



# Hostplus Target Market Determination

For Hostplus Pension

Effective date: 1 October 2023

Expiry date: 30 June 2024





## 1. Purpose

This Target Market Determination (TMD) seeks to offer distributors and Hostplus staff with an understanding of the class of consumers for which this product has been designed, having regard to the likely objectives, financial situation and needs of the target market.

Members should refer to the Product Disclosure Statement (PDS) and supporting guides for detailed product information.

### Product description

The *Hostplus Pension* provides members with a great way to secure a regular income in retirement, or while they transition to retirement (TTR). With flexible payment options and a diverse choice of investments, it allows members to control their retirement lifestyle.

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 for Hostplus Pension, available at [hostplus.com.au](https://www.hostplus.com.au) and consider obtaining financial advice before making a decision whether to acquire this product.

Issued by Host-Plus Pty Limited ABN 79 008 634 704, AFSL 244392 as trustee for the Hostplus Superannuation Fund (the Fund) ABN 68 657 495 890, MySuper No 68 657 495 890 198.

## 2. Target market

This product has been designed for a broad target market and includes investment options, which allows members to tailor the product to likely match their likely objectives, financial situations and needs. Distributors should take note of the separately identified sub-markets for the various investment options.

The **target market** (and sub-markets) for *Hostplus Pension* is outlined below.

	<b>Hostplus Pension account (retired members)</b>	<b>Hostplus Transition to Retirement (TTR) account (members transitioning to retirement)</b>
<b>Target market</b>	Consumers who have met a condition of release to access their retirement savings, and want to receive a regular income from their retirement savings.	Consumers who have met the preservation age criteria and have not yet met a full condition of release to access their retirement savings, and: <ul style="list-style-type: none"> <li>▪ Are transitioning to retirement and want to receive a regular income from their retirement savings.</li> </ul>
<b>Likely objectives</b> <i>(one or more may apply)</i>	<ul style="list-style-type: none"> <li>▪ Seeking a regular income payment and have access to lump sums.</li> <li>▪ Seeking flexible access to expected funds over the period of retirement.</li> <li>▪ Looking to maximise expected retirement income over the retirement period.</li> <li>▪ Looking to manage expected risk to the sustainability and stability of retirement income over the retirement period.</li> <li>▪ To take advantage of the tax-effective treatment of a retirement phase pension.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Want to receive a source of regular income while still working on scaled back hours leading into retirement.</li> <li>▪ Are still working and looking to maximise tax effective pre-tax contributions.</li> </ul>
<b>Likely financial situation</b> <i>(one or more may apply)</i>	<ul style="list-style-type: none"> <li>▪ Retired or have otherwise met a condition of release.</li> <li>▪ Requires an income stream from their accumulated superannuation savings.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Still working and requiring a limited income stream from their accumulated superannuation savings in order to replace or supplement income while working.</li> </ul>
<b>Likely needs</b> <i>(one or more may apply)</i>	<ul style="list-style-type: none"> <li>▪ A regular income payable from their retirement savings.</li> <li>▪ Ability to withdraw lump sums from their retirement savings as required.</li> <li>▪ Access to a range of investment options that are managed on their behalf, with the choice of a default investment option or choice to make their own investment decisions.</li> </ul>	<ul style="list-style-type: none"> <li>▪ A partial replacement income stream to supplement their take home pay with reduced working hours.</li> <li>▪ A partial replacement income stream to supplement their take home pay with increased salary sacrifice contributions.</li> <li>▪ Access to a range of investment options that are managed on their behalf, with the choice of a default investment option or choice to make their own investment decisions.</li> </ul>

The eligibility criteria for *Hostplus Pension* are as follows:

Hostplus Pension account (retired members)	Hostplus Transition to Retirement (TTR) account (members transitioning to retirement)
<p>A consumer with at least \$10,000 invested in a superannuation fund, and who meets one of the following conditions of release:</p> <ul style="list-style-type: none"> <li>▪ Has reached their preservation age and permanently retired from the workforce</li> <li>▪ Has reached age 60 and terminated an employment arrangement</li> <li>▪ Has reached age 65</li> <li>▪ Is totally and permanently disabled</li> <li>▪ Is terminally ill</li> <li>▪ Is an eligible dependant in receipt of a death benefit income stream.</li> </ul>	<ul style="list-style-type: none"> <li>▪ A consumer with at least \$10,000 invested in a superannuation fund who has reached their preservation age but has not met a full condition of release.</li> </ul>

Certain investment options (Choiceplus) have specific eligibility criteria that apply to them. Certain investment options (Choiceplus and CPIplus) are only available via the Hostplus Pension account.

*Hostplus Pension* is not suited to (negative target market) and should not be distributed to:

Hostplus Pension account (retired members)	Hostplus Transition to Retirement (TTR) account (members transitioning to retirement)
<ul style="list-style-type: none"> <li>▪ Consumers who have not met a condition of release</li> <li>▪ Consumers with less than \$10,000 to invest.</li> <li>▪ Consumers who do not want to receive a regular income from their account.</li> <li>▪ Any consumer seeking to manage their own retirement savings in a manner similar to a self-managed superannuation fund.</li> </ul>	<ul style="list-style-type: none"> <li>▪ Consumers with less than \$10,000 to invest.</li> <li>▪ Consumers who have met a condition of release approved by Hostplus that meet the eligibility requirements for a Hostplus Pension account with unrestricted access to their retirement savings.</li> <li>▪ Consumers who do not want to receive a regular income from their account.</li> <li>▪ Any consumer seeking to manage their own retirement savings in a manner similar to a self-managed superannuation fund.</li> <li>▪ Consumers seeking investment in Choiceplus, with access to the S&amp;P/ASX 300 Index, Exchange Traded Funds (ETFs), Listed Investment Companies (LICs), or Term Deposits.</li> <li>▪ Consumers seeking investment in CPIplus.</li> </ul>

## 2.1 Investment Options

The below table defines the sub-market for each investment option within *Hostplus Pension*. Explanations of the bolded terms used in this table are in the glossary at section 6 below.

Note that more detailed information on product attributes such as fees and investment objectives can be found in the Hostplus Pension Guide available at [hostplus.com.au/about-us/legals/pds](https://hostplus.com.au/about-us/legals/pds)

Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk
<h3>Core pre-mixed investment options</h3> <p>Our Core pre-mixed investment options <b>focus on delivering the best net return for a given level of risk.</b> These options take full advantage of Hostplus' investment expertise and feature our best investment ideas across listed and unlisted assets, bonds and cash.</p>				
<b>High Growth</b>	The High Growth investment option is focused on <b>delivering the best net return</b> from investing in a portfolio of <b>all growth</b> assets and has <b>medium diversification</b> .	With <b>all growth</b> assets, this <b>Core pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>very strong</b> long-term returns and have a <b>high tolerance</b> of negative returns.		<p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
<b>Shares Plus</b>	The Shares Plus investment option is focused on <b>delivering the best net return</b> from investing in a portfolio that has a <b>strong bias to growth</b> assets and has <b>high diversification</b> .	With a <b>strong bias to growth</b> assets, this <b>Core pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>very strong</b> long-term returns and have a <b>high tolerance</b> of negative returns.		<p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
<b>Balanced</b>	The Balanced investment option is focused on <b>delivering the best net return</b> from investing in a portfolio that has a <b>bias to growth</b> assets and has <b>high diversification</b> .	With a <b>bias to growth</b> assets, this <b>Core pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>strong</b> long-term returns and have a <b>medium to high tolerance</b> of negative returns.		<p>(Negative returns expected in between 3 to less than 4 out of every 20 years)</p>
<b>Conservative Balanced</b>	The Conservative Balanced investment option is focused on <b>delivering the best net return</b> from investing in a portfolio that has a <b>similar proportion of growth and defensive</b> assets and has <b>high diversification</b> .	With a <b>similar proportion of growth and defensive</b> assets, this <b>Core pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns and have a <b>medium tolerance</b> of negative returns.		<p>(Negative returns expected in between 2 to less than 3 out of every 20 years)</p>

Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk
<b>Capital Stable</b>	The Capital Stable investment option is focused on <b>delivering the best net return</b> from investing in a portfolio that has a <b>bias to defensive</b> assets and has <b>high diversification</b> .	With a <b>bias to defensive</b> assets, this <b>Core pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>modest</b> long-term returns and have a <b>low to medium tolerance</b> of negative returns.	<p>5 years +</p> <p>Time</p>	<p>Very low <b>Low to Medium</b> Very high</p> <p>(Negative returns expected in between 1 to less than 2 out of every 20 years)</p>
<b>Defensive</b>	The Defensive investment option is focused on <b>delivering the best net return</b> from investing in a portfolio that has a <b>strong bias to defensive</b> assets and has <b>medium diversification</b> .	With a <b>strong bias to defensive</b> assets, this <b>Core pre-mixed</b> investment option is designed for members with a <b>short-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>low tolerance</b> of negative returns.	<p>2 years +</p> <p>Time</p>	<p>Very low <b>Low</b> Very high</p> <p>(Negative returns expected in between 0.5 to less than 1 out of every 20 years)</p>

## Indexed pre-mixed investment options

Our Indexed pre-mixed investment options **focus on minimising investment fees and costs**.

These options generally use a passive investment style to invest in listed companies, bonds, and cash, and aim to track the returns of the markets in which they invest.

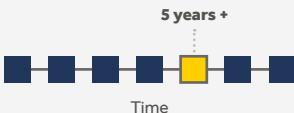

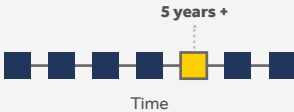

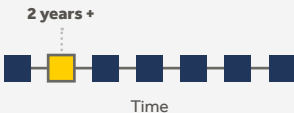

<b>Indexed High Growth</b>	The Indexed High Growth investment option is focused on <b>minimising investment fees and costs</b> from investing in a portfolio of <b>all growth</b> assets and has <b>low diversification</b> .	With <b>all growth</b> assets, this <b>Indexed pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns and have a <b>high tolerance</b> of negative returns.	<p>5 years +</p> <p>Time</p>	<p>Very low <b>High</b> Very high</p> <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
<b>Indexed Balanced</b>	The Indexed Balanced investment option is focused on <b>minimising investment fees and costs</b> from investing in a portfolio that has a <b>bias to growth</b> assets and has <b>medium diversification</b> .	With a <b>bias to growth</b> assets, this <b>Indexed pre-mixed</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns and have a <b>high tolerance</b> of negative returns.	<p>5 years +</p> <p>Time</p>	<p>Very low <b>High</b> Very high</p> <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
<b>Indexed Defensive</b>	The Indexed Defensive investment option is focused on <b>minimising investment fees and costs</b> from investing in a portfolio that has a <b>strong bias to defensive</b> assets and has <b>medium diversification</b> .	With a <b>strong bias to defensive</b> assets, this <b>Indexed pre-mixed</b> investment option is designed for members with a <b>medium-to-long-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>low to medium tolerance</b> of negative returns.	<p>5 years +</p> <p>Time</p>	<p>Very low <b>Low to Medium</b> Very high</p> <p>(Negative returns expected in between 1 to less than 2 out of every 20 years)</p>

Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk

## Socially Responsible Investment (SRI) pre-mixed investment options

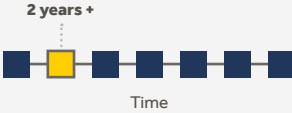

Our Socially Responsible Investment (SRI) pre-mixed options **focus on values-based investing**.

These options seek to reduce exposure to industry segments within fossil fuels and tobacco production, as well as other factors.

<b>Socially Responsible Investment (SRI) – High Growth</b>	The Socially Responsible Investment (SRI) – High Growth investment option is focused on <b>values-based investing</b> from investing in a portfolio of <b>all growth</b> assets and has <b>medium diversification</b> .	With <b>all growth</b> assets, this <b>Socially Responsible Investment pre-mixed</b> option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>strong</b> long-term returns and have a <b>high tolerance</b> of negative returns.		 <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
<b>Socially Responsible Investment (SRI) – Balanced</b>	The Socially Responsible Investment (SRI) – Balanced investment option is focused on <b>values-based investing</b> from investing in a portfolio with a <b>bias to growth</b> assets and has <b>high diversification</b> .	With a <b>bias to growth</b> assets, this <b>Socially Responsible Investment pre-mixed</b> option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns and have a <b>medium to high tolerance</b> of negative returns.		 <p>(Negative returns expected in between 3 to less than 4 out of every 20 years)</p>
<b>Socially Responsible Investment (SRI) – Defensive</b>	The Socially Responsible Investment (SRI) – Defensive investment option is focused on <b>values-based investing</b> from investing in a portfolio with a <b>strong bias to defensive</b> assets and has <b>medium diversification</b> .	With a <b>strong bias to defensive</b> assets, this <b>Socially Responsible Investment pre-mixed</b> option is designed for members with a <b>short-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>low tolerance</b> of negative returns.		 <p>(Negative returns expected in between 0.5 to less than 1 out of every 20 years)</p>

Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk

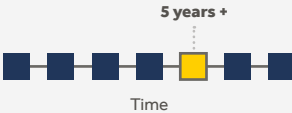

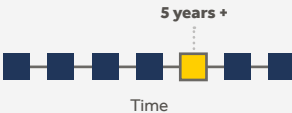

## CPIplus (not available for Transition to Retirement Pensions)

CPIplus	<p>The CPIplus option is designed to offer a pre-determined return.</p> <p>The CPIplus return formula provides for a minimum daily return floor of zero, meaning that irrespective of movements in CPI, the daily return of CPIplus will not be negative even if the CPI rate applicable to that period was negative.</p>	<p>CPIplus is designed for members with <b>short-term</b> investment horizon in pursuit of a low-risk option targeting a consistent and competitive pre-determined return above inflation over time.</p>		 <p>Very low <span style="float: right;">Very high</span></p> <p>(Negative returns expected in less than 0.5 out of every 20 years)</p>
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## Single sector investment options

Our single sector investment options focus on investing in a single investment sector.

These investment options invest only in a specific asset class, such as Cash or Australian Shares, and have varying investment styles.

Australian Shares	<p>The Australian Shares investment option is focused on <b>delivering the best net return in a single sector</b> from investing in a portfolio of <b>all growth</b> assets (typically companies listed predominantly on the Australian Securities Exchange) and has <b>low diversification</b>.</p>	<p>With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>strong</b> long-term returns and have a <b>high tolerance</b> of negative returns.</p>		 <p>Very low <span style="float: right;">High Very high</span></p> <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
Australian Shares – Indexed	<p>The Australian Shares – Indexed investment option is focused on <b>minimising investment fees and costs in a single sector</b> from investing in a portfolio of <b>all growth</b> assets (typically companies listed predominantly on the Australian Securities Exchange) and has <b>low diversification</b>.</p>	<p>With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>moderate</b> long-term returns and have a <b>very high tolerance</b> of negative returns.</p>		 <p>Very low <span style="float: right;">Very high</span></p> <p>(Negative returns expected in 6 or greater out of every 20 years)</p>



Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk
International Shares	The International Shares investment option is focused on <b>delivering the best net return in a single sector</b> from investing in a portfolio of <b>all growth</b> assets (typically companies listed on international securities exchanges, including developed and emerging markets, and may include some unlisted assets) and has <b>medium diversification</b> .	With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>strong</b> long-term returns, have a <b>high tolerance</b> of negative returns and <b>can accept the impacts of foreign currency movements</b> .	<p>5 years + Time</p>	<p>Very low <span style="float: right;">High Very high</span></p> <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
International Shares – Indexed	The International Shares – Indexed investment option is focused on <b>minimising investment fees and costs in a single sector</b> from investing in a portfolio of <b>all growth</b> assets (typically companies listed on international securities exchanges in developed markets only) and has <b>low diversification</b> .	With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>modest</b> long-term returns, have a <b>high tolerance</b> of negative returns and <b>can accept the impacts of foreign currency movements</b> .	<p>5 years + Time</p>	<p>Very low <span style="float: right;">High Very high</span></p> <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>
International Shares (Hedged) – Indexed	The International Shares (Hedged) – Indexed investment option is focused on <b>minimising investment fees and costs in a single sector</b> from investing in a portfolio of <b>all growth</b> assets (typically companies listed on international securities exchanges in developed markets only) and has <b>low diversification</b> .	With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>modest</b> long-term returns, have a <b>very high tolerance</b> of negative returns and <b>want to limit impact of foreign currency movements</b> .	<p>5 years + Time</p>	<p>Very low <span style="float: right;">Very high</span></p> <p>(Negative returns expected in 6 or greater out of every 20 years)</p>
International Shares – Emerging Markets	The International Shares – Emerging Markets investment option is focused on <b>delivering the best net return in a single sector</b> from investing in a portfolio of <b>all growth</b> assets (typically companies listed on international securities exchanges in emerging markets only) and has <b>medium diversification</b> .	With <b>all growth</b> assets, this <b>single sector</b> investment option is designed for members with a <b>medium to long-term</b> investment time frame, who are seeking <b>strong</b> long-term returns, have a <b>high tolerance</b> of negative returns and <b>can accept the impacts of foreign currency movements</b> .	<p>5 years + Time</p>	<p>Very low <span style="float: right;">High Very high</span></p> <p>(Negative returns expected in between 4 to less than 6 out of every 20 years)</p>

Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk
Diversified Fixed Interest	The Diversified Fixed Interest investment option is focused on <b>delivering the best net return in a single sector</b> from investing in a portfolio of <b>all defensive</b> assets (Australian and international government bonds and other investment grade debt) and has <b>medium diversification</b> .	With <b>all defensive</b> assets, this <b>single sector</b> investment option is designed for members with a <b>short-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>medium tolerance</b> of negative returns.	<p>2 years + Time</p>	<p>Very low                      Medium                      Very high</p> <p>(Negative returns expected in between 2 to less than 3 out of every 20 years)</p>
Diversified Fixed Interest – Indexed	The Diversified Fixed Interest – Indexed investment option is focused on <b>minimising investment fees and costs in a single sector</b> from investing in a portfolio of <b>all defensive</b> assets (Australian and international government bonds and other investment grade debt) and has <b>low diversification</b> .	With <b>all defensive</b> assets, this <b>single sector</b> investment option is designed for members with a <b>short-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>medium tolerance</b> of negative returns.	<p>2 years + Time</p>	<p>Very low                      Medium                      Very high</p> <p>(Negative returns expected in between 2 to less than 3 out of every 20 years)</p>
Cash <sup>1</sup>	The Cash investment option is focused on capital preservation from investing in a portfolio of <b>all defensive assets</b> with high liquidity characteristics (e.g., bank deposits, short-term money market investments and other similar investments).	With <b>all defensive</b> assets, this <b>single sector</b> investment option is designed for members with a <b>short-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>very low tolerance</b> of negative returns.	<p>2 years + Time</p>	<p>Very low                      Very high</p> <p>(Negative returns expected in less than 0.5 out of every 20 years)</p>

1. The Cash option will be invested approximately 60% in deposits with Commonwealth Bank of Australia Limited and 40% in deposits with Members Equity Bank Limited. Any remaining amounts of the Cash option will be invested in separate bank deposits, short-term money market investments or other similar investments. Please note that maintaining a specific allocation requires regular rebalancing and the actual allocation may vary between rebalancing dates.

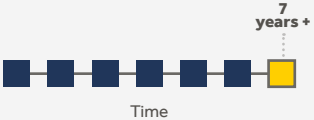


Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk



## Choiceplus (direct investment option)

### Eligibility Criteria:

To be able to invest in Choiceplus, a member must:

- Not be a Transition to Retirement account member.
- Have access to the internet, a current email address and registered for Member Online.
- Be a Hostplus member with more than \$10,000 in their account.
- Make an initial Choiceplus investment of at least \$200.
- Register for Choiceplus and read and accept the terms and conditions during the registration process.
- Maintain a minimum balance of \$2,000 in one or more of their Hostplus pre-mixed or single sector investment options; noting they must keep enough funds outside of Choiceplus allowing Hostplus to pay them at least the minimum annual pension required by legislation.
- Transfer and maintain at least \$200 into their Choiceplus transaction account from their other Hostplus investment options.

<p><b>Australian Shares (S&amp;P/ASX 300 Index)</b></p>	<p>Choiceplus enables direct investment into companies in the S&amp;P/ASX 300 Index.</p> <p>The S&amp;P/ASX 300 Index incorporates the largest 300 companies on the Australian Securities Exchange (by market capitalisation).</p>	<p>Members with a <b>long-term</b> investment time frame who are seeking <b>strong</b> long-term returns and have a <b>high tolerance</b> of negative returns. Choiceplus members should be comfortable with implementing their own investment strategy and taking an active role in managing their investment.</p>	 <p>Time</p>	 <p>Very low High Very high</p> <p>(Based on a diversified share portfolio, expected frequency of negative annual returns would be in between 4 and 6 out of every 20 years)</p>
<p><b>Exchange Traded Funds (ETFs)</b></p>	<p>ETFs are traded like shares, but are a collection of securities and generally represent a particular market index, (e.g. ASX Small Caps).</p> <p>ETFs provide a low-cost way to access a wide range of securities in Australian and international markets and different industry sectors without having to select shares yourself.</p>	<p>Members with a <b>short-term to long-term</b> investment time frame (depending on the ETF chosen) who are seeking <b>stable to very-strong</b> long-term returns (depending on the ETF chosen) and have <b>very low to very high tolerance</b> of negative returns (depending on the ETF chosen). Members choosing this investment should be comfortable with implementing their own investment strategy and taking an active role in managing their investment.</p>	<p>Dependent on the actual ETFs members choose to invest in</p>	 <p>Very low High Very high</p> <p>(Note: It is dependent on the actual composition of ETFs members choose to invest in)</p>

Investment option	Overall class of members designed for		Product key attributes	
	Summary	Who is this investment option suitable for?	Minimum suggested timeframe	Level of investment risk
<b>Listed Investment Companies (LICs)</b>	<p>LICs are publicly traded investment companies that invest in a diversified portfolio of assets, such as shares and bonds. LICs are traded like shares, and are closed-ended. This means they do not regularly issue new shares or cancel existing shares as investors join or leave.</p> <p>LICs are actively managed and can provide investors with exposure to a diversified portfolio of underlying shares and other assets.</p>	<p>Members with a <b>medium to long-term</b> investment time frame who are seeking <b>strong</b> long-term returns and have a <b>high tolerance</b> of negative returns. Members should be comfortable with implementing their own investment strategy and taking an active role in managing their investment.</p>	<p>Dependent on the actual LICs members choose to invest in</p>	 <p>(Note: It is dependent on the actual composition of LICs members choose to invest in)</p>
<b>Term deposits</b>	<p>Term Deposits have a locked-in term and interest rate, which accrues interest daily and is credited to your account at the end of the selected term along with the original invested capital. The interest rate is generally higher than a normal bank deposit interest rate.</p> <p>Term deposits are deemed to be 'illiquid' investments, because once you have agreed on a term and locked your investment in, you cannot redeem your cash earlier without incurring a penalty on your interest rate.</p>	<p>With <b>all defensive</b> assets, Term Deposits are designed for members with a <b>short-term</b> investment time frame, who are seeking <b>stable</b> returns and have a <b>very low tolerance</b> of negative returns.</p>	<p>Members should be prepared to stay invested for the specific term of maturity to meet their objectives</p>	 <p>(Negative returns expected in less than 0.5 out of every 20 years)</p>

## 2.2 Consistency between the target market and this product

The information contained in this document details the relationship between the target market and product and its key attributes, thereby demonstrating the product's appropriateness to that target market.

## 3. Distribution

The below table outlines Hostplus' permitted distribution channels and associated distribution conditions or restrictions for *Hostplus Pension*.

Distribution Channel	Permitted Channel	Distribution conditions/ restrictions
Direct channels through Hostplus	Yes	<ul style="list-style-type: none"> <li>This product can only be distributed to the target market specified in this document.</li> <li>This product can only be offered and/or issued in accordance with the relevant product terms and conditions outlined in the Product Disclosure Statement.</li> </ul>
Through personal advice	Yes	
Through authorised representatives by general/intra-fund advice	Yes	
Rating and research agencies	Yes	

The distribution conditions outlined above will be reviewed if distribution channels change.

### 3.1 Adequacy of distribution conditions and restrictions

Hostplus has determined that the distribution conditions and restrictions outlined above are appropriate, on the basis that the conditions and restrictions exclude retail clients other than those retail clients seeking an interest in a superannuation pension or TTR product.

## 4. Review process

This target market determination will be reviewed annually with a maximum review period of 15 months between reviews. There are a number of events that could arise and would suggest that this TMD is no longer appropriate which will trigger an out of cycle review. This may include the following review triggers:

- Receipt of a significant or unexpectedly high number of complaints from members who have acquired this product, regarding the product design, features, availability and any distribution condition that would reasonably suggest that this TMD is no longer appropriate.
- Hostplus makes material changes, additions or removals of key product options and/or attributes such as liquidity, administration fees, investment objectives, strategic asset allocation or terms and conditions that would reasonably suggest that this TMD is no longer appropriate.
- The Target Market and product attributes described in this TMD are found to include materially incorrect or misleading information that reasonably suggests that this TMD is no longer appropriate.
- Material changes to distribution conditions of the product that would reasonably suggest that this TMD is no longer appropriate.
- Receipt of a Product Intervention Power order from ASIC requiring Hostplus to cease retail distribution of this product.
- Occurrence of a significant dealing(s) outside of the target market that would reasonably suggest that this TMD is no longer appropriate.
- The trustee makes a determination for purposes of s52(9) of Superannuation Industry (Supervision) Act 1993 (Member Outcomes Assessment) that the financial interests of the members who hold this product are unlikely to be met.
- Failure to meet the performance test benchmarks stipulated under the Your Future Your Super legislation (noting the performance test will not apply to the direct investment option (Choiceplus)).
- Material changes to the investment profile of member cohorts that would reasonably suggest that this TMD is no longer appropriate.

Where a review trigger has occurred, the Trustee and all distributors must cease distribution conduct and any party (including the administrator) must cease giving a retail client a product disclosure statement as soon as is practicable and no later than 10 business days, unless the review occurs within that period of time and a new TMD is made or the relevant trigger event is resolved.

## 5. Distributor requirements

Hostplus regularly monitors the consistency of the distribution of *Hostplus Pension* with the Target Market on a quarterly basis. In order to assist Hostplus with the identification of potential issues with the distribution of *Hostplus Pension* distributors are required to report the information to Hostplus as outlined below:

Reporting	Format	Provider	Frequency	How
Complaints	Any complaints received by Distributors about <i>Hostplus Pension</i> where the complaint relates to product design, or product distribution conditions. The distributor should provide all the complaint details where appropriate.	Distributor	As relevant	Via email at <a href="mailto:ddoreporting@hostplus.com.au">ddoreporting@hostplus.com.au</a> , or via our website at <a href="https://hostplus.com.au/about-us/legals/ddo">hostplus.com.au/about-us/legals/ddo</a>
General product & performance feedback	Distributors should report all general feedback about this product and its performance.	Distributor	As relevant	Via email at <a href="mailto:ddoreporting@hostplus.com.au">ddoreporting@hostplus.com.au</a>
Sales of Product outside of TMD	Distributors should report all sales outside of the target market that were not based on personal advice. This should include an indicator as to why the distribution is outside of the target market.	Distributor	Quarterly	Via email at <a href="mailto:ddoreporting@hostplus.com.au">ddoreporting@hostplus.com.au</a> , or via our website at <a href="https://hostplus.com.au/about-us/legals/ddo">hostplus.com.au/about-us/legals/ddo</a>
Significant dealings	<p>Distributors should advise of any significant dealings outside of the target market.</p> <p>Whether or not a dealing is significant will depend on a variety of circumstances, including (but not limited to):</p> <ul style="list-style-type: none"> <li>▪ the scale of distribution outside the target market.</li> <li>▪ the risk (or potential risk) of harm, financial loss, or detriment to those consumers from such distribution, and</li> <li>▪ the nature and extent of inconsistency of distribution to the target market determination.</li> </ul> <p>'Significant' is not defined by the Corporations Act. Each distributor will need to make an individual assessment in the circumstances of each case to determine when a dealing (or dealings) outside of a target market is significant, and this must be reported to Hostplus immediately.</p>	Distributor	As soon as possible. No later than 10 business days after the distributor becomes aware of the significant dealing.	Via email at <a href="mailto:ddoreporting@hostplus.com.au">ddoreporting@hostplus.com.au</a> , or via our website at <a href="https://hostplus.com.au/about-us/legals/ddo">hostplus.com.au/about-us/legals/ddo</a>

## 6. Glossary

Term	Meaning
<b>Diversification level</b>	<p>Diversification can arise from having broad exposures to investments across differing asset classes, companies, industries, geographies, company capital structures, active asset management styles, currencies and counterparties. These, and other diversifiers, are considered when determining the diversification level applicable within an investment option.</p> <p>To assist members in making an informed choice, Hostplus has used the following descriptions of the level of diversification applicable to each investment option:</p> <p><b>High diversification</b> means that the investment option has wide levels of exposures across these diversifiers, including over multiple asset classes. For example, the <b>Balanced</b> option is invested across multiple asset classes including unlisted assets, as well as multiple investment managers, geographies, company capital structures, active asset management styles, currencies and counterparties.</p> <p><b>Medium diversification</b> means that the investment option has intermediate levels of exposures across these diversifiers, sometimes over multiple asset classes. For example, the <b>Indexed Balanced</b> option is invested across a number of investment managers, assets, and geographies, but is limited to investing in listed companies, bonds and cash.</p> <p><b>Low diversification</b> means that the investment option has more limited levels of exposures across these diversifiers and rarely over multiple asset classes. For example, the <b>Australian Shares</b> option is diversified across multiple companies and investment managers, however it is limited to investing only in the Australian shares asset class.</p> <p><i>These terms appear in the 'summary' and 'who is this investment suitable for?' of our investment options.</i></p>
<b>Growth assets label</b>	<p>To assist members in making an informed choice, Hostplus has used the following criteria to categorise the bias to growth assets of our investment options:</p> <p><b>All growth</b> means 100% growth assets</p> <p><b>Strong bias to growth</b> means &gt; 80% to &lt; 100% growth assets</p> <p><b>Bias to growth</b> means &gt; 60% to = 80% growth assets</p> <p><b>Similar proportion of growth and defensive</b> means &gt; 40% to = 60% growth assets</p> <p><b>Bias to defensive</b> means &gt; 20% to = 40% growth assets</p> <p><b>Strong bias to defensive</b> means &gt; 0% to 20% growth assets</p> <p><b>All defensive</b> means 0% growth assets</p> <p><i>These terms appear in the 'summary' and 'who is this investment suitable for?' of our investment options.</i></p>
<b>Impact of foreign currency movements</b>	<p>The impact of foreign currency movement is the possibility of losing money due to unfavourable moves in exchange rates. Investments in overseas markets are exposed to the impact of foreign currency movement unless hedged.</p>
<b>Investment style</b>	<p>Hostplus investments invest in three distinct investment styles. These are:</p> <p><b>Core:</b> These investment options focus on delivering the best net return for a given level of risk. They take full advantage of Hostplus' investment expertise, and feature our best investment ideas across listed and unlisted assets, bonds and cash.</p> <p><b>Indexed:</b> These investment options focus on minimising investment fees and costs. They generally use a passive investment style to invest in listed companies, bonds and cash, and aim to track the returns of the markets in which they invest.</p> <p><b>Socially Responsible Investment (SRI):</b> These investment options focus on values-based investing. They seek to reduce exposure to industry segments within fossil fuels and tobacco production, as well as other factors.</p>

Term	Meaning
<b>Investment time frame</b>	<p>To assist members in making an informed choice, Hostplus has used the following criteria to categorise the expected investment time frame applicable to the target market for our investment options. The labels outlined below are based on the minimum suggested investment time frames for each Hostplus investment option.</p> <p><b>Long term</b> means 7 years or more</p> <p><b>Medium to long term</b> means 5 years to &lt; 7 years</p> <p><b>Short term</b> means &lt; 5 years</p> <p><i>These terms appear in the 'summary' and 'who is this investment suitable for?' of our investment options.</i></p>
<b>Long-term returns label</b>	<p>To assist members in making an informed choice, Hostplus has used the following criteria to categorise the expected returns of our investment options. The labels outlined below are based on the long-term return objectives (20 years) for each of Hostplus' investment options:</p> <p><b>Very strong</b> means &gt; CPI + 4%</p> <p><b>Strong</b> means &gt; CPI + 3% to = CPI + 4%</p> <p><b>Moderate</b> means &gt; CPI + 2% to = CPI + 3%</p> <p><b>Modest</b> means &gt; CPI + 1% to = CPI + 2%</p> <p><b>Stable</b> means CPI + 1% or less</p> <p><i>These terms appear in the 'summary' and 'who is this investment suitable for?' of our investment options.</i></p>
<b>Negative return tolerance level</b>	<p>To assist members in making an informed choice, Hostplus has used the following criteria to indicate the level of tolerance to negative returns that a member would require for each of its investment options:</p> <p><b>Very high tolerance</b> means 6 or greater years out of 20 years.</p> <p><b>High tolerance</b> means equal to 4 to less than 6 years out of 20 years.</p> <p><b>Medium to high tolerance</b> means equal to 3 to less than 4 years out of 20 years.</p> <p><b>Medium tolerance</b> means equal to 2 to less than 3 years out of 20 years.</p> <p><b>Low to medium tolerance</b> means equal to 1 to less than 2 years out of 20 years.</p> <p><b>Low tolerance</b> means equal to 0.5 to less than 1 year out of 20 years.</p> <p><b>Very low tolerance</b> means less than 0.5 years out of 20 years.</p> <p><i>These terms appear in the 'summary' and 'who is this investment suitable for?' of our investment options.</i></p>
<b>Pre-mixed</b>	<p>These investment options invest in combinations of asset classes.</p> <p>Each pre-mixed option has its own mix of growth and defensive assets, investment objective, and level of investment risk.</p>
<b>Single sector</b>	<p>The single sector investment options invest only in a specific asset class, such as Cash or Australian Shares, and have varying investment styles.</p>



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