investment return equivalent to or higher than CPI +3% pa on average over 20 years and are willing to accept a higher risk level
- Are willing to invest their capital in the option for a recommended minimum timeframe of 5+ years

### Moderate option – Conservative Balanced

This option is designed for members who:

- Are seeking to invest for long-term growth, across a range of asset classes
- Are seeking to earn an investment return equivalent to or higher than CPI +3% pa on average over 20 years and are willing to accept a medium level of risk
- Are willing to invest in the option for a recommended minimum timeframe of 5+ years
- Are willing to accept some volatility

### Defensive options – Capital Stable, Cash

These options are designed for members who:

- Are seeking to invest in lower risk options
- Are seeking to earn an investment return up to CPI +2% pa on average over 20 years and are willing to accept a lower level of risk
- Have a short term investment horizon

## Insurance

Consumers may access insurance through this product. To be eligible they must meet the age, employment and residency requirements detailed in the Inco Sub-fund Insurance Supplement. The table below sets out the sub-class of consumers that each insurance option has been designed for:

### Death insurance cover

This option is designed for members who:

- Are aged between 15 and 64
- Want the ability to increase their cover (voluntary cover)
- Want to nominate beneficiaries of the death benefit

### Total & Permanent Disablement insurance cover

This option is designed for members who:

- Are aged between 15 and 64
- Want to receive a lump sum benefit in the event they are unable to ever work again due to illness or accident
- Want the ability to increase their cover (voluntary cover)

### Income Protection insurance cover

This option is designed for members who:

- Are aged 15 to 64
- Want to receive a monthly benefit if they cannot work for an extended period of time due to injury or illness

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This product includes features and attributes that are likely to be consistent with the likely objectives, financial situation and needs of the class of customers in the target market.

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**Distribution conditions**

This product can only be offered and/or issued in accordance with the relevant terms and conditions of the PDS (as amended from time to time).

This product can be distributed through the following means:

- Directly – on-line application or physical form available with the PDS
- Financial planners – financial planners registered under Maritime Financial Services Pty Limited and Guideway AFSL

This product should only be distributed under the following circumstances:

- Where the prospective member is a resident of Australia
  - To consumers that fall within the target market
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**Next review**

The target market determination will next be reviewed: 5 October 2022

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**Review triggers**

Where one of the below review triggers has occurred a review of the TMD will be undertaken:

- A significant number of complaints from consumers who have acquired the product, regarding the product design and distribution
- Occurrence of a significant dealing(s) outside the TMD that would reasonably suggest that this TMD is no longer appropriate
- Material changes to key product features, investment objectives, terms and conditions that would reasonably suggest that this TMD is no longer appropriate
- Changes to legislation which materially impact the design or distribution of the product and reasonably suggests that this TMD is no longer appropriate

**Information to be collected for our distributors**

- Data to be provided by distributors:
- Complaints – distributors will report the number, nature and outcome of complaints received in relation to the design and features of the product
- Dealings outside the target market – distributors will report if they become aware of significant dealings, where significant dealings includes where a material number of consumers are outside the target market or distribution conditions have not been met

Issued by Maritime Super Pty Limited (the Trustee)  
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