

Target Market Determination – Managed Accounts – MDA

Lonsec Listed Managed Portfolio – Core Australian Equities

Legal disclaimer

This Target Market Determination (**TMD**) is required under section 994B of the *Corporations Act 2001* (Cth) (**the Act**). This TMD describes the class of consumers that comprises the target market for the financial product and matters relevant to the product's distribution and review (specifically, distribution conditions, review triggers and periods, and reporting requirements). Distributors must take reasonable steps that will, or are reasonably likely to, result in distribution of the product being consistent with the most recent TMD (unless the distribution is excluded conduct).

This document is **not** a product disclosure statement (**PDS**) and is **not** a complete 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 PDS, MDA Contract or other offer document for Implemented Portfolios Pty Limited's MDA Service before making a decision whether to invest through 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/MDA Contract, unless otherwise defined. The PDS/MDA can be obtained by contacting Implemented Portfolios Pty Limited.

Target Market Summary

This product is likely to be appropriate for a consumer primarily seeking capital growth to be used as a standalone, core or satellite component within a portfolio where the consumer has a medium to long term investment timeframe, a high growth risk/return profile and needs limited short-term access to capital who is unlikely to need to withdraw their money on less than one week's notice.

Fund and Issuer identifiers

Issuer	Implemented Portfolios Pty Limited
Issuer ABN	36 141 881 147
Issuer AFSL	345143
Model	Lonsec Listed Managed Portfolio – Core Australian Equities
TMD issue date	18 th April 2024
TMD Version	2.0

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 in target market
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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.

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

Investment products and diversification

A consumer (or class of consumer) may intend to hold a product or managed account as part of a diversified portfolio (typically with an intended product use of satellite/small allocation or core component). In such circumstances, the product or managed account 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 or managed account 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	Green	The Lonsec Listed Managed Portfolio – Core Australian Equities aims to deliver strong returns above benchmark, over the medium to long term, by investing in a concentrated portfolio of large-cap Australian listed companies. In general, this product could suit an investor who is less concerned about potential of capital loss and has an investment time horizon to recoup capital. They have sufficient income already and are looking for a capital gain over the long term and understands that the value of the account could fluctuate significantly over the period that it is held.
Capital Preservation	Red	
Income Distribution	Amber	
Consumer’s intended product use (% of Investable Assets)		
Solution/Standalone (up to 100%)	Green	

Consumer Attributes	TMD indicator	Product description including key attributes.
Major allocation (up to 75%)	Green	Lonsec takes an active approach to investing and seeks to add value by investing in a concentrated portfolio of quality securities trading at a reasonable price. Lonsec also has a strong focus on risk management and low turnover. The Lonsec Listed Managed Portfolio – Core Australian Equities aims to deliver strong returns above benchmark, over the medium to long term, by investing in a concentrated portfolio of large-cap Australian listed companies.
Core component (up to 50%)	Green	
Minor allocation (up to 25%)	Green	
Satellite allocation (up to 10%)	Green	
Consumer's investment timeframe		
Minimum investment timeframe	At least 5 years	The product is suitable for consumers with a medium to long term investment timeframe, with a recommended minimum investment timeframe of at least 5 years
Consumer's Risk (ability to bear loss) and Return profile		
Low	Red	The product is high risk in nature, for investors who are unconcerned about potential of capital loss and has time to recoup capital. They have sufficient income already and are looking for a capital gain over the long term. This product has a probability of a negative 12-month return of 27%.
Medium	Red	
High	Green	
Very high	Green	
Extremely high	Green	
Consumer's need to access capital		
Within one week of request	Amber	The product permits withdrawal requests daily as facilitated by the relevant account administrator. These are actioned within a reasonable timeframe and can generally be paid out within a number of days given the predominate use of listed and liquid assets within the model.
Within one month of request	Green	
Within three months of request	Green	
Within one year of request	Green	
Within 5 years of request	Green	

Consumer Attributes	TMD indicator	Product description including key attributes.
Within 10 years of request	Green	
10 years or more	Green	
Consumer's other objectives/needs		
Timely adjustment of portfolio	Green	Via their External Financial Adviser the product allows the consumer the ability to adjust their portfolio in a timely manner
Management of tax position	Green	Via their External Financial Adviser the product allows the consumer the ability to instruct on the management of their individual tax position.
Visibility of investments in portfolio	Green	The product allows consumers full transparency and clear understanding of the assets held within the portfolio.
Customisation of portfolio	Green	Via their External Financial Adviser the product allows the consumer the ability to instruct on specific inclusions or exclusions to their portfolio including individual assets and asset classes, or to manage individual preferences such as ESG considerations.
Transfer of existing investments into portfolio	Green	The product permits consumers to in specie transfer existing investments, subject to requirements of the relevant administrator and custody provider, and to provide an instruction via their External Financial Adviser on how the assets are to be treated; for example by incorporating them into the portfolio over time, correlated with a model holding or reserved from trading.

Distribution conditions/restrictions

Distribution conditions	Distribution condition rationale	Distributors this condition applies to
Only suitable for distribution to consumers who have received personal advice	The Lonsec Listed Managed Portfolio – Core Australian Equities is only made available to those consumers who have received personal advice from an External Financial Adviser with whom Implemented Portfolios has a current Distribution Agreement.	All

Review triggers

Material change to key attributes, managed account 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 TMD review periods

Review period	Maximum period for review
Initial review	1 year 3 months.
Subsequent review	3 years

Distributor reporting requirements

Reporting requirement	Reporting period	Which distributors this requirement applies to
Complaints (as defined in section 994A(1) of the Act) relating to the product. The distributor should provide all the 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 section 994F(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

Distributors must report to Implemented Portfolios Pty Limited using the method specified on this website: www.implementedportfolios.com.au/TMD. This website also provides contact details relating to this TMD for Implemented Portfolios Pty Limited.

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